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ACADEMIC WORK EXPERIENCE

Rutgers Business School. Associate Professor, Management and Global Business Dept., 2017-present. Research: focus on strategy in emerging economies, business-society relations, private equity, and Southeast Asia. Teaching: international business at undergrad and MBA levels.

NUS Business School, National University of Singapore (NUS). Assistant Professor, Strategy and Policy Dept., 2011-2017. Teaching: international business and emerging markets strategy at undergrad, MBA, and executive education levels. Service: recognized for contributions exceeding expectations, including: a.) two years managing weekly invited-speakers seminar series; b.) development of industry connections and bringing practitioners to campus; c.) research and workshop management contributions to Centre for Corporate Governance, Institutions, and Organizations; and d.) setting up of multiple industry-academia dialogue workshops focused on Vietnam and on private equity.

EDUCATIONAL EXPERIENCE

- 2011 **Harvard Business School** (Boston, MA USA)
Doctor of Business Administration, Strategy (Defense: April 21, 2011)
Thesis Committee: Josh Lerner (co-chair), Jordan Siegel (co-chair), Cynthia Montgomery
- 1999 **Paul H. Nitze School for Advanced International Studies,
Johns Hopkins University** (Washington, DC USA)
M.A., concentrations in International Economics and Southeast Asian Studies
- 1994 **Oberlin College** (Oberlin, OH USA)
B.A., concentration in Politics, semesters at UC Berkeley (1991) and School for
International Training in Ho Chi Minh City, Vietnam (1993)

ACADEMIC PUBLICATIONS (Total Google Scholar Citations: 357, H-index: 7)

“The Danger of Not Listening to Firms: Government Responsiveness and the Goal of Regulatory Compliance” (w/ Edmund Malesky), *Academy of Management Journal*, 60(3), 2017, Special Issue on “Grand Challenges” (Google Scholar citations: 1).

- Awarded Best Article Award, Public and Non-Profit Division, Academy of Management Annual Conference 2017.

“Tied Up and Shocked: How Relational Contracting with Suppliers Constrains Global Buyers in during a Demand Shock”, (with three coauthors), in Torben Pedersen, Timothy M. Devinney, Laszlo Tihanyi, Arnaldo Camuffo (ed.), *Breaking up the Global Value Chain* (Advances in International Management Series, Volume 30) Emerald Publishing Limited, 2017.

“Foreignness as a Global Asset and a Local Liability: The Pivotal Role of Business Activities” (sole authored), *Journal of International Business Studies*, 48(4), 2017 (Google Scholar citations: 1).

“How are Institutional Capabilities Transferred across Borders? The Case of an Indonesian Property Developer in Vietnam” (w/ Michael Carney and Marleen Dieleman), *Journal of World Business*, 51(6), 2016 (Google Scholar citations: 12).

“Unbundling the Effects of Institutions on Firm Resources: The Contingent Effect of Being Local in Emerging Economy Private Equity” (w/ Andrew Delios), *Strategic Management Journal*, 36(12), 2015 (Google Scholar citations: 25).

“The Neglected Need for Strategic Renewal in Emerging Markets: Lessons from Vietnam in Transition” (sole authored), *Business Horizons*, Vol. 56, No. 4, 2013 (Google Scholar citations: 4).

“Where is Credit Due? Legal Institutions, Connections, and the Efficiency of Bank Lending in Vietnam” (w/ Edmund Malesky), *Journal for Law, Economics, and Organization*, Vol. 25, No. 2, 2009 (Google Scholar citations: 114).

“Out of the Gray: The Impact of Provincial Institutions on Business Formalization in Vietnam” (w/ Edmund Malesky), *Journal of East Asian Studies*, Vol. 9, No. 2, 2009 (Google Scholar citations: 59).

KEY WORKING PAPERS

“Opening Factory Doors to Government Regulation: An Experiment on Participation by Firms in the Design of Labor Protections in Vietnam”, (w/ Edmund Malesky), *Under Journal Review*.

“How Political Participation by Firms Affects the Legitimacy of Government Regulation in the Eyes of Non-Participating Firms: Evidence from a Survey Experiment in Vietnam” (w/ Edmund Malesky), Working Paper.

NASCENT PROJECTS

“The Participation Choice: Which Firms Are Willing to Be Politically Active and Why?” (w/ Edmund Malesky). This is a further exploitation of the two-year experiment data, analyzing differences between firms that took up the randomly assigned opportunity to participate and those that did not. Target: Management Science.

“Can Participation in Local Budget Planning Increase Government Legitimacy and Tax Compliance?” Proposal for Metaketa Initiative II: Taxation by The Evidence in Governance and Politics network.

“Participation and Compliance with Standards within Global Value Chains”. This is an examination of the effect of participation in the rule making process within the context of buyer-supplier relations in global value chains.

“Mekong Capital and the Mobile World Group: Private Equity in Vietnam”. This is a teaching case I have researched and am writing up together with Andrew Delios. We are also exploring the possibility of working with Mobile World Group on an academic study on its control of supply chains.

“Combining Assets of Foreignness and Localness: Syndication in Emerging Economies Private Equity”. This is an exploitation of my privileged access to the Private Capital Research Institute database.

OTHER PUBLICATIONS

“From Control to Market: Time for Real SOE Reform in Vietnam?” with Nguyen Chi Hieu and Nguyen Thuy Linh, Singapore: Center for Governance, Institutions and Organizations, NUS Business School, 2015 (Google Scholar citations: 2).

“Private Equity Amid Evolving Market Institutions: The Case of Vietnam”, with Matt Schwarz and Kenneth Chin in Klonowski, D. (ed.), *Private Equity in Emerging Markets: The New Frontiers of International Finance*, New York: Palgrave MacMillan, 2012 (Google Scholar citations: 2).

“Book Review of: ‘Knowledge Intensive Entrepreneurship: The Birth, Growth and Demise of Entrepreneurial Firms’”, *Journal of Economic Literature*, December 2011.

“Business Strategy During Radical Economic Transition: Vietnam’s First Generation of Large Private Manufacturers and a Decade of Intensifying Opportunities and Competition”, A Policy Discussion Paper, UNDP Vietnam, Hanoi, Vietnam, 2009 (Google Scholar citations: 4).

“A Note on European Private Equity” (with Josh Lerner and others), HBS Case No. 9-299-017, 2007.

“Consultation of the Domestic Community in the Development of Vietnam’s Legal Framework for Enterprise” (with Le Duy Binh), German Technical Cooperation (GTZ), Hanoi, Vietnam, 2005.

“Domestic Companies in Vietnam: Challenges for Development of Vietnam’s Most Important SMEs”, WDI Policy Brief No. 34, William Davidson Institute, Ann Arbor, Michigan, 2005 (Google Scholar citations: 16).

“Private Enterprise Formality and the Role of Local Government”, ADB Making Markets Work for the Poor, Hanoi, Vietnam, 2004 (Google Scholar citations: 6).

“A Little Engine that Could: Domestic Private Companies and Vietnam’s Pressing Need for Wage Employment” (with Liesbet Steer), World Bank Working Paper No. 2873, Hanoi, Vietnam, 2002 (Google Scholar citations: 48).

“Vietnam's Undersized Engine: A Survey of 95 Larger Private Manufacturers” (with Leila Webster), MPDF Discussion Paper No. 8, Hanoi, Vietnam (Google Scholar citations: 62).

HONORS AND AWARDS

Best Article Award, Public and Non-Profit Division, Academy of Management Annual Conference 2017, Atlanta, Georgia.

Nominated for Best Paper Award, 2016 Strategic Management Society Hong Kong Special Conference, Hong Kong, China.

Humanities and Social Sciences Research Scholarship, NUS, 2015.

Musim Mas Sustainability Seed Fund Grant, NUS, SG\$20,000, 2015.

“Participation and Regulatory Compliance in Vietnam” (Co-PI with Dr Edmund Malesky), \$256,000, Governance Initiative Grant, Jameel Poverty Action Lab, 2014-15.

<http://www.povertyactionlab.org/evaluation/participation-and-regulatory-compliance-vietnam>

Supplementary Funding for Regulatory Compliance Project, World Bank, Vietnam Office, \$50,000, 2014-15.

Humanities and Social Sciences Seed Fund Grant, NUS, SG\$40,000, 2014-15.

Best Paper, 2014 Academy of International Business Southeast Asia Special Conference, Macau, China.

Barry M. Richman Best Dissertation Award, International Management Division, Academy of Management, 2012.

Finalist, Doug Nigh Award for Best Multi-Disciplinary Paper by Junior Scholar, Academy of Management, 2011.

Best Paper Award, Ivey PhD Sustainability Academy: Markets & Movements for Sustainability, 2010.

Blakemore Freeman Fellowship, Vietnam, Blakemore Foundation, 2002 & 2008.

Fulbright Fellowship, Vietnam, Fulbright Foundation, 1998-1999.

David L. Boren National Security Education Program Fellowship, Vietnam, 1998.

JOURNAL REFEREEING

Academy of Management Journal; Organization Science; Strategic Management Journal; Journal of International Business Studies; Global Strategy; World Development; Entrepreneurship, Theory, and Practice; and World Development.

GRADUATED NUS STUDENT FOR WHOM SERVED ON DISSERTATION COMMITTEE

Yan (Jackie) Zheng (2015). Dissertation title, “The contingent effects of corporate political strategies on firm outcomes”. Placement: Assistant Professor, Hong Kong University.

Liang (Jessie) Xueji, (2015). Dissertation title: “Firm Internationalization, Corporate Social Performance, and Financial Performance”. Placement: Assistant Professor, Sun Yat-sen University.

Lu Qian, (2015). Dissertation title: “Essays on corporate philanthropy after corporate social irresponsible incidents”. Placement: Assistant Professor, Nanjing University.

Gu Qian, (2012). Dissertation title: “The Invisible Hand of Family: Diversification in Business Groups in Emerging Economies”. Placement: Assistant Professor, Georgia State University.

NON-ACADEMIC WORK EXPERIENCE

Designing, Implementing and Analyzing Surveys (and Other Private Sector Development Research Projects): International Finance Corporation (Washington, DC, US, 2014-15; multiple provinces, Vietnam, 1998-1999, 2000-2001); UNDP (multiple provinces, Vietnam, 2008-09); On the Frontier (Belmont, MA, 2008); William Davidson Institute, Michigan Business School (Hanoi, Vietnam, 2004-2005); Making Markets Work for the Poor, Asian Development Bank (multiple provinces, Vietnam, 2004); Danish International Development Agency (Hanoi, Vietnam, 2004); German Technical Cooperation (multiple provinces, Vietnam, 2003); The Asia Foundation (Hanoi & HCMC, Vietnam, 2001, 2003-04); The World Bank (multiple provinces, Vietnam, 2002, Washington, DC, USA, 1999).

Operational Audit Projects: Price Waterhouse Coopers/Enterplan (Hanoi, Vietnam, 2003); ACDI/VOCA (Hanoi, Vietnam, 2002-2003); COWI (Ho Chi Minh City, Vietnam, 2002-2003).

Entrepreneurship: Edgepoint Trading (multiple provinces, Vietnam, 2003-2004); Untours Vietnam (multiple provinces, Vietnam 2001-2003).

LANGUAGES

Native English, fluent Vietnamese, intermediate German and Mandarin (3 years of university classes)

REFERENCES

Dr. Ruth Aguilera, Northeastern University, r.aguilera@northeastern.edu , Tel: (617) 373-4639

Dr. Andrew Delios, National University of Singapore Business School, andrew@nus.edu.sg, Tel: (+65) 6516-3094

Dr. Josh Lerner, Harvard Business School, jlerner@hbs.edu, Tel: (617) 495-6065

Dr. Edmund Malesky, Duke University, ejm5@duke.edu, Tel: (919) 660-4312

Dr. Jordan Siegel, Michigan Ross School of Business, sijordan@umich.edu, Tel: (734) 647-4491