

## **ANOOP MADHOK**

Professor, Schulich School of Business  
York University  
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University website:

<http://research.schulich.yorku.ca/client/schulich/FacultyProfile.nsf/webpagekey/anoop+madhok?OpenDocument>

SSRN: <http://ssrn.com/author=53255>

### **EMPLOYMENT:**

Schulich School of Business, York University

- Scotiabank Professorship of International Business and Entrepreneurship, July 2014 – present
- Professor of Strategy, September 2005 - present

Faculty of Economics and Business, Vrije University, Amsterdam

- Visiting Professor, November 2003 – July 2015

David Eccles School of Business, University of Utah

- Professor, July 2005 – June 2006 (on leave)
- Associate Professor, July 1998
- Assistant Professor, July 1993

Rotterdam School of Management, Erasmus University,

- Visiting Full Professor, September 2000 – August 2002

### **AREA OF SPECIALIZATION:**

Strategic Management and International Business Strategy

### **EDUCATION:**

**McGILL UNIVERSITY**, Montreal, Canada

PhD, Faculty of Management, August 1993

Concentration in Business Policy

Minor in International Political Economy

**JOHNS HOPKINS UNIVERSITY**

School of Advanced International Studies, Washington, DC

Master's in International Studies, April 1985

Concentration in International Economics and  
Social Change and Development

**UNIVERSITY OF CINCINNATI**, Cincinnati, Ohio  
Master's in Business Administration, August 1981  
Concentration in Marketing and Management

**ST. XAVIER'S COLLEGE**, Calcutta University, India  
Bachelor of Commerce (Honors), May 1980

**RESEARCH INTERESTS:** Multinational firm behavior; foreign entry mode; interfirm collaboration; theory of the firm; global strategic management

**TEACHING EXPERIENCE:** Undergraduate, graduate and doctoral courses in Business Strategy, International Business and Global Strategic Management.  
[Have taught courses in North America, Europe and Asia]

### **Invited visiting scholar positions**

CEIBS, Shanghai, 2016; Singapore Management University, Singapore, 2016; Grenoble Ecole de Management, Grenoble, France, 2016; University Carlos III de Madrid, Madrid, Spain, 2015; Adam Smith Research Fellow, University of Glasgow, UK, 2013; University of Valencia, Valencia, Spain, 2009; University of Melbourne, Melbourne, Australia, July – December, 2009; University of Science and Technology, Lille, France, October 2007; Massey University, Auckland, NZ, November 2006; EM Lyon, University of Lyon, France, May 2003; HEC, University of Montreal, October 2002; Copenhagen Business School, Denmark, November 1997.

### **Invited seminars/presentations**

2016: HEC Paris; IESE Barcelona; CEIBS, Shanghai; Zhejiang University, Hangzhou; Liverpool Jaiotong University, Suzhou; Singapore Management University; Grenoble Ecole de Management, France

2015: Indian Institute of Management (IIM) Kozhikode, India; IIM Bangalore, India; University of Oviedo, Spain; University of Zaragoza, Spain; University Pablo Olavide, Spain; University of Toledo, Spain

2014: Ecole de Management, Lyon France; University of Grenoble, France; University of Pavia, Italy; Free University of Bolzano, Italy; University of St. Gallen, Switzerland; Universidad EAFIT, Medellin, Colombia

2013: University of Oxford, UK; University of Bath, UK; King's College, University of London, UK; University of Glasgow, UK; Cranfield University, UK; Universidad Carlos III, Madrid, Spain;

Prior to 2013:

Universidad Pablo Olavide, Seville, Spain; University of Valencia, Spain; University of Granada, Spain; University of Cadiz, Spain, University of Salamanca, Spain; University of Leon, Spain; University Rey Juan Carlos, Madrid, Spain; Technological Institute of Costa Rica, Costa Rica; University of Kansas, Lawrence, KA; University of Melbourne, Australia; University of Sydney, Australia; University of Queensland, Brisbane, Australia; University of Adelaide, Australia; University of Canberra, Australia; Victoria University, Wellington, New Zealand; Massey University, Auckland, New Zealand; University of Auckland, New Zealand; Catholic University of Leuven, Belgium; University of Nottingham, UK; University of Zurich, Switzerland; EM Lyons, France; Vrije University, Amsterdam; HEC, University of Montreal; McGill University, Montreal; Bocconi University, Milan; Norwegian School of Management, Oslo; Uppsala University, Sweden; HEC Paris; Erasmus University, Rotterdam; University of Cambridge, UK; London Business School, London; IESE, University of Navarra, Barcelona; Free University, Berlin; University of Bergen, Norway; Vienna University of Economics and Business Administration, Austria; Copenhagen Business School, Denmark; Odense University, Denmark; Institute of International Business, Stockholm School of Economics; Tilburg University, Netherlands

### **Other Honors/ Recognition /Awards**

- McGill University Desautels Faculty of Management Distinguished PhD Alumnus Award, 2009.
- Journal of International Business Studies 2005 Paper of the Decade Award
- Identified as one of 8 academics who are considered as both prolific and influential in global strategy, Journal of International Management, 2006.
- Identified as one of the top contributors worldwide (and top 10 in US) to the resource-based view and international business (Journal of Management, 9, 2001: 803-829).
- Identified among top contributors worldwide (and top 10 in US) in international strategic management research (Journal of International Management vol 9 no 2, 2003).
- 2002 Strategic Management Journal paper identified as among the most influential in the domain of dynamic capabilities
- Finalist, Eldridge E. Haynes Prize (for most promising work by researchers under the age of 40), Academy of International Business, 1994.
- University of Utah Faculty Fellow Award, 1999-2000.
- David Eccles Faculty Fellow, School of Business, University of Utah, 2003-2004 & 2004-2005.
- David Eccles Faculty Award, School of Business, University of Utah, 1997-98 & 1998-99.
- Erasmus Management Research Fellow, Erasmus University, Netherlands, 2000-2002
- Center of International Business Education and Research, University of Utah Research Grant, 2000.
- Dean's Honors List, Ph.D. Dissertation, 1993.
- Social Sciences and Humanities Research Council of Canada Grant (administered through the Graduate School, McGill University), 1992.

- Honorable Mention, Management Education and Development Division, Administrative Sciences Association of Canada Conference, Quebec City, 1992.
- Best Student Paper, International Business Division, Administrative Sciences Association of Canada Conference, 1991.
- National Merit Award, Government of India, 1976.

## RESEARCH AND PUBLICATIONS

### A. REFEREED JOURNAL PUBLICATIONS:

Co-parenting through subsidiaries: A model of value creation in the multinational firm. [With J. Plaberber and C. Pilar]. *Global Strategy Journal*, published online September 5, 2017.

Alliance portfolio configuration and firm performance: A study of resource ambidexterity in the global airline industry. [With U. Wassmer and S. Li]. *Strategic Management Journal*, 2017, 38, 2, 384-394.

Built to Last, Profit or Flip? The Outcomes of Exploration-Exploitation for Start-ups. [With Y. Deutsch, M. Keyhani and M. Lévesque, M.]. *Best Paper Proceedings*, Academy of Management Conference, Anaheim, CA, August 2016.

A critical assessment of firm advantage and implications for multinationals and multinationalizing firms. *Journal of World Business*, 2015, 50, 4, 627-630.

Towards a theory of entrepreneurial rents: A simulation of the market process. [With M. Keyhani and M. Lévesque]. *Strategic Management Journal*, 2015, 36, 1, 76-96.

Understanding alliance evolution and transformation: Adjustment costs and the economics of resource value. [With M. Keyhani and B. Bossink]. *Strategic Organization*, 2015, 13, 2, 91-116.

Exploration-exploitation strategies and exit outcomes of new ventures. [With Y. Deutsch, M. Keyhani and M. Lévesque, M.] *Frontiers of Entrepreneurship Research BCERC Proceedings*, 2015.

Agglomeration and clustering over the industry life cycle: Towards a dynamic model of geographic concentration. [With L. Wang and S. Li]. *Strategic Management Journal*, 2014, 35, 7, 995-1012.

The evolution of strategic management research: Recent trends and new directions. [With L. Guerras and M. Angeles Montoro-Sanchez]. *Business Research Quarterly*, 2014, 17, 2, 69-76.

Towards an action-based perspective on firm competitiveness. [With R. Marques]. *Business Research Quarterly*, 2014, 17, 2, 77-81.

Acquisition as entrepreneurship: Asymmetries, opportunities and the internationalization of multinationals from emerging economies. *Global Strategy Journal*, 2012, 2, 26-40.

Investment and control decisions in foreign markets: Evidence from service industries. [With Jose-Pla Barber and Esther Sanchez-Peinado]. *British Journal of Management*, 2010, 21, 736-753.

The resource-based view reconsidered: Comparative firm advantage, willingness-based isolating mechanisms and competitive heterogeneity. [With Sali Li and Richard Priem]. *European Management Review*, 2010, 7, 91-100.

Emerging markets, emerging theory: Macro- and micro-level perspectives. [With P. Gammelhoft and H. Barnard]. *Journal of International Management*, 2010, 16, 95-101.

Process capabilities and value generation in alliance portfolios [With MB Sarkar and Preet Aulakh]. *Organization Science*, 2009, 20, 583-600.

Towards an integrative perspective on alliance governance: Connecting contract design, trust dynamics and contract application. [With Dries Faems, Maddy Janssens and Bart van Looy]. *Academy of Management Journal*, 2008, 51, 6, 1053-1078.

Trust and formal contracts in interorganizational relationships – Substitutes *and* complements. [With T. Mellewigt and A. Weibel]. *Managerial and Decision Economics*, 2007, 28, 833-847.

Uncertainty, opportunism and governance: The effects of volatility and ambiguity on formal and relational contracting. [With Steve Carson and Tao Wu]. *Academy of Management Journal*, 2006, 49, 1058-1077.

Switching inertia and competitive asymmetry: A demand-side perspective. [With Sali Li, Rohit Verma, and Gerhard Plaschka]. *Decision Sciences*, 2006, 37, 4, 547-576.

How much does ownership really matter? Equity and trust relations in joint venture relationships. *Journal of International Business Studies*, 2006, 37, 4-11.

Revisiting multinational firms' tolerance for joint ventures: A trust-based approach. *Journal of International Business Studies*, 2006, 37, 30-43. (Reprint of earlier 1995 article).

A coevolutionary theory of the multinational firm. [With Carl Liu]. *Journal of International Management*, 2006, 12, 1-21.

Knowledge transfer within the firm: What drives the speed of transfer? [With Carl Liu and Anu Phene], *Management International Review*, 2005, 45 (2), 53-74.

Information processing moderators of the effectiveness of trust-based governance in inter-firm R&D collaboration. [With S. Carson, R. Varman and G. John]. *Organization Science*, 14, 2, 2003, 45-56.

Vertical integration is dead...or is it? [With T. Osegowitsch]. *Business Horizons*, 46, 2 (March-April), 2003, 25-34.

Reassessing the fundamentals and beyond: Ronald Coase, the transaction cost and resource-based theories of the firm and the institutional structure of production. *Strategic Management Journal*, 2002, 23, 535-550.

The influence of customer scope on supplier learning and performance in the Japanese automobile industry. [With K. Nobeoka and J. Dyer]. *Journal of International Business Studies*, 2002, 33, 717-736.

Technology flows across firms and nations: an assessment of the biotechnology industry. [With Thomas Osegowitsch]. *International Journal of Biotechnology*, 2001, 3, no 3/4, 217-243.

The coevolutional advantage: Strategic management theory and the eclectic paradigm. [With Anu Phene]. *International Journal of the Economics of Business*, 2001, 8, 243-256.

Reprinted in J.C. Cantwell and R. Narula (Eds.) *International Business and the Eclectic Paradigm: Developing the OLI framework*, London: Routledge, 2003.

The international biotechnology industry: A dynamic capabilities perspective. [With Thomas Osegowitsch]. *Journal of International Business Studies*, 2000, 31:2, 325-336.

Resources, transactions and rents: Managing value in interfirm collaborative relationships. [With Steve Tallman]. *Organization Science*, 1998, 9:3, 326-339.

The nature of multinational firm boundaries: Transaction costs, firm capabilities and foreign market entry mode. *International Business Review*, 1998, 7:3, 259-290.

Cost, value and foreign market entry mode: The transaction and the firm. *Strategic Management Journal*, 1997, 18:1, 39-62.

Reprinted in Alan M. Rugman (Ed) *International Business: Critical Perspectives on Business and Management*. New York: Routledge, 2002, Vol. II, Ch. 38, p. 412-447.

The organization of economic activity: Transaction costs, firm capabilities and the nature of

governance. *Organization Science*, 1996, 7:5, 577-590.

Knowhow-, experience- and competition-related consideration in foreign market entry: An exploratory investigation. *International Business Review*, 1996, 5:4, 339-366.

Local markets, global education: The firm in the international knowledge economy. *International Management*, 1996, 1:1, 95-100.

Revisiting multinational firms' tolerance for joint ventures: A trust-based approach. *Journal of International Business Studies*, 1995, 26: 1, 117-138.

Reprinted in R. Bachmann and A. Zaheer (Eds.) *Landmark Papers on Trust*. Edward Elgar, 2008.

Reprinted in *Journal of International Business Studies*, 2006, 37 as winner of the JIBS 2005 Decade Award.

Reprinted in M. R. Czinkota & M. Kotabe (Eds.) *Trends in international business: Critical perspectives*, Oxford, UK: Blackwell, 1998, 99-116.

Reprinted in Alan M. Rugman (Ed) *International Business: Critical Perspectives on Business and Management*. New York:Routledge, 2002, Vol. II, Ch. 34, p. 308-330.

Opportunism and trust in joint venture relationships: An exploratory study and a model. *Scandinavian Journal of Management*, 1995, 11: 1, 57-74.

#### B. MANUSCRIPTS UNDER REVIEW/INVITED FOR REVISION:

Built to last, flip or profit? Exploration-exploitation and the survival, acquisition, and profitability of start-ups. [With M. Keyhani. M. Levesque and Y. Deutsch]. Under second review, *Academy of Management Journal*.

Phased acquisitions for disruptive innovation: Toward a micro-level governance perspective. [With D. Faems]. Invited for revision, *Journal of Product Innovation Management*.

Location choice: Agglomeration economies, industry clusters and country of origin clusters [With F. Puig and Z. Shen]. Invited for revision, *Global Strategy Journal*.

Firms, markets and crowds: Revisiting the economics of organizing and the theory of the firm in the new economy. [With H. Tajedin]. Under review, *Academy of Management Review*.

## C. WORKING PAPERS

INV-MNE engagement: Entrepreneurial partnering and new venture internationalization. [With S. Prashantham].

Value creation and capture in the platform economy. With R. Krishna.

## D. BOOK CHAPTERS:

The uncertainty—governance choice debate revisited: Matching problems and solutions in alliance forms. [With F. Konig, T. Mellewigt and I. Weller]. In T.K. Das (Ed), *Governance Issues in Strategic Alliances*, Research in Strategic Alliances Series, IAP Press, 2016, 1-33.

Resource transformation through alliances: The resource-based and relational rents dilemma and implications for the evolution of firm boundaries. [With M. Keyhani, B. Bossink and P. Vlaar]. In T.K. Das (Ed), *Governance Issues in Strategic Alliances*, Research in Strategic Alliances Series, IAP Press, 2016, 131-150.

Ronald Coase and Strategic Management. In M. Augur and D. Teece (eds) *Encyclopedia of Strategic Management*, Palgrave, 2014, in press.

Transitional governance: A critical review of implicit process assumptions. [With D. Faems]. In Cary Cooper (Ed), *Advanced Series on Mergers and Acquisitions*, 2009: 8, 61-78.

Opportunism, trust and knowledge: The management of firm value and the value of firm management. In R. Bachmann and A. Zaheer (eds). *Handbook on Trust*. Edward Elgar, 2006.

Strategic alliances and organizational boundaries: A knowledge-based perspective. In R. Sanchez (Ed.) *Beyond the Boundaries: Integrating Theories of the Firm and Theories of Markets*, Advanced Series in Management, Oxford: Elsevier Pergamon Press, 2006.

The coevolutional advantage: Strategic management theory and the eclectic paradigm. [With Anu Phene]. In J.C. Cantwell and R. Narula (Eds.) *International Business and the Eclectic Paradigm: Developing the OLI framework*, London: Routledge, 2003.

Cooperation and performance in international alliances: The critical role of flexibility. [With Preet Aulakh]. In F. Contractor and P. Lorange (Eds) *Cooperative Strategies and Alliances*, Oxford: Elsevier, 2002, 25-48.

The valuation of alliance knowledge. [With Andrew Inkpen]. In F. J. Contractor(Ed) *The Valuation*



*of Intangible Assets in Global Operations*, Quorum, 2001, 49-63.

Interfirm collaboration: Contractual and competence-based perspectives. In N. Foss and V. Mahnke (Eds.) *Governance, Competence and Entrepreneurship*, Oxford: Oxford University Press, 2000, 276-303.

Transaction (in)efficiency, value (in)efficiency and interfirm collaboration. In D. O. Faulkner and M. de Rond (Eds.) *Cooperative Strategies: Economic, Organizational and Business Issues*, Oxford: Oxford University Press, 2000, 74-95.

Economizing and strategizing in foreign market entry. In P. W. Beamish & J. P. Killing (Eds.) *Cooperative Strategies: North American Perspectives*, San Francisco, CA: The New Lexington Press, 1997, 25-50.

#### E. OTHERS

“Pais trampoline” y “filial trampoline”: Una nueva perspectiva en la internacionalización hacia Latin America”. [With J. Pla-Barber and J. Camps]. *GCG Georgetown University Universia*, 3, 2, 16-28.

Cómo mejorar la expansión interregional de las multinacionales? El caso de las filiales trampolín para Latinoamérica. [With J. Pla-Barber and C. Vilar]. *GCG Georgetown University Universia*, forthcoming.

#### F. RECENT CONFERENCE PRESENTATIONS:

Value creation and capture in the platform economy. [With R. Krishna]. Presented at the Administrative Sciences Association of Canada conference, Montreal, May 2017.

Firms, markets and crowds: Revisiting the economics of organizing and the theory of the firm in the new economy. [With H. Tajedin]. Presented at the Strategic Management Society conference, Berlin, October 2016.

INV-MNE engagement: Entrepreneurial partnering and new venture internationalization. [With S. Prashantham]. Presented at the Frontiers in Alliance Research Conference, New Jersey, Oct 14-15, 2016.

Think globally, act cooperatively: Exploring internationalization and innovation strategies at the INV-MNE interface.

- Centre for Asian Business and Economics Second Annual Conference, Melbourne, Dec 8-9, 2015.
- Strategic Management Society Special Conference, Santiago, Chile, March 19-21, 2015

- Dunning Conference on International Business, Reading UK, June 12-13, 2015
- Academy of International Business Conference, Bangalore, India, June 27-30, 2015

Competing on action: Explaining the competitiveness of emerging market enterprises. [With R. Marques]. University of San Francisco conference on “Cracking the US market: Opportunities and threats for Chinese multinationals, February 2015.

Exploration-exploitation strategies and exit outcomes of new ventures. [With M. Keyhani, M. Levesque & Y. Deutsch]

- Presented at the Babson Entrepreneurship Research Conference, London ON, June 2014. [Published in the Conference Proceeding]

Co-parenting advantage through extra-regional headquarters: Knowledge flows and embeddedness in a model of subsidiary evolution. [With J. Pla-Berber and C. Pilar].

- Presented at the Journal of Management Studies Special Issue Conference, Vienna, Jan 2016.
- Presented at the Academy of International Business – Latin American chapter, Medellin, March 2014 [Best paper of the conference award]
- Presented for the Academy of International Business conference, Vancouver, June 2014. [Best paper nominee]

Extra regional headquarters as competence-creating subsidiaries: A dynamic view of the network MNC. [With J. Pla-Berber and C. Pilar]. Presented at the EIBA Annual Conference, December 2013.

Competing on action: Business models and the emergence of emerging market enterprises. [With R. Marques].

- Presented at the Academy of International Business – Latin America conference, Puebla, Mexico, April 2013.
- Presented at the Strategic Management Society conference, India, December 2013.
- Presented at the Academy of International Business conference, Vancouver, June 2014.
- Presented for the European Academy of Management conference, Spain, June 2014.
- Top 10 downloads on SSRN in the Entrepreneurship Research Network (3 times)

Transitional governance: Connecting pre-transition alliance collaboration with post-acquisition integration. [With D. Faems]. Presented at the Strategic Management Society conference, Prague, Oct 7-9, 2012.

Earning resource-based and relational rents: Managing the tradeoff and implications for the evolution of firm boundaries. [With M. Keyhani and B. Bossink]. Presented at the Strategic Management Society conference, Prague, Oct 7-9, 2012.

Towards a theory of entrepreneurial rents: A simulation of the market process. [With M. Keyhani and M. Lévesque]. Academy of Management conference, Boston, August 3-7, 2012.

Elements of a theory of entrepreneurial rents: A game theoretical model and simulation of the market process. [With M. Keyhani and M. Lévesque]. DRUID conference, Copenhagen, June 19-21, 2012.

An entrepreneurial theory of acquisitions. Administrative Sciences Association of Canada (ASAC) conference, St. John's, Newfoundland, June 9-12, 2012.

Economicus and Buddha: A tale of two paradigms. International Society for Markets and Development conference, Casablanca, Morocco, June 2012.

Returns to entrepreneurship in the market process. [With M. Keyhani and M. Lévesque]. INFORMS annual meeting, Charlotte, North Carolina, Nov 13-16, 2011.

Network Resource Accumulation Strategies, Environmental Uncertainty, and Performance: Evidence from the Global Air Transportation Industry. [With U. Wassmer and S. Li]. Strategic Management Society conference, Rome 2010.

Explaining emerging multinationals' acquisitions in advanced economies: A learning and catch-up perspective on internationalization. Academy of Management conference, Montreal 2010.

Internationalization, acquisition and the emerging market multinational. Academy of International Business, Rio de Janeiro, 2010.

**Best paper nominee**, AIB-Latin America conference.

The uncertainty – governance choice debate revisited: Disentangling transaction cost and resource based explanations of ambiguity and alliance form. [With F. König, T. Mellewigt and I. Weller]. Academy of Management conference, Montreal 2010.

Expanding the Real Options Perspective on Organizational Governance: A Bilateral Process Assessment of Collaborative Ventures' Option Value. [With D. Faems]. Academy of Management conference, Montreal 2010.

Environmental uncertainty, and the relationship between formal contracts and relational governance. [With M. Abdi and P. Aulakh]. of International Business, Rio de Janeiro, 2010.

Springboard strategy: A new perspective on internationalization in Latin America. [With Jose-Pla Berber and J. Champs]. Academy of International Business, Rio de Janeiro, 2010.

Acquisitions as entrepreneurship: Internationalization, acquisition and multinationals from emerging economies. Global Strategy Conference, Chicago, 2010.

Why do weaker firms collaborate with dominant partners. [With Brian Tjemkes]. Presented at the Academy of Management meeting, Chicago IL, 2009.

Time Contingence of Geographic Concentration: Wine Production in Ontario, 1865 – 1974. [With L. Wang and S. Li] *Best paper proceedings of the Academy of Management*, Chicago, 2009.

Unique, learning and emerging: A perspective on the rise of multinationals from emerging economies. [With M. Keyhani]. Presented at the Strategic Management Society Special Conference on India, Hyderabad, December 2008.

Environmental uncertainty, transaction hazards, and the interaction of formal contracts and relational governance. [With Majid Abdi and Preet Aulakh]. Academy of Management meeting, Anaheim CA, August 2008.

Dynamic geographic concentration through the industry life cycle: Wine production in Ontario, 1865-2007. [With Liang Wang]. Academy of Management meeting, Anaheim CA, August 2008.

Towards an integrative perspective on alliance governance: Connecting contract design, trust dynamics and contract application. [With Dries Faems, Maddy Janssens and Bart van Looy]. Academy of Management meeting, Philadelphia, August 2007.

The drivers of opportunism under contractual and relational governance: Disentangling the effects of volatility and ambiguity in interorganizational relationships. [With Steve Carson and Tao Wu].

- Conference on Governance and Contracts, Barcelona, June 2005.
- Conference on Trust, Amsterdam, October 2005

Buyer-supplier Relationship and Switching Inertia. [With S. Li, G. Plaschka and R. Verma]. Decision Sciences Institute Meeting, San Francisco, October 2005.

Ricardo revisited: The resource-based view, comparative advantage and competitive heterogeneity. [With Sali Li]. Organization Science Fall Conference on Competitive Heterogeneity, New Hampshire, November 2004.

The role of organizational processes in generating value in alliance portfolios. [With MB Sarkar and Preet Aulakh].

- Workshop on “Dynamics of Cooperation”, Center for Strategic Alliance, University of Nijmegen, Netherlands, October 2004.
- Academy of Management Conference, Business Policy and Strategy Division, New Orleans, August 2004.

Trust and formal contracts in interorganizational relationships: Substitutes *and* complements. [With Thomas Mellewight and Antoinette Webel].

- European Group for Organizational Studies (EGOS) annual meeting, Slovenia, July 2004.

- Utah Winter Strategy Conference, March 2004.
- Conference on Interorganizational Trust, Amsterdam, October 2003.

**TEACHING****COURSES TAUGHT****PHD SEMINARS**

Networks and Social Capital  
Economic Foundations of Strategy  
Strategic Management Theory  
Interfirm Alliances  
Knowledge and the Firm

**MBA/MS**

Business Strategy  
Strategic Management of Technology and Innovation  
International Business  
International Management and Strategy  
Managing Mergers and Strategic Alliances

**UNDERGRADUATE**

Business Strategy  
International Business  
International Management and Strategy

## SERVICE

### PROFESSIONAL ACTIVITIES:

Editorial Board: Academy of Management Discoveries, Strategic Management Journal, Journal of International Business Studies, Global Strategy Journal, Management and Organization Review.

Past editorial board member: Journal of Management, Journal of World Business and Journal of International Management.

Ad hoc reviewer: Administrative Science Quarterly, Strategic Management Journal, Organization Science, Academy of Management Review, Journal of International Business Studies, California Management Review, Journal of Management Studies, Organization Studies, among others.

Global Strategy Interest Group Representative, Strategic Management Society, 2005-2007.

Faculty Panel, Junior Faculty Consortium, Academy of International Business Conference, Bangalore, June 2015.

Member: Academy of Management, Academy of International Business, Strategic Management Society, and European International Business Association.

External Grant Reviewer, Social Sciences and Humanities Research Council of Canada; Research Grants Council of Hong Kong; Australian Research Council.

### THESIS EXAMINATION COMMITTEE:

Hamed Tajedin, Schulich School of Business, York University. 2016. Three essays on crowdsourcing as a mode of organizing. [Co-supervisor].

**Winner**, PhD Leadership Award in Research, Schulich School of Business.

Mohammad Keyhani, Schulich School of Business, York University. 2014. Entrepreneurial action and entrepreneurial rents. [Co-supervisor]

Zhi Shen, University of Valencia, 2015. Clustering and interorganizational dynamics in foreign market entry strategies: Evidence from Chinese MNEs.

Johannes Drees, University of Amsterdam, 2013. The polycentricity of expansion strategies: Beyond performance as a main driver.

Isabel Estrada, University of Valladolid, Valladolid, Spain, 2012. (External member). Collaboration and value creation in multi-partner R&D alliances: A longitudinal case study on the Acuisost

consortium.

Stam Wouter, Vrije University, Amsterdam, 2008. Does networking work?

Herman van den Berg, University of Toronto, 2008. (External member). Knowledge-based vertical integration: The nature of knowledge and economic firm boundary location.

Brian Tjemkes, University of Nijmegen, Netherlands 2008. (External member). Growing and sharing the pie: A study of performance in strategic alliances.

Dries Faems, Katholieke Universiteit Leuven, 2006. (External member). Collaboration for innovation: Processes for governance and learning in R & D alliances.

K. Sreenivas Rajan, National University of Singapore, 2000. (External examiner). Entry mode choice and feedback modelling of Singaporean multinationals.

Adam Sutcliffe, University of Utah, 1997. (Member). Information technology and transaction governance.

#### DEPARTMENT/COLLEGE:

Strategy Area PhD coordinator, 2005 – 2012.

Chair, MBA Committee, 2003 - 2005

MBA Committee, 2002-2003

Undergraduate Committee, 1999-2000

Chair, Department Recruiting Committee, 1998-1999

MBA Committee, 1996-1998

### MISCELLANEOUS

#### BUSINESS EXPERIENCE:

Imperial Chemical Industries Ltd, Calcutta

Area Manager, 1986-1988

Philips India Ltd, Calcutta

Marketing Executive, 1982

#### OTHER



Languages: Spanish--fully functional; French--working knowledge; Hindi.