

FAROK J. CONTRACTOR

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FAROK J. CONTRACTOR

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New Jersey 08822
USA

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 ASSIGNMENTS

- | | | | |
|---|--------------------------------------|--------------------|---------------------------|
| • Academy of International Business (AIB) | President-Elect | Administrative | 2020 - 2021 |
| • Rutgers International Executive MBA (Singapore) | Professor | Lecturing | 1999 – current |
| • Indian Institutes of Management (A) (C) | Visiting Professor | Lecturing | 2018 -- 2020 |
| • 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.

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PUBLICATIONS

Refereed Articles

- 1) "The World Economy Will Need *Even More* Globalization in the Post-Pandemic 2021 Decade," Journal of International Business Studies, forthcoming 2021 (advance copy available online) Contractor, F.
- 2) "How FDI Inflows to Emerging Markets Are Influenced by Country Regulatory Factors: An Exploratory Study," Journal of International Management, forthcoming 2021 (advance copy available online) Contractor, F., Nuruzzaman, N., Dangol, R. & Raghunath, S.
- 3) "A Decline in US Manufacturing Because of Globalization and China?" Management & Organization Review, forthcoming 2021 (advance copy available online) Contractor, F.
- 4) "How Do Country Regulations and Business Environment Impact Foreign Direct Investment Inflows?" International Business Review, (29(2): 1 – 13. April 2020. Contractor, F., Dangol, R., Nuruzzaman, N. & Raghunath, S.
- 5) "Antecedents and Relative Performance of Sourcing Choices for New Product Development Projects," Technovation, (90): 1 -17, February–March 2020. Thakur-Wernz, P., Bruyaka, O., & Contractor, F.
- 6) "Improving the Progress of Research & Development (R&D) Projects by Selecting an Optimal Alliance Structure and Partner Type," British Journal of Management, (October 2019). 30(4): 791-809. Choi, J. & Contractor, F.
- 7) "Can a firm find the balance between openness and secrecy? Towards a theory of an optimum level of disclosure," Journal of International Business Studies, 50(2), 261-274 (February 2019). Contractor, F.
- 8) "Viewing Global Strategy Through a Microfoundations Lens," Global Strategy Journal, (February, 2019), 9(1): 3 – 18. Contractor, F., Foss, N., Kundi S. & Lahiri, S.
- 9) "Internationalization and performance: the role of depth and breadth," Academia Revista Latinoamericana de Administración, (March 2018). 31 (1), 2018. Velez-Calle, A., Sanchez-Henriquez, F. & Contractor, F.
- 10) "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.

Refereed Articles (continued...)

- 11) “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.

- 12) “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.

- 13) “Leveraging India: Global Interconnectedness and Locational Competitive Advantage,” Management International Review, (April 2015), 55 (2): 159-179. Contractor, F., Kumar, V. & Dhanaraj, C.

- 14) “Structuring and Governing Alliances: New Directions for Research,” Global Strategy Journal, (November 2014), 4 (4): 241 – 256. Contractor, Farok J. & Reuer, Jeffrey.

- 15) “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.

- 16) “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.

- 17) “‘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.

- 18) “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.

- 19) “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.

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- 20) "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.
- 21) "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.
- 22) "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.
- 23) "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.
- 24) "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.
- 25) "Interorganizational Cooperation and Our Manifest Destiny: An Evolutionary Perspective," Futures Research Quarterly, (Summer 2007), 23: 5 – 30. Contractor, Farok J.
- 26) "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.
- 27) "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.

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- 28) "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.
- 29) "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.
- 30) "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.
- 31) "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.
- 32) "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.
- 33) "The Growth of Alliances in a New Knowledge-Based Economy," International Business Review, (August 2002), 11 (4):485–502. Contractor, Farok J. & Lorange, Peter.
- 34) "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.
- 35) "Valuing Intangible Assets and Corporate Knowledge: Some General Principles," Knowledge and Process Management, (October/December 2000), 7(4): 242-255. Contractor, Farok J.
- 36) "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.

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- 37) "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.
- 38) "The Raisons d'Etre for International Management as a Field of Study," Journal of International Management, (March 2000), 6(1):3-10. Contractor, Farok J.
- 39) "Perspectives for International IP Managers," Journal of the Licensing Executives Society, (June 1999), 34(2):41-50. Contractor, Farok J.
- 40) "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.
- 41) "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.
- 42) "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.
- 43) "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.
- 44) "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.
- 45) "Promoting Foreign Direct Investment: The Case of Developing Countries," International Trade Journal, (Spring 1995), 9(1):107-142. Contractor, Farok J.
- 46) "Technology Acquisition Choices For Newly Industrializing Countries: The Case of Taiwan", The International Executive, (September/October 1993), 35(5):385-412, Contractor, Farok J.
- 47) "Globalization: What The Heck Is It?" Management And Labour Studies, (October 1992), 17(4):177-182. Contractor, Farok J.

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- 48)"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.
- 49)"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.
- 50)"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.
- 51)"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.
- 52)"Interfirm Technology Transfers and the Theory of Multinational Enterprise," International Trade Journal, (Fall 1989), 4(1):21-48. Contractor, Farok J.
- 53)"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.
- 54)"An Alternative View of International Business," International Marketing Review, (Spring 1986), 3(1): 74-85. Contractor, Farok J.
- 55)"A Generalized Theorem For Joint-Venture And Licensing Negotiations," Journal of International Business Studies, (Summer 1985), 16(2): 23-50. Contractor, Farok J.
- 56)"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.
- 57)"Strategies for Structuring Joint-Ventures: A Negotiations Planning Paradigm," Columbia Journal of World Business, (Summer 1984), 19(2):30-39. Contractor, Farok J.

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- 58) "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.
- 59) "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.
- 60) "Licensing In International Strategy," Les Nouvelles, Journal of the Licensing Executives Society, (June 1983), 28(2):129-135. Contractor, Farok J.
- 61) "How Firms Organize for Licensing," Journal of the Licensing Executives Society, (December 1981), 26(4): 325-330. Contractor, Farok J.
- 62) "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.
- 63) "Negotiating Compensation in International Licensing Agreements," Sloan Management Review, (Winter 1981).22(2): 23-32. Root, Franklin, R, & Contractor, Farok J.
- 64) "The Role of Licensing In International Strategy," Columbia Journal of World Business, (Winter 1981), 16(4): 73-84. Contractor, Farok J.
- 65) "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.
- 66) "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.

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Quasi-Refereed Articles^a

“Trump Administration Labels China a “Currency Manipulator”: What’s behind the accusation, and who’s right?” Rutgers Business Review, September 2019, 4(2): 93 - 102.

“What Do We Mean by Undervalued or Overvalued Currencies?” Rutgers Business Review, May 2019, 4(1): 1 - 9.

“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, Spring 2017. 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 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 172 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.

“Currency manipulation and why Trump is picking on Brazil and Argentina,” The Conversation, December 3, 2019. <https://theconversation.com/currency-manipulation-and-why-trump-is-picking-on-brazil-and-argentina-128210>

Also at

- Salon.com
https://www.salon.com/2019/12/08/currency-manipulation-and-why-trump-is-picking-on-brazil-and-argentina_partner/
- NationalInterest.com
“Donald Trump and the Art of Currency Manipulation: Is Argentina intentionally weakening the peso?”
<https://nationalinterest.org/blog/buzz/donald-trump-and-art-currency-manipulation-101947>
- LegalNews.com <http://legalnews.com/detroit/1482059/>
- Econotimes.com <https://www.econotimes.com/Currency-manipulation-and-why-Trump-is-picking-on-Brazil-and-Argentina-1569295>
- Latinorebels.com
<https://www.latinorebels.com/2019/12/06/trumpcurrencymanipulation/>
- Missoulia.com; Yakimaherald.com; Maryvilleforum.com; Others

“Six Things to Be Thankful for This Thanksgiving,” GlobalBusiness.Blog, November 28, 2019. <https://globalbusiness.blog/2019/11/28/six-things-to-be-grateful-for-this-thanksgiving/>

Also at:

- NationalInterest.com, **“Without Globalization, There Would Be No Thanksgiving”** <https://nationalinterest.org/blog/buzz/without-globalization-there-would-be-no-thanksgiving-99127>

Scholarly Non-Refereed Articles (continued)

“Trump Administration Labels China a “Currency Manipulator”’: What’s behind

the accusation, and who's right?" GlobalBusiness.Blog, August 11, 2019
<https://globalbusiness.blog/2019/08/11/trump-administration-labels-china-a-currency-manipulator-whats-behind-the-accusation-and-whos-right/>

"Is China a Currency Manipulator?" Yale Global, August 13, 2019.

Also at

- "Is China A 'Currency Manipulator'? – Analysis," Eurasia Review, August 10, 2019.
- Center for Security Studies, August 23, 2019.
- "How China is arming its currency to hit back at US," Khaleej Times, August 10, 2019.

"From Bombay to Baltimore: Scholars debate whether the American national anthem was composed on a ship built in India at the Wadia Shipyard," Parsiana, June 21, 2020.

"Does a Strong Currency Help, or a Weak One?" Yale Global, March 5, 2019.

Also at

- Eurasia Review, March 6, 2019.

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

Also at:

- "Should India devalue its currency like China has?" Scroll, May 10, 2019.
<https://scroll.in/article/915430/should-india-devalue-its-currency-like-china-has>

"Advantages and Drawbacks of Undervalued versus Overvalued 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.

Also at:

- LinkedIn: <https://www.linkedin.com/pulse/what-dumping-farok-j-contractor/>

Scholarly Non-Refereed Articles (continued)

"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.

Also in:

- 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.

“Why we have globalization to thank for Thanksgiving: We can give thanks to the strong winds of trans-Atlantic trade for “Tom Turkey,” Salon.com. November 23, 2017. https://www.salon.com/2017/11/23/why-we-have-globalization-to-thank-for-thanksgiving_partner/

- Also at:
Government Executive, November 23, 2017.
<https://www.govexec.com/management/2016/11/why-we-have-globalization-thank-thanksgiving/133410/>

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

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

Also at:

- **“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

Scholarly Non-Refereed Articles (continued)

- **“Seven reasons why Chinese-made Hindu gods rule Indian markets,”**

qz.com, October 31, 2017. <https://qz.com/india/1114837/to-understand-why-modis-make-in-india-has-failed-look-at-china/>

- **“Even religious idols come from China: Seven reasons why ‘Make in India’ is a distant goal,”** Scroll.com. October 28, 2017
<https://scroll.in/article/855392/even-religious-idols-come-from-china-seven-reasons-why-make-in-india-is-a-distant-goal>
- **“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?” Yale Global, June 15, 2017.

Also at:

- **“Why Do Some People Oppose Globalization?”** Dhaka Tribune (Bangladesh), February 5, 2018, <https://www.dhakatribune.com/business/2018/02/05/people-oppose-globalization/>
- **“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?”** Scroll.com, June 18, 2017, <https://scroll.in/article/840786/from-the-us-to-india-why-do-people-oppose-globalisation>

“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.

Scholarly Non-Refereed Articles (continued)

“Why we have globalization to thank for Thanksgiving,” The Conversation,

November 23, 2016.

- Also in
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“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**).

“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.

Refereed Competitive Conference Papers/Proceedings (continued)

“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.

“Why We Exist: The Raison D’Etre 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.

Refereed Competitive Conference Papers/Proceedings (continued)

“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.

"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.

Refereed Competitive Conference Papers/Proceedings (continued)

"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, Fontainebleau, 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.

"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.

Refereed Competitive Conference Papers/Proceedings (continued)

"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

"China's Ascendancy and the Strained Relationship Between the US and China: Calculating the Value of Continued Future Cooperation," **Keynote Address and Speech**, University of Nottingham, Ningbo, China campus, December 2, 2020.
<https://www.youtube.com/watch?v=XnktxPtqwI4&feature=youtu.be>

"The Quarreling Couple That Still Needs to Dance Together: Trade Tussles and Technological Rivalry to Potential Cooperation in US-China Relations," **Keynote Address** at Chinese Globalization Association, Simon Fraser University, Jack Austin Centre for Asia Pacific Business, October 8, 2020.
<https://www.sfu.ca/itservices/technical/webcasting-and-video-recording/webcast-archive/2020/10/2020-10-08-beedie/>

"How Do Country Regulations and Business Environment Impact Foreign Direct Investment (FDI) Inflows? The Case of India," **Keynote Address** at the Sixth Biennial Conference of the Indian Academy of Management (INDAM), at the Indian Institute of Management, Tiruchirappalli, January 3, 2020.

Global Outlook of Indian Industries@76". Panelist at the Sixth Biennial Conference of the Indian Academy of Management (INDAM), at the Indian Institute of Management, Tiruchirappalli, January 3, 2020.

"India's International Business With the Rest of the World" presentation to US Business School academics under the sponsorship of Florida International University's CIBER (Center for International Business Education and Research), Bombay, December 29, 2019.

"International Business Strategies," Presentation to Officials of Hebei Province, China, November 21, 2019, Totowa, New Jersey.

"Beyond Trade Data: The Evolving US-China Business Relationship," Presentation to Officials of Hebei Province, China, November 21, 2019, Totowa, New Jersey.

"An Overview of Research on FDI Patterns," Presentation to faculty at Fox School of Business, Temple University, August 1, 2019.

Other Invited Academic Papers and Conference Proceedings

(continued...)

“Alliances and the Success of SME Internationalization,” **Keynote address** at conference on *Internationalization of SMEs in the Digital Age: Opportunities and Threats*, University of Bolzano, April 29, 2019

“Global Business Strategies Using Joint Ventures and Alliances,” University of Wollongong, Dubai Campus, March 4, 2019.

“How Do Country Regulations and Business Environment Impact Foreign Direct Investment Inflows?” Indian Institute of Management, Kozhikode, India, February 28, 2019.

“India’s Commercial Connections With the Outside World: Past, Present and Future,” Rotary Club of Bombay, February 27, 2019.

“Designing and Governing Strategic Alliances,” AIB India conference, December 2018, Hyderabad, India.

“The Evolving US-China Economic Relationship,” Presentation to Guizhou Province, China officials, October 25th, 2017, 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 Insititute (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

- Executive Board, Academy of International Business for a three year terms as President-Elect (2020 – 2021), President (2021 – 2022) and Immediate Past President (2022 – 2023).
- 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)

CONTRIBUTIONS TO PROFESSION AND SCHOLARLY ACTIVITY

(continued...)

- 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.

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CONTRIBUTIONS TO PROFESSION AND SCHOLARLY ACTIVITY

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Scholarly Recognition / Impact / Citation Counts

- Silver Medal presented by the AIB (Academy of International Business) for publishing amongst the highest number of scholarly papers to Journal of International Business Studies, the premier journal of the academic field of International Business, June 2019.
- Over 13,800 citations in other scholarly publications (as of January, 2021) based on Google Scholar. (3 items with more than 1000 citations each and 21 publications with over 100 citations each) (For further analysis, 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.

CONTRIBUTIONS TO PROFESSION AND SCHOLARLY ACTIVITY

(continued...)

- * Research Director, CIBER, Rutgers University, 1997- 1999.
- * Board of Advisors, Ramapo College International Business Program, 2000 – 2001.

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*)

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CONTRIBUTIONS TO PROFESSION AND SCHOLARLY ACTIVITY

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Referee For Journals and Refereed Conferences

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

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, (which results in Book No 1 – see Books/Monographs).
- * 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

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

Conferences or Panels Organized (continued)

- * 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.
- * 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.

CONTRIBUTIONS TO PROFESSION AND SCHOLARLY ACTIVITY

(continued...)

Conferences or Panels Organized (continued)

- * 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).
- * 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: 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).
- "Careers and Teaching in International Business," Junior Faculty Consortium, Academy of International Business conference, Indianapolis, June 25, 2007.

CONTRIBUTIONS TO PROFESSION AND SCHOLARLY ACTIVITY

(continued...)

Professional Development Lectures (continued)

- “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.
- 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.
- 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 tackled 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.

CONTRIBUTIONS TO PROFESSION AND SCHOLARLY ACTIVITY

(continued...)

Other Professional and Scholarly Activities (continued)

- * 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.
- * 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

- NewJerseyTV April 20, 2020: <https://www.njtvonline.org/news/video/life-after-the-covid-19-crisis/>
- In “ Un 'zar de Asia', Irán y China: así lidiará Biden con el reto geopolítico que viene de Oriente”, October 12, 2020, https://www.elconfidencial.com/mundo/2020-12-10/biden-iran-eeuu-asia-orient-medio_2864100/
- 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> Jun 22, 2018.
- In “Trump's Tariff Plan Disrupts Global Auto Industry”, Beijing Review, www.bjreview.com.cn/Business/201808/t20180823_800138898.html, Aug 23, 2018

CONTRIBUTIONS TO PROFESSION AND SCHOLARLY ACTIVITY

(continued...)

Media Appearances (continued)

- Interview: “China could sustain 6 pct growth rate in medium term: U.S. expert,” Xinhua and China Daily, October 13, 2017.
- 2017-01-16 Xinhua <http://www.ecns.cn/voices/2017/01-16/241751.shtml>
- 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.

PROFESSIONAL ASSOCIATIONS

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

RESEARCH FELLOWSHIPS/AWARDS

- Albert Nelson Marquis Lifetime Achievement Award, April 2019. (Honor refused).
- 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

CONTRIBUTIONS TO PROFESSION AND SCHOLARLY ACTIVITY

(continued...)

RESEARCH FELLOWSHIPS/AWARDS (continued)

- 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.

BLOG / WEBSITE

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

(Readers in 172 Countries)

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

What began in 2014 as a webpage/blog for students has now grown into a website with readers in 172 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 several of my essays.

Reprints and mentions have also been received in US News & World Report, *CBS Money Watch*, *Associated Press*, *YaleGlobal*, *USA Today*, *The Conversation*, *Salon.com*, *South China Morning Post*, *weebly.com*, and others.

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

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

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

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 2018
- o Andres Velez-Calle 2018
- o Tung-Min Hung 2019

(Dissertation titles supplied on request).

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

DOCTORAL ADVISING AND WORK WITH DOCTORAL STUDENTS

(continued...)

Doctoral Consortia (Faculty Advisor/Judge) (continued)

- 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.

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

(Continued overleaf...)

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 Institutes of Management – Ahmedabad & Calcutta)

- Multinational Company Strategies and International Expansion Choices (MBA)
- 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)

TEACHING (continued...)

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

(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, India, 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 (continued...)

TEACHING EVALUATIONS

- Comparative student evaluations, from schools of business, can be supplied on request.
- 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.
- 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.

TEACHING (continued...)

CURRICULUM/INSTITUTIONAL DEVELOPMENT (continued)

- Export and International Business Development projects for over 120 New Jersey companies, supervised 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 writeup 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

- Seminar Series MGB Department, Spring 2021
- Curriculum revision MGB Department, Fall 2019.
- 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
- With John Dunning created PhD Program in International Business in the 1980s
SERVICE TO RUTGERS UNIVERSITY (continued...)

- 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, (5) Joanne Ciulla, Fall 2019.

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.

(continued overleaf...)

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 2021 of scholarly citations was over 13,800 based on Google Scholar.

(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 2021