

## JOANNE E. OXLEY

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### EDUCATION

- 1995 **Ph.D., Business Administration**, University of California, Berkeley.  
Concentration: Business and Public Policy
- 1992 **MA in Economics**, University of California, Berkeley.  
Major fields: International Economics, Industrial Organization.
- 1989 **MBA**, Haas School of Business, University of California, Berkeley.
- 1984 **BSc/BA Engineering and Business Studies**, Trent Polytechnic, Nottingham, U.K.,  
First Class Honors.

### EMPLOYMENT

- 2004 –present Associate Professor of Strategic Management, *Rotman School of Management, University of Toronto*
- Spring 2008 Visiting Scholar, *INSEAD*
- 1995 – 2004 Assistant Professor of Corporate Strategy and International Business,  
*University of Michigan Business School*
- 1989 – 1994 Teaching and research assistant, *University of California, Berkeley*
- 1988 Internal auditor, *Apple Computer, Inc., Cupertino, California.*
- 1984 – 1986 Production engineer, *T.I. Raleigh Ltd., Nottingham, U.K.*
- 1979 – 1984 Engineering apprentice, *Case Tractors, Huddersfield, U.K.*

### REFEREED JOURNAL ARTICLES

- [1] “Arms Race or Détente? How Inter-Firm Alliance Announcements Change the Stock Market Valuation of Rivals,” with Rachele C. Sampson and Brian S. Silverman.  
Forthcoming, *Management Science*.
- [2] “Alliance Structure and the Scope of Knowledge Transfer: Evidence from US-Japan Agreements,” with Tetsuo Wada, *Management Science*, 55(4), 2009.

- [3] "Using Hostages to Support Exchange: Dependence Balancing and Equity Ties in Japanese Automotive Supply Relationships," with Christina L. Ahmadjian, *Journal of Law, Economics and Organization*, 22(1), 2006.
- [4] "The Scope and Governance of International R&D Alliances," with Rachelle C. Sampson, *Strategic Management Journal*, 25 (8-9), 2004.
- [5] "International Franchising Practices in Mexico: Do Franchisors Customize Their Contracts?" with Francine Lafontaine, *Journal of Economics and Management Strategy*, 13 (1), 2004.
- [6] "E-Commerce Readiness: Institutions and International Competitiveness," with Bernard Yeung, *Journal of International Business Studies*, 32 (4), 2001.
- [7] "Globalization Derailed? Multinational Investors' Response to the 1997 Denial of Fast-Track Trade Negotiating Authority," with Karen E. Schnietz, *Journal of International Business Studies*, 32 (3), 2001.
- [8] "Institutional Environment and the Mechanisms of Governance: The Impact of Intellectual Property Protection on the Structure of Inter-firm Alliances," *Journal of Economic Behavior and Organization*, 38 (3), 1999.
- [9] "Technological Overlap and Interfirm Cooperation: Implications for the Resource-Based View of the Firm," with David C. Mowery and Brian S. Silverman, *Research Policy*, 27 (5), 1998.
- [10] "Appropriability Hazards and Governance in Strategic Alliances: A Transaction Cost Approach," *Journal of Law, Economics, and Organization*, 13 (2), 1997.
- Reprinted in:
- Claude Menard & Mary Bohman (Eds.), The International Library of the New Institutional Economics. Cheltenham, U.K. : Edward Elgar, 2005.
- [11] "Strategic Alliances and Interfirm Knowledge Transfer," with David C. Mowery and Brian S. Silverman, *Strategic Management Journal*, 17 (S2), 1996.
- [12] "Inward Technology Transfer and Competitiveness: The Role of National Innovation Systems," with David C. Mowery, *Cambridge Journal of Economics*, 19 (1), 1995.
- Reprinted in:
- Daniele Archibugi and Jonathan Michie, (Eds.), Technology, Globalisation and Economic Performance. Cambridge, UK: Cambridge University Press. 1997.
  - Sanjaya Lall (Ed.), The Economics of Technology Transfer. Cheltenham, UK: Edward Elgar Publishing. 2001.
  - Stephen Young (Ed.), Multinationals and Public Policy. Cheltenham, UK: Edward Elgar Publishing. 2003.

## BOOKS

- [13] Governance of International Strategic Alliances: Technology and Transaction Costs. London, U.K.: Routledge. 1999.
- [14] Structural Change, Industrial Location and Competitiveness. (Edited, with Bernard Yeung). Cheltenham, UK: Edward Elgar. 1998.

## BOOK CHAPTERS & OTHER PUBLICATIONS

- [15] "Alliances and Performance," in B.S. Silverman and J. Nickerson (Eds.) Economic Institutions of Strategy, *Advances in Strategic Management* (22), Forthcoming, 2009.
- [16] "Identifying and Fixing the Problem Outsourcing Relationship," Report prepared for the Centre for Outsourcing Research and Education, Toronto, ON. April 2007.
- [17] "Licenses And Joint Ventures as Knowledge Acquisition Mechanisms: Evidence From US-Japan Alliances," with T. Wada, in A. Arino and J. Reuer (Eds.) Strategic Alliances, Governance and Contracts. Basingstoke, UK: Palgrave. 2006.
- [18] "Interfirm Alliances: A New Institutional Economics Approach," with B. Silverman, in Eric Brousseau and Jean-Michel Glachant (Eds.) New Institutional Economics: A Textbook. Cambridge: Cambridge University Press. 2006.
- [19] "Learning versus Protection in Interfirm Alliances: A False Dichotomy," in Torben Pedersen and Volke Mahnke (Eds.) Knowledge, Governance and the MNC. Basingstoke, UK: Palgrave Macmillan. 2003.
- [20] "The Two Faces of Partner-Specific Absorptive Capacity: Learning and Co-specialization in Strategic Alliances," with David C. Mowery and Brian S. Silverman, in Farok Contractor and Peter Lorange (Eds.), Cooperative Strategies and Alliances. London, UK: Elsevier. 2002.
- [21] "Recreating the Company: Four Contexts for Change," with Laurence Capron and Will Mitchell, *Financial Times* "Mastering Strategy" series, October 1999; reprinted in *Financial Times MBA Companion Volume*, Mastering Strategy. London, UK: Prentice Hall. 2000; also translated and reprinted in *Les Echoes*, Spring 2000

## WORKING PAPERS

"Vertical relationships, hostages, and supplier performance in the Japanese automotive industry," with Christina L. Ahmadjian

"Working together and working things out: Dispute resolution in repeated vertical exchange relationships," with Fabrice Lumineau

"Dispute resolution in vertical exchange relationships" with Fabrice Lumineau

## RECENT PROFESSIONAL PRESENTATIONS

### *“Working Together and Working Things Out”*

- BYU/University of Utah Winter Strategy conference, March 2009
- esmt, Berlin, June 2008
- INSEAD, May 2008
- Sumantra Ghoshal Strategy Conference, London Business School, May 2008
- Tilburg University, April 2008
- EconomiX, Université de Nanterre (Paris X), March 2008

*“The Who, What, How (and So What) of Alliances”* Conference on the Economic Institutions of Strategy, Rotman School of Management, September 2008.

DRUID Debate on Patents, 25th DRUID Celebration Conference on Entrepreneurship and Innovation, Copenhagen Business School, June 2008.

<http://www.druid.dk/streaming/ds2008/onsdag/3/msh.htm>

*“Arms Race or Détente?”* Centre ATOM, Université de Paris I - Panthéon-Sorbonne, March 2008

*“Vertical Relationships, Hostages, and Supplier Performance in the Japanese Automotive Industry,”*

- HEC Paris, March 2008
- ADIS, Université Paris Sud (Paris XI), February 2008
- Conference of the International Society for the New Institutional Economics, Reykjavik, June 2007
- Academy of Management Meetings, Atlanta, August, 2007

*“The Determinants of Dispute Resolution Mode in Inter-Firm Contracts,”* Haas School of Business, University of California, Williamson seminar, October 2007

*“Alliance Structure and the Scope of Knowledge Transfer”*

- Wharton School, University of Pennsylvania. Strategy seminar, (Multinational Management and Entrepreneurship groups), September 2007
- DRUID conference (Keynote), June 2007
- Pamplin College of Business, Virginia Tech, March 2007

*“Structuring Outsourcing Agreements,”* Industry Canada and Rotman School of Management Conference on Offshore Outsourcing: Capitalizing on Lessons Learned” October 2006.

*“Rosencrantz and Guildenstern are Devalued?”*

- Strategy and Organizations workshop, Rotman, October 2006
- Atlanta Competitive Advantage Conference, Atlanta, June 2006
- New York University, April 2006

*“The Economics of Knowledge-Sharing Alliances,”* European School for the New Institutional Economics, Corsica, May 2006.

## **DOCTORAL THESIS COMMITTEE MEMBERSHIP**

Elena Kulchina, Rotman School of Management, University of Toronto, (current)

Alexander Oettl, "Geography and Innovation," Rotman School of Management, University of Toronto, (current)

Zahra Banji, "Transnational Private Authority in Education Policy: A Case Study of Microsoft," OISE, University of Toronto, (current)

Nan Jia, "Non-Market Strategies as Institutional Substitutions," Rotman School of Management, University of Toronto, 2008; Chair

- Finalist, Farmer Dissertation Award, Academy of International Business (2009).

Fabrice Lumineau, "Essays on Opportunism and Contract Disputes," HEC Paris, 2008.

Renata Kosova, "Do Foreign Firms Crowd Out Domestic Firms? Evidence from the Czech Republic," University of Michigan Business School, 2004.

- Dissertation proposal competition winner, Academy of International Business (2003).
- Farmer Dissertation Award winner, Academy of International Business (2005).
- Finalist, Barry Richman Best Dissertation Award, International Management Division, Academy of Management (2005)
- Finalist, Gunnar Hedlund Award for best doctoral dissertation, European International Business Association (2005)

Nandini Lahiri, "Geography and Knowledge Transfer," University of Michigan Business School, 2003.

- Free Press Best Dissertation Award winner, Business Policy and Strategy Division, Academy of Management (2004).
- Finalist, Gunnar Hedlund Award for best doctoral dissertation, European International Business Association (2005)

Anne Parmigiani, "Concurrent Sourcing: When Do Firms Both Make and Buy?" University of Michigan Business School, 2003; Co-chair

- INFORMS dissertation competition winner (2002)

Claudio Agostini, "Essays in Public Finance and Industrial Organization," University of Michigan, Department of Economics, 2003.

Charles Williams, "Information and Incentives in the Transfer of Technical Capabilities in Cross-Border Telecommunications Investments," University of Michigan Business School, 2002.

Glenn Hoetker, "The Role of Technical and Relational Capabilities in the Selection of Suppliers for Technically Innovative Components in the U.S. and Japan," University of Michigan Business School, 2001; Co-chair

- Free Press Best Dissertation Award winner, Business Policy and Strategy Division, Academy of Management (2002).

Juan Alcacer, "Strategy and Geography," University of Michigan Business School, 2001.

- Barry Richman Best Dissertation Award winner, International Management Division, Academy of Management (2002).

Glen Dowell, "A Routine Based View of Constrained Organizational Change: The Impact of Product Line Breadth and Firm Experience on Survival of US Bicycle Companies," University of Michigan Business School, 2000.

Rachelle Sampson, "International R&D Alliances: The Role of Governance in Realizing Innovative Potential," University of Michigan Business School, 1999.

Arturs T. Kalnins "When Firms Expand: Three Essays on Strategic Choices and Self Selection in Market Entry," University of Michigan Business School, 1998.

## **TEACHING EXPERIENCE**

### **Rotman School of Management, University of Toronto**

#### ***MBA courses:***

*International Business* (elective)

*Outsourcing* (elective)

#### ***EMBA courses:***

*International Business* (required course)

#### ***PhD courses:***

*Strategy and Economics.*

*Advanced Topics in International Strategy*

#### ***Executive Education:***

*Essentials of Outsourcing*

### **University of Michigan Business School**

#### ***BBA courses:***

*International Management.*

#### ***MBA courses:***

*World Economy* (core course).

*Management of International Firms* (elective).

#### ***PhD courses:***

*The Multinational Corporation.*

*International Business and Management.*

*Technology and Know-how in International Business.*

#### ***Executive Education:***

*International Alliances and Technology Transfer*

## **HONORS, AWARDS & ELECTED POSTS**

- 2008 Academy of Management, Business Policy & Strategy Division, Division President-Elect (elected by membership)
- 2006 Academy of Management, Business Policy & Strategy Division, Assistant Program Chair (elected by membership)
- 2005 Finalist, Temple / AIB Best Paper Award, Academy of International Business Annual Meetings
- 2004 Academy of Management, Business Policy & Strategy Division, Executive Committee (elected by membership)
- 1999-2002 Nominated each year for Ph.D Teaching Award, University of Michigan.
- 1999 First Chicago NBD Corporation (Bank One) Assistant Professorship in Business Administration, University of Michigan.
- 1999 Nominated for MBA Teaching Award, University of Michigan
- 1996 Finalist, Richard N. Farmer Dissertation Award Competition, Academy of International Business.
- 1994 Orel Crawford Dissertation Year Fellowship, U.C. Berkeley.
- 1992-1994 Bradley Fellow, Center for Research in Management, U.C. Berkeley.
- 1992 John M. Olin Fellowship in Law and Economics, U.C. Berkeley.

## **GRANTS RECEIVED**

2006, SSHRC Standard Research Grant, for “Interfirm alliances, learning and competition,” 3 years, CAN \$62,860, Principal Investigator (co-investigator Brian Silverman).

1997, U.S. Department of Commerce, Advanced Technologies Program, for “Evaluating ATP-Sponsored Consortia,” 9 months, \$69,050 US, with D.C. Mowery and B.S. Silverman.

1997, Center for International Business Education, University of Michigan, for “Learning and Leakage in Strategic Alliances,” 12 months, \$7,000 US, with R.C. Sampson

## **PROFESSIONAL SERVICE**

Associate Editor (Strategy division), *Management Science*

Editorial boards: *Organization Science* (since 2003)  
*Journal of International Business Studies* (since 2002)  
*Strategic Organization – SO!* (since 2001)  
*Strategic Management Journal* (since 2000)

Program Chair, Business Policy and Strategy Division, Academy of Management 2007-2008

Professional Development Workshop Chair, Business Policy and Strategy Division, Academy of Management 2006-2007

Executive Committee member, Business Policy and Strategy Division, Academy of Management 2004-2006

Organizer and Co-Chair, Junior Faculty Consortium, International Management Division, Academy of Management Annual Meetings, August 2004.

INFORMS Organization Theory Dissertation Competition, Judge, 2004-present

Faculty panel member and featured speaker, Junior Faculty Consortium, International Management Division, Academy of Management Annual Meetings, August 2003.

Faculty panel member and featured speaker, Dissertation Workshop, Business Policy and Strategy Division, Academy of Management Annual Meetings, August 2003.

Research Committee, Business Policy and Strategy Division, Academy of Management 2003-2005

Faculty panel member and discussant, Doctoral Colloquium, Consortium on Competitiveness and Cooperation; annual participation, April 1996-2000, 2003 and 2005.

Co-organizer, International Strategy Conference, University of Michigan Business School (Sponsored by Center for International Business Education), October 2002.

Faculty panel member and featured speaker, Junior Faculty Consortium, Business Policy and Strategy division, Academy of Management Annual Meetings, August 2002.

Organizer and Chair, Junior Faculty Consortium, Academy of International Business Annual Meeting, August 2002.

Faculty panel member and featured speaker, Doctoral Consortium, Business Policy and Strategy division, Academy of Management Annual Meetings, August 1999, 2000.