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FACULTY APPOINTMENTS

Guggenheim Endowed Chair and Professor of Strategy and Entrepreneurship
UNIVERSITY OF COLORADO (2015-)

*Blake Family Endowed Chair in Strategic Management,
Area Head of Strategic Management, PURDUE UNIVERSITY (2008-2015)*

Boyd W. Harris, Jr. Distinguished Scholar and Professor of Strategic Management
UNIVERSITY OF NORTH CAROLINA (2004-2008)

Associate Professor of Strategy
OHIO STATE UNIVERSITY (2000-2003)

Assistant Professor of Strategy and Management
INSEAD, FONTAINEBLEAU, FRANCE (1997-2000)

EDUCATION

Doctor of Philosophy, PURDUE UNIVERSITY
Concentration: Strategic Management; Minor: Industrial Organization Economics

Master of Business Administration, MARQUETTE UNIVERSITY

Bachelor of Science with Highest Distinction, PURDUE UNIVERSITY
Major: Management

RESEARCH INTERESTS

Joint Ventures and Acquisitions
Alliance Governance
Information Economics
Real Options Theory

TEACHING EXPERIENCE

Core Strategy (BS, MBA, Exec., Ph.D.)
Competitive Strategy (MBA, Ph.D.)
Strategic Investment Decisions (MBA)
Strategic Alliances (MBA, Exec., Ph.D.)

PUBLICATIONS

Articles:

"Measuring Organizational Downside Risk," *Strategic Management Journal*, 1996, Vol. 17, No. 9, pp. 671-691 (with K. D. Miller).

"Agency Costs and the Performance Implications of International Joint Venture Internalization," *Strategic Management Journal*, 1997, Vol. 18, No. 6, pp. 425-438 (with K. D. Miller).

"Firm Strategy and Economic Exposure to Foreign Exchange Rate Movements," *Journal of International Business Studies*, 1998, Vol. 29, No. 3, pp. 493-514 (with K. D. Miller).

Reprinted in: Rugman, A. M., & Li, J. (Eds.) 2005. *Real Options and International Investment*. London: Edward Elgar Publishing.

"Asymmetric Corporate Exposures to Foreign Exchange Rate Changes," *Strategic Management Journal*, 1998, Vol. 19, No. 12, pp. 1183-1191 (with K. D. Miller).

"Asymmetric Information and Joint Venture Performance: Theory and Evidence for Domestic and International Joint Ventures," *Strategic Management Journal*, 2000, Vol. 21, No. 1, pp. 81-88 (with M. P. Koza).

"On Lemons and Indigestibility: Resource Assembly through Joint Ventures," *Strategic Management Journal*, 2000, Vol. 21, No. 2, pp. 195-197 (with M. P. Koza).

"Parent Firm Performance across International Joint Venture Life-Cycle Stages," *Journal of International Business Studies*, 2000, Vol. 31, No. 1, pp. 1-20.

"Downside Risk Implications of Multinationality and International Joint Ventures," *Academy of Management Journal*, 2000, Vol. 43, No. 2, pp. 203-214 (with M. J. Leiblein).

Reprinted in: Rugman, A. M., & Li, J. (Eds.) 2005. *Real Options and International Investment*. London: Edward Elgar Publishing.

"From Hybrids to Hierarchies: Shareholder Wealth Effects of Joint Venture Partner Buyouts," *Strategic Management Journal*, 2001, Vol. 22, No. 1, pp. 27-44.

"Incremental Corporate Reconfiguration through International Joint Venture Buyouts and Selloffs," *Management International Review*, 2002, Vol. 42, No. 3, pp. 237-260.

"Contractual Renegotiations in Strategic Alliances," *Journal of Management*, 2002, Vol. 28, No. 1, pp. 51-74 (with A. Ariño).

"Post-Formation Dynamics in Strategic Alliances," *Strategic Management Journal*, 2002, Vol. 23, No. 2, pp. 135-151 (with M. Zollo and H. Singh).

"Do Make or Buy Decisions Matter? The Influence of Organizational Governance on Technological Performance," *Strategic Management Journal*, 2002, Vol. 23, No. 10, pp. 817-833 (with M. J. Leiblein and F. Dalsace).

"Interorganizational Routines and Performance in Strategic Alliances," *Organization Science*, 2002, Vol. 13, No. 6, pp. 701-713 (with M. Zollo and H. Singh).

"Strategic Alliances as Contractual Forms," *Academy of Management Best Paper Proceedings*, 2003 (with A. Ariño).

"Building a Foreign Sales Base: The Roles of Capabilities and Alliances for Entrepreneurial Firms," *Journal of Business Venturing*, 2004, Vol. 19, No. 2, pp. 285-307 (with M. J. Leiblein).

Reprinted in: Oviatt, B. M., & McDougall, P. P. (Eds.) 2007. *International Entrepreneurship*. London: Edward Elgar Publishing.

"Mitigating Risk in International Mergers and Acquisitions: The Role of Contingent Payouts," *Journal of International Business Studies*, 2004, Vol. 35, No. 1, pp. 19-32 (with O. Shenkar and R. Ragozzino).

"Sequential Divestiture through Initial Public Offerings," *Journal of Economic Behavior and Organization*, 2004, Vol. 54, No. 2, pp. 249-266 (with J.-C. Shen).

Reprinted in: Ginsberg, A. (Ed.) 2010. *Strategies for New Venture Development*. London: Edward Elgar Publishing.

"Adverse Selection in Acquisitions of Small Manufacturing Firms: A Comparison of Private and Public Targets," *Small Business Economics*, 2005, Vol. 24, No. 4, pp. 393-407 (with J.-C. Shen).

"Real Options in International Joint Ventures," *Journal of Management*, 2005, Vol. 31, No. 3, pp. 403-423 (with T. Tong).

"Termination Outcomes of Research Alliances," *Research Policy*, 2005, Vol. 34, No. 1, pp. 101-115 (with M. Zollo).

"Entrepreneurial Alliances as Contractual Forms," *Journal of Business Venturing*, 2006, Vol. 21, No. 3, pp. 306-325 (with A. Ariño and T. Mellewig).

"Firm and Industry Influences on the Value of Growth Options," *Strategic Organization*, 2006, Vol. 4, No. 1, pp. 71-96 (with T. Tong).

"Geographic Distance and M&A Markets: IPOs as Information Diffusion Mechanisms," *Academy of Management Best Paper Proceedings*, 2006 (with R. Ragozzino).

"Entrepreneurship and Strategic Alliances," *Journal of Business Venturing*, 2006, Vol. 21, No. 4, pp. 401-404 (with D. Ireland and S. Alvarez).

"Agency Hazards and Alliance Portfolios," *Strategic Management Journal*, 2006, Vol. 27, No. 1, pp. 27-43 (with R. Ragozzino).

"Real Options in Multinational Corporations: Organizational Challenges and Risk Implications," *Journal of International Business Studies*, 2007, Vol. 38, No. 2, pp. 215-230 (with T. Tong).

"The Impact of Information Technology Capabilities on Alliance Scope and Performance," *Academy of Management Best Paper Proceedings*, 2007 (with C. Lioukas and M. Zollo).

"Corporate Investments and Growth Options," *Managerial and Decision Economics*, 2007, Vol. 28, No. 8, pp. 863-877 (with T. Tong).

"How Do Real Options Matter? Empirical Research on Strategic Investments and Firm Performance," *Advances in Strategic Management*, 2007, Vol. 24, pp. 145-173 (with T. Tong).

"Real Options in Strategic Management," *Advances in Strategic Management*, 2007, Vol. 24, pp. 3-28 (with T. Tong).

"Initial Public Offerings and the Acquisition of Entrepreneurial Firms," *Strategic Organization*, 2007, Vol. 5, No. 2, pp. 155-176 (with R. Ragozzino).

"Strategic Alliance Contracts: Dimensions and Determinants of Contractual Complexity," *Strategic Management Journal*, 2007, Vol. 28, No. 3, pp. 313-330 (with A. Ariño).

"Alliance Dynamics for Entrepreneurial Firms," *Journal of Management Studies*, 2008, Vol. 45, No. 1, pp. 147-168 (with A. Ariño and R. Ragozzino).

Reprinted in: Ginsberg, A. (Ed.) 2010. *Strategies for New Venture Development*. London: Edward Elgar Publishing.

"Adverse Selection and M&A Design: The Roles of Alliances and IPOs," *Journal of Economic Behavior and Organization*, 2008, Vol. 66, No. 2, pp. 195-212 (with R. Ragozzino).

"How Much Does Country Matter? An Analysis of Firms' Growth Options," *Journal of International Business Studies*, 2008, Vol. 39, No. 3, pp. 387-405 (with T. Tong, T. Alessandri, and A. Chintakinanda).

"International Joint Ventures and the Value of Growth Options," *Academy of Management Journal*, 2008, Vol. 51, No. 5, pp. 1014-1029 (with T. Tong and M. Peng).

"Strategic Investment Models: New Research Opportunities," *Research Methodology in Strategy and Management*, 2009, Vol. 5, pp. 269-300 (with F. Chaddad).

"Organizational Economics Insights from Acquisitions Research," *Advances in Strategic Management*, 2009, Vol. 26, pp. 241-265.

- "Contingent Earnouts in Acquisitions of Privately-Held Firms," *Journal of Management*, 2009, Vol. 35, No. 4, pp. 857-879 (with R. Ragozzino).
- "Investment Dynamics and Financial Constraints in IPO Firms," *Strategic Entrepreneurship Journal*, 2009, Vol. 3, No. 1, pp. 29-45 (with F. Chaddad).
- "The Opportunities and Challenges of Entrepreneurial Acquisitions," *European Management Review*, 2010, Vol. 7, No. 2, pp. 80-90 (with R. Ragozzino).
- "Termination Agreements in M&A Contracting," *Academy of Management Best Paper Proceedings*, 2010 (with C.-W. Wu).
- "Discovering Valuable Growth Opportunities: An Analysis of Equity Alliances with IPO Firms," *Organization Science*, 2010, Vol. 21, No. 1, pp. 202-215 (with T. Tong).
- "Competitive Consequences of Interfirm Collaboration: How Joint Ventures Shape Industry Profitability," *Journal of International Business Studies*, 2010, Vol. 41, No. 6, pp. 1056-1073 (with T. Tong).
- "Experience Spillovers across Corporate Development Activities," *Organization Science*, 2010, Vol. 21, No. 6, pp. 1195-1212 (with M. Zollo).
- "Bringing Corporate Governance to International Joint Ventures," *Global Strategy Journal*, 2011, Vol. 1, No. 1, pp. 54-66 (with E. Klijn, F. Van den Bosch, and H. Volberda).
- "Geographic Distance and Corporate Acquisitions: Signals from IPO Firms," *Strategic Management Journal*, 2011, Vol. 32, No. 8, pp. 876-894 (with R. Ragozzino).
- "Executives' Assessments of International Joint Ventures in China: A Multi-Theoretical Investigation," *Management and Organization Review*, 2012, Vol. 8, No. 2, pp. 311-340 (with C.-W. Wu, B. Tyler, & T. Tong).
- "Beyond Contracts: Governing Structures in Nonequity Alliances," *Academy of Management Best Paper Proceedings*, 2012 (with S. Devarakonda).
- "Earnouts in Mergers and Acquisitions: A Game-Theoretic Option Pricing Approach," *European Journal of Operational Research*, 2012, Vol. 223, pp. 256-263 (with E. Lukas and A. Welling).
- "The Choice between Joint Ventures and Acquisitions: Insights from Signaling Theory," *Organization Science*, 2012, Vol. 23, No. 4, pp. 1175-1190 (with R. Ragozzino).
- "Firm Heterogeneity in Growth Option Value: The Role of Managerial Incentives," *Strategic Management Journal*, 2012, Vol. 33, No. 13, pp. 1557-1566 (with T. Alessandri and T. Tong).
- "A Signaling Theory of Acquisition Premiums: Evidence from IPO Targets," *Academy of Management Journal*, 2012, Vol. 55, No. 3, pp. 667-683 (with T. Tong and C.-W. Wu).

"Signals Across Multiple Networks: How Venture Capital and Alliance Networks Affect Interorganizational Collaboration," *Academy of Management Journal*, 2013, Vol. 56, No. 3, pp. 852-866 (with U. Ozmel and R. Gulati).

"Performance Implications of IJV Boards: A Contingency Perspective," *Journal of Management Studies*, 2013, Vol. 50, No. 7, pp. 1245-1266 (with E. Klijn, F. Van den Bosch, and H. Volberda).

"Executive Preferences for Governance Modes and Exchange Partners: An Information Economics Perspective," *Strategic Management Journal*, 2013, Vol. 34, No. 9, pp. 1104-1122 (with T. Tong, B. Tyler, and A. Ariño).

"Termination Payment Provisions in Acquisitions: An Information Economics Perspective," *Advances in Strategic Management*, 2014, Vol. 31, pp. 69-102 (with C.-W. Wu).

"Contracts, Negotiation, and Learning: An Examination of Termination Provisions," *Journal of Management Studies*, 2014, Vol. 51, No. 3, pp. 379-405 (with A. Ariño, K. Mayer, and J. Jané).

"Structuring and Governing Alliances: New Directions for Research," *Global Strategy Journal*, 2014, Vol. 4, No. 4, pp. 241-256 (with F.J. Contractor).

"Signals and International Alliance Formation: The Roles of Affiliations and International Activities," *Journal of International Business Studies*, 2014, Vol. 45, No. 3, pp. 321-337 (with R. Ragozzino).

"Searching for Alliance Partners: Effects of Geographic Distance on the Formation of R&D Collaborations," *Organization Science*, 2014, Vol. 25, No. 1, pp. 283-298 (with N. Lahiri).

"Board Involvement in International Joint Ventures," *Strategic Management Journal*, 2014, Vol. 35, No. 11, pp. 1626-1644 (with E. Klijn and C. Lioukas).

"Determinants of Board Roles in IJVs in China: Control and Collaboration," *Advances in International Management*, 2015, Vol. 28, pp. 235-265 (with X. Xie and E. Klijn).

"R&D Alliance Formation among VC-Backed Entrepreneurial Ventures," *Frontiers of Entrepreneurship Research*, 2015 (with R. Devarakonda).

"Host Country Executives' Assessments of International Joint Ventures and Divestitures: An Experimental Approach," *Strategic Management Journal*, 2015, Vol. 36, No. 2, pp. 254-275 (with T. Tong, B. Tyler, and S. Zhang).

"Isolating Trust Outcomes from Exchange Relationships: Social Exchange and Learning Benefits of Prior Ties in Alliances," *Academy of Management Journal*, 2015, Vol. 58, No. 6, pp. 1826-1847 (with C. Lioukas).

- "Mechanisms of Hybrid Governance: Administrative Committees in Non-Equity Alliances," *Academy of Management Journal*, 2016, Vol. 59, No. 2, pp. 510-533 (with S. Devarakonda).
- "Effects of Information Technology Capabilities on Strategic Alliances: Implications for the Resource-Based View," *Journal of Management Studies*, 2016, Vol. 43, No. 2, pp. 161-183 (with C. Lioukas and M. Zollo).
- "Agglomeration and the Choice between Acquisitions and Alliances: An Information Economics Perspective," *Strategic Management Journal*, 2016, Vol. 37, No. 6, pp. 1085-1106 (with B. McCann and N. Lahiri).
- "Alliance Governance," Virtual Special Issue of the *Strategic Management Journal*, 2016, April (with A. Ariño, L. Poppo, and T. Zenger).
- "Effects of Multimarket Contact on the Governance of R&D Alliances," *Academy of Management Best Paper Proceedings*, 2016 (with W. Ryu).
- "Real Options in Strategy and Finance: Current Gaps and Future Linkages," *Academy of Management Perspectives*, 2016, Vol. 30, No. 4, pp. 428-440 (with R. Ragozzino and L. Trigeorgis).
- "The Effect of Legal Institutions on the Design of Dispute Resolution Mechanisms in IJVs," *Academy of Management Best Paper Proceedings*, 2017 (with S. Devarakonda, V. Duplat, and E. Klijn).
- "Cooperation across Disciplines: A Multilevel Perspective on Cooperative Behavior in Governing Interfirm Relations," *Academy of Management Annals*, 2017, Vol. 22, No. 2, pp. 960-1004 (with C. Salvato and P. Battagalli).
- "Real Options Theory in Strategic Management," *Strategic Management Journal*, 2017, Vol. 38, No. 1, pp. 42-63 (with L. Trigeorgis).
- "How the JOBS Act is Reshaping IPOs: Implications for Entrepreneurial Firms," *Academy of Management Perspectives*, 2017, Vol. 31, No. 2, pp. 109-123 (with R. Ragozzino and D. Blevins).
- "Board Representation in International Joint Ventures," *Strategic Management Journal*, 2017, Vol. 39, No. 4, pp. 920-938 (with I. Cuypers, G. Ertug, and B. Bensaou).
- "Network Prominence, Bargaining Power, and the Allocation of Value Capturing Rights in High-Tech Alliance Contracts," *Organization Science*, 2017, Vol. 28, No. 5, pp. 947-964 (with U. Ozmel, D. Yavuz, and T. Zenger).
- "Inter-Organizational Imitation and Acquisitions of High-Tech Ventures," *Strategic Management Journal*, 2017, Vol. 38, No. 13, pp. 2647-2665 (with U. Ozmel and C.-W. Wu).

"Partner Selection in R&D Collaborations: Effects of Affiliations with Venture Capitalists," *Organization Science*, 2017, Vol. 28, No. 3, pp. 574-595 (with R. Devarakonda).

"Governance of Hybrid Organizations," *Annals of Corporate Governance*, 2018, Vol. 3, No. 1, pp. 1-81 (with E. Klijn).

"Knowledge Sharing and Safeguarding in R&D Collaborations: The Role of Steering Committees in Biotechnology Alliances," *Strategic Management Journal*, 2018, Vol. 39, No. 7, pp. 1912-1934 (with S. Devarakonda).

"Special Issue Introduction: Assessing Key Dimensions of Strategic Decisions," *Strategy Science*, 2018, Vol. 3, No. 4, pp. 555-557 (with M.J. Leiblein and T.R. Zenger).

"What Makes a Decision Strategic?" *Strategy Science*, 2018, Vol. 3, No. 4, pp. 558-573 (with M.J. Leiblein and T.R. Zenger).

"Marshallian Forces and Governance Externalities: Location Effects on Contractual Safeguards in R&D Alliances," *Organization Science*, 2018, Vol. 29, No. 6, pp. 1112-1129 (with S. Devarakonda and B. McCann).

"The Interplay of Competition and Cooperation," *Strategic Management Journal*, 2018, Vol. 39, No. 12, pp. 3033-3052 (with W. Hoffmann, D. Lavie, and A. Shipilov).

"Geographic Co-location of Partners and Rivals: Implications for the Design of R&D Alliances," *Academy of Management Journal*, 2018, Vol. 61, No. 3, pp. 945-965 (with W. Ryu and B. McCann).

"*Ex Post* Governance in Joint Ventures: Determinants of Monitoring by JV Boards of Directors," *Long Range Planning*, forthcoming (with E. Klijn, H. Volberda, and F. van den Bosch).

"Choosing between Safeguards: Scope and Governance Decisions in R&D Alliances," *Journal of Management*, forthcoming (with C. Lioukas).

"Renegotiation of Joint Venture Contracts: The Influence of Boards and Prior Ties as Alternative Governance Mechanisms," *Long Range Planning*, forthcoming (with H. Dekker, V. Duplat, and E. Klijn).

"On the Future of International Joint Venture Research," *Journal of International Business Studies*, forthcoming (with M. Nippa).

"Safeguarding from the Sharks: Board Representation in Minority Equity Partnerships," *Organization Science*, forthcoming (with S. Devarakonda).

"The Effects of Multimarket Contact on Partner Selection for Technology Cooperation," *Strategic Management Journal*, forthcoming (with W. Ryu and T.H. Brush).

Books:

Strategic Alliances: Theory and Evidence, 2004, Oxford, UK: Oxford University Press.
Handbook of Strategic Alliances, 2005, Newbury Park, CA: Sage Publications (with O. Shenkar). Featured by Bain & Co. in "Management Insights and Tools," June, 2015.

Strategic Alliances: Governance and Contracts, 2006, London, UK: Palgrave (with A. Ariño).

Real Options Theory, 2007, Greenwich, CT: Elsevier (with T. Tong).

Cooperative Strategies: Alliance Governance, 2010, Gloucestershire, UK: Edward Elgar (with E. Klijn and S. Devarakonda).

Entrepreneurial Alliances, 2011, Englewood Cliffs, NJ: Prentice Hall (with A. Ariño and P. Olk).

Collaborative Strategy: Critical Issues for Alliances and Networks, 2017, Cheltenham, UK: Edward Elgar (with L. Mesquita and R. Ragozzino).

The Oxford Handbook of Entrepreneurship and Collaboration, forthcoming, Oxford, UK: Oxford University Press (with S. Matusik and J. Jones).

Frontiers of Alliance Research: Negotiating, Structuring, and Governing Partnerships, forthcoming, Cambridge, UK: Cambridge University Press (with F. J. Contractor).

Book Chapters:

"Collaborative Strategy: The Logic of Alliances," 2000, In *Mastering Strategy*, London, UK: FT Prentice Hall.

"International Joint Venture Instability and Corporate Strategy," 2000, In Faulkner, D., & de Rond, M., (Eds.), *Cooperative Strategy: Economic, Business and Organizational Issues*. Oxford, UK: Oxford University Press (with M. P. Koza).

"BP-Mobil and the Restructuring of the Oil Refining Industry," 2001, In Hitt, M. A., Ireland, R. D., & Hoskisson, R. E., *Strategic Management: Competitiveness and Globalization* (Fourth Edition). Cincinnati, Ohio: South-Western College Publishing Company (with K. Cool).

Reprinted in: Shenkar, O., & Luo, Y. 2003. *International Business*. New York: Wiley.

"Real Options: Let the Buyer Beware," 2001, In *Mastering Risk*, London, UK: FT Prentice Hall (with M. J. Leiblein).

Reprinted in: Vedpuriswar, A. V. 2004. *Enterprise Risk Management*. Hyderabad, India: ICFAI Press.

"International Alliance Negotiations: Legal Issues for General Managers," 2001, In Maidment, F. H. (Ed.), *International Business* (11th Edition). Boston, MA: McGraw Hill (with É. Campbell).

"How Real are Real Options? The Case of International Joint Ventures," 2002, In Hitt, M. A., Amit, R., Lucier, C., & Nixon, R. (Eds.), *Creating Value: Winners in the New Business Environment*. Oxford, UK: Blackwell.

"Experiential Learning in International Joint Ventures: The Roles of Experience Heterogeneity and Venture Novelty," 2002, In Contractor, F. J., & Lorange, P. (Eds.), *Cooperative Strategies and Alliances*. Amsterdam, Netherlands: Elsevier (with M. Zollo and K. Park).

"Entrepreneurial Alliances," 2004, In Hitt, M. A., & Ireland, R. D. (Eds.), *The Blackwell Encyclopedia of Entrepreneurship*. Oxford, UK: Blackwell Publishing.

"Strategic Alliance Research: Progress and Prospects," 2004, In Reuer, J. J. (Ed.), *Strategic Alliances: Theory and Evidence*. Oxford, UK: Oxford University Press.

"Acquisition of Entrepreneurial Firms: How Private and Public Targets Differ," 2004, In Pablo, A. L., & Javidan, M. (Eds.), *Mergers and Acquisitions: Creating Integrative Knowledge*. Oxford, UK: Blackwell Publishing (with J.-C. Shen).

"Contingent Earnouts," 2004, In Hitt, M. A., & Ireland, R. D. (Eds.), *The Blackwell Encyclopedia of Entrepreneurship*. Oxford, UK: Blackwell Publishing (with R. Ragozzino).

"Multinational Investment and Organizational Risk: A Real Options Approach," 2004, In Ariño, A., Ghemawat, P., & Ricart, J. E. (Eds.), *Creating Value through International Strategy*. London, UK: Palgrave (with T. Tong).

"Alliance Contractual Design," 2005, In Shenkar, O., & Reuer, J. J. (Eds.), *Handbook of Strategic Alliances*. Newbury Park, CA: Sage Publications (with A. Ariño).

"The Alliance Puzzle: Known Terrain, Black Boxes, and the Road Ahead," 2005, In Shenkar, O., & Reuer, J. J. (Eds.), *Handbook of Strategic Alliances*. Newbury Park, CA: Sage Publications (with O. Shenkar).

"Risk Reduction through Acquisitions: The Roles of Firm-Specific Investments and Agency Hazards," 2006, In Cooper, C., & Finkelstein, S. (Eds.), *Advances in Mergers and Acquisitions*. Greenwich, CT: JAI Press (with H. Wang).

"Governance and Contracts in Strategic Alliances," 2006, In Ariño, A., & Reuer, J. J. (Eds.), *Strategic Alliances: Governance and Contracts*. London, UK: Palgrave (with A. Ariño).

"Contractual Renegotiations in Entrepreneurial Alliances," 2006, In Ariño, A., & Reuer, J. J. (Eds.), *Strategic Alliances: Governance and Contracts*. London, UK: Palgrave (with A. Ariño and R. Ragozzino).

"Strategic Flexibility and Real Options Analysis," 2007, In Hoskisson, R. E., Hitt, M. A., & Ireland, R. D. *Competing for Advantage*. Cincinnati, OH: Thomson South-Western Publishing.

"Forward to Developing Alliance Capabilities," 2008. In Heimeriks, K. *Developing Alliance Capabilities*. London, UK: Palgrave.

"Pre-Formation Processes in Interorganizational Relations: Determinants of Search and Negotiation Efforts," 2010, In Das, T.K. (Ed.), *Researching Strategic Alliances: Emerging Perspectives*. Charlotte, NC: Information Age Publishing (with P. Vlaar, E. Klijn, and A. Ariño).

"How Initial Public Offerings Affect M&A Markets: The Dual Tracking Phenomenon," 2011, In Baker, K. (Ed.), *The Art of Capital Restructuring*. New York: Wiley (with R. Ragozzino).

"The Use of Quantitative Methodologies in Strategy Research," 2012, In Dagnino, G. (Ed.), *Handbook of Research on Competitive Strategy*. London, UK: Edward Elgar Publishing (with R. Ragozzino and A. Chintakananda).

"Insights of Signaling Theory for Acquisitions Research," 2013, In Cooper, C., & Finkelstein, S. (Eds.), *Advances in Mergers and Acquisitions*. London, UK: Emerald (with C.-W. Wu and R. Ragozzino).

"Alliances and Entrepreneurship," 2014, In Morris, M., & Kuratko, D. (Eds.), *Encyclopedia of Management: Entrepreneurship*, Vol. 3. Chichester, UK: Wiley.

Practice-Oriented Articles:

"Joint Ventures: Planning for the End Game," *Harvard Business Review*, 1998, Vol. 76, No. 4, July-August, p. 21 (Research briefing and interview with D. Champion).

"The Dynamics and Effectiveness of International Joint Ventures," *European Management Journal*, 1998, Vol. 16, No. 2, pp. 160-168.

"Collaborative Strategy: The Logic of Alliances," *Financial Times*, 1999, October 4, pp. 12-13.

Reprinted in: *Mastering Management Review*, 1999, No. 27, pp. 34-37; *Eco*, 1999, No. 6, pp. 34-37; "Stratégies de collaboration: la logique des alliances," *Les Echos*, 2000, March 30, pp. VI-VII; "Samenwerkingsstrategie: de logica van allianties," *het Financieele Dagblad*, 2000, April 26, pp. 38-42.

"Real Options: Let the Buyer Beware," *Financial Times*, 2000, May 9, pp. 8-10 (with M. J. Leiblein).

Reprinted in: "Connaissez-vous l'option réelle?," *Les Echos*, 2000, October 4, pp. 7-8.

"Managing the Dynamics of Strategic Alliances," *European Management Journal*, 2000, Vol. 18, No. 2, pp. 144-145.

"Managing Governance Adaptations in Strategic Alliances," *European Management Journal*, 2000, Vol. 18, No. 2, 164-172 (with M. Zollo).

"International Alliance Negotiations: Legal Issues for General Managers," *Business Horizons*, 2001, Vol. 44, No. 1, pp. 19-26 (with É. Campbell).

"Alianzas de empresas emprendedoras: Renegociaciones del contrato," *Iniciativa Emprendedora*, 2001, Vol. 31, Noviembre-Diciembre, pp. 41-49 (with A. Ariño).

"Renegociar el contrato en las alianzas estratégicas," *Harvard Deusto Business Review*, 2002, No. 110, September-October, pp. 82-86 (with A. Ariño).

"The Extended Merger and Acquisition Process: Understanding the Role of IPOs in Corporate Strategy," *European Management Journal*, 2003, Vol. 21, No. 2, pp. 192-198 (with J.-C. Shen).

"Stimulating Firm-Specific Investment through Risk Management," *Long Range Planning*, 2003, Vol. 36, No. 1, pp. 49-59 (with H. Wang and J. Barney).

"Designing and Renegotiating Strategic Alliance Contracts," *Academy of Management Executive*, 2004, Vol. 18, No. 3, pp. 37-48 (with A. Ariño).

"The Perfect Pre-Nup to Strategic Alliances: A Guide to Contracts," *Critical Eye*, 2005, June-August, pp. 52-57 (with A. Ariño and A. Valverde).

"Avoiding Lemons in M&A Deals," *MIT Sloan Management Review*, 2005, Vol. 46, No. 3, pp. 15-17.

"Using IPOs to Prove Value of M&A Targets," *Financial Times*, 2006, Oct. 6, pp. 10-11 (with R. Ragozzino).

Reprinted in: "Wat is een overnamedoelwit waard? Zet een IPO op," *Financial Director's Magazine*, 2006, November, pp. 38-40.

"Mind the Information Gap: Putting New Selection Criteria and Deal Structures to Work in M&A," *Journal of Applied Corporate Finance*, 2007, Vol. 19, No. 3, pp. 82-89 (with R. Ragozzino).

"Building Capabilities for Alliance Portfolios," *Long Range Planning*, 2009, Vol. 42, No. 1, pp. 96-114 (with K. Heimeriks and E. Klijn).

"Combinations of Partners' Joint Venture Formation Motives," *European Business Review*, 2010, Vol. 22, No. 6, pp. 576-590 (with P. Buckley, K. Glaister, and E. Klijn).

“Investment Policies, M&A, and Alliances,” *Forbes India*, January 3, 2014 (with C. Moschieri and D. Blake).

“Governance in Non-Equity Alliances: Does My Partnership Need a Joint Steering Committee?” *IESE Insight*, 2018, First Quarter: 23-28 (with S. Devarakonda).

“Managing the Paradoxes of Coopetition,” *INSEAD Knowledge*, November 2018 (with A. Shipilov, D. Lavie, and W. Hoffmann).

Cases and Notes:

“BP-Mobil and the Restructuring of the Oil Refining Industry,” INSEAD Case Series 11/99-4868, ECCH 300-005-1 (with K. Cool).

“Teaching Note: BP-Mobil and the Restructuring of the Oil Refining Industry,” INSEAD Case Series 3/2000-4868 (with K. Cool and K. Artz).

“Note on the Legal Negotiation of Strategic Alliance Agreements,” INSEAD Case Series 3/2000-4887, ECCH 300-054-6 (with É. Campbell).

“Real Options at Polaris Energy Corporation (A): The Spectrum Alliance,” INSEAD Case Series, 6/2002-5043, ECCH 302-093-1.

“Real Options at Polaris Energy Corporation (B): Implementing the Alliance,” INSEAD Case Series, 6/2002-5043, ECCH 302-094-1.

“Technical Note on the Valuation of Real Options,” INSEAD Case Series, 6/2002-5045, ECCH 302-091-6.

“Innovis Technology: Capturing the Value of Intellectual Property,” INSEAD Case Series, 1/2004-5181, ECCH 304-066-1.

“Wellington Synthetics,” INSEAD Case Series, 1/2004-5182, ECCH 804-014-1.

RESEARCH IN PROGRESS

“M&A Target Selection in High-Tech Industries: The Roles of Signals and Acquirer Experience” (with C.-W. Wu). Under revision for resubmission.

“Founders’ Credentials and Cooperative Commercialization Strategies of Startups” (with R. Devarakonda). Under first review.

“When Do Affiliations with VCs Matter? Payment Structures in High-Tech Partnerships” (with S. Devarakonda and R. Devarakonda). Under first review.

“Founders’ Credentials and Startups’ Payment Structures in Cooperative Commercialization Agreements” (with R. Devarakonda). Under first review.

"Effects of Multimarket Contact on the Governance of R&D Alliances" (with W. Ryu). Under first review.

"Arbitration Provisions in IJV Contracts: Legal Institutional Differences and IJV Governance," (with S. Devarakonda, E. Klijn, and V. Duplat). Under revision for third review.

"Scientist Mobility and R&D Alliance Formation," (with R. Devarakonda and S. Pavicevic). Under first review.

"Renegotiation of Joint Venture Contracts: The Influence of Alternative Governance Mechanisms," (with E. Klijn, V. Duplat, and H. Dekker). Under third review.

"Board Leadership Structures in International Joint Ventures," (with E. Klijn). Under third review.

"Foundations and Futures of Strategic Management (with M. Leiblein). In preparation.

"The Effects of Contract Detail and Prior Ties on Contract Change: A Learning Perspective," (with K. Mayer, A. Xing, X. Lie, and E. Klijn). Under revision for resubmission.

CONFERENCE PRESENTATIONS

"What Makes a Decision Strategic? Integration of Strategic Management Research," Panelist at the Strategy Science conference, Wharton School, University of Pennsylvania, 2018.

"Organizational Forms," Session Moderator at the Strategy Science conference, Wharton School, University of Pennsylvania, 2018.

"The Impact of Founders on Value Appropriation in New Ventures' Alliance Agreements," Paper presented at the 2018 meetings of the Academy of Management in Chicago, IL (with R. Devarakonda and H. Tadikonda).

"A Signaling Perspective on Employee Mobility," Paper presented at the Strategic Management Society Conference in Paris, France, 2018 (with K. Zhang and F. Morales).

"On the Future of International Joint Venture Research," Panelist at the Academy of International Business conference in Minneapolis, MN, 2018.

"Determinants of CEO Duality in International Joint Ventures," Paper presented at the Strategic Management Society Conference in San Jose, Costa Rica, 2017 (with E. Klijn).

"Partner Selection in R&D Alliances: The Role of Scientist Mobility," Paper presented at the 2017 meetings of the Strategic Management Society in Houston, TX (with S. Pavicevic and R. Devarakonda).

“Renegotiation of Joint Venture Contracts: The Influence of Alternative Governance Mechanisms,” Paper presented at the 2017 meetings of the Society for Institutional and Organizational Economics, Columbia University, New York (with E. Klijn, V. Duplat, and H. Dekker).

“Interfirm Ties through Scientist Mobility: Implications for R&D Partner Selection,” Paper presented at the 2017 meetings of the Academy of Management in Atlanta, GA (with S. Pavicevic and R. Devarakonda).

“Alliance Managers’ Assessment of Outside Options and the Propensity to Switch Alliance Partners,” Paper presented at the 2017 meetings of the Academy of Management in Atlanta, GA (with N. Hampl, W. Hoffmann, and T. Knoll).

“The Effect of Legal Institutions on the Design of Dispute Resolution Mechanisms in IJVs,” Paper presented at the 2017 meetings of the Academy of Management in Atlanta, GA (with S. Devarakonda, E. Klijn, and V. Duplat).

“When Friends are Located Near Enemies: Knowledge Protection Concerns in R&D Alliances,” Paper presented at the 2016 meetings of the Academy of Management in Anaheim, CA (with W. Ryu and B. McCann).

“Effects of Multimarket Contact on the Governance of R&D Alliances,” Paper presented at the 2016 meetings of the Academy of Management in Anaheim, CA (with W. Ryu).

“The Bargaining Effect of Startup Founders and Venture Capitalists on Value-Capturing Rights,” Paper presented at the 2016 meetings of the Academy of Management in Anaheim, CA (with R. Devarakonda and H. Tadikonda).

“Alliance Design,” Plenary presentation at the 2016 BYU-University of Utah Winter Strategy Conference in Park City, UT.

“Effects of Multimarket Contact on the Governance of R&D Alliances,” Paper presented at the 2015 meetings of the Strategic Management Society in Denver, CO (with W. Ryu).

“Founder CEO and M&A Behavior and Performance: Evidence from IPO Firms,” Paper presented at the 2015 meetings of the Strategic Management Society in Denver, CO (with J. Lee and J. Kim).

“The Effect of Founders’ Credentials on Cooperative Agreements of Startups,” Paper presented at the 2015 meetings of the Academy of Management in Vancouver, BC (with R. Devarakonda).

“How Multimarket Competition Fosters Collaboration: Mutual Forbearance and Market Power Effects,” Paper presented at the 2015 meetings of the Academy of Management in Vancouver, BC (with W. Ryu and T. Brush).

"The Effect of Founders' Credentials on Allocation of Risk in Cooperative Agreements," Paper presented at the 2015 meetings of the Academy of Management in Vancouver, BC (with R. Devarakonda).

"Effects of Multimarket Contact on the Governance of R&D Alliances," Paper presented at the 2015 meetings of the Strategic Management Society in Denver, CO (with W. Ryu).

"Founder-CEO and M&A Behavior and Performance: Evidence from IPO Firms," Paper presented at the 2015 meetings of the Strategic Management Society in Denver, CO (with J.M. Lee and J. Kim).

"Effects of R&D Investments and Signals on International Acquisitions: Evidence from IPO Firms," Paper presented at the 2014 meetings of the Academy of Management in Philadelphia, PA (with C.-W. Wu).

"Agglomeration Effects and Alliance Governance," Paper presented at the 2013 meetings of the Strategic Management Society in Atlanta, GA (with S. Devarakonda and B. McCann).

"Contract Design, Trust, and Alliance Outcomes," Session chaired at the 2013 meetings of the Strategic Management Society in Atlanta, GA.

"When Do Affiliations with VCs Matter? Payment Structures in High-Tech Partnerships," Paper presented at the 2013 meetings of the Academy of Management in Orlando, FL (with S. Devarakonda and R. Devarakonda).

"Alliance Contracts, Bargaining Power, Network Effects, and Value Appropriation in Alliances," Paper presented at the 2013 meetings of the Academy of Management in Orlando, FL (with U. Ozmel, D. Yavuz, and T. Zenger).

"Governing Committees and Knowledge Transfer in Alliances," Paper presented at the 2013 meetings of the Academy of Management in Orlando, FL (with S. Devarakonda).

"Agglomeration and the Choice of Alliance and Acquisition," Paper presented at the 2012 meetings of the Academy of Management in Boston (with B. McCann and N. Lahiri).

"The Impact of Signals and Rivals' M&As on the Acquisition of High-Technology Ventures," Paper presented at the 2012 meetings of the Academy of Management in Boston (with C.-W. Wu and U. Ozmel).

"Beyond Contracts: Governing Structures in Nonequity Alliances," Paper presented at the 2012 meetings of the Academy of Management in Boston (with S. Devarakonda).

"Board Composition in International Joint Ventures," Paper presented at the 2012 meetings of the Strategic Management Society in Prague, Czech Republic (with I. Cuypers, G. Ertug, and B. Bensaou).

“Country Distance and Entry Managers’ Preferences for Entry Mode Choice,” Paper presented at the 2012 meetings of the Strategic Management Society in Prague, Czech Republic (with A. Ariño, X. Sobrepere, and B. Tyler).

“Board Level Control in R&D Minority Equity Alliances in the Biotech Industry,” Paper presented at the 2011 meetings of the Academy of Management in San Antonio, TX (with S. Devarakonda).

“Acquisition Probability of Rivals: Information Spillovers from IPOs,” Paper presented at the 2011 meetings of the Academy of Management in San Antonio, TX (with C.-W. Wu).

Session Facilitator, “Acquisitions: Capabilities and Processes,” 2011 meetings of the Strategic Management Society in Miami, FL.

Session Facilitator, “Understanding Initial Public Offerings Better,” 2011 meetings of the Strategic Management Society in Miami, FL.

“Bid Premiums for Acquisitions of IPO Firms,” Paper presented at the 2010 meetings of the Academy of Management in Montreal, CA (with C.-W. Wu).

“Termination Agreements in M&A Contracting,” Paper presented at the 2010 meetings of the Academy of Management in Montreal, CA (with C.-W.- Wu).

“Board Mandates in International Joint Ventures,” Paper presented at the 2010 meetings of the Academy of Management in Montreal, CA (with E. Klijn).

“A Signaling Theory of Entry Mode: Evidence from IPO Firms,” Paper presented at the 2010 meetings of the Strategic Management Society in Rome, Italy (with R. Ragozzino).

“Network Interdependencies: Relationships between Venture Capital and Strategic Alliances,” Paper presented at the 2009 meetings of the Academy of Management in Chicago, IL (with U. Ozmel and R. Gulati).

“Sourcing Capabilities through Alliances: A Study of the Semiconductor Industry,” Paper presented at the 2009 meetings of the Academy of Management in Chicago, IL (with N. Lahiri).

“Evaluating the Choice between International Joint Ventures and Divestitures: Evidence from Host Country Executives,” Paper presented at the 2008 meetings of the Strategic Management Society in Cologne, Germany (with T. Tong, B. Tyler, and S. Zhang).

“Geographic Distance and M&A Markets: IPOs as Information Diffusion Mechanisms,” Paper presented at the 2008 meetings of the Strategic Management Society in Cologne, Germany (with R. Ragozzino).

Session Facilitator, “Knowledge, Collaboration, and Performance,” 2008 meetings of the Strategic Management Society in Cologne, Germany.

Showcase Symposium Participant, "Alliance Portfolios: The Questions We Ask," 2008 meetings of the Academy of Management in Anaheim, CA.

Showcase Symposium Participant, "Real Options and Sustainable Competitive Advantage," 2008 meetings of the Academy of Management in Anaheim, CA.

"Real Options and International Investment: New Developments and Future Research Directions," Panelist at the 2008 meetings of the Academy of International Business in Milan, Italy.

"US Top Executives' Assessment of International Joint Ventures in China." Paper presented at the 2008 meetings of the Academy of Management in Anaheim, CA (with B. Tyler and T. Tong).

"A Future Agenda for Research on Alliances and Networks." Panelist at the 2008 BYU-University of Utah Winter Strategy Conference in Sundance, UT.

"New Research Directions in Organizational Economics and External Corporate Development." Emerging Scholar Award Session at the 2007 meetings of the Strategic Management Society in San Diego, CA.

Session Facilitator, "Discussions about Firm Boundaries," 2007 meetings of the Strategic Management Society in San Diego, CA.

"Initial Public Offerings and the Acquisition of Newly-Public Firms," Paper presented at the 2007 meetings of the Strategic Management Society in San Diego, CA (with R. Ragozzino).

"United States Top Executives' Evaluations of Foreign Direct Investment Opportunities In China: A Multi-Theoretical Perspective," Paper presented at the 2007 meetings of the Strategic Management Society in San Diego, CA (with B. Tyler).

"Contractual Complexity and Alliance Dynamics," Paper presented at the symposium "After the Ink Has Dried: Post-Contracting Processes in Interfirm Relationships" at the 2007 meetings of the Academy of Management in Philadelphia, PA (with A. Ariño).

"The Impact of Information Technology Capabilities on Alliance Scope and Performance," Paper presented at the 2007 meetings of the Academy of Management in Philadelphia, PA (with C. Lioukas and M. Zollo).

"Does Time Heal All Wounds? Investment Constraints in Newly-Public Firms," Paper presented at the 2007 meetings of the Academy of Management in Philadelphia, PA (with F. Chaddad).

"An Exploratory Analysis of Multiple Formation Motives by IJV Partners," Paper presented at the 2007 meetings of the Academy of International Business in Indianapolis, IN (with P. Buckley, E. Klijn, and K. Glaister).

“Contracting Costs in Outsourcing Partnerships: An Investigation of Termination Provisions,” Paper presented at the 2006 meetings of the Academy of Management in Atlanta, GA and the Academy of International Business Studies in Beijing, China (with A. Ariño, K. Mayer, and J. Jane).

“The Impact of Domestic and International Joint Ventures on Industrial Rates of Return, 1986-2002,” Paper presented at the 2006 meetings of the Academy of International Business Studies in Beijing, China (with T. Tong).

“Agency Theory and Growth Option Value: Effects of Incentive Alignment and Monitoring Mechanisms,” Paper presented at the 2006 meetings of the Academy of Management in Atlanta, GA (with T. Alessandri, R. Dharwadkar, and T. Tong).

“Geographic Distance and M&A Markets: IPOs as Information Diffusion Mechanisms,” Paper presented at the 2006 meetings of the Academy of Management in Atlanta, GA (with R. Ragozzino).

“Firm and Industry Influences on Growth Option Value,” Paper presented at the 2005 meetings of the Academy of Management in Honolulu, HA and the 2005 meetings of the Strategic Management Society in Orlando, FL (with T. Tong).

“Adverse Selection in Acquisitions of New Ventures: The Roles of Alliances and IPOs in M&A Design,” Paper presented at the 2005 meetings of the Academy of Management in Honolulu, HA and the 2005 meetings of the Strategic Management Society in Orlando, FL (with R. Ragozzino).

“Strategic Alliances as Governance Structures and Contractual Forms.” Presentation at showcase symposium on “Contracts for Innovation” at the 2005 meetings of the Academy of Management in Honolulu, HA.

“Sources of Valuable Growth Options: A Multi-Country Analysis,” Paper presented at the 2005 meetings of the Academy of International Business in Quebec City, CA (with T. Tong, T. Alessandri, and A. Chintakinanda).

“Vicarious Learning and Firm Performance in Cross-Border Acquisitions,” Paper presented at the 2005 meetings of the Academy of International Business in Quebec City, CA (with O. Shenkar and Q. Zhou).

“Collaborative Strategy: Insights from M&A,” Panelist at the 2004 Advances in Alliance Strategies Conference in Kingston, Ontario.

“Share Contracts in Corporate Acquisitions,” Paper presented at the 2004 meetings of the Academy of Management in New Orleans, LA and the 2004 meetings of the Strategic Management Society in San Juan, PR (with R. Ragozzino).

“International Joint Ventures and the Value of Growth Options,” Paper presented at the 2004 meetings of the Academy of Management in New Orleans, LA and the 2004

meetings of the Academy of International Business in Stockholm, Sweden (with T. Tong and M. Peng).

“Empirical Evidence,” Session chaired at the 2004 Real Options: Theory Meets Practice Conference in Montreal, CA.

“Junior Strategy Scholar Sessions,” Discussant at the 2004 BYU-University of Utah Winter Strategy Conference in Park City, UT.

“Strategic Alliances and Trust,” Session chaired at the 2003 meetings of the Strategic Management Society in Baltimore, MD.

“Strategic Alliances as Contractual Forms,” Paper presented at the 2003 meetings of the Academy of Management in Seattle, WA and at the 2003 meetings of the Strategic Management Society in Baltimore, MD (with A. Ariño).

“Corporate Investment Decisions and the Value of Growth Options,” Paper presented at the 2004 UCLA – Northwestern University conference on Real Options in Montreal, the 2003 meetings of the Academy of Management in Seattle, WA, and at the 2003 meetings of the Strategic Management Society in Baltimore, MD (with T. Tong).

“Performance Implications of M&A: A Comparison of Entrepreneurial and Established Acquirers,” Paper presented at the 2003 meetings of the Academy of Management in Seattle, WA (with R. Ragozzino).

“Switching Options and Coordination Costs in Multinational Firms,” Paper presented at the 2003 meetings of the Academy of International Business in Monterey, CA (with T. Tong).

“The Extended M&A Process: Understanding the Role of IPOs in Corporate Strategy,” Paper presented at the 2002 meetings of the Academy of Management in Denver, CO (with J.-C. Shen).

“Alliance Dynamics for Entrepreneurial Firms,” Paper presented at the 2002 meetings of the Academy of Management in Denver, CO and at the 2002 Babson Kauffman Entrepreneurship Research Conference in Boulder, CO (with A. Ariño).

“Causal Ambiguity in Strategy and Organization Theory,” Discussant at the 2002 meetings of the Academy of Management in Denver, CO.

“Contingent Payouts in International Acquisitions,” Paper presented at the 2002 meetings of the Academy of International Business in San Juan, Puerto Rico (with O. Shenkar and R. Ragozzino).

“Integrating Option Thinking into International Business Theories,” Co-chair and panelist at the 2002 meetings of the Academy of International Business in San Juan, Puerto Rico.

“Sequential Divestiture through Initial Public Offerings,” Paper presented at the 2001 meetings of the Strategic Management Society in San Francisco, CA (with J.-C. Shen).

“Capturing Value from Innovation,” Session chaired at the 2001 meetings of the Strategic Management Society in San Francisco, CA.

“Experiential Learning in International Joint Ventures: Obstacles and Opportunities,” Paper presented at the IMD conference on Cooperative Strategies and Alliances and at the 2001 meetings of the Academy of International Business in Sydney, Australia (with M. Zollo and K. M. Park).

“Governance Changes in Strategic Alliances: Antecedents of Contractual Renegotiations,” Paper presented at the 2001 meetings of the Academy of Management in Washington, DC (with A. Ariño).

“Experience Spillovers across Corporate Development Activities,” Paper presented at the 2001 meetings of the Academy of Management in Washington, DC (with M. Zollo).

“Do Make or Buy Decisions Matter? The Influence of Organizational Governance on Technological Performance,” Paper presented at the Wharton Conference on Technology Strategy, 2001 (with M. J. Leiblein and F. Dalsace).

“Real Options: Prospects and Limitations for Strategy Applications,” Panelist and discussant at the BYU-University of Utah Winter Strategy Conference, 2001.

“How Real are Real Options? The Case of International Joint Ventures,” Paper presented at NYU mini-conference on international strategy and at the 2000 annual meetings of the Strategic Management Society in Vancouver, Canada.

“Termination Outcomes of High-Tech Alliances: Bridging Firm- and Transaction-Specific Antecedents,” Paper presented at the 2000 annual meetings of the Academy of Management in Toronto, Canada (with H. Singh and M. Zollo).

“Contingent Ownership and Control in International Joint Ventures,” Paper presented at the 2000 annual meetings of the Academy of Management in Toronto, Canada.

“Agency Hazards and International Joint Venture Portfolios,” Paper presented at the 2000 annual meetings of the Academy of International Business in Phoenix, Arizona.

“Post-Formation Dynamics in High-Tech Alliances,” Paper presented at the 1999 annual meetings of the Academy of Management in Chicago, Illinois (with H. Singh and M. Zollo).

“Building a Foreign Sales Base: The Roles of Capabilities and Alliances for Entrepreneurial and Established Semiconductor Firms,” Paper presented at the 1999 annual meetings of the Academy of Management in Chicago, Illinois (with M. J. Leiblein).

"Alliance Experience Trajectories and the Performance of High-Tech Collaborative Agreements," Paper presented at the Duke mini-conference on multi-level analysis and at the 1999 annual meetings of the Strategic Management Society in Berlin, Germany (with H. Singh and M. Zollo).

"Vertical Alliance Strategies in the Semiconductor Industry: Restructuring and its Effect on Technological Capabilities," Paper presented at the 1999 annual meetings of the Strategic Management Society in Berlin, Germany (with M. J. Leiblein).

"Asymmetric Information and Joint Venture Performance," Paper presented at the 1999 annual meetings of the Academy of International Business in Charleston, South Carolina and the 1998 annual meetings of the European International Business Academy in Jerusalem, Israel (with M. P. Koza).

"Downside Risk Implications of Multinationality and International Joint Ventures," Paper presented at the 1999 annual meetings of the Academy of International Business in Charleston, South Carolina (with M. J. Leiblein).

"Parent Firm Performance across International Joint Venture Life-Cycle Stages," Paper presented at the 1998 annual meetings of the Academy of International Business in Vienna, Austria.

"An Analysis of the Effects of Firm Capabilities and International Collaboration on the Foreign Sales of Semiconductor Firms," Paper presented at the 1998 annual meetings of the Strategic Management Society in Orlando, Florida (with M. J. Leiblein).

"International Joint Venture Instability: Collaborative Failure Versus Corporate Flexibility," Paper presented at the 1997 annual meetings of the Academy of International Business in Monterrey, Mexico.

"Enduring/Surviving: Alliances and Joint Ventures," Session chaired at the 1997 annual meetings of the Strategic Management Society in Barcelona, Spain.

"Shareholder Wealth Effects of Joint Venture Termination: A Transaction Cost Analysis," Paper presented at the 1997 annual meetings of the Academy of Management in Boston, Massachusetts.

"Agency Costs and the Performance Implications of International Joint Venture Internalization," Paper presented at the 1996 annual meetings of the Academy of Management in Cincinnati, Ohio (with K. D. Miller).

"Asymmetric Corporate Exposures to Foreign Exchange Rates," Paper presented at the 1995 annual meetings of the Academy of International Business in Seoul, Korea (with K. D. Miller).

"Firm Strategy and Economic Exposure to Foreign Exchange Rate Movements," Paper presented at the 1994 annual meetings of the Academy of International Business in Boston, Massachusetts (with K. D. Miller).

INVITED SEMINARS AND CONFERENCES

Aalto University, Helsinki, 2012
Arizona State University, 2010
Brigham Young University, 2008, 2016
Babson College, 2015
Carnegie Mellon University, 2003
Catholic University of Louvain, 2013
Chinese University of Hong Kong, 2016
City University London, 2016
City University of New York, 2008
Clemson University, 2017
Columbia University, 2019
Copenhagen Business School, 2006
Duke University, 1999, 2008
EDHEC, 2014
Emory University, 1997
Erasmus University, 2006, 2007, 2011
ESADE, Barcelona, 2013
ESSEC, Paris, 2014
ETH Zürich, 2014, 2016
Fordham University, 2016
Freie Universität, Berlin, 2012
Georgia State University, 2012, 2013, 2014
Harvard University, 2000, 2015
HEC, Jouy-en-Josas, France, 1997, 1998
HKUST, Hong Kong, 2013
IESE, Barcelona, Spain, 1999, 2000, 2004, 2005, 2008
IMD, Lausanne, Switzerland, 2001
Imperial College London, 2016
Indiana University, 2001, 2005
INSEAD, Fontainebleau, France, 2000, 2001, 2006, 2014, 2015
Instituto Empresa (IE), Madrid, 2013
ISM University of Management and Economics, Lithuania, 2018
London Business School, 1997
London School of Economics, 2003
Marquette University, 2003
MIT, 2015
Michigan State University, 2002
Nankai University, 2014, 2016
National Chengchi University, Taiwan, 2005
National Taiwan University, 2005, 2019
New York University, 2000
Northeastern University, 2011
Ohio State University, 2000, 2001, 2002, 2012, 2013
Oxford University, 2015
Peking University, 2010, 2011, 2014
Purdue University, 2001, 2002, 2003, 2007

Queen's University, Canada, 2002, 2003, 2004, 2005
Regis University, 2018
Rice University, 2006, 2014
Rutgers University, 1997
Seoul National University, 2014, 2015
State University of New York, Binghamton, 2004
State University of New York, Buffalo, 2005, 2006
Stockholm School of Economics, 2000
Sun Yat-Sen University, 2011, 2013, 2014
Syracuse University, 2004
Temple University, 2003, 2005, 2006
Texas A&M University, 2011
Thunderbird, 2002
Tilburg University, Netherlands, 2001, 2009, 2015
Tulane University, 1997
Universidad Adolfo Ibañez, Chile, 2017
Universidad Austral, IAE Business School, Argentina, 2017
Universidad Católica de Chile, 2017
Universita della Svizzera Italiana, Lugano, 2018
University of Akron, 2002
University of Arizona, 2009
University of Bocconi, Milan, Italy, 2002, 2007, 2013, 2015
University of Bologna, Italy, 2000
University of Calgary, 2002
University of California, Berkeley, 2018
University of California, Irvine, 2004
University of Cambridge, UK, 2000
University of Catania, Sicily, 2014
University of Colorado, 2007, 2012, 2014
University of Connecticut, 2009
University of Florida, 2011
University of Groningen, 2014, 2017
University of Hong Kong, 2012, 2016
University of Illinois, 2007, 2013, 2014
University of Kansas, 2010
University of Kentucky, 2006
University of Leeds, 2015
University of Leuven, 2013
University of Liverpool, 2018
University of Magdeburg, 2013
University of Maryland, 2012
University of Miami, 2011
University of Michigan, 2002, 2006, 2011
University of Minnesota, 2006, 2012
University of North Carolina, 2002
University of Oklahoma, 2002
University of Oregon, 2017
University of Paderborn, Germany, 2005

University of Passau, 2017, 2018
University of Pennsylvania, 2000, 2001, 2012, 2018
University of Pittsburgh, 2003, 2007
University of Richmond, 2003
University of Rome, 2002
University of South Carolina, 2006
University of Southern California, 2004
University of Tennessee, 2016
University of Texas, El Paso, 2005
University of Utah, 2001, 2004, 2008, 2016
University of Vaasa, Finland, 1999
University of Virginia, 2013
University of Warwick, 2016
University of Western Ontario, 2008, 2014
University of Wisconsin, Madison, 2014
University of Wisconsin, Milwaukee, 2009
Vilnius University, 2018
VU University Amsterdam, 2012, 2018
Washington University, St. Louis, 2017
Wirtschaftsuniversität Wien, 2012, 2014

PROFESSIONAL ACTIVITIES

Editorial Service:

Strategic Management Journal, Associate Editor, Guest Editor of Special Issue on the Interplay of Competition and Cooperation (with Hoffmann, Lavie, and Shipilov)
Strategic Management Review, Founding Editor-in-Chief
Strategy Science, Guest Editor of Special Issue on Strategic Decisions and Integration of Strategic Management Research (with Leiblein and Zenger)
Strategic Management Society, Special Issue Editor of Virtual Special Issue on Alliance Governance (with Ariño, Poppo, and Zenger)
Journal of International Business Studies, Consulting Editor, Special Editor
Global Strategy Journal, Guest Editor of Special Issue on the Design, Governance, and Management of International Alliances (with Contractor)
Journal of Business Venturing, Guest Editor of Special Issue on Entrepreneurial Alliances (with Ireland and Alvarez)
European Management Journal, Guest Editor of Special Issue on Alliance Dynamics.

Editorial Boards:

Academy of Management Discoveries
Academy of Management Journal
Academy of Management Review
British Journal of Management
Organization Science

Strategic Management Journal
Strategy Science
Advances in Strategic Management
Strategic Organization
Journal of International Business Studies
Global Strategy Journal
Journal of Management
Journal of Management Studies
Journal of Business Venturing
International Journal of Strategic Change Management
Management International Review
Multinational Business Review
European Management Journal

Ad Hoc Reviewing:

Administrative Science Quarterly
Advances in International Management
Asia Pacific Journal of Management
California Management Review
European Journal of Operational Research
Financial Management
Human Relations
Industrial and Corporate Change
International Economic Review
International Management
International Review of Economics and Finance
Journal of Business Research
Journal of Economic Behavior and Organization
Journal of Economics
Journal of Marketing
Management Science
Managerial and Decision Economics
Quarterly Review of Economics and Finance
Research Policy
R&D Management
Sloan Management Review
National Science Foundation
Social Sciences and Humanities Research Council of Canada
Israel Science Foundation
Academy of International Business Program Committee
Academy of Management Annual Meetings
Strategic Management Society Program Committee
European International Business Academy Annual Meetings
Financial Times Strategy Research Series
Oxford University Press, Management and Business Division
South-Western College Publishing

Conferences, Committees, and Workshops:

SMR Conference on Corporate Renewal, Columbia University, 2019
Awards Committee, Strategic Management Division, Academy of Management, 2019-
SMR Conference on M&A Strategy and Practice, The Shard, London, 2019
Judge, Best Paper Prize Competition, Strategic Management Society, 2018
Ethics Committee, Board of Directors, Strategic Management Society, 2018
Faculty Panelist, Professional Development Workshop on Alliance Portfolios, Academy
of Management, 2018
Awards and Honors Committee, Board of Directors, Strategic Management Society,
2017, 2018
SMR Conference on Open Innovation, University of California, Berkeley, 2018
Faculty Panelist, Meet the Editor Pre-Conference Workshop, Academy of International
Business Studies, Minneapolis, MN 2018
Membership Committee, Board of Directors, Strategic Management Society, 2017
Emerging Scholar Award Committee, Academy of Management, Business Policy and
Strategy Division, 2017, 2018
Faculty Panelist, Junior Faculty Development Workshop, Strategic Management Society
Conference in San Jose, Costa Rica, 2017
Keynote Plenary Panelist, "Alliance Design," Strategic Management Society Conference
in San Jose, Costa Rica, 2017
Keynote Speaker, International Symposium on Frontier Management Research,
Guangzhou, China, 2017
Meet the Guru Speaker, International Symposium on Frontier Management,
Guangzhou, China, 2017
Advisory Committee, Strategic Management Society conference on corporate alliances
and acquisitions, Costa Rica, 2017
Panelist, "The Latest on the Interplay of Competition and Cooperation," Strategic
Management Society Conference in Houston, TX, 2017
Co-Organizer of a Conference on Entrepreneurship and Collaboration, Boulder, CO,
2017
Task Force on Asian Strategy, Board of Directors, Strategic Management Journal, 2017,
2018
Faculty Panelist, Managing Your Dissertation Workshop, Business Policy and Strategy
Division, Academy of Management, Atlanta, GA, 2017
Faculty Panelist, Doctoral Consortium, Business Policy and Strategy Division, Academy
of Management, Atlanta, GA, 2017
Panelist, Professional Development Workshop on "The Interplay of Competition and
Cooperation: Current Issues and a Future Research Agenda," Business Policy
and Management Division, Academy of Management, Atlanta, GA, 2017
Keynote Plenary Panelist, "Integrating Generations of Strategic Management Research,"
Strategic Management Society Conference, Houston, TX, 2017
Faculty Panelist, Junior Faculty Development Workshop, Strategic Management Society
Conference, Houston, TX, 2017
Keynote Speaker, Entrepreneurship and Collaboration Conference, Boulder, CO, 2017
Chair, Nomination and Selection Committee, Fellows of the Strategic Management
Society, 2016
Search Committee, Chair of the Strategy Research Foundation (SRF), 2016

Search Committee, Editor of the Strategic Entrepreneurship Journal, 2016
 Search Committee, Editor for Media Innovation, Strategic Management Society, 2016
 Awards and Honors Committee, Board of Directors, Strategic Management Society,
 2016-2018
 CK Prahalad Award Committee, Strategic Management Society, 2016-2018
 Emerging Scholar Award Committee, Strategic Management Society, 2016-2018
 Finance Committee, Board of Directors, Strategic Management Society, 2016
 Conference Committee, Board of Directors, Strategic Management Society, 2016
 Board of Directors, Strategic Management Society, 2016-2018
 Junior Faculty Workshop Panelist, Strategic Management Society, Hong Kong, 2016
 Advisory Board, Strategic Management Society Conference, Contextualizing Strategic
 Management in Asia: Institutions, Innovation, and Internationalization, Hong
 Kong, 2016
 Co-Organizer of Invited Conference on Alliances, New Brunswick, NJ, 2016
 Co-Organizer of a SMJ Special Issue Conference on the Interplay of Cooperation and
 Competition, Rome, 2016
 Doctoral Workshop Panelist, Conference on Collaborative Innovation, University of
 Groningen, 2016
 Meet the Editor Panelist, International Symposium on Frontier Theories in
 Management, Guangzhou, China, 2015
 Invited Keynote Speaker, International Symposium on Frontier Theories in
 Management, Guangzhou, China, 2015
 Meet the Guru Speaker, International Symposium on Frontier Theories in Management,
 Guangzhou, China, 2015
 Co-Organizer of SMJ Special Issue Workshop and Discussion Forum, The Interplay of
 Cooperation and Competition, Denver, CO 2015
 Past Division Chair, Business Policy and Strategy Division, Academy of Management,
 2013-2014
 Membership Committee, Fellows of the Strategic Management Society, 2013-2016
 Faculty Panelist, Doctoral Workshop, Strategic Management Society Conference,
 Madrid, Spain, 2014
 Faculty Panelist, Mid-Career Faculty Consortium, International Management Division,
 Academy of Management, Philadelphia, PA, 2014
 Faculty Panelist, Doctoral Consortium, International Management Division, Academy of
 Management, Philadelphia, PA, 2014
 Faculty Panelist, Mid-Career Faculty Consortium, Academy of International Business,
 Vancouver, BC, 2014
 Invited Keynote Speaker, Mini-Conference on Collaboration for Innovation, University
 of Groningen, Netherlands, 2014
 Meet the Editors Publishing Advising Session, International Management Symposium,
 Innovating Business Models for Global Competition, Guangzhou, China, 2013
 Workshop Organizer, BPS Conversations, Business Policy and Strategy Division,
 Academy of Management, Orlando, FL, 2013
 Plenary Organizer, Sociology and Strategy, Business Policy and Strategy Division,
 Academy of Management, Orlando, FL, 2013
 Division Chair, Business Policy and Strategy Division, Academy of Management, 2012-
 2013

Invited Keynote Speaker, Conference on Innovating Business Models for Global Competition, Guangzhou, China, 2013

Faculty Panelist, Mid-Career Faculty Consortium, Business Policy and Strategy Division, Academy of Management, Orlando, FL, 2013

Organizer, Junior Faculty Paper Development Workshop, Academy of Management, Orlando, FL, 2013

New Doctoral Student Consortium Panelist, Academy of Management, Orlando, FL, 2013

Faculty Panelist, Doctoral Consortium, Research Methods Division, Academy of Management, 2013

Chair, Cooperative Strategies Interest Group, Strategic Management Society, 2012-2013

Program Chair, Strategic Management Society Special Conference, Competing and Cooperating in and for China, Guangzhou, China, 2012

Faculty Participant, Paper Development Workshop, Strategic Management Society Special Conference, Guangzhou, China, 2012

Program Chair, Cooperative Strategies Interest Group, Strategic Management Society, 2012

Chair, Wiley-Blackwell Best Dissertation Award Committee, Business Policy and Strategy Division, Academy of Management, 2012

Faculty Participant, Doctoral Workshop, Strategic Management Society conference, Prague, 2012

Invited Panelist, SMS Emerging Scholar Panel on "The Future of Alliance Research," Strategic Management Society conference, Prague, Czech Republic, 2012

Panel Organizer, Strategy Research Foundation (SRF) Dissertation Panel, Strategic Management Society conference, Prague, Czech Republic, 2012

Organizer, Junior Faculty Paper Development Workshop, Academy of Management, Boston, 2012

Pre-Conference Development Workshop, Panelist, Paper Development Workshop on Alliance Portfolios, Academy of Management, Boston, 2012

Pre-Conference Development Workshop on Experimental Research, Panelist, Academy of Management, Boston, 2012

Division Chair Elect, Business Policy and Strategy Division, Academy of Management, 2011-2012

Invited Plenary Speaker, European Academy of Management, 2012

Faculty Member, CCC Doctoral Consortium, University of Maryland, 2012

Invited Panelist and Faculty Advisor, AMJ Special Issue Workshop on East Meets West in Management Research, Beijing, China, 2011

Co-Founder, Cooperative Strategies Interest Group, Strategic Management Society, 2011

Conference Organizer, Midwest Strategy Meetings, 2011

New Doctoral Student Consortium Panelist, Academy of Management, San Antonio, TX, 2011

Invited Speaker, Launch of Guanghua-Cisco Leadership Institute, Beijing, China, 2011

Amsterdam Business Research Institute, Strategic Entrepreneurship Workshop, 2011

Invited Panelist, Strategic Management Society Workshop on "Resource Acquisition, Development, Deployment, and Redeployment", Ft. Lauderdale, FL, 2011

Invited Panelist, Strategic Management Society Workshop on "Coopetition, Coevolution, and Global Strategy," Coral Gables, FL, 2011

Invited Panelist, "Corporate Strategy: Emerging Perspectives," Corporate Strategy Interest Group, Strategic Management Society, Miami, FL, 2011
 Chief Grants Officer, Strategy Research Foundation, 2010-2013
 Executive Committee, Strategy Research Foundation, 2010-2013
 Program Chair, Business Policy and Strategy Division, Academy of Management, 2010-2011 (Elected)
 Invited Keynote Panelist, International Association for Chinese Management Research, Shanghai, China, 2010
 Doctoral Consortium Panelist, International Association for Chinese Management Research, Shanghai, China, 2010
 Invited Speaker, Inaugural conference for the launch of the *Global Strategy Journal*, 2010
 Five-Year Review Committee, Business Policy and Strategy Division, Academy of Management, 2010-2011
 Co-Founder, Midwest Strategy Meetings, 2010
 Program Chair, Strategic Management Society conference, Washington, DC, 2009
 Governance Track Organizer, Business Policy and Strategy Division, Chicago, IL, 2009
 Pre-Conference Developmental Workshop Facilitator, "Alliances and Acquisitions: Identifying Commonalities and Setting a New, Cross-Fertilized Agenda," Academy of Management, BPS Division, Chicago, IL, 2009
 Pre-Conference Developmental Workshop Panelist, "Entrepreneurship Methods," Academy of Management, Entrepreneurship Division, Chicago, IL, 2009
 Assistant Program Chair, Business Policy and Strategy Division, Academy of Management, 2009-2010 (Elected)
 Doctoral Consortium Panelist, Strategic Management Society conference, Cologne, Germany, 2008
 Best Paper Award Committee, Strategic Management Society conference, Cologne, Germany, 2008
 Doctoral Consortium Panelist, Babson Entrepreneurship Conference, 2008
 Senior Scholar Mentor, Society for Entrepreneurship Scholars Bootcamp, Solitude, UT, 2008
 Doctoral Consortium Panelist, Academy of Management, International Management Division, Anaheim, CA, 2008
 Coordinator of Symposia, Academy of Management, Business Policy and Strategy Division, Anaheim, CA, 2008
 Haynes Prize Selection Committee, Academy of International Business, 2008, 2009, 2010
 Pre-Conference Developmental Workshop Panelist, "Asking the Same Questions, But Getting Different Answers: Diverse Perspectives on IORs," Academy of Management, BPS Division, 2008
 Executive Committee, Academy of Management, Business Policy and Strategy Division, 2007-2009
 Dissertation Consortium Panelist, Academy of Management, BPS Division, Philadelphia, PA, 2007
 Co-Chair, Doctoral Consortium, Strategic Management Society, San Diego, 2007
 Program Committee, Strategic Management Society, San Diego, 2007
 Faculty Member, CCC Doctoral Consortium, Atlanta, GA, 2007
 Pre-Conference Developmental Workshop Panelist, "The Management of Alliance Portfolios and their Performance Implications," Academy of Management, BPS Division, Philadelphia, PA, 2007

Pre-Conference Developmental Workshop Panelist, "Partners, Lovers, or Friends: Unresolved Issues in Interorganizational Relationship Research," Academy of Management, BPS Division, Philadelphia, PA, 2007

Scientific Committee, European Academy of Management, Paris, 2007

Judge, Organization Science Dissertation Proposal Competition, 2006

Panelist, Strategic Management Society Doctoral Workshop, Vienna, Austria, 2006

Pre-Conference Workshop Organizer and Panelist, "The Value of Strategic Flexibility," Strategic Management Society, Vienna, Austria, 2006

Conference Organizer, Real Options in Strategy and Entrepreneurship, Chapel Hill, NC, 2006

Faculty Member, CCC Doctoral Consortium, Lausanne, Switzerland, 2006

Doctoral Consortium Panelist, Annual Conference on Corporate Strategy, 2006

Program Committee, Academy of International Business, Beijing, China, 2006

Pre-Conference Developmental Workshop Panelist, "Empirically Investigating Real Options," Academy of Management, BPS/TIM/OMT Divisions, Atlanta, GA, 2006

Pre-Conference Developmental Workshop Panelist, "Research Incubator On Alliance Portfolios," Academy of Management, BPS/TIM/OMT Divisions, Atlanta, GA, 2006

Judge, Organization Science Dissertation Proposal Competition, 2005

Pre-Conference Workshop Organizer and Panelist, "Strategic Alliances and Organizational Governance," Strategic Management Society, 2005

Strategy Track Chair, Academy of International Business, 2005

Best Paper Award Committee, Journal of Management, 2005

Doctoral Consortium Panelist, Academy of International Business, 2005

Pre-Conference Workshop, "Leadership across the Divisions," Academy of Management, 2005

Representative at Large, Corporate Strategy, Strategic Management Society, 2005-2006

Best Paper Award Committee, Strategic Management Society, 2005, 2006, 2007

Conference Organizer, Strategic Alliances: Governance and Contracts, Barcelona, Spain, 2005

Program Committee, Annual Conference on Corporate Strategy, 2005, 2006

Doctoral Workshop Panelist, Strategic Management Society meetings, 2004

Pre-Conference Workshop Organizer and Panelist, "Strategic Alliance Research: Directions, Debate, and Dialogue," Strategic Management Society, 2004

Doctoral Consortium Panelist, Academy of Management, Business Policy and Strategy Division, 2004

Pre-Conference Developmental Workshop Panelist, "Conversations on Business and Competitive Strategy," Academy of Management, BPS Division, New Orleans, LA, 2004

Executive Committee, Corporate Strategy Interest Group, Strategic Management Society, 2003-2004

Research Committee, Academy of Management, Business Policy and Strategy Division, 2003-2006

Doctoral Consortium Panelist, Academy of Management, International Management Division, 2004

Pre-Conference Developmental Workshop Organizer, "The Advantage of Prior Ties: Trust, Routines, or...?," Academy of Management, BPS and OMT Divisions, Seattle, WA, 2003
Conference Organizer, Fisher Conference on Strategic Alliances, 2003
Co-Chair, Corporate Strategy Track, Strategic Management Society meetings, 2003
Invited Panelist, 2002 CIBER Conference on Internationalizing Doctoral Education in Business
Steering Committee Member, Multinationals and Globalization, Strategic Management Society, 2001
McKinsey Best Paper Award Committee, Strategic Management Society, 2001, 2002, 2003
Pre-Conference Developmental Workshop Organizer, "Conversations on Cooperative Strategy," Academy of Management, Business Policy and Strategy Division, Washington, DC, 2001

External Evaluation Requests for Promotion and Tenure Cases:

American University, 2017
Arizona State University, 2011, 2013, 2015
Bocconi University, 2008
Brigham Young University, 2009
CEIBS, 2016
Cheung Kong Graduate School of Business, 2011
Chinese University of Hong Kong, 2013, 2017
City University of New York, 2017
Cornell University, 2005
CUNY, Baruch College, 2006, 2009
Florida Atlantic University, 2011
Florida State University, 2012, 2015
George Mason University, 2011
George Washington University, 2013
Georgetown University, 2017
Georgia Tech, 2005
HEC Paris, 2014, 2016
Hong Kong Polytechnic University, 2015
Hong Kong University, 2012
HKUST, 2016
Indiana University, 2009
INSEAD, 2004, 2008, 2009, 2011, 2015
Instituto Empresa (IE), Madrid, 2013
London Business School, 2017
Loyola University Chicago, 2014
Nanyang Technological University, 2014
New York University, 2010
Northeastern University, 2010, 2011, 2015
Northwestern University, 2013
Ohio State University, 2015, 2017
Purdue University, 2016

Queen's University, 2011
Rensselaer Polytechnic Institute, 2011, 2012
Rice University, 2007, 2009
Rutgers University, 2011
Simon Fraser University, 2009
SUNY Albany, 2018
SUNY Buffalo, 2011
St. John's University, 2017
Syracuse University, 2012
Technion, 2013
Texas A&M University, 2010
Tilburg University, 2016
Tufts University, 2008
Tulane University, 2012
University of Bocconi , 2016
University of Texas, Dallas, 2016
University of Delaware, 2014
University of Illinois, 2008, 2009, 2012, 2017
University of Kansas, 2010, 2012, 2018
University of Michigan, 2013, 2014
University of Minnesota, 2013
University of Nebraska, 2017
University of Notre Dame, 2015
University of Oregon, 2010
University of Pittsburgh, 2010
University of South Carolina, 2009, 2010
University of Texas, Dallas, 2012
University of Texas, El Paso, 2014
University of Toronto, 2012
University of Wisconsin, 2010
University of Wisconsin Milwaukee, 2012
Wake Forest University, 2008
Wayne State University, 2004
Willamette University, 2018
York University, 2008, 2013

INSTITUTIONAL ACTIVITIES

Thesis Committees:

Ariando Anwar, GISMA, MS, 2016
Mona Bahl, Purdue University, 2013, "Direct and Complementary Effects of Knowledge and Governance Mechanisms on Firm Outcomes: A Transition Economy Context"
Emanuele L. M. Bettinazzi, University of Bocconi, "A Stakeholder Based View of Acquisitions," 2016 (external committee member)
Julianne Bock, Leibniz Universität Hannover, MS, 2012

Brenda Bos, University of Groningen, 2016, "Creating Value from Alliance Portfolios: Connecting Internal Structures and External Knowledge Recombination" (external member)

Fernando Chaddad, UNC, 2009, "Agency Theory, Potential for Operational Engineering, and Buyout Activity"

Asda Chintakananda, UNC, 2007, "Managing Entrepreneurial Growth: Timing the IPO"

Ilya Cuypers, Tilburg University, 2010, "Essays on Equity Joint Ventures, Uncertainty, and Experience" (external examiner)

Ramesh Dangol, Purdue University, 2012, "Linking Dynamic Capabilities, Operational Capabilities, and Firm Resources to Performance"

Ramakrishna Devarakonda, Purdue University, 2015, "Founders' Credentials and Performance of Startups" (chair). Finalist for the Wiley-Blackwell Award for Outstanding Dissertation Research, Business Policy and Strategy Division, Academy of Management

Shivaram Devarakonda, Purdue University, 2013, "Administrative Mechanisms in Alliance Governance" (chair)

Supradeep Dutta, Purdue University, 2013, "Role of Private Equity Investment in Technology Start-Ups"

Dina Goudah, GISMA, MS, 2016

Shiau-Ling Guo, Purdue University, 2017, "Contract Design in Inter-Organizational Relationships: Evidence from the US Franchise Systems"

Roula Harb, GISMA, MS, 2016

Margaret Hughes-Morgan, University of Kentucky, 2008, "Investors' Reactions to Competitive Actions among US Rivals: A Step toward Strategic Asset Pricing Theory" (external member)

Akie Iriyama, University of Pittsburgh, 2009, "Real Options in Sequential Stock Acquisitions" (external committee member)

Fabian Kurz, Leibniz Universität Hannover, MS, 2014

Constantinos Lioukas, INSEAD, 2006, "Information and Communication in Strategic Alliances"

Ole Maaz, Leibniz Universität Hannover, MS, 2012

Brian McCann, Purdue University, 2009, "Entry Thresholds in the Entrepreneurial Process"

David McIntyre, UNC, 2007, "Antecedents of Growth in Network Competition: Quality or Quantity?"

Francisco Morales, University of Colorado, in progress

Caterina Moschieri, IESE, 2008, "Essays on Divestitures as Proactive Tools for Corporate Strategy" (external committee member)

Cornelia Niehoff, Leibniz Universität Hannover, MS, 2015

Christoph Pfeuffer, Leibniz Universität Hannover, MS, 2015

Roberto Ragozzino, Ohio State University, 2004, "The Structuring and Performance Implications of Entrepreneurial Acquisitions"

Wonsang Ryu, Purdue University, 2016, "Three Essays on Competition and Cooperation in R&D Alliances" (co-chair)

Arkadiy Sakhartov, Purdue University, 2012, "Investigations into Redeployability of Corporate Resources"

Jens Schmidt, Aalto University, 2012, "Exploiting Value Creating Opportunities: A Demand Based View" (external opponent)

Yannic Schröder, Leibniz Universität Hannover, MS, 2013

Jung-Chin Shen, INSEAD, 2005, "Acquisitions of Public versus Private Firms: Causes and Consequences" (co-chair)

A. Nicole Skinner, University of Colorado, in progress, "Changing the Channel" The Relation Between Information Complexity and Disclosure Channel Richness"

Tony W. Tong, Ohio State University, 2004, "Essays on Growth Options and Corporate Strategy"

Ercan Ünveren, Leibniz Universität Hannover, MS, 2012

Alberto Sa Vinhas, INSEAD, 2002, "Dual Distribution in Business to Business Marketing: A Transaction Interdependence View"

Heli Wang, Ohio State University, 2002, "A Stakeholder Theory of Corporate Diversification"

Hugo Wang, Purdue University, 2013, "The Impact of Controlling Shareholders on Firms' Choices of Governance Provisions"

Stephan Wöbbeking, Leibniz Universität Hannover, MS, 2014

Cheng-Wei Wu, Purdue University, 2012, "Information Costs and Search in M&A Markets," (chair)

Kenneth A. Younge, University of Colorado, 2012, "Employee Mobility and the Appropriation of Value from Knowledge: Evidence from Three Essays" (external member)

Yuchen Zhang, University of Colorado, 2016, "Knowledge Transfer and Recombinant Innovation: Evidence from Three Types of Organizations"

Leeds School Personnel Advisory Committee, 2018-2019

Leeds School Executive Committee, 2018

Leeds Business Insights (LBI) speaker, San Francisco, 2018

Full-time MBA review committee, 2017-

Divisional Executive Committee, 2017-2018

Leeds School Personnel Advisory Committee, 2016-2017

Master's Curriculum Policy Committee, 2016-2017

Leeds School Governance Committee, 2016-2017

Entrepreneurship, Innovation, and Design (EID) Committee, 2016-2017

Center for Education is Social Responsibility (CESR) Performance Evaluation Committee, 2016-

Chair of Faculty Search Committee for Strategy and Entrepreneurship, 2016-2017

PhD Program Committee, 2016-

Coordinator of Guggenheim Distinguished Lecture Series, 2015-

Coordinator of Professional Development Series, 2015-

Personnel Committee, full professor case, 2015

Faculty Advisory Committee, MS in Marketing, 2014-2015

Faculty Advisory Committee, MS in Global Supply Chain Management, 2014-2015

Management Executive Committee, 2012-2015

Task Force for Master's Program in Marketing, 2013

Dean's Council, 2013-2015

Brock Chair Search Committee, chair, 2013-2014

Area Committee for Promotion and Tenure, 2013-2014

Guest Speaker, Society for Human Resource Management (SHRM), Purdue Chapter, 2014
 Department Head Selection Advisory Committee, 2013
 Task Force for One-Year MBA for STEM Professionals, 2013
 Krannert Leadership Development Committee, 2012-2013
 Task Force for Chicago MBA for STEM Professionals, 2013
 Search and Screen Committee for Associate Professor in OBHR, 2012
 Graduation Representative, 2012
 Committee for the Launch of an MS in Accounting, 2011-2012
 Search and Screen Committee for Distinguished Professor in OBHR, 2012
 Executive Committee of the Management Department, 2010-2015
 Management Policy Committee, 2010-2015
 Master's Faculty Committee, 2010-2012
 Graduate Career Services Committee, Chair, 2010-2012
 Magner Chair in Marketing Search and Screen Committee, 2010-2012
 Executive Programs Review Committee, 2009-2012
 Search Committee, GISMA Recruiting in Strategic Management, 2009-2010
 Krannert Weekend speaker, 2010
 Graduate Faculty Fellowship Reviewer, 2009
 Faculty Representative, GISMA Accreditation Meetings, 2009
 MBA Information Day Faculty Speaker, GISMA, 2009
 Area Coordinator, Strategic Management Area, Purdue, 2008-
 Chair, Brock Chair Search Committee, 2008-2010
 PhD Program Advisor for Strategic Management, 2008-
 Executive Programs Advisory Committee, 2008-2013
 Area Promotion and Tenure Committee, 2008, 2010, 2011
 Management Expo Area Representative, 2008
 Commencement Representative, 2008
 Coordinator, Strategy Seminar Series, 2008-
 Lenovo MBA practicum advisor, UNC, 2008
 Coordinator, Strategy Recruiting Committee, UNC, 2007, 2008
 Faculty Adviser, National Black MBA Association Case Competition, UNC, 2006
 Deloitte Case Competition Judge, UNC-Duke, 2004, 2005, 2006, 2007
 Coordinator, Strategy Seminar Series, UNC, 2004-2008
 MBA Core Curriculum Advisory Committee, UNC, 2004
 Coordinator, Strategy Ph.D. Program, OSU, 2002-2003
 Teaching Development Committee, OSU, 2002-2003
 Grade Grievance Committee, OSU, 2002, 2003
 MBA Case Competition Judge, OSU, 2002
 Faculty Advisor, Fisher Consulting Association, 2001-2003
 Ph.D. Oral Exam Committee, OSU, 2000-2003
 Search Committee, Davis Chair in Entrepreneurship, OSU, 2001-2003
 Academic Oversight Committee, Center for Entrepreneurship, OSU, 2001-2003
 Recruiting Committee Member, OSU, 2001-2003
 Coordinator, OSU Strategy Research Seminar Series, 2000-2002
 Coordinator, INSEAD Strategy Research Seminar Series, 1999-2000
 Panelist, INSEAD Corporate Affiliate Program, 2000
 Ph.D. Oral Exam Committee, INSEAD, 1999-2000
 MBA Marketing Event, ABN-AMRO, Budapest, Hungary, 1999

Faculty Advisor, INSEAD Ph.D. Program, 1998-2000

HONORS, GRANTS, AND AWARDS

Finalist, Best Ph.D. Paper Award, Knowledge and Innovation Track, Strategy Management Society, 2018 (with K. Zhang)

Recognized within Top 100 Scholars Cited in Strategic Management Textbooks (33 out of 6326 authors, *Academy of Management Learning and Education*)

Keynote Plenary Panelist, "Integrating Generations of Strategic Management Research," Strategic Management Society Conference in Houston, TX, 2017

Keynote Plenary Panelist, "Alliance Design," Strategic Management Society Conference in San Jose, Costa Rica, 2017

Appointed Chairman, Nomination and Selection Committee of the Fellows of the Strategic Management Society, 2016

Elected to the Board of Directors, Strategic Management Society, 2016-2018

EMBA Excellence in Teaching Award, Purdue University, 2016

Keynote Plenary Panelist, Strategic Management Society Conference in Hong Kong, 2016

Recipient of the Salgo-Noren Outstanding Master's Teaching Award, Voted the Top Professor by the MBA Students, Purdue University, 2015

Wesley J. Howe Best Paper Award, Babson Entrepreneurship Conference, 2015

Recipient of the Strategic Management Society's Best Conference PhD Paper Prize, 2015 (with W. Ryu)

Invited Keynote Speaker, International Symposium on Frontier Theories in Management, Guangzhou, China, 2015

EMBA Excellence in Teaching Award, Purdue University, 2015

Grant for a conference on hybrid organizational forms, innovation, and entrepreneurship, 2015, \$20,000

Named the Guggenheim Endowed Chair, University of Colorado, 2015

EMBA Excellence in Teaching Award, Purdue University, 2014

Fellow, Strategic Management Society, Elected in 2013

Salgo-Noren Outstanding Teaching Award, Runner-Up, 2013

Invited Keynote Speaker, Conference on Innovating Business Models for Global Competition, Guangzhou, China, 2013

Winner, Strategic Management Society Best Paper Award, 2012

Strategic Management Society Best Paper for Practical Implications, Finalist, 2012

Invited Plenary Speaker, European Academy of Management, 2012

Invited Keynote Panelist, International Association for Chinese Management Research, Shanghai, China, 2010

Invited Speaker, Inaugural conference for the launch of the *Global Strategy Journal*, 2010

Outstanding Editorial Board Member Award, *Strategic Management Journal*, 2009

Elected Assistant Program Chair, Business Policy and Strategy Division, Academy of Management, 2009 (>5000 members), five year officer term

Appointed an Associate Editor of the *Strategic Management Journal*, 2009

Appointed a Consulting Editor at the *Journal of International Business Studies*, 2009

Outstanding Reviewer Award, *Academy of Management Journal*, 2009

Conference Sponsorships for SMS Meetings, Accenture and University of Maryland, \$30,000, 2009

Invited speaker, Entrepreneurship Research Exemplars Conference, Academy of Management, Entrepreneurship Division, 2009
Senior scholar mentor, Society of Entrepreneurship Scholars, 2009
Masters Core Distinguished Teacher, 2009, 2010, 2011, 2012, 2013, 2014, 2015
Named the Blake Family Endowed Chair in Strategic Management and Governance, Purdue University, 2008
Best Reviewer Award, *Journal of International Business Studies*, 2008
Net Impact Sustainability Teaching Award, UNC, 2008
Recipient of the Excellence in Teaching Award for the best core course, Fuqua Weekend Executive MBA Program, Duke University, 2007
Emerging Scholar Award for research, education, and professional service, Strategic Management Society, 2007
Outstanding Editorial Board Member Award, *Strategic Management Journal*, 2007
Named the Boyd W. Harris, Jr. Distinguished Scholar, UNC, 2007
Research Distinction Award, University of North Carolina, 2007
Best Reviewer Award, *Journal of Management Studies*, 2007
Grant for a Conference on Real Options Theory, \$20,000, 2006
Most Promising Management Book Award, European Academy of Management, 2006
Best Reviewer Award, Annual Conference on Corporate Strategy, 2005
Best Paper Award, Finalist, 2005 Meetings of the Strategic Management Society
National Science Council of Taiwan, Invited Scholar, 2005
Grant for a Conference on Alliance Contracting, IESE, \$40,000, 2005
Strategic Management Society Best Paper Award, Finalist, 2004
CIBER Grant for a Conference on Strategic Alliances, \$27,500, 2003
CIBER Global Competence Award, \$3250, 2003; \$3500, 2002; \$2500, 2001
Fisher College Small Grant, \$1000, 2001; \$1500, 2002
McKinsey Best Paper Award, Finalist, 2001 Meetings of the Strategic Management Society
McKinsey Best Paper Award, Finalist, 2000 Meetings of the Strategic Management Society
Business Policy and Strategy Doctoral Consortium, Academy of Management, 1996
Center for International Business Education and Research Dissertation Grant, 1996-97
Purdue Research Foundation Research Grants, 1995, 1996-97
Purdue CIBER Grants, 1994-97