



Call for Applicants

**An Introduction to Necessary Condition Analysis (NCA)
for Strategic Management Research**
sponsored by Research Methods Community

October 19, 2019, 09:00 – 12:00
(Lunch provided for all workshop participants: 12:00-13:00)
Workshop Registration Deadline: September 17, 2019



This workshop will provide an introduction to Necessary Condition Analysis (NCA). NCA is an upcoming methodological approach that can be used to test whether a condition (X) is necessary for an outcome (Y). It provides a new perspective on existing phenomena and is complementary to the regression-based modeling of average effects that we usually apply.

When a condition is necessary for an outcome, the outcome does not occur without the condition. The condition serves as a "bottleneck", "critical factor", or "constraint". This resonates with the strategic management literature, in which we often consider the limitations of organizational choices and their outcomes. You can think of particular resource allocations that limit or enable competitive actions, or post-merger integration that serves as a bottleneck for M&A success.

NCA allows us to quantify those limitations and to answer questions like "What type of postmerger integration is necessary for the success of a merger?", "Is top management team diversity necessary for high levels of firm performance?", and "What capabilities does a firm need to sustain its competitive advantage?". We can answer these questions with a simple yes or no—yes, post-merger integration is necessary for merger and acquisition success—but we can also determine what level of the condition is necessary for what level of the outcome.

Over the past couple of years, NCA has become an accepted approach for theorizing and empirically analyzing necessary-but-not-sufficient causality between conditions and outcomes. NCA has been successfully applied and published in different research areas, such as supply chain management, psychology, human resource management, and entrepreneurship.

Organizers and Presenters

Jan Dul, Erasmus University Rotterdam and **Stefan Breet**, Erasmus University Rotterdam

Application Requirement

No application is required for this workshop.

We kindly ask that if you plan to attend the workshop that you register for the workshop by **September 17, 2019**. Registration will open in late August. Saturday Workshops at the Annual Conference are included in the registration for the Annual Conference. Participants in workshops must be registered for the Annual Conference. Walk-ins are welcomed only if space is available.

Workshop Timeline

Late August	Workshop Registration Opens
September 17, 2019	Workshop Participant Registration Deadline
October 19, 2019	Saturday Workshops
October 19-22, 2019	SMS 39 th Annual Conference in Minneapolis

For more information about the Workshops at SMS Annual Conference in Minneapolis or to learn more about the conference, please visit minneapolis.strategicmanagement.net.