

# Prof. Kevin Joseph Boudreau

Northeastern University, D'Amore-McKim School of Business, Dept. of Entrepreneurship & Innovation

PhD, MIT-Sloan School; MA, Economics, U. Toronto; B.A.Sc., Engineering, U. Waterloo

Fields: Strategy, Innovation/Knowledge/Science, Entrepreneurship, Organization & Governance

Specializations: Platforms, Digital Organization, Innovation, Knowledge, Discovery, and Science

Contact: k.boudreau@northeastern.edu, www.kevinboudreau.com (see website for more current accounts of research)

## ACADEMIC POSITIONS & AFFILIATIONS

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- Professor, Northeastern University, D'Amore McKim School of Business, Boston, MA, 2017-present (primary affiliation: Entrepreneurship & Innovation, DMSB; courtesy appointments: College of Computer Science, College of Social Sciences & Humanities)
- Visiting Professor, Harvard Business School, Strategy Unit, Boston, MA, 2015-2016
- Assistant Professor, Strategy & Entrepreneurship, LBS, Strategy & Entrepreneurship, London, UK, 2010-2014
- Assistant Professor, HEC-Paris, Strategy, Entrepreneurship, & Business Policy, Jouy-en-Josas, France, 2007-2009

### *Other Affiliations*

- Research Associate, National Bureau of Economic Research (NBER), Productivity, Innovation, and Entrepreneurship, Boston, MA, 2016-present
- Faculty Research Fellow, Harvard Institute for Quantitative Social Science (IQSS), Boston, MA, 2016-present
- Chief Economist, NASA Tournament Lab, raised seed research funding, designed research program for use of crowdsourcing in engineering, data science, and software problems, 2011-2015

## INDUSTRY POSITIONS

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- President, Babbage Innovation & Data Analytics, Boston, MA. 2013-2014
- Director, Economist Intelligence Unit, European Internet, Media, Telecoms, and Internet, London and Boston, 1999-2001
- Senior Manager, Latin America M&A, QUALCOMM, Inc., USA, Bolivia, Brazil, Mexico, 1996-1999
- Strategy Consultant, Deloitte Strategy Consulting, Canada, USA, Colombia, Mexico, 1994-1996
- Coop: Braxton Strategy Consulting, Nortel Networks, Bell Northern Research

## EDUCATION

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- Doctor of Philosophy, Behavioral and Policy Sciences, MIT Sloan School, Cambridge, MA, USA, 2006 Technology, Innovation, Entrepreneurship & Strategy program; MIT Presidential Fellow; dissertation title: "How Open Should an Open System Be?," advisors: Rebecca Henderson, Michael Cusumano, Marc Rysman, Robert Gibbons; RAs/TAs: Simon Johnson, Olivier Blanchard, Erik Brynjolfsson, Michael Cusumano, Rebecca Henderson, Ezra Zuckerman
- Master of Arts, Economics, University of Toronto, Toronto, Canada, 1998
- Bachelor of Applied Sciences, Engineering (minor: Management Science) University of Waterloo, 1996 Waterloo, Canada, graduated summa cum laude, Canada Scholarship; René Descartes Physics Contest Scholarship; conducted industry research experiments in microelectronics, built statistical tools for research and industry

## RESEARCH ACTIVITIES

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### *Near Submission or Under Review*

- AI and digital labor markets field experiment w/ Sarah Bana (LSE) (to be resubmitted to MISQ, completing follow-up survey in response to earlier reviews)
- Development of engineers and STEM workers field experiment, w/ Matt Marx (Cornell) (near submissions to American Economic Review Insights)
- Managing your Long Tail Innovation (R&R at Organization Science)

- The Use and Adoption of AI across Scientific Research, w/ Z. Rasouli, F. Dell'Acqua, M. Awada, K. Lakhani (Harvard, MIT) (nearing submission at Science)
- Digitization, Artificial Intelligence, and Search and Matching in Modern Labor Markets, w/ Thomas Jungbauer (Cornell) and Cole Williams (UNebraska) (nearing submission at Journal of Political Economy)
- The Problem with AI Adoption: Solving the Industry's Structural, Coordination, and Strategy Problems (invited article at Sloan Management Review)

#### **Advanced Preparation**

- Multi-disciplinary Crowdsourced Teams Field Experiment w/ Nilam Kaushik (IIMB) (Best Paper, ISC)
- Who Does Multi-Disciplinary Science Field Experiment, w/ Ina Ganguli (UMass)
- Non-Pecuniary Motivations of Complementors on Platforms w/ A. Ma & L. Dudley (Northeastern) (nearing submission at Academy of Management Journal)
- Early Career Exposure to Startups & Later Firm Founding w/ Matt Marx & Luna Wu (Cornell)

#### **New Projects/Initiatives in Development**

- Digital Twin Interaction and Scientific Collaborations

#### **Publications**

1. Boudreau, Kevin J. "Field Experiments in the Science of Science: Lessons from Peer Review and the Evaluation of New Knowledge" In Economics of Science, National Bureau of Economic Research (NBER) (2026)
2. Boudreau, Kevin J., Lars Bo Jeppesen, and Milan Miric. "Artificial Intelligence as a Platform Technology: Strategic Implications of Competing on Top of an AI Platform" Kevin J. Boudreau, Lars Bo Jeppesen & Milan Miric" In The Handbook on AI and Strategy, eds. F. Csaszar and N. Jia, (2025).
3. Boudreau, Kevin J., Lars Bo Jeppesen, and Milan Miric. "Free(mium) strategies for digital goods." In Research Handbook on Digital Strategy, pp. 126-141. Edward Elgar Publishing, (2023).
4. Boudreau, Kevin J., Nilam Kaushik. "Gender Differences in Responses to Competitive Organization? A Field Experiment on Differences Between STEM and Non-STEM Fields from an Internet-of-Things Platform." Organization Science (2023).
5. Boudreau, Kevin J., Lars Bo Jeppesen, and Milan Miric. "Profiting from digital innovation: Patents, copyright and performance." Research Policy 51.5 (2022): 104477.
6. Boudreau, Kevin J., Lars Bo Jeppesen, and Milan Miric. "Competing on freemium: Digital competition with network effects." Strategic Management Journal (2021).
7. Boudreau, Kevin J. "Promoting Platform Takeoff and Self-Fulfilling Expectations: Field Experimental Evidence." Management Science 67.9 (2021): 5953-5967.  
★ *Copeland Best Paper Award*
8. Boudreau, Kevin J., et al. "Crowdfunding as Donations to Entrepreneurial Firms." Research Policy 50.7 (2021): 104264.
9. Miric, Milan, Kevin J. Boudreau, and Lars Bo Jeppesen. "Protecting their digital assets: The use of formal & informal appropriability strategies by App developers." Research Policy 48.8 (2019): 103738.
10. Lakhani, Karim., Kevin J. Boudreau, E. Guinan (2018) "Randomized Insights: Field Experiments in Understanding Knowledge Production in the Sciences." Science.
11. Boudreau, K.J., Brady, T., Ganguli, I., Gaule, P., Guinan, E., Hollenberg, A. and Lakhani, K.R., (2017). "A field experiment on search costs and the formation of scientific collaborations." Review of Economics and Statistics, 99(4), pp.565-576.
12. Boudreau, Kevin J. "Platform Boundary Choices & Governance: Opening-Up While Still Coordinating and Orchestrating." In Furman, J., Gawer, A., Silverman, B. S., Stern, S. (Eds.), Entrepreneurship, innovation, and platforms. (Advances in Strategic Management) Emerald Publishing Limited, 2017.
13. Boudreau, Kevin J., Karim R. Lakhani, and Michael Menietti. "Performance responses to competition across skill levels in rank-order tournaments: field evidence and implications for tournament design." The RAND Journal of Economics 47.1 (2016): 140-165.
14. Boudreau, Kevin J., and Karim R. Lakhani. "Innovation experiments: Researching technical advance, knowledge production, and the design of supporting institutions." Innovation Policy and the Economy 16.1 (2016): 135-167.

15. Boudreau KJ, Guinan EC, Lakhani KR, Riedl C. Looking across and looking beyond the knowledge frontier: Intellectual distance, novelty, and resource allocation in science. *Management Science*. 2016; 62(10):2765-83.  
★ *Copeland Best Paper Award*  
★ *INFORMS Technology, Innovation, Management, and Entrepreneurship Best Paper, Runner-Up*
16. Boudreau, Kevin J., and Karim R. Lakhani. "'Open' disclosure of innovations, incentives and follow-on reuse: Theory on processes of cumulative innovation and a field experiment in computational biology." *Research Policy* 44.1 (2015): 4-19.
17. Boudreau, Kevin J., and Lars B. Jeppesen. "Unpaid crowd complementors: The platform network effect mirage." *Strategic Management Journal* 36.12 (2015): 1761-1777.
18. Boudreau, Kevin J., and Karim R. Lakhani. "Using the crowd as an innovation partner." *Harvard Business Review* 91.4 (2013): 60-9.  
★ *Harvard Business Review, McKinsey & Co. Award Runner-Up*
19. Lakhani, Karim R., et al. "Prize-based contests can provide solutions to computational biology problems." *Nature Biotechnology* 31.2 (2013): 108-111.
20. Guinan, Eva, Kevin J. Boudreau, and Karim R. Lakhani. "Experiments in Open Innovation at Harvard Medical School: What happens when an elite academic institution starts to rethink how research gets done?." *MIT Sloan Management Review* 54.3 (2013): 45.
21. Boudreau, Kevin J. "Let a Thousand Flowers Bloom? An Early Look at Large Numbers of Software App Developers and Patterns of Innovation." *Organization Science* 23.5 (2012): 1409-1427.  
★ *INFORMS Technology, Innovation, Management, and Entrepreneurship Best Paper*
22. Boudreau, Kevin J., and K. Lakhani. "The Confederacy of Heterogeneous Software Organizations and Heterogeneous Developers." *National Bureau of Economic Research (NBER) The rate and direction of inventive activity revisited* (2012): 483-509.
23. Boudreau, Kevin J., Nicola Lacetera, and Karim R. Lakhani. "Incentives and problem uncertainty in innovation contests: An empirical analysis." *Management Science* 57.5 (2011): 843-863.  
★ *Management Science, Best Paper Runner-Up*
24. Boudreau, Kevin. "Open platform strategies and innovation: Granting access vs. devolving control." *Management Science* 56.10 (2010): 1849-1872.
25. Boudreau, Kevin J., and Karim R. Lakhani. "How to manage outside innovation." *MIT Sloan Management Review* 50.4 (2009): 69-76.
26. Boudreau, Kevin J., and Andrei Hagiu. "Platform rules: Multi-sided platforms as regulators." *Platforms, Markets and Innovation* 1 (2009): 163-191.

## GRANTS & FUNDING

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- "The State of the Art on RCTs in the Economics of Science," National Bureau of Economic Research (honorary for invited chapter)
- "Platform Innovation & AI" 2024 (\$50k)
- "Advancing NUGig's Artificial Intelligence (AI)," D'Amore McKim School of Business, 2023 (\$35k)
- "Teams Designing AI-apps in the classroom," Northeastern Honors Program, 2023
- Fulbright Scholarship, 2022-2023 (\$50k)
- "NUGig," Kauffman Foundation, 2018-2020 (\$50k)
- "IoT Open Innovation Collaborative Platform Build," Kauffman Foundation, 2018-2020 (\$200k)
- "IoT Open Innovation Collaborative Platform Build," G.E. Corp., 2018-2020 (\$15k)
- "IoT Open Innovation Collaborative Platform Build," DMSB., 2018-2020 (\$50k)
- "Causal Effects of Engineering Coop," Northeastern RIELS, 2018
- Sloan Foundation Research Grant, 2015 (\$60k)
- NASA Tournament Lab, 2014 (\$600k) w/ K. Lakhani
- Club Informatique des Grandes Entreprises Françaises Grant, 2015, (\$120k)
- Google Faculty Research Grant, 2013 (\$150k)

- London Management Lab Research Award, 2013 (\$75k) (seed funding for NASA Tournament Lab proof-of-concept)
- Microsoft Research Faculty Award Grant, 2010 (\$60k)
- Paris Chamber of Commerce Research Grant, 2008 (\$80k)
- MIT Presidential Fellowship Grant, 2003 (\$50k)

## AWARDS

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- Copeland Best Paper Award, "Promoting Platform Takeoff and Self-Fulfilling Expectations: Field Experimental Evidence," 2022
- INFORMS Technology, Innovation Management and Entrepreneurship, Best Paper Runner-Up, "Looking Across and Looking Beyond the Knowledge Frontier: Intellectual Distance, Novelty and Resource Allocation in Science," 2020
- IoT Colleges & Universities Innovator Organization Award (on behalf of IoT Open Innovation Lab team), 2018
- Copeland Best Paper Award, "Looking Across & Looking Beyond the Knowledge Frontier," 2017
- INFORMS Technology, Innovation Management and Entrepreneurship, Best Paper, "Let a Thousand Flowers Bloom? An Early Look At large Numbers of Software Apps Developers and Patterns of Innovation," 2017
- Management Science, Distinguished Service Award, 2015
- Harvard Business Review, McKinsey & Co. Award Runner-Up, "Using the Crowd as an Innovation Partner," 2014
- Management Science, Best Paper Finalist, "Incentives and Problem Uncertainty in Innovation Contests: An Empirical Analysis." 2013
- Management Science, Meritorious Service Award, 2013
- Academy of Management, Behavioral and Policy Science, Best Reviewer Award, 2007

## INVITED SEMINARS & CONFERENCE PRESENTATIONS

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**2026** UCLA UCLA (Keynote); Harvard (Economics of Science & Engineering); NBER (Economics of Science); Academy of Management (Platforms, Experiments, AI); Boston University.

**2025** AI & Strategy Consortium; USC AI & Strategy Management Conference; NBER (Taking Stock of RCTs in the Economics of Science); CMU Block Center for Technology and Society Conference

**2024** Wharton Innovation Conference; Cornell, Academy of Management - AI in Science; Academy of Management - Design of Digital Experiments and Research Platforms; Cornell University – Strategy and Business Economics; HEC Paris AI & Entrepreneurship Workshop; Academy of Management – TIM Plenary on AI in Science and Innovation; PDW speaker on AI for Science, Organizational Search and Disruptive Knowledge in Science; Artificial Intelligence Innovation Network Workshop;

**2022** Max Planck Institute: Innovation and Entrepreneurship, ASSA Academy of Management Annual Meeting, International Industrial Organization Conference, American Economics Association annual meeting (ASSA), University of North Carolina, Boston University Strategy Seminar, Washington University, Boston Platforms conference;

**2021** Wharton Technology & Innovation Conference; Digital Business Conference CBS/Bocconi, AoM Meetings (Understanding Organizational Governance in Digitally Transformed World; Platforms, Platform Characteristics, and Complementor Performance and Strategy; Open Innovation in Science; Platforms and Ecosystems: Building and Sustaining Competitive Advantages; invited discussant Toulouse School of Economics: Platform Economics Seminar; invited discussant European Strategy, Innovation, and Entrepreneurship workshop);

**2020** Duke University, National Bureau of Economic Research, Organization Science Special Conference on Experiments in Organization Theory, Academy of Management;

**2019** Stanford University, Harvard University, Purdue University, Academy of Management (Platforms, Field Experiments, Science Funding);

**2018** University of Michigan, Stanford University, Economics of Online Platforms Conference (University of Florida Law & Economics Departments), HBS Digital Conference, United States Patent Office, Boston College Digital Innovation Conference, Northwestern University, National Science Foundation, NBER Productivity, Innovation & Entrepreneurship Seminar, Academy of Management, Organizational Design Community Conference, UC Berkeley, Case Western Workshop on Digital Innovation, NBER Entrepreneurship Working Group Meeting, Roundtable on Engineering Entrepreneurship Research (REER) meeting Georgia Tech;

**2017** Copenhagen Business School, IESE Business School, Academy of Management, LSE, UCL, International Industrial Organizational Conference (IIOC), Academy of Management, DRUID, New York University;

**2016** Strategy Research Forum (Field Experimental Methods), Northeastern University;

**2015** NYU-Stern, USC-Marshall, Yale University, Dartmouth-Tuck Strategy Conference, UC-Berkeley, HBS-Strategy seminar, HBS-TOM seminar, HBS Strategy Conference, INFORMS conference, National Bureau of Economic Research (NBER), Boston University-Platforms Conference, Cornell University, Cambridge University;

**2014** Columbia, Cambridge, Oxford, Rutgers, INSEAD, Strategic Management Society ('Big Data and Strategy'), Academy of Management ('Field Experimental Methods in Management');

**2013** INSEAD Singapore, National University of Singapore, Singapore Management University, Academy of Management

**2012** LMU, NBER Workshop on Scholarly Communication (Economics of Science), European Policy for Intellectual Property, Leuven Center for Research on Economics and Strategy, Washington University-Olin, World Bank Conference on Intellectual Capital, Tel Aviv University Economics Department and Strategy joint seminar, BYU-University of Utah Winter Strategy Conference, NBER Productivity Group, UC-San Diego, UC-Berkeley, Stanford;

**2011** TUM, ESMT, INFORMS, Roundtable for Engineering Entrepreneurship Research, National Bureau of Economic Research, Harvard Business School, Hebrew University Economics Department, Academy of Management;

**2010** Institute of Innovation and Entrepreneurship, London Business School, Roundtable for Engineering Entrepreneurship Research, Academy of Management, Platforms Symposium, Strategic Management Society, NESTA Open Innovation Research Roundtable;

**2009** Dartmouth University, Carnegie Mellon University, IESE, IE, Academy of Management, American Economics Association;

**2008** Roundtable for Engineering Entrepreneurship Research, Strategic Management Society, Sorbonne, Meeting of Recipients of Microsoft Grants for Research on Digital Platforms, Imperial College, London Business School, Wharton, Ottawa University; 2007 Free and Open Source Software Workshop, Schumpeter Conference, User Innovation Workshop, CBS, Academy of Management, Atlanta Competitive Advantage Conference, Washington University-Olin, International Industrial Organization Conference, Sorbonne, IDEI Economics of Software and Internet Industries, American Economics Association

## REVIEWING & JOURNAL EDITING ACTIVITIES

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### *Editorial Roles*

- Management Science, Associate Editor 2011-present
- Strategic Management Journal, Editorial Board 2016-present
- Boston University Digital Management, Scientific Committee: 2023-present
- Journal of Economics & Management Strategy, co-Editor 2022-2023
- Academy of Management Journal, Editorial Board, 2012-2014

### *Reviewing*

- Strategy, and Innovation, and Entrepreneurship: Administrative Science Quarterly, Management Science, Strategic Management Journal, Organization Science, Research Policy, Academy of Management Journal, Academy of Management Review
- Science & Technology: Science, Proceedings of National Academy of Sciences, National Science Foundation, PloS One, PNAS Proceedings for the National Academy of Sciences, IEEE journals
- Information Systems and Operations: Production and Operations Management, Information Systems Research, Management Information Systems Quarterly, Journal of the Association of Information Systems, Manufacturing & Service Operations Management
- Practitioner Journals: Harvard Business Review, California Management Review, Strategic Management Review
- Economics: American Economic Review, Quarterly Journal of Economics, Journal of Political Economy, International Journal of Industrial Organization, Journal of Economic Behavior & Organization, Science, Journal of Economics & Management Strategy, Journal of Industrial Economics, Review of Network Economics, Journal of Public Economics

## TEACHING & STUDENT SUPERVISION

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### *Courses Taught*

- Digital Platform Strategies and Data-Driven Business Models 2026- (analysis and design course focused on integrating AI/Algorithms/Data/Digitization into Digital Organization)
- Platform Innovation 2019- (comprehensive training in designing, newly innovating platforms, mba style course)
- Digital Platform Business Models 2018- (survey of platforms and digital business with emphasis on frontier research)
- Data Science & AI Applications reading research course 2023, 2024
- Innovation, Entrepreneurship, & Enterprise Growth 2017-2018
- Business Strategy 2007-2016
- Empirical Methods & Research on Markets & Organizations 2009
- Technology & Science Entrepreneurship Masterclass 2012-2014

### *Advising Student Academic Research*

- PhD: Milan Miric, CBS (placement: USC Marshall); PhD Nilam Kaushik, University College London (placement: IIM Bangalore)
- Research Projects in Data Science, Software Systems, Platforms & Management, Science of Science: Steven Abbott, Satish Kumar Anbalagan, Joseph Antony, Aneesh Arunjunai, Paras Babbar, Arica Bartee, Annie Cayer, Mavez Dabas, Vivek Dalal, Nicole Danuwidjaja, Darsh Desai, Eric Doroski, Jack Du, Gowtham Genupur, Samuel Hausmann, Anand Hegde, Nilam Kaushik, Sravanthi Kethireddy, Afan Khan, Atif Khan, Abhinav Kharbanda, Raghavi Kirouchenaradjou, Dyan Khor, Yogesh Arjun Kumaar, Adam Ma, Conor Mackey, Sreerag Mandakathil, Ethan Mandel, Patrick McGrath, Hardik Mody, Sudhanva Narayana, Olga Ozhereleva, Kaushik Padmanabhan, Praveen Pallapothula, Priyaranjan Panda, Richard Paulsen, Shruti Saravanan, Shruti Saravanan, Gourishankar Seal, James Shah, Anaelle Surprise, Prathamesh Tajane, Nikitha Tejpal, Nikin Tharan, Deveshi Thanawala, Jessica Van de Ven, Katie Wilhoit, Vaughn Williams, Gabriella Zabatta
- Masters projects advisory at HEC-Paris, LBS, University of Bristol Economics

### *Teaching Cases & Materials*

- Boudreau, K., Platforms Designing Platforms & Digital Business Models (including integration of data and AI into operating models) (2024 manuscript)
- Boudreau, K., Designing Your Company: Creating, Delivering, and Capturing Value (January 3, 2018). Harvard Business School Strategy Unit Working Paper No. 16-131. (Top-10 All-Time most downloaded paper, Corporate Strategy Series SSRN)
- Boudreau, K. (2014) The Economist Corporate Network Building a professional network and interactions
- Blasco, A. and K. Boudreau. (2011) Fubles.com: Growing a Sports Platform
- Francioli, S., K. Boudreau. (2010) The Commercial Space Business: EADS Astrium
- Casadesus-Masanell, R., K. Boudreau and J. Mitchell. (2008) Palm: The Debate on Licensing Palm's OS

## PROFESSIONAL SERVICE

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### *Internal*

- Faculty advisor and Research Director of NUgig experiential education venture and experimentation, collaborating with Chancellor's office, 2022-present
- Business school Research Committee – 2018-2021, 2024
- Business school Tenure & Promotion Committee, 2019-2021, 2023-present
- Business school Dept. Recruiting Committee Leader, 2021-2022
- Business school Dept. Recruiting Committee 2017-
- Business school Digital Curriculum Strategy, 2020-2021
- Business School PhD Exploratory Committee, 2018
- Wireless Internet Research Center Founding Faculty Team, 2019-present

- IoT Open Innovation, Research Director, 2016-2022
- University-wide Science, Technology, and Society Ad Hoc Committee, 2016

***Academy of Management:***

- Doctoral Consortium Co-Leader & Organizer, Academy of Management, Business Policy & Strategy Division Representative
- Doctoral Consortium Co-Leader & Organizer, Academy of Management, Technology & Innovation Management Division Representative

**PROFESSIONAL MEMBERSHIPS**

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- Academy of Management (Strategy, Technology & Innovation Management, Entrepreneurship), Strategic Management Society, INFORMS, Association of Professional Engineers of Ontario, American Economic Association

**PERSONAL**

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- Music, reading, nature, woods, quiet, angling, CrossFit, hot yoga, cycling (Vancouver-San Diego, London-Paris, Paris-Lisbon-Seville, Boston-New York, Boston-Montreal); running, marathon (New York, San Diego-Tijuana, various half-marathons); triathlon (Hanover); worked/lived in Latin America, Central America, Europe, Middle East, Canada, USA.