

## **J. Myles Shaver**

### **Professor of Strategic Management and Entrepreneurship Curtis L. Carlson Chair in Corporate Strategy**

**Carlson School of Management  
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Minneapolis, MN 55455**

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#### **Education**

- 1994            Ph.D. International Business, University of Michigan.
- 1988            Bachelor of Commerce with distinction, University of Alberta.

#### **Academic Positions**

- 2001-present    University of Minnesota, Carlson School of Management  
                     Professor (2004-present)  
                     Curtis L. Carlson Chair in Corporate Strategy (2019-present)  
                     Pond Family Chair in the Teaching and Advancement of Free Enterprise  
                     Principles (2007-2019)  
                     Fesler-Lampert Chair in Urban and Regional Affairs (2015-2016)  
                     Department Chair, Strategic Management and Organization (2007-2010)  
                     Carlson School Professorship (2005-2007)  
                     Associate Professor (2001-2004)
- 1994-2002      New York University, Stern School of Business  
                     Associate Professor of Management and International Business (1998-2002)  
                     Assistant Professor of Management and International Business (1994-1998)
- 2017, Summer    Otto Mønsted Visiting Professor, Copenhagen Business School.
- 2010, April      Distinguished Visitor, National University of Singapore Business School.
- 1997, August    Visiting Scholar, Copenhagen Business School.

#### **Awards**

- 2017            Glueck Best Paper Award, Academy of Management Annual Meeting
- 2014            Irwin Outstanding Educator Award for Contributions to MBA and Executive  
                     Education, Academy of Management Business Policy and Strategy Division.
- 2010            Ross School of Business, Ph.D. Distinguished Alumni Award

Outstanding MBA Elective Faculty of the Year (student voted): 2022, 2021, 2020, 2019, 2016,  
 2013, 2012, 2011

Carlson Executive MBA Award for Teaching Excellence (student voted): 2021, 2018, 2013

Excellence in Business Practice Award (student voted): 2019

Carlson School of Management Annual Faculty Teaching Award: 2016, 2012, 2002

Carlson School of Management Annual Faculty Service Award: 2020, 2012, 2011, 2006

Carlson School of Management Annual Faculty Research Award: 2005

Outstanding Non-core faculty member (student voted): 2005  
 Outstanding faculty dedication award (student voted): 2005  
 Carlson School of Management Outstanding overall faculty award (student voted): 2002  
 Finalist, Stern School Professor of the Year (student voted): 2001, 2000, 1999

### **Research interests**

Corporate headquarters locations and regional impact  
 Corporate strategy choice and performance  
 The management and economics of business location choice  
 Managerial skills and corporate performance

### **Teaching experience**

MBA: Corporate Strategy (Carlson), Corporate Responsibility (Carlson), Industry and Competitive Analysis (Carlson); Corporate Strategy Analysis (Stern); Multinational Business Management (Stern); Business Strategy and Policy (Stern).  
 Ph.D.: Strategy (Carlson), Reading Seminar in International Business (Stern).  
 Masters: Integrative Leadership Seminar (Carlson, Humphrey, Law, School of Public Health, Education and Human Development)  
 Undergraduate: Stern Advantage Summer Program (Stern); The World Economy (Michigan)  
 Executive Development: Custom Programs – various clients (Carlson), Carlson Executive Leadership Program (Carlson), MBA Essentials (Carlson), Minnesota Management Institute (Carlson), Corporate Strategy for Functional Executives (Carlson), Minnesota Executive Program (Carlson), How Your Business Adds Value (Carlson), The Logic of Strategy (Carlson), Management Essentials for the High Potential Executive (Stern).

### **Book**

J. Myles Shaver. 2018. *Headquarters Economy: Managers, Mobility, and Migration*. Oxford: Oxford University Press.

### **Journal Articles**

- Min Jung Kim, J. Myles Shaver, and Russell J. Funk. 2022. “From mass to motion: conceptualizing and measuring the temporal dynamics of industry clusters,” *Strategic Management Journal*, 43(4):822–846.
- J. Myles Shaver. 2020. “Causal Identification through a Cumulative Body of Research in the Study of Strategy and Organizations,” *Journal of Management*, 46(7): 1244-1256.
- Ruth Aguilera, Witold Henisz, Joanne E. Oxley, and J. Myles Shaver. 2019. “Special Issue Introduction: International Strategy in an Era of Global Flux,” *Strategy Science*, 4(2): 61-69.
- J. Myles Shaver. 2019. “Interpreting interactions in linear fixed-effect regression models: When fixed-effect estimates are no longer within-effects,” *Strategy Science*, 4(1): 25-40.

- Exequiel Hernandez and J. Myles Shaver. 2019. "Network Synergy," *Administrative Science Quarterly*, 64(1): 171-202.  
Glueck Best Paper Award, Academy of Management Annual Meetings, 2017.
- João Albino Pimentel, Pierre Dussauge, and J. Myles Shaver. 2018. "The Influence of Diplomacy, Institutions and Political Connections on the Location Choice of International Investments," *Strategic Management Journal*, 39: 2770-2793.
- Richard A. Bettis, Constance E. Helfat, and J. Myles Shaver. 2016. "The necessity, logic, and forms of replication," *Strategic Management Journal*, 37: 2193–2203.
- Sharon James and J. Myles Shaver. 2016. "Motivations for Voluntary Public R&D Disclosures," *Academy of Management Discoveries*, 2(3): 290-312.
- Richard D. Wang and J. Myles Shaver. 2016. "The multi-faceted nature of competitive response: Repositioning and new product launch as joint response to competition," *Strategy Science*, 1(3): 148–162.
- Richard D. Wang and J. Myles Shaver. 2014. "Competition-driven repositioning." *Strategic Management Journal*, 35: 1585-1604.  
Best Conference Proposal Award, SMS Special Conference, Guangzhou, 2012.
- Zur Shapira and J. Myles Shaver. 2014. "Confounding Changes in Averages with Marginal Effects: How Anchoring Can Destroy Economic Value in Strategic Investment Assessments." *Strategic Management Journal*, 35: 1414-1426.
- Adam R. Fremeth and J. Myles Shaver. 2014. "Strategic Rationale for Responding to Extrajurisdictional Regulation: Evidence from Firm Adoption of Renewable Power in the US." *Strategic Management Journal*, 35: 629-651.
- Miguel Ramos and J. Myles Shaver. 2013. "When individual locations affect the choice of multi-location acquisition targets." *Strategic Organization*, 11(2), 125-155.
- J. Myles Shaver. 2013. "Do we really need more entry mode studies?" *Journal of International Business Studies*, 44(1), 23-27.
- Torben Pederson and J. Myles Shaver. 2011. "Internationalization revisited: The big step hypothesis," *Global Strategy Journal*, 1, 263-274.
- J. Myles Shaver. 2011. "The benefits of geographic sales diversification: How exporting facilitates capital investment," *Strategic Management Journal*, 32, 1046-1060.
- Shaker A Zahra, Lance R Newey, and J. Myles Shaver. 2011. "Academic Advisory Boards' Contributions to Education and Learning: Lessons from Entrepreneurship Centers" *Academy of Management Learning and Education*, 10(1), 113-129.
- David Souder and J. Myles Shaver. 2010. "Constraints and Incentives for Making Long Horizon Corporate Investments," *Strategic Management Journal*, 31, 1316-1336.
- Miguel Ramos and J. Myles Shaver. 2009. "Value creation and appropriation through geographic strategy: Evidence from FDI," *Advances in Strategic Management*, 26, 383-406.

- Gary Dushnitsky and J. Myles Shaver. 2009. "Limitations to inter-organizational knowledge acquisition: The paradox of corporate venture capital," *Strategic Management Journal*, 30(10), 1045-1064.
- J. Myles Shaver and John M. Mezias. 2009. "Diseconomies of managing in acquisitions: Evidence from civil lawsuits," *Organization Science*, 20(1), 206-222.
- J. Myles Shaver. 2008. "Organizational Significance," So!apbox Essay, *Strategic Organization*, 6(2), 185-193.
- J. Myles Shaver. 2007. "Interpreting empirical results in strategy and management research." *Research Methodology in Strategy and Management*, 4, 273-293.
- J. Myles Shaver. 2006. "A paradox of synergy: Contagion and capacity effects in mergers and acquisitions," *Academy of Management Review*, 31(4), 962-976.  
Reprinted in: *Mergers and Acquisitions (Volume I)*, Krug, Jeffrey (ed.), Sage, 2008.
- Robert Salomon and J. Myles Shaver. 2005. "Export and domestic sales: Their interdependence and determinants," *Strategic Management Journal*, 26(9), 855-871.
- J. Myles Shaver. 2005. "Testing for mediating variables in management research: Concerns, implications, and alternative strategies," *Journal of Management*, 31(3), 330-353.
- Robert Salomon and J. Myles Shaver. 2005. "Learning by exporting: New insights from examining firm innovation," *Journal of Economics and Management Strategy*, 14(2), 431-460.
- Joan Penner-Hahn and J. Myles Shaver. 2005. "Does international research and development affect patent output? An analysis of Japanese pharmaceutical firms," *Strategic Management Journal*, 26(2), 121-140.
- Fredrick Flyer and J. Myles Shaver. 2003. "Location Choices under Agglomeration Externalities and Strategic Interaction." *Advances in Strategic Management*, 20, 193-213.
- Will Mitchell and J. Myles Shaver. 2003. "Who buys what? How integration capability affects acquisition incidence and target choice," *Strategic Organization*, 1(2), 171-201.
- Will Mitchell and J. Myles Shaver. 2002. "What Role Do Acquisitions Play In Asian Firms' Global Strategies? Evidence From The Medical Sector 1978-1995," *Asia Pacific Journal of Management*, 19(4), 489-502.
- Andrew A. King and J. Myles Shaver. 2001. "Are aliens green? Assessing foreign establishments' environmental conduct in the U.S.," *Strategic Management Journal*, Vol. 22(12), 1069-1085.
- J. Myles Shaver and Fredrick Flyer. 2000. "Agglomeration economies, firm heterogeneity, and foreign direct investment in the United States," *Strategic Management Journal*, Vol. 21(12), 1175-1193.  
Reprinted in: *Multinational Enterprise Theory (Volume I)*, Krug, Jeffrey and John Daniels. (eds.), Sage, 2007.

*Competitive Strategy*, Maritan, Catherine and Margaret Peteraf (eds.), Edwin Elgar, 2011.

- J. Myles Shaver. 1998. "Do foreign-owned and U.S.-owned establishments exhibit the same location pattern in U.S. manufacturing industries?" *Journal of International Business Studies*, Vol. 29 (3), 469-492.
- J. Myles Shaver. 1998. "Accounting for endogeneity when assessing strategy performance: Does entry mode choice affect FDI survival?" *Management Science*, Vol. 44 (4), 571-585.
- J. Myles Shaver, Will Mitchell and Bernard Yeung. 1997. "The effect of own-firm and other-firm experience on foreign direct investment survival in the United States, 1987-1992," *Strategic Management Journal*, 1997, Vol. 18 (10), 811-824.
- Zoltan Acs, Randall Morck, J. Myles Shaver, and Bernard Yeung 1997. "The internationalization of small and medium-sized enterprises: A policy perspective," *Small Business Economics*, Vol. 9 (1, Special Issue), 7-20.  
Reprinted in: *SME's in the Age of Globalization*, Audretsch, David D. (ed.), Edward Elgar, 2003.
- Small and medium sized enterprises in the global economy*, Acs, Zoltan and Bernard Yeung (eds.), University of Michigan Press, 1999.
- Structural Change, Industrial Location and Competitiveness*, Oxley, Joanne, and Bernard Yeung (eds.), Edward Elgar, 1998.
- Avi Fiegenbaum, J. Myles Shaver and Bernard Yeung. 1997. "Which firms expand to the Middle East: The experience of U.S. multinationals," *Strategic Management Journal*, Vol. 18 (2), 141-148.
- Masao Nakamura, J. Myles Shaver and Bernard Yeung. 1996. "An Empirical Investigation of Joint Venture Dynamics: Evidence from U.S. - Japan Joint Ventures," *International Journal of Industrial Organization*, Vol. 14 (4), 521-541.
- Will Mitchell, J. Myles Shaver, and Bernard Yeung. 1994. "Foreign entrant survival and foreign market share: Canadian companies' experience in United States medical sector markets," *Strategic Management Journal*, Vol. 15 (Sept.), 555-567.
- Will Mitchell, J. Myles Shaver, and Bernard Yeung. 1993. "Performance following changes of international presence in domestic and transition industries," with, *Journal of International Business Studies*, Vol. 24 (4), 647-670.
- Will Mitchell, J. Myles Shaver and Bernard Yeung. 1992. "Getting there in a global industry: impacts on performance of changing international presence," *Strategic Management Journal*, Vol. 13 (Sept.), 419-432.

## Book Chapters

- J. Myles Shaver. 2021. "Evolution of Quantitative Research Methods in Strategic Management," in *Strategic Management: State of the Field and Its Future*, Irene Duhaime, Michael Hitt, and Marjorie Lyles, Editors. Oxford University Press, 83-97.

- J. Myles Shaver. 2019. "Endogeneity in international business research: A commentary," in *Research Methods in International Business*, Lorraine Eden, Bo Bernhard Nielsen and Alain Verbeke, Editors. JIBS Special Collections (Volume 7). Palgrave Macmillan – Springer.
- J. Myles Shaver. "Competitive Strategy," in *Palgrave Dictionary of Strategic Management*, M. Augier and D. Teece (eds.). Palgrave.
- Gary Dushnitsky and J. Myles Shaver. 2016. "What Inventions Do Corporate Entrepreneurship Programs Gain Access To?" in *Handbook of Research on Corporate Entrepreneurship*, Shaker Zahra, Donald Neubaum, and James Hayton (eds.). Elger: UK, 290-311.
- Robert Salomon and J. Myles Shaver. 2004. "Learning by exporting; New insights from examining firm innovation," in *Global Corporate Evolution: Looking Inward or Looking Outward?* Michael A. Trick, Ed. International Management Series: Vol. 4. Pittsburgh: Carnegie Mellon University Press, 299-306.
- Will Mitchell, Randall Morck, J. Myles Shaver and Bernard Yeung. "Causality between International Expansion and Investment in Intangibles, with Implications for Financial Performance and Firm Survival," in *Global Competition and Market Entry Strategies*, J-F Hennart (ed.) Elsevier, North-Holland, forthcoming.
- Will Mitchell, J. Myles Shaver and Bernard Yeung. 1992. "Cambiare strategia internazionale: difficoltà per le aziende nazionali, in transizione e globali," in *Competizione Multidimensionale: Quale azienda globale?* M. Bussolo and S. Zara (eds.), 1992.

### **Refereed Conference Proceedings**

- Robert Salomon and J. Myles Shaver. "Can firms learn from exporting? Insights from a new perspective," *Academy of Management, Best Papers Proceedings*, August 2003.
- Will Mitchell and J. Myles Shaver. "What Role Do Acquisitions Play In Asian Firms' Global Strategies? Evidence From The Medical Sector 1978-1995," *Asian Academy of Management Best Paper Proceedings*, December 2000.
- Will Mitchell, Randall Morck, J. Myles Shaver and Bernard Yeung. "Causality between International Expansion and Investment in Intangibles, with Implications for Financial Performance and Firm Survival," *European International Business Association Conference Proceedings*, Stockholm Meeting, Dec 1996.
- J. Myles Shaver. "The influence of industry growth and foreign entry rate on foreign direct investment survival," *Academy of Management, Best Papers Proceedings*, August 1995, 201-205.
- Will Mitchell, J. Myles Shaver and Bernard Yeung. "Winning the war of 1992: Survival of Canadian companies in United States medical sector markets, 1968-1991." with Will Mitchell and Bernard Yeung, *Proceedings of the 1992 Annual Conference of the Administrative Sciences Association of Canada*, June 1992.

## Letters

J. Myles Shaver. 2006. "Interpreting empirical findings," *Journal of International Business Studies*, 37(4), 451-452.

## Working Papers

Collen Manchester, Alan Benson, and J. Myles Shaver. "Dual careers and the willingness to consider employment in startup ventures" (under 3<sup>rd</sup> review, *Strategic Management Journal*).

Exequiel Hernandez, Jason Lee, and J. Myles Shaver. "Towards a causal theory and test of network effects: Structural holes, alliance-network externalities, and organizational innovation"

Best Proposal Award, Cooperative Strategies Interest Group, SMS Annual Conference 2020.

David Souder, J. Myles Shaver, Jared Harris, and Abdullatif Alrashdan. "The value partitioning method for interpreting market-based performance" (revising for 3<sup>rd</sup> review, *Strategic Management Journal*)

Agnes Guenther and J. Myles Shaver. "Re-Examining the Industry-Experience Venture-Survival Relationship" (revising for 2<sup>nd</sup> review, *Strategy Science*).

Keith Pennington and J. Myles Shaver. "It Matters Where People Live: Innovative Collaborations and the Proximity of Inventors' Residences."

Pyung Nahm, Russell Funk, and J. Myles Shaver "Knowledge Spillovers Across Regions."

## Conference Paper Presentations

"Knowledge Spillovers Across Regions," with Russell Funk and Pyung Nahm, Academy of Management Annual Meeting, Seattle, 2022.

"Knowledge Spillovers Across Regions," with Russell Funk and Pyung Nahm, Wharton Technology Conference, April 2022.

"Cluster Dynamics, Employee Mobility, and Novelty of Firms' Technological Innovation" with Min Jung Kim, Academy of Management Annual Meetings, August 2021.

"Dual careers and the willingness to consider employment in startup ventures," with Collen Manchester and Alan Benson, Ghoshal Conference LBS, May 2021.

"Is industry-specific knowledge important for new venture success?" with Agnes Guenther, BYU-Utah Winter Strategy Conference, January 2020.

"Are network effects causal or spurious? Evidence from alliance-network externalities," with Exequiel Hernandez and Jason Lee. Strategic Management Society Annual Meetings, October 2020. (Best Proposal Award, Cooperative Strategies Interest Group)

- “It Matters Where People Live: Innovative Collaborations and the Proximity of Inventors’ Residences,” with Keith Pennington, Academy of Management Annual Meetings, August 2020.
- “Marrying for love or mobility? Dual-career couples and high-risk job opportunities,” with Colleen Manchester and Alan Benson, Allied Social Science Associations Annual Meeting, San Diego, January 2020.
- “Measuring the Temporal Dynamics of Industry Clusters,” with Min Jung Kim and Russell Funk, Strategic Management Society Annual Meetings, Paris, September 2018.
- “Interpreting intertemporal tradeoffs in long term performance,” with David Souder and Abdullatif Alrashdan, Strategic Management Society Conference, San José Costa Rica, December 2017.
- “Network Synergy: How Firms Use Acquisitions to Enhance Their Network Positions,” with Exequiel Hernandez, Academy of Management Annual Meetings, Atlanta, August 2017.
- “Creating Value when Combining Two Weak Firms: The Role of Routine Disruption in Mergers and Acquisitions,” with Youngeun Chu. Strategic Management Society Annual Meetings, Madrid, September 2014.
- “Competition-driven repositioning,” with Richard Wang. Atlanta Conference on Competitive Advantage, June 2013.
- “Competition-driven repositioning,” with Richard Wang. Strategic Management Society Conference, Guangzhou, China, December 2012.
- “Competition-driven repositioning,” with Richard Wang. Academy of Management Annual Meetings, Boston, August 2012.
- “Regulatory Externalities as a Driver of Corporate Environmental Performance,” with Adam Fremeth. Academy of Management Annual Meetings, San Antonio, August 2011.
- “Confounding Changes in Averages with Marginal Effects: Anchoring within Strategic Investment Assessments,” with Zur Shapira. Academy of Management Annual Meetings, Chicago, August 2009.
- “Who is the boss? In mergers of equals,” with Youngeun Chu. Academy of Management Annual Meetings, Chicago, August 2009.
- “Value creation and appropriation through geographic strategy: Evidence from FDI,” with Miguel Ramos. Academy of Management Annual Meetings, Chicago, August 2009.
- “When do firms value the whole versus parts? Acquisition of multi-location targets,” with Miguel Ramos. Academy of Management Annual Meetings, Anaheim, August 2008.
- “Interpreting empirical results in strategy and management research.” Academy of Management Annual Meetings, Philadelphia, August 2007.
- “Mutual Selection In Partnering: Insights and Approach,” with Gary Dushnitsky. Atlanta Conference on Competitive Advantage, June 2007.



- “Diseconomies of managing in acquisitions: Evidence from civil lawsuits,” with John Mezias. Utah-BYU Winter Conference, Solitude, UT, March 2007.
- “Partnering,” with Gary Dushnitsky. Academy of Management Annual Meetings, Atlanta, August 2006.
- “Diseconomies of managing in acquisitions: Evidence from civil lawsuits,” with John M. Mezias. Academy of Management Annual Meetings, Honolulu, August 2005.
- “Limitations to inter-organizational knowledge acquisition: The paradox of corporate venture capital,” with Gary Dushnitsky. Atlanta Conference on Competitive Advantage, June 2005.
- “Diseconomies of managing in acquisitions: Evidence from civil lawsuits,” with John M. Mezias. Atlanta Conference on Competitive Advantage, June 2004.
- “Learning by exporting: New insights from examining firm innovation,” with Robert Salomon. Carnegie Bosch Institute International Conference, Pittsburgh, October 2003.
- “Learning by exporting: New insights from examining firm innovation,” with Robert Salomon. Academy of Management Annual Meetings, Seattle, August 2003.
- “Efficient organization and endogeneity issues in foreign direct investment research.” Academy of International Business Annual Meetings, Monterrey, July 2003.
- “Learning by exporting: New insights from examining firm innovation,” with Robert Salomon. Academy of International Business Annual Meetings, Monterrey, July 2003.
- “Acquisitions, diseconomies of managing, and legal liabilities,” Strategy Research Forum, St. Louis, May 2003.
- “Exporting and capital investment: On the strategic behavior of exporters,” with José Campa. Academy of International Business Annual Meetings, San Juan, July 2002.
- “Exporting and capital investment: On the strategic behavior of exporters,” with José Campa. Academy of Management Annual Meetings, Denver, August 2002.
- “Learning by exporting: New insights from examining firm innovation,” with Robert Salomon. MERIT (Maastricht University) workshop on Strategic management, innovation and econometrics. Maastricht, February 2002.
- “Agglomeration economies, firm heterogeneity and competitive interaction,” Academy of International Business Annual Meetings, Sydney, November 2001.
- “What Role Do Acquisitions Play In Asian Firms’ Global Strategies? Evidence From The Medical Sector 1978-1995,” with Will Mitchell, Asian Academy of Management, Singapore, December 2000.
- “Firm and exchange rate determinants of domestic and export sales,” with Robert Salomon. Academy of International Business Annual Meetings, Phoenix, November 2000.
- “Assessing legal liabilities of foreign acquisitions in the U.S.” with John Mezias. Academy of Management Annual Meetings, Toronto, Canada, August 2000.

- “Acquisition activity and product line scope in the U.S. medical sector: Nationality, corporate structure, and resources,” with Will Mitchell. Academy of Management Annual Meetings, Toronto, Canada, August 2000.
- “Internationalization revisited: The ‘big step’ hypotheses,” with Torben Pederson. Academy of Management Annual Meetings, Toronto, Canada, August 2000.
- “On the strategic behavior of exporters,” with José Campa. Strategy Research Forum, May 2000.
- “Internationalization revisited: The ‘big step’ hypotheses,” with Torben Pederson. Wallenburg Symposium to celebrate the contributions of Jan Johanson, Uppsala, Sweden, January 2000.
- “Assessing legal liabilities of foreign acquisitions in the U.S.” with John Mezias. Institutions, Conflict, and Change Workshop, Evanston, Illinois, December 1999.
- “Internationalization revisited: The ‘big step’ hypotheses,” with Torben Pederson. European International Business Association Annual meetings, Manchester, UK, December 1999.
- “Assessing legal liabilities of foreign acquisitions in the U.S.” with John Mezias. Academy of International Business Annual Meetings, Charleston, South Carolina, November 1999.
- “On the strategic behavior of exporters,” with José Campa. Wharton conference on Multinational Strategy: An interdisciplinary approach, October 1999.
- “When international research and development affects patent output: An analysis of Japanese pharmaceutical firms,” with Joan Penner-Hahn. Academy of International Business Annual Meetings, Vienna, Austria, October 1998.
- “Accounting for endogeneity when assessing strategy performance: Does entry mode choice affect FDI survival?” INFORMS Fall meetings, Dallas, October 1997.
- “Agglomeration economies, firm heterogeneity, and foreign direct investment location choice,” with Fredrick Flyer. Academy of International Business Annual Meetings, Monterrey, Mexico, October 1997.
- “How International Research And Development Affects Patent Output: An Analysis Of Japanese Pharmaceutical Firms,” with Joan Penner-Hahn. Strategic Management Society Annual Meetings, Barcelona, Spain, October 1997.
- “Causality between international expansion and investment in intangibles, with implications for financial performance and firm survival,” with Will Mitchell, Randall Morck, and Bernard Yeung. European International Business Association Annual Meetings, Stockholm, December 1996.
- “Do foreign and domestic controlled establishments exhibit the same location pattern in American manufacturing industries?” Academy of International Business Annual Meetings, Banff, September 1996.
- “Industry agglomeration and foreign direct investment survival in the United States.” Academy of International Business Annual Meetings, Banff, September 1996.

- “Accounting for endogeneity when assessing strategy performance: Does entry mode choice affect FDI survival?” (interactive session). Academy of Management Annual Meetings, Cincinnati, August 1996.
- “Are aliens green? Assessing foreign establishments’ environmental performance in the U.S.,” with Andrew King and William Newburry. Academy of Management Annual Meetings, Cincinnati, August 1996.
- “Small and medium sized enterprises in the global economy: A policy perspective,” with Zoltan Acs, Randall Morck, and Bernard Yeung. Sixth International Joseph A. Schumpeter Conference, Stockholm, June 1996.
- “Causality between international expansion and investment in intangibles, with implications for financial performance and firm survival,” with Will Mitchell, Randall Morck, and Bernard Yeung. University of Illinois CIBER Conference on Longitudinal Research on Foreign Market Entry, April 1996.
- “Small and medium sized enterprises in the global economy: A policy perspective,” with Zoltan Acs, Randall Morck, and Bernard Yeung. University of Maryland CIBER Conference on Small and Medium-Sized Enterprises and the Global Economy, October 1995.
- “The influence of industry growth and foreign entry rate on foreign direct investment survival,” Academy of Management Annual Meetings, Vancouver, August 1995.
- “The effect of own-firm and other-firm experience on foreign direct investment survival,” with Will Mitchell and Bernard Yeung, Academy of Management Annual Meetings, Vancouver, August 1995.
- “The influence of intangible assets, spillovers, and competition on foreign direct investment survival and entry time,” Farmer Dissertation Award finalist, Academy of International Business Annual Meetings, Boston, November 1994.
- “Early expansion: changing international presence in domestic and transition industries,” with Will Mitchell and Bernard Yeung, Academy of International Business Annual Meetings, Brussels, November 1992.
- “Foreign entrant survival and foreign market share: Canadian companies experience in United States medical sector markets,” with Will Mitchell and Bernard Yeung, Academy of International Business Annual Meetings, Brussels, November 1992.
- “Winning the war of 2012: Survival of Canadian companies in United States medical sector markets, 1968-1991,” with Will Mitchell and Bernard Yeung, Administrative Sciences Association of Canada Annual Meetings, Quebec, June 1992.
- “Changing International Strategy: Contrasts in Domestic, Transition, and Global Industries,” with Will Mitchell and Bernard Yeung, Strategic Management Society Annual Meetings, Toronto, Ontario, October 1991.
- “An Investigation of Joint Venture Dynamics: Evidence from U.S. - Japan Joint Ventures,” with Masao Nakamura and Bernard Yeung, Academy of International Business Annual Meetings, Miami, Florida, October 1991.

“Getting There in a Global Industry: Impact on Performance of Changing International Presence,” with Will Mitchell and Bernard Yeung, Academy of International Business Annual Meetings, Miami, Florida, October 1991.

“International Expansion: Feedback and its Implications for Strategy,” International Management Division, Doctoral Consortium, Academy of Management Annual Meetings, Miami Beach Florida, August 1991.

### Teaching Case

“International Expansion at Lear Corporation,” October 1996, with Beth Calhoun, Kelley McCarthy, and Alan Wellman (former MBA students).

### Dissertation Committee Membership

*Completed Dissertations – Advisor or Co-advisor:  
(U of MN uses the term Advisor; NYU uses the term Chair)*

Keith Pennington (Strategic Management and Entrepreneurship, U of MN). *Advisor*. “Hey, maybe you can help me with this: Chance encounters, geographic proximity, and innovative collaboration,” 2021.

Min Jung Kim (Strategic Management and Entrepreneurship, U of MN). *Co-Advisor*, “From Mass to Motion: The Temporal Dynamics of Industry Clusters,” 2020.

Cameron Miller (Strategic Management and Entrepreneurship, U of MN), *Advisor*, “Value creation, appropriation, and product design strategies in technology ecosystems: Three essays on the role of complementary technology,” 2017.

Youngeun Chu (Strategic Management and Organization, U of MN), *Advisor*. “Creating Value by Merging Two Weak Firms: The Role of Routine Disruption in Mergers and Acquisitions,” 2012.

Exequiel Hernandez (Strategic Management and Organization, U of MN), *Co-Advisor*, “The Strategic Value of Non-Business Networks: Immigrant Social Capital, Foreign Location Choice, and Firm Performance,” (finalist Academy of Management BPS Division Dissertation Award), 2011. SMS Emerging Scholar Award, 2018.

Mazhar Islam (Strategic Management and Organization, U of MN), *Advisor*, “Effects of Competition on Governance Choice and Project Performance: Evidence from Clinical Trials in the Biotechnology Industry,” 2011.

Adam Fremeth (Strategic Management and Organization, U of MN), *Advisor*, “The Dynamic Relationship between Firm Capabilities, Regulatory Policy, and Corporate Environmentalism.” (Finalist for the Aspen Institute Center for Business Education Dissertation Proposal Award), 2009.

Miguel Ramos (Strategic Management and Organization, U of MN), *Advisor*, “When Do Firms Value the Whole versus a Part? Acquisition of Multi-Location Targets,” 2007.

David Souder (Strategic Management and Organization, U of MN), *Co-Advisor*, “Choice of payoff horizon and firm performance: Strategic investments by cable TV operators 1972-1996,” 2007.

Sharon Wade (Strategic Management and Organization, U of MN), *Advisor*, “When do firms voluntarily disclose qualitative information about R&D projects?” (runner-up INFORMS Dissertation Proposal Award), 2007.

Gary Dushnitsky (Management, NYU), *Co-Chair*, “Limitations to Inter-Organizational Knowledge Acquisition: The Paradox of Corporate Venture Capital.” (winner Herman Krooss outstanding dissertation award, winner Heizer Award – Academy of Management ENT Division Dissertation Award, winner Academy of Management TIM Division Dissertation Award, finalist Academy of Management BPS Division Dissertation Award), 2004. SMS Emerging Scholar Award, 2013.

Robert Salomon (Management and International Business, NYU), *Chair*, “Spillovers from Foreign Market Participation: Assessing the Impact of Exporting and Firm Heterogeneity on Innovative Outcomes.” (winner Barry Richman Dissertation Award; finalist Farmer dissertation award; runner-up INFORMS Dissertation Proposal Award), 2002.

William Newburry (Management and International Business, NYU), *Co-chair*, “Parent-subsidiary and subsidiary-subsidiary shared perceptions as a control method in the integrated multinational corporation,” 2000.

*Completed Dissertations – Committee member or external examiner:*

Hyoju Jeong (Strategic Management and Entrepreneurship, U of MN). ““Essays on Alternative Governance Forms: Comparative Governance, Competition, and Community Outcomes with a Focus on Cooperatives,” 2022.

Narae Lee (Strategic Management and Entrepreneurship, U of MN). “Three Essays on Firm Environmental Pollution,” 2022.

Haram Seo (Strategic Management and Entrepreneurship, U of MN). “Corporate Philanthropy as an Ideological Tool for Advocacy,” 2021.

Hsin-Ju (Crystal) Bien (Strategic Management, Purdue U). “Formal Governance Design For Co-Opetiton in the Context of Corporate Venture Capital Investments,” 2018.

Joao Pimental (Strategy and Business Policy, HEC Paris). “Three Essays on the Influence of Political Connections on Firms International Expansion Strategy,” (finalist, IM Division D’Amore-McKim School of Business, Northeastern University Award for the Best Dissertation in International Management; finalist Buckley and Casson AIB Dissertation Award), 2016.

Florence Honoré (Strategic Management and Entrepreneurship, U of MN). “Entrepreneurial Teams’ Human Capital: From its Formation to its Impact on the Performance of Technological New Ventures,” 2015.

Octavio Martinez (Management, U of Toronto), *external examiner*, “Three Essays on Vertical Organization and Firm Strategy,” 2014.

- Xiaowei Xu (Finance, U of Alberta), *external examiner*, “Three Essays on Empirical Finance,” 2014.
- Ramin Vandaie (Strategic Management and Entrepreneurship, U of MN), “Science as an Element of Innovation Strategy: Evidence from the Pharmaceutical Industry,” 2013.
- Joel Malen (Strategic Management and Entrepreneurship, U of MN), “Excess Firm Resources and National Institutions of Corporate Governance: Effects on Firm Innovation Strategy,” 2013.
- Eric Larson (Information and Decision Sciences, U of MN), “The Impact of the Demand for Integration in the Large Multi-business Unit Firm on the IT Organization Structure,” 2012.
- Nachiket Bhawe (Strategic Management and Organization, U of MN), “Does the Order of Partner Selection Matter? Evidence from the Bio-Pharmaceutical Industry,” 2012.
- Jared Harris (Strategic Management and Organization, U of MN), “Financial Misrepresentation: Antecedents and Performance Effects,” (finalist BPS Division Dissertation Award, winner SIM Division Dissertation Award), 2005.
- Hua Wang (Human Resources and Industrial Relations, U of MN), “The effects of employee stock ownership and profit sharing on firm survival” 2005.
- Scott Johnson (Strategic Management and Organization, U of MN), “Decision making influences of trade association membership,” (finalist BPS Division Dissertation Award), 2005.
- Xinlei Chin (Marketing, U of MN), “Assessing the effect of a channel switch,” 2005.
- Memhet Genç (Strategic Management and Organization, U of MN), “Regulations, Foreign Presence, and Efficiency of Local Firms: A Multiple Country Study in Commercial Banking,” 2005.
- Corey Phelps (Management, NYU), “Webs of Creation: Interorganizational Networks and Knowledge Creation.” (winner Academy of Management TIM Division Dissertation Award, finalist Academy of Management BPS Division Dissertation Award), 2003.
- Naomi Gardberg (Management and International Business, NYU). “How Do Individuals Construct Corporate Reputations? Examining the Effects of Stakeholder Status, Firm Strategy and Media Visibility on Cognitive Elaboration and Schema Complexity about Firm Performance,” 2001
- Ramdas Chandra (Marketing and International Business, NYU), “Essays on International Entry and Expansion,” 2001.
- Namgyoo Park (Management and International Business, NYU), “Resource access and firm value: An empirical test of resource effects in the international airline industry,” 2000 (finalist Academy of Management BPS Division Dissertation Award)
- Violina Rindova (Management, NYU), “Competing for the mind: Corporate communications and observers’ interpretations of specialty coffee chains,” 1999.

John Mezias (Management, NYU), “Labor Related Subsidiary Disadvantage in the United States,” 1998.

James Kennelley (Management and International Business, NYU), “The Relationship of Level of Multinationality and Institutional Ownership of U.S. Firms and their Social and Environmental Performance,” 1996.

*Dissertations in progress:*

Pyung (Joe) Hahm (Strategic Management and Entrepreneurship, U of MN). *Co-Advisor*.

### **Undergraduate Honors Committees**

2020 Etisha Punia – member  
 2013 Michelle Rosas – chair  
 2011 Jacob Kleiner (Summa Cum Laude) – chair

### **Editor Positions**

*Strategy Science* (2013-2021)  
 Senior Editor

*Strategic Management Journal* (2014-2016)  
 Editor: Special Issue on Replication Studies in Strategy

*Management Science* (2011-2014)  
 Associate Editor, Business Strategy

*Global Strategy Journal* (2009-2013)  
 Associate Editor

*Journal of International Business Studies* (2002-2010)  
 Consulting Editor (2007-2010)

Department Editor, Business Dynamics and Strategy (2002-2007)

### **Editorial Board Membership**

*Strategic Management Journal* (2000-)

*Academy of Management Discoveries* (2013-)

*Administrative Science Quarterly: Methods Advisory Panel* (2018-)

*Journal of Management Scientific Reports* (2022-)

*Strategic Organization* (2001-2013)

*Organization Science* (2005-2013)

*Journal of International Business Studies* (1998-2002)

### **Ad hoc reviewer**

*Academy of Management Journal, Academy of Management Review, Administrative Science Quarterly, Asia Pacific Journal of Management, International Business Review, International Journal of Industrial Organization, Journal of Business Research, Journal of Business Venturing, Journal of Economic Behavior and Organization, Journal of Economics and*

*Management Strategy, Journal of Industrial Economics, Organizational Research Methods, Small Business Economics*

### **Academic Affiliations**

Strategic Management Society - Fellow  
Academy of Management

### **Leadership Roles in Professional Societies (non-editorial)**

Strategic Management Society  
Board of Directors (2015-2020)  
Program Chair 2020 Annual Conference in Minneapolis  
Track Chair 2014 Tel Aviv Special Conference  
Academy of International Business  
Track Chair 2001 Annual Conference in Sydney

### **Invited University Presentations**

Baruch College  
Carnegie Mellon University  
Columbia University  
Copenhagen Business School  
Dartmouth College  
Duke University  
George Washington University  
Georgetown University  
Harvard Business School  
IE, Madrid  
IESE, Barcelona  
London Business School  
INSEAD  
National University of Singapore  
New York University  
Northwestern University  
Ohio State University  
Purdue University  
Rutgers University  
Temple University  
Tilburg University  
Universidad Complutense de Madrid  
University of Alberta  
University of Calgary  
University of California at Berkeley  
University of Colorado  
University of Illinois  
University of Kansas



University of Manchester  
University of Maryland  
University of Michigan  
University of Minnesota  
University of North Carolina  
University of Pennsylvania  
University of South Carolina  
University of Southern California  
University of Toronto  
University of Utah  
University of Washington  
University of Western Ontario  
Washington University