

## Witold Jerzy Henisz

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Dual Citizenship – United States of America & Republic of Poland

### I. POSITIONS HELD

Deloitte & Touche Associate Professor of Management in Honor of Russell E. Palmer, former Managing Partner, University of Pennsylvania, The Wharton School (2011-present)

Associate Professor of Management, University of Pennsylvania, The Wharton School (2005-2011)

UPS Visiting Associate Professor of Civil & Environmental Engineering, Stanford University (August 2008 – July 2009)

Assistant Professor of Management, University of Pennsylvania, The Wharton School (1998-2005)

### II. EDUCATIONAL BACKGROUND

#### A. Degrees

University of California at Berkeley, Walter A. Haas School of Business  
Ph.D. in Business Administration: May, 1998

Johns Hopkins University, Paul H. Nitze School of Advanced International Studies (SAIS)  
M.A., International Relations (International Economics and West European Studies): May 1993

Stanford University  
B.A., Economics (with honors) and Political Science: May 1991

#### B. Dissertation

Title: “The Institutional Environment for International Investment: Safeguarding against state-sector opportunism and the opportunistic use of the state.”

Committee: Oliver E. Williamson (chair), Pablo T. Spiller, David J. Teece and Henry E. Brady.

## II. RESEARCH/PUBLICATIONS

### A. Publications

#### *1. Articles and Research Notes Published or Forthcoming in Refereed Journals*

[#1] Jandhyala, Srividya, Henisz, Witold J. and Mansfield Edward (2011) “Three Waves of BITs: The Global Diffusion of Foreign Investment Policy” Journal of Conflict Resolution Forthcoming.

[#2] Henisz, Witold J. (2011) “Leveraging the Financial Crisis to Fulfill the Promise of Progressive Management” Academy of Management Learning & Education **10**(2):289-321.

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

[#4] Henisz, Witold J. and Edward D. Mansfield (2006), “Votes and Vetoes: The Political Determinants of Commercial Openness.” International Studies Quarterly **50**(1):189-211.

[#5] Henisz, Witold J. and Bennet A. Zelner (2006), “Interest Groups, Veto Points and Electricity Infrastructure Deployment”, International Organization **60**(1): 263-286.

[#6] Henisz, Witold J., Bennet A. Zelner and Mauro F. Guillén (2005), “The Worldwide Diffusion of Market-Oriented Infrastructure Reform” American Sociological Review **70**(6): 871-897 [lead article].

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

[#8] Henisz, Witold J. and Benner A. Zelner, (2004) “Explicating Political Hazards: A Transaction Cost Politics Approach”, Industrial and Corporate Change **13**(6): 901-915.

[#9] Henisz, Witold J. and Andrew Delios (2004) “Information or Influence? The Benefits of Experience for Managing Political Uncertainty”, Strategic Organization **2**(4): 389-422.

[#10] Henisz, Witold J. and Jeffrey T. Macher (2004) “Firm- and Country-Level Tradeoffs and Contingencies in the Evaluation of Foreign Investment: The Semiconductor Industry, 1994-2002”, Organization Science **15**(5): 537-554.

[#11] Henisz, Witold J. (2004) “The Political Economy of Trans-Pacific Business Linkages”, Business and Politics **6**(1): Article 2.

[#12] Henisz, Witold J., (2004) “Political Institutions and Policy Volatility”, Economics and Politics **16**(1): 1-27 [lead article].

- [#13] Delios, Andrew and Witold J. Henisz, (2003) "Political Hazards, Experience and Sequential Entry Strategies: The International Expansion of Japanese Firms, 1980-1998", Strategic Management Journal **24**(11): 1153-1164.
- [#14] Henisz, Witold and Bennet A. Zelner (2003). "The Strategic Organization of Political Risks and Opportunities." Strategic Organization **1**(4): 451-460.
- [#15] Delios, Andrew and Witold J. Henisz, (2003) "Policy Uncertainty and the Sequence of Entry by Japanese Firms, 1980-1998", Journal of International Business Studies **34**(3): 227-241 [lead article].
- [#16] Henisz, Witold J., (2003) "The Power of the Buckley and Casson Thesis: The Ability to Manage Institutional Idiosyncrasies", Journal of International Business Studies **34**(2): 173-184.
- [#17] Henisz, Witold J. (2002) "The Institutional Environment for Infrastructure Investment", Industrial and Corporate Change **11**(2):355-389.
- [#18] Henisz, Witold J. and Andrew Delios (2001) "Uncertainty, Imitation and Plant Location: Japanese Multinational Corporations, 1990-96", Administrative Science Quarterly, **46**(3):443-475.
- [#19] Henisz, Witold J. and Bennet A. Zelner (2001) "The Institutional Environment for Telecommunications Investment" Journal of Economics & Management Strategy, **10**(1):123-148.  
Reprinted in: Henisz, Witold J. (2002) Politics and International Investment: Measuring Risk and Protecting Profits (London: Edward Elgar Publishers Ltd.)
- [#20] Henisz, Witold J. (2000) "The Institutional Environment for Multinational Investment", Journal of Law, Economics and Organization, **16**(2):334-364.  
Reprinted in: Henisz, Witold J. (2002) Politics and International Investment: Measuring Risk and Protecting Profits (London: Edward Elgar Publishers Ltd.)
- [#21] Delios, Andrew and Henisz, Witold J. (2000) "Japanese Firm's Investment Strategies in Emerging Economies", Academy of Management Journal, **43**(3):305-323.  
Reprinted in: Beamish, Paul W., Delios Andrew and Makino, Shige (Eds.) (2001) Japanese Subsidiaries in the New Global Economy. Northampton, MA: Edward Elgar.
- [#22] Henisz, Witold J. (2000) "The Institutional Environment for Economic Growth", Economics and Politics, **12**(1):1-31 [lead article].  
Reprinted in: Henisz, Witold J. (2002) Politics and International Investment: Measuring Risk and Protecting Profits (London: Edward Elgar Publishers Ltd.)
- [#23] Henisz, Witold J. and Oliver E. Williamson (1999) "Comparative Economic Organization -- Within and Between Countries", Business and Politics, **1**(3):261-276 [lead article].  
Reprinted in: Henisz, Witold J. (2002) Politics and International Investment: Measuring Risk and Protecting Profits (London: Edward Elgar Publishers Ltd.)

[#24] Henisz, Witold J. (1999) “‘The Institutions and Governance of Economic Reform’: Theoretical Extensions and Applications”, Public Management **1**(3):349-371.

[#25] Bergara, Mario, Witold J. Henisz and Pablo Spiller, (1997). “Political Institutions and Electric Utility Investment: A Cross-national analysis”, California Management Review, **40**(2):18-35.

## 2. Other articles and book chapters

[#26] Henisz, Witold J. and Bennet A. Zelner (Forthcoming) “The Cycling of Power Between Private and Public Sectors: Electricity Generation in Argentina, Brazil and Chile” invited chapter for Glachant, Jean-Michel and Brosseau, Eric (eds.) *Manufacturing Markets*.

[#27] Henisz, Witold J. (2011) "Mitigating Policy Risk in Global Projects" in Scott, W. Richard, Raymond E. Levitt and Ryan J. Orr (eds.) *Global Projects: Institutional and Political Challenges* (New York: Cambridge University Press) pp. 353-376.

[#28] Henisz, Witold J., Edward D. Mansfield and Mary Ann Von Glinow (2010) “Conflict, Security and Political Risk: International Business in Changing Times (Editors Introduction to the Special Issue)” Journal of International Business Studies **41**(5):759-764.

[#29] Henisz, Witold J. and Bennet A. Zelner (2010) “The Hidden Risks in Emerging Markets” Harvard Business Review April: 88-95.

[#30] Cheng, Joseph, Witold J. Henisz, Kendall Roth and Anand Swaminathan. (2009) “From the Editors - Advancing Interdisciplinary Research in the Field of International Business: Prospects, Issues and Challenges” Journal of International Business Studies **40**(7): 1070-74.

[#31] Henisz, Witold J. (2009) “Network-Based Strategies and Competencies for Political and Social Risk Management” in Paul R. Kleindorfer and Yoram Wind (eds), *Network-based Strategies and Competencies*, Upper Saddle River, NJ: Wharton School Publishing.

[#32] Henisz, Witold J. (2009) “Beyond the Economic Institutions of Strategy: Strategic Responses to Institutional Variation” in Jackson Nickerson and Brian Silverman (eds), *Economic Institutions of Strategy* Vol. 22 of Advances in Strategic Management New York: JAI Press.

[#33] Henisz, Witold J. and Anand Swaminathan (2008) “Institutions and International Business (Editors Introduction to the Special Issue)” Journal of International Business Studies **39**:537-539.

[#34] Henisz, Witold J. (2007). “Research Programs in International Business” Progress in International Business Research **1**(1): 15-25.

[#35] Henisz, Witold J. (2006). “Governance Issues in Public Private Partnerships” (*An Invited Editorial Introduction to a Special Issue*) International Journal of Project Management **24**: 537-538.

[#36] Henisz, Witold J. (2004). “The Institutional Environment for International Business” In Peter J. Buckley (Ed.) What is International Business? New York NY: Palgrave pp. 85-109.

[#37] Henisz, Witold J. and Bennet A. Zelner (2004). "Political Risk Management: A Strategic Perspective" In Theodore Moran (Ed.) International Political Risk Management: The Brave New World. Washington D.C.: The World Bank Group pp. 154-170.

[#38] Henisz, Witold J. and Jonathan Story (2003). "Corporate Risk Assessment and Business Strategy: A Prime Task for Senior Management." In Cornelius, Peter K. and Bruce Kogut, (Eds.), Corporate Governance and Capital Flows in a Global Economy. New York: Oxford University Press. pp. 217-238.

[#39] Henisz, Witold J. and Andrew Delios. (2002). "Learning about the Institutional Environment." In Paul Ingram and Brian Silverman, (Eds.), The New Institutionalism in Strategic Management. Vol. 19 of Advances in Strategic Management New York: JAI Press pp. 339-372.

[#40] Henisz, Witold J. and Bennet A. Zelner (2001). "The Political Economy of Private Electricity Provision in Southeast Asia", East Asian Economic Perspectives **15**(1):10-36.

### 3. Books

[#41] Henisz, Witold J. (2002) Politics and International Investment: Measuring Risk and Protecting Profits (London: Edward Elgar Publishers Ltd.)

Reviewed by:

Alan M. Rugman (2003), Journal of International Business Studies **34**(2): 223-225.

Jan Kubicek (2002), Politicka Ekonomie **1**(1):131-133.

## B. Research in Progress

### 1. Articles Submitted to Refereed Journals

[#42] Henisz, Witold J., Sinziana Dorobantu and Lite Nartey "Spinning Gold: The Financial and Operational Returns to External Stakeholder Engagement"

[#43] Henisz, Witold J. and Raymond E. Levitt "Regulative, Normative and Cognitive Institutional Supports for Relational Contracting in Infrastructure Projects"

[#44] Henisz, Witold J. "Preferences, Structure and Influence: The Engineering of Consent"

[#45] Henisz, Witold J. "Concentrations of Domestic Political and Foreign Economic Power and the Provision of Public Goods"

## C. Teaching Materials

[#46] Henisz, Witold J. and Bennet A. Zelner (2006) "PowerTrip or Powerplay: AES-Telasi (A)" The Wharton School, University of Pennsylvania Case 3.

[#47] Henisz, Witold J. and Bennet A. Zelner (2006) “PowerTrip or Powerplay: AES-Telasi (B)” The Wharton School, University of Pennsylvania Case 4.

[#48] Henisz, Witold J. and Bennet A. Zelner (2006) “PowerTrip or Powerplay: AES-Telasi (C)” The Wharton School, University of Pennsylvania Case 5.

[#49] Henisz, Witold J. and Bennet A. Zelner (2006) “Teaching Note: PowerTrip or Powerplay: AES-Telasi (A), (B), & (C)” The Wharton School, University of Pennsylvania.

[#50] Henisz, Witold J. (2007) “Thailand Petrochemical Industry: Negotiating Debt After the East Asian Crisis (A)” The Wharton School, University of Pennsylvania Case 1.

[#51] Henisz, Witold J. (2007) “Thailand Petrochemical Industry: Negotiating Debt After the East Asian Crisis (B)” The Wharton School, University of Pennsylvania Case 2.

[#52] Henisz, Witold J. (2009) “Rosia Montana: Political and Social Risk Management in the Land of Dracula (A)” The Wharton School, University of Pennsylvania Case 26.

[#53] Henisz, Witold J. “Rosia Montana: Political and Social Risk Management in the Land of Dracula (B)” The Wharton School, University of Pennsylvania Case 27.

[#54] Henisz, Witold J. “Rosia Montana: Political and Social Risk Management in the Land of Dracula (C)” The Wharton School, University of Pennsylvania Case 28.

#### **D. Invited lectures and Conference Presentations**

Henisz, Witold J., Sinziana Dorobantu and Lite Nartey “Spinning Gold: The Financial and Operational Returns to External Stakeholder Engagement.”

- 11) Strategic Management Society, Miami FL, November 2011
- 10) Social Responsibility in Mining, Santiago Chile, October 2011
- 9) Academy of Management, San Antonio TX, August 2011
- 8) Academy of International Business, Nagoya Japan, June 2011
- 7) Sumantra Ghoshal Conference on Managerially Relevant Research, London Business School, May 2011
- 6) Strategy and Business Environment & Alliance for Research on Corporate Sustainability Joint Annual Conferences, the Wharton School, May 2011
- 5) Fuqua School of Business Strategy Seminar, Duke University, January 2011
- 4) International Political Economy Society, Cambridge MA, November 2010
- 3) Engineering Project Organizations Conference (Keynote), Lake Tahoe, CA, November 2010
- 2) Management and Organizations Seminar, Marshall School of Business, University of Southern California, October 2010
- 1) International Seminar, Harvard Business School, Harvard University, September 2010

Henisz, Witold J. “Preferences, Structure and Influence: The Engineering of Consent”

- 12) Market Strategy and Business Environment Conference, Kellogg School of Business,

Northwestern University, Evanston IL, May 2010

- 11) The Wharton School, University of Pennsylvania, April 2010
- 10) Robert H. Smith School of Business, University of Maryland, March 2010
- 9) International Political Economy Society Conference, College Station TX, November 2009
- 8) Sloan School of Business, Massachusetts Institute of Technology, October 2009
- 7) The Fletcher School, Tufts University, October 2009
- 6) Academy of Management Conference, Chicago IL, August 2009
- 5) Academy of International Business Conference, San Diego CA, June 2009
- 4) Collaboratory for Research on Global Projects, Stanford University, May 2009
- 3) Graduate School of Business, Stanford University, April 2009
- 2) Haas School of Business, University of California at Berkeley, April 2009
- 1) SCANCOR, Stanford University, April 2009

Henisz, Witold J. " Liberalism, Regulation and Global Economic Crises: An Agenda for Upgrading the Belief Systems of Global Capitalism" Previously entitled "Embedded Neoliberalism: Replacing the False Prophets of Homo Economicus with Homo Therian"

- 3) Academy of International Business, Rio de Janeiro Brazil, June 2010
- 2) Frontiers of International Business Conference, Charleston SC, December 2009
- 1) Sorbonne sponsored Conference in Villa Finaly Florence, Italy June 2009

Henisz, Witold J., Lite Nartey and Sinziana Dorobantu "The Financial and Operational Returns to Stakeholder Engagement: Spinning Golf from Political and Social Entrepreneurship"

- 1) American University, April 2010

Henisz, Witold J., Raymond E. Levitt and Daniel Levitt "Normative and Cognitive Institutional Supports for Relational Contracting in Infrastructure Projects"

- 4) University of Wisconsin (Madison), March 2010
- 3) Carlson School of Management, University of Minnesota, October 2009
- 2) Darden School of Business, University of Virginia, October 2009
- 1) The Wharton School, University of Pennsylvania, September 2009

Henisz, Witold J. "Concentrated Power, Foreign Direct Investment and Economic Growth"

- 3) International Political Economy Society Annual Meeting, Philadelphia PA, November 2008
- 2) Academy of International Business Conference, San Diego CA, June 2009
- 1) Academy of Management Conference, Chicago IL, August 2009

Henisz, Witold J. "Concentrated Power, Liberalization and Growth in the Global Wireless Telecommunications Sector."

- 2) Academy of International Business Conference, San Diego CA, June 2009
- 1) Academy of Management Conference, Chicago IL, August 2009

Henisz, Witold J., Bennet A. Zelner and Guy L.F. Holburn, "Contentious Implementation and Retrenchment in Neoliberal Policy Reform: The Global Electric Power Industry, 1989 – 2001" formerly entitled "The Ex Post Decoupling of Neoliberal Reforms in the Global Electric Power Industry" and "Deinstitutionalization and Institutional Replacement: State-Centered and Neoliberal Models in the Global Electricity Supply Industry" and "The Deinstitutionalization of Coerced

Reforms: The Case of Private Infrastructure Investments” and “Resistance to Illegitimate Multilateral Influence on Reform: The Political Backlash Against Private Infrastructure Investments”

- 17) Stanford University, January 2009
- 16) Cornell University, April 2008
- 15) Emory University, November 2007
- 15) Northwestern University, September 2007
- 14) University of South Carolina, March 2006
- 13) American Political Science Association Conference, Washington DC, September 2005
- 12) Academy of Management, Honolulu, HI, August 2005
- 11) Academy of International Business, Quebec City, Canada, July 2005
- 10) Social Science Research Center Berlin (WZB), Berlin Germany, July 2005
- 9) EGOS (European Group for Organizational Studies), Berlin Germany, June 2005
- 8) FDI and Political Institutions, Washington University of St. Louis, June 2005
- 7) American Economics Association Annual Meetings, Philadelphia PA, January 2005
- 6) Aspen Institution – Ford Foundation Conferences on “Success and Failures in Institutional Development: The Role of Business”, Concord MA, November 2004
- 5) IESE Business School, Barcelona, November 2004
- 4) Harvard Business School International Research Conference, October 2004
- 3) Competitive Strategy and International Business Seminar, University of Michigan Business School, October, 2004
- 2) Management Department Seminar, Fuqua School, Duke University, September 2004
- 1) Multinational Management Seminar, The Wharton School, September 2004

Jandhyala, Srividya, Henisz, Witold J. and Mansfield Edward “Pooling Dyads is a BIT Inappropriate”

- 1) American Political Science Association Annual Meeting, Boston MA, September 2008
- 2) Washington University (St. Louis) Conference on Multinational Corporations and Politics, March 23-24, 2007

Henisz, Witold J., Bennet A. Zelner and Mauro F. Guillén, “The Worldwide Diffusion of Market-Oriented Infrastructure Reform” formerly entitled “Coercion, Emulation and Credibility in Policy Reform: Market Oriented Reforms in Telecommunications and Electricity, 1977-99.”

- 12) Management Department Seminar, Fuqua School, Duke University, November 2005
- 11) IMF Research Conference, Washington DC, November 2005
- 10) ESADE Business School, Barcelona, Spain, May 2005
- 9) IESE Business School, Barcelona, Spain, May 2005
- 8) Macro-Organizational Behavioral Society (MOBS), Chicago IL, November 2004
- 7) International Society for the New Institutional Economics, Tucson AZ, September 2004
- 6) Academy of Management, New Orleans LA, August 2004
- 5) Academy of International Business, Stockholm Sweden, July 2004
- 4) Carnegie-Mellon University, Pittsburgh PA, April 2004
- 3) American Economics Association Annual Meetings, San Diego CA, January 2004
- 2) University of California, Berkeley, November 2003
- 1) Reginald H. Jones Center for Management Policy, Strategy and Organization Brown Bag Seminar, The Wharton School, November 2003

Henisz, Witold J. "The Institutional Environment for International Business"

- 1) Academy of International Business, Quebec City, Canada, July 2005 (Convening Plenary)

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

- 1) Academy of International Business, Quebec City, Canada, July 2005

Henisz, Witold J. and Andrew Delios "Information or Influence? The Benefits of Experience for Managing Political Uncertainty" [Previously entitled "Following the Herd and Sleeping with the Enemy: Strategies for Managing Policy Uncertainty" and "Subsidiary Survival in the Face of Policy and Regime Uncertainty"]

- 9) Academy of Management, New Orleans, LA, August 2004
- 8) University of Washington, Seattle WA, May 2004
- 7) INSEAD Strategy Seminar Series, Fontainebleau France, September 2003
- 6) Academy of Management, Seattle, WA, August 2003
- 5) Academy of International Business, Monterey CA, July 2003
- 4) Strategic Research Forum, Washington University of St. Louis, St. Louis MO, May 2003
- 3) Rotman School of Management, University of Toronto, November 2002
- 2) Harvard Business School, Harvard University, November 2002
- 1) Reginald H. Jones Center for Management Policy, Strategy and Organization Brown Bag Seminar, The Wharton School, November 2002

Henisz, Witold J. "The Political Economy of Trade Liberalization: The Case of Latin America"

- 1) Inter-American Development Bank conference on the Free Trade of the Americas Act and Transpacific Business Linkages, Tokyo Japan, December 2003

Henisz, Witold J. and Bennet A. Zelner, "Legitimacy, Interest Group Pressures and Institutional Change: The Case of Foreign Investors and Host Country Governments" [previously entitled, "Values, Institutions and the Dynamics of Bargaining Power: Managing to Keep the Lights On (And the Profits Flowing)"]

- 11) International Society for the New Institutional Economics, Budapest Hungary, September 2003
- 10) American Political Science Association Conference, Philadelphia PA, September 2003
- 9) Academy of Management Conference (Showcase Symposium), Seattle WA, August 2003
- 8) William Davidson Institute and Aspen Institute Conference on Trust and Globalization, Aspen Institute, Aspen Colorado, March 2003
- 7) William Davidson Institute and Aspen Institute Conference on Trust and Globalization, University of Michigan, November 2002
- 6) Academy of International Business, San Juan Puerto Rico, July 2002
- 5) Global Risk Management Conference, Cleveland, April 2002
- 4) Academy of International Business, Sydney Australia, November 2001
- 3) Reginald H. Jones Center for Management Policy, Strategy and Organization Brown Bag Seminar, The Wharton School, October 2001

- 2) The International Society for the New Institutional Economics, Berkeley CA, September 2001
- 1) Academy of Management Conference (All-Academy Panel), Washington DC, August 2001

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

- 1) Academy of International Business, Monterey CA, July 2003

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

- 1) Academy of Management Conference, Denver CO, August 2002

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

- 1) MIGA-Georgetown Symposium on Political Risk Management, Washington D.C., October 2002

Henisz, Witold J. and Jeffrey T. Macher, "Firm- and Country-Level Tradeoffs and Contingencies in the Evaluation of Foreign Investment: The Semiconductor Industry, 1994-2002" [Previously entitled "Technology, Experience and Politics: Plant Location Decisions in the Global Semiconductor Industry, 1995-2000"]

- 4) International Strategy Conference, Ann Arbor MI, October 2002
- 3) Academy of International Business, San Juan Puerto Rico, July 2002
- 2) Academy of Management Conference (All-Academy Panel), Washington DC, August 2001
- 1) Jones Center Brownbag Seminar, The Wharton School, April 2001

Henisz, Witold J., "Political Institutions and Policy Volatility."

- 2) International Society for the New Institutional Economics Conference, Cambridge MA, September 2002
- 1) American Political Science Association, San Francisco CA, September 2001

Henisz, Witold J., "The Power of the Buckley and Casson Thesis: The Ability to Manage Institutional Idiosyncrasies"

- 1) Academy of International Business (Plenary Session), San Juan Puerto Rico, July 2002

Delios, Andrew and Witold J. Henisz, "Political Hazards, Experience and Sequential Entry in Distribution and Manufacturing: The International Expansion of Japanese Firms, 1980-1998"

- 3) Academy of International Business, Sydney Australia, November 2001
- 2) Stern School of Business, New York University, September 2001
- 1) Academy of Management Conference, Washington DC, August 2001

Witold J. Henisz and Bennet A. Zelner, "Interest Groups, Institutional Structures and Electricity Investment"

- 14) Graduate School of Business, Stanford University, September 2001
- 13) American Political Science Association, San Francisco CA, September 2001
- 12) Academy of Management Conference (All-Academy Panel), Washington DC, August 2001
- 11) University of Southern California, March 2001

- 10) The International Society for the New Institutional Economics, Teubingen Germany, September 2000
- 9) Harvard Business School Workshop on Emerging Markets, Cambridge MA, August 2000
- 8) Academy of Management, Toronto Canada, August 2000
- 7) International Centre for the Study of East Asian Development, Kitakyushu Japan, May 2000
- 6) Energy Markets and Reform Brown Bag Luncheon Seminar, The World Bank, Washington D.C. May 2000
- 5) Strategy Research Forum, Cohasset MA, May 2000
- 4) Wharton Applied Economics Workshop, Philadelphia PA, February 2000.
- 3) Wharton Multinational Strategy Conference, Philadelphia PA, October 1999
- 2) Western Economic Association, San Diego CA, July 1999
- 1) American Law and Economics Association, New Haven CT, May 1999

Henisz, Witold J. and Andrew Delios, "Uncertainty, Imitation and Plant Location: Japanese Multinational Corporations, 1990-96"

- 6) Strategic Research Forum, Kellogg School of Management, Northwestern University, Evanston, IL, May 2001
- 5) University of California, Berkeley, March 2001
- 4) University of California, San Diego, March 2001
- 3) Academy of Management, Toronto Canada, August 2000
- 2) Applied Economics Workshop, The Wharton School, July 2000
- 1) Reginald H. Jones Center for Management Policy, Strategy and Organization Brown Bag Seminar, The Wharton School, November 1999

Henisz, Witold J. and Andrew Delios, "Learning about the Institutional Environment"

- 2) New Institutionalism in Strategic Management Conference, Columbia University, April 2001
- 1) INFORMS, San Antonio TX, November 2000

Henisz, Witold J., "The Institutional Environment for Infrastructure Investment"

- 2) American Political Science Association, Washington DC, September 2000.
- 1) The International Society for the New Institutional Economics, Washington DC, September 1999

Henisz, Witold J., "The Institutional Environment for International Investment"

- 1) Panel of Finalists for Richard N. Farmer Award for best dissertation in International Business, Academy of International Business, Charleston SC, November 1999

Henisz, Witold J. and Bennet Zelner, "The Institutional Environment for Telecommunications Investment"

- 3) Public Policy and Management Department Brown Bag, The Wharton School, April 1999
- 2) Academy of International Business, Vienna Austria, October 1998

- 1) Telecommunications Policy Research Conference, Washington DC, September 1997.

Henisz, Witold J., “The Institutional Environment for Multinational Investment”,

- 9) Positive Political Theories of Business Strategy Conference, Marshall CA, October 1998
- 8) Strategic and International Management Seminar, MIT, October 1998
- 7) International Society for the New Institutional Economics, Paris France, September 1998
- 6) Academy of Management Conference, San Diego CA, August 1998
- 5) Competition and Development Conference (sponsored by Harvard Business School and The Journal of Economics and Management Strategy), Cambridge MA, May 1998
- 4) The Legal and Cultural Challenges to International Business Conference (sponsored by the CIBERs of the University of Illinois Urbana-Champaign and the University of Chicago), Chicago IL, February 1998
- 3) Academy of International Business Conference, Monterrey, Mexico, October 1997
- 2) Institutional Analysis Seminar, University of California at Berkeley, September 1997
- 1) Colloquium on Competition and Cooperation, Ann Arbor, MI, April, 1997.

Delios, Andrew and Henisz, Witold J., “Japanese Firms’ Investment Strategies in Emerging Economies”

- 3) Academy of Management, Chicago IL, August 1999
- 2) Western Economics Association, San Diego CA, July 1999
- 1) Strategy Research Forum, Gloucester MA, May 1999

Henisz, Witold J., “Judging the Effect of Political Constraints on Economic Growth”,

- 1) International Studies Association Conference, Manzanillo, Mexico, December 1997.

Henisz, Witold J. and Oliver E. Williamson, “Comparative Institutional Economics – Within and Between Systems”,

- 1) American Economics Association, Chicago, January 1998.

Henisz, Witold J., “The Institutions and Governance of Economic Reform’: Theoretical Extensions and Applications”,

- 3) Academy of Management Meetings, Boston, MA, July, 1997.
- 2) University of Canterbury, Christchurch, New Zealand, January, 1997.
- 1) General Accounting Office, San Francisco, CA, June, 1995.

Bergara, Mario, Witold J. Henisz and Pablo Spiller. “Political Institutions and Electric Utility Investment: A Cross-national analysis”

- 1) University of California Energy Institute, November 1997

#### **D. Editorial Activities**

Departmental Editor

Journal of International Business Studies (2007-2010)

Co-Editor Special Issue on Conflict and International Business

Journal of International Business Studies (2008-2010)

Co-Editor Special Issue on Institutions and International Business

Journal of International Business Studies (2005-2007)

Departmental Co-Editor

Journal of International Business Studies (2005-2007)

Associate Editor

Economics and Politics (2004-present)

Business and Politics (2009-present)

Editorial Board Member

Academy of Management Journal (2004-2010)

Administrative Science Quarterly (2011-present)

Business and Politics (2004-2008)

Engineering Project Organization Journal (2010-present)

Journal of International Business Studies (2000-2005)

Strategic Management Journal (2007-present)

Strategic Organization (2005-present)

Ad hoc referee (refereed journals)

Academy of Management Review

Administrative Science Quarterly

American Economic Review

American Journal of Political Science

American Political Science Review

American Sociological Review

British Journal of Management

British Journal of Political Science

California Management Review

Comparative Political Studies

Economic Inquiry

European Economic Review

Industrial and Corporate Change

International Organization

International Review of Law and Economics

International Studies Quarterly

Journal of Applied Economics

Journal of Business Research

Journal of Comparative Economics

Journal of Development Economics

Journal of Economic Growth  
Journal of Economics & Management Strategy  
Journal of Industrial Economics  
Journal of Institutional Economics  
Journal of International Management  
Journal of Law, Economics and Organization  
Journal of Management Studies  
Journal of Politics  
Journal of Public Economics  
Management International Review  
Management Science  
Organization Science  
Organization Studies  
Oxford Economic Papers  
Oxford University Press  
Public Choice  
Regulation and Governance  
Review of Economics and Statistics  
Review of International Political Economy  
Social Forces  
Strategic Management Journal  
Thunderbird International Business Review  
World Bank Economic Review  
World Development

Ad hoc referee (book manuscripts)

Oxford University Press  
University of Chicago Press  
Wharton School Publishing

Ad hoc referee (refereed grants)

National Science Foundation

Ad hoc referee (refereed Professional Association Conferences)

Academy of International Business  
Academy of Management (Business Policy & Strategy and International Management)

#### **E. Research Interests**

Multinational Firms' strategic responses to political and regulatory hazards

### **III. TEACHING ACCOMPLISHMENTS**

#### **A. Courses Taught**

*1. Undergraduate Courses*

## Management 209 Political Environment of the Multinational Firm

Spring, 2010 Instructor Rating of 3.47 **out of 4.0** (Departmental mean not reported)  
 Spring, 2008 Instructor Rating of 3.50 **out of 4.0** (departmental mean of 2.86)  
 Spring, 2007 Instructor Rating of 3.68 **out of 4.0** (departmental mean of 2.76)  
 Spring, 2006 Instructor Rating of 3.82 **out of 4.0** (departmental mean of 2.85)  
 Spring, 2005 Instructor Rating of 3.70 **out of 4.0** (departmental mean of 2.85)  
 Spring, 2004 Instructor Rating of 3.59 **out of 4.0** (departmental mean of 3.00)  
 Spring, 2003 Instructor Rating of 3.71 **out of 4.0** (departmental mean of 2.65)  
 Spring, 2002 Instructor Rating of 3.53 **out of 4.0** (departmental mean of 2.74)  
 Spring, 2001 Instructor Rating of 3.78 **out of 4.0** (departmental mean of 2.73)  
 Spring, 2000 Instructor Rating of 4.50 out of 5.0 (departmental mean of 3.87)

*2. Masters Courses*

## Management 655: Global Strategy (Core class - MBA for Executives, Philadelphia campus)

Summer 2011 TBD

Summer 2010 Instructor Rating of 3.26 and 3.30 **out of 4.0** (Departmental mean not reported)

## Management 715: Political Environment of the Multinational Firm (MBA)

Q3 2010-11 Instructor Ratings of 3.68 and 3.50 **out of 4.0** (departmental mean not reported)  
 Q4 2007-08 Instructor Ratings of 3.55 and 3.38 **out of 4.0** (departmental mean of 2.86)  
 Q4 2006-07 Instructor Ratings of 3.37 and 3.24 **out of 4.0** (departmental mean of 2.76)  
 Q4 2005-06 Instructor Ratings of 3.49 and 3.22 **out of 4.0** (departmental mean of 2.85)  
 Q3 2004-05 Instructor Ratings of 3.46 and 3.34 **out of 4.0** (departmental mean of 3.08)  
 Q3 2003-04 Instructor Ratings of 3.41 and 3.21 **out of 4.0** (departmental mean of 2.92)  
 Q3 2002-03 Instructor Ratings of 3.52 and 3.38 **out of 4.0** (departmental mean of 2.60)  
 Q4 2001-02 Instructor Rating of 3.42 **out of 4.0** (departmental mean of 2.74)  
 Q3 2001-02 Instructor Ratings of 3.07 and 2.93 **out of 4.0** (departmental mean of 3.14)  
 Q3 2000-01 Instructor Ratings of 3.45 and 3.13 **out of 4.0** (departmental mean of 3.13)  
 Q2 2000-01 Instructor Rating of 3.32 **out of 4.0** (departmental mean of 2.72)  
 Q4 1999-00 Instructor Rating of 4.20 out of 5.0 (departmental mean of 3.87)  
 Q3 1999-00 Instructor Ratings of 4.59 and 4.12 out of 5.0 (departmental mean of 3.49)  
 Q3 1998-99 Instructor Ratings of 4.40 and 4.24 out of 5.0 (departmental mean of 3.92)  
 Q2 1998-99 Instructor Ratings of 4.00 and 4.00 out of 5.0 (departmental mean of 3.88)

## Management 715: Geopolitics (MBA for Executives, Philadelphia &amp; San Francisco campuses)

Summer 2010 Instructor Rating of 2.96 **out of 4.0** (Departmental mean not reported)

Summer 2009 Instructor Rating of 3.52 **out of 4.0** (Departmental mean not reported)

Fall 2008 Instructor Ratings of 3.76 **out of 4.0** (Departmental mean of 2.99)

Summer 2007 Instructor Ratings of 3.80 and 3.55 **out of 4.0** (Departmental mean of 3.12)

Summer 2006 Instructor Ratings of 3.87 and 3.58 **out of 4.0** (Departmental mean of 2.92)

Spring 2006 Instructor Rating of 3.50 **out of 4.0** (Departmental mean of 2.92)

Summer 2005 Instructor Ratings of 3.57 and 3.46 **out of 4.0** (School mean of 3.24)

Summer 2004 Instructor Ratings of 3.64 and 3.24 **out of 4.0** (School mean of 3.12)

Fall 2003 Instructor Rating of 3.94 **out of 4.0** (School mean of 3.09)  
 Summer 2003 Instructor Rating of 3.70 **out of 4.0** (School mean of 3.09)  
 Fall 2002 Instructor Rating of 3.43 **out of 4.0** (School mean of 3.12)  
 Summer 2002 Instructor Rating of 3.36 **out of 4.0** (School mean of 3.12)

2. Management 720X: Corporate Diplomacy (MBA)  
 Spring, 2010 Instructor Rating of 3.37 & 3.14 **out of 4.0** (Departmental mean not reported)

International Studies 721: International Political Economy of Business Environments  
 (MBA/MA)

Spring 2008 Instructor Rating of 3.36 **out of 4.0** (no mean reported)  
 Spring 2007 Instructor Rating of 4.24 out of 5.0 (no mean reported)  
 Spring 2006 Instructor Rating of 4.42 out of 5.0 (no mean reported)  
 Spring 2005 Instructor Rating of 3.76 **out of 4.0** (no mean reported)  
 Spring 2004 Instructor Rating of 3.58 **out of 4.0** (no mean reported)

Civil and Environmental Engineering 341: Politics and Infrastructure Investment  
 (Stanford University)

Q1 2009-10 Instructor Rating of 4.20 out of 5.0 (departmental mean of 4.21)

### 3. Doctoral Courses

Management 955: Foundations Multinational Management

Q3 2010-11 Instructor Ratings of 4.0 **out of 4.0** (departmental mean not reported)

Management 960: Institutions & Multinational Management

Q4 2010-11 Instructor Ratings of 4.0 **out of 4.0** (departmental mean not reported)

### 4. Executive Education

Sessions on Global Policy Risk, Global Risks and Globalization for the Wharton School's open enrollment (Executive Development Program, Advanced Management Program, Strategic Thinking & Management and Advanced Risk Management) and custom programs (Dubai World, Royal Dutch Shell Petroleum, ADP, Raytheon, CNI, LinKs, Pernod Ricard, Securities Industries Institute, CKGSB, Cisco, IBM, Minsheng Bank, ESADE, Capital Airports Holding, BaE, Institute for Stock Exchange Studies, Guanghua School of Management, China Civil Aviation Administration, Veolia, ESADE, IEB, Santander Universidades) as well as the Managing Global Initiatives open enrollment program at Stanford University.

Academic Director, CNI Strategy and Business Innovation Program at the Wharton School, 2007 & 2008.

Custom executive education services provided directly to Shell Exploration and Production Company, February 2009.

**B. Courses created/developed**

*Undergraduate*

Management 209 Political and Social Environment of the Multinational Firm (Undergraduate)

*Masters*

Fundamentals of Management (Global “chunk” of a new required course for all Wharton MBAs to be launched in AY 2012-13)

Management 655 Global Strategic Management (MBA for Executives)

Management 715 Political and Social Environment of the Multinational Firm (MBA and MBA for Executives)

Management 720X Corporate Diplomacy (MBA)

International Studies 721: International Political Economy of Business Environments (The Joseph H. Lauder Institute for Management (MBA) and International Studies (MA))

Civil and Environmental Engineering (Stanford University) 341 Politics and Infrastructure Investment (Masters and PhD)

*Doctoral*

Management 955 Foundations of Multinational Management (PhD)

Management 960 Institutions & Multinational Management (PhD)

Management 970 Applied Methods for Management Research (PhD)

**C. Teaching Interests**

International Political Influences on Multinational Strategy

The International Economic, Legal, Political and Social Environment of Business

Multinational Strategy

**IV. PROFESSIONAL ACTIVITIES**

**A. University-related activities**

*1. Committee Membership*

Member, Doctoral Executive Committee, The Wharton School, University of Pennsylvania, 2010-Present

Member, Advisory Council, Penn Lauder Center for International Business Education and Research, 2010-present

Member, MBA Executive Committee, The Wharton School, University of Pennsylvania, 2009-2010.

Member, PhD Committee, Management Department, The Wharton School, University of Pennsylvania, 1998-2000 & 2004-2008 & 2009-present.

Chair, Faculty Search Committee, Multinational Management Group, Management Department, The Wharton School, University of Pennsylvania, 2009-10 & 2003-2004.

Member, Faculty Search Committee, Multinational Management Group, Management Department, The Wharton School, University of Pennsylvania, 1998-1999, 1999-2000, 2001-2002, 2002-2003, 2004-05, 2006-07, 2007-08 & 2010-11.

Member, MBA Curriculum Committee, The Wharton School, University of Pennsylvania, 2007-2008.

Member, Proposal Evaluation Committee, Guanghua-Wharton Joint Research Initiative on Firms and Markets in China, 2006-2008.

Member, Fulbright Committee, University of Pennsylvania, 2006-07.

Member, Junior Faculty Search Committee, Entrepreneurial Management Group, Management Department, The Wharton School, University of Pennsylvania, 2005-06 & 2006-07.

Member, PhD Review Committee, The Wharton School, University of Pennsylvania, 2000

## 2. *Advising*

### Doctoral Thesis Advisor

Srividya Jandhyala, 2005 – present (PhD 2009, placed at George Washington University)

Lite Nartey, 2005 – present (PhD Expected 2011, placed at University of South Carolina)

### Doctoral Thesis Committee Membership

Sinziana Dorobantu (PhD 2010 Duke Political Science; initial placement as Visiting Scholar and Senior Fellow, The Wharton School)

Gino Cattani (PhD 2005; placed at New York University)

Muir Macpherson (PhD 2004; placed at University of Texas, Austin)

### Wharton Undergraduate Research Scholars Program Advisor

Brett Shaheen [Rhodes Fellowship Recipient], 2004-05

Sarah Lewis, 2003-04

### Huntsman Undergraduate Thesis Advisor

Rimma Khafizova, 2007

Anna Kalnechits, 2006

Daniel Fields, 2005

Katherine Fetter, 2003

Denise Shumway, 2002

Elisaveta Kostova, 2000-01

Joshua Callahan, 1999-00

International Relations Senior Thesis Advisor  
Brett Shaheen [Rhodes Fellowship Recipient], 2005-06

Independent Study Supervisor  
Jessica Anne Hatch (MBA), Spring 2007  
Lakshmi Ramarajan (PhD), 2004-06  
Jonathan Bebo (MBA), Fall 2003

Lauder Global Knowledge Laboratory Project Advisor  
Resource Intensive Development in Equatorial Guinea and New Caledonia, 2010-11  
China in Mozambique, 2010-11  
China in Angola, 2009-10

Field Application Project Advisor  
Global Heritage Fund, 2009-10

3. *Administrative Activities*

Multinational Management Academic Advisor, 2009-present

4. *Conference or Seminar Organization*

Organizer, Faculty Development in International Business Conference, May 2011

Co-Organizer, Wharton Strategy and the Business Environment Research Conference,  
May 2011 (with Evan Rawley), March 2004 (with Dennis Yao) & September 2000 (with Dennis  
Yao)

Co-Organizer (with Sinziana Dorobantu), Globalization TrendLab 1.0 on Global Risks, April 2011

Organizer, University of Pennsylvania's International Interdisciplinary Seminar Series, 2005-06

Co-Organizer (with Heather Berry), Multinational Management Seminar Series, 2000-05

Co-Organizer (with Mauro Guillen), Wharton Multinational Strategy Research Conference,  
October 1999

5. *Other University Activities*

Taught Master Class  
Wharton Alumni Forum, San Francisco, June 2011  
Wharton Alumni Forum, Dubai, March 2009  
Wharton Alumni Forum, Lima, March 2008

Presented Summary of Research to

Combined International Alumni Board, the Wharton School, October 2010  
Board of Directors, the Wharton School, October 2007

Panel Moderator

Wharton Alumni Forum, Dubai, March 2009  
Wharton Alumni Forum, Lima, March 2008  
Wharton Economic Summit, April 2007  
Wharton Social Impact Management Conference, March 2006  
Wharton Energy Conference, March 2006  
Wharton Economic Summit, February 2006  
Wharton Asia Conference, November 2005  
Wharton Latin America Conference, November 2005  
Wharton Energy Conference, March 2005  
Wharton Europa Conference, November 2004  
Wharton Alumni Forum, Shanghai, May 2004  
Conference on Risk Management, February 2002  
International Corruption Forum, September 2001

Taught Huntsman Preceptorial, March 2003

Taught Mock Class Wharton Welcome Weekend, 2000-2002

Research profiled in Wharton Alumni Magazine, Spring 2000

**B. Non-university-related activities**

*1. Academic Service*

Track Chair, Academy of International Business Conference, Milan Italy, July 2008.

Program Chair, Strategy Research Forum, Toronto Canada, May 2004

Consortia (Co-)Chair

Academy of Management, International Management Division Junior Faculty Consortium,  
New Orleans LA August 2004 (co-chair with Joanne Oxley, University of Toronto)  
Academy of Management, International Management Division Junior Faculty Consortium,  
Seattle, WA August 2003 (co-chair with Thomas Murtha, University of Minnesota)  
Academy of International Business, Doctoral Consortium, San Juan Puerto Rico, June 2002

Research Committee, International Management Division, Academy of Management (2003)  
Evaluated dissertations for Barry Richman Award

*2. Non-Academic Activities*

Principal, Political Risk Identification and Management, (2002-present) & The Probity Group  
(2006-present)

Consultancy offers political risk services to corporate clients primarily in infrastructure or other politically salient industries as well as multilateral and national government agencies. Client list includes, The World Bank, The Inter-American Development Bank, The Rand Corporation, The Central Intelligence Agency, Computer Sciences Corporation (CSC), Science Applications International Corporation (SAIC), Department Of Homeland Security, The Conference Board, Eurasia Group, Hynix Semiconductor, Willkie Farr & Gallagher LLP and Philippine Long Distance Telephone Company (PLDT).

Board Member, Parent Infant Center, (2001-03)

International Monetary Fund, Research Assistant, (1994)

Assessed potential benefits from labor market reform in Western Europe. Contributed to an Article IV consultation for Finland. Prepared daily morning newsletter for section staff.

Group of Thirty, Senior Researcher, (1992-1994)

Conducted supporting research for Group publications in area of international macroeconomics.

The Conference Board, Consultant, (1992-1993)

Managed consulting project under supervision of Chief Economist Gail Fosler which resulted in publication of U.S. Manufacturers in the Global Marketplace: A Research Report. Supervised staff of 8 research assistants who followed up mail survey with phone interviews to receive response rate of 82.5% in surveying largest 1250 U.S. Manufacturing companies regarding the organizational form of their overseas operations. Conducted data analysis. Drafted final report.

### **C. Professional affiliations, memberships and activities**

#### *1. Affiliations*

Advisory Board Member, Global Risk Navigator (a joint project of Harvard Business Review and Eurasia Group), 2005-06.

Davidson Institute Research Fellow, William Davidson Institute at the University of Michigan Business School, October 2003 – present

#### *2. Memberships*

Academy of Management

Academy of International Business

International Society for the New Institutional Economics

Strategic Management Society

#### *3. Data*

Political Constraint Dataset Downloaded by 5,987 Scholars since 1998 from

<http://www-management.wharton.upenn.edu/henisz/POLCON/ContactInfo.html>

#### *4. Other Formal Conference Participation*

Local Host, Strategy Research Forum, Egg Harbor City New Jersey, May 2006

Panel Chair or (Co-)Organizer

Academy of Management All-Academy Panel: “How Governments Matter: An International Perspective”, Washington DC, August 2001  
Academy of Management Professional Development Workshop: “Strategy and Context Dependence”, Toronto ON, August 2000  
Western Economics Association, “Institutions and Economic Performance”, San Diego CA, July 1999

Panelist

Academy of International Business, Junior Faculty Consortium, Stockholm Sweden, July 2004.  
Academy of Management Professional Development Workshop: “Exploring the Frontiers of International Strategy and Management”, Seattle WA, August 2003  
Academy of Management Professional Development Workshop: “Conversations on International Strategy and Management”, Washington D.C., August 2001  
Academy of Management Dissertation Workshop, Toronto ON, August 2000

Invited Speaker

World Bank Executive Director’s Colloquium, Washington DC, May 2011.  
Speaker in Murray Weidenbaum Center Forum on Global Challenges to U.S. Business on topic of “Politics and Political Risk in the Developing World”, Washington University (St. Louis), March 2007  
Plenary panel on ‘Research Programs in International Business’, European International Business Academy, Oslo Norway December 2005  
Anticipating Future Financial Crises, Eurasia Group December 2004  
Plenary Speaker, Journal of International Business Studies, Academy of International Business and Centers for International Business Education and Research Conference on Emerging Research Frontiers in International Business, Michigan State University, September 2004  
Business and International Education Conference, Monterey CA, July 2003  
Claremont Conference on Global Political Economy Data, Claremont CA, April 2003  
Conference on Measurement in International Business Research, St. Thomas, June 2002

Invited Discussant

Lessons from the Last Two Decades of World Bank Engagement, The World Bank, March 2006  
The Wharton Impact Conference on Future of Chinese Management, San Francisco CA, April 2002  
Annual Bank Conference on Development Economics, Washington D.C., April 2000

Invited Participant

World Economic Forum Summit of the New Champions, Dalian China, September 2007  
World Economic Forum, Davos Switzerland, January 2005

Avoiding Strategic Surprise: Lessons from Risk Management and Risk Assessment, Eurasia Group workshop sponsored in conjunction with National Intelligence Council

## V. GRANTS, HONORS AND AWARDS

### A. University-related Grants

#### *National Science Foundation*

The Financial and Operational Returns to Stakeholder Engagement: Spinning Gold from Political and Social Entrepreneurship Proposal 0964856 *Funded by Division of Social and Economic Sciences, Innovation and Organization Sciences Program* (\$244,274)

#### *University of Pennsylvania*

Center for Leadership & Change Management, The Wharton School, University of Pennsylvania, 2011-12 (\$10,000)

Carol and Lawrence Zicklin Center for Business Ethics Research, The Wharton School, University of Pennsylvania, 2011-12 (\$4,000)

Penn-Lauder CIBER, University of Pennsylvania, 2010-11 (\$5,000)

Global Initiatives Research Program, The Wharton School, University of Pennsylvania, 2010-2011 (\$13,500)

Center for Leadership & Change Management, The Wharton School, University of Pennsylvania, 2010-11 (\$9,852)

Global Initiatives Research Program, The Wharton School, University of Pennsylvania, 2009-2010 (\$15,200)

Christopher H. Browne Center for International Politics, University of Pennsylvania, 2009-2010 (\$4,800)

Penn CIBER Travel Grant, The University of Pennsylvania, 2009 (\$800)

Penn CIBER Project Grant, The University of Pennsylvania, 2009 (\$3000)

The Mack Center on Technological Innovation, The Wharton School, University of Pennsylvania, 2008-09 (\$20,200)

Sol C. Snider Entrepreneurial Research Center, The Wharton School, University of Pennsylvania (\$5,000)

Case Writing Grant, The Wharton School, University of Pennsylvania, 2005-08 (\$37,080)

Christopher H. Browne Center for International Politics, The University of Pennsylvania, 2007-08 (\$2500)

Chinatrust Research Fund, The Wharton School, University of Pennsylvania, 2006-07 (\$8,750)

Christopher H. Browne Center for International Politics, The University of Pennsylvania, 2006-07 (\$2500)

The Mack Center on Technological Innovation, The Wharton School, University of Pennsylvania, 2005-06 (\$15,000)

Christopher H. Browne Center for International Politics, The University of Pennsylvania, 2005-06 (\$1500)

The Mack Center on Technological Innovation, The Wharton School, University of Pennsylvania, 2004-05 (\$7,500)

Reginald H. Jones Center for Management Policy, Strategy, and Organization, The Wharton School, University of Pennsylvania, 2003-04 (\$8,250)

The Mack Center on Technological Innovation, The Wharton School, University of Pennsylvania, 2003-04 (\$6,000)

The Mack Center on Technological Innovation, The Wharton School, University of Pennsylvania, 2002-03 (\$21,150)

Reginald H. Jones Center for Management Policy, Strategy, and Organization, The Wharton School, University of Pennsylvania, 2002-03 (\$8,250)

The Mack Center on Technological Innovation, The Wharton School, University of Pennsylvania, 2001-02 (\$8,813)

Wharton-SMU Research Center, Singapore Management University, 2001-02 (\$37,500)

Reginald H. Jones Center for Management Policy, Strategy, and Organization, The Wharton School, University of Pennsylvania, 2000-01 (\$5,000)

The Mack Center on Technological Innovation, The Wharton School, University of Pennsylvania, 2000-01 (\$6,800)

International Centre for the Study of East Asian Development (Affiliated with the University of Pennsylvania) Grant Recipient, 2000-01 (¥1,500,000 = ~\$14,000)

Research Foundation Grant Recipient, University of Pennsylvania, 1999-00 (\$5,000)

Reginald H. Jones Center for Management Policy, Strategy, and Organization, The Wharton School, University of Pennsylvania, 1999-00 (\$4,000)

International Research Grant Recipient, The Wharton School, University of Pennsylvania, 1999 (\$10,000)

Reginald H. Jones Center for Management Policy, Strategy, and Organization, The Wharton School, University of Pennsylvania, 1998-99 (\$5,000)

*University of California, Berkeley*

Research Fellowship funded by Pacific Rim Research Grant, 1996-97

John M. Olin Foundation Research Assistant, 1996

Bradley Fellowship, 1995-97

**B. Professional Awards**

Nominated for Best Applied Paper in International Management (The Robert H. Schaffer Award) at the 2011 Academy of Management meeting

Nominated for Best Paper for Practical Implications at the 2011 Strategic Management meeting

Best Paper 2010 Engineering Project Organization Conference, South Lake Tahoe, CA

Finalist, Aspen Institute's 2006 Faculty Pioneer Award (one of eight finalists out of ~100 nominees)

Bronze Prize (\$10,000) in International Finance Corporation / Financial Times 2006 Essay Competition on Topic of "Business and Development: The Private Path to Prosperity" (one of six prize winning essays out of over 500 submissions in total)

Outstanding Reviewer Award, International Management Division, Academy of Management, 2005 (one of 38 out of 656 reviewers so recognized)

First Runner Up, Haynes Prize for Outstanding Scholar in International Business under the age of 40 at 2005 Academy of International Business Annual Conference

Finalist, Best Paper at 2002 Academy of International Business Annual Conference

Finalist, Haynes Prize for Best Paper by a scholar under the age of 40 at 2002 Academy of International Business Annual Conference

Outstanding Reviewer Award, International Management Division, Academy of

Management, 2000 (one of 8 out of 250 reviewers so recognized)

Richard N. Farmer Award for best dissertation in International Business,  
Academy of International Business, 1999

Finalist, The Free Press Doctoral Dissertation Award, Business Policy and Strategy  
Division, Academy of Management, 1999

Best Doctoral Student Paper, Telecommunications Policy Research Conference, 1998

**C. University or School Awards**

Teaching Commitment and Curricular Innovation Award, Wharton MBA Program, May 2011

Excellence in teaching award, Wharton Undergraduate Division, May 2008.

Faculty teaching award (electives), MBA for Executives Program, Class 31East, 2006-07.

Excellence in teaching award, Wharton Undergraduate Division, May 2007.

Faculty teaching award (electives), MBA for Executives Program, Class 28East, 2004-05.