

JEFFREY J. REUER

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FACULTY APPOINTMENTS

Blake Family Endowed Chair in Strategic Management (2008-2015; 2024-)
Area Head of Strategic Management (2008-2015)
PURDUE UNIVERSITY

Guggenheim Endowed Chair and Professor of Strategy and Entrepreneurship (2015-2024)
UNIVERSITY OF COLORADO

Professor of Strategic Management and Boyd W. Harris, Jr. Distinguished Scholar (2007-2008)
Associate Professor of Strategic Management (2004-2007)
UNIVERSITY OF NORTH CAROLINA

Associate Professor of Strategy (2002-2003)
Assistant Professor of Strategy (2000-2002)
OHIO STATE UNIVERSITY

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

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 and Design
Information Economics
Real Options Theory
Strategic Decisions Under Uncertainty

TEACHING EXPERIENCE

Core Strategy (BS, MBA, Exec., Ph.D.)
Competitive Strategy (MBA, Ph.D.)
Strategic Investment Decisions (MBA)
Strategic Alliances (MBA, Exec., Ph.D.)
M&A and Corporate Development (Exec.)

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).

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

"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. Mellewigt).

"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).

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

"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).

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

"Contingent Earnouts in Acquisitions of Privately Held Firms," *Journal of Management*, 2009, Vol. 35, No. 4, pp. 857-879 (with R. Ragozzino).

"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.

"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. Li and E. Klijn).

"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).

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

“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).

“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).

Reprinted in: *Virtual Special Issue: Strategy Science’s Contributions to Doctoral Reading Lists*, March 2023.

“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*, 2019, Vol. 52, No. 1, pp. 72-85 (with E. Klijn, H. Volberda, and F. van den Bosch).

“On the Future of International Joint Venture Research,” *Journal of International Business Studies*, 2019, Vol. 50, No. 4, pp. 555-597 (with M. Nippa).

“Safeguarding from the Sharks: Board Representation in Minority Equity Partnerships,” *Organization Science*, 2019, Vol. 30, No. 5, pp. 981-999 (with S. Devarakonda).

"The Effects of Multimarket Contact on Partner Selection for Technology Cooperation," *Strategic Management Journal*, 2020, Vol. 41, No. 2, pp. 267-289 (with W. Ryu and T.H. Brush).

"Foundations and Futures of Strategic Management," *Strategic Management Review*, 2020, Vol. 1, No. 1, pp. 1-33 (with M.J. Leiblein).

"Choosing between Safeguards: Scope and Governance Decisions in R&D Alliances," *Journal of Management*, 2020, Vol. 46, No. 3, pp. 359-384 (with C. Lioukas).

"Renegotiation of Joint Venture Contracts: The Influence of Boards and Prior Ties as Alternative Governance Mechanisms," *Long Range Planning*, 2020, Vol. 53, No. 2, 101856 with H. Dekker, V. Duplat, and E. Klijn).

"Attracting Knowledge Workers to High-Tech Ventures: A Signaling Perspective on Employee Mobility," *Advances in Strategic Management*, 2020, Vol. 41, pp. 415-431 (with K. Zhang and F. Morales).

"Foundations and Futures of Strategic Management: Implications for Chinese Scholarship," *Quarterly Journal of Management*, 2020, Vol. 5, No. 4, pp. 1-21 (in Chinese; with M.J. Leiblein and W. Li).

"Board Leadership Structures in International Joint Ventures," *Global Strategy Journal*, 2020, Vol. 10, No. 4, pp. 700-725 (with E. Klijn).

"Effects of R&D Investments and Market Signals on International Acquisitions: Evidence from IPO Firms," *Journal of Risk and Financial Management*, 2021, Vol. 14, No. 5, pp. 1-37 (with C.-W. Wu).

"The Impact of Industry IPOs on Acquisitions of New Ventures: An Information Spillovers Perspective," *Long Range Planning*, 2021, Vol. 54, No. 1, 101945 (with C.-W. Wu).

"Prioritizing Research in Strategic Management: Insights from Practitioners and Academics," *Strategic Management Review*, 2021, Vol. 2, No. 1, pp. 1-28 (with S. Chaudhuri and M.J. Leiblein).

"Legal Institutional Differences and Arbitration Mechanisms in International Joint Ventures," *Global Strategy Journal*, 2021, Vol. 11, No. 2, pp. 125-155 (with S. Devarakonda, E. Klijn, and V. Duplat).

"Acquirers' Reception of Signals in M&A Markets: Effects of Acquirer Experiences on Target Selection," *Journal of Management Studies*, 2021, Vol. 58, No. 5, pp. 1237-1266 (with C.-W. Wu).

"The Effects of Contract Detail and Prior Ties on Contract Change: A Learning Perspective," *Organization Science*, 2021, Vol. 32, No. 2., pp. 480-499 (with K. Mayer, A. Xing, X. Li, and E. Klijn).

“Economies of Scope and Optimal Due Diligence in Corporate Acquisitions,” *Organization Science*, 2021, Vol. 32, No. 4., pp. 1100-1119 (with A. Sakhartov).

“The Impact of Firm Speed Capabilities on the Decision to Go It Alone or Partner,” *Strategy Science*, 2021, Vol. 6, No. 3, pp. 191-208 (with A. Hawk and A. Garofolo).

“When are Global Decisions Strategic?” *Global Strategy Journal*, 2022, Vol. 12, No. 4, pp. 714-737 (with M. Leiblein, M. Larsen, and T. Pedersen).

“The Impact of Corruption on the Market Reaction to International Strategic Alliances,” *Journal of International Business Studies*, 2022, Vol. 53, No. 1, pp. 187-202 (with C. Li).

“Founder Social Capital and Value Appropriation in R&D Alliance Agreements,” *Research Policy*, 2022, Vol. 51, No. 4, 104474 (with R. Devarakonda and H. Tadikonda).

“Micro-Foundations of R&D Alliance Formation: The Interplay of Scientist Mobility and the Cooperative Context of Collaboration,” *Strategy Science*, 2022, Vol. 7, No. 1, pp. 56-70 (with R. Devarakonda and S. Pavicevic).

“The Impact of Initial Public Offerings on SMEs’ Foreign Investment Decisions,” *Journal of International Business Studies*, 2022, Vol. 53, No. 5, pp. 879-901 (with F. Xiang, P. C. Southam, and P. Beamish).

“Resource Redeployment in Corporate Acquisitions: Going Beyond Horizontal Acquisitions,” *Long Range Planning*, 2023, Vol. 56, No. 6, 102287 (with A. Sakhartov).

“Resource Idling and Capability Erosion,” *Academy of Management Journal*, 2023, Vol. 66, No. 5, pp. 1334-1359 (with J. Ross, T. Li, and A. Hawk).

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).

Frontiers of Strategic Alliance Research: Negotiating, Structuring, and Governing Partnerships, 2019, Cambridge, UK: Cambridge University Press (with F. J. Contractor).

The Oxford Handbook of Entrepreneurship and Collaboration, 2019, Oxford, UK: Oxford University Press (with S. Matusik and J. Jones).

Master Management, 2020, New York, NY: McGraw-Hill (with P. Fadil, J. Lepine, and M. Lepine).

Strategy in a Turbulent Era, 2024, Gloucestershire, UK: Edward Elgar (with A. Hawk, M. Larsen, and M. Leiblein).

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.

“Frontiers of Alliance Research,” 2019, In Contractor, F.J., & Reuer, J.J. (Eds.), *Frontiers of Alliance Research: Negotiating, Structuring, and Governing Partnerships*. Cambridge, UK: Cambridge University Press (with F.J. Contractor).

“Alliance Scope: Theoretical and Empirical Perspectives,” 2019, In Contractor, F.J., & Reuer, J.J. (Eds.), *Frontiers of Alliance Research: Negotiating, Structuring, and Governing Partnerships*. Cambridge, UK: Cambridge University Press (with C. Lioukas).

“Multilateral Alliances: A Review and Research Agenda,” 2019, In Contractor, F.J., & Reuer, J.J. (Eds.), *Frontiers of Alliance Research: Negotiating, Structuring, and Governing Partnerships*. Cambridge, UK: Cambridge University Press (with D. Li, T. Yu, and R. Wu).

“The Interplay of Entrepreneurship and Collaboration,” 2019, In Reuer, J.J., Matusik, S., & Jones, J. (Eds.), *The Oxford Handbook of Entrepreneurship and Collaboration*. Oxford, UK: Oxford University Press (with S. Matusik and J. Jones).

“Information Economics,” In Griffin, R. (Ed.), *Oxford Bibliographies in Management*. New York: Oxford University Press, forthcoming (with S. Bisui).

INVITED SEMINARS AND CONFERENCES

Aalto University, Helsinki, 2012
Arizona State University, 2010
Aston University, UK, 2024
Brigham Young University, 2008, 2016
Babson College, 2015
Carnegie Mellon University, 2003
Carleton University, 2021
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
Frankfurt School of Finance and Management, 2019, 2022
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
Indian Institute of Management, Ahmedabad, 2024
Indian School of Business, 2022
Indiana University, 2001, 2005, 2022
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
LUMSA, Palermo, Sicily, 2019
Macquarie University, 2023
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
Nova University, Portugal, 2021
Ohio State University, 2000, 2001, 2002, 2012, 2013, 2023
Oxford University, 2015, 2020
Peking University, 2010, 2011, 2014
Philipps University Marburg, 2024
Purdue University, 2001, 2002, 2003, 2007, 2022
Queen's University, Canada, 2002, 2003, 2004, 2005
Regis University, 2018
Rice University, 2006, 2014
Rutgers University, 1997, 2021

Seoul National University, 2014, 2015
Shanghai University of Finance and Economics, 2023
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
Technical University Munich, 2022
Temple University, 2003, 2005, 2006
Texas A&M University, 2011, 2022
Thunderbird, 2002
Tilburg University, Netherlands, 2001, 2009, 2015
Tsinghua University, 2023
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 Chicago, 2024
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, 2021, 2023
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, 2021, 2023
University of Pennsylvania, 2000, 2001, 2012, 2018, 2019
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, 2019, 2024
University of Vaasa, Finland, 1999
University of Virginia, 2013
University of Warwick, 2016, 2021
University of Western Ontario, 2008, 2014
University of Wisconsin, Madison, 2014
University of Wisconsin, Milwaukee, 2009
Vilnius University, 2018
VU University Amsterdam, 2012, 2018, 2022, 2024
Washington University, St. Louis, 2017
Wirtschaftsuniversität Wien, 2012, 2014
Xiamen University, 2023
Zhejiang University, 2023

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)
Journal of Management Studies, Guest Editor of Special Issue on Property Rights and Organizational Economics (with Alvarez, Foss, Hesterly, Liu, Markman, and Wang)
Journal of Business Research, Guest Editor of Special Issue on Democracy and International Business (with Adomako, Lee, Lyles, and Sarala)
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
Journal of Risk and Financial Management (Advisory Board)
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
Journal of World Business
Management Science
Managerial and Decision Economics
Quarterly Review of Economics and Finance
Research Policy
R&D Management
Review of Industrial Organization
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:

Dean, Fellows of the Strategic Management Society, 2023, 2024
Keynote Speaker, Professional Workshop, Academy of International Business UKI, Birmingham, UK, 2024
Doctoral Consortium, Academy of International Business UKI, Birmingham, UK, 2024
Co-Organizer, BCG – SMR Conference on Untamed Strategy Issues, New York City, 2023
CK Prahalad Awards Committee, Strategic Management Society, 2023
Keynote Speaker, Innovation, Strategy, and Entrepreneurship Conference, Sydney, 2023
Doctoral Workshop, Faculty Panelist, Strategic Management Society, 2023
SMS Fellows Networking Lunch, Coordinator and Participant, 2023
Co-Organizer, Conference on Strategic Leadership, University of Utah, 2023
Best Paper Judge, Israel Strategy Conference, 2022
Thought Leader Seminar Series, Indiana University, 2022
Co-Organizer, Webinar on Reimagining Capitalism, Strategic Management Society, 2022
Co-Organizer and Panelist, Paper Development Workshop, Strategic Management Review, London, 2022
Faculty Panelist, Doctoral Consortium, Israel Strategy Conference, 2022
Faculty Panelist, Workshop on Writing Better Theory, Academy of Management, 2022
Faculty Panelist, Doctoral Colloquium, Academy of International Business, Reading, UK, 2022
Deputy Dean, Fellows of the Strategic Management Society, 2021, 2022
Co-Organizer, Webinar on Corporate Purpose, Strategic Management Society, 2022
Swiss National Science Foundation Review, 2022
Journal Awards Committee, *Journal of Risk and Financial Management*, 2021
Faculty Panelist, Mid-Career Consortium, Strategic Management Division, Academy of Management, 2021
Distinguished Scholar Award Committee, Strategic Management Division, Academy of Management, 2019-2020
Faculty Panelist, Doctoral Consortium, Strategic Management Society, 2021
Faculty Panelist, Workshop on Writing Better Theory, Academy of Management, 2021
Co-Organizer and Panelist, Webinar on Strategy Practice and Research, Strategic Management Society, 2021
Track Chair, International Corporate Governance Society, 2020
Panelist, “Management Innovation,” Oxford University Mini-Conference, 2020 (with G. Hamel, M. Reeves, P. Tufano).

Panelist, "Creating and Sustaining Competitive Advantage in a Disruptive World'," Paper Development Workshop at the Strategic Management Society, London, 2020

Doctoral Consortium and Strategy Research Foundation Dissertation Workshop, Editor Panel, Strategic Management Society, Minneapolis, MN, 2019

SMR Conference on Corporate Renewal, Columbia University, 2019

Dissertation Consortium, Editor Panel, Strategic Management Division, Academy of Management, Boston, MA, 2019

Awards Committee, Strategic Management Division, Academy of Management, 2019-

SMR Conference on M&A Strategy and Practice, The Shard, London, 2019

Distinguished Service/Scholar Award Committee, Strategic Management Division, Academy of Management, 2019

New Faculty Consortium, Editor Panel, Strategic Management Division, Academy of Management, Boston, MA, 2019

SMR Conference on Coopetition, Palermo, Sicily, 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 Guanghai-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

INSTITUTIONAL ACTIVITIES

Thesis Committees:

Ariando Anwar, Leibniz Universität Hannover, 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)

Sandip Bisui, University of Colorado, 2023, "Essays on the Implications of Information Disclosures on New Ventures' Technologies" (chair)

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"

Jae young Cho, University of Colorado, 2024, "Artificial Intelligence (AI) in Corporate Strategy: AI Acquisition and Alliance" (chair)

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"

Andrew Garofolo, University of Colorado, 2023, "The Time Dynamics of Acquisitions and Entrepreneurial Exit" (co-chair)

Dina Goudah, Leibniz Universität Hannover, MS, 2016

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

Roula Harb, Leibniz Universität Hannover, 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, 2019, "Value Creation and Capture in Corporate Acquisitions: Essays on Inventor Collaboration and Knowledge Transfer" (co-chair)

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, 2019, "Changing the Channel: The Relation Between Information Complexity and Disclosure Channel Richness"

Harsha Tadikonda, University of Colorado, 2020, "Essays on Intellectual Property Litigation" (chair)

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

Cyril (Taewoong) Um, Purdue University, 2023, "Antecedents and Consequences of Venture Capital Contract Design"

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)

Kun Zhang, University of Colorado, 2019, "An Exploration of Knowledge Diffusion through Organizational Boundary Spanning and Mobility" (chair)

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

Management Executive Committee, 2024-

Daniels School of Business Restructuring Task Force, 2024-

Post Tenure Review Committee, 2023-2024

Vice Chancellor's Advisory Committee, University Promotion and Tenure Committee, 2021-2023

Committee on Full Professors' Promotion, Chair, 2021-2022

Executive MBA Committee, 2020-2021

Hybrid Evening MBA Curriculum Committee, 2020

Presentation on Strategic Resilience before Leeds Board, 2019

Evening MBA Curriculum Review Committee, Chair, 2019-2020

Leeds School Personnel Advisory Committee, 2018-2019, 2019-2020

Leeds School Executive Committee, 2018

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

Full-time MBA review committee, 2017-2018

Divisional Executive Committee, 2017-2023

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 in Social Responsibility (CESR) Performance Evaluation Committee, 2016, 2017, 2018

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

PhD Program Committee, 2016-2024

Coordinator of Guggenheim Distinguished Lecture Series, 2015-2024

Coordinator of Professional Development Series, 2015-2017
 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, 2008-2015
 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, 2008-2015
 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 AND AWARDS

Elected Dean, Fellows of the Strategic Management Society, 2023, 2024
Recognized as one of the Top 100 Strategic Management Researchers Worldwide (n=7278; AD Scientific Index), 2024
Recognition for Top 10% Downloaded Paper in 2022, *Global Strategy Journal*, "When are Global Decisions Strategic?", 2024
Nominee, Strategic Management Society Annual Conference Best Paper, 2024
Finalist, Teaching Innovation Award, 2024
Nominee, Strategic Management Society Annual Conference Research Methods Paper Prize, 2024
Appointed to the Board of Regents, Concordia Theological Seminary, 2023
Article selected for inclusion in *Strategy Science's* Contributions to Doctoral Reading Lists, "What Makes a Decision Strategic?", 2023
Executive MBA Faculty Teaching Award, 2023
Top 2% of Scholars Worldwide, Stanford University and Elsevier BV, 2022
Fulbright Distinguished Research Chair Award, 2021
Elected Deputy Dean, Fellows of the Strategic Management Society, elected to a four-year term, 2021, 2022
Recognition for Top 10% Downloaded Paper in 2018-2019, *Strategic Management Journal*, "The Interplay of Competition and Cooperation," 2020
Recognized as being in the Top 1% of Management Researchers (Ioannidis *et al.*, 2019).
Silver Medal for Lifetime Scholarly Contributions to the *Journal of International Business Studies*, 2019
Best Paper Award, Cooperative Strategies, Strategic Management Society, 2019 (with A. Hawk and A. Garofolo).
Recognized as Top 100 Scholar Cited in Strategic Management Textbooks (ranked 33 out of 6326 authors, *Academy of Management Learning and Education*, 2019)
Recognized for Key Contribution to *Strategy Science* in First Ten Issues ("What Makes a Decision Strategic?"), 2019
Finalist, Best Ph.D. Paper Award, Knowledge and Innovation, Strategy Management Society, 2018 (with K. Zhang)
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