

Curriculum Vitae

(Updated January, 2019)

Eric von Hippel

Education:

University of Vaasa	Ph.D	2018 (Hon)
Technical Universität Hamburg-Harburg	Ph.D	2013 (Hon)
Copenhagen Business School	Ph.D	2007 (Hon)
Ludwig-Maximilians Universität München	Ph.D.	2004 (Hon)
Carnegie Mellon University	Ph.D.	1974
Massachusetts Institute of Technology	S.M.	1966
Harvard College	B.A	1964

Professional History:

Visiting Professor, Harvard Business School	2017 – 2018
Schumpeter School Prize	2017
“Innovation Luminary” EU Award	2015
Fellow, Open and User Innovation Society	2014 -
Humboldt Foundation Research Prize	2013 -
International Research Advisor, Technological Innovation Center, Tsinghua University, China	2013 -
Welling Professor, George Washington University	2009 - 2010
Faculty Associate, Berkman Center	2009 - 2014
Fellow, Berkman Center for Internet and Society Harvard Law School	2007 - 2009
T Wilson Professor of Management, MIT-Sloan	2006 - Present
Professor of Engineering Systems, MIT	2006 - Present
Head, Innovation and Entrepreneurship Group	2003 - 2006
Professor, Sloan School of Management, MIT	1985 – Present
Sir Walter Scott Distinguished Professor, Australian Grad School of Management, UNSW	1997 - 1998
Co-Founder, MIT Entrepreneurship Program	1994 - 1996
Fellow, Canadian Institute for Advanced Research	1995 - 1997
Associate Professor, Sloan School, MIT	1979 - 1985
Assistant Professor, Sloan School, MIT	1973 - 1979
Consultant, McKinsey and Company	1970 - 1972
Co-Founder and Engineering Manager, Graphic Sciences Inc.	1966 - 1969

Publications:

Demonaco, Harold, Pedro Oliveira, Andrew Torrance, Christiana von Hippel, and Eric von Hippel (2019) “When patients become innovators” *Sloan Management Review forthcoming*

Gambardella, Alfonso and Eric von Hippel (2019) “Open sourcing as a profit-maximizing strategy for downstream firms” *Strategy Science, forthcoming*
(https://papers.ssrn.com/sol3/papers.cfm?abstract_id=3046727)

Sichel, Dan, and Eric von Hippel (2019) “Household Innovation, R&D, and New Measures of Intangible Capital” MIT Sloan School of Management Working Paper

Kaulartz, Sandro and Eric von Hippel (2018) Lead user innovation identification: Rapid semantic analyses of user-generated content. MIT Sloan School of Management WP.

Chen, Jin, Yu-Shan Su, Jeroen P.J. de Jong, Eric von Hippel (2018) “Household Sector Innovation in China: Impacts of Income and Development” MIT Sloan School of Management Working Paper

Torrance, Andrew, and Eric von Hippel (2018) “A Meeting of Innovation Minds” *Northwestern Law Review* (Vol 112, pp. 177-186)

Von Hippel, Eric, Jeroen de Jong, and Daan Rademaker (2017) “Household Sector Innovation” Mohammed Bin Rashid Centre for Government Innovation, UAE, (July)

Stock, Ruth, Shannon Heald, Christian Holthaus, Lennart Gillert, and Eric von Hippel (2017) “Need-Solution pair recognition driven by object-oriented solution-finding” MIT Sloan School of Management Working Paper
(https://papers.ssrn.com/sol3/papers.cfm?abstract_id=2902117)

von Hippel, Eric, Harold Demonaco, and Jeroen de Jong (2017) “Market failure in the diffusion of clinician-developed innovations: The case of off-label drug discoveries” *Science and Public Policy*, 44(1), 121–131 doi: 10.1093/scipol/scw042

von Hippel, Eric (2017) *Free Innovation* MIT Press, Cambridge, MA

von Hippel, Eric (2017) “Free Innovation by Consumers – How Producers Can Benefit” *Research-Technology Management* (January-February) pp 39-42.

von Hippel, Eric (2017) “The Free Innovation Paradigm – Lessons for China” *Frontiers of Engineering Management* - forthcoming 2019

Gambardella, Alfonso, Christina Raasch, and Eric von Hippel (2016) “The user innovation paradigm: impacts on markets and welfare” *Management Science*
<http://dx.doi.org/10.1287/mnsc.2015.2393>

von Hippel, Eric, and Georg von Krogh (2016) “Identifying viable ‘need-solution pairs’: Problem solving without problem formulation” *Organization Science*, 27(1), pp. 207–221
<http://dx.doi.org/10.1287/orsc.2015.1023>

Stock, Ruth Maria, Eric von Hippel, and Nils Lennart Gillert (2016) “Impacts of Personality Traits on User Innovation Success.” *Research Policy*, 45 757–769.

von Hippel, W., Hayward, L. E., Baker, E., Dubbs, S. L., and von Hippel, E. (2016). “Boredom as a spur to innovation” University of Queensland Working Paper.

von Hippel, Eric (2016) “Novel policies required to support free household sector innovation” *OECD Blue Sky 3 Conference, Ghent, Belgium Conference Proceedings*

de Jong, Jeroen P.J., Eric von Hippel, Fred Gault, Jari Kuusisto, and Christina Raasch (2015) “Market failure in the diffusion of consumer-developed innovations: Patterns in Finland.” *Research Policy* 44, no.10 (December): 1856-1865.

Torrance, Andrew and Eric von Hippel (2015) “The right to innovate.” *Michigan State Law Review* 2015:793 pp. 793 - 829.

Oliveira, Pedro, Leid Zejnilovic, Helena Canhão, and Eric von Hippel (2015) “Innovation by patients with rare diseases and chronic needs. *Orphanet Journal of Rare Diseases*, 10(1) :41 DOI: 10.1186/s13023-015-0257-2

Stock, Ruth Maria, Pedro Oliveira, and Eric von Hippel (2015) “Impacts of Hedonic and Utilitarian Motives on the Novelty and Utility of User-Developed Innovations.” *Journal of Product Innovation Management*, Vol. 32 Issue 3, p 389-403.

Hienerth, Christoph, Eric von Hippel, and Morten Berg Jensen (2014) “User community vs. producer innovation development efficiency: A first empirical study,” *Research Policy* 43 p. 190-201

Kuusisto, Jari, Jeroen P. J. de Jong, Fred Gault, Christina Raasch, and Eric von Hippel (2013) *Consumer Innovation in Finland: Incidence, diffusion and policy implications*. Proceedings of the University of Vaasa, Finland. Reports.

Raasch, Christina and Eric von Hippel (2013) “Innovation process benefits: The journey as reward” *Sloan Management Review* (Fall) pp 33-39.

Füller, Johann, Roland Schroll, and Eric von Hippel (2013) “User Generated Brands and their Contribution to the Diffusion of User Innovations.” *Research Policy* 42, pp. 1197-1209

De Jong, Jeroen, P. J., and Eric von Hippel (2013) “User Innovation: Business and Consumers” Chapter 5 in Fred Gault, Ed., *Handbook on Innovation Indicators and Measurement* Edward Elgar Publishing

Raasch, Christiana, and Eric von Hippel (2012), “Modeling interactions between the user and producer innovation paradigms: User-contested and user-complemented markets for innovation” MIT Sloan School of Management Working Paper. (http://papers.ssrn.com/sol3/papers.cfm?abstract_id=2079763)

von Hippel, Eric (2012) “The role of lead users in innovation” in David Teece and Mie Augier, Eds, *Palgrave Encyclopedia of Strategic Management*, Palgrave Macmillan Ltd, UK.

von Hippel, Eric, Jeroen P.J. de Jong, and Stephen Flowers (2012) “Comparing business and household sector innovation in consumer products: Findings from a representative survey in the UK.” *Management Science*, Vol. 58, No. 9, (September), pp. 1669–1681

Baldwin, Carliss Y. and Eric von Hippel (2011) “Modeling a Paradigm Shift: From Producer Innovation to User and Open Collaborative Innovation.” *Organization Science*, Vol. 22, No. 6, November–December, pp. 1399–1417

von Hippel, Eric, Susumu Ogawa, and Jeroen P. J. de Jong (2011) “The Age of the Consumer-Innovator” *Sloan Management Review* (Fall) vol. 53 Nr 1 pp. 27-35.

von Hippel, Eric, and Georg von Krogh (2011) “Open innovation and the private-collective model for innovation incentives.” Chapter 9 in Rochelle C. Dreyfuss and Katherine Strandburg, Eds. *The Law And Theory Of Trade Secrecy: A Handbook of Contemporary Research*. Edward Elgar, Cheltenham, UK.

Oliveira, Pedro and Eric von Hippel (2011) "Users as Service Innovators: The Case of Banking Services" *Research Policy*, vol. 40, Nr 6, pp. 806-818.

Füller, Johann, Roland Schroll, and Eric von Hippel (2011) "Brands as User Generated Content: Evidence and Implications." MIT Sloan School of Management Working Paper (January).

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Von Hippel, Eric and Chen Jin (2009) "The major shift towards user-centered innovation: Implications for China's innovation policymaking" *Journal of Knowledge-based Innovation in China* (January) Vol 1, No. 1 pp.16-27

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Fauchart, Emmanuelle and Eric von Hippel (2008) "Norms-based intellectual property systems: The case of French Chefs," *Organization Science* Vol. 19, No. 2, March-April pp. 187-201

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Lüthje, Christian, Cornelius Herstatt, and Eric von Hippel (2005), "User-innovators and "local" information: The case of mountain biking," *Research Policy*, Vol 34, No. 6 (August) pp. 951-965.

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von Hippel, Eric (2005) "Open source software projects as user innovation networks - no manufacturer required." in *Perspectives on Free and Open Source Software*, edited by J. Feller, B. Fitzgerald, S. Hissam, and K. Lakhani. Cambridge: MIT Press.

Hessler, Curt, Eric von Hippel and James Bessen (2004) "U.S. Supreme Court *Amici Curiae* Brief of Innovation Scholars In Support of Affirmation In The Case of Metro-Goldwyn Mayer Studios, Inc. *et al.*, *Petitioners*, vs *Grokster, Ltd., et al.*, *Respondents*" No. 04-480, (March)

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Franke, Nikolaus and Eric von Hippel (2003), "Satisfying Heterogeneous User Needs via Innovation Toolkits: The Case of Apache Security Software" *Research Policy* Vol 32, No. 7, (July) pp.1199-1215.

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Von Hippel, Eric and Ralph Katz (2002), „Shifting Innovation to Users Via Toolkits,“ *Management Science*, Vol 48, No. 7 (July) pp 821-833.

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von Hippel, Eric and William Riggs (1996) "A Lead User Study of Electronic Home Banking Services: Lessons from the Learning Curve." MIT Sloan School of Management Working Paper # 3911-96 (June).

von Hippel, Eric and Stephan Schrader (1996), "'Managed' Informal Information Trading: The Oil Scout System in Oil Exploration Firms." *International Journal of Technology Management*, Vol 11, Nos. 1&2 p.209-218.

von Hippel, Eric (1995) "User Learning, 'Sticky Information', and User-Based Design, MIT Sloan School of Management Working Paper #3815-95 (May).

von Hippel, Eric and Marcie Tyre (1995) "How "Learning by Doing" is Done: Problem Identification in Novel Process Equipment." Vol 24, No.1 *Research Policy* (January) p. 1-12.

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Herstatt, Cornelius, and Eric von Hippel (1992), "From Experience: Developing New Product Concepts Via the Lead User Method: A Case Study in a "Low Tech" Field", *Journal of Product Innovation Management*, 1992;9: 213-221.

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Urban, Glen L., and Eric von Hippel (1988), "Lead User Analyses for the Development of New Industrial Products," *Management Science* 34, no. 5 (May):569-82.

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von Hippel, Eric (1974) *An Exploratory Study of Corporate Venturing - A New Product Innovation Strategy Used by Some Major Corporations* (Ph.D. Dissertation, Carnegie Mellon University, 1973) (Ann Arbor, Mich: University Microfilms).

Patents:

The following patents describe electromechanical inventions related to facsimile. These were embodied in approximately 15,000 facsimile transceivers produced from 1967 to 1977.

von Hippel, U.S. Patent No. 3,369,691 *Electro-Sensitive Printing Resin Control System*, Issued October 10, 1972.

von Hippel, U.S. Patent No. 3,640,482, *Paper Feed Mechanism*, Issued February 9, 1972.

von Hippel, U.S. Patent No. 3,541,579, *Electronic Stylus Feed Mechanism*, Issued November 17, 1970.

von Hippel, U.S. Patent No. 3,533,249, *Scanner Speed Conditioning Unit*, Issued October 31, 1970.