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I. EDUCATIONAL BACKGROUND:

A. Degrees:

Ph.D., University of California, Los Angeles, Anderson Graduate School of Management, 2001
Dual Major: International Business & Strategy and Organization

M.Sc., University of Edinburgh (Scotland)
Major: International and European Politics

B.A., McGill University (Montreal, Canada)
Major: Political Science

B. Dissertation:

Title: The Exploitation and Development of Intangible Assets by Multinational Enterprises (MNEs): An Empirical Analysis of the Foreign Direct Investment of US and Japanese MNEs

Committee: José de la Torre (Co-Chair), Mariko Sakakibara (Co-Chair), Marvin Lieberman, Dick Rumelt and Allen Scott

II. TEACHING ACCOMPLISHMENTS:

A. Academic Positions:

Assistant Professor of Management, University of Pennsylvania, The Wharton School

B. Courses taught/developed:

Multinational Management (MGMT111)
Multinational Corporate Strategies (MGMT205)
Multinational Business Policy (MGMT871)
PhD Seminar in Multinational Management (MGMT955)

III. RESEARCH/PUBLICATIONS:

A. Publications:

1. Articles Published in Refereed Journals:

- [1] Berry, Heather, 2006 “Leaders, Laggards and the Pursuit of Foreign Knowledge” *Strategic Management Journal*, 27: 151-168.
- [2] Berry, Heather and Sakakibara, Mariko, “Resource Accumulation and Overseas Expansion by Japanese Multinationals” *Journal of Economic Behavior and Organization*, forthcoming.
- [3] Berry, Heather. Shareholder Valuation of Foreign Investment and Expansion, *Strategic Management Journal*, 27: 1123-1140 (Lead Article)
(Formerly titled: The Influence of Location, Multinationality and Knowledge on MNE Performance)

2. Articles Published in Refereed Proceedings:

- [4] Berry, Heather, 2003. Leaders, Laggards and the Pursuit of Foreign Knowledge, *Academy of Management Best Paper Proceedings*.
- [5] Berry, Heather, 2001. Do Foreign Assets Harm Stock Prices? *Academy of Management Best Paper Proceedings*.
- [6] Alcacer, J., Berry, H., and W. Chung, 2005. Increasing Exploration: Evidence from International Expansion, *Academy of Management Best Paper Proceedings* (authors are listed alphabetically).

B. Research in Progress:

1. Articles under review/working papers

- [7] Berry, Heather, Divestment and Global Reconfiguration.
- [8] Berry, Heather, Imitating Relevant Firms
- [9] Berry, Heather, “A Nested Model of Firm International Expansion Across Value Chain Activities”
- [10] Alcacer, J., H. Berry and W. Chung. “Increasing Exploration: Evidence from International Expansion”, authors are listed in alphabetical order.
- [11] Berry, Heather, When Does Multinationality Increase Firm Value? A Comparison of the Effects of Multinationality on US and Japanese Firms Values (an earlier version of this paper was titled “Do Foreign Assets Harm Stock Prices?”)

C. Invited Lectures and Conference Presentations:

“A Nested Model of Firm International Expansion Across Value Chain Activities”

- 3.) Academy of Management Annual Business Meeting, Philadelphia, PA, 2007
- 2.) Academy of International Business Annual Meeting, Indianapolis, IN, 2007
- 1.) Rutgers University Global Strategy Seminar, November, 2006.

“Imitating Relevant Firms”

- 3.) Academy of Management Annual Business Meeting, Atlanta, GA, 2006
- 2.) Academy of International Business Annual Meeting, China, 2006
- 1.) Jones Center Brown Bag, Management Department, Wharton School, fall, 2005

“Divestment and Global Reconfiguration”

- 5.) Strategic Renewal Conference, Chicago, March, 2007
- 4.) New York University Cross Disciplinary Strategy Seminar, October, 2006
- 3.) Academy of International Business Meeting, Beijing, China, 2006
- 2.) Academy of Management Annual Meeting, Atlanta, Georgia, 2006
- 1.) Strategy Research Forum, Toronto, Ontario, Canada, 2004.

“Increasing Exploration: Evidence from International Expansion”

- 2.) Academy of Management Annual Business Meeting, Hawaii, 2005.
- 1.) Strategic Management Society Annual Meeting, Orlando, FL, 2005.

“Leaders, Laggards and the Pursuit of Foreign Knowledge,”

- 4.) Brigham Young University Winter Strategy Conference, 2004, Park City, UT, 2004.
- 3.) Wharton Jones Center Brown Bag Seminar Series, October, 2003.
- 2.) Academy of Management Annual Business Meeting, Seattle, WA, 2003.
- 1.) Academy of International Business Annual Meeting, Monterey, CA, 2003

“The Influence of Location, Multinationality and Knowledge on MNE Performance,”

- 5.) Multinational Management Conference, University of Michigan, October, 2002
- 4.) Wharton Jones Center Brown Bag Seminar Series, October, 2002
- 3.) Wharton Applied Econ Seminar Series, August, 2002
- 2.) Academy of Management Annual Meeting, Denver, CO, August, 2002
- 1.) Academy of International Business Annual Meeting, Puerto Rico, June, 2002

“The Exploitation and Development of Intangible Assets by Multinational Enterprises”
(Dissertation)

- 2.) Panel of Finalists for Barry Richman Award for best dissertation in International Management, Academy of Management, Denver, CO, August, 2002
- 1.) Panel of Finalists for Richard N. Farmer Award for best dissertation in International Business, Academy of International Business, Australia, November 2001

“Do Foreign Assets Harm Stock Prices? A Comparison of the Effects of Multinationality on US and Japanese Firm Values,”

- 1.) Academy of Management Annual Meeting, Washington, DC, August, 2001

“Product Diversification Activities in Foreign Markets by Japanese MNCs, 1974-1997,”

- 1.) Academy of Management Annual Meeting, Toronto, Canada, August, 2000

“Resource Accumulation and Overseas Expansion by Japanese Multinationals: An Empirical Analysis of the Internalization Theory,”

- 2.) Academy of International Business Annual Meeting, South Carolina, November, 1999
- 1.) Academy of Management Annual Meeting, Chicago, IL, August, 1999

“Internalization Theory, the Value of Multinationality and Japanese Foreign Direct Investment,”

- 1.) UCLA Innovation Workshop, January, 1999

D. Research Interests

Corporate Strategy in Global Markets; Shareholder Valuation of Multinationality; Firm Motivations for Foreign Direct Investment.

IV. PROFESSIONAL ACTIVITIES:

A. University-Related Activities:

PhD Admission Committee, Management Department, 2002-2003 and 2003-2004.
Co-Organizer, Junior Faculty Retreat, Management Department, September, 2002-2005
Co-Organizer (with Vit Hennisz), Multinational Management Seminar Series, 2001-2005.
Co-Organizer (with Gerry McDermott), Multinational Management Seminar Series, 2006-2007.
Junior Faculty Search Committee, Multinational Management Group, Management Department, 2003-2004.

Fulbright Applicant Review Committee, 2006

Second Year Multinational Management Exam Committee

- Srividya Jandhyala, 2005
- Charlie Reuters, 2005
- Lite Narthey, 2007

Doctoral Student First Year Advisor (with M. Guillen)

Nan Zhao

Huntsman Undergraduate Thesis Advisor

- Vivianne Leung
- Michelle Liu

Undergraduate Independent Study Advisor

Silvya Yu

B. Non-University-Related Activities:

Invited Discussant:

- Academy of Management, Philadelphia, PA, August, 2007
- Strategic Research Forum, Egg Harbor, NJ, May, 2006
- Academy of Management, Atlanta, GA, August, 2006
- International Research Conference, Harvard Business School, March, 2006
- Strategic Research Forum, St. Louis, MI, May, 2003
- Academy of International Business, Monterey, CA, July 2003.

Academy of Management, Washington, DC, August, 2001

Panelist:

Faculty Participant, Doctoral Consortium, IM Division, Academy of Management, 2006
Faculty Participant, Doctoral Consortium, Academy of International Business, 2003
Faculty Participant, Doctoral Consortium, IM Division, Academy of Management, 2003
Planning Your Dissertation, Academy of Management, BPS Division, 2002.

Participant:

Junior Faculty Consortium, Academy of International Business, June, 2002
Doctoral Consortium, BPS Division, Academy of Management, August, 1999
Doctoral Consortium, IM Division, Academy of Management, August, 1998

Organizer:

2007 INFORMS Dissertation Proposal Competition, Seattle, WA
Strategy Research Forum, Cape Cod, MA, May, 2007 (Co-Organizer)

C. Professional affiliations and memberships:

Academy of Management, IM Division
Academy of Management, BPS Division
Academy of International Business
National Women's Political Caucus

D. Editorial Activities:

Editorial Review Board:

Journal of International Business Studies

Reviewer For: *Management Science*
Strategic Management Journal
Journal of International Business Studies
Academy of Management Journal
Organization Science

Reviewer For: Academy of International Business Annual Meetings
Academy of Management Annual Meetings
Business Policy and Strategy Division
International Management Division
Informs Dissertation Proposal Competition

V. GRANTS, HONORS AND AWARDS:

A. Professional Awards:

Finalist, Haynes Prize for Most Promising Scholar under the age of 40, Academy of International Business Conference, 2006

Winner, Barry Richman Award for best dissertation, International Management Division, Academy of Management, 2002

Winner, Richard Farmer Award for best dissertation in International Business, Academy of International Business, 2001

Finalist (1 of 4), The Free Press Doctoral Dissertation Award, Business Policy and Strategy Division, Academy of Management, 2001

B. University-Related Grants:

University of Pennsylvania

Grant Recipient, Mack Center on Technological Innovation, The Wharton School, University of Pennsylvania

Grant Recipient, Reginald H. Jones Center for Management Policy, Strategy and Organization, The Wharton School, University of Pennsylvania

University of California, Los Angeles

Dissertation Grant Recipient, UCLA Center for International Business Education and Research (CIBER), 1998-1999

Research Grant Recipient, UCLA Center for International Business Education and Research (CIBER), 1997-1998

Anderson Graduate School of Management Fellowship, UCLA, 1995-2000

VI. PROFESSIONAL EXPERIENCE:

Corporate Intern, Toyota Motor Sales, US Headquarters in Los Angeles, California, Summer, 1996

- Assisted in reviewing and assessing organizational and strategic options for the New Business Practices Group within Toyota;
- Involved with the start-up of the New Business Practices Group, including drafting the mission statement for the group.

Ways and Means Committee Associate, US Congress, Washington, D.C., 1994-1995

- Responsible for legislative matters before the House Ways and Means Committee
- Wrote floor statements and committee testimony;
- Drafted legislation.

Policy Analyst, House Wednesday Group, US House of Representatives, Washington, D.C., 1992-1994

- Wrote policy option and background papers on trade, national security and health care issues for the forty Members of this Congressional legislative caucus.

Analyst, Office of Policy and Legislative Analysis, US Department of Labor, 1989-1990

- Assisted in preparing testimony and background information for senior Department officials for congressional hearings.

VII. PERSONAL:

Married with three children.

U.S. Citizen