

Actionability of management research refers to the extent to which its findings can be implemented in organizations through managerial interventions and decisions (Shrivastava, 1987)

Strategic Management Journal, Vol. 8, 77-92 (1987)

RIGOR AND PRACTICAL USEFULNESS OF RESEARCH IN STRATEGIC MANAGEMENT

PAUL SHRIVASTAVA

Graduate School of Business Administration, New York University, New York, U.S.A.

This paper examines the rigor and usefulness of research programs in strategic management. Using a facet analysis technique, 23 research programs are examined on eight criteria reflecting their relative rigor and usefulness. Results show that this field has emphasized the practical usefulness of research results. Some research that is rigorous and has practical usefulness also exists in the field. Suggestions for generating more such research are discussed.

Academy of Management Review 2006, Vol. 31, No. 4, 802-821,

KNOWLEDGE FOR THEORY AND PRACTICE

ANDREW H. VAN DE VEN PAUL E. IOHNSON University of Minnesota

We examine three related ways in which the gap between theory and practice has been framed. One approach views it as a knowledge transfer problem, a second argues that theory and practice represent distinct kinds of knowledge, and a third incorporates a strategy of arbitrage—leading to the view that the gap is a knowledge production problem. We propose a method of engaged scholarship for addressing the knowledge production problem, arguing that engaged scholarship not only enhances the relevance of research for practice but also contributes significantly to advancing research knowledge in a given domain.

Academy of Management Learning & Education, 2012, Vol. 11, No. 2, 300-301. http://dx.doi.org/10.5465/amle.2012.0130

Toward an Understanding of What Actionable Research Is

JONE L. PEARCE LAURA HUANG

The Paul Merage School of Business, University of California, Irvine

Strategic Management Journal

Strat. Mgmt. J., 25: 1063-1074 (2004)

Published online in Wiley InterScience (www.interscience.wiley.com). DOI: 10.1002/smj.406

ARE MANAGERS FROM MARS AND **ACADEMICIANS FROM VENUS? TOWARD** AN UNDERSTANDING OF THE RELATIONSHIP BETWEEN ACADEMIC QUALITY AND PRACTICAL RELEVANCE

DAVID C. BALDRIDGE,1* STEVEN W. FLOYD2 and LÍVIA MARKÓCZY3

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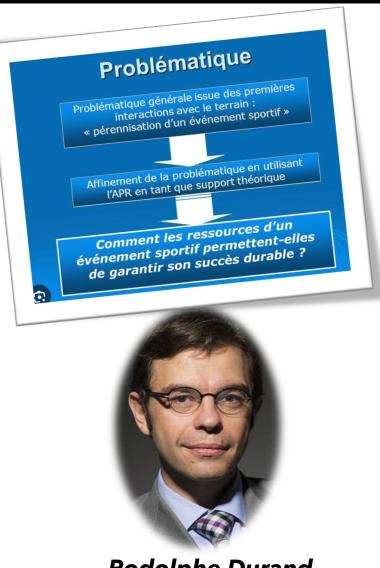


December, 15 2004

20 years ago in Puyricard IAE Aix-en-Provence: Thesis defense



Charles Fombrum
Emeritus Professor NYU
Founder Reputation
Institute NY

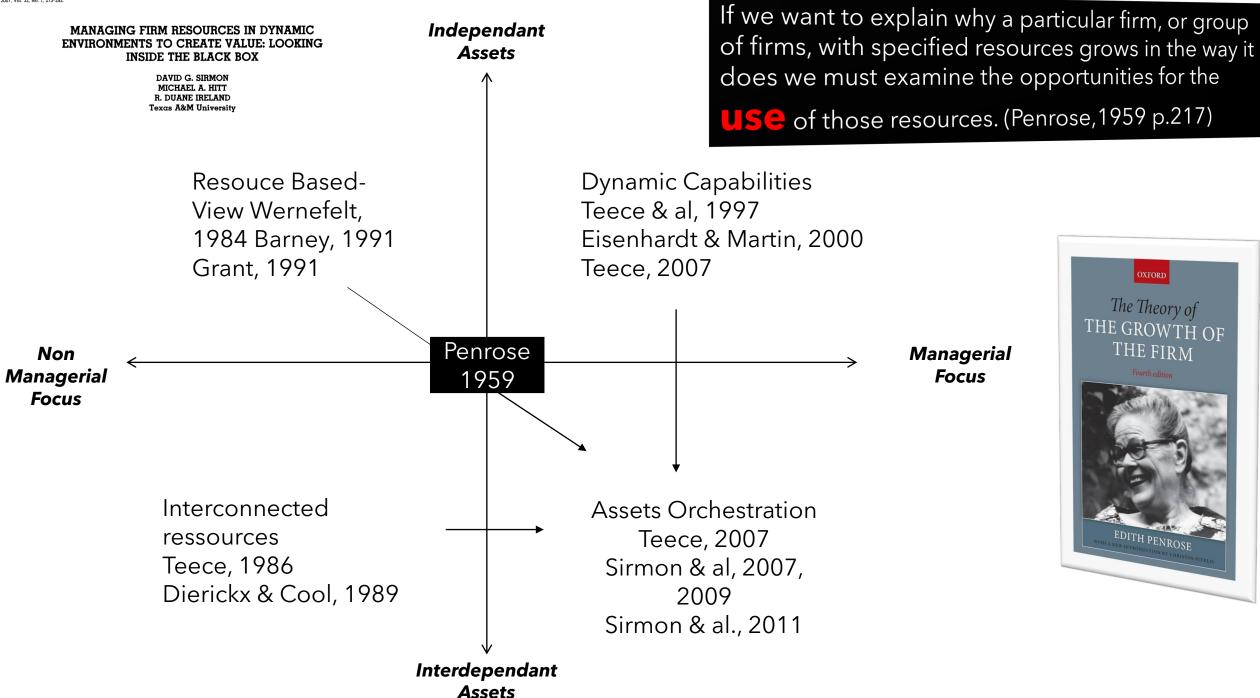


Rodolphe Durand Professor HEC Paris



Jean-Claude Blanc CEO Ineos Sport Manchester United Ex CEO PSG, Juventus, Roland Garros-FFT, ASO (Tour de France, Dakar...)





The Process Black Box and the RBV (Priem & Butler, 2001 p33)

Miller and Shamsie (1996) assert that the strategy literature contains numerous references to resources being useful, without careful attention to when, where, and how they may be useful. The "how" questions address the issue of the process black box in strategy research (Lawrence, 1997; Whetten, 1989).

© Academy of Management Journal 1996, Vol. 39, No. 3, 519-543.

THE RESOURCE-BASED VIEW OF THE FIRM IN TWO ENVIRONMENTS: THE HOLLYWOOD FILM STUDIOS FROM 1936 TO 1965

DANNY MILLER
École des Hautes Études Commerciales, Montreal,
and Columbia University

JAMAL SHAMSIE

New York University

This article continues to operationally define and test the resource-based view of the firm in a study of the major U.S. film studios from 1936 to 1965. We found that property-based resources in the form of exclusive long-term contracts with stars and theaters helped financial performance in the stable, predictable environment of 1936–50. In contrast, knowledge-based resources in the form of production and coordinative talent and budgets boosted financial performance in the more uncertain (changing and unpredictable) post-television environment of 1951–65.

Academy of Management Review 2001, Vol. 26, No. 1, 22–40.

IS THE RESOURCE-BASED "VIEW" A USEFUL PERSPECTIVE FOR STRATEGIC MANAGEMENT RESEARCH?

RICHARD L. PRIEM University of Texas at Arlington

JOHN E. BUTLER Hong Kong Polytechnic University

As a potential theory, the elemental resource-based view (RBV) is not currently a theoretical structure. Moreover, RBV proponents have assumed stability in product markets and eschewed determining resources' values. As a perspective for strategic management, imprecise definitions hinder prescription and static approaches relegate causality to a "black box." We outline conceptual challenges for improving this situation, including rigorously formalizing the RBV, answering the causal "how" questions, incorporating the temporal component, and integrating the RBV with demand heterogeneity models.

Examples of Management Research Using Sports Data

In this section, we outline examples of how research using sports data has contributed to advancing several streams of management literature, namely the resource-based view, status and reputation, network-related theory, rivalry, risk-taking, decision-making, motivation, leadership, and unethical behavior. In the Future Directions section, we then highlight how scholars might further leverage sports data to advance such literature streams.

Resource-Based View

The use of sports data in management research has contributed significantly to the body of literature on the resource-based view (RBV). The presence of competing teams in tournaments (cf. Connelly, Tihanyi, Crook, & Gangloff, 2014) allows sports contexts to shed light on central aspects of the RBV. For instance, the sharing of a common factor market among sports teams allows for the exploration of how resources are bundled and deployed (Holcomb, Holmes, & Connelly, 2009; Sirmon, Gove, & Hitt, 2008), how the tacitness of experience and knowledge of sports teams and their managers enhance the understanding of the difficulty of imitating scarce resources (Berman, Down, & Hill, 2002), and how the ease of comparison between sports teams enables the investigation of performance differences due to similarities and differences in team size, structure, and goals (Holcomb et al., 2009).

A key feature of studies that leverage sports contexts is the recognition of human resources and tacit knowledge as key sources of competitive advantage and performance (Berman et al., 2002; Campbell, Saxton, & Baneriee, 2014; Holcomb et al., 2009; Molitemo & Wiersema, 2007; Shamsie & Mannor, 2013). A central insight from these studies is that the potential for superior performance does not come from simply possessing valuable resources, but instead from managing those resources actively and linking them with other organizational factors. For example, measuring sports organizations' bundling and deploying resources over time enabled researchers to provide insights about the role of resource management to attain resource-based competitive advantage (Sirmon et al., 2008). Similarly, in other studies managerial ability was shown to be an important source of resource value creation (Holcomb et al., 2009). Studies using sports contexts have also found that tacit knowledge and routines provide a source of competitive advantage (Aime, Johnson, Ridge, & Hill, 2010; Shamsie & Mannor, 2013). At the same time, such resources can also be a source of rigidity and decline (Berman et al., 2002). Research leveraging sports data has also highlighted the importance of scope conditions with regards to the applicability of some of the core tenets of RBV, for example by showing that higher performance returns associated with more idiosyncratic resources might depend on contextual conditions (Fonti & Maoret, 2016). Along this line, research leveraging sports data has also shown that resources and capabilities are important contingencies to effectively implement an organization's strategy (Ross & Sharapov, 2015; Wright, Smart, & McMahan, 1995).

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Using Sports Data to Advance Management Research: A Review and a Guide for Future Studies

Fabio Fonti 💿

NEOMA Business School

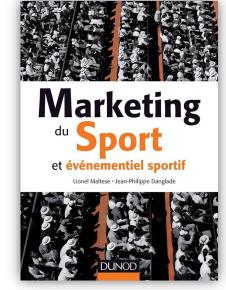
Jan-Michael Ross @

Imperial College London

Paolo Aversa

City, University of London

EUROPEAN SPORT MANAGEMENT QUARTERLY, 2015 VOL. 15, NO. 5, 505-515 http://dx.doi.org/10.1080/16184742.2015.1085714





KEYNOTE ADDRESS

Rigour and relevance in sport management: reconciling the competing demands of disciplinary research and user-value[†]

Bill Gerrard

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ABSTRACT

Sport management as a field of study is necessarily context-bound but this has often meant that our research is seen as sector-specific and hence lacking the generality to merit publication in top academic journals. Yet our recognition of the importance of context means that sport management is well placed to provide research with real-world impact. And as national research evaluation programmes put greater emphasis on user-value in academic research, sport management has an opportunity to grow in stature both within academia as well as externally in the sports industry. Drawing on alternative policy models of research, particularly Stokes's concept of Pasteur's Quadrant, I propose a taxonomy of sport management research illustrated by specific examples. I argue that sport management needs to be more active in promoting evidence-based practice in sports organisations. I conclude with concrete proposals to improve the rigour and relevance of sport management research.

KEYWORDS

Impact agenda; the linear (or pipeline) model of research; Pasteur's Quadrant; the trajectory model of research; knowledge transfer; evidence-based practice



L'écosystème des spectacles sportifs : de la recherche aux pratiques managériales et inversement

Lionel Maltese, Frank Pons, Jean-Philippe Danglade, Olivier Keramidas

DANS RECHERCHES EN SCIENCES DE GESTION 2016/4 (N° 115), PAGES 75 À 96

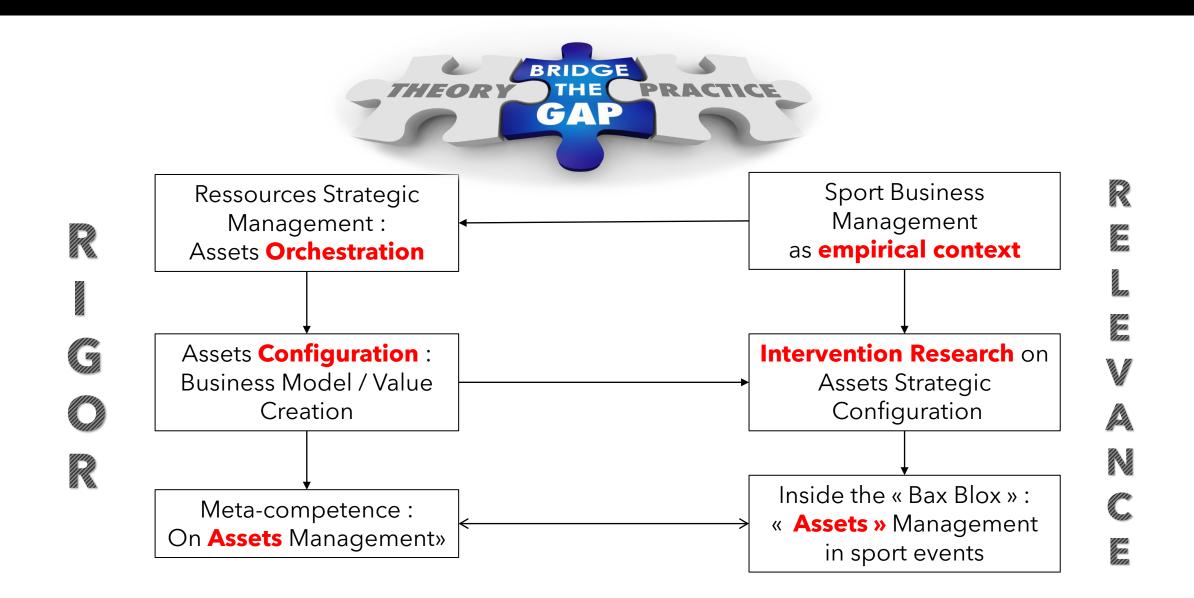


If capabilities are dependent on co-specialized assets, it makes the coordination task of management particularly difficult. Managerial decisions should take the Optimal

configuration of assets into account. Asset orchestration refers to the managerial search, selection, and configuration of resources and capabilities. The term intends to convey that, in an optimal configuration of assets, the whole is more valuable than the sum of the parts.



From objectives to expected contributions on research applicability



Research question on managerial strategic asset orchestration



A business model describes **the design or architecture of the value creation**, delivery, and capture mechanism [a firm] employs (Teece, 2010, 2018)



The ability to assemble unique configuration of cospecialized assets there can enhance value. This process of assembling and orchestrating particular constellations of assets for economic gain is a fundamental fonction of management. (Teece, 2013)



How to manage **singular configurations of cospecialized assets** into sport event organizations business models in order to be efficient?

Inside the black box





1999 --- 2024

INTERVENTION RESEARCH

DESIGNING, CONDUCTING, ANALYZING, AND FUNDING

Strategic & Operational Management Advisor for CEO & Owner







2010 --- 2016







2017 --- 2024_







2017 --- 2021



Executive Committee
Member in charge of
Economic Development





Methodology: from rigor to relevance





ANSELM STRAUSS JULIET CORBIN

Grounded Theory (Strauss & Corbin, 1998)

Naturalistic approach (Lincold & Guba, 1985)

Open ITW key executives from share / stakeholders

→ Lexical Analysis (ALCESTE)

- Open Coding : assets indentification
- → hierarchical descendent classification (lexical worlds)
- Axial Coding: assets coupling (combination)
- → Factorial Correspondence Analysis
- Selecting coding: theoretical fit on asset strategic management (orchestration)

Intervention research (Buono, Savall, Cappelletti, 2018)

Work Research Institute (WRI) in Oslo & ISEOR in Lyon

Executive Committee Member in charge of Economic Development (4 years during Covid Crisis)

- Strategic roadmap collaboration production on business model design & circular economy
- Kpis / Efficiency measurements / strategic dashboard
- Business Units organization and top management expected competencies
- Strategic development choices: stadium / sponsorship / relations / reputation
- Decision Making Covid Crisis: Roland-Garros postponed to September 20 -October 4, 2020

Primary data: 54 executive committee participations and referent for top managers on economic development and business model (Roland Garros & Rolex Paris Masters)

Secondary data: financial / human relations / organizational chart / economic impact / marketing survey / research and development (data, broadcasting / business intelligence)

W

H

Y

Strategic vision on assets portofolio exploitation

Strategic execution on assets orchestration management

0

W

accueil

tennis

ATP

WTA 0

Open d'Australie

Roland-Garros

Wimbledon



Roland-Garros • exclusivité abonnés

Lionel Maltese : « On savait qu'on allait être détestés »

Maître de conférences à l'Université Aix-Marseille spécialisé dans l'économie du sport et responsable du développement économique à la FFT, Lionel Maltese explique pourquoi Roland-Garros a dû décider seul de se repositionner dans le calendrier (20 septembre - 4 octobre), malgré la levée de boucliers que ce passage en force allait engendrer.



Lionel Maltese fait partie des dix-sept membres du Comité exécutif de la FFT. (P. Gherdoussi/L'Équipe)

chrono →

21:15 Tennis, ATP, D Humbert: «Je suis p

20:37 Tennis, ATP, I

17:56 Tennis, ATP, E Medvedev fonce en

17:10 Tennis, ATP Fonseca renonce à l

08:08 Tennis, WTA, Parry en quarts

28 févr. Tennis, ATP Fils et Moutet en qu

28 févr. Tennis L'ATP et l'Arabie sao

28 févr. Tennis, ATP Murray ne jouera «p

AVENUE DE LA CRÉATION

TROUVER UNE AGENCE

ÉVÉNEMENTS ▼

EMPLOI 8

STRATÉGIES

mati

3 GRANDS PRIX : COMMUNICATION ÉVÉNEMENTIELLE, COMMUNICATION D'ENTREPRISE ET DES COLLECTIVITÉS TERRITORIALES, COMMUNICATION ÉDITORIALE

17:56 Tennis, ATP, [Roland-Garros reporté à l'automne 2020

Sport

Coronavirus: Roland-Garros reporté à l'automne 2020

28 févr. Tennis, ATP *Publié le 17 mars 2020* Humbert ouvre son (-) 1 min de lecture



Back to « Relational » Business Model





Offer attractivity

SPONSORSHIP

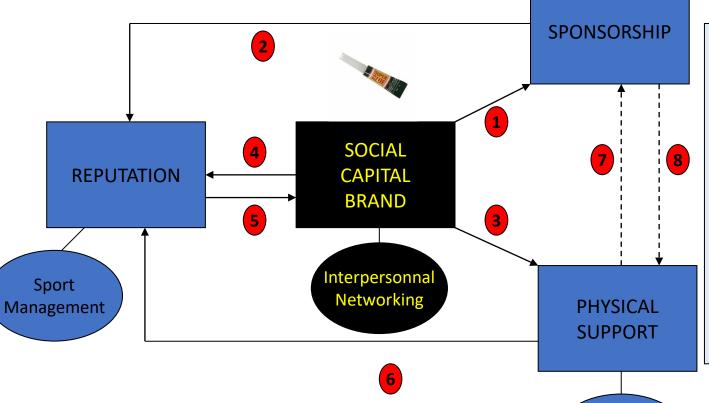
Media rights

Ticketing

Hospitality Management PR

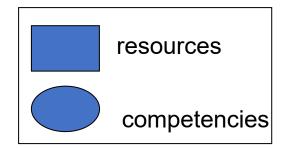
CSR

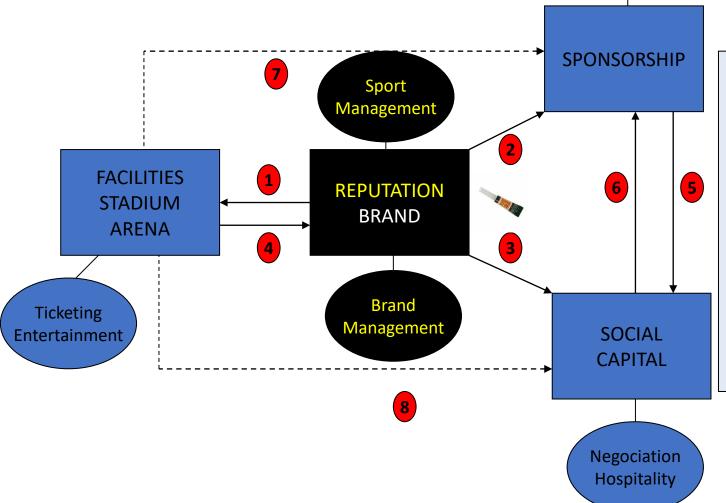
Visibility





Current « Reputational » Business Model







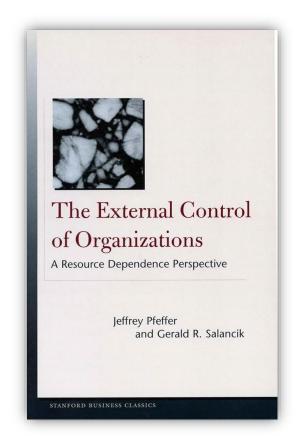
Activation CRM

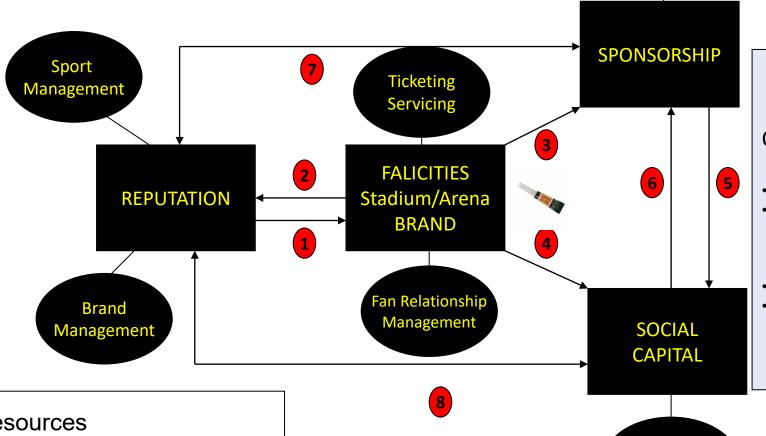
Offer attractivity

- 1. Media Rights
- 2. Sponsorship
 - 1. Visibility
 - 2. PR
 - 3. CSR
- 3. Ticketing
- 4. Commercial Brand



Looking for « Cultural » Business Model



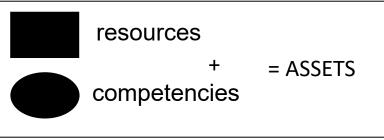




Offer attractivity

- Ticketing & Services
- Sponsorship
 - CSR
 - PF
 - Visibility
- Media Rights
- Commercial brand



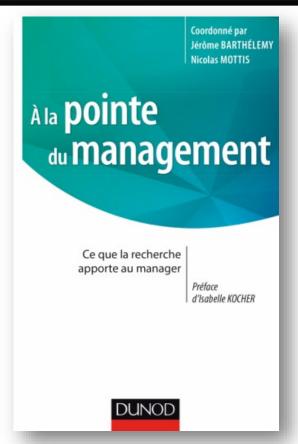




CRM

Actionnable research (Barthelemy & Mottis, 2016)

- Intrumental relevance: relational & reputational assets as cornerstones
- Conceptual relevance : understanding stakeholders resources shared
- Symbolic relevance : questioning Roland Garros efficiency for FFT



Yes

Rigor:

Quest for Fundamental Understanding

No

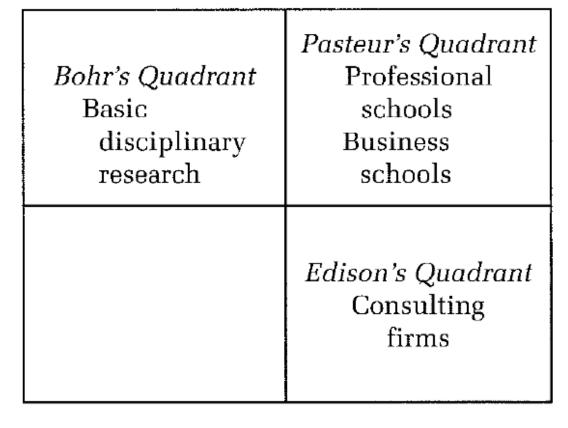
FIGURE 1 Three Quadrants^a



Relevance:

Considerations of Use

No Yes





^a Adapted from Stokes (1997: 73).



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HENRI SAVALL VÉRONIQUE ZARDET MARC BONNET



LAURENT CAPPELLETTI

Conservatoire national des arts et métiers, LIRSA & ISEOR



Valoriser la recherche par l'expérimentation en entreprise

Cas du modèle de management socio-économique

KEEPING A BUTTERFLY AND AN ELEPHANT IN A HOUSE OF CARDS: THE ELEMENTS OF EXCEPTIONAL SUCCESS*

WILLIAM H. STARBUCK

New York University

REPUTATIONAL CRISIS: SAVING THE MOST VALUABLE A COMPANY'S ASSET

Ingrida Smaiziene¹, Petras Orzekauskas²

Kaunas University of Technology, Lithuania, lingrida.smaiziene@ktu.lt, 2petras.orzekauskas@ktu.lt

Learning About Failure: Bankruptcy, Firm Age, and the Resource-Based View



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Moretton soupçonné de parjure



Gilles Moretton, président de la Fédération française de tennis.

C'est un témojanage qui s'est déroulé dans le ca-(HATVP), sa rémunération à Carrefour, sur l'en-

Tennis Justice, FFT exclusivité abonnés

Soupçons de détournement de biens publics à la FFT : Anticor fait un signalement à la justice

L'association anticorruption Anticor a, à son tour, adressé un courrier au Parquet national financier (PNF) pour dénoncer les agissements du président de la Fédération française Gilles Moretton, a révélé « Mediapart ». Elise Van Beneden, présidente d'Anticor, nous a expliqué ce qui a motivé cette démarche.





Gilles Moretton, actuel président de la FFT. (F. Seguin/L'Équipe)



FFT: L'ÈRE MORETTON, OU LA RÉPUBLIQUE DE LA TERREUR

Anthony Rech Le 10/02/2023 à 14:44





A quelques jours de l'ouverture de Roland-Garros, la Fédération française tennis est visée par une plainte et un signalement déposés auprès du parc national financier sur des soupçons de revente illicite de billets pour les internationaux de tennis de Paris. Au centre des accusations : Gilles More le président de la fédération.

LES DESSOUS D'UNE ÉLECTION

de Roland-Garros que s'est jouée l'arrivée de Gilles Moretton à la présidence de la FFT, en février



ballement inconnu du grand public, Hughes
Cavallin semble pourtant deterrit le pouseri Amélée Dudés - Sastera.

Amélée Dudés - Sastera.

Amélée Dudés - Sastera.

Amélée Dudés - Sastera.

Anélée Du çais. C'est lui qui a, en grande partie, décidé bablement moins « en raison d'un certain elles n'ont absolument plus le droit de rede l'élection du 13 février en passant avec nombre de désaccords » avec Giudicelli, ainsi vendre ces places à des fins commerciales armes et banance du camp du président que l'élection du 13 février en passant avec

tallites avec to au comité ou er air se toures.

acquis, il embrasse toute la structure et son
acquis, il embrasse toute la structure et son
acquis, il embrasse toute la structure et son
autorité s'étend sur tous les services, se
depuis septembre 2017, siles ligues régio-

Mais deux entités sont clairement épin glées : la ligue ARA, dont neuf de ses con trats de partenariat prévovaient en contr partie des billets pour Roland-Garros, et le comité de Paris (qui relève de la ligue d'Île

medi 24 février 2024 | L'ÉQUIPE

_e courrier **jui accuse**

ne nouvelle lettre de « salariés en détresse » été adressée aux représentants du personnel la FFT. Elle a notamment été à l'origine la mise à pied de sa directrice générale.

a situation ne s'améliore pas et tions, ainsi que le climat de terreur erte doit être faite avant qu'un me n'ait lieu. À vous, au CSE, de e entendre ces problèmes qu is sont largement partagés mais nous ne nouvons nlus taire car il notre santé tout court. » C'est si que se termine un nouveau rrier-anonyme-récemment salariée en arrêt maladie déià nsmis aux membres du comité évoquée dans la première lettre. omique et social (CSE) de Son « amère expérience » est la

FT, dont L'Équipe a pu prendre « goutte d'eau qui a fait déborder le Ce courrier, rédigé par « des sa- de cette lettre disent aussi compés en détresse », a été adressé ter « 150 départs sur 400 salariés élus une huitaine de jours en troisans, dujamais vu», et dresrès une première « lettre ou- sent un constat cinqlant de l'atnante » au sein de l'instance, au profit de copinages aux compéamment autour du cas symp-Dans cette première lettre, ré-

tences aléatoires » ; « manque natique d'une cadre en arrêt d'humanité au sein de la direction « Certains sont sous traitement ée par RMC Sport le 1^{er} février chimique pour tenter de retrouver les consciences.» onsultée par l'Équipe il était en la force d'avancer, d'autres tentent

monté jusqu'à Moretton, men-

tionne à nouveau la situation de la

bles de revenir dans les locaux. Quand va-t-on réagir?est-il égaleclimat est tel que nous n'osons plus vase », est-il écrit. Les rédacteurs de représailles. Mais nous ne voulons pas rester silencieux car ce serait perdre notre dianité.» « On est plusieurs à connaîtr des cas de souffrance à la Fédé.

te des représentants du CSE au mosphère viciée qui régnerait à nous explique un des salariés sident (Gilles Moretton) et élus la FFT: «injustices»; «manque de concernés, qui souhaite rester n), évoquant une « situation d'éléments compétents et investis plus on arrivera à faire bouger les iourd'hui, à recouper avec des signalements déjà transmis à l'ins-

re demandé « à l'ensemble de juste de quitter vite cette maison tion de ces deux lettres ont no-ciale » à la Fédération, qui parte de pes mobilisées et épanouies, nous d'ingeants de mettre en place mais les négociations sont stériles tamment conduit à la récente « progrès à accomplir », va faire le savons » *E

ment précisé dans ce courrier. Le cenciement a été fixé au 5 mars, du CSE» par la direction. nous exprimer librement de peur aux courriels aurait été coupé du geante d'Engie avait succédé, en la qualité de vie au travail au sein de

avec Gilles Moretton, nous explianonyme. On se dit qu'il faut que ça cesse et plus on sera nombreux, choses. Il s'agit de dire stop à cette indifférence. Ce qui se passe au-

un « diagnostic » social pection du travail, devrait éveiller la FFT nous indique qu'elle n'a pas modernisation, attractivité, haut ni-

sier, directrice générale de la FFT, dont l'entretien préalable au li-posée « le 24 janvier aux membres

mai 2022, à l'actuelle ministre des la Fédération, poursuit cette der La mise à pied de Flaissier a eu dent de la FFT dans un mail adresse 2 février, "s'il est normal que des dit Cette dégradation et la publica- «à ce stade». Mais la «situation so- réussir, nous avons besoin d'équi-

TENNIS FFT

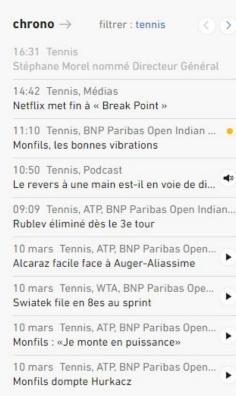
Tennis

Stéphane Morel nommé Directeur Général de la Fédération française de tennis



Stéphane Morel le nouveau Directeur Général de la Fédération française de tennis. (Christophe Guibbaud/FFT)

La FFT a officiellement nommé lundi Stéphane Morel au poste de Directeur Général, en remplacement de Caroline Flaissier, dont l'entretien préalable au licenciement a eu lieu le 5 mars. Stéphane Morel était jusque-là Directeur Général adjoint, en charge du développement commercial.



le journal



Quelle est la place de Roland Garros dans l'écosystème du tennis français ?

Lionel Maltese

Membre du Comité Executif FFT Développement Économique

