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***The Dominant Logic of Myopia: Finding Acquisition Targets.***

Acquisitions are preceded by a search for targets and assessment of whether a potential target is a good fit. While prior research has emphasized resource fit and search costs, we argue that the dominant logic of the acquirer is a source of direction and constraint in the search. Dominant logics shape top management strategic analysis and conception of the firm, and are important influences in resource allocations such as acquisitions. Because of dominant logics, firms match not only on resources, but also on logics related characteristics such as nature of governance, ownership structure, and board composition. We derive new hypotheses on target selection in acquisitions from this theory, and show strong influences from this mechanism on target selection in acquisitions in China. Subsample analysis shows the effects to differ in strength depending on the firm's affiliation to the state, giving additional support to the role of dominant logics.