

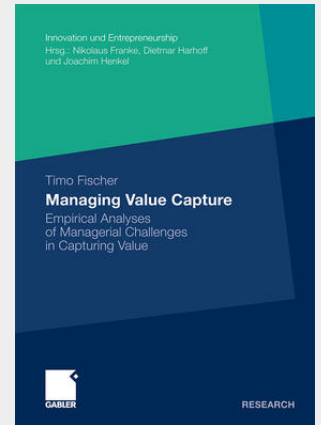
Fischer

## Managing Value Capture

Empirical Analyses of Managerial Challenges in Capturing Value

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How some firms manage to capture more value than others is a question central to practitioners and researchers alike. In this context, Timo Fischer conducts three empirical studies. The first study analyzes non-linearities in the effectiveness of appropriability mechanisms and interactions between selected appropriability mechanisms, which firms should exploit to optimize capturing value. The second evaluates whether R&D and marketing managers have diverging perceptions of the effectiveness of appropriability mechanisms, which could create friction in the formation of a coherent strategy for capturing value. The third study examines whether the patent troll business model is sustainable under envisioned legal changes and thus patent trolls pose a long-term threat to value capture in value creating firms.



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