

# 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	2007 - 2009
Harvard Law School	
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* Spring, 2019, pp. 81-88.

Gambardella, Alfonso and Eric von Hippel (2019) “Open sourcing as a profit-maximizing strategy for downstream firms” *Strategy Science* Vol 4, no. 1 March 2019, p. 41-57 ([https://papers.ssrn.com/sol3/papers.cfm?abstract\\_id=3046727](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

von Hippel, Eric and Sandro Kaulartz (2019) Next-generation consumer innovation search: Identifying early-stage need-solution pairs on the web

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 by individuals: Evidence, and a cognitive mechanism explanation” MIT Sloan School of Management Working Paper ([https://papers.ssrn.com/sol3/papers.cfm?abstract\\_id=2902117](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](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 (2010) “Users as Sources of Invention,” *Handbook of Economics of Technological Change, Volume 1*. Bronwyn H. Hall and Nathan Rosenberg, eds, Elsevier B.V. Press.

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Gault, Fred and Eric von Hippel (2009) “The prevalence of user innovation and free innovation transfers: Implications for statistical indicators and innovation policy” MIT Sloan School of Management Working Paper #4722-09 (January)

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von Hippel, Eric, Nikolaus Franke, and Reinhard Prügl (2009) ““Pyramiding”: Efficient Identification of Rare Subjects.” *Research Policy* No. 38, pp 1397-1406.

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Demonaco, Harold and Eric von Hippel (2006), „Reducing medical costs and increasing quality via toolkits for patient self-management”. *PLoS Med* 4(4): e104.

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Demonaco, Harold, Ayfer Ali and Eric von Hippel (2006), "The Major Role of Clinicians in the Discovery of Off-Label Drug Therapies" *Pharmacotherapy* Vol 26, No. 3, pp 323-332.

Baldwin, Carliss Y., Christoph Hienerth and Eric von Hippel (2006) "How user innovations become commercial products: a theoretical investigation and case study" *Research Policy*, Vol 35 No. 9 (November) pp. 1291-1313

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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.

von Hippel, Eric (2005) "Democratizing Innovation: The evolving phenomenon of user innovation" *Journal für Betriebswirtschaft* (January) 55: pp. 63-78

Henkel, Joachim and Eric von Hippel (2005) "Welfare Implications of User Innovation," *Journal of Technology Transfer* Vol 30 Nos. 1-2 (January) Pages 73-87.

Von Hippel, Eric (2005) "The best way to innovate? Let lead users do it for you" *Inc Magazine*, September

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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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Churchill, Joan, Eric von Hippel and Mary Sonnack (1998) *Lead User Project Handbook: A practical guide for lead user project teams* MIT Sloan Working Document (available under a Creative Commons license from: <https://evhippel.mit.edu/teaching/>)

Tyre, Marcie and Eric von Hippel (1997) "The Situated Nature of Adaptive Learning in Organizations" *Organization Science*, vol 8, No 1 (January-February) p. 71-83

von Hippel, Eric and Marcie Tyre (1996) "The Mechanics of Learning by Doing: Problem Discovery During Process Machine Use." *Technology and Culture* 37 no.2 (April) p. 312-329.

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.

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von Hippel, Eric (1993) " The Creation of Needs for New Products and Services", Sloan School of Management Working Paper # 3374-92-BPS, January 1992.

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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#### **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.