

Call for Papers

Special Issue of *Production and Operations Management*

“New Business Models and Operations Innovations”

Guest Editors:

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~~Deadline: December 31st, 2021~~

Revised Deadline: February 15th, 2022

Motivation

In recent years, new business models have changed the ways that firms capture value from their operations. Much of this innovation builds upon the technological and digital transformation of production and operations that is changing how value is created and delivered for both products and services. New business models are vital for companies pursuing breakout growth, working to reinvigorate a lagging core, or defending against industry decline or disruption. More importantly, business model innovations can deliver competitive advantage, particularly in disruptive times. Successful new business models can transform a firm's value proposition by linking emerging market needs to its operations through new technology.

Platform business models provide a case in point. Siemens is a 173-year-old company that has made significant efforts to embrace new platform ecosystem business models. Materials firms such as CEMEX and Kloeckner are setting up electronic work flows with platform potential. Kloeckner cross-sells competitor products and CEMEX is considering following this approach. These trends suggest that indirect monetization and control of the customer interface and associated data might someday become more important than selling materials directly. Platform business models can upend the value proposition of the companies in traditional industries. Such a business model shift has already occurred in financial services as evidenced by investment firms (e.g., Fidelity) that cross sell competitor products (e.g., T Rowe Price, Vanguard). Related to this, new business models are creating dramatic changes in operating practices and performance. For example, Relativity Space, a startup aerospace firm, has eliminated more than 90% of a traditional rocket's supply chain by using internal additive manufacturing while simultaneously reducing build time and new product development time.

New business models driven by technology innovation bring numerous opportunities but at the same time pose many challenges for managers. How to better design, manage, deliver, and enable the new business models in harmony with innovative operations is still poorly understood, driving the need for a rigorous program of study.

Objective

The goal of the special issue *New Business Models and Operations Innovations* is to open new research areas on how new business models intersect with operations innovations, and how operations improvement can be driven through new business models. We seek manuscripts that provide clear strategic or policy guidance to managers. Studies may employ one or more of the following research methods including, but not limited to, analytical modeling, empirical methods, and multimethod studies. We also welcome multidisciplinary studies that build upon knowledge or methods from different disciplines. The contributions must be clearly articulated in the paper, including their impact on both theory and practice. Papers must be well-written and executed with the highest rigor. In addition, we expect papers to be well motivated by business practice. In order to create a coherent body of work, papers will be screened for fit before being sent out for review.

Projected Timeline

- February 15, 2022 Submissions due (**Revised deadline**)
- June 2022 First round of editorial decisions
- August 2022 Special Issue workshop at Dartmouth College
- October 2022 Revisions due
- January 2023 Second round of editorial decisions
- March 2023 Final revisions due
- May 2023 Final editorial decisions

Submission Procedure

Please specify in your cover letter that the manuscript is for the New Business Models and Operations Innovations special issue. **Guest Editors will begin processing papers for the Special Issue soon after February 15 considering all the submissions received before the deadline. Authors interested in faster processing of papers at POM whose work is relevant to regular departments can send papers to those departments earlier if they so choose.**

After the first round of review, authors of manuscripts invited for revision will be invited to present their work and revision plan at a workshop organized on the special issue topic at Dartmouth College in August 2022. Attendees will be expected to cover their own travel and lodging expenses.

All submissions must conform to the format, style, and other established guidelines for regular POM submissions provided at http://www.poms.org/journal/author_instructions/. The paper should be submitted to manuscript central (<https://mc.manuscriptcentral.com/poms>). While submitting the paper, please be sure to identify in Step 1 that the paper is being submitted for the special issue. In the Department Editor list, please choose this special issue.

Questions on this special issue can be sent to any of the guest editors:

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