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EDUCATION

- 1995 **Ph.D., Business Administration**, University of California, Berkeley.
Concentration: Business and Public Policy
Dissertation Advisor: Oliver Williamson (2009 Nobel Laureate, Economics)
- 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*
- Summer 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] “Let’s Work it Out (Or We’ll See You in Court): Litigation and Private Dispute Resolution in Vertical Exchange Relationships,” with Fabrice Lumineau forthcoming, *Organization Science*
- [2] “Vertical Relationships, Hostages, and Supplier Performance in the Japanese Automotive Industry,” with Christina L. Ahmadjian, *Journal of Law, Economics and Organization*. Advance Access published April 20, 2011, doi: 10.1093/jleo/ewr006.
- [3] “Arms Race or Détente? How Inter-Firm Alliance Announcements Change the Stock Market Valuation of Rivals,” with Rachelle C. Sampson and Brian S. Silverman, *Management Science* 55(8), 2009.

- [4] "Alliance Structure and the Scope of Knowledge Transfer: Evidence from US-Japan Agreements," with Tetsuo Wada, *Management Science* 55(4), 2009.
- [5] "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, first published online November 2, 2005 doi:10.1093/jleo/ewj003
- [6] "The Scope and Governance of International R&D Alliances," with Rachelle C. Sampson, *Strategic Management Journal* 25 (8-9), 2004.

Reprinted in:

- Michael Leiblein & Arvids Ziedonis (Eds.) Technology Strategy and Innovation. Cheltenham, U.K. : Edward Elgar, Forthcoming, 2011.

- [7] "International Franchising Practices in Mexico: Do Franchisors Customize Their Contracts?" with Francine Lafontaine, *Journal of Economics and Management Strategy* 13 (1), 2004.
- [8] "E-Commerce Readiness: Institutions and International Competitiveness," with Bernard Yeung, *Journal of International Business Studies* 32 (4), 2001.
- [9] "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.
- [10] "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.
- [11] "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.
- [12] "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.
- B.S. Silverman and J. Nickerson (Eds.) Economic Institutions of Strategy, *Advances in Strategic Management*, Vol. 26, 2009.
- Jeffrey J. Reuer, Shivaram Devarakonda & Elko Klijn (Eds.) Cooperative Strategies: Alliance Governance. Cheltenham, UK: Edward Elgar, 2010.

- [13] "Strategic Alliances and Interfirm Knowledge Transfer," with David C. Mowery and Brian S. Silverman, *Strategic Management Journal* 17 (S2), 1996.
- [14] "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

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

BOOK CHAPTERS & OTHER PUBLICATIONS

- [17] "The Strategy Research Initiative: Recognizing and Encouraging High Quality Research in Strategy," with Jan Rivkin, Michael Ryall and the Strategy Research Initiative, *Strategic Organization* 8, 2010.
- [18] "Alliances and Performance," in B.S. Silverman and J. Nickerson (Eds.) Economic Institutions of Strategy, *Advances in Strategic Management*, Vol. 26, 2009.
- [19] "Identifying and Fixing the Problem Outsourcing Relationship," Report prepared for the Centre for Outsourcing Research and Education, Toronto, ON. April 2007.
- [20] "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. 2007.
- [21] "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.
- [22] "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.
- [23] "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.
- [24] "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

WORK IN PROGRESS

Dancing with the enemy: Overcoming governance challenges in international corporate citizenship partnerships, with Zahra Banjhi

Global outsourcing and technology leadership in the telecommunications equipment industry, with Juan Alcacer

RECENT PROFESSIONAL PRESENTATIONS

“Dancing with the Enemy: Overcoming Governance Challenges in International Corporate Citizenship Partnerships,”

- University of Southern California, Los Angeles CA, April 2011
- Temple University, Philadelphia PA, April 2011

“Offshore Outsourcing of Technical and Professional Work,” Lunch and Learn Meeting, University of Toronto Engineering Class of 5T3, Toronto, ON, November 2010

“The Role of Hybrid Organizations in Corporate Citizenship Programs: Insights from Microsoft’s ‘Partners in Learning’ Program,” Université de Paris I - Panthéon-Sorbonne, June 2010

“In Search of Identity: A Case History,” Faculty Pre-Conference, Consortium on Competitiveness and Cooperation, Ann Arbor, MI, April 2010

“Dispute Resolution in Vertical Exchange Relationships,” Conference of the International Society for the New Institutional Economics, Berkeley, CA, June 2009

“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

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

- University of Oregon, May 2009
- 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 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

“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

DOCTORAL THESIS COMMITTEE MEMBERSHIP

Elena Kulchina, Rotman School of Management, University of Toronto; co-chair (current)

Joel Blitt, “R&D Satellites as a Mechanism for Sourcing Remote Knowledge,” Department of Economics, University of Toronto, 2010. Current position: Assistant Professor, George Mason University, USA.

Alexander Oettl, “A New Taxonomy for Star Scientists: Three Essays,” Rotman School of Management, University of Toronto, 2009. Current position: Assistant Professor, Georgia Institute of Technology, USA.

Zahra Banji, “Transnational Private Authority in Education Policy: A Case Study of Microsoft,” OISE, University of Toronto, 2009. Current position: Policy and Research Manager, The Learning Partnership.

Nan Jia, “Non-Market Strategies as Institutional Substitutions,” Rotman School of Management, University of Toronto, 2008; Chair. Current position: Assistant Professor, University of Southern California, USA.

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

Fabrice Lumineau, “Essays on Opportunism and Contract Disputes,” HEC Paris, 2008. Current position: Assistant Professor, University of Technology Sydney, Australia.

Renata Kosova, “Do Foreign Firms Crowd Out Domestic Firms? Evidence from the Czech Republic,” University of Michigan Business School, 2004. Current Position: Assistant Professor, Cornell University, USA.

- 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. Current Position: Assistant Professor, University of North Carolina, USA.

- 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. Current position: Assistant Professor, University of Oregon, USA.

- INFORMS dissertation competition winner (2002)

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

Charles Williams, "Information and Incentives in the Transfer of Technical Capabilities in Cross-Border Telecommunications Investments," University of Michigan Business School, 2002. Current position: Assistant Professor, Duke University, USA.

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. Current position: Associate Professor, University of Illinois, USA.

- 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. Current position: Associate Professor, Harvard Business School, USA.

- 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. Current Position: Assistant Professor, Cornell University, USA.

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

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

TEACHING EXPERIENCE

Rotman School of Management, University of Toronto

MBA courses:

International Business (elective)

Outsourcing (elective)

Executive MBA 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

2009	International Society for the New Institutional Economics, Board of Directors (elected by membership)
2006	Academy of Management, Business Policy & Strategy Division, Assistant Program Chair (elected by membership)
2005	Finalist, 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, Acad. of Int. Bus.
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

2010, AIC Institute for Corporate Citizenship grant, Rotman School of Management, “Corporate Citizenship through Public/Private/Non-Profit Partnerships: Lessons from MNC Investment in Developing Country Education Systems,” \$11, 252.

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

EXTERNAL:

Associate Editor (Strategy division), *Management Science* (since 2010)

Editorial boards: *Organization Science* (since 2003)
 Strategic Organization (since 2001)
 Strategic Management Journal (since 2000)

Co-Organizer, Harvard Business School Strategy Research Conference, October 2010

Past-Chair, Business Policy and Strategy Division, Academy of Management 2010-2011

Division Chair, Business Policy and Strategy Division, Academy of Management 2009-2010

Founding member, Strategy Research Initiative 2007- present

Program Chair, BPS Division, Academy of Management 2007-2008

Professional Development Workshop Chair, BPS Division, Academy of Management 2006-2007

Executive Committee member, BPS 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, 2004-2008

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, BPS Division, Academy of Management 2003-2005

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.