

Intellectual Contributions

The University of Vermont

Hart, Stuart

Refereed Journal Articles

Journal Article, Academic Journal (Published)

Sharma, S., Hart, S. (2014). Beyond Saddlebag Sustainability for Business Education. *Organization and Environment*, 27(1), 10-15.

Journal Article, Academic Journal (Published)

Hart, S., Tata, R., Sharma, A., Sarkar, C. (2013). Why making money is not enough. *Sloan Management Review, Summer* 54(4), 95-96.

Journal Article, Academic Journal (Published)

Hart, S., Dowell, G. (2011). A natural-resource-based view of the firm: Fifteen years after. *Journal of Management*, 37(5), 1464-1479.

Non-Refereed Journal Articles

Journal Article, Academic Journal (Published)

Hart, S., Simanis, E. (2009). Innovation from the inside out. *Sloan Management Review, Summer*, 77-86.

Journal Article, Academic Journal (Published)

Hart, S., Simanis, E., Duke, D. (2008). The Base of the Pyramid Protocol: Beyond "basic needs" business strategies. *Innovations, Winter*, 57-83.

Journal Article, Academic Journal (Published)

Hart, S., Simanis, E. (2006). Expanding the possibilities at the base of the pyramid. *Innovations, Winter*, 43-51.

Journal Article, Academic Journal (Published)

Hart, S., Milstein, M. (2006). In search of sustainable enterprise: The case of GE's ecomagination initiative. *Value*, 1(1), 36-43.

Journal Article, Academic Journal (Published)

Hart, S., London, T. (2005). Developing native capability: What multinational corporations can learn from the base of the pyramid. *Stanford Social Innovation Review, Summer*, 28-33.

Journal Article, Academic Journal (Published)

Hart, S., Wheeler, D., Zohar, A. (2005). Educating senior executives in a novel strategic paradigm: Early experiences of the Sustainable Enterprise Academy. *Business Strategy and the Environment*, 14(3), 172-185.

Journal Article, Academic Journal (Published)

Hart, S. (2005). Innovation, creative destruction, and sustainability. *Research-Technology Management*, 48(5), 21-27.

Journal Article, Academic Journal (Published)

Hart, S., Sharma, S. (2004). Engaging fringe stakeholders for competitive imagination. *Academy of Management Executive*, 18(1), 7-18.

Journal Article, Academic Journal (Published)

Hart, S., Ricart, J. E., Enright, M., Ghemawat, P., Khanna, T. (2004). New frontiers in international strategy. *Journal of International Business Studies*, 25, 175-200.

Journal Article, Academic Journal (Published)

Hart, S., London, T. (2004). Reinventing strategies for emerging markets: Beyond the transnational model. *Journal of International Business Studies*, 35, 350-370.

Journal Article, Academic Journal (Published)

Hart, S., Milstein, M. (2003). Creating sustainable value. *Academy of Management Executive*, 17(2), 56-69.

Journal Article, Academic Journal (Published)

Hart, S., Prahalad, C. K. (2002). The fortune at the bottom of the pyramid. *Strategy+Business*, 26, 54-67.

Journal Article, Academic Journal (Published)

Hart, S., Christensen, C. (2002). The great leap: Driving innovation from the base of the pyramid. *Sloan Management Review*, 44(1), 51-56.

Journal Article, Academic Journal (Published)

Hart, S., Christensen, C., Craig, T. (2001). The great disruption. *Foreign Affairs*, 80(2), 80-95.

Journal Article, Academic Journal (Published)

Hart, S., Dowell, G., Yeung, B. (2000). Do corporate global environmental standards create or destroy market value? *Management Science*, 46(8), 1059-1074.

Journal Article, Academic Journal (Published)

Hart, S., Arnold, M., Day, R. (2000). The business of sustainable forestry: Meshing operations with strategic purpose. *Interfaces*, 30(3), 234-250.

Journal Article, Academic Journal (Published)

Hart, S., Milstein, M. (1999). Global sustainability and the creative destruction of industries. *Sloan Management Review*, 41(1), 23-33.

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Hart, S., Dowell, G., Yeung, B. (1998). Corporate global environmental standards: Altruism or value-added? *Academy of Management Best Paper Proceedings*, 58, 232-235.

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Hart, S. (1997). Beyond greening: Strategies for a sustainable world. *Harvard Business Review*, January-February, 66-76.

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Hart, S., Dowell, G., Sastry, A., Bernicke, J. (1997). Corporate environmental reputation: Comparing two industries. *Corporate Reputation Review*, 1, 140-147.

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Hart, S., Ahuja, G. (1996). Does it pay to be green?: An empirical examination of the relationship between emission reduction and firm performance. *Business Strategy and the Environment*, 5, 30-37.

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Hart, S., Denison, D., Kahn, J. (1996). From chimneys to cross-functional teams: Developing and validating a diagnostic model. *Academy of Management Journal*, 39, 1005-1023.

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Hart, S., Denison, D., Dutton, J., Kahn, J. (1996). Organizational context and the interpretation of strategic issues: A note on CEO's interpretations of foreign direct investment. *Journal of Management Studies*, 33, 453-474.

Journal Article, Academic Journal (Published)

Hart, S., Figenbaum, A., Schendel, D. (1996). Strategic reference point theory. *Strategic Management Journal*, 17, 219-235.

Journal Article, Academic Journal (Published)

Hart, S. (1995). A natural resource-based view of the firm. *Academy of Management Review*, 20, 986-1014.

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Hart, S., Shrivastava, P. (1995). Creating sustainable corporations. *Business Strategy and the Environment*, 4, 154-165.

Journal Article, Academic Journal (Published)

Hart, S., Shrivastava, P. (1994). Greening organizations—2000. *International Journal of Public Administration*, 17, 607-635.

Journal Article, Academic Journal (Published)

Hart, S. (1994). How green production might sustain the world. *Northwest Environmental Journal*, 10, 4-14.

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Hart, S., Banbury, K. (1994). How strategy-making processes can make a difference. *Strategic Management Journal*, 15, 235-246.

Journal Article, Academic Journal (Published)

Hart, S. (1993). Commentary: Sustainable strategy in a greening world. *Advances in Strategic Management*, 9, 93-97.

Journal Article, Academic Journal (Published)

Hart, S., Quinn, R. (1993). Roles executives play: CEO behavioral complexity and firm performance. *Human Relations*, 46, 543-574.

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Hart, S. (1992). An integrative framework for strategy-making processes. *Academy of Management Review*, 17, 327-351.

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Hart, S., Quinn, R. (1992). Executive leadership and performance: Comparing high and low technology firms. *Advances in Global High Technology Management*, 2, 19-32.

Journal Article, Academic Journal (Published)

Hart, S., Shrivastava, P. (1992). Greening organizations. *Academy of Management Best Paper Proceedings*, 52, 185-189.

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Hart, S. (1991). Intentionality and autonomy in strategy-making process: Modes, archetypes, and firm performance. *Advances in Strategic Management*, 7, 93-123.

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Hart, S., Denison, D., Henderson, D. (1989). A contingency approach to firm location: The influence of industrial sector and level of technology. *Policy Studies Journal*, 17, 599-623.

Journal Article, Academic Journal (Published)

Hart, S., Henderson, D., Denison, D. (1989). The influence of age and size in industrial location preferences. *Academy of Management Best Paper Proceedings*, 49, 307-311.

Journal Article, Academic Journal (Published)

Hart, S., Chambers, B., Denison, D. (1988). Founding team experience and new firm performance, in B. Kirchoff et al (Eds.). *Frontiers in Entrepreneurship Research*.

Journal Article, Academic Journal (Published)

Hart, S., Denison, D. (1987). The creation of new technology-based organizations: A system dynamics model. *Policy Studies Review*, 6, 512-528.

Journal Article, Academic Journal (Published)

Hart, S. (1986). Managing knowledge in policy making and decision making. *Knowledge*, 8, 94-108.

Journal Article, Academic Journal (Published)

Hart, S., Enk, G. (1985). An eight step approach to strategic problem solving. *Human Systems Management*, 5, 245-258.

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Hart, S., Geurts, J., Caplan, N. (1985). Decision techniques and social research: A contingency framework for problem solving. *Human Systems Management*, 5, 333-347.

Journal Article, Academic Journal (Published)

Hart, S., Boroush, M., Enk, G., Hornick, W. (1985). Managing complexity through consensus mapping: Technology for the structuring of group decisions. *Academy of Management Review*, 10, 587-600.

Journal Article, Academic Journal (Published)

Hart, S. (1985). Toward quality criteria for collective judgments. *Organizational Behavior and Human Decision Processes*, 36, 209-228.

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Hart, S. (1983). The Federal photovoltaics utilization program: An evaluation and learning framework. *Policy Sciences*, 15, 325-343.

Journal Article, Academic Journal (Published)

Hart, S. (1980). The environmental movement: Fulfillment of the renaissance prophesy? *Natural Resources Journal*, 20, 501-522.

Books

Book, Non-Scholarly-New (Published)

Casado, F., Hart, S. (2015). *Base of the Pyramid 3.0*. Greenleaf.

Book, Scholarly-New (Published)

Hart, S., T, L. (2011). *Next-Generation Business Strategies for the Base of the Pyramid: New Approaches for Building Mutual Value* (pp. 249). Upper Saddle, New Jersey: Financial Times Press.

Book, Scholarly-Revised (Published)

Hart, S. (2010). *Capitalism at the Crossroads: Next-Generation Business Strategies for a Post-Crisis World* (3rd ed., pp. 322). Upper Saddle River, New Jersey: Wharton School Publishing.

Book, Scholarly-Revised (Published)

Hart, S. (2007). *Capitalism at the Crossroads: Aligning Business, Earth, and Humanity* (2nd ed., pp. 260). Upper Saddle River, New Jersey: Wharton School Publishing.

Book, Scholarly-New (Published)

Hart, S. (2005). *Capitalism at the Crossroads: The Unlimited Business Opportunities in Solving the Worlds Most Difficult Problems* (pp. 241). Upper Saddle River, New Jersey: Wharton School Publishing.

Book, Scholarly-New (Published)

Hart, S., Dussauge, P., Ramanantsoa, B. (1992). *Strategic Technology Management* (pp. 218). London: Wiley.

Book, Scholarly-New (Published)

Hart, S., Denison, D. (1987). *Revival in the Rust Belt* (pp. 214). Ann Arbor, Michigan: Institute for Social Research.

Book, Scholarly-New (Published)

Hart, S., Enk, G., Hornick, W. (1984). *Improving Impact Assessment* (pp. 440). Boulder, Colorado: Westview Press.

Book, Scholarly-New (Published)

Hart, S., Enk, G. (1980). *Green Goals and Greenbacks* (pp. 363). Boulder, Colorado: Westview Press.

Book Chapters

Book, Chapter in Non-Scholarly Book-New (Published)

Hart, S. (2015). BoP 2.0: The Next Generation of Strategy for the Base of the Pyramid. *Corporate Citizenship*.

Book, Chapter in Scholarly Book-New (Published)

Hart, S. (2011). The third generation corporation, in A. Hoffman and T. Bansal (Eds.). *Oxford Handbook of Business and the Environment*. Oxford University Press.

Book, Chapter in Scholarly Book-New (Published)

Hart, S., Milstein, M., Simanis, E., Duke, D. (2007). Base of the Pyramid. In: W. Visser and D. Matten (Eds.). *The A to Z of CSR: The Encyclopedia of Corporate Social Responsibility*. London: John Wiley & Sons.

Book, Chapter in Scholarly Book-New (Published)

Hart, S., Milstein, M., Simanis, E., Duke, D. (2007). Poverty. In: W. Visser and D. Matten (Eds.). *The A to Z of CSR: The Encyclopedia of Corporate Social Responsibility*. London: John Wiley & Sons.

Book, Chapter in Scholarly Book-New (Published)

Hart, S., Milstein, M., Loudon, T. (2007). Revolutionary routines: Capturing the opportunity for creating a more inclusive capitalism. In: S. Piderit, R. Fry, and D. Cooperrider (Eds.). *Handbook of Transformative Cooperation*. Stanford, California: Stanford Business Books.

Book, Chapter in Scholarly Book-New (Published)

Hart, S. (2006). Beyond development: Embracing the base of the pyramid. In: M. Epstein and K. Hanson (Eds.). *The Accountable Corporation: Corporate Social Responsibility (Volume 3)*. London: Praeger.

Book, Chapter in Scholarly Book-New (Published)

Hart, S. (2004). Greening of business. In: The Environmental Careers Organization (Eds.). *The Eco Guide to Careers that Make a Difference*. Washington, District Of Columbia: Island Press.

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Hart, S., Sastry, A., Bernicke, J. (2002). Changing shades of green: Coupling and Decoupling in Monsanto's Environmental Orientations, 1991-1997. In: A. Hoffman and M. Ventresca. (Eds.). *Organizations, Policy and the Natural Environment: Institutional and Strategic Perspectives*. Palo Alto, California: Stanford University Press.

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Hart, S., Milstein, M., York, A. (2002). Coercion breeds variation: The differential impact of isomorphic pressures on environmental strategies. In: A. Hoffman and M. Ventresca (Eds.). *Organizations, Policy, and the Natural Environment*. Stanford, California: Stanford University Press.

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Hart, S., Milstein, M., York, A. (2002). The differential impact of isomorphic pressures on environmental strategies. In: A. Hoffman and M. Ventresca. (Eds.). *Organizations, Policy and the Natural Environment: Institutional and Strategic Perspectives*. Palo Alto, California: Stanford University Press.

Book, Chapter in Scholarly Book-New (Published)

Hart, S. (1999). Corporations as agents of global sustainability: Beyond competitive strategy. In: D. Cooperrider, and J. Dutton. (Eds.). *The Organizational Dimensions of Global Change: No Limits to Cooperation*. Beverly Hills, California: Sage.

Book, Chapter in Scholarly Book-New (Published)

Hart, S. (1998). Decision making for strategic environmental advantage: The challenge of sustainability. In: T. Burkhardt, A. Marcus, and K. Sexton (Eds.). *Better Environmental Decisions: Strategies for Governments, Businesses, and Communities*. New York, New York: Island Press.

Book, Chapter in Scholarly Book-New (Published)

Hart, S. (1997). From corporate citizenship to sustainable development. In N. Tichy, A. McGill, and L. St. Claire (Eds.). *Corporate Global Citizenship*. San Francisco, California: New Lexington Books.

Book, Chapter in Scholarly Book-New (Published)

Hart, S., Fiegenbaum, A., Schendel, D. (1994). Strategic reference point theory. In H. Thomas et al (Eds.). *Building the Strategically-Responsive Organization*. Chichester: John Wiley.

Book, Chapter in Textbook-New (Published)

Hart, S., Henderson, D., Denison, D. (1993). Organizational impacts on firm location decisions. In R. McGowan and E. Ottensmeyer (Eds.). *Economic Development Strategies for State and Local Governments*. Chicago, Illinois: Nelson-Hall.

Book, Chapter in Scholarly Book-New (Published)

Hart, S., Quinn, R., Spreitzer, G. (1992). Integrating the extremes: Crucial skills for managerial effectiveness. In S. Srivastva, et al. *Executive and Organizational Continuity*. San Francisco, California: Jossey Bass.

Book, Chapter in Scholarly Book-New (Published)

Hart, S., Denison, D. (1988). Strategy-making process in new technology-based firms: Comparing process and performance, in M. Lawless, and L. Gomez-Mejia (Eds.). *Managing the High Technology Firm*. Boulder, Colorado: University of Colorado.

Book, Chapter in Scholarly Book-New (Published)

Hart, S., Baba, M. (1986). Portrait of a new state initiative in industrial innovation: Michigan's Industrial Technology Institute, in D. Gray, T. Solomon, and W. Hetzner (Eds.). *Technological Innovation: Strategies for a New Partnership*. Amsterdam: North Holland.

Book, Chapter in Scholarly Book-New (Published)

Hart, S. (1986). Steering the path between ambiguity and overload: Planning as strategic social process, in M. Dluhy, and K. Chen (Eds.). *Interdisciplinary Planning: A Perspective for the Future*. Rutgers: Center for Urban Policy research.

Book, Chapter in Scholarly Book-New (Published)

Hart, S. (1984). The costs of environmental review: Assessment methods and trends. In Hart, S. et al. (Eds.). *Improving Impact Assessment*. Boulder, Colorado: Westview Press.

Other Intellectual Contributions

Blog Post (Published)

Hart, S. (2013). Beyond "Saddle Bag" Sustainability in Management Education. www.stuartlhart.com.

Blog Post (Published)

Hart, S. (2013). Building the Corporate Innovation White Space. www.stuartlhart.com.

Blog Post (Published)

Hart, S. (2013). Elevating the Corporate Sustainability Advisory Council. www.stuartlhart.com.

Blog Post (Published)

Hart, S. (2013). Putting the Horse Back in Front of the Cart. www.stuartlhart.com.

Blog Post (Published)

Hart, S. (2013). Strategy and Sustainability: Building Tomorrows Opportunity. www.stuartlhart.com.

Blog Post (Published)

Hart, S. (2013). The Sustainability Mindset of Executives: Four Views. www.stuartlhart.com.

Blog Post (Published)

Hart, S. (2013). Will Bangalore Become the Next Detroit? www.stuartlhart.com.

Blog Post (Published)

Hart, S. (2012). Create a Business Ecosystem: Think Like a Mountain. www.stuartlhart.com.

Blog Post (Published)

Hart, S. (2012). On Becoming a Skeptical Optimist. www.stuartlhart.com.

Blog Post (Published)

Hart, S. (2012). Sustainability as an Opportunity: India versus China. www.stuartlhart.com.

Blog Post (Published)

Hart, S. (2012). The Fallacy of Extrapolation. www.stuartlhart.com.

Blog Post (Published)

Hart, S. (2012). The Hidden Agenda at Rio + 20. www.stuarthart.com.

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Hart, S. (2012). The Real Job Creators. www.stuarthart.com.

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Hart, S. (2012). The Road to Rio + 20. www.stuarthart.com.

Blog Post (Published)

Hart, S. (2011). Beyond the Tyranny of Labor Productivity. www.stuarthart.com.

Blog Post (Published)

Hart, S. (2011). Decentralized, Distributed and Disruptive: The New Diseconomies of Scale. www.stuarthart.com.

Blog Post (Published)

Hart, S. (2011). On Creating Smaller Problems. www.stuarthart.com.

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Hart, S. (2011). The Clean Tech Economy at the Base of the Pyramid. *HBR Blog*.

Blog Post (Published)

Hart, S. (2011). The Doughnut Hole in Sustainable Finance. www.stuarthart.com.

Blog Post (Published)

Hart, S. (2011). The Key to Future Value Creation: Listening to the "Voice of the Planet". www.stuarthart.com.

Blog Post (Published)

Hart, S. (2011). The New Dust Bowl. www.stuarthart.com.

Blog Post (Published)

Hart, S. (2011). The New Green Alchemy. www.stuarthart.com.

Technical Report (Published)

Hart, S., Simanis, E. (2008). *The Base of the Pyramid Protocol: Toward Next Generation BoP Strategy* (pp. 51). Ithaca, New York: Center for Sustainable Global Enterprise.

Technical Report (Published)

Hart, S., Touesnard, M. (2008). "Back to the Future: Integrating Sustainability into Credit Union Strategy" (pp. 71). Madison, Wisconsin: Filenes Research Institute.

Book Review (Published)

Hart, S. (2005). Review of "Third-Sector Development: Making Up for the Market," (4th ed., vol. 49, pp. 665-666). *Administrative Science Quarterly*.

Technical Report (Published)

Hart, S., Simanis, E., Enk, G., Duke, D., Gordon, M., Lippert, A. (2005). "Strategic Initiatives at the Base of the Pyramid: A Protocol for Mutual Value Creation." Cornell University: Center for Sustainable Global Enterprise.

Technical Report (Published)

Hart, S., Reck, J. (2004). "Water for the Masses: An Assessment of Point of Use Water Treatment Solutions." University of North Carolina: Center for Sustainable Enterprise.

Technical Report (Published)

Hart, S., Enk, G. (2003). *“Developing and Commercializing Sustainable New Wood Products.”*. US Department of Agriculture, Forest Products Laboratory: General Technical Report FPL-GTR-136.

Technical Report (Published)

Hart, S., Lempert, R., Popper, S., Resetar, S. (2002). *“Capital Cycles and the Timing of Climate Change Mitigation Policy.”*. Los Angeles, California: RAND Corporation.

Book Review (Published)

Hart, S. (2000). Review of *“Business Management and the Natural Environment: Cases and Text”* and *“Environmental Management: Readings and Cases,”* (vol. 15, pp. 169-170). Journal of Industrial Ecology.

Book Review (Published)

Hart, S. (1998). Review of *“From Heresy to Dogma: An Institutional History of Corporate Environmentalism,”* (2nd ed., vol. 23, pp. 354-357). Academy of Management Review.

Technical Report (Published)

Hart, S., Levin, C. (1996). *“The Evolution of Environmental Management in the Chemical Industry.”*. Corporate Environmental Management Program, University of Michigan.

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Hart, S., Denison, D., Henderson, D., Hooijberg, R., Mishra, A., Parham, J. (1990). *“Oakland County Business Survey: Year Four Project Report.”*. Graduate School of Business Administration, University of Michigan.

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Hart, S., Denison, D., Anderson, J., Chambers, B., Henderson, D., Hooijberg, R., Mishra, A., Parham, J., Stovern, S. (1990). *“Oakland County Business Survey: Year Three Project Report.”*. Graduate School of Business Administration, University of Michigan.

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Hart, S., Denison, D., Chambers, B., Henderson, D. (1988). *“Oakland County Business Survey: Year Two Project Report.”*. Graduate School of Business Administration, University of Michigan.

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Hart, S., Denison, D. (1986). *“Oakland County Business Survey: Project Report, Year One.”*. Ann Arbor, Michigan: Institute for Social Research.

Technical Report (Published)

Hart, S. (1986). "Technology Assessment in the Netherlands: What Can be Learned from the U.S. Experience in Environmental Impact Assessment?". *Technology Assessment: An Opportunity for Europe*. Amsterdam: European Congress on Technology Assessment.

Technical Report (Published)

Hart, S., Pelz, D., McAfee, L. (1985). "An Assessment of the Technological and Managerial Needs and Opportunities of Minority Business in Michigan: A Pilot Project.". *Report to the Minority Technology Council of Michigan. Institute for Social Research and Engineering College*. Ann Arbor, Michigan: University of Michigan.

Technical Report (Published)

Hart, S., Pelz, D. (1985). "Frustrated Business Users of University Services.". *Report from the Michigan Project on Industry-University Cooperation.*. Ann Arbor, Michigan: Institute for Social Research, University of Michigan.

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Hart, S. (1984). "Report of Focus Workshop Proceedings.". *Report to the National Science Foundation*. Ann Arbor, Michigan: Institute for Social Research.

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Hart, S., Pelz, D. (1984). "Report on Evaluation Panel for Human Services Software.". *Report to the U.S. Department of Health and Human Services*. Ann Arbor, Michigan: Institute for Social Research.

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Hart, S., Boroush, M., Enk, G. (1983). "Determining the Health Consequences of Inhalable Particle Emissions from Coal-Fired Power Plants: Recommendations for an Integrated Research Agenda,". *Final Report to the Electric Power Research Institute*. Medusa, New York: Gordon Enk and Associates.

Technical Report (Published)

Hart, S., Chen, K., Jarboe, K., Appasamy, P. (1982). "Anticipation of Future Environmental Problems: Proceedings from a 1982 EPA/Private Sector Workshop.". *Report to the U.S. Environmental Protection Agency*. Ann Arbor, Michigan: University of Michigan.

Technical Report (Published)

Hart, S., Enk, G., Cummings, M., Hornick, W. (1980). "A Citizens' Review of the Criteria and Process for Power Plant Siting in New York State.". *Report to the N.Y. State Public Service Commission*. Rensselaerville, New York: Institute on Man and Science.

Technical Report (Published)

Hart, S., Enk, G., Finin, G., Hornick, W., Jordan, J. (1980). "Review of a Methodology for Assessing the Visual Impacts of Overhead Transmission Lines.". *Report to the U.S. Department of Energy*. Rensselaerville, New York: Institute on Man and Science.

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Hart, S., Enk, G. (1978). "Assessing the Benefits Derived from the Environmental Impact Statement Process: Toward a Methodology.". *Report to the Rockefeller Foundation*. Rensselaerville, New York: Institute on Man and Science.

Technical Report (Published)

Hart, S., Sherwood, S. (1977). "A Status Report of the Environmental Quality of the Canandaigua Lake Watershed System.". *Report to the Canandaigua Lake Association..* Rochester, New York: Sherwood Associates.