

FAROK J. CONTRACTOR

Curriculum Vitae	Page
Education	2
Employment	2
Short Term Teaching and Research Assignments	3
Books/Monographs	4
Refereed Articles	5
Scholarly Non-Refereed Articles	12
Case Studies	19
Chapters In Books	19
Refereed Competitive Papers and Proceedings	24
Other Invited Academic Papers and Conference Proceedings	32
Patent Filing	38
Professional and Other Scholarly Activity	
- Elected Positions	38
- Editorial Boards	39
- Scholarly Recognition	40
- Other Appointments	40
- Guest Editorships	41
- Referee for Journals and Refereed Conferences	41
- Conferences or Panels Organized	42
- Professional Development Lectures	44
- Other Professional and Scholarly Activity	45
- Radio and TV Appearances	46
- Professional Associations	47
- Research Fellowships/Awards	47
- Website: Erudite & Semi-Technical Articles on International Business Topics	47
Doctoral Advising and Work with Doctoral Students	48
Teaching	
- Ph.D.	48
- MBA/Executive MBA	50
- Undergraduate	51
- Teaching Evaluations	52
- Executive Seminars	52
- Other Teaching Capacity	52
- Curriculum/Institutional Development	52
Service to Rutgers University	53
Executive Panels	55
Citation Counts	55
Personal	55

FAROK J. CONTRACTOR

Rutgers University
School of Business
(Newark & New Brunswick)
New Jersey 07102
Telephone: (908) 806-3154

(Mailing Address)
23 Bluebird Court
Flemington
New Jersey 08822
Phone/FAX: (908) 806-3154
FJContractor@Embarqmail.com

EDUCATION

Ph.D.	University of Pennsylvania, Wharton School (Managerial Science and Applied Economics)
M.B.A.	Wharton School, University of Pennsylvania
M.S.	University of Michigan, Ann Arbor, Industrial Engineering
B.S.E.	University of Bombay, India, Mechanical Engineering
Senior Cambridge	Cathedral and John Connon School, Bombay

EMPLOYMENT SUMMARY

Institution	Title	Duties/Curriculum
Rutgers University	<ul style="list-style-type: none"> • Distinguished Professor • Professor I • Assoc. Prof 	Research & Teaching MBA/Ph.D.
Rutgers School of Business		
<ul style="list-style-type: none"> • International Business Dept. 	<ul style="list-style-type: none"> • Department Chair 	Administrative/Leadership
<ul style="list-style-type: none"> • Management & Global Business Department 	<ul style="list-style-type: none"> • Acting Chair 	Administrative/Leadership
<ul style="list-style-type: none"> • CIBER (Center for International Business Education and Research) 	<ul style="list-style-type: none"> • CIBER Research Director 	School and university wide research initiatives
Wharton School University of Pennsylvania	<ul style="list-style-type: none"> • Visiting Lecturer • Instructor (full time) • Asst. Instructor (part time) 	MBA/Undergraduate MBA/Undergraduate MBA/Undergraduate
Tata Group (India)	<ul style="list-style-type: none"> • Executive Officer • Asst. to CEO • Member TAS 	Exports, Investment Analyses, Corporate Development, Government Liaison
University of Michigan	<ul style="list-style-type: none"> • Research Fellow 	International marketing research
Max Factor, Inc.	<ul style="list-style-type: none"> • Industrial Engineer 	Assembly line design

SHORT TERM TEACHING AND RESEARCH ASSIGNMENTS

- | | | | |
|---|-----------------------------------|--------------------|---------------------------|
| • Rutgers International Executive MBA (Singapore) | Professor | Lecturing | 1999 – current |
| • Indian Institutes of Management | Visiting Professor | Lecturing | Spring 2018/19 |
| • Nanyang Technological University (Singapore) | Nanyang Professor | Research/Lecturing | Spring 2005 - Spring 2008 |
| • Theseus Institute (France) | Visiting Scholar | Research/Lecturing | Spring 2002-4 |
| • EDHEC (France) | Visiting Scholar | Research/Lecturing | Spring 2003-4 |
| • University of Monaco (France) | Visiting Scholar | Research/Lecturing | Spring 2003-4 |
| • Fletcher School of Law and Diplomacy (Tufts University) | Visiting Professor | Lecturing/Research | Fall 2000 |
| • Lubin School of Business (Pace University) | Visiting Professor | Lecturing/Research | Spring 1997 |
| • Copenhagen Business School | Visiting Professor | Lecturing/Research | Fall 1995 |
| • Indian Institute of Foreign Trade | Unilever Group Visiting Professor | Lecturing/Research | Spring 1994 |
| • U.S. Educational Foundation | Fulbright Fellow | Lecturing/Research | Spring 1992 |
| • United Nations (CTC) | Visiting Scholar | Research/Advisory | Fall 1988 |

Continued overleaf....

PUBLICATIONS

Books/Monographs

- 1) Frontiers of Strategic Alliance Research: Negotiating, Structuring and Governing Partnerships (edited) Cambridge, UK: Cambridge University Press, 2019. 490 pages.
- 2) Global Outsourcing and Offshoring: An Integrated Approach to Theory and Corporate Strategy, (edited) Cambridge University Press, 2010. 494 pages.
- 3) Cooperative Strategies and Alliances (edited) (Oxford: Elsevier, 2003). 925 pages.
- 4) Valuation of Intangible Assets in Global Operations (edited) Westport, CT: Quorum Books, Greenwood Press, 2001. 374 pages.
- 5) Economic Transformation In Emerging Countries: The Role of Investment, Trade and Finance (edited) Oxford: Elsevier, 1998. 378 pages.
- 6) Government Policies And Foreign Direct Investment, New York, UNCTC, 1991. 68 pages.
- 7) Cooperative Strategies in International Business (edited) Lexington, MA: Lexington Books, 1990, 1989, 1988. 511 pages.
2002 reprint under Oxford : Elsevier ; Also as La Cooperazione Tra Imprese, Milan: Etaslibri, 1990. 589 pages.
- 8) Introduction to International Business (co-authored with P. Gray and B. Jaggi), Philadelphia, PA: Kendall-Hunt, 1986. 228 pages.
- 9) Licensing in International Strategy: A Guide for Planning and Negotiation, Westport, CT and London: Quorum Books, 1985. 254 pages.
- 10) International Technology Licensing: Compensation, Costs and Negotiation Lexington, MA: D. C. Heath & Company, 1981. 194 pages.

(continued overleaf)

PUBLICATIONS

Refereed Articles

- 1) "Can a firm find the balance between openness and secrecy? Towards a theory of an optimum level of disclosure," Journal of International Business Studies, (February 2019). Contractor, F.
- 2) "Viewing Global Strategy Through a Microfoundations Lens," Global Strategy Journal, (forthcoming: on line January 2019), Contractor, F., Foss, N., Kundi S. & Lahiri, S.
- 3) "Internationalization and performance: the role of depth and breadth," Academia Revista Latinoamericana de Administración, (January 2018). 31 (1), 2018. Velez-Calle, A., Sanchez-Henriquez, F. & Contractor, F.
- 4) "Improving the Progress of Research & Development (R&D) Projects by Selecting an Optimal Alliance Structure and Partner Type," British Journal of Management, (November 2017). Choi, J. & Contractor, F.
- 5) "Firm-specific Intangible Assets and Subsidiary Profitability: The Moderating Role of Distance, Ownership Strategy and Subsidiary Experience," Journal of World Business, (November 2016), 51(6): 950-964. Contractor, F., Yang, Y., & Gaur, A.
- 6) "Choosing an Appropriate Alliance Governance Mode: The Role of Institutional, Cultural and Geographical Distance in International Research & Development (R&D) Collaborations," Journal of International Business Studies (February 2016), 47(2): 210 – 232. Choi, J & Contractor, F.J.
- 7) "How the Alliance Pie is Split: Value Appropriation by Each Partner in Cross-Border Technology Transfer Alliances," Journal of World Business, (July 2015), 50 (3): 535–547. Contractor, Farok & Woodley, James.
- 8) "Leveraging India: Global Interconnectedness and Locational Competitive Advantage," Management International Review, (April 2015), 55 (2): 159-179. Contractor, F., Kumar, V. & Dhanaraj, C.
- 9) "Structuring and Governing Alliances: New Directions for Research," Global Strategy Journal, (November 2014), 4 (4): 241 – 256. Contractor, Farok J. & Reuer, Jeffrey.
- 10) "Institutional, cultural and industry related determinants of ownership choices in emerging market FDI acquisitions," International Business Review, (October, 2014), 23(5):931-941. Contractor, Farok J., Lahiri, Somnath, Elango, Bala, & Kundu, Sumit.

Refereed Articles (continued...)

- 11) "A Regional Perspective on Multinational Expansion Strategies: Reconsidering the Three-stage Paradigm," British Journal of Management, (January 2014), 25(1): 42 – 59. Chang Hoon Oh & Contractor, Farok J.
- 12) "Punching Above Their Weight': The Sources of Competitive Advantage for Emerging Market Multinationals," International Journal of Emerging Markets, (November 2013), 8 (4): 304 – 328. Contractor, Farok J.
- 13) "Why Do Multinational Firms Exist? A Theory Note About The Effect of Multinational Expansion on Performance and Recent Methodological Critiques," Global Strategy Journal, (November 2012), 2(4): 318-331. Contractor, Farok J.
- 14) "The Role of Territorial Coverage and Product Diversification in the Multinationality-Performance Relationship," Global Strategy Journal, (May 2012), 2(2): 122-136. Oh, Chang Hoon & Contractor, Farok J.
- 15) "How Tight an Embrace: Choosing the Optimal Degree of Partner Interaction in Alliances Based on Risk, Technology Characteristics, and Agreement Provisions," Global Strategy Journal, (August 2011), 1: 67-85. Contractor, Farok J., Woodley, James A. & Piepenbrink, Anke.
- 16) "Alliance Formation Propensity in a Global Industry Network," International Journal of Strategic Business Alliances, (January 2011), 2 (4): 245-270. Contractor, Farok J., Beldona, Sam & Kim, Changsu.
- 17) "Reconceptualizing the Firm in a World of Outsourcing and Offshoring: The Organizational and Geographical Relocation of High-Value Company Functions," Journal of Management Studies, (December 2010), 47: 1417-1433. Contractor, Farok J.; Kumar, Vikas; Kundu, Sumit K.; Pedersen, Torben.
- 18) "The Influence of Bargaining Power, Mutual Hostages, and Task Characteristics on the Governance Structure of Cross-border Technology Alliances," International Journal of Technology Management, (September 2009), 48 (3): 403-422. Contractor, Farok J. & Woodley, James A.
- 19) "The Influence of Human Capital Investment on the Exports of Services and Goods: An Analysis of the Top 25 Services Outsourcing Countries," Management International Review, (Fourth Quarter 2008), 48 (4): 433-445. Contractor, Farok J. & Mudambi, Susan M.

Refereed Articles (continued...)

- 20) "Interorganizational Cooperation and Our Manifest Destiny: An Evolutionary Perspective," Futures Research Quarterly, (Summer 2007), 23: 5 – 30. Contractor, Farok J.
- 21) "The Nature of the Relationship between International Expansion and Performance: The Case of Emerging Market Firms," Journal of World Business, (December 2007), 42 (4): 401 – 417. Contractor, Farok J.; Kumar, Vikas & Kundu, Sumit K.
- 22) "Is International Business Good for Companies? The Evolutionary or Multi-Stage Theory of Internationalization vs. The Transaction Cost Perspective," Management International Review, (Third Quarter 2007), 47(3): 453-475. Contractor, Farok J.
- 23) "Alliance and Technology Networks: An Empirical Study On Technology Learning in the Global Chemical-Pharmaceutical Industry," International Journal of Technology Management, (February 2007), 38(1/2): 29-44. Kim, Changsu, Beldona, Sam & Contractor, Farok.
- 24) "Explaining Export Performance: A Comparative Study of International New Ventures in Indian and Taiwanese Software Industry," Management International Review, (Fall 2005), 45(3): 83 – 110. Contractor, Farok, Hsu, C-C. & Kundu, Sumit.
- 25) "Alliance Structure and Process: Will the Two Research Streams Ever Meet in Alliance Research?" European Management Review, (Summer 2005), 2(2): 123 – 129. Contractor, Farok J.
- 26) "The Role of Export-Driven Entrepreneurship in Economic Development: A Comparison of Software Exports from India, China, and Taiwan," Economic Forecasting and Social Change, (October 2004), 71(8):799-822. Contractor, Farok J. & Kundu, Sumit.
- 27) "A Three-Stage Theory of International Expansion: The Link Between Multinationality and Performance In The Service Sector," Journal of International Business Studies, (January 2003), 34(1):5-18. Contractor, Farok J., Kundu, S & Hsu, C-C.

Refereed Articles (continued...)

- 28) "The Growth of Alliances in a New Knowledge-Based Economy," International Business Review, (August 2002), 11 (4):485–502. Contractor, Farok J. & Lorange, Peter.
- 29) "How Knowledge Attributes Influence Alliance Governance Choices; A Theory Development Note," Journal of International Management, (Spring 2002), 8(1):11–27. Contractor, Farok J. & Ra, Wonchan.
- 30) "Valuing Intangible Assets and Corporate Knowledge: Some General Principles," Knowledge and Process Management, (October/December 2000), 7(4): 242-255. Contractor, Farok J.
- 31) "Negotiating Alliance Contracts: Strategy and Behavioral Effects of Alternative Compensation Arrangements," International Business Review, (June 2000), 9(3):271-301. Contractor, Farok J. & Ra, Wonchan.
- 32) "What 'International' Sub-Topics are Crucial to Business Education? A Survey of Management School Professors" Journal of International Management, (March 2000), 6(1):61-70. Contractor, Farok J.
- 33) "The Raisons d'Être for International Management as a Field of Study," Journal of International Management, (March 2000), 6(1):3-10. Contractor, Farok J.
- 34) "Perspectives for International IP Managers," Journal of the Licensing Executives Society, (June 1999), 34(2):41-50. Contractor, Farok J.
- 35) "Country Location Choices of Service Multinationals: An Empirical Study of the International Hotel Sector," Journal of International Management, (Winter 1999), 5(4): 299-317. Kundu, S. & Contractor, Farok J.
- 36) "Modal Choice In a World of Alliances: Analyzing Organizational Forms in the International Hotel Sector," Journal of International Business Studies, (Second Quarter 1998), 29(2): 325-357. Contractor, Farok J. & Kundu, S.
- 37) "Franchising Versus Company-Run Operations: Modal Choice in the Global Hotel Sector," Journal of International Marketing, (Spring 1998). 6(2): 28-53. Contractor, Farok J. & Kundu, S.
- 38) "The Compleat Executive: The State of International Business Education and Some Future Directions," The International Executive, (January/February 1997), 39(1): 1-19. Contractor, Farok J.

Refereed Articles (continued...)

- 39) "Explaining Variation In The Degree of Internationalization of Firms: The Case of the Hotel Industry," Journal of International Management, (Spring 1995): 87-123. Contractor, Farok J. & Kundu, S.
- 40) "Promoting Foreign Direct Investment: The Case of Developing Countries," International Trade Journal, (Spring 1995),9(1):107-142. Contractor, Farok J.
- 41) "Technology Acquisition Choices For Newly Industrializing Countries: The Case of Taiwan", The International Executive, (September/October 1993), 35(5):385–412, Contractor, Farok J.
- 42) "Globalization: What The Heck Is It?" Management And Labour Studies, (October 1992), 17(4):177-182. Contractor, Farok J.
- 43) "Between Markets and Collusion: The Implications of Joint Ventures For Public Policy and Regulation," International Trade Journal, (Fall 1991), 6(1):1-28. Contractor, Farok J.
- 44) "Technology Development in the Multinational Firm: A Framework For Planning and Strategy," R&D Management, (October 1990), 20(4): 305–322. Contractor, Farok J. & Narayanan, V.
- 45) "Ownership Patterns of U.S. Joint Ventures Abroad and The Liberalization of Foreign Ownership Regulations in the 1980s: Evidence From The Benchmark Surveys," Journal of International Business Studies, (First Quarter 1990). 21(1):55-73. Contractor, Farok J.
- 46) "Contractual and Cooperative Modes of International Business: Towards a Unified Theory of Modal Choice," Management International Review, (1990), 30(1): 31-54. Contractor, Farok J.
- 47) "Interfirm Technology Transfers and the Theory of Multinational Enterprise," International Trade Journal, (Fall 1989), 4(1):21-48. Contractor, Farok J.
- 48) "Competition vs. Cooperation: A Benefit/Cost Framework for Choosing Between Fully-Owned Investments and Cooperative Relationships," Management International Review, (Winter 1988), 28(4):5-18. Contractor, Farok J. & Lorange, P.
- 49) "An Alternative View of International Business," International Marketing Review, (Spring 1986), 3(1): 74-85. Contractor, Farok J.

Refereed Articles (continued...)

- 50) "A Generalized Theorem For Joint-Venture And Licensing Negotiations," Journal of International Business Studies, (Summer 1985), 16(2): 23-50. Contractor, Farok J.
- 51) "Choosing Between Direct Investment And Licensing: Theoretical Considerations And Empirical Tests," Journal of International Business Studies, (Winter 1984), 15(3):167-188. Contractor, Farok J.
- 52) "Strategies for Structuring Joint-Ventures: A Negotiations Planning Paradigm," Columbia Journal of World Business, (Summer 1984), 19(2):30-39. Contractor, Farok J.
- 53) "Technology Licensing Practice in U.S. Companies: Corporate and Public Policy Implications of an Empirical Study," Columbia Journal of World Business, (Fall 1983), 18(3): 80 – 89. Contractor, Farok J.
- 54) "Technology Importation Policies in Developing Countries: Some Implications of Recent Theoretical and Empirical Evidence," Journal of Developing Areas, (July 1983), 17(4): 499-520. Contractor, Farok J.
- 55) "Licensing In International Strategy," Les Nouvelles, Journal of the Licensing Executives Society, (June 1983), 28(2):129-135. Contractor, Farok J.
- 56) "How Firms Organize for Licensing," Journal of the Licensing Executives Society, (December 1981), 26(4): 325-330. Contractor, Farok J.
- 57) "International Technology Transfer: Major Issues and Policy Responses," Journal of International Business Studies, (Fall 1981), 12(2):113-135. Contractor, Farok J. & Sagafi-Nejad, T.
- 58) "Negotiating Compensation in International Licensing Agreements," Sloan Management Review, (Winter 1981).22(2): 23-32. Root, Franklin, R, & Contractor, Farok J.
- 59) "The Role of Licensing In International Strategy," Columbia Journal of World Business, (Winter 1981), 16(4): 73-84. Contractor, Farok J.
- 60) "The Profitability of Technology Licensing Agreements by U.S. Multinationals: A Framework for Analysis and an Empirical Study", Journal of International Business Studies, (Fall 1980), 11(2):40-63. Contractor, Farok J.

Refereed Articles (continued...)

- 61) "The Composition of Licensing Fees and Arrangements as a Function of Economic Development in Technology Recipient Nations," Journal of International Business Studies, (Winter 1980), 11(3): 47-62. Contractor, Farok J.

Quasi-Refereed Articles^a

"Ten Quick Facts about US Trade: Deficits, Dumping, and Discords," Rutgers Business Review, September 2018, 3(2): 103 – 120.

"Zoroastrianism and the Search for Identity in Central Asia: The Spread of the Prophet's Message and Politics Down the Ages," CIK Journal, May 2018.

"Thousands of Hindu Gods – Made in China: Seven Reasons Why India's Manufacturing Competitiveness Lags China's," Rutgers Business Review, May 2018, 3(1): 1 – 15.

"Knowledge sharing while managing uncertainty in R&D alliances: An eclectic perspective," Choi, J. & Contractor, F., Academy of Management Proceedings, October 2017, 1(1): <https://doi.org/10.5465/ambpp.2017.71>

"Global Leadership in an Era of Growing Nationalism, Protectionism, and Anti-Globalization," Rutgers Business Review, 2(2): 163-185

"What Is at Stake in China-US Relations? An Estimate of Jobs and Money Involved in the Bilateral Economic Tie," Rutgers Business Review, 2(1): 1 - 22

"Tax Avoidance by Multinational Companies," Rutgers Business Review, September 2016, (1) 1: 27-43.

"Firm-specific intangible assets and subsidiary profitability: The moderating role of distance," Academy of Management Best Paper Proceedings, 2013. (with Yang, Y. & Gaur, A.). Also this paper was a finalist for the AOM IM Division Best Paper Award.

^a Rutgers Business Review sends submissions out to three referees unknown to the author/s. However, I do not know if the reviews are double-blind. Academy of Management Proceedings are likely to be double-blind.

Scholarly Non-Refereed Articles

Globalbusiness.blog and *GlobalBusiness.me* are webpages initially started for my students in 2014, but have now found readers in 171 countries. Other articles in *YaleGlobal Online* also have a worldwide readership. Copies and versions from the above sources are sometimes syndicated to business publications around the world.

“Is the Indian Rupee Undervalued, or Overvalued? What Purchasing Power Parity Theory Tells Us,” GlobalBusiness.Blog, February, 2019.

“Advantages and Drawbacks of Undervalued (very devalued) versus Overvalued (not sufficiently devalued) Currencies,” GlobalBusiness.Blog, January, 2019.

“How a Two-Minute Speech of Only 272 Words Uttered by Abraham Lincoln Is Relevant for the World Today,” GlobalBusiness.Blog, November 2018.

“How globalization shaped our Thanksgiving,” San Antonio Express News, Nov. 21, 2018. Also at wn.com:
https://article.wn.com/view/2018/11/21/How_globalization_shaped_our_Thanksgiving/

“What Is “Dumping?”” GlobalBusiness.Blog, October 2018.

“Does China “Systematically” Force US Companies to Reveal Their Secrets?” GlobalBusiness.Blog, October 2018.

“Tax Avoidance by Multinational Companies,” GlobalBusiness.Blog, (Updated August , 2018)

“The US-China Trade Spat: How the Public, Media, and Politicians Can Be Deceived by Data,” GlobalBusiness.Blog, July 2018.

“Does Just One Product – the iPhone – Cause a 11 Billion Trade deficit for the US?” GlobalBusiness.Blog, July 2018.

“The “Star-Spangled Banner” and an Early Example of Outsourcing: The American National Anthem Was Composed on a Ship Built in India,” GlobalBusiness.Blog, June 2018.

“The “Star-Spangled Banner” and an Early Example of Outsourcing: The American National Anthem Was Composed on a Ship Built in India,” LinkedIn, June 14, 2018.

“Ten Quick Facts on US Trade,” Yale Global, May 2018.

“Why the US may continue to run trade deficits with China despite imposing import tariffs,” Scroll.in, May 13, 2018.

Scholarly Non-Refereed Articles (continued)

“India Jumps 30 Places Higher in World Bank Rankings,” GlobalBusiness.Blog, November 2017.

“Made in China: Millions of Hindu Gods,” Yale Global, October 2017.

“A Rutgers professor explains why Indians can't manufacture even their gods,” Economic Times (India), Oct 31, 2017.

https://economictimes.indiatimes.com/articleshow/61358342.cms?utm_source=contentofinterest&utm_medium=text&utm_campaign=cppst

“Thousands of Hindu Gods – Made in China: Seven Bottlenecks to Indian Manufacturing,” GlobalBusiness.Blog, September 2017.

“Globalization Continues—And Multinationals Play by Rules Set by Other Nations (Despite What Trump Says),” GlobalBusiness.blog, July 2017.

“Why Do People Oppose Globalization?” Today Online (Singapore), 25th June 2017. <http://www.todayonline.com/commentary/why-do-people-oppose-globalisation>

“Why Do People Oppose Globalization?” Yale Global, June 15, 2017.

“Global Leadership in an Era of Growing Nationalism, Protectionism, and Anti-Globalization,” GlobalBusiness.blog, June 2017.

“What Is Globalization? How to Measure It and Why Many Oppose It,” GlobalBusiness.blog, May 2017.

“What’s at Stake in China-US Relations? An Estimate of Jobs and Money Involved in the Bilateral Economic Tie,” GlobalBusiness.blog, March 2017.

“Four Salient Facts about the Chinese Yuan,” GlobalBusiness.blog, March 2017.

“Tax “Amnesty” for Multinationals (Not for Illegal Immigrants),” GlobalBusiness.blog, February 2017.

“Why we have globalization to thank for Thanksgiving,” The Conversation, November 23, 2016.

Also in

The Independent, UK: <https://www.independent.co.uk/author/farok-j-contractor?CMP=ILC-refresh>

US News and World Report: <https://www.usnews.com/news/national-news/articles/2016-11-23/why-we-have-globalization-to-thank-for-thanksgiving>

Scholarly Non-Refereed Articles (continued)

“The story of the first Thanksgiving feast is a tale of globalization,” Business Insider November 23, 2016

“The story of the first Thanksgiving feast is a tale of globalization,” NewsPronto.com, November 23, 2016

“Second Helping: Thanksgiving Day and Globalization,” GlobalBusiness.blog, November 2016.

“How the G20 can ensure the marvelous gains from globalization aren’t lost,” The Conversation, September 8, 2016

“The G20 Summit in China: An Annual “Talking Shop”? Or a Potential Bedrock of Global Civilization?”, GlobalBusiness.blog, September 2016.

“How the G20 can ensure the marvelous gains from globalization aren't lost,” Associated Press, Nov. 23, 2016

“Globalization’s Angst and the “Brexit” Vote,” YaleGlobal, June 28, 2016.

“Globalization’s Angst and the “Brexit” Vote,” GlobalBusiness.blog, June 2016.
Also in

- Fight Globalization and Brexit Angst with Truth, The Business Times (Singapore), July 22, 2016.
- Globalization’s Angst and the “Brexit” Vote, ScrollIn, July 21, 2016.
- Globalization’s Angst and the “Brexit” Vote, Eurasia Review, June 29, 2016.

“Does China manipulate its currency as Donald Trump claims?” US News & World Report, 22 June, 2016. <https://www.usnews.com/news/best-countries/articles/2016-06-22/does-china-manipulate-its-currency-like-donald-trump-says>

Does China Manipulate Its Currency Like Donald Trump Says?, Connecticut Post, June 13, 2016.

“Does China manipulate its currency as Donald Trump claims?” The Conversation, 13 June, 2016.

“Update: Is China a “currency manipulator”? Donald Trump says so,” GlobalBusiness.blog, May 2016.

Scholarly Non-Refereed Articles (continued)

“Tax Avoidance by Multinational Companies: Methods, Policies, and Ethics,” AIB Insights, 16 (2): 10-13.

“Tax Avoidance by Multinational Companies: Methods, Policies, and Ethics,” GlobalBusiness.blog, May 2016.

“Happy Tax Day, USA (April 18, 2016): How are corporations and individuals footing the tax bill?,” GlobalBusiness.blog, April 2016.

“Crackdown on corporate inversions highlights monstrosity of U.S. tax code,” The Conversation, 20 April, 2016.

Also at Raw Story: <https://www.rawstory.com/2016/04/crackdown-on-corporate-inversions-highlights-the-monstrosity-of-us-tax-code/>

“Corporations’ Flight to Low-Tax Countries Angers US Voters,” YaleGlobal, 12 April, 2016.

“Inversions...and Versions (of Tax Truths),” GlobalBusiness.blog, April 2016.

“Worries Over China's Slowdown Drive Global Markets,” YaleGlobal, 21 January 2016.

“How Chinese mix of frugality and risk-taking is driving global stock markets wild,” The Conversation, January 19, 2016.

“What’s Driving the Chinese and World Stock Markets? Frugality and Risk-Taking in Chinese Culture Make for a Heady Mix,” GlobalBusiness.blog, January 2016.

Also in

- China's wildly swinging market: Don't worry, it's just novice investors playing with a lot of savings, Economic Times (India), Jan 23, 2016.
- Worries Over China's Slowdown Drive Global Markets. YaleGlobal. 21 January 2016.
- How Chinese mix of frugality and risk-taking is driving global stock markets wild, University of Nottingham, China Policy Institute.
- Worries Over China's Slowdown Drive Global Markets, Jakarta Globe (Indonesia), Jan 22, 2016.
- The Chinese mix of frugality and risk-taking is driving global stock markets wild, Polyconundrum, January 23, 2016.
- How Chinese mix of frugality and **risk-taking** is driving global stock markets wild, The Conversation, January 19, 2016.
- China's Worrying Slowdown, Outlook (india), January 28, 2016
- How Chinese mix of frugality and risk-taking is driving global stock markets wild, CPI Analysis, China Policy Institute.

Scholarly Non-Refereed Articles (continued)

“IMF Elevates Yuan to Elite Currency Status: So what?,” [GlobalBusiness.blog](https://globalbusiness.blog/2015/12/07/imf-elevates-yuan-to-elite-currency-status-so-what/), December 7, 2015. <https://globalbusiness.blog/2015/12/07/imf-elevates-yuan-to-elite-currency-status-so-what/>

“Thanksgiving Day and Globalization,” [GlobalBusiness.blog](https://globalbusiness.blog/2015/11/26/thanksgiving-day-and-globalization/), November 26, 2015.

“Is China a “Currency Manipulator?”” [GlobalBusiness.blog](https://globalbusiness.blog/2015/11/16/is-china-a-currency-manipulator/), November 16, 2015.

“International Tax Avoidance: Clarifying Multinational Company Tax Issues,” [GlobalBusiness.blog](https://globalbusiness.blog/2015/10/09/international-tax-avoidance-clarifying-multinational-company-tax-issues/), October 9, 2015.

“Chinese Cyber-Espionage on US Companies: The Asymmetry in the Analogy of the “Pot Calling the Kettle Black,”” [GlobalBusiness.blog](https://globalbusiness.blog/2015/09/28/chinese-cyber-espionage-on-us-companies-the-asymmetry-in-the-analogy-of-the-pot-calling-the-kettle-black/), September 28, 2015.

“The Refugee Crisis – Does Europe Benefit or Lose? The Angle Not Covered by the Media,” [GlobalBusiness.blog](https://globalbusiness.blog/2015/09/14/the-refugee-crisis-does-europe-benefit-or-lose-the-angle-not-covered-by-the-media/), September 14, 2015.

“Seeking Safety Abroad: The *Hidden* Story in *China's* FDI Statistics,” [YaleGlobal](https://yaleglobal.org/2015/09/10/seeking-safety-abroad-the-hidden-story-in-chinas-fdi-statistics/), September 10, 2015

“Seeking Safety Abroad: The Hidden Story in China’s FDI Statistics,” [Indian Strategic Studies](https://indianstrategicstudies.org/2015/09/10/seeking-safety-abroad-the-hidden-story-in-chinas-fdi-statistics/), September 10, 2015.

“Capital Outflows from China and the Hidden Story in China’s FDI Statistics,” [GlobalBusiness.blog](https://globalbusiness.blog/2015/09/09/capital-outflows-from-china-and-the-hidden-story-in-chinas-fdi-statistics/), September 9, 2015.

Also in

- The Hidden Story in China’s FDI Statistics, [Jakarta Globe](https://jakartaglobe.com/2015/09/14/the-hidden-story-in-chinas-fdi-statistics/) (Indonesia), September 14, 2015.
- Seeking Safety Abroad: The Hidden Story In China’s FDI Statistics, [Eurasia Review](https://eurasia-review.com/2015/09/11/seeking-safety-abroad-the-hidden-story-in-chinas-fdi-statistics/), September 11, 2015
- The hidden story in China's FDI statistics, [The Straits Times](https://www.straitstimes.com/2015/09/14/the-hidden-story-in-chinas-fdi-statistics/) (Singapore), September 14, 2015
- To seek the safety of China's foreign investment overseas data in hidden secrets, [Epoch Weekly](https://www.epochweekly.com/2015/10/22/to-seek-the-safety-of-chinas-foreign-investment-overseas-data-in-hidden-secrets/), October 22, 2015

“Hedging Transactions Involving Foreign Exchange Risk – A Primer: Falling in Love with a Puerto Vallarta Condo,” [GlobalBusiness.blog](https://globalbusiness.blog/2015/08/28/hedging-transactions-involving-foreign-exchange-risk-a-primer-falling-in-love-with-a-puerto-vallarta-condo/), August 28, 2015.

08/14/15: Case Study A – The American Buyers’ Perspective

08/16/15: Case Study B – The Mexican Sellers’ Perspective

08/28/15: Case Study C – Epilogue

Scholarly Non-Refereed Articles (continued)

“Updates: What the Iran Nuclear Deal Means for American Business,” [GlobalBusiness.blog](#), August 6, 2015.

“Why a Single Currency Works in the US, but Not Very Well in Europe: Three Minimal Conditions for the Eurozone to Function,” [GlobalBusiness.blog](#), July 20, 2015.

“What the Iran Nuclear Deal Means for American Business,” [GlobalBusiness.blog](#), July 14, 2015.

Also in “What the Iran nuclear deal means for American business,” [The Conversation](#), July 16, 2015

“Is China set to become the world’s largest economy in 2015?” [GlobalBusiness.blog](#), January 2, 2015.

“Global Management in a Still-Fragmented World,” [GlobalBusiness.blog](#), October 7, 2014.

“Some Reflections on Mahatma Gandhi’s Birthday,” [GlobalBusiness.blog](#), October 2, 2014.

“What Drives Narendra Modi? – Swami Vivekananda and Hsuan Tsang,” [Parsiana](#), June 21, 2014.

“What Drives Narendra Modi? – Swami Vivekananda and Hsuan Tsang,” [GlobalBusiness.blog](#), June 4, 2014.

“The Indian Election: A Rare Historic Opportunity for Coherent Investment Policies in India,” [GlobalBusiness.blog](#), May 23, 2014.

“Renminbi Undervalued? Think Again. China resists further currency appreciation to remain competitive in manufacturing and job creation” [YaleGlobal](#), May 23, 2014.

Whither the Chinese Yuan? Is the RMB Still Undervalued? [GlobalBusiness.blog](#), May 8, 2014.

“The US—One of the World’s Most Competitive Manufacturing Locations?” [GlobalBusiness.blog](#), April 28, 2014.

“What the Indian Election Means for Foreign Direct Investment (FDI) in India,” [GlobalBusiness.blog](#), April 12, 2014.

“Learning from the History of Globalization,” [GlobalBusiness.blog](#), April 11, 2014.

“Multinationals Based in Emerging Markets: The Sources of Their Competitive Advantage,” [GlobalBusiness.blog](#), April 11, 2014.

Scholarly Non-Refereed Articles (continued)

“The Story of Globalization: From the Neolithic Era to the Tea-Opium Countertrade of the 19th Century,” AIB Insights, Spring 2012, 12 (2): 3-7.

“When Tea Was Not a Party and Opium Was a Trade: How a stimulant and a narcotic built Parsi fortunes, and led to two wars a revolution and ongoing terrorism into the present day,” Parsiana, March 21, 2012.

“Európában nagyobb a baj: Interju az Amerikai Rutgers Egyetem Professzorával,” Figyelo, August 8, 2011. (Translation: “A Greater Problem in Europe: An interview with an American Rutgers University Professor).

“Why US manufacturing is poised for a comeback,” South China Morning Post (Hong Kong), August 11, 2012.

“7 Reasons To Expect US Manufacturing Resurgence,” YaleGlobal, 7 August 2012.

“How a Soothing Drink Changed Fortunes and Incited Protests: Tea’s history reveals globalization’s best and worst sides – trade, prosperity, migration and war,” Yale Global, 9 March 2011.

“Breaking it down: The rapid changes in corporate outsourcing and offshoring require more academic study,” China Economic Review, March 2011

Global “chop shops” slice, dice and outsource the value chain. AIB Insights, 11(2), 13-15, 2011.

“Global “Chop Shops”: Slice, Dice And Outsource,” YaleGlobal, October 27, 2010.

“Global “Chop Shops” Slice, Dice and Outsource the Value Chain,” Solvay University, November 2010.

“Capitalism’s Future Lies in Networks and Cooperation,” YaleGlobal, 20 April 2009
Also in

- “Capitalism's Future Lies in Networks and Cooperation,” Epoch Times, May 7, 2009.
- “Networks and Cooperation,” Daily Times (Pakistan), April 27, 2009.
- “Capitalism's Future Lies in Networks and Cooperation,” greengrants.org (China), April 27, 2009.

“Projecting a Persian Past: In Central Asian Republics Pre-Islamic and Zoroastrian Associations Forge a National Identity,” Parsiana, 21 March, 2008

“Sustaining Foreign Investment,” The Hindu, May 25th, 1995 (co-authored)

Scholarly Non-Refereed Articles (continued)

"Investment Abroad: Smaller Firms," Crain's New York Business January 26, 1987.

"Dispersion of Risk Through Multinational Teamwork," Mergers And Acquisitions, July/August 1987.

"American Business and the Japanese Challenge," Kaiser Hind, March 1984

Case Studies

Case: "Pricing and Profits Following (Brexit) Devaluation: Molto Delizioso, SRL" and Teaching Note [May 2017] Ivey Publishing; Also at Case Center Reference no. 9B17M049

Case: "Hedging Transactions Involving Foreign Exchange Risk – A Primer: Falling in Love with a Puerto Vallarta Condo," [August 2015]

Case (A): The American Buyers' Perspective

- And Teaching Note

Case (B): The Mexican Sellers' Perspective

- And Teaching Note

Case (C): Epilogue and Conclusion

Case: "Metro Corporation: A Case Study of International Licensing of Petroleum Tank Technology," (with Teaching Note)
Reprinted in 1) V. H. Kirpalani, International Marketing, Random House. 2) S. C. Jain, International Marketing Management, Kent Publishing. 3) V. Terpstra, International Marketing, Dryden Press. 4) E. Kaynak, International Marketing: Cases and Concepts, Macmillan. 5) W. Keegan, Global Marketing Management, Prentice-Hall. (ICCH case No. 9-381-808, with teaching note).

Chapters in Books

- 1) "The Evolution of Alliance Scholarship," in Frontiers of Strategic Alliance Research: Negotiating, Structuring and Governing Partnerships, Contractor, F. and Reuer, J. (eds.), Cambridge, UK: Cambridge University Press, 2019.

Chapters in Books (continued...)

- 2) "Frontiers of Alliance Research," in Frontiers of Strategic Alliance Research: Negotiating, Structuring and Governing Partnerships, Contractor, F. and Reuer, J. (eds.), Cambridge, UK: Cambridge University Press, 2019.
- 3) "Regulatory Institutions and Multinational Companies in Emerging Markets," in The Oxford Handbook of Management in Emerging Markets, Grosse, R. & Meyer, K. (2018).
- 4) "Global Knowledge Acquisition Through Alliances: Optimizing Contract and Task Complexity," in Mesquita, L., Ragozzino, R. & Reuer, J., (eds.), Collaborative Strategy: Critical Issues for Alliances and Networks. (Edward Elgar Publishing, forthcoming)
- 5) "Punching Above Their Weight: The Sources of Competitive Advantage for Emerging Market Multinationals," in Demirbag, M. & Yaprak, A. (eds.), Handbook of Emerging Market Multinational Corporations (Edward Elgar Publishing, 2015). Pages 38 – 67. Contractor, Farok J.
- 6) "Global Outsourcing and Offshoring: In Search of the Optimal Configuration for a Company," in Contractor, et al.(eds.), Global Outsourcing and Offshoring: An Integrated Approach to Theory and Corporate Strategy, (Cambridge University Press, 2010). Pages 3-47. Contractor, Farok J., Kumar, V., Kundu, S, and Pedersen, T.
- 7) "The Reconfiguration of the World Economy" in Contractor, et al.(eds.), Global Outsourcing and Offshoring: An Integrated Approach to Theory and Corporate Strategy, (Cambridge University Press, 2010). Pages xxv-xxviii. Contractor, Farok J.
- 8) "Interorganizational Cooperation and Our Manifest Destiny: An Evolutionary Perspective," in Boddewyn, Jean, International Business Scholarship, (Bingley, UK: Emerald Group Publishing Ltd., 2008). Pages 339-364. Contractor, Farok J.
- 9) "The Evolutionary or Multi-Stage Theory of Internationalization and its Relationship to the Regionalization of Firms," in Rugman, R (ed.), Regional Aspects of Multinationality and Performance: Research in Global Strategic Management, (Oxford: Elsevier, 2007). Pages 11-30. Contractor, Farok J.

Chapters in Books (continued...)

- 10) "Why Should Firms Cooperate? The Strategy and Economics Basis for Cooperative Ventures," lead chapter in Reuer, J. (ed.), Strategic Alliances: Theory and Evidence, (Oxford: Oxford University Press, 2004. Pages 19-47. Contractor, Farok J. & Lorange, P. [See item 28 below].
- 11) "Interfirm Learning in Alliance and Technology Networks: An Empirical Study in the Global Pharmaceutical Industry." In Contractor, F. & Lorange, P. (eds.), Cooperative Strategies and Alliances (Oxford: Elsevier, 2002). Pages 493-516. Contractor, Farok J., Beldona, Sam & Kim, Changsu.
- 12) "Technology Learning Through Alliances: A Patent Citation Analysis," in Trick, Michael (ed.), Growing the International Firm: Success in Mergers, Acquisitions, Networks and Alliances (Pittsburgh: Carnegie Mellon University Press, 2002). Pages 129-141. Contractor, Farok J. & Kim, Changsu.
- 13) "The Growth of Alliances in a New Knowledge-Based Economy," In Contractor, F.J. and Lorange, P. (eds.), Cooperative Strategies and Alliances (Oxford: Elsevier, 2002). Contractor, Farok J. & Lorange, P. Pages 3 – 22.
- 14) "Intangible Assets and Principles for Their Valuation," in Contractor, F. (ed.), The Valuation of Intangible Assets in Global Operations (Westport, CT: Quorum Books, 2001). Pages 3 – 24. Contractor, Farok J.
- 15) "Strategies for International Expansion," in Warner, M.,(ed.) International Encyclopedia of Business and Management, Second edition, Volume 7, (London: Thomson Learning, 2001/Revised 2005). Pages 6096-6119. Contractor, Farok J.
- 16) "The Antecedents and Future of Interfirm Cooperation," in Monir Tayeb (ed.) International Business Partnership: Issues and Concerns, (London: Pearson, 2001). Contractor, Farok J.
- 17) "Why the Valuation of Intangibles is a Crucial Unresolved Management Issue," in Contractor, F. (ed.), The Valuation of Intangible Assets in Global Operations (Westport, CT: Quorum Books, 2001). Pages xi – xiv. Contractor, Farok J.
- 18) "Globalization of Hotel Services: An Examination of Ownership, Location and Alliance Patterns in a Maturing Service Sector," in Aharoni, Y. & Nachum, L. (eds.), Globalisation of Services: Some Implications for Theory and Practice, (London and New York: Routledge, 2000). Contractor, Farok J. & Kundu, S. Pages 296-319.

Chapters in Books (continued...)

- 19) "Integrating Strategic Planning with Technology Management in the Global Firm," in Tayeb, M., (ed.), International Business: Theories, Policies and Practices (London: Pearson, 2000). Pages 354-379. Contractor, Farok J. & Narayanan, V.
- 20) "Impact of Bilateral Investment Treaties on Investment Flows," Chapter IV and Annex Tables in UNCTAD, Bilateral Investment Treaties in the Mid-1990s (Geneva, UNCTAD, 1999). Farok J. Contractor & Raghunathan, S. Pages 105-132 and 133-136.
- 21) "A Review of Critical Issues In the Transformation of Emerging Countries," in Contractor, F. (ed.), Economic Transformation In Emerging Countries: The Role of Investment, Trade and Finance (Oxford: Elsevier, 1998). Pages 1-13. Contractor, Farok J.
- 22) "Competition vs. Cooperation: A Benefit/Cost Framework for Choosing Between Fully-Owned Investments and Cooperative Relationships," in Beamish, P. (ed.), Strategic Alliances (Cheltenham, UK: Edward Elgar, 1998). Pages 139-152. Contractor, Farok J. & Lorange, P.
- 23) "The Acquisition of Technology By Emerging Nations, in Contractor, F. (ed), Economic Transformation In Emerging Countries: The Role of Investment, Trade and Finance (Oxford: Elsevier, 1998). Contractor, Farok J.
- 24) "The Compleat Executive: The State of International Business Education and Some Future Directions," in Islam, I. and Shepherd W., (eds.) Current Issues In International Business (Cheltenham, UK: Edward Elgar, 1997). Contractor, Farok J.
- 25) "Foreign Market Entry Strategies" in Tung, R., (ed.), International Encyclopedia of Business Management (London: Routledge, 1996). Pages 141-163. Contractor, Farok.
- 26) "International Strategic Alliances: Implications for Corporate And Public Policy," in Denis Fred Simon (ed.), Technosecurity In An Age of Globalization: Perspectives from the Pacific Rim (M.E. Sharpe, 1996). Pages 143 – 162. Contractor, Farok J.

Chapters in Books (continued...)

- 27) "A Note On The Complementary Roles of Foreign Equity Investment, Trading And Licensing in the Strategies of U.S.-Based Multinational Firms" in Multinational Enterprises And The Global Economy, Lee E. Preston (ed.), (College Park, MD: CIBER, Maryland, 1995). Pages 105-115. Contractor, Farok J.
- 28) "Why should Firms Cooperate?" in DeWit, B., and Mayer, R., (eds.) Strategy: Process, Content, Context – An International Perspective (Minneapolis/St. Paul: West Publishing, 1994). Contractor, Farok J. & Lorange, P. Pages 321-331. [See item 28 below].
- 29) "Technology Development In the Multinational Firm", in Root, F. R. and Visudtibhan, T. (eds.), International Strategic Management (Washington, D.C.: Taylor and Francis, 1992). Pages 163-184. Contractor, Farok J. & Narayanan, V. Pages 163-184.
- 30) "Competition vs. Cooperation: A Benefit/Cost Framework for Planning and Strategy", in F.R. Root and K. Visudtibhan (eds.), International Strategic Management (Washington, D.C.: Taylor & Francis, 1992). Pages 203 – 216. Contractor, Farok J. & Lorange P. [See Item 33) in Refereed Articles].
- 31) "Interfirm Technology Transfers and the Theory of Multinational Enterprise," in Robinson, Richard (ed.), The International Communication of Technology. (New York and London: Taylor and Francis, 1991). Pages 57-78. Contractor, Farok J.
- 32) "Metro Corporation: A Case Study of International Licensing of Petroleum Tank Technology," in following books: 1) S. C. Jain, International Marketing Management, Kent Publishing, 2) V. Terpstra, International Marketing, Dryden Press. 3) Keegan, W., Global Marketing Management, Prentice Hall, 4) V. H. Kirpalani, International Marketing, Random House. 5) E. Kaynak, International Marketing: Cases and Concepts, Macmillan. Case authored by Contractor, Farok J.
- 33) "Why Should Firms Cooperate? The Strategy And Economics Basis for Cooperative Ventures", in Contractor, F., and Lorange, P., Cooperative Strategies in International Business (Lexington, MA: Lexington Books, 1988).Pages 3 – 30. Contractor, Farok J. & Lorange, P.

Chapters in Books (continued...)

- 34) "International Technology Transfer and Policy Responses" in Dymsha, W., and Vambery, R., International Business Knowledge: Managing International Functions In The 1990s (New York: Praeger, 1987). Pages 515 – 621. Contractor, Farok J. & Sagafi-Nejad, Tagi.
- 35) "Negotiating Compensation in International Licensing Agreements," in Phil Grub, et al. (eds.), The Multinational Enterprise In Transition (New York: Darwin Press, 1986). Contractor, Farok J.
- 36) "Licensing Versus Foreign Direct Investment in U.S. Corporate Strategy: An Analysis of Aggregate U.S. Data", in Rosenberg, N., and Frischtak, C., (eds.), International Technology Transfer: Concepts, Measures and Comparisons (New York: Praeger, 1985). Pages, 277-319. Contractor, Farok J.

Refereed Competitive Conference Papers/Proceedings (Partial List)

- "Designing and Governing Strategic Alliances," AIB India conference, December 2018, Hyderabad, India.
- "Explaining the Paradox in Leadership Styles in the Era of an Anti-Globalization Backlash," Strategic Management Society, December 2018, Hyderabad, India.
- Panelist at symposium on "Strategic Leadership and Corporate Governance in the Age of Paradox," Strategic Management Society, December 2018, Hyderabad, India.
- "New Directions For International Joint Venture Research," Academy of Management, August 2018, Chicago.
- "Intellectual Property and Knowledge Leakage: Two Sides of the Same Construct?," Academy of Management, August 2018, Chicago.
- "Can a Firm Find the Optimum Balance Between Openness and Secrecy?," Academy of International Business, June 2018, Minneapolis.
- "Knowledge Leakage and Intellectual Property: The Good, the Bad and the Ugly," Academy of International Business, June 2018, Minneapolis.
- "Emerging Market Multinationals: The Sources of Their Competitive Advantage," Academy of International Business, June 2018, Minneapolis.

Refereed Competitive Conference Papers/Proceedings (continued)

“Premature or Mature? On the Future of International Joint Venture and International Strategic Alliances,” Academy of International Business, June 2018, Minneapolis.

“Knowledge Sharing While Managing Uncertainty in R&D Alliances,” Academy of Management, August 2017, Atlanta. (with Choi, J.)

“Impact of Sourcing Portfolio Diversity on Firm Performance,” Academy of Management, August 2017, Atlanta. (with Thakur, P.)

“Mapping the Phenomenon of Anti-Globalization,” Academy of Management, August 2017, Atlanta.

“Course Content for Promoting Globalization,” Academy of Management, August 2017, Atlanta.

“At the Interface Between Globalization and Tradition,” Academy of Management, August 2017, Atlanta.

“Global Leadership in an Era of Growing Nationalism, Protectionism and Anti-Globalization,” Cyrus Institute of Knowledge, April 2017, Cambridge, MA, MIT.

“Acquiring Knowledge Through Alliances,” European Academy of International Business, December 2016.

“Improving Success in Collaborative R&D by Selecting an Optimal Alliance Governance Structure and Partner Type,” European Academy of International Business, December 2016.

“Firm-Specific Intangible Assets and Subsidiary Profitability: The Moderating Role of Distance,” European Academy of International Business, December 2016.

“Choosing an Appropriate Alliance Governance Mode: The Role of Institutional, Cultural and Geographical Distance in International Research & Development (R&D) Collaborations,” Academy of International Business, New Orleans, June 2016.

“Leveraging India: Global Interconnectedness and Locational Competitive Advantage,” Academy of International Business, Bangalore, June 2015.

“The General Paradigm of Multinationality and Performance: Empirical and Methodological Considerations,” Academy of International Business, Bangalore, June 2015.

“Acquiring Knowledge Through Alliances,” Academy of International Business, Bangalore, June 2015.

Refereed Competitive Conference Papers/Proceedings (continued)

“Stopping Short of One Hundred Percent: Rationales for Partial Acquisitions of Emerging Market Firms,” Academy of Management, Philadelphia, August 2014.

“Firm-Specific Intangible Assets and Subsidiary Profitability: The Moderating Role of Distance,” **Best Paper Proceedings and Finalist for IM Division Best paper Award**, Academy of Management, Orlando, August 2013.

“The Multinationality-Performance Link: Methodological Conundrums and the Search for Unifying Paradigms,” Academy of Management, Orlando, August 2013.

“Some Insights from History for International Management,” Panel on ‘Bridging History (back) to Contemporary International Business: Hidden Answers in History to Today’s Puzzles Facing the Multinationals,’ Academy of International Business, Istanbul, Turkey, June-July 2013.

“Why Do Multinational Firms Exist? The Search for Paradigms for the Multinationality-Performance Relationship,” Academy of International Business, Istanbul, Turkey, June-July 2013.

“Contributions of the Hennart TCE Paper and Future Research Directions.” AIB Fellows Plenary Session, Academy of International Business, Istanbul, Turkey, June-July 2013.

“Firm-Specific Intangible Assets and Subsidiary Profitability: The Moderating Role of Distance,” Academy of International Business, Istanbul, Turkey, June-July 2013.

“The India Difference,” at session on *Leveraging India: Strategies for Global Competitiveness*, Academy of Management, Boston, August 6, 2012.

“How Do Alliance Partners Share the Value They Create? Determinants of the Value Split in International Technology Transfer Alliances,” Academy of International Business, Washington, DC, July 2012.

“Relative Value Appropriation by Alliance Partners in Cross-Border Technology Transfer: Power, Risk, Return, and the Partners' Ability to Learn,” European International Business Academy, Bucharest, December 2011.

“Firm Level Determinants of Offshoring and Outsourcing of Core Activities,” Academy of Management, Montreal, August 2010

“The Three-Stage Paradigm of International Expansion Revisited,” Academy of Management, Montreal, August 2010

Refereed Competitive Conference Papers/Proceedings (continued)

“Selecting an Appropriate Offshoring Mode: The effect of Strategic Importance of the Service, Managerial Motives and Concerns,” Academy of International Business, Rio de Janeiro, June 2010

“The Three-Stage Paradigm of International Expansion Revisited,” Academy of International Business, Rio de Janeiro, June 2010

“Outsourcing of Core Activities on Performance: The Case of Clinical Trials,” Academy of International Business, San Diego, July 2009.

“The Spatial and Organizational Dis-Aggregation of the Value Chain: New Decision Models for Research and Pedagogy,” Panel Presentation in “A Network for Knowledge Creation & Exchange,” Academy of International Business, Milan, July 2008.

How Tight an Embrace? Choosing the Optimal Degree of Partner Interaction in Alliances Based on Risk, Technology Characteristics and Agreement Provisions,” Academy of International Business, Milan, July 2008.

Interorganizational Cooperation and Our Manifest Destiny: An Evolutionary Perspective,” Academy of International Business, Milan, July 2008.

“Choosing the Optimal Degree of Partner Interaction in Alliances,” Academy of Management, Anaheim, August 2008. (Chosen as a **Best Paper** by the Technology & Innovation Management Division).

“Bargaining Power, Mutual Hostages, and Governance in Cross-border Technology Alliances,” Academy of Management, Philadelphia, August 2007.

“The Effect of Human Capital Investment on the Offshoring of Commercial Services,” Academy of Management, Philadelphia, August 2007.

“Is There a General Theory of Internationalization and Performance?” Academy of Management, Philadelphia, August 2007.

“Bargaining Power, Mutual Hostages, and Governance in Cross-border Technology Alliances,” Academy of International Business, Indianapolis, June, 2007.

“Do Local Differences in Human Capital Investment Affect Exports?” Academy of International Business, Indianapolis, June, 2007.

“Yes Virginia, There is a General Theory of Internationalization and Performance,” Academy of International Business, Indianapolis, June, 2007.

“Alliance Formation Propensity in the Global Chemical-Pharmaceutical Industry,” Academy of Management, Honolulu, August 2005.

“The International Outsourcing of Services: The Location Decision,” Academy of Management, Honolulu, August 2005.

Refereed Competitive Conference Papers/Proceedings (continued)

“Internationalization of Firms Based in Emerging Countries,” Academy of International Business, Quebec City, July 2005.

“Export of Services from Emerging Countries,” Academy of International Business, Quebec City, July 2005.

“Global Outsourcing of Services: The Location Decision,” Academy of International Business, Quebec City, July 2005.

“Internationalization and Performance: The State of the Field After 30 Years of Inductive Reasoning,” Academy of International Business, Quebec City, July 2005.

“The Role of Export-Driven Entrepreneurship in Economic Development,” Academy of International Business, Stockholm, July 2004.

“The International Outsourcing of Services,” Academy of International Business, Stockholm, July 2004.

“Knowledge Metrics in Alliances,” Academy of Management, Seattle, August 2003.

“Measuring and Tracking Knowledge in Multinational Corporations,” Academy of International Business, Monterrey, CA, July 2003.

“Multinationality and Performance: A Three Stage-Theory and Empirical Evidence from Service Sector,” Academy of Management, Denver, August 2002.

“International Expansion in the Indian and Taiwanese Software Industry,” Third Biennial Conference on International Entrepreneurship, Montreal, September 2002.

“Explaining the Propensity to Form Alliances in Global Pharmaceutical Industry R&D Networks,” Academy of Management, Denver, August 2002.

“Do Firms Upgrade Capability Through Alliances? Alliances and Interfirm Learning in the Global Pharmaceutical Industry,” Academy of International Business, San Juan, PR, July 2002.

“Do Entrepreneurial Characteristics or Firm Structure Matter More in Explaining Export Performance? The Case of the Indian and Taiwanese Software Industry,” Academy of International Business, San Juan, PR, July 2002.

“An Empirical Analysis of the Relationship Between Multinationality and Performance: A New Internationalization Cycle Theory,” Academy of International Business, San Juan, PR, July 2002.

Do Entrepreneurial Characteristics or Firm Structure Matter More in Explaining Export Performance? The Case of the Indian Software Industry,” Asian Academy of Management, Singapore, 2001 (**Best Paper Proceedings**).

Refereed Competitive Conference Papers/Proceedings (continued)

“The Co-Evolution of Alliance and Technology Networks: Cross-Border R&D Alliances and Interfirm Learning in the Global Pharmaceutical Industry,” Conference on Growing the International Firm: Success in Mergers, Acquisitions, Networks and Alliances, Carnegie-Bosch Institute, Berlin, Germany, October 2001.

“The Mechanisms of Inter-Firm Knowledge Transfer: Modal Choices by U.S. Based Multinationals,” Academy of Management Annual Meeting, Washington, D.C., August 2001.

“An Empirical Analysis of the Relationship Between Multinationality and Performance: An Extension to Current Theory,” Academy of Management Annual Meeting, Washington, D.C., August 2001.

“Do Entrepreneurial Characteristics or Firm Structure Matter More in Explaining Export Performance? The Case of the Indian Software Sector”, Asian Academy of Management, Hong Kong, December 2000. (presented by co-author).

“Valuing Corporate Knowledge and Intangible Assets: Some General Principles,” Academy of International Business Annual Meeting, Phoenix, November 2000.

“Knowledge Attributes and their Impact on Alliances,” Panel presentation on “International Strategic Alliance Research,” Academy of International Business Annual Meeting, Phoenix, November 2000.

“Choosing Between Alliance Modes: The Link Between Compensation Structure,

Knowledge Flows and the Character of the Interorganizational Relationship,” Academy of International Business Annual Meeting, Phoenix, November 2000.

“Sourcing External Knowledge Through Alliances: Seeking Optimal Interorganizational Governance Structures,” Academy of Management Annual Meeting, Toronto, August 2000.

“Which Alliance Organizational Form is Best? An Empirical Study of the Acquisition of Technology By U.S. Firms From Foreign Partners,” Academy of Management Annual Meeting, Toronto, August 2000.

“Compensation Contingency and Organizational Modality in the Acquisition of Technology via International Alliance Agreements: Negotiation Power As a Moderating Variable,” European International Business Academy, Manchester, UK, December 1999.

“Country Location Choices of Service Multinationals: An Empirical Study of the International Hotel Sector,” Academy of International Business, Vienna, 1998.

“Explaining the Propensity to Franchise: An Empirical Examination of the International Hotel Industry” Academy of Management, San Diego, 1998.

Refereed Competitive Conference Papers/Proceedings (continued)

"Why We Exist: The Raison D'Être of the International Management Division" at the *Workshop on Exploring the Domain of International Management*, Academy of Management, San Diego, 1998.

"Franchising As a Foreign Market Entry Mode," European International Business Academy, Stuttgart, 1997.

"A Generalized Approach to Designing Intercompany Alliance Agreements: A Strategic and Finance Perspective" Academy of International Business, Monterrey, Mexico, 1997.

"When Is Franchising Preferred Over Company-Run Operations ? An Investigation of the Modal Choice in the Global Hotel Industry" Academy of International Business, Monterrey, Mexico, 1997.

"Translating Theory into Writing Better Alliance Agreements," paper at panel on Designing Better Strategic Alliance Agreements, Academy of International Business, Monterrey, Mexico, 1997.

"Intercompany Alliance Agreements: A Strategic and Finance Perspective" International Trade and Finance Association, Porto, Portugal, 1997.

"International Business Research: Where We Are Headed," Panel on International Research Conundrums, Academy of International Business, Banff, 1996.

"The Determinants of Modal Choice: Analyzing Organizational Forms in the International Hotel Industry," Academy of International Business, Banff, 1996.

"Factors Affecting the Propensity For Ownership, Control and Alliances In Global Operations: An Eclectic Approach," IFSAM Annual Meeting, Paris, 1996.

"Choosing The Best Organizational Mode: The Quest For Optimal Ownership and Control in Foreign Operations," Academy of Management, Vancouver, 1995.

"Explaining Variation In The Degree of Internationalization Across Firms", Academy of International Business, Hawaii, 1993 (co-authored).

"Cooperation At The Boundary: The Diversity of Cooperative Modalities", Academy of Management, Atlanta, 1993.

"The Implications of Joint Ventures For Public Policy And Regulation," Academy of Management, Las Vegas, 1992.

"Do Government Policies Toward FDI Matter? An Empirical Investigation of the Link Between National Policies And FDI Flows", Academy of International Business, Miami, 1991.

"Between Markets and Collusion: The Implications of Joint Ventures For Public Policy and Regulation," International Trade And Finance Association, Marseilles, June 1991.

Refereed Competitive Conference Papers/Proceedings (continued)

- "Managing Technology In Multinational Firms," Academy of Management, San Francisco, 1990.
- "Technology Development In The Multinational Firm: A Framework For Planning and Strategy," Academy of International Business, Toronto, 1990.
- "Technology Management in the Multinational Firm," Strategic Leadership in High-Technology Organizations, Boulder, CO, January 1990.
- "Towards A Unified Theory of Modal Choice," Academy of International Business, Singapore, 1989.
- "The Liberalization of Foreign Ownership Regulations in the 1980s: Evidence from the Benchmark Surveys," Academy of International Business, Singapore, 1989.
- "Sharing Control in 50/50 and Minority Joint Ventures," Academy of Management, Anaheim, CA, August 1988.
- "Contractual and Cooperative Forms of International Business: Their Role in the Theory of the Multinational Firm," Academy of Management meeting, Anaheim, CA, August 1988.
- "A Benefit/Cost Strategic Framework for Evaluating Inter-firm Cooperative Ventures," Eastern Academy of Management meeting, Athens, June 1987.
- "Joint Venture Strategies," Academy of Management meeting, Chicago, Illinois, August 1986.
- "International Joint Ventures: Strategic Management and Industrial Organization Rationales for Their Existence," Eastern Academy of Management meeting, Tilburg, The Netherlands, June 1985.
- "Strategies for Structuring Joint-Ventures: A Negotiations Planning Paradigm," Academy of International Business, Cleveland, Ohio, 1984.
- "A Generalized Theorem for Joint-Venture And Licensing Negotiations," Academy of International Business, San Francisco, California, 1983.
- "International Strategy As Determined By Environmental And Industry Factors," Academy of Management meeting, Dallas, Texas, August 1983. **Best Papers Award.**
- "National Regulation of Technology Imports: A Critical Examination," European International Business Association meeting, Fontainbleau, France, December 1982.
- "In Defense of Licensing: Its Role in International Operations," Academy of International Business, Montreal, Canada, 1981.
- "International Licensing: Serendipity or Strategy?," Academy of Management meeting, San Diego, California, August 1981.

Refereed Competitive Conference Papers/Proceedings (continued)

"Negotiations Behavior in International Technology Licensing Agreements: A Normative Model versus Actual Practice in U.S. Licensor Firms," Academy of Management meeting, Detroit, Michigan, August 1980.

"National Regulation of Technology Importation: The Anatomy of Market Failure and the Difficulties of Systematic Control," Academy of International Business meeting, New Orleans, Louisiana, 1980.

"Compensation and Profitability of International Technology Licensing Agreements," presented before the Technology Transfer Panel, Academy of International Business meeting, Las Vegas, Nevada, 1979.

"Costs in International Technology Transfers," Academy of International Business, Manchester, U.K., 1978.

Other Invited Academic Papers and Conference Proceedings

"The Evolving US-China Economic Relationship," Presentation to Guizhou Province, China officials, October 25th, Totowa, New Jersey.

"What is at Stake in the US-China Business Relationship: Measuring the Impact on Jobs, Trade, FDI and Consumer Costs," Rutgers China Alumni Association, Shanghai and Beijing, January 2017.

"Measuring the Degree of Inter-organizational Interaction in R&D Alliances and its Impact on R&D Success," Pharmaceutical Management Research Center, Rutgers University, October 2016.

"Key Issues in Negotiating Alliances: Calculating a Money Value for Knowledge and Intangible Assets and Structuring the Alliance," Special AIB Fellows 'Gurus Panel' at AIB Annual Meeting, Bangalore, June 2015

"Inter-Organizational Governance: Optimizing the Mode and Structure of Alliances," at the Doctoral Consortium and conference organized by ESNIE: European School on New Institutional Economics, Cargese, Corsica, France, May 21, 2015.

"The Link Between FDI Flows and the 'Ease of Doing Business' Indicators: Institutional Theory and Transaction Cost Perspectives," at the conference on Responsible Leadership, Entrepreneurship, and Innovation in an Era of Global Change, April 25, 2015 at Harvard University, co-sponsored by the Cyrus Institute of Knowledge, South Asia Institute at Harvard University, Bentley University, Southern New Hampshire University, and Suffolk University. (By virtual Citrix link).

Other Invited Academic Papers and Conference Proceedings (continued...)

“Internationalization of South Asian Economies: Prospects and Policy Implications”, **Keynote Address** at Nepal Academy of Management, March 28, 2015, Kathmandu, Nepal.

“Value Appropriation by Partners in Cross-Border Technology Transfer Alliances,” at Universita Cattolica, Milan, Italy, November 18, 2014.

“The Role of International Business in the World Economy,” **Keynote Address** at AIB-Middle-East North Africa Chapter Conference, Udaipur, India, February 9, 2014.

“Negotiating the Multiple Demands on Your Time,” Junior Faculty Consortium, Academy of Management, Orlando, August 2013.

“Negotiating Strategic Alliance Agreements,” Special AIB Fellows ‘Gurus Panel’ at Academy of International Business, Istanbul, Turkey, June-July 2013.

“Alternative Perspectives on Joint Ventures in International Business,” Panel on “Contributions of the Hennart Transactions Cost Economics Paper and Future Research Directions”, Academy of International Business, Istanbul, Turkey, June-July 2013.

“A General Theory of Internationalization and Performance,” Conference on Global Strategies for an Emergent India (University of Sydney and Indian Institute of Management, Kozhikode, Kozhikode, India, December 2012.

“The Quarrelling Couple that Still Dances Together: The Uneasy Interdependence Between the US and China and Implications for Other Asian Economies,” National University of Singapore, Institute for South Asia Studies, November 2012.

“How Cooperation and Alliances are Shaping Business and Helping to Build a Global Civilization”, Donghua University, Shanghai, April 19, 2012.

“Internationalization of Indian Companies: A Case Study of Tata International’s Leather Division and Some General Conclusions,” keynote address at conference on Leveraging India: Strategies for Global Competitiveness, Sydney, Australia, April 11, 2012

“Relative Value Appropriation by Partners in Cross-Border Technology Transfer Alliances: How the Alliance Value Pie is Split Between the Allies,” University of Sydney, April 9, 2012

“India and its Role in International Business,” at the Faculty Development in International Business Program, Florida International University CIBER, Mumbai, January 3, 2011.

“The Role of International Business in the Indian Economy,” at the Faculty Development in International Business Program, Florida International University CIBER, Mumbai, January 6, 2010.

Other Invited Academic Papers and Conference Proceedings (continued...)

“How Tight an Embrace? Choosing the Optimal Degree of Partner Interaction in Alliances Based on Risk, Technology Characteristics and Agreement Provisions,” Global Strategy Journal Inaugural Conference, Chicago, July 2010.

“International Business Research and Career Paths,” Junior Faculty Consortium, Academy of International Business, Rio de Janeiro, June 2010.

“Optimal Alliance Relationships and Governance Modes.” Lecture at the European School on New Institutional Economics (ESNIE), Ninth Session, May-June 2010, Cargese, Corsica, France.

“The Spatial and Organizational Dis-Aggregation of the Value Chain: New Decision Models for Research and Pedagogy,” AIB Fellows Panel Presentation on Frontier Issues in IB Research, Academy of International Business, Milan, July 2009

“The Global Economy: Analysis and Perspectives,” at seminar organized by Rutgers Asia, Shanghai, April 14, 2009.

“Teaching and Research in International Business,” presentation at Indian Business School, Bombay, February 10, 2009.

“India and Its Economic Place in the World,” at Faculty Development in International Business Program, Florida International University CIBER (Center for International Business Education and Research), Bombay, December 26, 2008.

“Offshoring & Outsourcing: The Organizational and Geographical Relocation of High-Value Company Functions,” at SDA Bocconi School of Management, Milan, April 23, 2008.

“How Tight an Embrace? Choosing the Optimal Degree of Partner Interaction in Alliances,” Rutgers Business School, March 12, 2008

“The Weak Dollar: It's Causes, Effects and Prognoses,” at Shui On Plaza, Shanghai, March 17, 2008 and at The Regis Center, Chaoyangmenwai Dajie, Beijing, February 27, 2008. (Seminars sponsored by Rutgers University).

“Research Design and Methods,” at Singapore Armed Forces Training Institute (SAFTI), February 20, 2008.

“Determining the Optimal Level of Partner Interaction in Technology Alliances,” Nanyang Business School, Singapore, February 15, 2008.

“How Tight an Embrace? Determining the Optimal Level of Partner Interaction in Technology Alliances,” at SDA Bocconi, Milan, December 2007.

Other Invited Academic Papers and Conference Proceedings (continued...)

“The OLI Paradigm: 1992 – 2007: The retreat of Internalization,” presentation at the panel on The Eclectic Theory, the Multinational Enterprise and the Global Economy: The 30th Anniversary of the OLI Paradigm, European International Business Academy conference, Catania, December 2007.

“What the New 3-Stage Theory of International Expansion Implies for Regionalization and Strategy in Multinational Companies,” presentation at the PDW Session on “What Are Regional Strategies Telling Academics, Managers, and Society About Multinational Business?” at the Academy of Management conference, Philadelphia, August 5, 2007.

“The Influence Of Asymmetric Bargaining Power, Mutual Hostages, And Task Characteristics On The Governance Structure Of Cross-Border Technology Alliances,” at Nanyang Business School, Singapore, February 23, 2007.

“Internationalization and Performance: An Overview and Critique of the Field.” Conference on *Globalization Challenges for European Business* at SDA Bocconi, Milan, November 3, 2006.

“Research Topics in International Business,” CIBER Consortium, University of Connecticut, July 2006.

“Alliance Structures: A Research Agenda and Preliminary Findings,” CEIBS (China Europe International Business School), Shanghai, January 2006.

“Alliance Structure and Negotiations.” SDA Bocconi, Milan, May 4, 2005.

“Internationalization and Financial Performance: The Shape of the Relationship,” Nanyang Technological University, Singapore, February 25, 2005

“The Role of Export-Driven Entrepreneurship in Economic Development: A Comparison of Software Exports from India, China, and Taiwan,” The NSF/Indian Institute of Science Conference on IT in Indian Development, Bangalore, March 2003.

“The Valuation of Knowledge in Alliance Relationships,” Research Forum on the Valuation of Knowledge, Theseus Institute, France, April 2002.

“Alliance Formation Propensity in the Pharmaceutical and Bio-Technology Sectors,” Carnegie-Bosch Foundation conference on Growing the International Firm, Berlin, October 2001.

“The Co-Evolution of Alliance and Technology Networks: Cross-Border R&D Alliances and Interfirm Learning In The Global Pharmaceutical Industry” (with Sam Beldona and Changsu Kim), Rutgers/IMD Conference on Cooperative Strategies and Alliances, Lausanne, Switzerland, June 2001.

Other Invited Academic Papers and Conference Proceedings (continued...)

"A Typology of Alliance Structures: An Empirical Study of the Acquisition of Foreign Technology by U.S. Companies," presented at the University of Illinois, Urbana-Champaign, April 2000.

"The Growth of Alliances in a New Knowledge-Based Economy," at the Global Management Forum, Temple University, Philadelphia, April 2000.

"Sharing the Fruits of Knowledge Transfer: Negotiating Alliance Contracts" Carnegie-Bosch Foundation conference on Knowledge In International Corporations, Rome, November 1997.

"Strategic Alliance Research: What Remains to be Learned," at the Workshop on Strategic Alliances, Kellogg School, Northwestern University, June 1996.

"Promoting FDI In Developing Nations", World Bank FIAS, January 1995.

"A Note On The Complementary Roles of Foreign Equity Investment, Trading and Licensing in the Strategies of U.S.-Based Multinational Firms", University of Maryland, September 1994.

"Alternative Forms of Strategic Alliance" presented at the conference on Joint Ventures In East Asia, Bangkok, December 1993.

"The Varied Modalities Of Interfirm Cooperation: Negotiations And Strategy Implications", presented at CSIS/Pacific Forum Conference on Technosecurity And Strategic Alliances, Hawaii, June 1993.

"Negotiating International Agreements: Strategy And Economic Implications", Pacific Area Lecture Series, University of Hawaii, June 1993.

"Technology Policy in Newly Industrializing Countries", presented at conference on Pacific Basin Business, Economics, and Finance, Rutgers University, May 1993.

"How Does One Put A Price On A Technology Package?", presented at the Indian Institute of Management Ahmedabad, April 1992.

"Cooperation Between International Firms: A New Strategic Mandate," presented at the Indian Institute of Management, Calcutta, March 1992.

"An Approach to the Valuation of Intangible Assets Transferred Under Technology Agreements," presented at the Xavier Labor Relations Institute, Jamshedpur, India, February 1992

The Role of Developing Countries in a Changing Environment for International Technology Transfers. (Geneva: UNCTAD, 1991. (139 pages).

Other Invited Academic Papers and Conference Proceedings (continued...)

"Environmental Constraints And Technology Acquisition Choices: The Case of Taiwan", paper presented at the Conference on International Technology Transfer, Taiwan Institute of Economic Research, Taipei, Nov. 1991.

"A Strategic Framework For Evaluating Cooperative Ventures," conference on Bridging The Gaps Between Markets and Technology, Newark, NJ, October 1990.

"Negotiating Technology Agreements With Foreign Investors." Conference on Improving the Effectiveness of SADCC-Transnational Corporation Relationships organized at Harare, Zimbabwe by the Institute of Development Management, Gabarone, September 1989.

"The Implications of Strategic Alliances for U.S. Companies", paper delivered at the conference on Strategic Alliances For Growth and Profit, Planning Forum, New York, November 1987.

"Pricing Technology Transfers in Buy-Back Agreements," paper delivered at the UNCTAD/ASTRO meeting on Buy-Back Arrangements and Countertrade, Bangkok, Thailand, January 1987.

"Why Should Firms Cooperate? The Strategy and Economics Basis for Cooperative Ventures," at the joint Rutgers/Wharton conference on Cooperative Strategies in International Business, New Brunswick, New Jersey, October 1986, published in Book No. 4 above. (Co-authored).

"How To Price Technology," at Technology Exposition '85, Orlando, Florida, April 1985.

"The Changing Modalities of International Technology Transfer," at the World Future Society meeting, Washington, D.C., August 1985.

"The Internationalization Process of Public Sector Enterprises," in the conference on The Global Spread of Public Sector Enterprises from Developing Countries (with A. Negandhi and K. L. Rao) held at Bangalore, India, December 1983.

"Licensing versus Foreign Direct Investment in U.S. Corporate Strategy: An Analysis of Aggregate U.S. Data," Social Science Research Council (Sub-committee on Science and Technology Indicators), Conference on International Technology Transfer, June 2-3, 1983.

"The Regulation of Technology Imports in Developing Countries," University of Reading Discussion Paper, Department of Economics, Reading, U.K., May 1982.

"Valuing Technical Assets in International Licensing," at Technology Exposition '82, Atlanta, March 1982.

"Issues in the Formulation of Technology Transfer Control Systems: A Discussion and Commentary on Professor Galloway's Paper," discussant paper at the NSF sponsored conference on Technology Transfer Control Systems, Philadelphia, February 1979.

Patent Filing

A Business Method Patent application No. 744-29P was filed by Rutgers University on my behalf, part of which covers an Alliance Negotiating Framework. This includes tools for the valuation of knowledge shared between prospective allies, and methods for calculating the complex financial and strategic tradeoffs between the various compensation types commonly found in alliance negotiations.

The conceptual foundations for this patent may be found in Refereed Papers on Alliance Negotiations. The commercialization of this patent will be based on converting the algebra and simulation examples into software that can be used by negotiators.

CONTRIBUTIONS TO PROFESSION AND SCHOLARLY ACTIVITY

Elected Positions

- Fellow of the Academy of International Business 1995 - permanent.
- Executive Board, Academy of Management (International Management Division: 1997 – 2003).
- Program Chair, Academy of Management (International Management Division) 1998- 1999.
- Chair, Academy of Management, (International Management Division), 2000 – 2001. This involved supervising or conducting the following activities:
 - Overseeing all activities of the division
 - Conducting elections
 - Dissertation Award
 - Best paper Award
 - Coordinating with Program Chair and PDW Chair
 - New web site
 - Going electronic with the Newsletter
 - IMD-L List server
 - Appointing officers and the leadership group
 - Organizing Executive Council meetings
 - Organizing the Business Meeting at the Annual Meeting
 - Writing a 122 page major review and survey of the division, with governance and procedures manual and placing it on the web site: Quinquennial Review Of The International Management Division Of The Academy Of Management: Report To The Academy Professional Division Review Committee (April 2001)

- Chair, Preconvention Workshops, Academy of Management (International Management Division) 1997- 1998.
- Board of Directors, International Trade & Finance Association, 1995-1997.
- Vice-President Administration, Academy of International Business, 1992-1994.

Editorial Boards

(Senior Editorial and Advisory Capacity; Not Only as a Reviewer)

- Member of Editorial Board, *Cross Cultural & Strategic Management*, 2015 – Present.
- Senior Advisory Board, *Review of International Business and Strategy*, 2015 - Present
- Senior Editor, *Rutgers Business Review*, 2015 - Present
- Member of Editorial Advisory Board, *Cyrus Chronicle Journal*, 2015 – Present.
- Member of Editorial Board, *Journal of International Business Studies*, 1982-87, 1990-1993, 1997 – 2015.
- Member of Editorial Board, *Management International Review*, 1994 - Present
- Member of Editorial Board, *Journal of International Management*, 1998 - 2013.
- Member of Editorial Board, *Journal of International Trade*, 2009 – Present.
- Member of Editorial Board, *International Journal of Strategic Business Alliances*, 2010 – 2013.
- Member of Editorial Board, *Journal of Global Marketing*, 1990 – 1999.
- Member of Editorial Board, *International Journal of Commerce and Management*, 1991 – 2015.
- Member of International Editorial Board, *Thunderbird International Business Review*, 1998 - 2003.

CONTRIBUTIONS TO PROFESSION AND SCHOLARLY ACTIVITY (continued...)

Scholarly Recognition / Impact / Citation Counts

- Over 10,800 citations in other scholarly publications (January 2019) based on Google Scholar. (3 items with more than 1000 citations each and 19 publications with over 100 citations each) (After installing citation program at <http://www.harzing.com/pop.htm> then click on "Author Impact Analysis" in left side bar and enter author's name).
- Ranked 14th out of all IB scholars in a factor-based scholarly impact analysis based on participation in Editorial Boards of 30 leading scholarly journals (1990 – 2002), in Journal of International Business Studies, July 2005 issue.
- Listed as *the* leading author of scholarly articles in the field of International Business by Morrison, A.J., and Inkpen, A.C., "An Analysis of Significant Contributions To The International Business Literature," research note in Journal of International Business Studies, First Quarter 1991, pp. 143-153
- Listed as one of the leading authors for an entire 25 year period in the Journal of International Business Studies, as well as having one of the highest citation counts in Inkpen, A.C. and Beamish, P.W., "An Analysis of 25 Years of Research In The Journal of International Business Studies", Journal of International Business Studies, Fourth Quarter, 1994, pp. 703-713

Other Appointments

- * Senior Advisory Board, Global Strategy Journal, (2010 – Present)
- * Global Advisory Board, Texas A&M International University, Laredo, TX (2005 - 2014)
- * Committee that rewrote Constitution and Bylaws of the Academy of International Business, (1994 – 1996)
- * Secretary-Treasurer, Fellows of the AIB, 1997 - 2001
- * Committee that rewrote Constitution and Bylaws of the Fellows of the Academy of International Business (1996 – 1997)
- * Fulbright Fellowship (1991-92) (Research and advice to Schools of Business in India to internationalize their curricula)
- * Member of Advisory Board, *Tradelink New Jersey*, 1993-1996.
- * Research Director, CIBER, Rutgers University, 1997- 1999.
- * Board of Advisors, Ramapo College International Business Program, 2000 – 2001.

CONTRIBUTIONS TO PROFESSION AND SCHOLARLY ACTIVITY (continued...)

Guest Editorships/Consulting Editorships

- Guest Editor, *Global Strategy Journal*, 2015 – 2017, (Special Issue on Microfoundations of Global Strategy: Role of Leadership and Manager Characteristics).
- Guest Editor, *Management International Review*, 2012 – 2014, (Special Issue on Leveraging India: Strategies for Global Competitiveness).
- Guest Editor, *Global Strategy Journal*, 2012 – 2014, (Special Issue on Structuring, Managing, and Governing International Collaborations).
- Senior Advisory Board, *Global Strategy Journal*, 2010 - Present
- Consulting Editor, *Journal of International Business Studies*, 2005 - 2010.
- Editor, Special issue of *Journal of Management Studies*, on “Outsourcing and Offshoring of High Value Business Functions,” 2008 - 2010.
- Guest Editor, *Journal of International Business Studies*, Special, 2004.
- Guest Editor, *Management International Review*, No. 1, 1988, (Special issue on *Joint Ventures*)
- Guest Editor, *International Trade Journal*, 1990, (Special issue on the *Public Policy Implications of Joint Ventures*)
- Guest Editor, *Journal of International Management*, Vol. 6, 2000 (Special issue on *Pedagogy and Domain of International Management*)

Referee For Journals and Refereed Conferences

- * Regular Reviewer for Academy of Management Review, Academy of Management Journal, Strategic Management Journal, Journal of International Business Studies, Management International Review. Occasional Reviewer for Australian Journal of Management, Research Policy, Journal of Marketing, International Marketing Review, Journal of World Business, Organization Science, American Asian Review, Office of Technology Assessment (U.S. Congress), and several book publishers.
- NSF Reviewer, 1980, 1984, 1995.

CONTRIBUTIONS TO PROFESSION AND SCHOLARLY ACTIVITY (continued...)

- Referee for International Management Division, Academy of Management, 1980 -
- Referee, International Trade and Finance Association, 1991-
- Referee for Academy of International Business annual meetings, 1984 -

Conferences or Panels Organized

- * Initiated and organized a major global conference on “Frontiers of Alliance Research,” which was attended by 42 leading scholars from three continents, Rutgers University, New Brunswick, October 14-16, 2016.
- * Organized panel on “Leveraging India’s Locational Competitive Advantage and the Internationalization of Indian MNEs,” Academy of International Business, Annual Meeting, Bangalore June 2015.
- * Organized and Chaired Symposium on “The Multinationality-Performance Link: Methodological Conundrums and the Search for Unifying Paradigms,” Academy of Management, Orlando, August 2013.
- * Co-organized Symposium on “Bridging History (back) to Contemporary International Business: Hidden Answers in History to Today’s Puzzles Facing the Multinationals,” Academy of International Business, Istanbul, Turkey, July 2013.
- * Organized and Chaired “Why Do Multinational Firms Exist? The Search for Paradigms for the Multinationality-Performance Relationship,” Academy of International Business, Istanbul, Turkey, June-July 2013.
- * Organized and Chaired Junior Faculty Consortium, Academy of International Business, San Diego, June 27, 2009.
- * Organized conference on “*Offshoring & Outsourcing: The Organizational and Geographical Relocation of High-Value Company Functions*” at Bocconi University, Milan, April 23 – 24, 2008
- * Organized All-Academy symposium in the form of a debate entitled “*Debate: Is There a General Theory of Internationalization and Performance?*” at the Academy of Management meeting in Philadelphia, August 6th, 2007.
- * Organized panel on “*Is There a General Theory of Internationalization and Performance?*” at the Academy of International Business meeting in Indianapolis, June 27th, 2007.

CONTRIBUTIONS TO PROFESSION AND SCHOLARLY ACTIVITY (continued...)

Conferences or Panels Organized (continued...)

- * Organized refereed symposium on "The International Outsourcing of Services: Research and Managerial Issues" at the Academy of Management meeting Honolulu, August 2005. The symposium was selected as an "All-Academy Symposium" by the Academy of Management.
- * Organized refereed symposium on "*International Outsourcing: A Research Agenda*" at the Academy of International Business meeting, Quebec City, July 2005.
- * Organized refereed symposium on "*Measuring and Tracking Knowledge in Multinational Corporations: The Search for Metrics and Their Limitations*" at the Academy of Management and Academy of International Business meetings in 2003.
- * Organized the joint Rutgers/IMD international conference on "*Cooperative Strategies and Alliances*", Lausanne, Switzerland, June 2001, which drew 92 academics from twelve nations.
- * Organized an international conference on "*Valuation of Intangible Assets in Global Operations*", New Brunswick, NJ, February 1999, which drew academics and senior consultants from four nations.
- * Organized panel on "*Designing Better Strategic Alliance Agreements*" Academy of International Business, Monterrey, Mexico, October 1997. (Refereed).
- * Organized and Co-chaired the Conference on Internationalizing the Business Curriculum: A Faculty Development Workshop, attended by 46 faculty from 8 universities, New Jersey, September 1997.
- Organized and co-chaired the joint Rutgers-Wharton conference on *Cooperative Ventures in International Business*, attended by scholars from 27 universities in 6 countries, held in New Brunswick, New Jersey, October 1986.
- * Organized and Co-chaired a "Showcase Symposium", entitled *Dimensions of Boundaries And Management Of Boundarylessness in Multinational Corporations* at the Academy of Management annual meeting, Atlanta 1993. Jointly sponsored by the Business Policy and Strategy Division and the International Management Division. (Refereed).

CONTRIBUTIONS TO PROFESSION AND SCHOLARLY ACTIVITY (continued...)

Conferences or Panels Organized (continued...)

- * Organized and chaired four academic/practitioner panels at annual meetings of the Academy of International Business: (All Refereed).
 - a. *International Technology Transfer*, Las Vegas, Nevada, AIB meeting, June 1979 (co-chaired)
 - b. *Technology Transfer and Third World Development: Recent Empirical and Theoretical Contributions*, New Orleans, Louisiana, AIB meeting, October 1980
 - c. *International Joint Venture Strategies*, Cleveland, Ohio, AIB meeting, October 1984
 - d. *Strategic Partnerships And Cooperative Ventures*, Chicago AIB meeting, November 1987

Professional Development Lectures

- “Developing a Research Trajectory.” Doctoral Consortium. Academy of International Business, New Orleans, July 2016.
- “Negotiating the Multiple Demands on Your Time,” Junior Faculty Consortium, Academy of Management, Orlando, August 2013.
- “The Role of International Business in the Indian Economy,” at the Faculty Development in International Business Program, Florida International University CIBER, Mumbai, January 3, 2011.
- “International Business Research and Career Paths,” Junior Faculty Consortium, Academy of International Business, Rio de Janeiro, June 2010.
- “India and Its Economic Place in the World,” at Faculty Development in International Business Program, Florida International University CIBER (Center for International Business Education and Research), Bombay, December 26, 2008.
- “The Weak Dollar: Its Causes, Effects and Prognoses,” at Shui On Plaza, Shanghai, March 17, 2008 and at The Regis Center, Chaoyangmenwai Dajie, Beijing, February 27, 2008. (Seminars sponsored by Rutgers University).
- “Careers and Teaching in International Business,” Junior Faculty Consortium, Academy of International Business conference, Indianapolis, June 25, 2007.
- “Research Topics in International Business,” CIBER Consortium, University of Connecticut, July 2006.
- Co-Leader and Lecturer in Faculty Development Seminar on “Internationalization of the Curriculum,” Montclair State University, November 1996.

CONTRIBUTIONS TO PROFESSION AND SCHOLARLY ACTIVITY (continued...)

- Lecturer at workshop on *Doing Business In India*, New Brunswick, New Jersey, September 1997
- Delivered paper on "Negotiating Technology Agreements With Foreign Investors" to senior government and business officials at Conference on "Improving the Effectiveness of SADCC-Transnational Corporation Relationships," organized at Harare, Zimbabwe, by the Institute of Development Management, Gabarone, in September 1989.
- Lecturer at U.N.-Sponsored Seminars on TNCs and Economic Development, University of Malaysia, Kuala Lumpur, January 1988.
- Lecturer at symposium on International Business and Transnational Corporations, Asian Institute of Management, Manila, May 1988.

Professional Development Lectures

- Panelist/Speaker at business Roundtable on Strategic Alliances organized by the Diebold Group, Inc. on October 22, 1987.
- Junior Faculty Consortium, Academy of Management Annual meeting, 1986.

Other Professional and Scholarly Activities

- * Eminent Scholar Committee, Academy of International Business, AIB Fellows, 2012.
- * Chair, AIB Fellows, Strategic Initiatives Committee (2007 - 2008). This committee tackles Strategic initiatives on behalf of the Fellows of the Academy of International Business, crucial issues such as changes in the Constitution, and the nomination and election process for inducting new Fellows.
- * AIB Fellows, B&F Committee (2005 - 2006).
- * Selection Committee, Best Paper Award, Academy of International Business, 2002, 2003.
- * Selection Committee, Haynes Prize, Academy of International Business, 2002, 2003.
- * Organized and authored the "*Quinquennial Review of the International Management Division of the Academy of Management: A Report to the Academy Professional Division Review Committee*": (124 pages), April 2001.
- * Secretary/Treasurer, Fellows of the Academy of International Business, 1996 – 1999.

CONTRIBUTIONS TO PROFESSION AND SCHOLARLY ACTIVITY (continued...)

Other Professional and Scholarly Activities (continued...)

- * International Business Advisory Board, Ramapo College, NJ
- Organized "Research Round-ups" on, 1. Technology Transfer and, 2. Joint Ventures for the Academy of International Business, 1981, 1984
- * Testimony before the Assembly Labor Committee, New Jersey Legislature, on a package of export promotion bills, April 1983
- Co-editor of proceedings of conference on The Global Spread of Public Sector Enterprises, held in Bangalore, India, December 1983
- Visiting Fellow, University of Reading (See Fellowships/Awards)
- Educational Testing Service: Questions for the Foreign Service Exam, 1983.
- Session chairman and discussant at numerous meetings of the Academy of International Business, Academy of Management, and International Trade and Finance Association.

Media Appearances

- National Public Radio, Marketplace, October 1, 2018
- Xinhua Interview June 18, 2018
- Wang Naishui, Interview: Tariff plan shows U.S. misconception about world trade: U.S. expert, Xinhua, 21 June 2018.
- [Expert on U.S.-China trade deficit: suffering is the wrong word – YouTube](https://www.youtube.com/watch?v=3lvoY-ITho), <https://www.youtube.com/watch?v=3lvoY-ITho> Jun 22, 2018.
- [Mention in “Trump's Tariff Plan Disrupts Global Auto Industry”, Beijing Review](http://www.bjreview.com.cn/Business/201808/t20180823_800138898.html) www.bjreview.com.cn/Business/201808/t20180823_800138898.html, Aug 23, 2018
- TV interview: New China TV (Xinhua News Agency), on “Economic Coordination Between G20 Nations”, August 18, 2016. Viewable on <https://www.youtube.com/watch?v=ktMHvkWS6zE>
- Several other TV interviews, extensive quotations and excerpts on Chinese television, Xinhua, China Daily, Shanghai Daily, Global Times, www.china.org.cn. etc.
- Radio Interview on “What the Iran Nuclear Deal Means for American Business” with Dan Riendeau, Corus Radio Network, Calgary, Alberta, Canada, August 5, 2015
- Comment on Foreign Direct Investment, *Namaste America*, April 19, 1997
- Comment on Negotiations With China on Intellectual Property Rights, *New Jersey Nightly News*, May 17, 1996
- Comment on European Monetary Integration, *New Jersey Nightly News*, September 17, 1992
- Comment on Trade with Japan, *New Jersey Nightly News*, April 17, 1987
- Comment on International Business implications of U.S.S.R. coup, *WDAS*, 22nd August 1991
- Comment on Foreign Investment in the U.S., *National Public Radio*, March 1978.

CONTRIBUTIONS TO PROFESSION AND SCHOLARLY ACTIVITY (continued...)

PROFESSIONAL ASSOCIATIONS

Academy of Management; Academy of International Business; European International Business Association; Strategic Management Society

RESEARCH FELLOWSHIPS/AWARDS

- Lifetime Achievement Award, Indian Academy of Management, December 2017.
- Unilever Group Visiting Fellowship, I. I. F. T., Spring 1994
- Fulbright Fellowship, Spring 1992
- Horace DePodwin Award, Rutgers Graduate School of Management, 1985
- Esmee Fairbairn Fellowship, University of Reading, U.K., May 1982
- Faculty Fellowship, University of Pennsylvania, 1977-1980
- Research Fellow, Institute of International Commerce, University of Michigan, 1969-1970
- Rutgers GSM Research Awards, 1983, 1984, 1985, 1986, 1987, 1990, 1991, 1992, 2000, 2001, 2003, 2004, 2006, 2007, 2008.

Erudite and Semi-Technical Articles on Contemporary International Business Topics for Rutgers Students and the Business Community Worldwide

(Readers in 171 Countries in December 2018)

Website: <https://globalbusiness.blog/>

What began in 2014 as a webpage/blog for students has now grown into a website with readers in 171 nations (see flag count at the webpage). Designed to provide unbiased perspectives on international business and economics issues, the website is a purely volunteer effort on my part, with no commercial angle. Other blogs, websites and newspapers in several countries have reproduced some of my essays.

Reprints and mentions have also been received in US News & World Report, *CBS Money Watch*, *YaleGlobal*, *USA Today*, *The Conversation* and *weebly.com*.

Papers are listed above under the section "**Scholarly Non-Refereed Articles**," by date and title.

CONTRIBUTIONS TO PROFESSION AND SCHOLARLY ACTIVITY (continued...)

DOCTORAL ADVISING AND WORK WITH DOCTORAL STUDENTS

Ph.D. Program Development and Teaching

- Helped to organize and start the Ph.D. program in International Business at Rutgers Graduate School of Management (with John Dunning)
- Ph.D. Course (Core requirement): Global Strategic Management

Dissertations Supervised and/or Faculty Member on Dissertation Committees (Rutgers University Graduate School of Management Doctoral Program)

- o Narula, Rajneesh 1993/October
- o Kundu, Sumit 1994/May
- o Ra, Wonchan 1999/May
- o Wymbs, Clifford 1999/May
- o Lin, Jyh-Der 2000/January
- o Pak, Yong 2000/May
- o Vyas, Bindu 2000/October
- o Grevesen, Chris 2001/May
- o Kim, Changsu 2002/January
- o Woodley, James 2002/October
- o Li, Huiping 2006/October
- o Shah, Grishma 2008/May
- o Thakur, Pooja 2010/ May
- o Pore, Andy 2010/December
- o Pu, Xiaoyu 2012/December
- o Choi, Jeongho 2015/May
- o Jessica Salmon
- o Andres Velez-Calle

(Dissertation titles supplied on request).

CONTRIBUTIONS TO PROFESSION AND SCHOLARLY ACTIVITY
(continued...)

DOCTORAL ADVISING AND WORK WITH DOCTORAL STUDENTS
(Continued...)

Current Doctoral Student Advising

Gayan Hetiararchi.
Tung Min Hung.

Doctoral Consortia (Faculty Advisor/Judge)

- Faculty Advisor at the Doctoral Consortium organized by ESNIE: European School on New Institutional Economics, Cargese, Corsica, France, May 21, 2015.
- Faculty Advisor at the Doctoral Consortium of European School on New Institutional Economics, June 2010, Corsica, France
- “Research Topics in International Business,” CIBER Consortium, University of Connecticut, July 2006.
- Faculty Advisor, Doctoral Consortium, Academy of Management (IM Division), 2003, 1996
- Faculty Advisor and Judge for “Best Dissertation” contest, Texas A&M International University, 2006 and 2008.
- Ph.D. Dissertation Award Committee, Academy of International Business, 1981-83, 1985.
- Barry M. Richman Ph.D. Dissertation Award Committee, Academy of Management, 1997, 1998, 1999, 2000, 2001, 2002.
- Chair, Barry M. Richman Ph.D. Dissertation Award Committee, Academy of Management, 2002.
- Ph.D. Dissertation External Examiner (Opponent), Stockholm School of Economics, 1989 (candidate: Johan Roos). Also chaired formal defense session.

CONTRIBUTIONS TO PROFESSION AND SCHOLARLY ACTIVITY (continued...)

GRANTS

- * German Marshall Fund of the United States, 1986-87
- * Carnegie-Bosch Foundation, 1996 - 1997
- * Licensing Executives Society, 1997 - 1998
- * U.S. Department of Education CIBER Grant 1996 – 1999
- * Several internal Rutgers University Grants received periodically

TEACHING

COURSES TAUGHT

Ph.D

(Rutgers University)

- Global Strategic Management
- Dissertation supervision and dissertation committees (see list under Ph.D. Level Appointments/Contributions above)
- Supervision of Independent Studies (list available)

M.B.A./Executive M.B.A

(Rutgers: NJ, Beijing, Singapore, AT&T, Merrill Lynch)

- International Business Policy (MBA)
- International Marketing (MBA)
- International Business Environment (MBA)
- Interfunctional Management (MBA)
- Study Indian Business (MBA)

(Wharton)

- Multinational Management Strategy (MBA)
- Multinational Enterprise in Developing Countries (MBA, co-instructor)
- Field Studies in Multinational Enterprise (MBA, Subordinate Instructor)

(Indian Institute of Management – Ahmedabad)

- Multinational Company Strategies and International Expansion Choices (MBA)
- Strategic Alliances and Valuation of Intellectual Assets (MBA)

TEACHING (continued...)

M.B.A./Executive M.B.A (continued...)

(Indian Institute of Management – Calcutta)

- Strategic Alliances and Valuation of Intellectual Assets (MBA)

(Nanyang Business School)

- Global Business Applications (MBA)

(Copenhagen Business School)

- Global Business Strategy From A European Perspective

(Fletcher School of Law and Diplomacy, Tufts University)

- International Business Strategy and Operations (MBA)

(Xavier Institute, India)

- International Marketing (Postgraduate Level)

(Theseus Institute, EDHEC, France)

- International Business (MBA)

(International University of Monaco)

- International Business Strategy (MBA)

(Pace University, Lubin School of Business)

- Business In the Global Environment (MBA)

Undergraduate

(EDHEC, France)

- Global Strategy

(Wharton School)

- International Marketing
- Multinational Management

(Rutgers)

- International Business

TEACHING IN EXECUTIVE SEMINARS

Executive Seminars (Duration 0.5 days – 3.0 days) offered in the following subjects. (Locations: US, Colombia, Singapore, China, etc.)

- Alliance Negotiations and Management
- Global Strategy
- A Primer on Foreign Exchange Risk Management
- International Licensing
- Introduction to International Business for Non-Managerial Personnel

TEACHING EVALUATIONS

- Comparative student evaluations, from schools of business, can be supplied on request.
- Scores are consistently in the highest percentiles of all faculty in the school (despite large enrollments).
- Remarks written by students are almost entirely favorable to highly laudatory. The rare negative remarks have mostly to do with the length of the course (too short) or extent of expected work. All comments and evaluation scores, for each year, are available for examination.

OTHER TEACHING CAPACITY

Foreign Exchange Risk Management
 Introductory Marketing
 Negotiating and Managing International Alliances

CURRICULUM/INSTITUTIONAL DEVELOPMENT

- Developed (with Ajai Gaur) a new Study India course, 2016.
- Challenge Exam (International Business, MBA), 2007 - 2010
- Curriculum Revision Committee (Department of Management & Global Business) Spring 2007.
- Helped to organize the Ph.D. program in International Business (with J. Dunning), Graduate School of Management Rutgers, 1990.
- Guest Editor for a special issue of Journal of International Management on "Pedagogy and Domain of International Management", 1999-2000.

TEACHING (continued...)

CURRICULUM/INSTITUTIONAL DEVELOPMENT

- Organized and Co-Chaired a workshop on Internationalizing the Business Curriculum: A Faculty Development Workshop, for 46 business faculty from 4 mid-Atlantic states, September 1997.
- Advice to Schools of Business in India to internationalize their curricula, 1992.
- Export and International Business Development projects for over 120 New Jersey companies, over 17 years, as part of my International Marketing course (co-sponsored by SBDC and U.S. Department of Commerce), Rutgers, Graduate School of Management. See description in "MBA Students Assist New Jersey Exporters," Business America, February 7, 1983.
- Member of Doctoral Consortium, Academy of Management (International Management Division) Cincinnati, August 1996, and Seattle August 2003.
- Rutgers Graduate School of Management Curriculum Revision Committees (See below).
- Prepared for the Multinational Enterprise department at Wharton, four teaching "modules" (papers, cases and bibliography) on 1. International Technology Transfer; 2. Trade and Balance of Payments Effects of FDI in Developing Countries; 3. Employment Effects of FDI; 4. Transnational Unionization.

SERVICE TO RUTGERS UNIVERSITY

- Dean's Research Professor Committee, January 2019
- Stackable Modular Program, October 2018
- IB Recruiting committee Fall 2018
- MBA Curriculum Revision Committee, Fall 2017
- Website <https://globalbusiness.blog> begun as service to Rutgers students. See above section on "Erudite and Semi-Technical Articles on Contemporary International Business Topics for Rutgers Students"
- Helped organize original International Business Department and program in the 1980s

SERVICE TO RUTGERS UNIVERSITY (continued...)

- With John Dunning created the Doctoral Program in International Business in the 1980s
- Research Director, CIBER (US Department of Education Grant to Rutgers)
- See above listing for “Doctoral Advising and Work with Doctoral Students(work done with Rutgers doctoral students (18 dissertation committees)
- Department Chair: Cumulative 7 years
- Helped start International Executive MBA Program, 1998
- International Business Development projects in my International Marketing course, for over 120 companies (with SBDC and U.S. Department of Commerce)
- IEMBA Program Alumni Survey
- PII Promotion committees, School of Management & Labor Relations (SMLR), and School of Business (SOB Camden Campus), Rutgers University.
(1) Prof. Douglas L. Kruse, SMLR, Fall 2013, (2) Prof. David P. Lepak, SMLR, Fall 2013, (3) Prof. Briance Mascarenhas, SOB Camden, Fall 2014, (4) Prof. Nancy DiTomaso, Fall 2014.

Member of Committees at Rutgers Business School:

International Programs Task Force, On-Line Education Committee, Recruitment Committees, Research Resources Committee, Curriculum Committee, Courses of Study Committee, Appointments & Promotions Committee, Library Committee, Search Committee for Director of the Center for International Business Education, Faculty Status Task Force, Dean's Advisory Council, Executive MBA Committee, By Laws Committee, Ad-Hoc Grievance Review, Dean's Leadership Council, Overseas Program Committee, Ad-Hoc Reappointment Committee (Chair), Curriculum Revision Task Force, Committee On Faculty Workload, PhD Policy Committee, AACSB Intellectual Contributions Committee, Research Award Committee, Research Resources Committee, MBA Policy Committee, Dean's Cabinet, Recruiting Committee, Curriculum Revision Committee (Departmental, Advisory Board, Pharmaceutical Management Center, Challenge Exam in International Business.

EXECUTIVE PANELS/CONSULTING

Executive briefings and consulting tasks in four nations, have involved

- Organizational development
- Analyzing overseas investment or joint venture projects
- Alliance Negotiations
- Study of overseas markets, and
- International licensing proposals
- International Transfer Pricing
- Alliance Negotiations

Non-confidential reports can be supplied on request. Seminars have been conducted for corporate executives on Pricing and Negotiating Alliances and on International Corporate Finance.

MISCELLANY

- Organized a lecture series at Wharton inviting distinguished professionals to speak on the impact of foreign investment in developing nations,
- Director of a Wharton research project for a Business Council promoting U.S. agribusiness investments overseas.

CITATION COUNTS (IMPACT ON FIELD)

Total as of January 2019 of scholarly citations was over 10,800 based on Google Scholar, after deleting spurious entries.

(As an index of a scholar's impact on the field, comparative counts are a widely accepted measure of influence, despite some limitations of such counts).

Comparative counts for leading scholars in the field from AIB (Academy of International Business) and AOM (Academy of Management) are available on request.

PERSONAL

U.S. Citizen. Interests: History, Restoring Antiques, Canoeing, Design.



January 2019