

**BENNET A. ZELNER**

Robert H. Smith School of Business  
3339 Van Munching Hall  
University of Maryland  
College Park, MD 20742-1815

(202) 230-8281 (m)  
bzelner@rsmith.umd.edu  
www.rsmith.umd.edu

**1. Education**

*University of California at Berkeley, Walter A. Haas School of Business*  
Ph.D. in Business Administration, 2001  
M.S. in Business Administration, 1999

*Brown University*

A.B. in Economics, Public Policy and American Institutions (with honors), 1990

**2. Academic Appointments**

*Robert H. Smith School of Business, University of Maryland*

Associate Professor of Logistics, Business, and Public Policy, 2011 – present

Academic Coordinator, MBA Global Business Courses, 2016 – present

Faculty Director, Washington Weekend MBA, 2014 – 2016

Research Director, CIBER, 2014 – present

*Fuqua School of Business, Duke University*

Associate Professor of Strategy, 2010 – 2012

Assistant Professor of Strategy, 2006 – 2010

*University of California at Berkeley, Walter A. Haas School of*

Visiting Assistant Professor of Business and Public Policy, 2005 – 2006

*University of Basel, Zaeslin Program in Law and Economics*

Visiting Fellow, April 2003 – May 2003, April 2005 – May 2005

*Georgetown University, McDonough School of Business*

Assistant Professor, 2001 – 2005

1999 – 2001

**3. Articles in Refereed Journals**

Kira Fabrizio, Sharon Poctzer, and Bennet A. Zelner. “Does Innovation Policy Attract International Competition? Evidence from Energy Storage.” *Research Policy*. Forthcoming.

Aseem Kaul, Sinziana Dorobantu, and Bennet A. Zelner. “Nonmarket strategy research through the lens of new institutional economics: An integrative review and future directions.” *Strategic Management Journal*, 38(1), 2017. 114 – 140.

Anita M. McGahan, Bennet A. Zelner, and Jay B. Barney. "Entrepreneurship in the Public Interest: Introduction to the Special Issue." *Strategic Entrepreneurship Journal*, 7(1), 2013. 1 – 5.

Witold J. Henisz and Bennet A. Zelner. "Strategy and Competition in the Market and Nonmarket Arenas." *Academy of Management Perspectives*, 26(3), 2012. 40 – 51.

Guy L.F. Holburn and Bennet A. Zelner. "Political Capabilities, Policy Risk and International Investment Strategy: Evidence from the Global Electric Power Industry." *Strategic Management Journal* 31(12), 2010. 1290 – 1315.

Bennet A. Zelner, Witold J. Henisz, and Guy L.F. Holburn. "Contentious Implementation and Retrenchment in Neoliberal Policy Reform: The Global Electric Power Industry, 1989 – 2001." *Administrative Science Quarterly* 54(3), 2009. 379 – 412. (Lead article.)

Bennet A. Zelner. "Using Simulation to Interpret Results From Logit, Probit, and Other Nonlinear Models." *Strategic Management Journal* 30(12), 2009. 1335 – 1448.

Witold J. Henisz and Bennet A. Zelner. "Interest Groups, Veto Points and Electricity Infrastructure Deployment" (with). *International Organization* 60(1), 2006. 263 – 286.

Witold J. Henisz, Bennet A. Zelner, and Mauro F. Guillén "The Worldwide Diffusion of Market-Oriented Infrastructure Reform, 1977 – 1999," *American Sociological Review* 70(6), 2005. 871 – 897. (Lead article.)

Witold J. Henisz and Bennet A. Zelner. "Legitimacy, Interest Group Pressures and Change in Emergent Institutions: The Case of Foreign Investors and Host Country Governments." *Academy of Management Review* 30(2), 2005. 361 – 382.

Witold J. Henisz and Bennet A. Zelner. "Explicating Political Hazards: A Transaction Cost Politics Approach." *Industrial and Corporate Change* 13(6), 2004. 901 – 915.

Witold J. Henisz and Bennet A. Zelner. "The Strategic Organization of Political Risks and Opportunities." *Strategic Organization* 1(4), 2003. 451 – 460.

Witold J. Henisz and Bennet A. Zelner. "The Institutional Environment for Telecommunications Investment." *Journal of Economics & Management Strategy* 10(1), 2001. 123 – 148.

Pablo T. Spiller and Bennet A. Zelner. "Product Complementarities, Capabilities and Governance: A Dynamic Transaction Cost Perspective." *Industrial and Corporate Change* 6(3), 1997. 561 – 594.

#### **4. Articles in Refereed Conference Proceedings**

Dorobantu, Sinziana J. "State-Owned vs. Private Multinationals: Two Motivations of International Expansion?" *2014 Academy of Management Proceedings*.

"Identifying Archetypes: An Empirical Study of Business Group Structure in 16 Developed Economies" (with Sharon Belenzon and Andrea Pattacconi). *Proceedings of the 54th Annual Meeting of the Academy of International Business*. 2012.

Guy L.F. Holburn and Bennet A. Zelner. "Policy Risk, Political Capabilities and International Investment Strategy: Evidence from the Global Electric Power Industry." *2008 Academy of Management Proceedings* ("Best Papers").

Guy L.F. Holburn and Bennet A. Zelner. "Domestic Experience and International Investment Strategy." *2006 Academy of Management Proceedings* ("Best Papers").

Witold J. Henisz and Bennet A. Zelner. "Resistance to Illegitimate Multilateral Influence on Reform: The Political Backlash Against Private Infrastructure Investments." *2005 Academy of Management Proceedings* ("Best Papers").

Witold J. Henisz, Bennet A. Zelner, and Mauro F. Guillén. "International Coercion, Emulation and Policy Diffusion: Market-Oriented Infrastructure Reforms, 1977 – 1999." *2004 Academy of Management Proceedings* ("Best Papers").

## 5. Book Chapters

Robert Boutilier, Witold J. Henisz, and Bennet A. Zelner. "A Systems Approach to Stakeholder Management" in Zachary P. Neal (Ed.), *Handbook of Applied System Science*. London: Routledge. 2016.

Sinziana Dorobantu and Bennet A. Zelner. "The Evolving Governance of the Global Electric Power Supply Industry: Scholarship Meets Practice" in Thomas P. Lawton and Tazeeb S. Rajwani (Eds.), *Routledge Companion to Non-market Strategy*. London: Routledge. 2015.

Witold J. Henisz and Bennet A. Zelner. "The Cycling of Power between the Private Sector and the Public Sector: Electricity Generation in Argentina, Brazil and Chile" in Eric Brousseau and Jean-Michel Glachant (Eds.), *Manufacturing Markets: Legal, Political and Economic Dynamics*. Cambridge, England: Cambridge University Press, 2014. 253 – 270.

Witold J. Henisz and Bennet A. Zelner. "Political Risk Management: A Strategic Perspective" in Theodore Moran (ed.) *International Political Risk Management: The Brave New World*. Washington, DC: The World Bank Group, 2004. 154 – 170.

## 6. Cases

Witold J. Henisz and Bennet A. Zelner. "Designing and Implementing an Integrated Project Management System at Minas-Rio." Wharton School Case Study. 2016.

Witold J. Henisz and Bennet A. Zelner. "AES-Telasi: Power Trip or Power Play?" Wharton School Case Study. 2006.

## 7. Other Writings

Witold J. Henisz and Bennet A. Zelner. "Non-market strategy" in David Teece and Mie Augier (Eds.), *Palgrave Encyclopedia of Strategic Management*. 2013.

Witold J. Henisz and Bennet A. Zelner. "The Hidden Risks in Emerging Markets" (with Witold J. Henisz). *Harvard Business Review*. 88(4), 2010. 88 – 95.

Bennet A. Zelner. Review of Alya Guseva, *Into the Red: The Birth of the Credit Card Market in Postcommunist Russia*. *Administrative Science Quarterly* 54(3), 2009. 536 – 539.

“The Political Economy of Private Electricity Provision in Southeast Asia” (with Witold J. Henisz). *East Asian Economic Perspectives* 15(1), 2001. 10 – 36.

## 8. Submissions and Works in Progress

Heejung Byun, Tae-Hyun Kim, and Bennet A. Zelner. “External Governance: Minority Shareholders and Third Party Activism in Korea, 2001 – 2008.”

Sharon Belenzon, Andrea Pattacconi, and Bennet A. Zelner. “The Nebulous Nature of the Firm: An Empirical Study of Corporate Group Structure in 16 Developed Economies.”

Sinziana Dorobantu<sup>#</sup> and Bennet A. Zelner. “State-owned vs. Private Multinationals: Two Motivations of International Expansion in the Electricity Supply Industry?”

## 9. Software

Bennet A. Zelner and Dan Blanchette. *intgph* command for Stata (interpretation and graphical depiction of interaction effects in nonlinear models). 2009.

## 10. Invited Presentations

Bennet A. Zelner, “Simulation-based Interpretation of Econometric Results”

- “The Latest and Greatest in Empirical Methods for Strategy Scholars,” Strategic Management Society Annual Meeting, Madrid, Spain, September 2014

Sinziana Dorobantu and Bennet A. Zelner, “State-owned vs. Private Multinationals: Two Motivations of International Expansion in the Electricity Supply Industry?”

- National University of Singapore, Centre for Governance, Institutions and Organizations (CGIO), Conference on “State-Owned Enterprises, Political Connections and Sovereign Wealth Funds,” 2013

Sharon Belenzon, Andrea Patacconi, and Bennet A. Zelner, “The Nebulous Nature of the Firm: An Empirical Study of Corporate Group Structure in 16 Developed Economies”

- Bocconi University, September 2014
- Singapore Management University, August 2014
- National University of Singapore, August 2014
- INSEAD Strategy Department, “Strategy and Entrepreneurship Day,” May 2012

Guy L.F. Holburn and Bennet A. Zelner. “Domestic Experience and International Investment Strategy.”

- University of Minnesota
- University of Michigan
- Harvard Business School
- University of Maryland at College Park
- American University
- University of South Carolina
- The Wharton School

- University of Southern California
- University of Illinois at Urbana-Champaign,
- The George Washington University
- IE (Madrid)

Bennet A. Zelner, “Utilizing Technology to Improve TARP and Financial Oversight”

- U.S. House of Representatives, Committee on Financial Services, Subcommittee on Oversight and Investigations, Washington, DC, September 2009

Bennet A. Zelner, “Strategies for Successful Infrastructure Privatization”

- Regional Privatization Summit, Abu Dhabi, U.A.E., April 2006
- Regional Privatization Summit, Abu Dhabi, U.A.E., April 2005

Bennet A. Zelner, “Business Strategy”

- Workshop for Net Assessment and Alternative Methods, Department of Homeland Security, Washington, DC, November 2003

Bennet A. Zelner, “New Approaches to the Assessment and Management of Political Risk”

- Council of Strategic Planning Executives, The Conference Board, Washington, DC, October 2003

Bennet A. Zelner, “Political Institutions, Interest Group Competition, and Investment Strategy in the U.S. Electric Utility Industry”

- Tulane University, December 1999
- University of Toronto, January 1999
- Vanderbilt University, February 1999
- Yale University, January 1999
- Washington University in St. Louis, January 1999
- Georgetown University, January 1999

Witold J. Henisz, Bennet A. Zelner, and Mauro F. Guillén “The Worldwide Diffusion of Market-Oriented Infrastructure Reform, 1977 – 1999”

- University of Basel, 2005
- ESADE, 2005
- IESE, 2005
- University of California at Berkeley Energy Institute, 2006
- Santa Clara University, 2006
- Duke University, 2006

## 11. Refereed Presentations

Sinziana Dorobantu, Aseem Kaul, and Bennet A. Zelner, “Non-Market Governance: Organizational, Collective, and Political Strategies for Interacting with Institutional Environments”

- Society for Institutional and Organizational Economics Annual Meeting, Paris, France, May 2016

Sinziana Dorobantu and Bennet A. Zelner, “State-owned vs. Private Multinationals: Two Motivations of International Expansion in the Electricity Supply Industry?”

- Strategic Management Society Annual Meeting, Madrid, Spain, September 2014

- Academy of Management Annual Meeting, Philadelphia, PA, August, 2014
- Center for Governance, Institutions & Organizations (CGIO) Annual Conference, NUS Business School, August 27-28, 2013

Belenzon, Sharon, Andrea Pataconi and Bennet A. Zelner, “Identifying Archetypes: An Empirical Study of Business Group Structure in 16 Developed Economies.”

- Academy of International Business Annual Meeting, Washington, DC, July 2012

Holburn, Guy L.F. and Bennet A. Zelner. “Policy Risk, Political Capabilities and International Investment Strategy: Evidence from the Global Electric Power Industry”

- Academy of International Business Annual Meeting, Milan, Italy, June 2008
- Atlanta Competitive Advantage Conference, Atlanta, GA, June 2008
- Strategy and the Business Environment and Industry Self-Regulation Conference, Duke University, Durham, NC, March 2008

Zelner, Bennet A., Witold J. Henisz and Guy L.F. Holburn, “Global vs. Local Legitimacy: The Incomplete Implementation of Neoliberal Reforms in the Global Electric Power Industry.”

- Strategic Management Society Annual Meeting, San Diego, CA, September 2007
- Academy of International Business Annual Meeting, Indianapolis, IN, June 2007
- International Studies Association Annual Meeting, Chicago, IL, March 2007
- Academy of Management Annual Meeting, Honolulu, HI, August 2005
- American Political Science Association Annual Meeting, Washington, DC, August 2005
- Academy of International Business Annual Meeting, Quebec City, Canada, July 2005
- European Group for Organizational Studies Annual Meeting, Berlin, Germany, July 2005
- Social Science Research Center Berlin (WZB), Berlin Germany, July 2005
- EGOS (European Group for Organizational Studies), Annual Meeting, Berlin Germany, June 2005
- American Economic Association Annual Meeting, Philadelphia, PA, January 2005
- Aspen Institute/Ford Foundation Conferences on “Success and Failures in Institutional Development: The Role of Business,” Concord, MA, November 2004 and Paris, France, July 2005
- IESE Business School, Barcelona, November 2004
- Harvard Business School International Research Conference, October 2004
- Competitive Strategy and International Business Seminar, University of Michigan Business School, October, 2004
- Management Department Seminar, Fuqua School, Duke University, September 2004
- Multinational Management Seminar, The Wharton School, September 2004

Henisz, Witold J. and Bennet A. Zelner. “The Institutional Environment for Bargaining Power.”

- Academy of International Business Annual Meeting, Indianapolis, IN, June 2007
- International Studies Association Annual Meeting, Chicago, IL, March 2007

Henisz, Witold J. and Bennet A. Zelner, “Interests, Intensity, Institutions and Influence: The 4Is of Political Risk Identification and Management.”

- Academy of International Business Annual Meeting, Quebec City, Canada, July 2005

Henisz, Witold J., Bennet A. Zelner and Mauro F. Guillén, “The Worldwide Diffusion of Market-Oriented Infrastructure Reform, 1977–1999.”

- IMF Annual Research Conference, Washington, DC, November 2005

- U.C. Energy Institute, University of California at Berkeley, October 2005
- ESADE Business School, Barcelona, Spain, May 2005
- IESE Business School, Barcelona, Spain, May 2005
- Richard Ivey School of Business, University of Western Ontario, London, Ontario, Canada, March 2005
- Macro-Organizational Behavior Society (MOBS), Chicago, IL, November 2004
- International Society for New Institutional Economics, Tucson, AZ, September 2004
- Academy of Management, New Orleans, LA, August 2004
- Academy of International Business, Stockholm, Sweden, July 2004
- McDonough School of Business, Georgetown University, June 2004
- Carnegie-Mellon University, Pittsburgh, PA, April 2004
- American Economic Association Annual Meetings, San Diego, CA, January 2004
- University of California at Berkeley, November 2003
- Reginald H. Jones Center for Management Policy, Strategy and Organization Brown Bag Seminar, The Wharton School, University of Pennsylvania, November 2003

Henisz, Witold J. and Bennet A. Zelner, "Legitimacy, Interest Group Pressures and Institutional Change: The Case of Foreign Investors and Host Country Governments."

- International Society for the New Institutional Economics Annual Meeting, Budapest, Hungary, September 2003
- American Political Science Association Annual Meeting, Philadelphia, PA, August 2003
- Academy of Management Annual Meeting, Seattle, WA, August 2003
- William Davidson Institute and the Aspen Institute Conference on Trust and Organization, Ann Arbor, Michigan, November 2002 and Aspen, Colorado, March 2003
- Academy of Management Annual Meeting, Denver, CO, August 2002
- Academy of International Business Annual Meeting, San Juan, Puerto Rico, July 2002
- Global Risk Management Conference, Cleveland, OH, April 2002
- Academy of International Business Annual Meeting, Sydney, Australia, November 2001
- Reginald H. Jones Center for Management Policy, Strategy and Organization Brown Bag Seminar, The Wharton School, University of Pennsylvania, October 2001
- The International Society for the New Institutional Economics Annual Meeting, Berkeley, CA, September 2001
- Academy of Management Annual Meeting, Washington, DC, August 2001

Henisz, Witold J. and Bennet A. Zelner, "Explicating Political Hazards: A Transaction Cost Politics Approach."

- Academy of International Business Annual Meeting, Monterey, CA, July 2003

Henisz, Witold J. and Bennet A. Zelner, "Political Risk Management: A Strategic Perspective."

- MIGA-Georgetown Symposium on Political Risk Management, Washington, DC, October 2002

Henisz, Witold J. and Bennet A. Zelner, "The Political Spectrum."

- Academy of Management Annual Meeting, Denver, CO, August 2002

Witold J. Henisz and Bennet A. Zelner, "Interest Groups, Political Institutions and Electricity Investment."

- Graduate School of Business, Stanford University, September 2001
- American Political Science Association Annual Meeting, San Francisco, CA, September 2001
- Academy of Management Annual Meeting, Washington, DC, August 2001

- University of Basel, Switzerland, May 2001
- University of Southern California, March 2001
- International Society for the New Institutional Economics Annual Meeting, Tuebingen, Germany, September 2000
- Conference on “Management Strategy and the Business Environment,” Wharton School, September 2000
- Harvard Business School Workshop on Emerging Markets, Cambridge MA, August 2000
- Academy of Management Annual Meeting, Toronto, Canada, August 2000
- Strategy Research Forum, Cohasset, MA, May 2000
- International Center for the Study of East Asian Development, Kitakyushu, Japan, May 2000
- Energy Markets and Reform Brown Bag Luncheon Seminar, The World Bank, Washington, DC, May 2000
- Wharton Applied Economics Workshop, Philadelphia, PA, February 2000
- Wharton Multinational Strategy Conference, Philadelphia, PA, October 1999
- Western Economics Association Annual Meeting, San Diego, CA, July 1999
- American Law and Economics Association Annual Meeting, New Haven, CT, May 1999

Henisz, Witold J. and Bennet A. Zelner, “The Institutional Environment for Telecommunications Investment.”

- Public Policy and Management Department Brown Bag, The Wharton School, April 1999
- Academy of International Business Annual Meeting, Vienna, Austria, October 1998
- Telecommunications Policy Research Conference, Washington, DC, September 1997

Zelner, Bennet A., “The Institutional Environment and Strategic Power Procurement in the U.S. Electric Utility Industry.”

- Conference on the Positive Political Theory of Business Strategy, Marshall, CA, October 1998

Zelner, Bennet A., “Strategic Considerations in the Management of Organizational Knowledge.”

- 17th Annual Canadian National Business Conference on the Management of Intellectual Capital, Hamilton, Canada, June 1996

## **12. Refereed Panels**

Panelist, “Research Frontiers in Non-market Strategy,” Academy of Management Annual Meeting, Anaheim, CA, August 2016

Co-chair, “Non-market Strategy Practice and Competitive Advantage,” Strategic Management Society Annual Meeting, Madrid, September 2014

Chair, “National Institutions and Firm Behavior,” Strategic Management Society Annual Meeting, Prague, September 2012

Chair, “New Directions in Nonmarket Strategy: An Integrative Approach to Value Creation in Diverse Settings,” Academy of International Business Annual Meeting, Washington, DC, August 2012

Chair, “Managing the Shifting Public-Private Boundary in an Institutionally Heterogeneous World,” Academy of International Business Annual Meeting, Washington, DC, August 2012 (Showcase Panel)



Panelist, “New Directions in Nonmarket Strategy: An Integrative Approach to Shared Value Creation and Provision,” Strategic Management Society Annual Meeting, Miami, FL, September 2011

Chair, “Politics, Regulation, Strategy and Performance in the U.S. Telecommunications Industry,” Academy of Management Annual Meeting, Washington, DC, August 2001 (All-Academy Symposium)

### **13. Conference Leadership and Organization**

Annual Conference Planning Committee Member, Strategy Research Initiative (SRI), 2014–16

Panel Moderator, “Securing and Maintaining Support from Local Communities and Global Civil Society,” Globalization TrendLab Conference on “Overcoming the Infrastructure Gap,” Wharton School, Philadelphia, PA, March 2015.

Panel Chair, “Facilitating Global Entrepreneurship: Policy Levers and Actions,” Emerging Markets Forum, Robert H. Smith School of Business Washington Campus, April 2015

Panel Chair, “Negotiating History, Culture & Institutions,” Emerging Markets Forum, Robert H. Smith School of Business Washington Campus, April 2014

Faculty Advisor, SMS-SRI Paper Development Workshop, Strategic Management Society Annual Meeting, Prague, Czech Republic, September 2012

Chair, “FDI and Entry Mode” track, Academy of International Business Annual Meeting, Washington, DC, August 2012

Chair, “Institutions and Strategy” track, Strategic Management Society Annual Meeting, Miami, FL, September 2011

Senior Co-chair, BPS Dissertation Consortium, Academy of Management Annual Meeting, San Antonio, TX, August 2011

Junior Co-chair, BPS Dissertation Consortium, Academy of Management Annual Meeting, Montreal, Canada, August 2010

Member, Organizing Committee, Strategy Research Forum, Asheville, NC, May 2008

Co-organizer and Faculty Participant, Georgetown University-Capitol Hill Telecommunications Forum, 2002–2005

Co-organizer, “Integration, Investment and Innovation: Future Directions for the Telecommunications Industry,” Center for Business and Public Policy, Georgetown University, February 2003

Lead Conference Organizer, Strategy Research Forum, Solomons Island, MD, May 2002

Member, Organizing Committee, Strategy Research Forum, Evanston, IL, May 2002

#### 14. Classes Taught

“The Global Economic Environment,” Online MBA core class, Robert H. Smith School of Business, University of Maryland, Winter 2014, Winter 2015, Winter 2016, Winter 2017 (lead instructor and developer)

“Doing Business in South Africa,” MBA Global Business Course, Robert H. Smith School of Business, University of Maryland, 2016-17

“Doing Business in Chile,” MBA Global Business Course, Robert H. Smith School of Business, University of Maryland, 2013-14, 2014-15, 2015-16

“Common Core,” MBA Global Business Course, Robert H. Smith School of Business, University of Maryland, Fall 2015, Fall 2016

“Economics Fundamentals,” Online MBA Opening Residency, Robert H. Smith School of Business, University of Maryland, Spring 2015, Fall 2015

“The Global Economic Environment,” Executive MBA core class, Robert H. Smith School of Business, University of Maryland, Beijing Campus, Summer 2015, Fall 2016

“Emerging Economies, Government Policies, and International Trade,” Executive MBA elective, Robert H. Smith School of Business, University of Maryland, Fall 2012, Spring 2013

“The Global Economic Environment,” Part-time MBA core class, Robert H. Smith School of Business, University of Maryland, Summer 2012, Summer 2013, Summer 2016

“The Global Economic Environment,” M.S. class, Robert H. Smith School of Business, University of Maryland, Fall 2013, Fall 2014

“Intuitive Interpretation and Inference: Non-linear Models,” Ph.D. class, Robert H. Smith School of Business, University of Maryland, Spring 2012

“Foundations of Strategy,” Cross Continent MBA core class, Fuqua School of Business, Duke University, Spring 2010, Spring 2011, Spring 2012

“Foundations of Strategy,” Cross Continent MBA core class, Fuqua School of Business, Duke University, Spring 2010, Spring 2011, Spring 2012

“Foundations of Strategy,” Daytime MBA core class, Fuqua School of Business, Duke University, Spring 2007, Fall 2007, Fall 2008, Fall 2009

“Foundations of Strategy,” Weekend Executive MBA core class, Fuqua School of Business, Duke University, Spring 2008

“International Business,” undergraduate class, Walter A. Haas School of Business, University of California at Berkeley, Fall 2005, Spring 2006, Summer 2006

Core Faculty, “Competing in International Business,” MBA Capstone, ESADE (Barcelona, Spain), May 2005

“Special Topics in Institutions,” masters-level course, Zaeslin Program in Law and Economics, University of Basel (Basel, Switzerland), April 2005 – May 2005

“Strategic Management,” undergraduate business core course, McDonough School of Business, Georgetown University, Spring 2000, Spring 2001, Spring 2004, Fall 2004

“Institutional Analysis in Economics, Politics and Law,” undergraduate course, Zaeslin Program in Law and Economics, University of Basel (Basel, Switzerland), April 2003 – May 2003

Core Faculty, “Competing in International Business,” MBA Integrative Course II, McDonough School of Business, Georgetown University, 2000 – 2004

Core Faculty, “Understanding International Business,” MBA Integrative Course I, McDonough School of Business, Georgetown University, 2000, 2001

Teaching Assistant, “Microeconomics for Business Decisions,” MBA core class, Walter A. Haas School of Business, University of California at Berkeley, Fall 1996

“The Global Economic Environment,” Online MBA core class

- Lead Instructor and Developer, 2014 – present
- Spring 2014 (1 section of 20)

“The Global Economic Environment,” MBA core class

- Fall 2014 (2 sections of 35 – 40 each)
- Fall 2013 (1 section of 50)
- Summer 2012 2 sections of
- Summer 2013 (3 sections of 40 – 60)

“Doing Business in Chile,” MBA short-term study abroad class

- Fall / winter 2014 (2 sections of 21 and 45 each)
- Fall / winter 2013 (1 section of 35)

“Emerging Economies, Government Policies, and International Trade,” MBA elective

- Fall 2013 (1 section of 20)
- Spring 2013 (1 section of 20)
- Fall 2012 (1 section of 20)

“Intuitive Interpretation and Inference: Non-linear Models,” PhD class

- Spring 2012 (1 section of 8)

“Foundations of Strategy,” Duke University Cross Continent MBA core class

- Spring 2012 (3 sections of 50 each)
- Spring 2011 (3 sections of 50 each)
- Spring 2010 (2 sections of 50 each)

“Foundations of Strategy,” Duke University Daytime MBA core class

- Fall 2009 (3 sections of 65 each)

## 15. Dissertation Committees

Heejung Byun, 2018 (expected), Robert H. Smith School of Business, University of Maryland.

Siddarth Sharma, 2017 (expected), Robert H. Smith School of Business, University of Maryland. Initial placement as tenure-track assistant professor at Indian School of Business.

Omar Sherif Elwakil, 2016, Robert H. Smith School of Business, University of Maryland. Initial placement as post-doctoral fellow at MIT.

Sinziana Dorobantu, 2010, Duke Political Science PhD student, initial placement as Visiting Scholar and Senior Fellow at The Wharton School, current tenure-track placement at NYU

## 16. Editorships

Special issue co-editor, “Entrepreneurship in the Public Interest” (with Anita McGahan and Jay Barney). *Strategic Entrepreneurship Journal* 7(1), 2013

## 17. Editorial Review Boards

*Strategic Management Journal*, 2009 – present

*Global Strategy Journal*, 2009 – present

*Journal of International Business Studies*, 2007 – present

## 18. Reviewing Activities

*American Journal of Sociology*

*Administrative Science Quarterly*

*Journal of Economics & Management Strategy*

*Strategic Management Journal*

*Journal of Law, Economics, and Organization*

*Academy of Management Journal*

*Academy of Management Review*

*Industrial and Corporate Change*

*International Economic Review*

*California Management Review*

*Business and Politics*

*Journal of Management Studies*

*Social Forces*

*Organization Science*

*Management Science*

## 19. Campus Committees and Service

Member, Salary Review Committee, Robert H. Smith School of Business, University of Maryland, 2014 – 2016

Research Director, CIBER, University of Maryland, 2014 – 2016

Member, Technology Enhanced Teaching & Learning Task Force, Robert H. Smith School of Business, University of Maryland, 2015 – 2016

Member, Blended and Online Learning Committee, Robert H. Smith School of Business, University of Maryland, 2014 – 2015

Member, Part-time MBA Committee, Robert H. Smith School of Business, University of Maryland, 2014 – 2015

Member, Logistics, Business, and Public Policy Recruiting Committee, Robert H. Smith School of Business, University of Maryland, 2015 – 2016

Chair, Logistics, Business, and Public Policy Recruiting Committee, Robert H. Smith School of Business, University of Maryland, 2014 – 2015

Member, Global Studies Committee, University of Maryland, Robert H. Smith School of Business, University of Maryland, 2013 – 2015

Member, Global Studies Task Force, University of Maryland, Robert H. Smith School of Business, University of Maryland, 2012 – 2013

Co-organizer, Strategy Seminar, Fuqua School of Business, Duke University, 2009 – 2010

Member, Strategy Course Revision Committee, Fuqua School of Business, Duke University, 2009

Faculty Sponsor, Johnson & Johnson / Latin American Students Association Case Competition, Duke University, 2009

Faculty co-sponsor, Case Bowl, Fuqua School of Business, Duke University, 2007 – 2009

Fox Center Vendor Selection Committee, Fuqua School of Business, Duke University, 2008

Member, Undergraduate Strategy Major Committee, McDonough School of Business, Georgetown University, 2002 – 2003

Organizer, Strategy and Policy Seminar Series, McDonough School of Business, Georgetown University, 1999 – 2002

Member, DC Advantage Task Force, McDonough School of Business, Georgetown University, 1999 – 2000

## **20. Awards and Honors**

Winner, Haynes Prize for Most Promising Scholar, Academy of International Business Annual Meeting, 2008

Finalist, Best Paper, Academy of International Business Annual Meeting, 2008

Bronze Medal, International Financial Corporation/*Financial Times* Private Sector Development Research Competition, 2006

Finalist, Doug Nigh Award, International Management Division, Academy of Management Annual Meeting, 2006

First Runner-up, Haynes Prize for Most Promising Scholar, Academy of International Business Annual Meeting, 2005

Best Graduate Student Paper, Telecommunications Policy Research Conference, Washington, DC, 1998

Rouse Prize, Department of Economics, Brown University, 1990

Taubman Prize, A. Alfred Taubman Center for Public Policy and American Institutions, Brown University, 1990

## **21. Grants**

NBER Innovation Policy grant for “The Effect of ‘Green’ Energy Policies on Innovation and International Competition” (with Kira Fabrizio), \$20K, 2012 – 2013.

Grant for International Research on Wireless Telecommunications, Mack Center for Technological Innovation, Wharton School, University of Pennsylvania, \$10K, 2001 – 2002

Competitive Grant-in-Aid for International Research on Wireless Telecommunications, Graduate School, Georgetown University, \$5K, 2002

Grant for International Research on Wireless Telecommunications, McDonough School of Business, Georgetown University, \$7K, 2001

Grant for International Research on Private Electricity Investment, McDonough School of Business, Georgetown University, 2000 – 2001, \$6K,

Grant for International Research on Private Electricity Investment in Southeast Asia, ICSEAD, (Kitakyushu, Japan), \$15,000, 2000

## **22. Fellowships**

Sasakawa Young Leaders Peace Foundation Fellowship, 1994 – 1995, 1998 (UC Berkeley)

Bradley Foundation Fellowship, 1996, 1998 (UC Berkeley)

Jonathan M. Olin Foundation Fellowship, 1997 (UC Berkeley)

Ameritech Foundation Fellowship, 1996 (UC Berkeley)

## **23. Teaching Awards**

Distinguished Teaching Award, Robert H. Smith School of Business, University of Maryland, 2015

“Club 6.0,” Walter A. Haas School of Business, University of California at Berkeley, Spring 2006

“Club 6.0,” Walter A. Haas School of Business, University of California at Berkeley, Fall 2005

Outstanding Graduate Student Instructor Award, University of California at Berkeley, 1997

Teaching Effectiveness Award, University of California at Berkeley, 1997

Runner-up, Outstanding Graduate Student Instructor Award, Walter A. Haas School of Business, University of California at Berkeley, 1997

Henry K. Hayase Award, UC Berkeley, Walter A. Haas School of Business, 1996