

**MAURO F. GUILLÉN**

Dr. Felix Zandman Endowed Professor of International Management  
Professor of Management  
Professor of Sociology (secondary appointment)  
Professor of Education (secondary appointment)

The Wharton School  
2016 Steinberg Hall-Dietrich Hall  
3620 Locust Walk  
Philadelphia, PA 19104  
Ph: 215-573-6267  
[guillen@wharton.upenn.edu](mailto:guillen@wharton.upenn.edu)  
<http://www-management.wharton.upenn.edu/guillen>

**EDUCATION**

Yale University:

PhD (*with distinction*) in Sociology, May 1992. Thesis title: States, Professions, and Organizational Paradigms: A Cross-National Study of Scientific Management, Human Relations, and Structural Analysis.  
MPhil in Sociology, May 1990.  
MA in Sociology, May 1989.

Universidad de Oviedo, Spain:

Doctorate (*cum laude*) in Political Economy and Business Management, March 1991. Thesis title: Inequality and Health: A Multivariate Analysis of the National Health Interview Survey.  
Licenciatura (BA) in Political Economy and Business Management (Ciencias Económicas y Empresariales, Especialidad Economía de la Empresa), June 1987.

University of Michigan:

Summer Institute on Survey Research Techniques, June-July 1985.

**RESEARCH & TEACHING INTERESTS**

Organizational Theory.  
Economic Sociology.  
Comparative Sociology.  
Local impact of globalization.  
International management.  
Competitiveness and emerging economies.

## EMPLOYMENT HISTORY

Dr. Felix Zandman Endowed Professorship in International Management, The Wharton School, 2003-present.  
 Professor of Management, with tenure, The Wharton School, 2003-present, with secondary appointments in the Department of Sociology, University of Pennsylvania, and the Graduate School of Education.  
 Associate Professor of Management, with tenure, The Wharton School, 2000-2003.  
 Assistant Professor of Management, The Wharton School, 1996-2000.  
 Edward Pennel Brooks Career Development Assistant Professor of International Management and Sociology, MIT Sloan School of Management, 1992-1994.

## ELECTED MEMBERSHIPS

1. Elected Fellow, Macro Organizational Behavior Society (2004).
2. Elected Member, Sociological Research Association (2013).

## ADMINISTRATIVE EXPERIENCE

Anthony L. Davis Director of the Joseph H. Lauder Institute of Management & International Studies, 2007-2019.  
 Faculty Director, Penn Lauder Center for International Business Education & Research (CIBER), Title VI, U.S. Department of Education Center, 2007-2014.  
 Faculty Director, Wharton Business and Law Certificate Program (2014-present). A business certificate program for LLM students enrolled at the Penn Law School.

## BOARD MEMBERSHIPS

1. Board of Trustees, Fundación Princesa de Asturias, 2015-present.
2. Investment Committee, Fundación Princesa de Asturias, 2016-present.
3. International Advisory Board and Board of Directors in Formation, Conciban Bank, Washington D.C., 2009-2012.
4. Faculty Advisory Board, University of Pennsylvania Press, 2010-2015.
5. Faculty Advisory Board, Wharton Digital Press, 2010-present.
6. Board of Advisors, Knowledge@Wharton, 2008-present.
7. Board of Advisors, La Caixa Research Department, 2007-2011.
8. Board of Governors, Joseph H. Lauder Institute for Management & International Studies (*ex officio*), 2007-2019.
9. Board of Trustees, Instituto Madrileño de Estudios Avanzados en Ciencias Sociales (Madrid Institute for Advanced Study in the Social Sciences, IMDEA), 2006-2010.
10. Board of Advisors, Escuela de Finanzas Aplicadas (Grupo Analistas), 2005-present.
11. Advisory Council, Department of Sociology, Princeton University, 2006-2012.

**NAMED LECTURES**

1. Laurent Picard Distinguished Lecture, McGill University, 2013.
2. Clarendon Lectures in Management Studies, Oxford University, 2014.
3. Otto Krause Memorial Lecture, University of Johannesburg, 2014.

**OTHER HONORS AND POSITIONS**

1. Member of the Jury, Prince of Asturias International Prize for the Social Sciences, 2011-present. Winners include Howard Gardner, Martha Nussbaum, Esther Duflo, Mary Beard, and Michael Sandel, among others.
2. Bretton Woods Committee, Washington DC, 2016-present.
3. Vice-Chair, Global Agenda Council on Emerging Multinationals, World Economic Forum, 2011-2016.

**FUNDRAISING EXPERIENCE**

Joseph H. Lauder Institute of Management and International Studies. Led fundraising campaign that raised \$20 million in two years. Campaign goal expanded to \$30 million. Total fundraising to the Institute in the amount of \$63 million.

**FIELDWORK EXPERIENCE**

Conducted extensive fieldwork for research purposes in Argentina, Brazil, Chile, China, Egypt, Germany, India, Kenya, Mexico, Nigeria, South Korea, Spain, the UK, and the United States.

Conducted in-depth interviews with nearly 350 business executives and 140 policymakers.

Visited over 90 manufacturing facilities.

**CONSULTING EXPERIENCE**

1. Centro de Investigaciones Sociológicas, Madrid (1992-1994).
2. Analistas Financieros Internacionales, Madrid (2006-present).
3. Instituto Español de Comercio Exterior (ICEX), Madrid (2006-2011).
4. Accenture Institute of High Performance (2008-2011).
5. Caja de Ahorros de Navarra (2008-2012).
6. Accenture, Global Banking Practice (2013-2014).
7. Several Fortune 500 companies.

**CORPORATE PRESENTATIONS**

American Bankers Association, AXA Graduate Summit, Banco Sabadell Miami Annual Hospitality Summit, BBVA, Citibank, CLSA Securities Annual Investors' Forum Hong Kong, Ernst & Young, Estée Lauder Companies, Google, Ingredion, KPMG Academies, MasterCard, MetLife, Microsoft,

Process Equipment Manufacturers' Association, Pension Real Estate Association, Sanitas, SEI Investments, Spotify, and TD Bank.

## FELLOWSHIPS

10. Cátedra Rafael del Pino, Fundación Rafael del Pino, Madrid, 2003-2004.
9. Guggenheim Fellow, John Simon Guggenheim Memorial Foundation, 1998-1999.
8. Member, Institute for Advanced Study, Princeton, 1998-1999.
7. Eligible Fellow, Center for Advanced Study in the Behavioral Sciences, Palo Alto, made eligible in 1996.
6. Edward Pennell Brooks Career Development Chair, MIT Sloan School of Management, 1994-1996.
5. Marion and Jasper Whiting Foundation Research Fellow, 1993-1994.
4. Research Affiliate, Minda de Gunzburg Center for European Studies, Harvard University, 1992-1997.
3. Fulbright Doctoral Fellow, 1989-1992.
2. John D. Rockefeller 3<sup>rd</sup> Fellow, Yale Program on Nonprofit Organizations, June-August 1989.
1. Bank of Spain Doctoral Fellow, 1987-1989.

## PRIZES AND AWARDS

12. Faculty Pioneer Award, Aspen Institute, 2013.
11. "Leonés en el Extranjero," Colegio de Economistas de León, 2010.
10. Finalist, Carolyn Dexter Best International Paper Award 2007, Academy of Management, for "National Governance Systems, Stakeholder Power, and Post-Acquisition Dynamics."
9. IV Premio Fundación Banco Herrero, 2005, awarded annually to the most promising Spanish social scientist under the age of 40.
8. W. Richard Scott Best Paper Award, Section on Organizations, Occupations and Work, American Sociological Association, 2003, for "Global Competition, Institutions, and the Diffusion of Organizational Practices: The International Spread of the ISO 9000 Quality Certificates." *Administrative Science Quarterly* 47(June 2002):207-232 (with I. Guler and J. M. Macpherson).
7. Special Mention, Best Paper Award, Section on Comparative and Historical Sociology, American Sociological Association, 2002, for "Developing Difference: Social Organization and the Rise of the Auto Industries of South Korea, Taiwan, Spain, and Argentina." *American Sociological Review* 64(5) (October 1999):722-747 (with N. W. Biggart).
6. Gulf Publishing Company Best Paper Award, International Management Division, Academy of Management Annual Meeting, Boston, 1997, for "Business Groups in Emerging Economies." *Academy of Management Journal* 43(3) (June 2000):362-380.
5. President's Book Award 1993, Social Science History Association, for *Models of Management*.

4. Finalist, American Sociological Association Best Dissertation Award 1992, for *States, Professions, and Organizational Paradigms*.
3. Co-Winner, Sussman Dissertation Prize 1992, Department of Sociology, Yale University, for *States, Professions, and Organizational Paradigms*.
2. Gustavus Myers Award for Outstanding Book on Human Rights in the United States 1991, for *The AIDS Disaster*.
1. Special Mention, Worldwide Competition for Young Sociologists, World Congress of Sociology, International Sociological Association (1990), for “Health, Family Structure, and Inequality Patterns.”

#### **FOUNDATION-RELATED ACTIVITIES**

1. Board of Trustees, Fundación Princesa de Asturias (Royal Foundation Princesa de Asturias of Spain), 2015-present.
2. Investment Committee, Fundación Princesa de Asturias, 2016-present.
3. Cátedra Rafael del Pino, Fundación Rafael del Pino, Madrid, 2003-2004.
4. IV Premio Fundación Banco Herrero, 2005, awarded annually to the most promising Spanish social scientist under the age of 40.
5. Mauro F. Guillén, Randall Collins, Paula England, and Marshall Meyer, eds. *The New Economic Sociology: Developments in an Emerging Field*. New York: Russell Sage Foundation, 2002, 381 pp. (Chinese translation: Social Sciences Academic Press, 2006).
6. Guggenheim Fellow, John Simon Guggenheim Memorial Foundation, 1998-1999.
7. Member, Institute for Advanced Study, Princeton, 1998-1999.
8. International Centre for the Study of East Asian Development, Kitakyushu, Japan (ICSEAD). Research grant (\$17,000).
9. Marion and Jasper Whiting Foundation Research Fellow, 1993-1994.

#### **ENGAGEMENT WITH THE PHILADELPHIA COMMUNITY**

1. 21<sup>st</sup>-Century Literacies for the World Language Classroom: A one-day conference for high school teachers (2013).
2. Community College of Philadelphia: grant from the Penn-Lauder Center for International Education and Research for faculty to attend conferences (2009).
3. Community College of Philadelphia, donated time delivering a workshop for their faculty (2009).
4. University of Pennsylvania Model United Nations Conference: grants from the Penn-Lauder Center for International Education and Research, (2013, 2014).
5. Colegio Puertorriqueño de Niñas: hosted their delegation at the Lauder Institute during their annual visit to attend the University of Pennsylvania Model United Nations Conference in Philadelphia (2012-2015).
6. Independence Charter School: grant from the Penn-Lauder Center for International Education and Research to sponsor the “Take Flight” Program to enhance the global knowledge of inner-city students (2013).
7. Annual Summer Institute for Learning a Second Language for Business Communication: a weeklong workshop for high school teachers organized by the

- Penn-Lauder Center for International Business Education and Research (2007-2016).
8. Knowledge@Wharton High School: grants from the Penn-Lauder Center for International Education and Research to fund the development of materials that high school teachers can use to improve the financial literacy of their students (2008-2010).
  9. Knowledge@Wharton High School Workshop for High School Teachers: donated my time as an instructor at several annual two-day workshops to help high school teachers develop business materials for the classroom (2010-2017).

## RESEARCH

### A. Scholarly Publications

#### 1. Globalization

##### *Scholarly Books*

- MFG, *Rude Awakening: Threats to the Global Liberal Order*. Philadelphia: University of Pennsylvania Press, 168 pp.
- MFG, *The Architecture of Collapse: The Global System in the 21st Century*. Oxford: Oxford University Press, 2016, 218 pp.
- MFG and Emilio Ontiveros, *Global Turning Points: Understanding the Challenges for Business and Society in the Twenty-First Century*. Second edition, expanded and updated. New York: Cambridge University Press, 2016, 223 pp. First edition published in 2012.
- MFG. *The Limits of Convergence: Globalization & Organizational Change in Argentina, South Korea, and Spain*. Princeton, NJ: Princeton University Press, 2001, 282 pp.

##### *Trade Book*

- MFG, *2030 AD: The End of the World We Know, and How to Prepare for It*. New York: St. Martin's Press/Macmillan, 2020, circa 300 pp., forthcoming.

##### *Refereed Articles*

- MFG and Laurence Capron. "State Capacity, Minority Shareholder Protections, and Stock Market Development." *Administrative Science Quarterly* (2016) 61(1):125-160.
- Heather Berry, MFG, and Arun S. Hendi. "Is there Convergence across Countries? A Spatial Approach." *Journal of International Business Studies* 45 (2014):387-404.
- MFG and Sandra L. Suárez. "The Global Crisis of 2007-2009: Markets, Politics, and Organizations." *Research in the Sociology of Organizations* 30A (2010):257-279.
- Witold J. Henisz, Bennet A. Zelner, and MFG. "Market-Oriented Infrastructure Reforms, 1977-1999." *American Sociological Review* 70(6) (December 2005):871-897 (lead article). (Short version in the Academy of Management's Annual Meeting Best

Paper Proceedings 2004.)

MFG and Sandra L. Suárez. "Explaining the Global Digital Divide: Economic, Political and Sociological Drivers of Cross-National Internet Use." *Social Forces* 84(2) (December 2005):681-708.

Simone Polillo and MFG. "Globalization Pressures and the State: The Global Spread of Central Bank Independence." *American Journal of Sociology* 110(6) (May 2005):1764-1802.

William Schneper and MFG. "Stakeholder Rights and Corporate Governance: A Cross-National Study of Hostile Takeovers." *Administrative Science Quarterly* 49 (June 2004):263-295.

Isin Guler, MFG, and John Muir Macpherson. "Global Competition, Institutions, and the Diffusion of Organizational Practices: The International Spread of the ISO 9000 Quality Certificates." *Administrative Science Quarterly* 47(June 2002):207-232 (lead article). Winner of the 2003 W. Richard Scott Best Paper Award, Section on Organizations, Occupations and Work, American Sociological Association.

MFG and Sandra L. Suárez. "Developing the Internet: Entrepreneurship and Public Policy in Ireland, Singapore, Argentina, and Spain." *Telecommunications Policy* 25(5) 2001:349-371.

MFG. "Corporate Governance and Globalization: Is There Convergence across Countries?" *Advances in Comparative International Management* 13 (2000):175-204. Reprinted in Thomas Clarke, ed., *Theories of Corporate Governance*. New York: Routledge, 2004, pp. 223-242.

#### *Other Articles*

MFG. "Globalization and Organization Studies." *Sage Handbook of The New & Emerging in Organization Studies*, forthcoming.

MFG and William D. Schneper. "Corporate Governance." In Stewart Clegg and James R. Bailey, *International Encyclopedia of Organization Studies*. Sage Publications.

Laurence Capron and MFG. "Fighting Economic Nationalism in Deals." *Financial Times*, Mastering Transaction Series, 13 October 2006.

MFG. "Is Globalization Civilizing, Destructive or Feeble? A Critique of Five Key Debates in the Social-Science Literature." *Annual Review of Sociology* 27 (2001):235-260. Reprinted in Cary Cooper and William Starbuck, eds., *Work: Contexts and Consequences* (London: Sage, 2005), pp. 310-333. Fifth most frequently downloaded article from the *Annual Review of Sociology*.

MFG. "Globalization." In Jens Beckert and Milan Zafirovsky, eds., *International Encyclopedia of Economic Sociology*. New York: Routledge, 2005, pp. 301-306.

#### *Chapters*

Klapper, Leora, Raphael S. Amit, and Mauro F. Guillén, "Entrepreneurship and Firm Formation across Countries." Pp. 129-158 in *International Differences in Entrepreneurship*, edited by Josh Lerner and Antoinette Schoar. Chicago: University of Chicago Press, and National Bureau of Economic Research, 2010.

William D. Schneper and MFG, "Corporate Governance, Legitimacy, and Models of the Firm." In Frank Dobbin, ed., *The Sociology of the Economy*. New York: Russell Sage Foundation, 2004.

MFG and Mary O'Sullivan, "The Changing International Corporate Governance Landscape." In Hubert Gatignon and John Kimberly, eds., *Wharton-INSEAD on Globalization*. New York: Cambridge University Press, 2004, pp. 23-48.

## 2. Comparative Organization and Economic Sociology

### *Scholarly Books*

MFG. *The Taylorized Beauty of the Mechanical: Scientific Management and the Rise of Modernist Architecture*. Princeton, NJ: Princeton University Press, 2006, 186 pp.

Spanish translation: *La disciplinada belleza de lo mecánico: El taylorismo y el nacimiento de la arquitectura modernista* (Madrid: Modus Laborandi, 2009).

MFG. *Models of Management: Work, Authority, and Organization in a Comparative Perspective*. Chicago: The University of Chicago Press, 1994, 424 pp.

Charles Perrow and MFG. *The AIDS Disaster: The Failure of Organizations in New York and the Nation*. New Haven: Yale University Press, 1990, 206 pp.

### *Edited Volume*

MFG, Randall Collins, Paula England, and Marshall Meyer, eds. *The New Economic Sociology: Developments in an Emerging Field*. New York: Russell Sage Foundation, 2002, 381 pp. (Chinese translation: Social Sciences Academic Press, 2006).

### *Refereed Articles*

MFG and Randall Collins. "Movement-Based Influence: Resource Mobilization, Intense Interaction, and the Rise of Modernist Architecture." *Sociological Forum* 34(1) (2019):27-46.

MFG. "Symbolic Unity, Dynastic Continuity, and Countervailing Power: Monarchies, Republics, and the Economy." *Social Forces* (2018):1-41.

Randall Collins and MFG. "Mutual Halo Effects in Cultural Production: The Case of Modernist Architecture." *Theory & Society* 41:527-556 (2012) (lead article).

MFG. "Modernism without Modernity: The Rise of Modernist Architecture in Mexico, Brazil and Argentina, 1890-1940." *Latin American Research Review* 39(2) (June 2004):6-34 (lead article).

MFG, Roberto Garvía, and Andrés Santana. "Embedded Play: Economic and Social Motivations for Sharing Lottery Tickets." *European Sociological Review* 28(3) (2012):344-354.

MFG. "Organized Labor's Images of Multinational Enterprise: Ideologies of Foreign Investment in Argentina, South Korea, and Spain." *Industrial & Labor Relations Review* 53(3) (April 2000):419-442.



- Nicole Woolsey Biggart and MFG. "Developing Difference: Social Organization and the Rise of the Auto Industries of South Korea, Taiwan, Spain, and Argentina." *American Sociological Review* 64(5) (October 1999):722-747. Reprinted in Nicole W. Biggart, ed., *Readings in Economic Sociology*, Cambridge: Blackwell, pp. 231-261.
- MFG. "Scientific Management's Lost Aesthetic: Architecture, Organization, and the Taylorized Beauty of the Mechanical." *Administrative Science Quarterly*, 42(4) (December 1997):682-715. Translated into Italian as "L'estetica perduta dello Scientific Management." *Studi Organizzativi* 1(1999):41-85.

#### *Other Articles*

- MFG. "Modernism and Scientific Management." *Sage Dictionary of Management Research*, forthcoming.
- MFG. "Complex Organizations and Power." *International Public Management Journal* 12(2) (2007):167-171.
- MFG. "The Economic Sociology of Markets, Industries, and Firms." *Theory & Society* 32(4) (August 2003):505-515.
- MFG. "The Age of Eclecticism: Current Organizational Trends and the Evolution of Managerial Models." *Sloan Management Review* 36(1) (Fall 1994):75-86.  
Translated as "Tendencias organizativas y métodos de gestión: Hacia la era de la confluencia." *Harvard-Deusto Business Review* 66 (May-June 1995):13-24.  
Reprinted in *Expansión* (September 1996):30-40.

#### *Chapters*

- MFG. "Introduction" to the new edition of Reinhard Bendix, *Work and Authority in Industry*. New Brunswick: Transaction Publishers, 2001, pp. lii-lxv.
- MFG. "The System of Professions: The Case of the Economic Professions in Spain." *Revista Española de Investigaciones Sociológicas*, English Edition (1996):167-181.
- Jesús M. de Miguel and MFG. "The Health System in Spain." In Mark G. Field, ed., *Success and Crisis in National Health Systems: A Comparative Approach*. New York: Routledge, 1988, pp. 128-164.

### **3. Multinational Enterprises, Business Groups, and Family Firms**

#### *Scholarly Books*

- MFG and Esteban García-Canal. *The New Multinationals: Spanish Firms in a Global Context*. Cambridge and New York: Cambridge University Press, 2010.
- MFG and Adrian Tschoegl. *Building a Global Bank: The Transformation of Banco Santander*. Princeton, NJ: Princeton University Press, 2008. Spanish translation: *Santander, el banco* (Madrid: LID Editorial, 2007).
- MFG. *The Rise of Spanish Multinationals: European Business in the Global Economy*. Cambridge and New York: Cambridge University Press, 2005, 268 pp. Spanish

translation: *El auge de la empresa multinacional española* (Madrid: Marcial Pons, 2006).

### *Trade Books*

Berges, Angel, MFG, Juan Pedro Moreno, and Emilio Ontiveros. 2014. *A New Era in Banking: The Landscape after the Battle*. Brookline, MA: Bibliomotion, 186 pp.  
MFG and Esteban García-Canal. *Emerging Markets Rule: Growth Strategies of the New Global Giants*. New York: McGraw-Hill, 2012, 240 pp.

### *Edited Books*

João Neiva de Figueiredo and MFG, editors. *Green Power: Perspectives on Sustainable Electricity Generation*. London: Productivity Press (Taylor & Francis), 2014.  
MFG, ed. *Women Entrepreneurs: Inspiring Stories from Developing Countries and Emerging Economies*. New York: Routledge, 2013.  
João Neiva de Figueiredo and MFG, editors. *Green Products: Perspectives on Innovation & Adoption*. London: Productivity Press (Taylor & Francis), 2011.

### *Refereed Articles*

Nan Zhou and MFG. "National Complementarities and Corporate Governance: The Case of Hostile Takeover Attempts." *Corporate Governance: An International Review* 27 (209) (2019):82-97.  
García-Canal, Esteban, MFG, Paloma Fernández, and Nuria Puig. "Imprinting and Early Exposure to Developed International Markets." *Business Research Quarterly* 21 (2018):141-152.  
García-García, Raquel, Esteban García-Canal, and MFG. "Rapid Internationalization and Long-Term Performance: The Knowledge Link." *Journal of World Business* (2017) 52:97-110.  
Nan Zhou and Mauro Guillen, "Categorizing the Liability of Foreignness: Ownership, Location, and Internalization-Specific Dimensions." *Global Strategy Journal* 6 (4) (2016):309-329.  
Nan Zhou and MFG. "From Home Country to Home Base: A Dynamic Approach to the Liability of Foreignness." *Strategic Management Journal* 36(2015):907-917.  
Laura Fernández-Méndez, Esteban García-Canal, and MFG, "Legal Family and Infrastructure Voids as Drivers of Regulated Physical Infrastructure Firm's Exposure to Governmental Discretion." *Journal of International Management* 21(2015):135-149.  
Andrea Colli, Esteban García-Canal and MFG. "Family Character and International Entrepreneurship: A Historical Comparison of Italian and Spanish 'New Multinationals'." *Business History* 55(1) (January 2013):119-138.  
Andrea Martínez-Noya, Esteban García-Canal, and MFG. "R&D Outsourcing and the Effectiveness of Intangible Investments: Is Proprietary Core Knowledge Walking out the Door?" *Journal of Management Studies* 50(1) (January 2013):67-91.  
Andrea Martínez-Noya, Esteban García-Canal, and MFG. "International R&D Service

- Outsourcing by Technology-Intensive Firms: Whether and Where?" *Journal of International Management* 18(2012):18-37.
- Heather Berry, MFG, and Nan Zhou. "An Institutional Approach to Measuring Cross-National Distance." *Journal of International Business Studies* 41 (2010):1460-1480.
- Isin I. Guler and MFG. "Social Networks and Foreign Expansion." *Academy of Management Journal* 53(2) (2010):390-410.
- Isin I. Guler and MFG. "Institutions and the Internationalization of U.S. Venture Capital Firms." *Journal of International Business Studies*, (2010) 41, 185–205 (lead article).
- Laurence Capron and MFG. "National Corporate Governance Institutions and Postacquisition Target Reorganization." *Strategic Management Journal* 30 (2009):803-833.
- Esteban García-Canal and MFG. "Risk and the Strategy of Foreign Location Choice in Regulated Industries." *Strategic Management Journal* 29 (2008):1097-1115.
- MFG. "Experience, Imitation, and the Sequence of Foreign Entry: Wholly Owned and Joint-Venture Manufacturing by South Korean Firms and Business Groups in China, 1987-1995." *Journal of International Business Studies* 34(2003):185-198.
- MFG. "Structural Inertia, Imitation, and Foreign Expansion: South Korean Firms and Business Groups in China, 1987-1995." *Academy of Management Journal* 45(3) (June 2002):509-525.
- MFG and Adrian E. Tschoegl. "Banking on Gambling: Banks and Lottery-Linked Deposit Accounts." *Journal of Financial Services Research* 21(3) 2002:219-231.
- Carl Kock and MFG. "Strategy and Structure in Developing Countries: Business Groups as an Evolutionary Response to Opportunities for Unrelated Diversification." *Industrial & Corporate Change* 10(1) (2001):1-37.
- MFG and Adrian E. Tschoegl. "The Internationalization of Retail Banking: The Case of the Spanish Banks in Latin America." *Transnational Corporations*, 9(3) (December 2000):63-97.
- MFG. "Business Groups in Emerging Economies: A Resource-Based View." *Academy of Management Journal* 43(3) (June 2000):362-380. Winner of the Gulf Publishing Company Best Paper Award, International Management Division, 1997 Academy of Management Annual Meeting, Boston. Abridged version published in *Best Paper Proceedings*, 1997 Academy of Management Annual Meeting, Boston, pp. 170-174.
- José M. Campa and MFG. "The Internalization of Exports: Firm and Location-Specific Factors in a Middle-Income Country." *Management Science* 45(11) (November 1999):1463-1478 (lead article).
- Omar N. Toulan and MFG. "Beneath the Surface: The Impact of Radical Economic Reforms on the Outward Orientation of Argentine and Mendoza Firms, 1989-1995." *Journal of Latin American Studies*, 29 (May 1997):395-418.
- MFG and Omar N. Toulan. "New Organizational Forms of Internationalization in Latin America: The Experience of Argentine Firms." *Organization* 4(4) (1997):552-563.

#### *Other Articles*

- Hernandez, Exequiel, and MFG. "What's Theoretically Novel about Emerging-Market Multinationals?" *Journal of International Business Studies* 49(1) (2018):24-33.

- MFG and Esteban García-Canal, "Execution as Strategy." *Harvard Business Review* (October 2012):103-107.
- MFG and Esteban García-Canal, "How to Conquer New Markets with Old Skills." *Harvard Business Review* 88(11) (November 2010):118-122.
- MFG and Esteban García-Canal, "The American Model of the Multinational Firm and the 'New' Multinationals from Emerging Economies." *Academy of Management Perspectives* 23(2) (May 2009):23-35.
- MFG. "What is the Best Global Strategy for the Internet?" *Business Horizons* (May-June 2002):39-46. Spanish translation: *Universia Business Review* 2 (2004):20-32.
- MFG. "International Business." In Neil J. Smelser and Paul B. Baltes, eds., *International Encyclopedia of the Social & Behavioral Sciences*. Oxford: Pergamon, 2001, pp. 7768-7771.
- MFG. "International Management and the Circulation of Ideas." *Trends in Organizational Behavior*, 5 (1998):47-63.

### Chapters

- MFG and Sandra L. Suárez. "The Institutional Context of Multinational Activity." In Sumantra Ghoshal and D. Eleanor Westney, eds., *Organizational Theory and the Multinational Corporation*, Second Edition. New York: Palgrave Macmillan, 2005, pp. 123-145.
- MFG. "Business Groups and Economic Development: A Resource-Based View." In Massaki Kotabe and Preet S. Aulakh, eds., *Emerging Issues in International Business Research*. Northampton, MA: Edward Elgar Publishing, 2002, pp. 163-198.
- María Eugenia Arias and MFG. "The Transfer of Organizational Management Techniques Across Borders." In José Luis Alvarez, ed., *The Diffusion and Consumption of Business Knowledge*. London: Macmillan, 1998, pp. 110-137.
- José M. Campa and MFG. "Spain: A Boom from Economic Integration." In John H. Dunning and Rajneesh Narula, eds., *Foreign Direct Investment and Governments*. London: Routledge, 1996, pp. 207-239.

### 4. Translations of the Author's Research Originally Published in English:

Italian, Korean, Mandarin, Portuguese, Romanian, and Spanish.

### 5. Selected Publications in Spanish (Excluding Translations):

- José M. Campa and MFG. "Evolución y Determinantes de la Inversión Directa en el Extranjero por Empresas Españolas." ("Evolution and Determinants of Outward Foreign Direct Investment by Spanish Firms") *Papeles de Economía Española* 66(1996):235-247.
- MFG. "Arte, Cultura y Organización: La Influencia de Ortega y Gasset en la Élite Empresarial Española." ("Art, Culture and Organization: The Influence of Ortega y Gasset on the Spanish Business Elite") *Revista Española de Investigaciones Sociológicas* 74 (April-June 1996):115-126.

- MFG. *Guía Bibliográfica sobre Organización de la Empresa Española hasta 1975* (Bibliographical Guide to the Organization of the Spanish Firm, until 1975). Published as Document No. 9502 (1995), Fundación Empresa Pública, Programa de Historia Económica, Madrid, 133 pp.
- MFG. *Análisis de Regresión Múltiple* (“Multiple Regression Analysis.”) The Methodology of the Social Sciences Series. Madrid: CIS, 1992, 92 pp.
- MFG. “Salud, Estructura Familiar y Pautas de Desigualdad.” (“Health, Family Structure, and Inequality Patterns.”) *Revista Española de Investigaciones Sociológicas* 53 (1991):53-74.
- MFG. “Profesionales y Burocracia.” (“Professionals and Bureaucracy.”) *Revista Española de Investigaciones Sociológicas* 51 (1990):35-51.
- MFG. *Estructura Social y Salud: Análisis Multivariante de la Encuesta Nacional de Salud* (“Social Structure and Health: A Multivariate Analysis of the National Health Interview Survey of Spain”). Madrid: Centro de Investigaciones Sociológicas, 1990, 187 pp.
- MFG. *La Profesión de Economista: El Auge de Economistas, Ejecutivos y Empresarios en España* (“The Economic Professions in Spain: The Rise of Economists, Executives, and Entrepreneurs.”) Barcelona: Ariel, 1989, 336 pp.
- MFG. “La Profesión de Economista, Cuarenta Años Después.” (“The Economic Professions, Forty Years Later.”) *Información Comercial Española* 652 (December 1987):89-103.

## **B. Research in Progress**

- MFG. *The Comparative Approach to Economic Sociology*, book manuscript. Book prospectus and Chapter 2 available.
- MFG and Nan Zhou, “The Worldwide Diffusion of Bitcoin Trading.” Under revision.
- Anuja Gupta and MFG. “Building, Testing, and Validating Theory with Comparative Case Studies.” Working Paper.

## **C. Teaching Case Studies**

- MFG and Adrian E. Tschoegl. “McDonald’s Internationalizes.” The Wharton School (2006).
- MFG and Adrian E. Tschoegl. “Häagen Dazs.” The Wharton School (2006).
- MFG. “Benetton’s Troubles in Foreign Markets.” The Wharton School (2006).
- Custodia Cabanas and MFG. “Galletas Fontaneda and United Biscuits: Leadership in the Midst of a Crisis.” Spanish original: “Galletas Fontaneda: Liderazgo en la Gestión de una Crisis.” Instituto de Empresa (2004).
- MFG and Adrian E. Tschoegl. “The Global Ambitions of the Spanish Banks.” The Wharton School (2005).
- MFG and Adrian E. Tschoegl. “The New Conquistadors: Spanish Banks and the Liberalization of Latin American Financial Markets.” The Wharton School (2000). Available from the European Case Clearing House (ECCH).

MFG and Adrian E. Tschoegl. "Los Nuevos Conquistadores: Los Bancos Españoles y la Liberalización de los Mercados Financieros en América Latina." The Wharton School (1999). Translation by MFG. Also translated to Portuguese.

MFG and Adrian E. Tschoegl. "Banking on Gambling: Three Regulators Confront Lottery-Linked Bank Accounts." The Wharton School (2000).

## REVIEWS OF THE AUTHOR'S BOOKS

*The Taylorized Beauty of the Mechanical: Scientific Management and the Rise of Modernist Architecture*. Princeton, NJ: Princeton University Press, 2006, 186 pp.

1. *Revista Española de Investigaciones Sociológicas* 115(2006):353-356, by Roberto Garvía, Universidad Carlos III de Madrid.
2. *Technology & Culture* 48(3) (July 2007):643-644, by Lindy Biggs, Auburn University.
3. *Business History Review* 81(2) (Summer 2007):404-405, by Per H. Hansen, Copenhagen Business School.
4. *Social Forces* (2007) 86(1), by Francesco Duina, Bates College.
5. *Academy of Management Review* 32(4) (October 2007):1288-1291, by Sigmund A. Wagner-Tsukamoto, University of Leicester.
6. *Business History* 49(6) (November 2007), by JoAnne Yates, Massachusetts Institute of Technology.
7. *Kölner Zeitschrift für Soziologie und Sozialpsychologie* 59(4) (December 2007), pp. 727-729, by Bernhard Schaefers.
8. *Contemporary Sociology* 37(2) (March 2008), pp. 172-174, by Diane Davis, Massachusetts Institute of Technology.
9. *American Journal of Sociology* 114 (July 2008):273-276, by David Gartman, University of South Alabama.

*The Rise of Spanish Multinationals: European Business in the Global Economy* (Cambridge: Cambridge University Press, 2005), 268 pp. Spanish translation: *El auge de la empresa multinacional española* (Madrid: Marcial Pons, 2006).

1. *El País Negocios* (February 19, 2006), by Emilio Ontiveros, Universidad Autónoma de Madrid.
2. *International Affairs* 82(2) (2006):389-391, by Andrea Goldstein, OECD Development Centre.
3. *Expansión* (April 1, 2006), by Juan Velarde, Universidad Complutense de Madrid.
4. *El País* (April 3, 2006), by Joaquín Estefanía.
5. *Cuadernos de Información Económica* 192 (May-June 2006):171-172, by José Manuel Rodríguez Carrasco, Universidad Nacional de Educación a Distancia.
6. *Revista de Empresa* 17 (2006):120-121, by José Luis Alvarez, Instituto de Empresa.
7. *Administrative Science Quarterly* (December 2006):659-662, by Juan Díez-Medrano, University of Barcelona.
8. *Contemporary Sociology* 36(3) (2007):249-251, by Mark Herkenrath and Volker Bornschier, University of Zurich.

9. *Bulletin of the Society of Government Economists* (July 2007), by Donald Calvert, U.S. Commerce Department.
10. *Libros de Economía y Empresa* 2(4) (December 2007), pp. 28-30, by César Camisón Zomoza, Universitat Jaume I.
11. *Business History Review* 81(3) (Autumn 2007), pp. 628-631, by Núria Puig, Universidad Complutense de Madrid.
12. *Economic Geography* 83(4) (October 2007), pp. 453-454, by Montserrat Pallares-Barbera, Universitat Autònoma de Barcelona.
13. *American Journal of Sociology* 114 (July 2008):283, by Peter Buckley, Leeds University.

*The New Economic Sociology: Developments in an Emerging Field* (New York: Russell Sage Foundation, 2002):

1. *Social Forces* 82(2) (December 2003):408-409, by Brenda C. Coughlin, Columbia University.
2. *Sociological Review* 51(4) (November 2003):562-564, by J. Scott, University of Essex.
3. *Business History* 45(4) (October 2003):143-144, by M. Della-Giusta.
4. *Journal of Economic Literature* 42 (March 2004):171-173, by Eva Meyersson Milgrom, Graduate School of Business, Stanford University.
5. *Administrative Science Quarterly* 48 (September 2003):534-537, by Jesper B. Sørensen, MIT Sloan School of Management.
6. *Contemporary Sociology* 32(4) (July 2003):445-447, by R. R. Faulkner, University of Massachusetts, Amherst.

*The Limits of Convergence: Globalization & Organizational Change in Argentina, South Korea, and Spain* (Princeton, NJ: Princeton University Press, 2001):

1. *International Affairs* 77(4) (2001):996-997, by Andrea Goldstein, OECD Development Centre, Paris.
2. *Kölner Zeitschrift für Soziologie und Sozialpsychologie* 53 (4) (December 2001):787-788, by B. Ebbinghaus, Max Planck Institute, Cologne.
3. *Business History* 44 (2) (April 2002):162-163, by J.M.B. Berenguer, University of Barcelona.
4. *American Journal of Sociology* 107(4) (January 2002):1110-1112, by Stephan Haggard, University of California, San Diego.
5. *Administrative Science Quarterly* 47(2) (June 2002):395-400, by Martin Gargiulo, INSEAD.
6. *British Journal of Industrial Relations* 40(3) (September 2002):597-599, by Stephen J. Frenkel, University of New South Wales and University of Sidney.
7. *Organization Studies* 23(3) (2002):492 (book note).
8. *Latin Trade* 9(5) (May 2001):84-85, by Andrés Hernández Alende.
9. *Political Science Quarterly* 117(3) (Fall 2002):522-523, by A. W. Pereira, Tulane University.
10. *Journal of Latin American Studies* 35 (May 2003):436-438, by Leslie Sklair, London School of Economics and Political Science.
11. *The Economic History Review* 56(2) (May 2003):396-397, by Colin M. Lewis, London School of Economics & Political Science.

12. *Social Forces* 82(2) (December 2003):854-856, by Robert K. Schaeffer, Kansas State University.
13. *Economic Development and Cultural Change* 52(1) (October 2003):239-242, by D. E. Davis.
14. *Journal of Politics* 66(1) (February 2004):296-299, by N. Caiden, UCLA.
15. *Governance* 16(1) (January 2003):151-153, by H. M. Schwartz, University of Virginia.
16. *British Journal of Sociology* 55(2) (June 2004):304-305, by Xavier Coller, Universitat de Barcelona.

*Models of Management: Work, Authority, and Organization in a Comparative Perspective* (Chicago: The University of Chicago Press, 1994):

1. *American Journal of Sociology* 101(1) (July 1995):244-246, by Frank Dobbin, Princeton University.
2. *Contemporary Sociology* 24(4) (July 1995):394-395, by James R. Lincoln, Haas School of Business, University of California, Berkeley.
3. *Administrative Science Quarterly* 41(2) (June 1996):319-321, by Stephen J. Jaros, Southern University.
4. *British Journal of Industrial Relations* 33(2) (January 1996):302, by Cliff Oswick, King's College, London.
5. *Industrial and Labor Relations Review* 49(2) (January 1996):367-368, by Jan Hack Katz, Cornell University.
6. *Business History Review* 69(2) (Summer 1995):250-254, by Bruce Kogut, The Wharton School, University of Pennsylvania.
7. *Business History* (January 1996), by Howard Gospel, Oxford University.
8. *Work and Occupations* 23(2) (May 1996):237-239, by Nicole Woolsey Biggart, University of California, Davis.
9. *Academy of Management Review* 22(1) (January 1997):286-289, by Wolf Heydebrand, New York University.
10. *Journal of Economic History* 56(4) (December 1996):970-972, by Bernard Elbaum, University of California, Santa Cruz.
11. *International Journal of Organizational Analysis* 5(4) (1997):401-403, by Markus Vodosek, University of Michigan.

*The AIDS Disaster: The Failure of Organizations in New York and the Nation* (New Haven: Yale University Press, 1990), co-authored with Charles Perrow:

1. *Administrative Science Quarterly* Vol. 38 No. 1 (March 1993):137-140, by Robert A. Stallings, University of Southern California.
2. *American Journal of Sociology* Vol. 97 No. 4 (January 1992):1177-1178, by Peter Bearman, University of North Carolina at Chapel Hill.
3. *American Political Science Review* Vol. 85 No. 4 (December 1991):1471-1472, by Christopher H. Foreman, Jr., Brookings Institution and American University.
4. *Science* Vol. 252 (May 17, 1991):985-986, by Peter Conrad, Brandeis University.
5. *Contemporary Sociology* Vol. 20 No. 6 (November 1991):938-939, by William Darrow, Centers for Disease Control.
6. *The Core Review* (Spring 1991):16.



7. *Nonprofit and Voluntary Sector Quarterly* Vol. 20 No. 3 (Fall 1991):351-355, by William W. Vosburgh, Bryn Mawr College.
8. *The Chicago Tribune* (November 7, 1990), section 5, p. 32, by Peter Gorner.
9. *Choice* (March 1991), by D. R. Jamieson, Ashland College.
10. *Nursing Times* Vol. 87 No. 18 (1991), by Dawn Clarke.
11. *Times Leader* (January 13, 1991).
12. *The Sunday Telegraph* (London), May 19, 1991, by Matthew Parris.
13. *New Statesman and Society* (London), April 26, 1991, p. 32, by Jeffrey Weeks.
14. *Revista Española de Investigaciones Sociológicas* 53(1991):246-255, by Ruth Aguilera, University of Barcelona.
15. *Social Science & Medicine* Vol. 33 No. 8 (1991):973-974, by H.B. Kaplan, Texas A&M University.
16. *Public Administration Review* Vol. 52 No. 1 (1992):77-81, by J.D. Stack.

*La Profesión de Economista: El Auge de Economistas, Ejecutivos y Empresarios en España* ("The Economic Professions in Spain") (Barcelona: Ariel, 1989):

1. *ABC Literario* (January 13, 1990), by Francisco Cabrillo, University of Madrid.
2. *Economistas* No. 41 (December 1989-January 1990):393, by José Ignacio Martínez Churruarín, University of Madrid.
3. *Revista de Economía* Vol. 5 No. 2 (1990):40-41, by Francisco J. Valero, University of Madrid.
4. *El País Negocios* (January 7, 1990):2.
5. *El País Libros* (December 24, 1989):10.
6. *N&E Nueva Empresa* No. 324 (December-January 1990):104.
7. *Revista Española de Investigaciones Sociológicas*, No. 59 (1992):379-395, by Emilio J. Castilla, University of Barcelona.

## LECTURES AND PRESENTATIONS

### 1. Invited Lectures & Presentations at other Institutions

Management: California at Davis, Carnegie-Mellon, Cornell, Harvard, IESE, Michigan, MIT Sloan, Northwestern, NYU, Rutgers, Stanford, Universidad de Oviedo, Universidad de León, Universitat de València, Universitat Pompeu Fabra, University of Southern California.

Sociology: Cornell, Duke, Harvard, Institute for Advanced Study, Princeton, Universitat de Barcelona, Rutgers, Universidad Carlos III de Madrid.

International Affairs: Georgetown.

### 2. Keynote Speeches

3. "Argentina's Predicament in the Global Economy." Invited Speaker, Union League of Philadelphia, November 18, 2002.

2. “Institutions, Power, and Corporate Governance: A Cross-National Study of Hostile Takeovers.” Keynote Speech, European Group of Organization Studies, Annual Meeting, Barcelona, Spain, July 4, 2002.
1. “Spain’s Predicament in the Global Economy.” Lecture Delivered in front of Crown Prince Philip of Spain at Georgetown University, April 4, 2001.

## EDITORIAL ACTIVITIES

### 1. Editorships

- Associate Editor, *Administrative Science Quarterly* (2007-2018)  
 Consulting Editor, *Administrative Science Quarterly* (2005-2007).  
 Guest co-editor, special research forum on “Public Policy Implications of Management Research: People, Technology, and Globalization,” *Academy of Management Journal* (2009).  
 Guest co-editor, special research forum on “Political Systems and Corporate Strategies,” *Academy of Management Review* (2005).  
 Guest co-editor, special issue on “Organizations and Professions,” *Revista Española de Investigaciones Sociológicas* No. 59 (1992).  
 Co-editor, *The New Economic Sociology*, Russell Sage Foundation, 2002.

### 2. Editorial Board Memberships

- Academy of Management Journal* (2004-2007).  
*Academy of Management Review* (2003-2008).  
*Administrative Science Quarterly* (1998-2005).  
*American Sociological Review* (2004-2006).  
*Journal of International Business Studies* (1998-present).  
*Strategic Management Journal* (2011-present).

#### In Spain:

- Cuadernos de Economía y Dirección de la Empresa* (1998-present).  
*Revista de Empresa* (2002-present).  
*Universia Business Review* (2004-present).

### 3. Refereeing

#### a. Journals

- Academy of Management Journal*  
*Academy of Management Review*  
*Administrative Science Quarterly*  
*American Journal of Sociology*  
*American Sociological Review*  
*Columbia Journal of World Business*  
*Comparative Economic Studies*  
*Journal of Developing Areas*

*Journal of International Business Studies*  
*Journal of Latin American Studies*  
*Journal of Management Inquiry*  
*Journal of Management Studies*  
*Latin American Politics and Society*  
*Management and Organization Review*  
*Management Science*  
*Organization Science*  
*Political Power & Social Theory*  
*Revista de Economía Aplicada*  
*Revista Española de Economía*  
*Scandinavian Journal of Management*  
*Sloan Management Review*  
*Social Problems*  
*Strategic Management Journal*  
*Theory & Society*  
*Work & Occupations: An International Journal*  
*World Politics*  
*World Trade Magazine*

b. Book Manuscripts

*Cambridge University Press*  
*Cornell University Press*  
*Duke University Press*  
*Oxford University Press*  
*Pine Forge Press*  
*Princeton University Press*  
*Routledge*  
*Stanford University Press*  
*Yale University Press*

4. Published Book Reviews

10. Review of Séan Ó Riain, *The Politics of High-Tech Growth*. New York: Cambridge University Press, 2004. *Social Forces* 84 (2) (December 2005):1303-1304.
9. Review of James E. Rauch and Alessandra Casella, eds., *Networks and Markets*. New York: Russell Sage Foundation, 2001. *Contemporary Sociology* 32(2) (March 2003):178-180.
8. Review of Robert F. Freeland, *The Struggle for Control of the Modern Corporation: Organizational Change at General Motors, 1924-1970*. New York: Cambridge University Press, 2001. *American Journal of Sociology* 107(3) (November 2001):816-817.
7. Review of Lee Clarke, *Mission Improbable: Using Fantasy Documents to Tame Disaster*. Chicago: The University of Chicago Press, 1999. *Administrative Science Quarterly* 46(1) (March 2001):151-153.

6. Review of Caren Addis, *Taking the Wheel: Auto Parts Firms and the Political Economy of Industrialization in Brazil*. University Park, PA: Pennsylvania State University Press, 1999. *Contemporary Sociology* 30(1) (2001):36-38.
  5. Review of Robert R. Locke, *The Collapse of the American Management Mystique*. New York: Oxford University Press, 1996. *Business History Review* 72(2) (Summer 1998):364-366.
  4. Review of John R. Danley, *The Role of the Modern Corporation in a Free Society*. Notre Dame: University of Notre Dame Press, 1994. Willard F. Enteman, *Managerialism*. Madison: University of Wisconsin Press, 1993. *Contemporary Sociology* 24(4) (July 1995):395-396.
  3. Review of Bernard S. Silberman, *Cages of Reason: The Rise of the Rational State in France, Japan, the United States, and Great Britain*. Chicago: The University of Chicago Press, 1993. *Contemporary Sociology* 23(5) (September 1994):719-720.
  2. "German Professions: Historical Perspectives and Sociological Concerns." *Contemporary Sociology* Vol. 21 No. 3 (May 1992):378-380.
  1. "Nuevos Paradigmas en Sociología de las Organizaciones." ("New Paradigms in the Sociology of Organizations.") *Revista Española de Investigaciones Sociológicas* No. 55 (1991):205-208.
5. Translations
2. "A Society of Organizations," by Charles Perrow. Translated into Spanish as "Una sociedad de organizaciones." *Revista Española de Investigaciones Sociológicas* 59 (July-September 1992):19-55.
  1. *Complex Organizations*, by Charles Perrow. Translated into Spanish as *Sociología de las organizaciones*. Madrid: McGraw-Hill, 1991.

## RESEARCH GRANTS

### A. University-Related

#### a. University of Pennsylvania

7. Center for Leadership and Management Change, The Wharton School, various grants since 1999.
6. Mack Center for Technological Innovation, The Wharton School, various grants since 2000.
5. Wharton eBusiness Initiative (WeBI), various grants since 2000.
4. Citibank Latin American Case Writing Grant (\$40,000). With Adrian E. Tschoegl.
3. International Research Fund Initiative, The Wharton School. Various grants since 1997.
2. Research Foundation, University of Pennsylvania. Various grants since 1998.
1. Reginald H. Jones Center for Studies on Management and Organization. The Wharton School. Various grants since 1996.

- b. Massachusetts Institute of Technology
  - 2. Collaborative Research Program between the Government of the Province of Mendoza, Argentina, and the Massachusetts Institute of Technology. Coordinator of the Internationalization Project (\$100,000). (1994-1996). Proposal written with Donald Lessard, who served as Principal Investigator.
  - 1. Edward Pennell Brooks Career Development Assistant Professorship, MIT Sloan School of Management, 1994-1996 (\$30,000). Unrestricted research funding.

## **B. External**

- 7. Fundación Rafael del Pino. Project on the Rise of the Spanish Multinational Firm (\$130,000).
- 6. Russell Sage Foundation. Grant to fund the Second Annual Economic & Organizational Sociology Conference at Penn, 2000, and an edited volume with the conference papers (\$35,000). Proposal written with Paula England, who served as Principal Investigator.
- 5. International Centre for the Study of East Asian Development, Kitakyushu, Japan (ICSEAD). Research grant (\$17,000). Project on the internationalization of South Korean companies (1997-1998).
- 4. Carnegie Bosch Institute for Applied Studies in International Management. Research grant (\$26,900). Joint project with José Manuel Campa, New York University, on “The Internationalization of Firms from Middle-Income Countries” (1994-1995).
- 3. Marion and Jasper Whiting Foundation Research Grant (\$4,800), 1994.
- 2. National Science Foundation, travel grant to attend the World Congress of Sociology, Bielefeld, Germany, 1994.
- 1. Mellon-West European Project at Yale, travel grant to conduct research in England, 1989 (\$1,500).

## **TEACHING**

- 1. Undergraduate courses:
  - MGMT 111 Multinational Management: Fall 2005.
  - MGMT 234 Comparative Management: Spring 1997; Fall 1997.
  - COLL 001 [ANTHO 012, HIST 012, SOCI 012] Globalization (co-taught with L. Cassanelli & B. Spooner), 2000-present.
- 2. MBA courses:
  - MGMT 612 Managing the Emerging Enterprise, Spring 2018, 2019.
  - MGMT 871 Multinational Strategy: Fall 2009.
  - MGMT 875 Comparative Management: Spring 1997; Fall 1997.
  - MGMT 655 Global Strategic Management (Core Course): Spring 2000; Spring 2001; Spring 2002; Spring 2003; Spring 2005; Spring 2006, Spring 2007, Spring 2011.
  - MGMT 655 Global Strategic Management (Core Course), MBA for Executives (East): Summer 2006, Summer 2007.
  - MGMT 654/655 Strategic Management & Global Management (Lauder Program)

May 2000, May 2001, May 2002, May 2003, May 2005, May 2006, May 2007.  
 MGMT 656 Global Immersion Program: South America: 1997-2009.  
 MGMT 890 Managing in Emerging Economies: Energy & Infrastructure in Brazil  
 (taught in Rio de Janeiro): 2011-2016 and 2019-present.

3. MA courses:

INTS 721 International Political Economy: 2008-2019.

4. Doctoral courses:

MGMT 955 Seminar in International Management: Spring 1998, 2000.

MGMT 953 Research Methods: Fall 2004.

MGMT 933 Psychological & Sociological Foundations of Research in Management  
 (co-taught with N. Rothbard): Fall 2001, 2002, 2003.

4. Courses Taught at MIT Sloan School of Management:

International Management (MBA): Spring 1993, 1994, 1995, 1996.

Managing International Enterprises (MBA): Spring 1996.

Comparative Organization (MBA): Spring 1993, 1995.

Business Environments: Latin America (MBA): Spring 1994, 1995, 1996.

6. Executive Education (Aresty Institute, Wharton School)

I teach in nearly 40 programs every year. Average classroom evaluation fluctuates between 4.7 and 4.9 on a 5-point scale.

**ONLINE COURSES**

1. Analyzing Global Trends for Business and Society. Offered multiple times on Coursera, with over 100,000 students (2013-).
2. Internacionalización de la Empresa (in Spanish). Offered once through the Fundación Rafael del Pino and the Icx with about 5,000 students (2016-).
3. Wharton Online Leadership & Management Certificate, Multinational Management module (2017-).

**TEACHING AWARDS**

Wharton MBA Core Teaching Award, 2000.

Wharton Graduate Association Teaching Award, 2002.

Wharton Teaching Commitment and Curricular Innovation Award, 2010.

Wharton “Goes Above and Beyond the Call of Duty” Teaching Award, 2011.

Wharton MBA Core Teaching Award 2012.

Aspen Institute Faculty Pioneer Award 2013.

## SERVICE & ADMINISTRATION

### 1. Fund Raising

#### Lauder Institute:

\$3.5+ million in term funding (2007-present).

\$20 million capital campaign (2013-2017). Expanded to \$30 million after second year.

Overall \$63 million raised during my time as Director.

### 2. Committee Membership

#### a. Committee Service

1. Member, University of Pennsylvania Faculty Senate Diversity Committee, 2016-2019.
2. Chair, Global Engagement Working Group for Middle States Accreditation, University of Pennsylvania, 2012-2015, and member of the Steering Committee.
3. Presidential Term Professorship Advisory Committee, University of Pennsylvania, 2011-2015.
4. Provost's Faculty Advisory Group for International Initiatives, University of Pennsylvania, 2011-2015.
5. International Committee, The Wharton School, 1999-2001, 2008-2014.
6. Graduate Group in International Studies, University of Pennsylvania, 2001-present.
7. International Programs Committee, University of Pennsylvania, 2001-2002.
8. Doctoral Committee, The Wharton School, 2001-2006.
9. Fulbright Committee, University of Pennsylvania, 2001-2002, 2004-2005.
10. Executive Committee, Center for East Asian Studies, 2000-2002.
11. Economic Sociology Steering Committee, Departments of Management and Sociology, 1999-present.
12. Study Abroad Advisory Committee for Spanish and Portuguese Language and Area Studies, University of Pennsylvania, 2002-2003.
13. Chair, International Programs Committee, University of Pennsylvania, 2002-2003.
14. Personnel Committee, The Wharton School, 2004-2006.

#### b. Doctoral Dissertation Committees

22. Kate Odziemkowska, Management Department, Wharton School (2017-20).
21. Blair Sackett, Sociology Department (2016-).
20. Luis Ballesteros, Management Department, Wharton School (2015-18).
19. Eunbi Kim, Sociology Department (2015-2018).
18. Alexander Hoppe, Sociology Department (2015-).
17. Nan Zhou, Management Department, Wharton School (2008-2010).
16. Rafael Corredoira, Management Department, Wharton School (2007-2010).
15. Simone Polillo, Sociology Department, Penn, (2006-2008).
14. Clayton Rose, Sociology Department, Penn (2005-2007).

13. William Schneper (advisor), Management Department, Wharton School (2004-2005).
  12. Sheen Levine (advisor), Management Department, Wharton School (2002-2005).
  11. Alexandra Michel, Management Department, Wharton School (2002-2003).
  10. Jonathon Mote, Sociology Department, Penn (2003-2005).
  9. John Muir MacPherson, Management Department, Chair, (2000-03).
  8. Tom Haigh, History and Sociology of Science Department (1998-2003).
  7. Jonathan Brookfield, Management Department, Wharton School (1997-01).
  6. Gregory K. Scott, MIT Sloan School of Management (1997-).
  5. Hye-Ran Yun, Department of Sociology, Harvard University (1996-).
  4. Ruth Aguilera, Department of Sociology, Harvard University (1995-1998).
  3. Omar N. Toulan, MIT Sloan School of Management (1993-1996).
  2. Marie-Laure Djelic, Department of Sociology, Harvard University (1992-1994).
  1. Patricia Robinson, MIT Sloan School of Management (1992-1993).
2. Advising
1. Two or three Huntsman theses each year (undergraduate).
  2. Two or three Lauder theses each year (Lauder MBA/MA program).
3. Administrative Activities
13. Director, Joseph H. Lauder Institute of Management & International Studies, 2007-present.
  12. Faculty Director, Penn Lauder Center for International Business Education & Research (CIBER), 2007-2014.
  11. Coordinator, Doctoral Program in Management, The Wharton School, 2002-2003, and 2004-2006.
  10. Joint Coordinator, Doctoral Program in Management, The Wharton School, 2001-2002.
  9. Coordinator, Economic Sociology Doctoral Cluster, Department of Sociology, 2000-2003.
  8. Academic Advisor, Global Analysis Secondary Major, Wharton Undergraduate Program, 2001-2002 and 2004-2005.
  7. Core Course Coordinator, Global Strategic Management, MBA Core Curriculum, The Wharton School, 2000-2006.
  6. Course Coordinator, Multinational Management Group, The Wharton School, 2000-2003.
  5. Coordinator, Economic and Organizational Sociology at Penn website (pesos.management.wharton.upenn.edu).
  4. Organizer, Second Annual Economic and Organizational Sociology Conference at Penn, 2000.
  3. Organizer, First Annual Economic and Organizational Sociology Conference at Penn, 1998.
  2. Member, Junior Faculty Search Committee for Multinational Management, 1998, 1999, 2000, 2001, 2002 (chair), 2004 (chair).



1. Member, Junior Faculty Search Committee for Entrepreneurship, 1997, 2000, 2001.
4. Other
  - Research Associate, Center for East Asian Studies, University of Pennsylvania (1997-present).

**B. Non-University-Related Activities**

4. Coordinator, Summer Research Seminar for Spanish Sociologists and Political Scientists, Royal Complutense College at Harvard, 2005.
3. Coordinator, Summer Research Seminar for Spanish Management Scholars, Royal Complutense College at Harvard, 1999-2010.
2. Outside expert, Joint MIT-Province of Mendoza, Argentina, Project, 1994-1996.
1. Outside expert, Center for Sociological Research (CIS), Madrid, 1989-1990.

**PROFESSIONAL MEMBERSHIPS AND SERVICE**

1. Memberships

- Academy of International Business.
- Academy of Management.
- American Sociological Association.
- Association of Members of the Institute for Advanced Study, Princeton.

2. Service

- James D. Thompson Best Student Paper Award, American Sociological Association, 2007.
- W. Richard Scott Award Committee, American Sociological Association, 2004.
- Nominations Committee, Section on Organizations, Occupations & Work, American Sociological Association, 2002-2003.
- Council Member, Section on Economic Sociology, American Sociological Association, 2001-2002, 2005-2006.
- Reinhard Bendix Prize Committee, American Sociological Association, 1999.

**MEDIA**

Op-Eds:

- World Economic Forum Agenda Blog | 26 July 2018 | AI and ethics
- World Economic Forum Agenda Blog | 8 December 2017 | Talent in emerging markets
- World Economic Forum Agenda Blog | 29 August 2017 | Trickle-up innovation
- World Economic Forum Agenda Blog | 27 July 2017 | Scale and technology

World Economic Forum Agenda Blog | 12 July 2017 | Digital technology

World Economic Forum Agenda Blog | 8 May 2017 | On new technologies and the extractive industries

World Economic Forum Agenda Blog | 31 March 2016 | Gender and entrepreneurship

World Economic Forum Agenda Blog | 28 October 2015 | Problems in labor markets

World Economic Forum Agenda Blog | 23 October 2015 | Fourth Industrial Revolution

World Economic Forum Agenda Blog | 16 October 2015 | Minority shareholder protections

E-International Relations | 4 March 2017 | On the new global political and economic order

*Korea Times* | 31 October, 2016 | On the fourth technological revolution

World Economic Forum Agenda | October, 2015 | On the global talent wars

*Korea Times* | 4 April 2014 | On China's imbalances

*Korea Times* | 10 March 2014 | On the ECB's actions

*Korea Times* | 20 January 2014 | On the economic recovery

El País | 20 October 2013 | On the emerging-market multinationals

*Korea Times* | 19 August, 2013 | On the slowdown in emerging economies

*Korea Times* | 15 July, 2013 | On the Chinese credit crunch

Chief Globalist | 2013 | On the emerging-market multinationals

*Korea Times* | 25 February 2013 | On currency wars

Morningstar | 14 November 2012 | On the obesity epidemic

*Korea Times* | 22 October 2012 | On global economic growth

*Korea Times* | 24 September 2012 | On the coming end of the euro crisis

*Korea Times* | 27 August 2012 | On global demographic shifts

*Korea Times* | 30 July 2012 | On the banks' lost credibility

*Korea Times* | 7 May 2012 | On the European banks

*Korea Times* | 9 April 2012 | On Oil and the Recession

*Korea Times* | 5 March 2012 | On the internationalization of the Yuan

*Korea Times* | 13 February 2012 | On the global slowdown

*Korea Times* | 9 January 2012 | On the remaking of Europe

*Korea Times* | 2 January 2012 | On emerging-market multinationals

*Korea Times* | 25 July 2011 | On the ratings agencies

*Korea Times* | 4 July 2011 | On Greece and the euro crisis

*Korea Times* | 2 May 2011 | On the Chinese economy at a crossroads

*Korea Times* | 4 April 2011 | On nuclear energy

*Korea Times* | 14 March 2011 | On geopolitics and finance

*Korea Times* | 13 March 2011 | On Turbulent Geopolitics and Finance

*Business & Economy* | 4-17 February 2011 | On strategic shifts in the global economy

*Cinco Días* | 18 November 2010 | On the process of becoming a multinational firm

*International Finance & Treasury* | 15 November 2010 | On the bad signals in the global economy

*El Economista* | 15 November 2010 | On business responses to the crisis  
*Economic Review* (South Korea) | 26 October 2010 | On the economic recovery  
*China Daily* | 27 September 2010 | On the economic recovery  
*BizEd* | November-December 2009 | On cross-cultural management education  
*Almanac of the University of Pennsylvania* | 15 September 2009 | On Teaching in a Crisis  
*Chronicle of Higher Education* | 27 July 2009 | The Real Reasons to Support Language Study  
*International Business Times* | 27 February 2009 | On the presumed death of Wall Street  
*International Business Times* | 27 February 2009 | On how not to conduct a bailout  
*Al-Ahram Weekly* | 23-29 October 2008 | On the global economic & financial crisis  
*El País* 28 September 2008 on the role of foreign direct investment in resolving the crisis.  
*El País* 18 September 2008 on the political-economic consequences of the financial crisis.  
*Korea Times* 20 January 2008 on privatization in South Korea.  
*El Mundo* 30 December 2007 on commodity prices and the economic crisis.  
*Expansión* 28 December 2007 on the institutions of innovation.  
*El Mundo* 18 November 2007 on the real estate crisis.  
*Korea Times* 19 October 2007 on Korean unification.  
*Korea Times* 31 August 2007 on the real estate market crisis.  
*El País* 14 August 2007 on the subprime mortgage crisis.  
*El País* 10 April 2007 on the contributions of Nobel Laureate Edmund S. Phelps.  
*Korea Times* 15 March 2007 on the state of the South Korean economy.  
*Korea Times* 6 December 2006 on South Korea as an emerging technological powerhouse.  
*El País* 14 November 2006 on Madrid as a Latin American hub.  
*Financial Times* 13 October 2006 on economic nationalism and cross-border takeovers.  
*El País* 21 July 2006 on how Spanish firms have been affected by political risks.  
*El País* 16 May 2006 on immigration and multinationals in Spain.  
*Foreign Policy en Español* February-March 2006 on Zara as a global ambassador.  
*Korea Times* 25 April 2006 on the evolution of the South Korean economy.  
*Empresa Global*, monthly column on global business issues since 2006.

Media Coverage: *Bank Mergers & Acquisitions*, *bloomberg.com*, *Boston Globe*, *Business Mexico*, *Chicago Tribune*, *Daily Express*, *Economist Intelligence Unit Executive Briefing*, *e-Commerce Times*, *Entrepreneur Magazine*, *Financial Times*, *Forbes*, *Foreign Policy*, *Hispanic Business*, *Louisiana Weekly*, *Los Angeles Times*, *The Manufacturer*, *New York Newsday*, *Newsweek*, *New York Times*, *Investor's Business Daily*, *International Herald Tribune*, *Journal of*

*Commerce, The Economist, USA Today, Wall Street Journal, Wall Street Journal Europe, Wall Street Journal Americas, Washington Times, and World Trade.*

TV: Bloomberg TV, CNBC (TV), ABC Action News Channel 6, WFMZ-TV 69 News / Noticias 69 Edición en Español, CC TV, BNN TV (Canada), CNN en Español.

Radio: CBS News Radio, National Public Radio.

In Spain: *ABC, Actualidad Económica, Diari de Girona, El Mundo, El Mundo de León, El País, Cadena Ser Radio, Cadena COPE Radio, Cinco Días, El Economista, El Norte de Castilla, Época, Expansión, Expansión TV, Intereconomía Radio, La Gaceta de los Negocios, La Nueva España, Levante, Las Provincias, Público, La Razón, La Vanguardia, La Voz de Asturias, La Voz de Galicia, Mercado de Dinero, Radio Exterior de España, TVE.*

In Argentina: *La Nación, Los Andes, Mercado.*

In Australia: *Sydney Morning Herald.*

In Brazil: *Gazeta Mercantil, Valor Econômico, Exame.*

In Canada: *The Globe and Mail.*

In Chile: *Diario Financiero, El Mercurio.*

In China: *Shanghai Daily.*

In Denmark: *Børsen.*

In France: *Agence France Presse, Les Echos: Le Quotidien de l'Economie, Le Point, Le Parisien.*

In Germany: *Financial Times Deutschland, Handelsblatt, Süddeutscher Zeitung* 8

In India: *Business Standard, The Economic Times.*

In Italy: *Il Sole 24 Ore, Il Mondo, Milano Finanza.*

In Korea: *Korea Economic Daily, Korea Times.*

In Mexico: *El Norte, Mural, Palabra, Reforma.*

In New Zealand: *New Zealand Herald.*

In Puerto Rico: *El Nuevo Día, El Vocero.*

In Singapore: *Straits Times.*

In South Africa: *Business Day, Daily News, The Star.*

## **SPORTS**

1. Spain National University Basketball Champions, University of Oviedo, 1987.
2. Club Baloncesto Elosúa León, 1980-1983.

## **PERSONAL INFORMATION**

Languages: Spanish (native) and German.

U.S. Citizen