

Curriculum Vitae

A. Personal Details

Contact

Name	Jens Förderer
Address (Office)	University of Mannheim Business School Chair of Information Systems II L15, 1-6, 68161 Mannheim
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Current Position

04/2025	Chaired Professor of Information Systems University of Mannheim Business School
	Co-Director Mannheim Management Analytics Center

Previous Positions

07/2023 – 04/2025	Associate Professor (Tenured) Technical University of Munich (TUM) School of Management Campus Heilbronn
08/2019 – 07/2023	Assistant Professor Technical University of Munich (TUM) School of Management Campus Heilbronn
02/2023 – 02/2024	University of Oxford Oxford Internet Institute (OII) Visiting Research Fellow
11/2017 – 08/2019	Postdoc (Akademischer Rat) University of Mannheim Business School
02/2015 – 11/2017	Doctoral Student (Wissenschaftlicher Mitarbeiter) University of Mannheim Business School Chair of General Management and Information Systems

02/2015 – 11/2017	Doctoral Student SAP SE
08/2013 – 02/2015	Doctoral Student (Scholarship) University of Mannheim Graduate School of Economic and Social Sciences

Degrees and Education

2017	Dr. rer. pol. (summa cum laude) University of Mannheim
2013	Master of Science, Information Systems (Wirtschaftsinformatik) University of Mannheim
2011	Bachelor of Science, Information Systems (Wirtschaftsinformatik) University of Mannheim

Awards, Rankings, and Scholarships

2024	Top 40 under 40 Capital
2023	Supervisory Award Technical University of Munich Bund der Freunde der TUM e.V.
2023	WirtschaftsWoche-Ranking Forschungsstärkste Wissenschaftler/innen BWL (2018 – 2022) Main Ranking: #56 Main Ranking (A+ only): #4 Under 40 Years: #25 Under 40 Years (A+ only): #1
2022	Runner-up, Best Completed Research Award International Conference on Information Systems
2022	Best Paper in Track Award Track: Sharing Economy, Platforms, and Crowds International Conference on Information Systems
2021	Finalist, TARGION - INTARGIA Wissenschaftspreis für Strategisches Informationsmanagement und Digitalisierung
2021	Runner-up, MLP-Nachwuchspreis Verband der Hochschullehrerinnen und Hochschullehrer für Betriebswirtschaft e.V.
2020	WirtschaftsWoche-Ranking Forschungsstärkste Wissenschaftler/innen BWL (2016 – 2020) Main Ranking: - Main Ranking (A+ only): - Under 40 Years: #81 Under 40 Years (A+ only): #9

2020	Best Paper Nomination Academy of Management Annual Meeting
2019	Best Paper of the Year Award Information Systems Research For: Foerderer, J., Kude, T., Mithas, S., Heinzl, A. (2018): Does Platform Owner's Entry Crowd Out Innovation? Evidence from Google Photos. Information Systems Research, 29(2)
2016	DAAD International Doctoral Fellowship German Academic Exchange Service (DAAD)
2015 – 2016	Bronnbacher Stipendium Kulturkreis der Deutschen Wirtschaft im BDI e.V.
2014	Visiting Student Scholarship Julius-Paul-Stiegler-Gedächtnis-Stiftung
2013 – 2015	Doctoral scholarship Graduate School of Economic and Social Sciences University of Mannheim

Media expertise

I regularly provide expert comments for various news media, including Forbes, Tagesschau, Frankfurter Allgemeine Zeitung, ZEIT, Süddeutsche Zeitung, Handelsblatt, Tagesspiegel, ntv, Die Welt TV, Capital, Manager Magazin, Harvard Business Manager, CIO, Computerwoche, Börsen-Zeitung, Heilbronner Stimme, Kölnische Rundschau, Osnabrücker Zeitung, ARD, SWR, MDR, Deutschlandfunk, Wiener Zeitung.

B. Research

Research Field, Interests, and Methods

Research field	Information Systems
Research interests	Economics of Information Systems, especially (1) business strategies for artificial intelligence, data, and analytics, (2) competition in digital markets, (3) externalities of digital technologies.
Research methods	Empirical quantitative, with a focus on causal inference (e.g., difference-in-differences, regression discontinuity)

Publications

Journal Articles

(J1) Halckenhaeusser, A., Förderer, J., Heinzl, A., Henfridsson, O. (forthcoming): Governing the Periphery of Innovation Platforms through Core Innovation: Evidence from Apple iOS. Information Systems Research

(J2) Förderer, J., Gutt, D., Greenwood, B. (forthcoming): Star Wars: An Empirical Investigation of Star Performer Turnover and Content Supply on Multi-Sided Streaming Platforms. Information Systems Research

(J3) Schuetz, S.W.S., Chen, Y., Förderer, J., Ma, Y. (2025): Does Ransomware Make Investors “WannaCry”? On Investors’ Divergent Reactions to Ransomware Hits and Near Misses. MIS Quarterly, 49(3)

(J4) Förderer, J., Burtch, G. (2025): Estimating Career Benefits from Online Community Leadership: Evidence from Stack Exchange Moderators. Management Science, 71(3)

(J5) Kircher, T., Foerderer, J. (2024): Ban Targeted Advertising? An Empirical Investigation of the Consequences for App Development. Management Science, 70(2)

- Winner, Horizont Stiftung Förderpreis 2025 (for Tobias Kircher)
- Runner-up, Platform Leaders Academic Prize 2025

(J6) Kude, T., Foerderer, J., Mithas, S., Heinzl, A. (2023): How Deadline Orientation and Architectural Modularity Influence Software Quality and Job Satisfaction. Journal of Operations Management, 69(6)

(J7) Foerderer, J., Schuetz, S. (2022): Data Breach Announcements and Stock Market Reactions: A Matter of Timing? Management Science, 68(10)

(J8) Foerderer, J., Lueker, N., Heinzl, A. (2021): And the Winner is ...? Platform Governance, Awards, and Complementors’ Product Strategies. Information Systems Research, 32(4)

(J9) Foerderer, J. (2020): Interfirm Exchange and Innovation in Platform Ecosystems: Evidence from Apple’s Worldwide Developers Conference. Management Science, 66(10)

(J10) Foerderer, J., Kude, T., Schuetz, S.W., Heinzl, A. (2019): Knowledge Boundaries in Enterprise Software Platform Development: Antecedents and Consequences for Platform Governance. Information Systems Journal, 29(1)

(J11) Foerderer, J., Kude, T., Mithas, S., Heinzl, A. (2018): Does Platform Owner's Entry Crowd Out Innovation? Evidence from Google Photos. *Information Systems Research*, 29(2)

- Winner, Information Systems Research Best Paper of the Year Award 2018

Books, Monographies, and Book Chapters

(B1) Lindenmayr, M., Foerderer, J. (2024): Digitale B2B-Plattformökosysteme für produzierende Unternehmen: Anwendungsbereiche und Beispiele entlang der Wertschöpfungskette. In: Schallmo, D. et al. Digitale Plattformen und Ökosysteme im B2B-Bereich: Fallstudien, Ansätze, Technologien und Tools, Springer

(B2) Foerderer, J. (2023): Praxistipps für KMU und Start-Ups im Umgang mit den Big-Tech-Plattformen. In Wilhelm, U.: Digitale Souveränität: Humanzentrierte Schlüsseltechnologien für Bayern, Deutschland und Europa, Hans-Seidel-Stiftung, Haufe

(B3) Foerderer, J. (2022): Erfolgsmodell Digitale Plattformen: Geschäftsmodelle – Netzwerkeffekte – Community-Management, Schäffer-Poeschel

(B4) Dibbern, J., Foerderer, J., Kude, T., Rothlauf, F., Spohrer, K. (2022): Digitalization Across Organizational Levels: New Frontiers for Information Systems Research, Springer

(B5) Foerderer, J., Kude, T., Heinzl, A. (2022): Plattform-Ökosysteme. In: Roth, S., Corsten, H.: Handbuch Digitalisierung, Vahlen

(B6) Foerderer, J. (2017): Orchestrating Complementary Software Platform Ecosystems: Essays on Cooperative and Competitive Platform Innovation. Dissertation

(B7) Foerderer, J., Kude, T., Heinzl, A. (2014): Fit in Cloud Sourcing Arrangements: An Ontological Perspective. In: International Workshop on Global Sourcing of Information Technology and Business Processes, Springer

Articles in Conference Proceedings

(C1) Lueker, N., Foerderer, J., Heinzl, A. (2022): Competing with Superstars: Does Exclusive Third-Party Content Discourage Complementary Innovation? Proceedings of the 42nd International Conference on Information Systems (ICIS), Copenhagen, Denmark

- Runner-up, Overall Best Paper Award
- Winner, Best Paper in Track Award

(C2) Mann, F., Halckenhaeuser, A., Foerderer, J., Hoffmann, P. (2022): Comparing Platform Core Features with Third-Party Complements. Machine-Learning Evidence from Apple iOS. Proceedings of the 55th Hawaii International Conference on System Sciences (HICSS), Maui, Hawaii

(C3) Kircher, T., Foerderer, J. (2021): Does EU-Consumer Privacy Harm Financing of US-App Startups? Within-US Evidence of Cross-EU-Effects. Proceedings of the 41st International Conference on Information Systems (ICIS), Austin, Texas

(C4) Halckenhaeuser, A., Foerderer, J., Heinzl, A. (2020): Wolf in a Sheep's Clothing: When do Complementors Face Competition with Platform Owners? Proceedings of the 40th International Conference on Information Systems (ICIS), Hyderabad, India

(C5) Foerderer, J., Hoisl, K. (2020): Is Status Detrimental to Distributed Innovation? Best Paper Proceedings of the 80th Academy of Management Annual Meeting, Vancouver, BC, Canada

- (C6) Halckenhaeusser, A., Foerderer, J., Heinzl, A. (2020): Platform Governance Mechanisms: An Integrated Literature Review and Research Directions. Proceedings of the European Conference on Information Systems (ECIS), Marrakech, Morocco
- (C7) Foerderer, J., Bender, M., Heinzl, A. (2018): Regulation of Digital Platform Ecosystems: Evidence from Russia's Google vs Yandex Ruling. Proceedings of the 39th International Conference on Information Systems (ICIS), San Francisco, CA
- (C8) Lueker, N., Foerderer, J., Heinzl, A. (2018): Superstar App Developers: Status and Innovation in Platform Ecosystems. Proceedings of the 39th International Conference on Information Systems (ICIS), San Francisco, California
- (C9) Foerderer, J. and Heinzl, A. (2017): Product Updates: Attracting New Consumers Versus Alienating Existing Ones. Proceedings of the 38th International Conference on Information Systems (ICIS), Seoul, South Korea
- (C10) Foerderer, J. (2017): Do Volunteer Moderators Encourage Engagement in Online Communities? Evidence from A Regression Discontinuity Design. Proceedings of the 38th International Conference on Information Systems (ICIS), Seoul, South Korea
- (C11) Foerderer, J., Kude, T., Mithas, S., Heinzl, A. (2016): Does Platform Owner's Entry Crowd Out Innovation? Evidence from Google Photos. Proceedings of the 37th International Conference on Information Systems (ICIS), Dublin, Ireland
- (C12) Foerderer, J., Schuetz, S.W., Kude, T. (2014): Add-on Solution Success: A Configurational View on Knowledge Sharing in Digital Platforms. Proceedings of the 35th International Conference on Information Systems (ICIS), Auckland, New Zealand
- (C13) Foerderer, J., Kude, T., Schuetz, S.W., Heinzl, A. (2014): Control vs. Generativity: A Complex Adaptive Systems Perspective on Service Platforms. Proceedings of the 35th International Conference on Information Systems (ICIS), Auckland, New Zealand
- (C14) Huntgeburth, J., Foerderer, J., Ebertin, C., Veit, D. (2013): How Cloud Computing Impacts Stock Market Prices. Proceedings of the 11th International Conference on Wirtschaftsinformatik (WI), Leipzig, Germany

Other Publications

- (O1) Foerderer, J., Lindenmayr, M., Geier, C. (2023): Pragmatismus oder Vision? Ergebnisse des Fortschrittsbarometer Digitale Transformation Mittelstand 2023. Whitepaper
- (O2) Lindenmayr, M., Foerderer, J. (2022): Qualitätssicherung in Digitalen Plattform-Ökosystemen: Implementierung von Kontrollsystmen am Beispiel von Apple iOS, HMD Praxis der Wirtschaftsinformatik, 59(5)
- (O3) Foerderer, J., Lindenmayr, M. (2021): 5 Tipps, wie CIOs Abhängigkeiten Vermeiden. CIO.de
- (O4) Grebe, M., Leyh, M., Franke, M., Foerderer, J., Heinzl, A. (2018): Digitale Reife und Unternehmenserfolg: Eine Industrie- und Länderübergreifende Bestandsaufnahme. Wirtschaftsinformatik & Management, 10(5)
- (O5) Foerderer, J., Schill, L. (2018): Design-Thinking-Programme Erfolgreich Umsetzen. Wirtschaftsinformatik & Management, 10(3)

Research Presented at Research Conferences and Workshops (since 2021)

2025	<u>Workshop on Information Systems and Economics (WISE)</u> , The Effects of Platform Superstars on Content Production: Evidence from Ninja
2024	<u>Workshop on Information Systems and Economics (WISE)</u> , Beyond the Scroll: How Infinite Scroll Affects Competition and Ads on Search Engines
2023	<u>Workshop on Information Systems and Economics (WISE)</u> , Platform Choice Architectures for Search and Firm Outcomes: Evidence from Google's Deduplication
	<u>DIGIT Pre-ICIS Workshop</u> , Fake Information and Labeling Authoritative Sources: Evidence from YouTube
	<u>Global Technology Forum</u> , Technical University of Munich, Exploring the Economic Impact of Large Language Models: An Empirical Investigation of YouTube's Smart Replies
	<u>Workshop on AI & Policy</u> , Oxford Internet Institute, Less is More: Search Engine Results, Content Snippets, and Website Traffic
	<u>Oxford Internet Institute Webinar</u> , Purchased Popularity: Firms' Motivations and Financial Risks of Fake Follower Use
2022	<u>Workshop on Information Systems and Economics (WISE)</u> , The Effects of Platform Superstars on Content Production: Evidence from Ninja
	<u>International Conference on Information Systems (ICIS)</u> , Competing with Superstars: Does Exclusive Third-Party Content Discourage Complementary Innovation?
	<u>Conference on Information Systems and Technology (CIST)</u> , Is Firm Perception on Social Media Influenced by Bots? Evidence and Consequences of the 2018 Twitter Bot Purge
	<u>Statistical Challenges in Electronic Commerce Research (SCECR)</u> , (i) Is Firm Perception on Social Media Influenced by Bots? Evidence and Consequences of the 2018 Twitter Bot Purge, (ii) Platform Privacy and User Access to Mobile Apps: Evidence from Apple's Enforcement of COPPA in the iOS Market for Children's Education Apps
	<u>International Conference on Wirtschaftsinformatik (WI2022)</u> , Do Bots Manipulate Firms' Social Media Reputation? Evidence from Twitter
	<u>Hawaii International Conference on System Sciences (HICSS)</u> , Comparing Platform Core Features with Third-Party Complements. Machine-Learning Evidence from Apple iOS
2021	<u>Research on Innovation, Science and Entrepreneurship Workshop</u> , Max Planck Institute for Innovation and Competition, Does Consumer Privacy Harm Innovation? Evidence from Google's Enforcement of COPPA in Android's Market for Kids-Games

International Conference on Information Systems (ICIS), Does EU-Consumer Privacy Harm Financing of US-App-Startups? Within-US Evidence of Cross-EU-Effects

Statistical Challenges in Electronic Commerce Research (SCECR), The Effects of Platform Superstars on Content Production: Evidence from Ninja

Digital Economy Workshop, Ludwig Maximilian University of Munich, The Effects of Platform Superstars on Content Production: Evidence from Ninja

Workshop on Information System Design and Economic Behavior (ISDEB), Does Consumer Privacy Harm Innovation? Evidence from Google's Enforcement of COPPA in Android's Market for Kids-Games

Research Seminar Presentations

I frequently present my research in seminars, including recent talks at University of Colorado, Boulder (2025), Nova School of Business and Economics (2025), IE University (2024), Ludwig Maximilian University of Munich (2022, 2023), and Goethe University (2023).

Service to the Academic Community

Editorships

Since 2024	Guest Associate Editor MIS Quarterly
2023	Guest Associate Editor Journal of Management Information Systems (JMIS) Generative AI and its Transformative Value for Digital Platforms
Since 2022	Associate Editor Business and Information Systems Engineering (BISE) Department: Economics of Information Systems

Conferences

2023 – 2024	Track Chair International Conference on Information Systems (ICIS) Track: Digital Innovation, Transformation, and Entrepreneurship
2018 – 2023	Associate Editor International Conference on Information Systems (ICIS) Track: Sharing Economy, Platforms, and Crowds

Crowd Collaborations

2023	Contributor to the Management Science Reproducibility Project Available as: Fišar, M., Greiner, B., Huber, C., Katok, E., Ozkes, A., and the Management Science Reproducibility Collaboration (2023). Reproducibility in Management Science. Working Paper.
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Reviewing

- **Grants and scholarships:** Deutsche Forschungsgemeinschaft (DFG), Schweizerischer Nationalfonds (SNF), Dutch Research Council (NWO), German-American Fulbright Commission
- **Journals:** Management Science, Information Systems Research, MIS Quarterly, Information Systems Journal, Journal of the Association of Information Systems, Journal of Information Technology, Journal of Strategic Information Systems, Information & Management, Business and Information Systems Engineering, Strategic Management Journal, Strategy Science, Strategic Organization, European Journal of Operational Research, Journal of Banking & Finance, Managerial Finance, Industrial and Corporate Change, International Journal of Production Economics, Academy of Management Discoveries, Technological Forecasting & Social Change, IEEE IT Professional, HMD Praxis der Wirtschaftsinformatik, Schmalenbach Journal of Business Research, Business and Politics

Doctoral Candidates

Current doctoral candidates

- Alexander Stolte (since 2021), Technical University of Munich
- Johannes Gölz (since 2022), Technical University of Munich
- Franziska Vogel (since 2024), University of Mannheim
- Katharina Viethen (since 2025), University of Mannheim
- Luisa Buck (since 2025), University of Mannheim

Alumni

- Dr. Tobias Kircher (2024), Technical University of Munich, The Costs of Strengthening Data Privacy in Digital Advertising: An Impact Assessment in the Context of Children's Privacy
- Dr. Michaela Lindenmayr (2024), Technical University of Munich, Fakery on Digital Platforms: A Review and Two Empirical Studies of its Extent, Implications, and Countermeasures

Committee Member

- Dr. Martin Engert (2022), Technical University of Munich, Second Referee
- Dr. Alessandro Gocci (2021), Technical University of Munich, Chairman of the Committee
- Dr. Marco Mohr (2022), Technical University of Munich, Second Referee
- Franck Loic Soh Noume (2019), PhD, University of Arkansas, Committee Member
- Dr. Benjamin Pabst von Ohain (2022), Technical University of Munich, Second Referee
- Dr. Michael Vetter (2020), Technical University of Munich, Second Referee
- Dr. Niklas Weiβ (2023), Technical University of Munich, Second Referee

C. Grants

(1) European Research Council Starting Grant (ERC StG): Fair Competition in App Markets

Funding body	European Research Council (ERC)
Program	Horizon Europe, Starting Grant
Title	Fair Competition in App Markets (APPMARKETS / 101116348)
Duration	2024 – 2029
Volume	1,491,849 Euro
Role	Single-PI, Acquisition of Funds
Description	<p>App markets—such as Apple’s App Store or Google Play—have significant economic importance and drive digital innovation. In 2021, the App Store alone facilitated transactions worth over EUR 511 Bn, which equals the GDP of Sweden.</p> <p>However, app market operators have also attracted severe scrutiny from regulators due to their integrated gatekeeper structure: they operate a marketplace while also competing within them with their own apps. This gives app market operators an incentive for self-preferencing: they promote their own apps over third-party apps, consequently distorting competition and harming app innovation. Uncertainty remains regarding how self-preferencing can effectively be counteracted with public policy interventions.</p> <p>This project empirically evaluates several public-policy interventions against self-preferencing regarding their effects on app innovation. To achieve this objective, this project (i) conducts four in-depth quasi-experimental studies, (ii) which exploit plausibly exogenous policy-changes against self-preferencing, (iii) leverages unique time-series product-level data from mobile app markets, and (iv) integrates the findings into a holistic understanding using measurement and analyses protocols.</p> <p>This project will thereby help to explain the effects, conditions, and mechanisms through which the interventions function and compare, permit a validation of existing theory, and aid stakeholders in developing appropriate strategies.</p>

(2) Deutsche Forschungsgemeinschaft (DFG) Sachbeihilfe: Choice Architectures on Search Engines: The Consequences of “Infinite Scroll” for Firms and Competition

Funding body	Deutsche Forschungsgemeinschaft (DFG)
Program	Sachbeihilfe
Title	Choice Architectures on Search Engines: The Consequences of “Infinite Scroll” for Firms and Competition
Duration	2024 – 2027
Volume	250,004 Euro
Role	Single-PI, Acquisition of Funds
Description	<p>A crucial question for research, firms, and politics is how the design of online platforms influences interactions between firms and customers, known as choice architecture. Previous research has shown in various contexts that even minor changes in the choice architecture can significantly alter user behavior.</p> <p>The aim of this research project is to investigate the effects of one of the most prevalent choice architectures on search engine platforms for firms, namely <i>Infinite Scroll</i>. Infinite Scroll refers to the continuous vertical expansion of search results instead of page-by-page (horizontal) results. Lab experiments have observed that users behave differently under an Infinite Scroll navigation, particularly in terms of increased usage time and fundamental changes in interaction. Despite the widespread use of Infinite Scroll, its effects on businesses and the market are not well understood.</p> <p>To understand these effects, this research project conducts a quasi-experimental study on the Google search engine platform. The research design follows a difference-in-differences estimation, utilizing the country-specific introduction of Infinite Scroll to create experimental and control groups. Massive and new data from the leading search engine analytics provider, Semrush, serve as the data foundation.</p> <p>This research project will make it possible to understand the impact of Infinite Scroll choice architectures on firms and the market - thus complementing research that has so far focused on user behavior. The results will expand the scientific understanding of choice architectures on digital platforms with respect to one of the most widely used choice architectures.</p>

(3) Deutsche Forschungsgemeinschaft (DFG) Sachbeihilfe: Competition with the Platform Owner

Funding body	Deutsche Forschungsgemeinschaft (DFG)
Program	Sachbeihilfe
Title	Competition with the Platform Owner: A Quantitative-Empirical Study of Mobile-App-Platforms (FO 1209/1-1)
Duration	2021 – 2024
Volume	184,150 Euro
Role	Single-PI, Acquisition of Funds
Description	<p>A significant business risk for software firms is platform owners' entry into their market space. Platform firms such as Apple, Microsoft and SAP regularly enter markets complementary to their platforms with own complements. For affected complementors, entries by the platform owner can be consequential, eventually causing them to go out of business.</p> <p>Extant research provides little insight into the risk of market entries by the platform owner. Previous research predominantly studied the consequences of entries on complementors. However, these studies provide little insight into the factors that explain market entries. Understanding the systematics behind platform owners' entries helps improve complementors' decision-making regarding what market niches to join and what complements to offer.</p> <p>The aim of the research project is to address this gap by studying the factors that explain market entries by the platform owner. The goal is to examine the relationship between the characteristics of individual ecosystem niches (e.g. the quality of the complements, the innovation performance) and the market entry by the platform owner. In order to achieve this goal, this project conducts a quantitative-empirical study in the context of the mobile app platforms Apple iOS and Google Android. Comprehensive data on market entries will be collected and analyzed.</p>