

FAROK J. CONTRACTOR

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FAROK J. CONTRACTOR

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

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

EDUCATION

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

EMPLOYMENT SUMMARY

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

SHORT TERM TEACHING AND RESEARCH ASSIGNMENTS

- 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
- Rutgers International Executive MBA (Beijing, Shanghai and Singapore) Professor Lecturing 1999 – current
- 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
- Nanyang Technological University (Singapore) Nanyang Professor Research/Lecturing Spring 2005 - Spring 2009

Continued overleaf....

PUBLICATIONS

Books/Monographs

- 1) Cooperative Strategies and Alliances (edited with Peter Lorange) (Oxford: Elsevier, 2002). 790 pages.
- 2) Cooperative Strategies in International Business (edited with Peter Lorange) (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.
- 3) Valuation of Intangible Assets in Global Operations (edited) (Westport, CT: Quorum Books, Greenwood Press, 2001).
- 4) Economic Transformation In Emerging Countries: The Role of Investment, Trade and Finance (edited) (Oxford: Elsevier, 1998). 378 pages.
- 5) Government Policies And Foreign Direct Investment (New York, UNCTC, 1991). 68 pages.
- 6) Introduction to International Business (co-authored with P. Gray and B. Jaggi) (Philadelphia, PA: Kendall-Hunt, 1986). 228 pages.
- 7) Licensing in International Strategy: A Guide for Planning and Negotiation (Westport, CT and London: Quorum Books, 1985). 254 pages.
- 8) International Technology Licensing: Compensation, Costs and Negotiation (Lexington, MA: D. C. Heath & Company, 1981). 194 pages.
- 9) Global Outsourcing and Offshoring: An Integrated Approach to Theory and Corporate Strategy, (edited) Cambridge University Press, 2010 (forthcoming).

(continued overleaf)

PUBLICATIONS

Refereed Articles

“Reconceptualizing the Firm in a World of Outsourcing and Offshoring: The Organizational and Geographical Relocation of High-Value Company Functions,” Journal of Management Studies, forthcoming 2010

“Assessing the Relative Influence of Bargaining Power, Mutual Hostages, and Task Characteristics on the Governance Structure of Cross-border Technology Alliances,” International Journal of Technology Management, Vol. 48, No. 3, 2009.

“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, Vol. 48, 4, 2008.

“Interorganizational Cooperation and Our Manifest Destiny: An Evolutionary Perspective,” Futures Research Quarterly, Vol. 23, Summer 2007.

“The Nature of the Relationship between International Expansion and Performance: The Case of Emerging Market Firms,” Journal of World Business, Vol. 42, 4, 2007.

“Is International Business Good for Companies? The Evolutionary or Multi-Stage Theory of Internationalization vs. The Transaction Cost Perspective,” Management International Review, 47(3), 2007.

“Alliance and Technology Networks: An empirical study on technology learning in the global chemical-pharmaceutical industry,” International Journal of Technology Management, Volume 38 - Issue 1/2 - 2007

Explaining Export Performance: A Comparative Study of International New Ventures in Indian and Taiwanese Software Industry, Management International Review, No. 3, 2005.

“Alliance Structure and Process: Will the Two Research Streams Ever Meet in Alliance Research?” European Management Review, September 2005.

“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.

Refereed Articles (Continued)

“A Three-Stage Theory of International Expansion: The Link Between Multinationality and Performance In The Service Sector,” Journal of International Business Studies, Volume 34, No 1, 2003.

“The Growth of Alliances in a New Knowledge-Based Economy,” International Business Review, Volume 11, No 4, August 2002.

“How Knowledge Attributes Influence Alliance Governance Choices; A Theory Development Note,” Journal of International Management, Volume 8, No. 1, Spring 2002.

“Valuing Intangible Assets and Corporate Knowledge: Some General Principles,” Knowledge and Process Management,” Volume 7, No. 4, October 2000.

“Negotiating Alliance Contracts: Strategy and Behavioral Effects of Alternative Compensation Arrangements,” International Business Review, Volume 9, No. 3, May 2000.

“What ‘International’ Sub-Topics are Crucial to Business Education? A Survey of Management School Professors” Journal of International Management, (Special Issue on the Pedagogy and Domain of International Management), Volume 6, No. 1 March 2000.

“The Raison d’Etre for International Management as a Field of Study,” Journal of International Management, (Special Issue on the Pedagogy and Domain of International Management), Volume 6, No. 1, March 2000.

“Licensing Compared With Foreign Equity Investment and Trading for U.S.-Based Multinational Firms,” Journal of the Licensing Executives Society, June 1999.

“Country Location Choices of Service Multinationals: An Empirical Study of the International Hotel Sector,” Journal of International Management, Volume 5, no. 4, Winter 1999.

“Modal Choice In a World of Alliances: Analyzing Organizational Forms In the International Hotel Sector,” (co-authored), Journal of International Business Studies, Second Quarter 1998.

Refereed Articles (Continued)

"Franchising Versus Company-Run Operations: Modal Choice in the Global Hotel Sector," Journal of International Marketing, Volume 6, No.2 , 1998.

"The Compleat Executive: The State of International Business Education and Some Future Directions," The International Executive, January 1997. Also in Islam, I. and Shepherd W., (eds.) Current Issues In International Business (Cheltenham, UK: Edward Elgar, 1997).

"Explaining Variation In The Degree of Internationalization of Firms: The Case of the Hotel Industry," (co-authored) Journal of International Management, Spring 1995.

"Promoting Foreign Direct Investment: The Case of Developing Countries," International Trade Journal, Spring 1995.

"Technology Acquisition Choices For Newly Industrializing Countries: The Case of Taiwan", The International Executive, September/October 1993.

"Globalization: What The Heck Is It?" Management And Labor Studies, October 1992.

"Between Markets and Collusion: The Implications of Joint Ventures For Public Policy and Regulation," International Trade Journal, Fall 1991.

"Technology Development in the Multinational Firm: A Framework For Planning and Strategy," (co-authored), R&D Management, Vol 20, No. 4, Fall 1990.

"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.

"Contractual and Cooperative Modes of International Business: Towards a Unified Theory of Modal Choice," Management International Review, Volume 30, No. 1, 1990.

"Interfirm Technology Transfers and the Theory of Multinational Enterprise," International Trade Journal, Fall 1989.

"Competition vs. Cooperation: A Benefit/Cost Framework for Choosing Between Fully-Owned Investments and Cooperative Relationships," Management International Review, Vol. 28, Winter 1988.

"An Alternative View of International Business," International Marketing Review, Spring 1986.

Refereed Articles (Continued)

"A Generalized Theorem For Joint-Venture And Licensing Negotiations," Journal of International Business Studies, Summer 1985.

"Choosing Between Direct Investment And Licensing: Theoretical Considerations And Empirical Tests," Journal of International Business Studies, Winter 1984.

"Strategies for Structuring Joint-Ventures: A Negotiations Planning Paradigm," Columbia Journal of World Business, Summer 1984.

"Technology Licensing Practice in U.S. Companies: Corporate and Public Policy Implications of an Empirical Study," Columbia Journal of World Business, Fall 1983.

"Technology Importation Policies in Developing Countries: Some Implications of Recent Theoretical and Empirical Evidence," Journal of Developing Areas, July 1983.

"Licensing In International Strategy," Les Nouvelles, Journal of the Licensing Executives Society, June 1983.

"How Firms Organize for Licensing," Journal of the Licensing Executives Society, December 1981.

"International Technology Transfer: Major Issues and Policy Responses," Journal of International Business Studies, Fall 1981.

"Negotiating Compensation in International Licensing Agreements," Sloan Management Review, Winter 1981 (co-authored). Also in Philip Grub, et al. (Eds.), The Multinational Enterprise in Transition (Darwin Press, 1986).

"The Role of Licensing In International Strategy," Columbia Journal of World Business, Winter 1981.

"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.

"The Composition of Licensing Fees and Arrangements as a Function of Economic Development in Technology Recipient Nations," Journal of International Business Studies, Winter 1980.

Scholarly Non-Refereed Articles

“Capitalism’s Future Lies in Networks and Cooperation: Altruistic collaboration is the new recipe for business success,” Yale Global, April 20, 2009

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

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

Chapters in Books

“Global Outsourcing and Offshoring: In Search of the Optimal Configuration for a Company,” forthcoming in Contractor, F., Kumar, V., Kundu, S, and Pedersen, T. (eds.) Global Outsourcing and Offshoring: An Integrated Approach to Theory and Corporate Strategy, Cambridge University Press, 2010 (forthcoming).

“Interorganizational Cooperation and Our Manifest Destiny: An Evolutionary Perspective,” in International Business Scholarship , Edited by Jean Boddewyn, (Bingley, UK: Emerald Group Publishing Ltd., 2008)

“The Evolutionary or Multi-Stage Theory of Internationalization and its Relationship to the Regionalization of Firms,” in Rugman, A., Regional Aspects of Multinationality and Performance: Research in Global Strategic Management, (Oxford: Elsevier, 2007).

“Why Should Firms Cooperate? The Strategy and Economics Basis for Cooperative Ventures,” lead chapter in in Reuer, J., Strategic Alliances: Theory and Evidence, Oxford University Press, 2004.

“Interfirm Learning in Alliance and Technology Networks: An Empirical Study in the Global Pharmaceutical Industry.” In Contractor, F.J. and Lorange, P. (eds.), Cooperative Strategies and Alliances (Oxford: Elsevier, 2002).

“Technology Learning Through Alliances: A Patent Citation Analysis,” in Michael Trick (ed.), Growing the International Firm: Success in Mergers, Acquisitions, Networks and Alliances (Pittsburgh: Carnegie Mellon University Press, 2002).

“The Growth of Alliances in a New Knowledge-Based Economy. .” In Contractor, F.J. and Lorange, P. (eds.), Cooperative Strategies and Alliances (Oxford: Elsevier, 2002).

Chapters in Books (continued...)

“Intangible Assets and Principles for Their Valuation,” in Contractor, F. (ed.), The Valuation of Intangible Assets in Global Operations (Westport, CT: Quorum Books, 2001).

“Strategies for International Expansion,” in International Encyclopedia of Business and Management, Second edition, Volume 7, in Malcolm Warner (ed.), (London: Thomson Learning, 2001).

“The Antecedents and Future of Interfirm Cooperation,” foreword to International Business Partnership: Issues and Concerns, Monir Tayeb (ed.) (London: Pearson, 2001).

“Why the Valuation of Intangibles is a Crucial Unresolved Management Issue,” in Contractor, F. (ed.), The Valuation of Intangible Assets in Global Operations (Westport, CT: Quorum Books, 2001).

“Globalization of Hotel Services: An Examination of Ownership, Location and Alliance Patterns in a Maturing Service Sector,” in Y. Aharoni and L. Nachum (eds.), Globalisation of Services: Some Implications for Theory and Practice, (London and New York: Routledge, 2000).

“Integrating Strategic Planning with Technology Management in the Global Firm,” (with V.K. Narayanan) in Tayeb, M., (ed.), International Business: Theories, Policies and Practices (London: Pearson, 2000).

“Impact of Bilateral Investment Treaties on Investment Flows,” Chapter IV in UNCTAD, Bilateral Investment Treaties in the Mid-1990s (Geneva, UNCTAD, 1999).

“A Review of Critical Issues In the Transformation of Emerging Countries,” in Contractor, F. (ed.), Economic Transformation In Emerging Countries: The Role of Investment, Trade and Finance (Oxford: Elsevier, 1998).

“Competition vs. Cooperation: A Benefit/Cost Framework for Choosing Between Fully-Owned Investments and Cooperative Relationships,” in Beamish, P. (ed.), Strategic Alliances (Cheltenham, UK: Edward Elgar, 1998).

“The Acquisition of Technology By Emerging Nations, in Contractor, F. (ed), Economic Transformation In Emerging Countries: The Role of Investment, Trade and Finance (Oxford: Elsevier, 1998).

“The Compleat Executive: The State of International Business Education and Some Future Directions,” in Islam, I. and Shepherd W., (eds.) Current Issues In International Business (Cheltenham, UK: Edward Elgar, 1997).

Chapters in Books (continued...)

"Foreign Market Entry Strategies" in Tung, R., (ed.), International Encyclopedia of Business Management (London: Routledge, 1996).

"International Strategic Alliances: Implications for Corporate And Public Policy," in Denis Fred Simon (ed.), Technosecurity In An Age of Globalization: Perspectives from the Pacific Rim (M.E. Sharpe, 1996).

"A Note On The Complementary Roles of Foreign Equity Investment, Trading And Licensing in the Strategies of U.S.-Based Multinational Firms" in Multinational Enterprises And The Global Economy, Lee E. Preston (ed.), (College Park, MD: CIBER, Maryland, 1995).

"Why should Firms Cooperate?" in DeWit, B., and Mayer, R., (eds.) Strategy: Process, Content, Context (Minneapolis/St. Paul: West Publishing, 1994).

"Technology Development In the Multinational Firm", in F.R. Root and K. Visudtibhan (eds.), International Strategic Management (Washington, D.C.: Taylor and Francis, 1992).

"Competition vs. Cooperation: A Benefit/Cost Framework for Planning and Strategy", in F.R. Root and K. Visudtibhan (eds.), International Strategic Management (Washington, D.C.: Taylor & Francis, 1992).

"Technology Transfer and Multinational Enterprise Theory", in Richard Robinson (ed.), International Communication of Technology. (Washington, D.C.: Taylor and Francis, 1991).

"Metro Corporation: A Case Study of International Licensing of Petroleum Tank Technology," in following books: 1) S. C. Jain, International Marketing Management, Kent Publishing, 1990. 2) V. Terpstra, International Marketing, 5th Edition, Dryden Press, 1990. 3) Keegan, W., Global Marketing Management, 5th Edition, Prentice Hall, 1995. 4) V. H. Kirpalani, International Marketing, Random House. 5) E. Kaynak, International Marketing: Cases and Concepts, Macmillan.

"Why Should Firms Cooperate? The Strategy And Economics Basis for Cooperative Ventures", in Contractor, F., and Lorange, P., Cooperative Strategies in International Business (Lexington, MA: Lexington Books, 1988).

"International Technology Transfer" (co-authored) in Dymsza, W., and Vambery, R., International Business Knowledge: Managing International Functions In The 1990s (New York: Praeger, 1987).

"Negotiating Compensation in International Licensing Agreements," in Phil Grub, et.al. (eds.), The Multinational Enterprise In Transition (New York: Darwin Press, 1986).

Chapters in Books (continued...)

"Licensing Versus Foreign Direct Investment in U.S. Corporate Strategy: An Analysis of Aggregate U.S. Data", in Rosenberg, N., and Frischtak, C., (eds.), International Technology Transfer: Concepts, Measures and Comparisons (New York: Praeger, 1985).

Refereed Competitive Conference Papers/Proceedings (Partial List)

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

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

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

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

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

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

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

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

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

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

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

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

Refereed Competitive Conference Papers/Proceedings (continued)

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Refereed Competitive Conference Papers/Proceedings (continued)

“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.

“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.

Refereed Competitive Conference Papers/Proceedings (continued)

"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.

"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.

Refereed Competitive Conference Papers/Proceedings (continued)

"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.

"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. Note: "Best Four Papers" Award out of over 80 submissions.

Refereed Competitive Conference Papers/Proceedings (continued)

"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.

"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

"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.

"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.

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

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

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

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

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

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

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

“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

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

“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.

“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.

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

"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).

"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.

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

"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, Pennsylvania, February 1979.

Management Articles in Business/General Press (Partial List)

- "Capitalism's Future Lies in Networks and Cooperation: Altruistic collaboration is the new recipe for business success," Yale Global, April 20, 2009
- "Sustaining Foreign Investment," The Hindu, May 25th, 1995 (co-authored)
- "Investment Abroad: Smaller Firms," Crain's New York Business January 26, 1987
- "American Business and the Japanese Challenge," Kaiser Hind, March 1984

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 and Management.

The commercialization of this patent will be based on converting the algebra and simulation examples into software that can be used by negotiators.

PROFESSIONAL AND OTHER SCHOLARLY ACTIVITY

Guest Editorships/Consulting Editorships

- 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,” forthcoming 2010.
- Guest Editor, Journal of International Business Studies, Special submission, 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*)

Editorial Boards

- Member of Editorial Board, Journal of International Business Studies, 1982-87, 1990-1993, 1997 – Present.
- Member of Editorial Board, Management International Review, 1994 - Present
- Member of Editorial Board, Journal of International Management, 1998 - Present.
- Member of Editorial Board, Journal of International Trade, 2009 - Present
- Member of Editorial Board, Journal of Global Marketing, 1990 - Present
- Member of Editorial Board, International Journal of Commerce and Management, 1991 - Present
- Member of International Editorial Board, Thunderbird International Business Review, 1998 - 2003.

PROFESSIONAL AND OTHER SCHOLARLY ACTIVITY (continued...)

Elected Positions

- Fellow of the Academy of International Business 1995 - indefinite.
- Executive Board, Academy of Management (International Management Division: 1997 – 2003).
- Program Chair, Academy of Management (International Management Division) 1998- 1999.
- Chair, Academy of Management, (International Management Division), 2000 – 2001. This involved supervising or conducting the following activities:
 - Overseeing all activities of the division
 - Conducting elections
 - Dissertation Award
 - Best paper Award
 - Coordinating with Program Chair and PDW Chair
 - New web site
 - Going electronic with the Newsletter
 - IMD-L List server
 - Appointing officers and the leadership group
 - Organizing Executive Council meetings
 - Organizing the Business Meeting at the Annual Meeting
 - Writing a 122 page major review and survey of the division, with governance and procedures manual and placing it on the web site: Quinquennial Review Of The International Management Division Of The Academy Of Management: Report To The Academy Professional Division Review Committee (April 2001)
- Chair, Preconvention Workshops, Academy of Management (International Management Division) 1997- 1998.
- Board of Directors, International Trade & Finance Association, 1995-1997.
- Vice-President Administration, Academy of International Business, 1992-1994.

Other Appointments/ Honors

- Global Advisory Board, Texas A&M International University (2005 - present)
- Senior Advisory Board, Global Strategy Journal, (2010 – Present)
- Fulbright Fellowship (1991-92)
- Member of Advisory Board, *Tradelink New Jersey*, 1993-1996.
- Research Director, CIBER, Rutgers University, 1997- 1999.
- Board of Advisors, Ramapo College International Business Program, 2000-02..

PROFESSIONAL AND OTHER SCHOLARLY ACTIVITY (continued...)

Scholarly Recognition

- Citation counts in excess of 3,600 (as of May 2010, based on Google Scholar compilations after removing spurious entries) are among the very highest citation counts for members of the Academy of International Business, or Academy of Management.
- 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

Ph.D. Level Appointments/ Contributions

- Faculty Member, Doctoral Consortiums, Academy of Management, International Management Division (2003, 1996), AIB, CIBER.
- Ph.D. dissertations supervised and/or faculty member on dissertation committees, Rutgers University Graduate School of Management Doctoral Program.
 - Narula, Rajneesh 1993/October
 - Kundu, Sumit 1994/May
 - Ra, Wonchan 1999/May
 - Wymbs, Clifford 1999/May
 - Lin, Jyh-Der 2000/January
 - Pak, Yong 2000/May
 - Vyas, Bindu 2000/October
 - Grevesen, Chris 2001/May
 - Kim, Changsu 2002/January
 - Woodley, James 2002/October
 - Li, Huiping 2006/October
 - Shah, Grishma 2008/May
 - Pore, Andy 2010/Forthcoming
 - Thakur, Pooja 2010/ May

(Dissertation titles supplied on request).

PROFESSIONAL AND OTHER SCHOLARLY ACTIVITY (continued...)

Ph.D. Level Appointments/ Contributions (continued...)

- Ph.D. Course (Core requirement): Global Strategic Management
- Helped to organize and start the Ph.D. program in International Business at Rutgers Graduate School of Management, 1990 (with John Dunning)
- Ph.D. Dissertation External Examiner (Opponent), Stockholm School of Economics, 1989 (candidate: Johan Roos). Also chaired formal defense session.
- 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.
- Doctoral Consortium, Academy of Management, Seattle, August 2003.
- Member, Doctoral Consortium and Judge for "Best Dissertation" contest, Texas A&M International University, 2006 and 2008.
- 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, AOM, 2002.

Referee For Journals and Refereed Conferences

- Reviewer for Academy of Management Review, Academy of Management Journal, Strategic Management Journal, Journal of International Business Studies, Management International Review, Research Policy, Journal of Marketing, International Marketing Review, Journal of World Business, Organization Science, American Asian Review, Office of Technology Assessment (U.S. Congress), and several book publishers.
- NSF Reviewer, 1980, 1984, 1995.
- Referee for International Management Division, Academy of Management, 1980, 1981, 1982, 1983, 1985, 1986, 1987, 1988, 1989, 1990, 1991, 1992, 1993, 1994, 1995, 1996, 1997, 1998, 1999, 2000, 2001, 2002, 2003.
- Referee, International Trade and Finance Association, 1991, 1995, 1996.
- Referee for Academy of International Business annual meetings, Regularly since 1984.

PROFESSIONAL AND OTHER SCHOLARLY ACTIVITY (continued...)

Conferences or Panels Organized

- Organized and Chaired Junior Faculty Consortium, Academy of International Business, San Diego, June 27, 2009.
- Organized conference on “*Offshoring & Outsourcing: The Organizational and Geographical Relocation of High-Value Company Functions*” at Bocconi University, Milan, April 23 – 24, 2008
- Organized All-Academy symposium in the form of a debate entitled “*Debate: Is There a General Theory of Internationalization and Performance?*” at the Academy of Management meeting in Philadelphia, August 6th, 2007.
- Organized panel on “*Is There a General Theory of Internationalization and Performance?*” at the Academy of International Business meeting in Indianapolis, June 27th, 2007.
- 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.

PROFESSIONAL AND OTHER 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

Invited Professional Development Lectures

- "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.
- "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.

PROFESSIONAL AND OTHER SCHOLARLY ACTIVITY (continued...)

Invited Professional Development Lectures (continued...)

- 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

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

PROFESSIONAL AND OTHER SCHOLARLY ACTIVITY (continued...)

Other Professional and Scholarly Activities (continued...)

- 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.

Television and Radio Appearances

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
Licensing Executives Society
Strategic Management Society

RESEARCH FELLOWSHIPS/AWARDS

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

PROFESSIONAL AND OTHER SCHOLARLY ACTIVITY (continued...)

GRANTS

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

TEACHING

COURSES TAUGHT

Ph.D

(Rutgers University)

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

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

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

- International Business Policy
- International Marketing
- International Business Environment
- Interfunctional Management

(Wharton)

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

TEACHING (continued...)

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

(Copenhagen Business School)

- Global Business Strategy From A European Perspective

(Nanyang Business School, Singapore)

- Global Business Applications

(Xavier Institute, India)

- International Marketing

(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

(Fletcher School of Law and Diplomacy, Tufts University)

- International Business Strategy and Operations

Undergraduate

(EDHEC, France)

- Global Strategy

(Wharton School)

- International Marketing
- Multinational Management

(Rutgers)

- International Business

TEACHING (continued...)

TEACHING IN EXECUTIVE SEMINARS

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

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

TEACHING EVALUATIONS

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

OTHER TEACHING CAPACITY

Foreign Exchange Risk Management
Introductory Marketing
Negotiating and Managing International Alliances

CURRICULUM/INSTITUTIONAL DEVELOPMENT

- Curriculum Revision Committee (Department of Management & Global Business) Spring 2007.
 - Helped to organize the Ph.D. program in International Business (with J. Dunning), Graduate School of Management Rutgers, 1990.
- Guest Editor for a special issue of Journal of International Management on “Pedagogy and Domain of International Management”, 1999-2000.

TEACHING (continued...)

CURRICULUM/INSTITUTIONAL DEVELOPMENT (continued...)

- 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.
- Export and International Business Development projects for over 120 New Jersey companies, over 17 years, as part of my International Marketing course (co-sponsored by SBDC and U.S. Department of Commerce), Rutgers, Graduate School of Management. See description in "MBA Students Assist New Jersey Exporters," Business America, February 7, 1983.
- Member of Doctoral Consortium, Academy of Management (International Management Division) Cincinnati, August 1996, and Seattle August 2003.
- Rutgers Graduate School of Management Curriculum Revision Committees (See below).
- Prepared for the Multinational Enterprise department at Wharton, as a teaching aid, four "modules" comprising a paper, cases and bibliography on
 1. International Technology Transfer;
 2. Trade and Balance of Payments Effects of Multinational Investment in Developing Countries;
 3. Employment Effects of Foreign Investment;
 4. Transnational Unionization. (1979-80).

SERVICE ON RUTGERS COMMITTEES

Member of the following committees at Rutgers Business School:

Research Resources Committee, 1980-1982; Curriculum Committee, 1985-1988; Courses of Study Committee, 1985-1986; Appointments & Promotions Committee, 1988-1990, 1992 (Ad Hoc, Chair 1994-1995); Library Committee 1985-1987; Search Committee for Director of the Center for International Business Education 1990-1992; Faculty Status Task Force 1992-94; Dean's Advisory Council 1991-93; Executive MBA Committee 1992-, By Laws Committee 1993, Ad-Hoc Grievance Review 1993, Dean's Leadership Council 1993-, Overseas Program Committee 1994-96, Ad-Hoc Reappointment Committee (Chair) 1994-1995, Curriculum Revision Task Force, 1995 -1996. Ad Hoc Committee On Faculty Workload, Sept.-Oct 1997, PhD Policy Committee, 1997 - AACSB Intellectual Contributions Committee, 1997 – 1998, Research Award Committee, 1998;

SERVICE ON RUTGERS COMMITTEES (continued...)

Appointments and Promotions Committee, 1999 – 2000; Research Resources Committee, 1999-2001, MBA Policy Committee, 2002 – 2003; Department Chair (June 2003 -), Dean's Cabinet (2003); Recruiting Committee, 2004, 2005, 2006; Curriculum Revision Committee (Departmental), 2007; Advisory Board, Pharmaceutical Management Center, 2004 – 2008. Challenge Exam in International Business, 2008, 2009, 2010.

EXECUTIVE PANELS/CONSULTING

Executive briefings and consulting tasks in four nations, have involved

- Organizational development
- Political/International Supply Chain Risk Assessment
- 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, 1978 & 1979.
- Director of a Wharton research project for a Business Council promoting U.S. agribusiness investments overseas.

CITATION COUNTS (IMPACT ON FIELD)

Among the very highest citation counts for members of the Academy of International Business, or Academy of Management. Total as of May 2010 exceeded 3,600 citations (from Google Scholar, after deleting spurious entries)

(As an index of a scholar's impact on the field, comparative citation 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 INFORMATION

U.S. Citizen. Hobbies: History, Trekking, Restoring Antiques, Skiing, Canoeing, Design.



July 2010