

Lehrer, Mark (Full Professor)

Refereed Journal Articles

Journal Article, Academic Journal

Celo, S., Lehrer, M., Zinoviev, D. (2024). Modeling serendipity in opportunity search by born-global firms: Performance implications from a computer simulation of evolutionary drift using NKC methodology. *International Business Review*, <https://doi.org/10.1016/j.ibusrev.2024.102361>.
<https://doi.org/10.1016/j.ibusrev.2024.102361>

Lehrer, M., Wang, I.-C., Behnam, M. (2024). Lopsided Schumpeterian Competition and the superstar phenomenon in OLED Flat-Panel Displays. *Technology Analysis & Strategic Management*, 36(8), 1943-1959.
<https://www.tandfonline.com/doi/full/10.1080/09537325.2022.2117599>

Lehrer, M., Almor, T. (2022). Startups Internationalizing in Quest of a Business Model: The Global Prospecting of Process Niche Firms. *Journal of International Management*, 28(1), 100906. <https://doi.org/10.1016/j.intman.2021.100906>

Celo, S., Lehrer, M. HOW MUCH LATERAL COLLABORATION IS OPTIMAL? INSIGHTS FROM COMPUTER SIMULATIONS OF MNEs AS COMPLEX ADAPTIVE SYSTEMS. *Journal of World Business*, 57(3), 101289. <https://www.journals.elsevier.com/journal-of-world-business>

Lehrer, M., Segal, L. G. (2020). The stewardship organization: Essential characteristics and conditions of feasibility. *American Journal of Business*, 35(3-4), 175-190.

Lehrer, M., Schmid, S. (2019). Family firms taking surprising risks: Building success on conservative values. *Journal of Business Strategy*, 40(5), 21-27.

Fernandez, W. D., Thams, Y., Lehrer, M. (2019). What does board capital really bring to the table? *American Journal of Business*, 34(3/4), 134-147.

Lehrer, M., Celo, S. (2017). Boundary-Spanning and Boundary-Buffering in Global Markets: A German Perspective on the Internationalization of Family Firms. *Review of International Business and Strategy*, 27(2), 161-179.

Lehrer, M., Banerjee, P. M., Wang, I.-C. (2017). When the Sky is the Limit on Scale: From Temporal to Multiplicative Scaling in Process-Based Technologies. *Technological Forecasting & Social Change*, 117, 151-159.

Wang, I.-C., Qian, L., Lehrer, M. (2017). From technology race to technology marathon: A behavioral explanation of technology advancement. *European Management Journal*, 35(2), 187-197.

Lehrer, M., Celo, S. (2016). German Family Capitalism in the 21st Century: Patient Capital Between Bifurcation and Symbiosis. *Socioeconomic Review*, 14(4), 729-750.

Lehrer, M., Banerjee, P. M., Wang, I.-C. (2016). The Improvement Trajectory of PCR DNA Replication and ERP Software as General Purpose Technologies: An Exploratory Study of "Anchor Technologies". *Technology Analysis & Strategic Management*, 28(3), 290-304.

- Lehrer, M., Schmid, S. (2015). Germany's Industrial Family Firms: Prospering Islands of Social Capital in Financialized World? *Competition and Change*, 19(4), 301-316.
- Schmid, S., Dzedek, L. R., Lehrer, M. (2014). From Rocking the Boat to Wagging the Dog: A Literature Review of Subsidiary Initiative Research and Integrative Framework. *Journal of International Management*, 20, 201-218.
- Kasper, H., Lehrer, M., Mühlbacher, J., Müller, B. (2013). On the Different "Worlds" of Intra-Organizational Knowledge Management: Understanding Idiosyncratic Variation in MNC Cross-Site Knowledge-Sharing Practices. *International Business Review*, 22(326-338).
- Segal, L. G., Lehrer, M. (2013). The Conflict of Ethos and Ethics: A Sociological Theory of Business People's Ethical Values. *Journal of Business Ethics*, 114(3), 513-528.
- Lehrer, M., Ordanini, A., DeFillippi, R., Miozzo, M., Grimshaw, D. (2012). Challenging the Orthodoxy of Co-Production Theory: A Contingent View of Service Co-Production in Knowledge-Intensive Business Services. *European Management Journal*, 30, 499– 509.
- Miozzo, M., Lehrer, M., DeFillippi, R., Grimshaw, D., Ordanini, A. (2012). Economies of Scope Through Multi-Unit Skill Systems: The Organisation of Large Design Firms. *British Journal of Management*, 23(2), 145-164.
- Güttel, W. H., Konlechner, S. W., Müller, B., Trede, J. K., Lehrer, M. (2012). Facilitating Ambidexterity in Replicator Organizations: Artifacts in their Role as Routine-Recreators. *Schmalenbach Business Review*, 64(July), 198-214.
- Segal, L. G., Lehrer, M. (2012). The institutionalization of stewardship: Theory, propositions, and insights from change in the Edmonton Public Schools. *Organization Studies*, 33(2), 169-201.
- DeFillippi, R., Lehrer, M. (2011). Temporary Modes of Project-Based Organization within Evolving Organizational Forms: Insights from Oticon's Experiment with the Spaghetti Organization. *Advances in Strategic Management*, 28, 61-82.
- Lehrer, M., Asakawa, K., Behnam, M. (2011). Home Base-Compensating R&D: Indicators, Public Policy, and Ramifications for Multinational Firms. *Journal Of International Management*, 17(1), 42-53.
- Kasper, H., Lehrer, M., Mühlbacher, J., Müller, B. (2010). Thinning Knowledge: An Interpretive Field Study of Knowledge-Sharing Practices in Three Multinational Contexts. *Journal Of Management Inquiry*, 19(4), 367-381.
- Lehrer, M., Delaunay, C. (2009). Multinational Enterprises and the Promotion of Civil Society: The Challenge for 21st-Century Capitalism. *California Management Review*, 51(4), 126-147.
- Lehrer, M., Nell, P., Gärber, L. (2009). A National Systems View of University Development: Towards a Broadened Perspective on the Entrepreneurial University Based on the German and US Experience. *Research Policy*, 38(2), 268-280.
- Lehrer, M., Schlegelmilch, B. B., Behnam, M. (2009). Competitive Advantage from Embeddedness in Multiple National Environments?: The Induced Internationalization of 'Born-Multidomestic' Firms. *European Journal of International Management*, 3(1), 92-110.
- Kasper, H., Lehrer, M., Mühlbacher, J., Müller, B. (2009). Integration-Responsiveness and Knowledge-Management Perspectives on the MNC: A Typology and Field Study of

Cross-Site Knowledge-Sharing Practices. *Journal of Leadership and Organizational Studies*, 15(3), 287-303.

Lehrer, M., Behnam, M. (2009). Modularity vs. Programmability in Design of Global Products: Beyond the Standardization-Adaptation Tradeoff? *European Management Journal*, 27, 281-292.

Kasper, H., Lehrer, M., Mühlbacher, J., Müller, B. (2008). Cross-Site Knowledge-Sharing Patterns in Multinational Corporations: The Disparate Effects of Contingency and Globalization. *Journal of Knowledge Globalization*, 1(1), 9-28.

Lehrer, M. (2007). Organizing knowledge spillovers when basic and applied research are interdependent: German biotechnology policy in historical perspective. *Journal of Technology Transfer*, 32, 277-296.

Lehrer, M. (2005). Science-driven vs. market-pioneering high tech: Comparative German technology sectors in the late 19th and late 20th century. *Industrial and Corporate Change*, 14, 251-278.

Lehrer, M. (2004). National lead markets and the design competition for 3G network applications. *Journal Of Business Research*, 57, 1397-1401.

Lehrer, M., Asakawa, K. (2004). Pushing scientists into the marketplace: Promoting science entrepreneurship. *California Management Review*, 46(3), 55-76.

Lehrer, M., Asakawa, K. (2004). Rethinking the public sector: Recent German and Japanese biotechnology policies as motors of institutional reform. *Research Policy*, 33(6/7), 921-938.

Lehrer, M., Asakawa, K. (2003). Managing intersecting R&D social communities: A comparative study of European 'knowledge incubators' in Japanese and American firms. *Organization Studies*, 24(5), 771-792.

Asakawa, K., Lehrer, M. (2003). Managing local knowledge assets globally: The role of regional innovation relays. *Journal Of World Business*, 38, 31-42.

Lehrer, M., Asakawa, K. (2002). Offshore knowledge incubation: The "third path" for embedding R&D labs in foreign systems of innovation. *Journal Of World Business*, 37, 297-306.

Lehrer, M. (2000). From factor of production to autonomous industry. The transformation of Germany's software sector. *DIW Quarterly Journal of Economic Research*, 2000(4), 587-600.

Lehrer, M. (2000). Has Germany finally fixed its high-tech problem? The recent boom in German technology-based entrepreneurship. *California Management Review*, 42(4), 89-107.

Lehrer, M. (2000). The organizational choice between evolutionary and revolutionary capability regimes: Theory and evidence from European air transport. *Industrial and Corporate Change*, 9(3), 489-520.

Casper, S., Lehrer, M., Soskice, D. (1999). Can High-Technology Industries Prosper in Germany? Institutional Frameworks and the Evolution of the German Software and Biotechnology Industries. *Industry and Innovation*, 6(1), 5-24.

Lehrer, M. (1999). Unbundling European operations: Regional management and corporate flexibility in American and Japanese MNCs. *Columbia Journal Of World Business*, 34(3), 267-286.

Lehrer, M. (1997). German industrial strategy in turbulence: Corporate governance and managerial hierarchies in Lufthansa. *Industry and Innovation*, 4(1), 115-140.

Book Chapters

Book, Chapter in Scholarly Book-New

Lehrer, M., Schmid, S. (2020). Personalizing Perceptions of the Mittelstand Business. In Cornelia Storz, Markus Taube (Ed.), *Firms, Institutions, and the State: A Festschrift in Honour of Werner Pascha* (pp. 19-31). Weimar bei Marburg: Metropolis.

Lehrer, M., Schmid, S. (2020). La longévité multigénérationnelle, la touche personnelle et l'effet de la famille d'origine: une étude contextualisée de la société Hipp typique du Mittelstand allemand. In François Goxe, Nathalie Prime, Michael Viegas-Pires (Ed.), *La recherche en management international: continuité et ruptures* (pp. 229-251). Paris: Magnard-Vuibert.

Kasper, H., Lehrer, M., Mühlbacher, J., Müller, B. (2011). Wissensbasierte Steuerung multinationaler Unternehmen – Eine empirische Studie über den Zusammenhang von Strategie, Organisationsstruktur und Wissenstransfer unterschiedlicher MNU-Typen. In Stefan Schmid (Ed.), *Internationale Unternehmungen und das Management ausländischer Tochtergesellschaften* (vol. January, pp. 115-147). Wiesbaden: Gabler-Verlag.

Casper, S., Lehrer, M., Soskice, D. (2009). Can High-Technology Industries Prosper in Germany? Institutional Frameworks and the Evolution of the German Software and Biotechnology Industries. In Bob Hancké (Ed.), *Debating Varieties of Capitalism*. Oxford: Oxford University Press.

Lehrer, M. (2007). Knowledge spillovers and organizational heterogeneity: An historical overview of German technology sectors. In Jordi Suriach, Rosina Moreno, and Esther Vayá (Eds.), *Knowledge Externalities, Innovation Clusters and Regional Development* (pp. 42-60). Cheltenham, UK: Edward Elgar.

Lehrer, M. (2006). Two types of organizational modularity: SAP, ERP product architecture and the German tipping point in the make/buy decision for IT services. In Marcela Miozzo and Damian Grimshaw (Eds.), *Knowledge Intensive Business Services: Organizational Forms and National Institutions* (pp. 187-204). Cheltenham: Edward Elgar.

Dholakia, N., Dholakia, R. R., Lehrer, M., Kshetri, N. (2003). Global heterogeneity in the emerging M-commerce landscape. In Shi Nansi (Ed.), *Wireless Communications and Mobile Commerce* (pp. 1-11). Singapore & Hershey, PA: Idea Group Publishing.

Lehrer, M. (2001). Macro-varieties of capitalism and micro-varieties of strategic management in European air transport. In Peter Hall and David Soskice (Eds.), *Varieties of Capitalism: The Challenges Facing Contemporary Political Economies* (pp. 361-386). Oxford: Oxford University Press.

Lehrer, M., Darbishire, O. (2000). Comparative managerial learning in Germany and Britain: Techno-organizational innovation in network industries. In Sigrid Quack, Glenn Morgan, and Richard Whitley (Eds.), *National Capitalisms, Global Competition and Economic Performance* (pp. 79-104). Amsterdam: John Benjamins.

Non-Refereed Journal Articles

Journal Article, Academic Journal

Lehrer, M., Schmid, S. (2022). Keeping it Personal While Growing the Business: the German Mittelstand Approach. *Journal of Business Strategy*, 43(3), 148-156.
<https://doi.org/10.1108/JBS-11-2020-0260>

Lehrer, M., Schmid, S. (2020). Strategic Discipline: Inconspicuous Lessons from Germanic Mittelstand Firms. *Journal of Business Strategy*, 41(4), 3-9.

Conference Proceedings

Conference Proceeding

Wang, I.-C., Lehrer, M., Behnam, M. (2019). *Technology "Dropout Races": Theory And Evidence From OLED Flat-Panel Displays*. Academy of Management Global Proceedings.
<https://journals.aom.org/toc/amgbproc/Tel+Aviv/2018?pageStart=2&pageSize=20>

Lehrer, M. (2006). *MNC learning on the demand side: Lead markets, design innovation, and internationalization*. Academy of International Business.

Lehrer, M. (2006). *Standardization, modularity and "generalization": Using design innovation to solve the basic dilemma of multinational corporations*. Annual conference of the Academy of International Business, UK chapter.

Lehrer, M., Asakawa, K. (2003). *Managing institutional reform in biotechnology industry: The role of the public sector in Germany and Japan*. Academy of International Business.

Lehrer, M. (2001). *Global, continental, or still national innovation systems in mobile Internet applications? The nexus between innovation in M-commerce, UMTS auctions, and market leadership in Western Europe*. COTIM (Conference on Telecommunications and Information Markets).

Presentations

Lehrer, Mark, Celo, Sokol, AIB Northeast Annual Conference 2024, "Conceptualizing Entrepreneurial Opportunities through NK/NKC Models," Academy of International Business (US Northeast), Boston, MA. (November 5, 2024).

Celo, Sokol (Presenter & Author), Lehrer, Mark (Author Only), Zinoviev, Dmitry, AIB 2023 Warsaw Conference, "OPTIMIZING THE EXPLORATION OF ENTREPRENEURIAL OPPORTUNITIES IN BORN-GLOBAL FIRMS: INSIGHTS FROM A COMPUTER SIMULATION OF "NEUTRAL DRIFT" USING NKC METHODOLOGY," Academy of International Business, Warsaw, Poland. (July 2023).

Lehrer, Mark (Presenter & Author), Celo, Sokol (Author Only), Family Capital(ism) in the 21st Century, "Beyond Familial and Financialized Varieties of Capitalism in the German Political Economy: The Need for New Institutional Linkages," Max Planck Institute for the Study of Societies, Cologne, Germany. (May 16, 2023).

Lehrer, Mark, Center for the Philosophy of Freedom Speaker Series, "Liberating effects of positive freedom where least anticipated: The global tech market and Ukrainian survival,"

University of Arizona Center for the Philosophy of Freedom, Tucson, AZ. (February 23, 2023).

Celo, Sokol (Presenter & Author), Lehrer, Mark (Author Only), Zinoviev, Dmitry (Author Only), AIB 2022 Miami Conference., "Optimizing Dispersed Entrepreneurship in MNCs: Insights from a Computer Simulation of Neutrality Using NKC Methodology," Miami, FL. (July 2022).

Lehrer, Mark, Faculty Research Seminar, "Social Capital Enterprises vs. Capital Market Enterprises: The German Mittelstand and its Relevance to Israel," College of Management, Rishon Lezion, Israel (online). (May 26, 2020).

Lehrer, Mark, U of A Center for the Philosophy of Freedom, "Bringing Knowledge to Market: The Evolution and Broader Significance of Israeli Economic and Scientific Policies Spanning the Civilian and Military Sectors," University of Arizona, Tucson, Arizona. (February 19, 2019).

Lehrer, Mark (Presenter & Author), Wang, I-Chen, Behnam, Michael, AOM Specialized Conference: From Start-up To Scale-up, "Technology "Dropout Races": Theory And Evidence From OLED Flat-Panel Displays," Academy of Management, Tel Aviv. (December 19, 2018).

Lehrer, Mark, Schmid, Stefan, 8th Atlas-AFMI Conference in International Management, "Values particularism and the family-of-origin effect: A contextualized study of Hipp," Paris. (May 23, 2018).

Lehrer, Mark, Celo, Sokol, Annual Conference of the Academy of International Business, "Boundary-spanning and boundary-buffering in global markets: A German perspective on the internationalization of family firms," Academy of International Business, Dubai. (June 3, 2017).

Mazen, A. Magid, Lehrer, Mark, 12th Organization Studies Workshop, "Food, fear, and hidden organization: A study in the subjectivity of organization," Organization Studies, Chania, Crete. (May 19, 2017).

Lehrer, Mark, Segal, Lydia G., 11th Organization Studies Workshop, "Organization in the image of the steward: The stewardship organization as the contingently realistic embodiment of a management system built upon a shared higher calling and intrinsic motivation," Organization Studies, Mykonos, Greece. (May 21, 2016).

Lehrer, Mark, Celo, Sokol, Workshop: "What is Patient Capital, and Where Does it Exist?", "Towards a Basic Theory of Capitalist Bifurcation: Familial and Financialized Varieties of Capitalism in the German Political Economy," Socio-Economic Review, Freie Universität Berlin. (February 19, 2016).

Lehrer, Mark, Colloquium on International Business, "From Rocking the Boat to Wagging the Dog: Bringing Entrepreneurship into Subsidiary Initiative Research," Vienna University of Economics and Business, Vienna, Austria. (June 10, 2015).

Lehrer, Mark, Duisburg-Frankfurt Workshop on Institutions in East Asian Development, "Globalization but not convergence: The differing role of family firms in the German and US varieties of capitalism," Duisburg, Germany. (March 13, 2013).

Kasper, Helmut, Lehrer, Mark, Mühlbacher, Jürgen, Müller, Barbara, Academy of Management, "On the different "worlds" of intra-organizational knowledge management:

Understanding idiosyncratic variation in MNC cross-site knowledge-sharing practices," Boston. (August 7, 2012).

Lehrer, Mark, Segal, Lydia G., 7th Organization Studies Workshop, "Towards a theory of stewardship institutionalization: Conceptual components for building organizations upon intrinsic motivation rather than control," Rhodes, Greece. (May 24, 2012).

Müller, Wolfgang H. (Presenter & Author), Konlechner, Stefan W. (Presenter & Author), Müller, Barbara (Presenter & Author), Lehrer, Mark (Author Only), Trede, Julia K. (Author Only), European Group for Organizational Studies (EGOS), "Facilitating Ambidexterity in Replicator Organizations: Artifacts in their Role as Routine-Recreators," Gothenburg, Sweden. (July 7, 2011).

Lehrer, Mark, Banerjee, Preeta, International conference on "Understanding the emergence of new industries", "From complex processes to new industries via general purpose technologies: Patterned waves of improvement in ERP software and PCR DNA analysis," University of Torino, Turin, Italy. (October 7, 2010).

Lehrer, Mark, Banerjee, Preeta, Eastern Academy of Management, "From complex processes to real-time general purpose technologies: Patterns of development in ERP software and PCR DNA analysis," Portland, ME. (May 15, 2010).

Miozzo, Marcela, Lehrer, Mark, Defillippi, Robert, Grimshaw, Damian, Ordanini, Andrea, EAEPE Conference, "Economies of skill scope: Competitive advantage in large creative knowledge-intensive business service firms," Amsterdam, Netherlands. (2009).

Kasper, Helmut, Lehrer, Mark, Mühlbacher, Jürgen, Müller, Barbara, Knowledge Globalization Conference, "Thinning Knowledge: A Field Study of Cross-Site Knowledge-Sharing Practices in Three Industries," Boston, Massachusetts. (2009).

Kasper, Helmut, Lehrer, Mark, Mühlbacher, Jürgen, Müller, Barbara, European Group for Organizational Studies (EGOS), "When Knowledge Management Systems Are 'Thin' Rather Than 'Thick': A Study of Cross-Site Knowledge-Sharing Practices in Three Industries," European Group for Organizational Studies (EGOS), Barcelona, Spain. (July 2009).

Kasper, Helmut, Lehrer, Mark, Mühlbacher, Jürgen, Müller, Barbara, Academy of International Business, "Integration-Responsiveness and Knowledge Management Perspectives on the MNC: A Typology and Field Study of Cross-Site Knowledge-Sharing Practices," Milan, Italy. (July 2008).

Lehrer, Mark, Nell, Phillip, Gärber, Lisa, European Group for Organizational Studies (EGOS), "A National Systems View of University Development: Towards a Broadened Perspective on the Entrepreneurial University Based on the German and US Experience," Amsterdam, Netherlands. (July 2008).

Lehrer, Mark, "Innovating for global markets despite idiosyncratic home-country institutional patterns: Path dependency and the case of SAP," Int'l conference on 'path dependency and path plasticity: Innovation processes in the software sector', Berlin, Germany. (January 2008).

Lehrer, Mark, "France's Revenge on Toqueville: The BRIC Countries and the New Statism in the 21st Century," Manchester Business School, Manchester, United Kingdom. (October 2007).

- Asakawa, Kazuhiro, Lehrer, Mark, "Home base-substituting R&D and national R&D reform: A coevolutionary model," Academy of Management, Philadelphia, Pennsylvania. (August 2007).
- Kasper, Helmut, Lehrer, Mark, Mühlbacher, Jürgen, Müller, Barbara, "Integration-responsiveness and knowledge management perspectives on MNCs," Academy of Management, Philadelphia, Pennsylvania. (August 2007).
- Asakawa, Kazuhiro, Lehrer, Mark, "EVLN applied to a macro level: Underlying conditions for national R&D reform in the transnational economy," Academy of International Business, Indianapolis, Indiana. (June 2007).
- Lehrer, Mark, "Knowledge spillovers and organizational heterogeneity: An historical overview of German technology sectors," IfW/MPI Workshop on Globalization and the Knowledge Economy, Kiel, Germany. (June 2007).
- Lehrer, Mark, Schlegelmilch, Bodo S., "Shaping product innovation through different internationalization trajectories," AMA Winter Educators Conference, San Diego, California. (February 2007).
- Lehrer, Mark, "National strategies to build comparative advantage in France and Germany," Woodrow Wilson International Center conference on National Strategies to Build Comparative Advantage, Washington, District of Columbia. (November 2006).
- Lehrer, Mark, Schlegelmilch, Bodo S., "MNC learning on the demand side: Lead markets, design innovation, and internationalization," Academy of International Business, Beijing, China. (June 2006).
- Lehrer, Mark, "Standardization, modularity and 'generalization': Using design innovation to solve the basic dilemma of multinational corporations," Annual conference of the Academy of International Business, UK chapter, Manchester, United Kingdom. (April 2006).
- Asakawa, Kazuhiro, Lehrer, Mark, "Placing big bets: Exit as a mechanism for national R&D reform in the transnational economy," Academy of International Business, Quebec City, Canada. (July 2005).
- Lehrer, Mark, "Science-driven vs. market-pioneering high tech: Comparative German technology sectors in the late 19th and late 20th century and consequences for economic geography," Conference on Knowledge and Regional Economic Development, Barcelona, Spain. (June 2005).
- Lehrer, Mark, "The challenge of facilitating patchwork innovations and emergent networks: German biotechnology policies from a comparative and longitudinal perspective," Presented at the biotechnology conference on Bringing Science to Life, Toronto, Canada. (April 2005).
- Lehrer, Mark, "Comparative German technology sectors of the late 19th and late 20th century," Workshop on Industry Evolution, Helsinki, Finland. (June 2004).
- Lehrer, Mark, "The impact of global distribution systems on the civil aviation industry: A historical window on the economics of e-commerce," DIW Workshop on E-Commerce Impacts Revisited, Berlin, Germany. (January 2004).

- Lehrer, Mark, "The outsourcing of the German software function in comparative and historical perspective," Workshop on Knowledge Intensive Services and Changing Organizational Forms, Manchester, United Kingdom. (November 2003).
- Lehrer, Mark, Asakawa, Kazuhiro, "Scientists and industrial policy: Science entrepreneurship in German and Japanese biotechnology," Academy of Management annual conference, Seattle, Washington. (August 2003).
- Lehrer, Mark, Asakawa, Kazuhiro, "Managing institutional reform in biotechnology industry: The role of the public sector in Germany and Japan," Academy of International Business, Monterey, California. (July 2003).
- Lehrer, Mark, "Dilemmas of high-tech industrial policy: An analysis of stuck-in-the-middle governments," Academy of Management annual conference, Denver, Colorado. (August 2002).
- Lehrer, Mark, Dholakia, Nik, Kshetri, Nir, "National sources of leadership in 3G M-Business Applications: A framework and evidence from three global regions," Annual meeting of Americas Conference on Information Systems, Dallas, Texas. (August 2002).
- Asakawa, Kazuhiro, Lehrer, Mark, "Opportunity perception at intermediate geographical levels of MNCs: Beyond the local-global dichotomy," Academy of Management annual conference, Denver, Colorado. (August 2002).
- Asakawa, Kazuhiro, Lehrer, Mark, "Managing local knowledge assets globally: The role of regional innovation relays," Academy of Management annual conference, Washington, District of Columbia. (August 2001).
- Lehrer, Mark, "Global, continental, or still national innovation systems in mobile Internet applications? The nexus between innovation in M-commerce, UMTS auctions, and market leadership in Western Europe," COTIM (Conference on Telecommunications and Information Markets), Karlsruhe, Germany. (July 2001).
- Lehrer, Mark, Asakawa, Kazuhiro, "Knowledge incubation: An exploratory study into the embeddedness of MNCs in multiple national systems of innovation," Academy of International Business, Phoenix, Arizona. (November 2000).
- Asakawa, Kazuhiro, Lehrer, Mark, "Linking local knowledge to global operations: The role of regional offices of MNCs," Academy of International Business, Phoenix, Arizona. (November 2000).
- Casper, Steve, Lehrer, Mark, Soskice, David, "Can high-technology industries prosper in Germany? Institutional frameworks and the evolution of the German software and biotechnology industries," Academy of International Business, Charleston, South Carolina. (November 1999).
- Lehrer, Mark, "Toward a third industrial order in Germany?: Political institutions and institutional barriers in the building of high-technology industries," Annual meeting of the New England Political Science Association, Providence, Rhode Island. (April 1999).