

# YADONG LUO

(305) 284-4003  
[yadong@miami.edu](mailto:yadong@miami.edu)

Department of Management  
University of Miami Herbert Business School

**Current Academic Rank:** Emery M. Findley Distinguished Chair  
Professor of Management  
(Google Scholar=45,800; H Index=99)

## GRADUATE EDUCATION

PhD Temple University (January, 1996), Pennsylvania, USA  
Business Administration (in International Business and Strategy)  
MS University of International Business & Economics (June 1988)

## EXPERIENCE

### Academic

08/03-present Emery M. Findley Distinguished Endowed Chair, UM  
07/02-present Professor of Management (strategy and IB), UM  
09/07-08/09 Chairman, Management Department, UM  
08/00-06/02 Tenured Associate Professor of Management (strategy and IB), UM  
07/98-07/00 Associate Professor of Management (strategy and IB), U. of Hawaii  
01/96-06/98 Assistant Professor of Management (strategy and IB), U. of Hawaii  
09/06-12/06 Visiting full professor (sabbatical), U. of Hong Kong School of Business

### Nonacademic

07/88-07/92 Head, Overseas Investment Office, China Jiangsu Provincial Commission of Foreign Trade and Economics, Nanjing, China  
08/83-08/85 Finance and Accounting Department, China Jiangsu Provincial Foreign Trade Bureau, Nanjing, China

## INDUCTED FELLOW

- Elected Fellow, Academy of International Business (AIB), inducted in 2008

- Elected Fellow, Academy of Management (AOM), inducted in 2019

## PUBLICATIONS

### BOOKS

#### Scholarly Books

- [21] Nambisan, S. & Luo, Y. 2021. **The Digital Multinational**. Cambridge, MA: MIT Press (forthcoming).
- [20] Shenkar, O., Luo, Y. & Chi, T. 2021. **International Business** (4<sup>th</sup> edition), New York, Routledge, forthcoming.
- [19] Luo, Y. 2020. **Guanxi and Business**. Singapore & New York: World Scientific (3<sup>rd</sup> edition).
- [18] Luo, Y., Sun, J. & Wu, Y. 2019. **Theorizing Chinese Management**. Beijing, Science Press (in Chinese).
- [17] Shenkar, Oded, Luo, Yadong & Chi, Tailan. 2014. **International Business** (3<sup>rd</sup> edition), New York, Routledge.
- [16] Shenkar, Oded and Luo, Yadong. 2008. **International Business**, Sage (2<sup>nd</sup> edition).
- [15] Luo, Yadong. 2007. **Guanxi and Business**. Singapore: World Scientific (2<sup>nd</sup> edition).
- [14] Luo, Yadong. 2006. **Global Dimensions of Corporate Governance**. Oxford, UK: Blackwell.
- [13] Luo, Yadong. 2004. **Co-opetition in International Business**. Copenhagen, Denmark: Copenhagen Business School Press.
- [12] Schuler, Randall, Susan Jackson and Yadong Luo (2003). **Managing Human Resources in Cross-Border Alliances**. London, UK: Routledge.
- [11] Shenkar, Oded and Yadong Luo. 2003. **International Business**, John Wiley & Sons, 1<sup>st</sup> Edition.
- [10] Luo, Yadong (2002). **Multinational Enterprises in Emerging Markets**. Copenhagen: Copenhagen Business School Press.
- [9] Luo, Yadong (2001). **China's Service Sector: A New Battlefield for International Corporations**. Copenhagen: Copenhagen Business School Press.
- [8] Luo, Yadong (2001). **Strategy, Structure, and Performance of International Firms: Comparing Asian and Western MNEs in China**, Westport, CT: Quorum Books.
- [7] Yan, Aimin and Yadong Luo (2001). **International Joint Ventures: Theory and Practice**, M.E. Sharpe, New York.
- [6] Luo, Yadong (2000). **How to Enter China: Choices and Lessons**. Ann Arbor, MI: Univ. of Michigan

Press.

- [5] Luo, Yadong (2000). **MNCs in China: Benefiting from Structural Transformation**, Copenhagen: Copenhagen Business School Press.
- [4] Luo, Yadong (2000). **Guanxi and Business**, New York: World Scientific.
- [3] Luo, Yadong (2000). **Partnering with Chinese Firms: Lessons for International Managers**, Ashgate Publishing Ltd, Aldershot, UK.
- [2] Luo, Yadong (1999). **Entry and Cooperative Strategies in International Business Expansion**, Westport, CT: Quorum Books.
- [1] Luo, Yadong (1998). **International Investment Strategies in the People's Republic of China**, Ashgate Publishing Ltd, Aldershot, UK.

#### **Edited and Translated Book**

- [4] Kelley, Lane and Yadong Luo. 1998. **China 2000: Emerging Business Issues**, Sage Publishing Co., Thousand Oaks, CA.
- [3] Luo, Yadong 1988. **The Guide to the Financial Markets** (Charles R. Geisst). The Chinese volume was published by Foreign Economic Relations and Trade Press, Beijing, 1988.
- [2] Xie, M., Y. Luo and Z. Wu, 1989. **Practical Export Management** (Chris J. Noonan). The Chinese volume was published by Foreign Economic Relations and Trade Press, Beijing, 1989.
- [1] Ma, C., Y. Luo and X. Wang, 1990. **Internationalization of Business: An Introduction** (Richard D. Robinson). The Chinese volume was published by University of International Business & Economics Education Press, Beijing, 1990.

#### **REFEREED JOURNAL ARTICLES**

- [200] Luo, Y. 2021. Illusions of techno-nationalism. **Journal of International Business Studies**, forthcoming.
- [199] Zahra, S., Petricevic, O. & Luo, Y. 2021. Toward an action-based view of dynamic capabilities for international business. **Journal of International Business Studies**, forthcoming.
- [198] Zhong, B., Gong, Y., Shenkar, O. & Luo, Y. 2021. Managing the hearts of boundary spanners: CEO organizational identification and international joint venture performance. **Asia Pacific Journal of Management**, forthcoming.
- [197] Bu, J., Luo, Y. & Zhang, H. 2021. The dark side of informal institutions: How crime, corruption, and informality influence foreign firms' commitment. **Global Strategy Journal**, forthcoming.
- [196] Luo, Y. 2021. A general framework of digital risks in international business. **Journal of International**

- Business Studies**, forthcoming.
- [195] Nambisan, S. & Luo, Y. 2021: Toward a loose coupling view of digital globalization. **Journal of International Business Studies**, forthcoming.
- [194] Luo, Y. & Witt, M. 2021. Springboard MNEs during de-globalization. **Journal of International Business Studies**, forthcoming.
- [193] Luo, Y. 2021. New OLI advantages in digital globalization. **International Business Review**, 30(2): forthcoming.
- [192] Makismov, V. & Luo, Y. 2021. International springboard as an entrepreneurial act. **Journal of World Business**, 56(3): forthcoming.
- [191] Luo, Y., Makismov, V. & Bu, J. 2021. Making geographic dispersion work for emerging market MNEs. **Journal of International Management**, forthcoming.
- [190] Sun, J., Makismov, V., Wang, S. & Luo, Y. 2021. Developing compositional capability in emerging-market SMEs. **Journal of World Business**, 56(3): in press.
- [189] Luo, Y. 2021. The cultural relevance of composition-based view. **Asia Pacific Journal of Management**, 38(3): 815-824.
- [188] Luo, Y. 2020. Adaptive learning in international business. **Journal of International Business Studies**, 51(9): 1547-1567.
- [187] Luo, Y., Zhang, H. & Bu, J. 2019. Developed country MNEs investing in developing economies: Progress and prospect. **Journal of International Business Studies**, 50(4): 633-667.
- [186] Nambisan, S., Zahra, S. & Luo, Y. 2019. Global platforms and ecosystems: Implications for international business theories. **Journal of International Business Studies**, 50(9): 1464-1486.
- [185] Guan, H., Gurnani, H., Geng, X. & Luo, Y. 2019. Strategic inventory and supplier encroachment. **Manufacturing & Service Operations Management**, 21(3): 536-555.
- [184] Wang, S., Luo, Y., Makismov, V., Sun, J. & Celly, N. 2019. Achieving temporal ambidexterity in new ventures. **Journal of Management Studies**, 56(4): 788-822.
- [183] Kumar, V., Gaur, A., Zhan, W. & Luo, Y. 2019. Co-evolution of MNCs and local competitors. **International Business Review**, 28(5): 627-635.
- [182] Luo, Y. & Bu, J. 2018. When are emerging market multinationals more risk-taking? **Global Strategy Journal**, 8(4): 635-664.
- [181] Cuervo-Cazurra, A., Luo, Y., Ramamurti, R. & Ang, S. 2018. Impact of home country on internationalization. **Journal of World Business**, 53: 593-604.
- [180] Luo, Y. & Bu, J. 2018. Contextualizing international strategy by emerging market firms: A

- composition-based approach. **Journal of World Business**, 53(3): 337-355.
- [179] Luo, Y. & Tung, R. 2018. A general theory of springboard MNEs. **Journal of International Business Studies**, 49(2): 129-152.
- [178] Tallman, S., Luo, Y. & Buckley, P. 2018. Business models in global competition. **Global Strategy Journal**, 8(4): 517-535.
- [177] Sun, J., Wang, S. & Luo, Y. 2018. Strategic entry or strategic exit? International presence by emerging economy enterprises. **International Business Review**, 27(2): 418-430.
- [176] Zheng, Q. & Luo, Y. 2018. Corporate social responsibility under social degradation, **Nankai Business Review**, Vol. 4, 2018 (in Chinese).
- [175] Sun, J. & Luo, Y. 2018. Collaborative strategies by Chinese small businesses. **Foreign Economics & Management**, 40(7): 3-18 (in Chinese)
- [174] Verbeke, A., Von Glinow, M. and Luo, Y. 2017. Becoming a great reviewer: Four actionable guidelines. **Journal of International Business Studies**, 48(1): 1-9.
- [173] Maksimov, V., Wang, S. & Luo, Y. 2017. Institutional imprinting, entrepreneurial agency, and private firm innovation in transition economies. **Journal of World Business**, 52(6): 854-865.
- [172] Liu, Z., Jayaraman, V. & Luo, Y. 2017. The unbalanced indirect effects of task characteristics on performance in professional service outsourcing. **International Journal of Production Economics**, 193: 281-293.
- [171] Maksimov, V., Wang, S. & Luo, Y. 2017. Reducing poverty in the least developed countries: The role of small and medium enterprises. **Journal of World Business**, 52(2): 244-257.
- [170] Liu, Y., Luo, Y., Huang, Y. and Yang, Q. 2017. A diagnostic model of private control and collective control in buyer-supplier relationships. **Industrial Marketing Management**, 63:116-128.
- [169] Sun, J. & Luo, Y. 2017. Componovation strategy for Chinese firms. **Tsinghua Business Review**, Vol, 6, 2017 (in Chinese).
- [168] Huang, Y., Luo, Y., Liu, Y. and Yang, Q. 2016. An investigation of interpersonal ties in inter-organizational exchanges in emerging markets: A boundary-spanning perspective. **Journal of Management**, 42(6): 1557-1587.
- [167] Luo, Yadong & Zhang, H. 2016. Emerging market MNEs: Qualitative review and theoretical directions. **Journal of International Management**, 22(4): 333-350.
- [166] Luo, Yadong & Zheng, Q. 2016. Competing in complex cross-cultural world: Philosophical insights from *Yin-Yang*. **Cross Cultural & Strategic Management**, 23(2): 386-392.
- [165] Luo, Yadong & Bu, Juan. 2016. How valuable is information and communication technology? A study of emerging economy enterprises. **Journal of World Business**, 51(2): 200-211.

- [164] Luo, Yadong. 2016. Toward a reverse adaptation view in cross-cultural management. **Cross Cultural & Strategic Management**, 23(1) (Distinguished Scholar Essay): 10-21.
- [163] Luo, Y. & Sun, J. 2016. Amalgamation logic in oriental management theory and practice. **Tsinghua Business Review**, 10: 53-59 (in Chinese).
- [162] Luo, Y. & Fu, Z. 2016. The “water” metaphor in Chinese management research. **Foreign Economics & Management**, 38(1): 3-14 (in Chinese).
- [161] Barkema, H., George, G., Luo, Y., Tsui, A. & Chen, X. 2015. West meets East: New concepts and theories. **Academy of Management Journal**, 58(2): 460-479.
- [160] Zheng, Q., Luo, Y. and Maksimov, V. 2015. Achieving legitimacy through corporate social responsibility: The case of emerging economy firms. **Journal of World Business**, 50(3): 389-403.
- [159] Luo, Y. & Child, J. 2015. A composition-based view of firm growth. **Management and Organization Review**, 11(3): 379-411.
- [158] Luo, Y., Sun, J. and Wu, Y. 2015. A theory of amalgamation toward the growth of emerging economy firms. **Foreign Economics & Management**, 37(6): 3-38 (in Chinese).
- [157] Rupp, D., Wright, P., Aryee, S. & Luo, Y. 2015. Organizational justice, behavioral ethics, and corporate social responsibility: Finally the three shall merge. **Management and Organization Review**, 11(1): 15-24.
- [156] Luo, Y., Liu, Y., Yang, Q. & Maksimov, V. 2015. Improving performance and reducing cost in buyer-supplier relationships: The role of justice in curtailing opportunism. **Journal of Business Research**, 68(3): 607-615.
- [155] Luo, Y. 2015. Current dilemmas and future directions of Chinese management theories and research. **Foreign Economics & Management**, 37(3): 3-15 (in Chinese).
- [154] Wang, C. L., Luo, Y., Lu, X., Sun, J. and Maksimov, V. 2014. Autonomy delegation to foreign subsidiaries: An enabling mechanism for emerging market multinationals. **Journal of International Business Studies**, 45(2): 111-130.
- [153] Liu, Y., Luo, Y., Yang, P. & Maksimov, V. 2014. Typology and effects of co-opetition in buyer-supplier relationships: Evidence from the Chinese home appliance industry. **Management and Organization Review**, 10(3): 439-465.
- [152] Luo, Y. & Sun, J. 2014. An inquiry on composition-based view: Its propellants and effect on competitive advantage. **Management World**, 7: 93-106 (in Chinese).
- [151] Zheng, Q., Luo, Y. and Wang, S. L. 2014. Moral degradation, business ethics, and corporate social responsibility in a transition economy. **Journal of Business Ethics**, 120(3): 405-421.
- [150] Jayaraman, V., Narayanan, S., Luo, Y. and Swaminathan, J.M. 2013. Offshoring business process

- services and governance control mechanisms in emerging markets: An examination of service providers from India. **Production and Operations Management**, 22(2): 314-334.
- [149] Luo, Y., Wang, S.L., Jayaraman, V. and Zhen, Q. 2013. Governing business process offshoring: Properties, processes and preferred modes. **Journal of World Business**, 48(3): 407-419.
- [148] Luo, Y. & Sun, J. 2013. Composition-based view toward Chinese firms' growth: Concepts, content and mechanisms. **Management World**, 10: 106-117 (in Chinese).
- [147] Luo, Y. & Jayaraman, V. 2013. Entry strategies in business process offshoring. **Journal of Leadership & Organizational Studies**, 20(4): 448-464.
- [146] Luo, Y., Rui, H. & Maksimov, V. 2013. Tales of rivals: Inter-Chinese attacks in international competition. **Organizational Dynamics**, 42: 156-166.
- [145] Luo, Y. & Zhao, H. 2013. Doing business in a transitional society: Economic environment and relational political strategy for multinationals. **Business & Society**, 52(3): 515-549.
- [144] Luo, Y., Wang, S., Zheng, Q. and Jayaraman, V. 2012. Task attributes and process integration in business process offshoring: A perspective of service providers from India and China. **Journal of International Business Studies**, 43(5): 498-524.
- [143] Liu, Y., Huang, Y., Luo, Y. and Zhao, Y. 2012. How does justice matter in achieving buyer-supplier relationship performance? **Journal of Operations Management**, 30: 355-367.
- [142] Luo, Y. & Wang, S. L. 2012. Foreign direct investment strategies by developing country multinationals: A diagnostic model for home country effects. **Global Strategy Journal**, 2(3): 244-261.
- [141] Luo, Y., Wang, S. & Huang, Y. 2012. Guanxi and organizational performance: A meta-analysis. **Management and Organization Review**, 18(1): 139-172.
- [140] Narayanan, S., Jayaraman, V., Luo, Y. and Swaminathan, J.M. 2011. The antecedents of process integration in business process outsourcing and its effect on firm performance. **Journal of Operations Management**, 29: 3-16.
- [139] Luo, Y., Sun, J. and Wang, S. L. 2011. Emerging economy copycats: Capability, Environment and Strategy. **Academy of Management Perspective**, 25(2): 37-56.
- [138] Luo, Y., Sun, J. and Wang, S. C. 2011. Comparative strategic management: An emergent field in international management. **Journal of International Management**, 17(3): 190-200.
- [137] Luo, Y., Zhao, H., Wang, Y. and Xi, Y. 2011. Venturing abroad by emerging market enterprises: A test of dual strategic intents. **Management International Review**, 51(4): 433-459.
- [136] Luo, Y. & Shenkar, O. 2011. Toward a perspective of cultural friction in international business. **Journal of International Management**, 17: 1-14.
- [135] Luo, Y., Liu, Y., Zhang, L. and Huang, Y. 2011. A taxonomy of control mechanisms and effects on

- channel cooperation in China. **Journal of the Academy of Marketing Science**, 39: 307-326.
- [134] Luo, Y., Cacchione, M., Junkunc, M. and Lu, S. 2011. Entrepreneurial pioneer of international venturing: The case of Huawei. **Organizational Dynamics**, 40: 67-74.
- [133] Luo, Y. 2011. Strategic responses to perceived corruption in an emerging market: Lessons from MNEs investing in China. **Business & Society**, 50(2): 350-387.
- [132] Luo, Y., Xue, Q. & Han, B. 2010. How emerging market governments promote outward FDI: Experience from China. **Journal of World Business**, 45(1): 68-79.
- [131] Luo, Y., Q. Zheng and V. Jayaraman. 2010. Managing business process outsourcing. **Organizational Dynamics**, 39(3): 205-217.
- [130] Luo, Yadong and Rui, H. 2009. An ambidexterity perspective toward multinational enterprises from emerging economies. **Academy of Management Perspective**, 23(4): 49-70.
- [129] Liu, Yi., Luo, Yadong, and Liu Ting. 2009. Governing buyer-supplier relationships through transactional and relational mechanisms: Evidence from China. **Journal of Operations Management**, 27: 294-309.
- [128] Luo, Yadong, Liu, Y. and Xue, J. 2009. Relationship investment and channel performance: An analysis of mediating forces. **Journal of Management Studies**, 46(7): 1113-1137.
- [127] Luo, Yadong. 2009. Are we on the same page? Justice disagreement in international joint ventures. **Journal of World Business**, 44(3): 383-399.
- [126] Luo, Yadong. 2009. From gain-sharing to gain-generation: The quest for distributive justice in international joint ventures. **Journal of International Management**, 15(4): 343-356.
- [125] Luo, Yadong and Han, Binjie. 2009. Graft and business in emerging economies: An ecological perspective. **Journal of World Business**, 44(3): 225-237.
- [124] Shenkar, Oded, Luo, Yadong and Yeheskel, O. 2008. From "distance" to "friction": Substituting metaphors and redirecting intercultural research. **Academy of Management Review**, 33(4): 905-923.
- [123] Luo, Yadong. 2008. Structuring interorganizational cooperation: The role of economic integration in strategic alliances. **Strategic Management Journal**, 29(6): 617-638.
- [122] Luo, Yadong, Shenkar, Oded and Gurnani, Haresh. 2008. Control-cooperation interfaces in global strategic alliances: A situational typology and strategic responses. **Journal of International Business Studies**, 39: 428-453.
- [121] Luo, Yadong. 2008. Procedural justice and interfirm cooperation in strategic alliances. **Strategic Management Journal**, 29(1): 27-46.
- [120] Luo, Yadong and Junkunc, Mark. 2008. How private enterprises respond to government



- bureaucracy. **Strategic Entrepreneurship Journal**, 2(2): 133-154.
- [119] Luo, Yadong. 2008. A strategic analysis of product recalls: The role of moral degradation and organizational control. **Management and Organization Review**, 4(2): 183-196.
- [118] Zhan, Wu and Luo, Yadong. 2008. Performance implications of capability exploitation and upgrading in international joint ventures. **Management International Review**, 48(2): 227-253.
- [117] Luo, Yadong. 2008. The changing Chinese culture and business behavior: The perspective of intertwinement between guanxi and corruption. **International Business Review**, 17(2): 188-193.
- [116] Luo, Yadong. 2007. The independent and interactive roles of procedural, distributive and interactional justice in strategic alliances. **Academy of Management Journal**, 50(3): 644-664.
- [115] Luo, Yadong. 2007. An integrated anti-opportunism system in international exchange. **Journal of International Business Studies**, 38: 855-877.
- [114] Luo, Yadong. 2007. Are joint venture partners more opportunistic in a more volatile environment? **Strategic Management Journal**, 28(1): 39-61.
- [113] Gong, Yaping, Shenkar, Oded, Luo, Yadong and Nyaw, Mee-Kau. 2007. Do multiple parents help or hinder international joint venture performance? The mediating roles of contract completeness and partner cooperation. **Strategic Management Journal**, 28(10): 1021-1034.
- [112] Luo, Yadong and Tung, Rosalie. 2007. International expansion of emerging market enterprises: A springboard perspective. **Journal of International Business Studies**, 38(4): 481-498.
- [111] Jayaraman, Vaidy and Luo, Yadong. 2007. Creating competitive advantages through new value creation: A reverse logistics perspective. **Academy of Management Perspective**, 21(2): 56-73.
- [110] Gurnani, Haresh, Erkoc, Murat & Luo, Yadong. 2007. Impact of product pricing and timing of investment decisions on supply chain co-opetition. **European Journal of Operational Research**, 180(1): 228-244.
- [109] Luo, Yadong. 2007. Private control and collective control in international joint ventures. **Management International Review**, 47(4): 531-566.
- [108] Luo, Yadong. 2007. From foreign investors to strategic insiders: Shifting parameters, prescriptions and paradigms for MNCs in China. **Journal of World Business**, 42(1): 14-36.
- [107] Luo, Yadong. 2007. A co-opetition perspective of global competition. **Journal of World Business**, 42(2): 129-144.
- [106] Luo, Yadong. 2006. Political behavior, social responsibility and corrupt environment: A structuration perspective. **Journal of International Business Studies**, 37(6): 747-766.
- [105] Luo, Yadong & Oded Shenkar. 2006. The multinational corporation as a multilingual community: Language and organization in a global context. **Journal of International Business Studies**, 37(3): 321-

339.

- [104] Luo, Yadong. 2006. Toward the micro- and macro-level consequences of interactional justice in cross-cultural joint ventures. **Human Relations**, 59(8): 1019-1047.
- [103] Luo, Yadong. 2006. Autonomy design for foreign R&D units in an emerging market: An information processing perspective. **Management International Review**, 46(3): 349-378.
- [102] Luo, Yadong. 2006. Opportunism in interfirm exchanges in emerging markets. **Management and Organization Review**, 2(1): 121-147.
- [101] O'Connor, Neal, Deng, Johnny & Luo, Yadong. 2006. Political constraints and organization design in China's state-owned enterprises **Accounting, Organizations and Society**, 31(2): 157-177.
- [100] Luo, Yadong. 2005. How important are shared perceptions of procedural justice in cooperative alliances? **Academy of Management Journal**, 48(4): 695-709.
- [99] Luo, Yadong. 2005. Transactional characteristics, institutional environment and joint venture contracts. **Journal of International Business Studies**, 36(2): 209-230.
- [98] Gong, Yaping, Oded Shenkar, Yadong Luo & Meekau Nyaw. 2005. Human resources and international joint venture performance: A system perspective. **Journal of International Business Studies**, 36(5): 505-518.
- [97] Luo, Yadong. 2005. How does globalization affect corporate governance and accountability? **Journal of International Management**, 11(1): 19-42.
- [96] Luo, Yadong, John Zhao & Jianjun Du. 2005. Internationalization of E-commerce companies: Foreign market entry behaviors and determinants. **International Marketing Review**, 22: 693-709.
- [95] Tan, Justin, Yadong Luo and Oded Shenkar. 2005. Entrepreneurial strategies in a transitional economy: Chinese state and non-state enterprises compared and contrasted. **International Journal of Entrepreneurship and Innovation Management**, 5(5/6), pp.518-538.
- [94] Zhao, Hongxin and Yadong Luo. 2005. Antecedents of knowledge sharing with peer subsidiaries in other countries: A perspective from subsidiary managers in a foreign emerging market. **Management International Review**, 45(1): 71-98.
- [93] Luo, Yadong. 2005. Toward cooperation within a multinational enterprise: A perspective from foreign subsidiaries. **Journal of World Business**, 40(1): 71-90
- [92] Luo, Yadong. 2005. Corporate governance and accountability in multinational enterprises: Concepts and agenda. **Journal of International Management**, 11(1): 1-18.
- [91] Luo, Yadong. 2005. An organizational perspective of corruption. **Management and Organization Review**, 1(1): 119-154.
- [90] Zhao, Hongxing, Luo, Yadong and Suh, Taewon. 2004. Transaction cost determinants and entry

- mode choice: A meta-analytical review. **Journal of International Business Studies**, 35(6): 524-544.
- [89] Luo, Yadong and Seung-Ho Park. 2004. Multi-party cooperation and performance in international equity joint ventures. **Journal of International Business Studies**, 35(2): 142-160.
- [88] Luo, Yadong. 2004. A coopetition perspective of MNC-host government relations. **Journal of International Management**, 10(4): 431-451.
- [87] Luo, Yadong. 2004. Building a strong foothold in an emerging market: A link between resource commitment and environment conditions. **Journal of Management Studies**, 41(5): 749-774.
- [86] Luo, Yadong and Hongxin Zhao. 2004. Corporate link and competitive strategy in multinational enterprises. **Journal of International Management**, 10(1): 77-106.
- [85] Luo, Yadong. 2003. Industrial dynamics and managerial networking in an emerging market: The case of China. **Strategic Management Journal**, 24(13): 1315-1327.
- [84] Luo, Yadong. 2003. Market-seeking MNEs in an emerging market: How parent-subsidiary links shape overseas success. **Journal of International Business Studies**, 34(3): 290-309.
- [83] Luo, Yadong and Justin Tan. 2003. Structuring international joint ventures: How should contractual design be aligned with environmental conditions. **Management International Review**, 43(2): 185-211.
- [82] Luo, Yadong. 2002. Contract, cooperation, and performance in international joint ventures. **Strategic Management Journal**, 23(10): 903-920.
- [81] Luo, Yadong. 2002. Stimulating exchange in international joint ventures: An attachment-based view. **Journal of International Business Studies**, 33(1): 169-182.
- [80] Luo, Yadong. 2002. Product diversification in international joint ventures: Performance implications in an emerging market. **Strategic Management Journal**, 23(1): 1-20.
- [79] Luo, Yadong. 2002. Capability exploitation and building in a foreign market: Implications for multinational enterprises. **Organization Science**, 13(1): 48-63.
- [78] Luo, Yadong. 2002. Building trust in cross-cultural collaborations: Toward a contingency perspective. **Journal of Management**, 28(5): 669-694.
- [77] Luo, Yadong. 2002. Corruption and organization in Asian management systems. **Asia Pacific Journal of Management**, 19(2/3): 405-422.
- [76] Luo, Yadong. 2002. Organizational dynamics and global integration: A perspective from subsidiary managers. **Journal of International Management**, 8(2): 189-215.
- [75] Luo, Yadong. 2002. Partnering with foreign firms: How do Chinese managers view the governance and importance of contracts? **Asia Pacific Journal of Management**, 19(1): 127-152.

- [74] Luo, Yadong. 2002. Partnering with foreign businesses: Perspectives from Chinese firms. **Journal of Business Research**, 55(6): 481-493.
- [73] Luo, Yadong and John Mezas. 2002. Liability of foreignness: Concepts, constructs, and consequences. **Journal of International Management**, 8(3): 217-224.
- [72] Luo, Yadong, Oded Shenkar and M-K Nyaw. 2002. Overcoming the liability of foreignness: Offensive and defensive approaches. **Journal of International Management**, 8(3): 311-331.
- [71] Zhao, Hongxin and Yadong Luo, 2002. Product diversification, ownership structure, and subsidiary performance in a dynamic foreign market. **Management International Review**, 42(1): 20-41.
- [70] Luo, Yadong and Oded Shenkar. 2002. An empirical inquiry of negotiation effects in cross-cultural joint ventures. **Journal of International Management**, 8(2): 141-162.
- [69] Luo, Yadong. 2001. Antecedents and consequences of personal attachment in cross-cultural cooperative ventures. **Administrative Science Quarterly**, 46(2): 177-201.
- [68] Luo, Yadong. 2001. Toward a cooperative view of MNC-host government relations: Building blocks and performance implications. **Journal of International Business Studies**, 32(2): 401-420.
- [67] Gong, Yaping, Oded Shenkar, Yadong Luo and M-K. Nyaw. 2001. Role conflict and ambiguity of CEOs in International Joint Ventures: A transaction cost perspective. **Journal of Applied Psychology**, 86(4): 764-773.
- [66] Luo, Yadong and Seung-Ho Park. 2001. Strategic alignment and performance of market-seeking MNCs in China. **Strategic Management Journal**, 22(2): 141-155.
- [65] Luo, Yadong, Oded Shenkar and M-K. Nyaw. 2001. A dual parent perspective on control and performance in international joint ventures. **Journal of International Business Studies**, 32(1):41-58.
- [64] Seung-Ho Park and Yadong Luo. 2001. Guanxi and organizational dynamics: Organizational networking in Chinese firms. **Strategic Management Journal**, 22(5): 455-477.
- [63] Luo, Yadong. 2001. Determinants of local responsiveness: Perspectives from foreign subsidiaries in an emerging market. **Journal of Management**, 27(4): 451-477.
- [62] Luo, Yadong. 2001. Determinants of entry in an emerging market: A multilevel approach. **Journal of Management Studies**, 38(3): 443-472.
- [61] Luo, Yadong. 2001. Equity sharing in international joint ventures: An empirical analysis of strategic and environmental determinants. **Journal of International Management**, 7(1): 31-58.
- [60] Luo, Yadong and J. Tan and N. G. O'Connor. 2001. Strategic response to a volatile environment: The case of cross-cultural cooperative ventures. **Asia Pacific Journal of Management**, 18: 7-25.
- [59] O'Connor, N. G., Y. Luo and Lee, D. K. Y. 2001. Self-selection and socialization as antecedents to the use of budget controls in the People's Republic of China. **Journal of Business Research**, 52(2): 135-

148.

- [58] Peng, Mike W. and Yadong Luo. 2000. Managerial ties and firm performance in an emerging economy: The nature of a micro-macro link. **Academy of Management Journal**, 43(3): 486-501.
- [57] Luo, Yadong. 2000. Dynamic capabilities in international expansion. **Journal of World Business**, 35(4): 355-378.
- [56] Luo, Yadong. 2000. Entering China today: What choices do we have? **Journal of Global Marketing**, 14 (1): 57-82.
- [55] Luo, Yadong and Mike W. Peng. 1999. Learning to compete in a transition economy: Experience, environment, and performance. **Journal of International Business Studies**, 30(2): 269-296.
- [54] Luo, Yadong. 1999. Time-based experience and international expansion: The case of an emerging economy. **Journal of Management Studies**, 36(4): 505-534.
- [53] Luo, Yadong. 1999. Toward a conceptual framework of international joint venture negotiations. **Journal of International Management**, 5(2): 141-165.
- [52] Luo, Yadong. 1999. Structure-performance relationships in the transitional economy context: An empirical study of the multinational alliances in the P. R. China. **Journal of Business Research**, 46(1): 15-30.
- [51] Luo, Yadong. 1999. Environment-strategy-performance relations in small businesses in China: A case of township and village enterprises in Southern China. **Journal of Small Business Management**, January, 37-52.
- [50] Luo, Yadong. 1999. Dimensions of knowledge: Comparing Asian and Western MNEs in China. **Asia Pacific Journal of Management**, 16(1): 75-94.
- [49] Luo, Yadong. 1999. International strategy and subsidiary performance in China. **Thunderbird International Business Review**, 41(2): 153-178.
- [48] Luo, Yadong. 1998. Timing of investment and international expansion performance in China. **Journal of International Business Studies**, 29(2): 391-408.
- [47] Luo, Yadong. 1998. Joint venture success in China: How should we select a good partner? **Journal of World Business**, 33(2): 145-166.
- [46] Luo, Yadong and J. Justin Tan. 1998. A comparison of multinational and domestic firms in an emerging market: A strategic choice perspective. **Journal of International Management**, 4(1): 21-40.
- [45] Luo, Yadong. 1998. Strategic traits of foreign direct investment in China: A country of origin perspective. **Management International Review**, 38(2): 109-132.
- [44] Luo, Yadong and Mike W. Peng. 1998. First mover advantages in investing in transitional economies.

**Thunderbird International Business Review**, 40(2): 141-163.

- [43] Luo, Yadong, Justin Tan and Oded Shenkar. 1998. Strategic responses to competitive pressure: The Case of township and village enterprises in China. **Asia-Pacific Journal of Management**, 15(1): 33-50.
- [42] Luo, Yadong and Neale O'Connor. 1998. Structural changes of foreign direct investment in China: An evolutionary perspective. **Journal of Applied Management Studies**, 7(1): 95-109.
- [41] Tan, J. Justin, Yadong Luo and Yang Zhang. 1998. Competitive strategies under regulatory environment: A study of Chinese private entrepreneurs. **International Journal of Management**, 15(2): 141-151.
- [40] Luo, Yadong. 1997. Partner selection and venturing success: The case of joint ventures with firms in the People's Republic of China. **Organization Science**, 8(6): 648-662.
- [39] Luo, Yadong. 1997. Performance effects of local partner attributes: An empirical analysis of strategic alliances in an emerging economy. **Journal of International Management**, 3(2): 119-152.
- [38] Luo, Yadong. 1997. *Guanxi* and international joint venture performance in China: An empirical inquiry. **Management International Review**, 37(1): 51-70.
- [37] Luo, Yadong and J. Justin Tan. 1997. How much does industry structure matter on foreign direct investment in China. **International Business Review**, 6(2): 1-23.
- [36] Luo, Yadong. 1997. Pioneering in China: Risks and Benefits. **Long Range Planning**, 30(5): 768- 776.
- [35] Luo, Yadong. 1997. Performance implications of international strategy. **Group and Organization Management**, 22(1): 87-116.
- [34] Luo, Yadong. 1997. Industry attractiveness, firm competence, and international investment performance in a transitional economy. **Bulletin of Economic Research**, 49(3): 1-10.
- [33] Luo, Yadong. 1997. Guanxi: Principles, philosophies, and implications. **Human Systems Management**, 16(1): 43-51.
- [32] Luo, Yadong and Min Chen. 1997. Does *guanxi* influence firm performance? **Asia Pacific Journal of Management**, 14(1): 1-16.
- [31] Luo, Yadong and Min Chen. 1996. Managerial implications of *guanxi*-based business strategies. **Journal of International Management**, 2(4): 293-316.
- [30] Luo, Yadong. 1996. Evaluating strategic alliance performance in China. **Long Range Planning**, 29(4): 532-540.
- [29] Luo, Yadong. 1995. Business strategy, market structure, and performance of international joint ventures: The case of joint ventures in China. **Management International Review**, 35(3): 241-264.

- [28] Luo, Yadong and Min Chen. 1995. Financial performance comparison between international joint ventures and wholly foreign-owned enterprises in China. **The International Executive**, 37(6): 599-613.
- [27] Luo, Yadong and Min Chen. 1995. A financial primer for investors in China. **Business Horizons**, 38(4): 32-36.
- [26] Luo, Yadong. 1995. An investigation of strategic marketing factors affecting performance of international joint ventures in China. **Journal of Transnational Management Development**, 1(3): 71-89.
- [25] Luo, Yadong and Farid Sadrieh. 1995. The relationships between business strategy variables and joint venture performance: Lessons from China. **Journal of Business and Management**, Fall, 1995: 17-36.
- [24] Luo, Yadong. 1995. Linking strategic and moderating factors to performance of international joint ventures in China. **Mid-Atlantic Journal of Business**, 31(1): 5-23.

**Pre – 1995** (journal articles published in China)

- [23] 李庆生 陆亚东 1993. 海外企业避税方式浅析 (International tax issues for overseas enterprises). 《国际贸易问题》1993 年第 8 期, 11-15.
- [22] 杨伟 陆亚东 1991. 我国人民币汇率定值与调整初探 (Foreign exchange rate for RMB: Value determination and dynamic adjustment), 《国际贸易问题》1991 年第 7 期, 7-11.
- [21] 陆亚东 1990. A review and examination of Chinese foreign trade legislation. *International Trade (国际贸易 英文刊)*, 3rd issue, 1990: 12-16.
- [20] 仇必宏 陆亚东 1989. 关于在联邦德国建立贸易机构的若干问题 (Problems and solutions of establishment of GMBH in Germany). 《国际贸易问题》1989 年 09 期,
- [19] 陆亚东 1989. 论对外贸易经济杠杆质的规定性 (On the nature of foreign trade economic levers. 《对外经济贸易大学学报》1989 年第 1 期, 14-17.
- [18] 陆亚东 1988. 国际企业财务分析(一) (Financial analysis for international firms, Part I). 《国际贸易》1988 年第 1 期, 52-54.
- [17] 陆亚东 1988. 国际企业财务分析(二) (Financial analysis for international firms, Part II). 《国际贸易》1988 年第 2 期, 55-58.
- [16] 陆亚东 1988. 国际企业营运资产管理(一) (Managing working capital for international firms, Part I). 《国际贸易》1988 年第 3 期, 56-60.
- [15] 陆亚东 1988. 国际企业营运资产管理(二) (Managing working capital for international firms, Part II). 《国际贸易》1988 年第 4 期, 54-57.

- [14] 陆亚东 1988. 国际企业财务经营杠杆与盈亏平衡分析 (Analyzing financial leverage and break-even for international firms). 《国际贸易》1988 年第 5 期, 54-57.
- [13] 陆亚东 1988. 国际企业融资分析与决策(一) (Financing analysis and decision making for international firms, Part I). 《国际贸易》1988 年第 6 期, 58-60.
- [12] 陆亚东 1988: 国际企业融资分析与决策 (二) (Financing analysis and decision making for international firms Part II). 《国际贸易》1988 年第 7 期.
- [11] 陆亚东 1988. 国际企业的避税方式(一) (Tax avoidance for international firms, Part I). 《国际贸易》1988 年第 8 期.
- [10] 陆亚东 1988. 国际企业的避税方式(二) (Tax avoidance for international firms, Part II). 《国际贸易》1988 年第 9 期, 56-58.
- [9] 陆亚东 1988. 国际企业投资决策分析 (Investment analysis and decision making for international firms). 《国际贸易》1988 年第 10 期, 58-60.
- [8] 陆亚东 1988. 国际企业的股利政策 (Dividend policy for international firms). 《国际贸易》1988 年第 11 期, 58-60.
- [7] 陆亚东 1988. 国际企业涉险分析与决策 (Financial exposure analysis and decision making for international firms). 《国际贸易》1988 年第 12 期.
- [6] 陆亚东 1988. 试论对外贸易经济杠杆的综合运用 (Toward a new framework for Chinese foreign trade economic levers). 《国际贸易问题》1988 年第 8 期, 21-24.
- [5] 陆亚东 1987. 试论外贸经济杠杆体系及其作用条件 (On Chinese foreign trade economic lever system and working conditions). 《国际贸易问题》1987 年第 3 期, 28-33.
- [4] 陆亚东 1987. 改革现行外贸财务体制的探索 (On the reforms of Chinese foreign trade financial system), 《国际贸易问题》1987 年第 4 期, 28-32.
- [3] 陆亚东 1987. 中外合资经营企业的会计特点 (Accounting characteristics of Sino-foreign joint ventures). 《国际贸易问题》1987 年第 2 期, 42-45.
- [2] 陆亚东 1986. 南北经贸何处去 (Trade relations between North and South nations: Review and outlook). 《国际贸易》1986 年第 1 期, 19-23.
- [1] 陆亚东 1984. 对安全及时收汇的几个外部条件的探讨 (How to manage and control international accounts receivables). 《国际贸易问题》1984 年第 6 期, 53-55.

#### **OTHER PUBLICATIONS**

- [62] Luo, Y., Xue, Q. & Han, B. 2019. How emerging market governments promote outward FDI. In



- Buckley, P. & Voss, H. (Eds), Chinese Outward Foreign Direct Investment, Edward Elgar.
- [61] Luo, Y. & O. Shenkar. 2017. The multinational corporation as a multilingual community. In Brannen, M. Y. & T. Mughan (eds.), Language in International Business, Palgrave MacMillan.
- [60] Luo, Y. & Y. Hu. 2017. International expansion of Lenovo. Fudan U. EMBA Case (in Chinese).
- [59] Luo, Y. & Y. Hu. 2017. Geely's globalization roadmap. Fudan U. EMBA Case (in Chinese).
- [58] Luo, Y. & Y. Hu, 2017. International strategy of SANY. Fudan U. EMBA Case (in Chinese).
- [57] Luo, Y. & Y. Hu, 2017. Crusade globally by Midea. Fudan U. EMBA Case (in Chinese).
- [56] Luo, Y. & Y. Hu. 2017. Internationalization of Haier. Fudan U. EMBA Case (in Chinese).
- [55] Luo, Y., Y., Li & Y. Hu. 2017. Global strategies of Samsung: Lessons for Chinese MNEs. Fudan U. EMBA Case (in Chinese).
- [54] Luo, Y. & Y. Hu. 2017. Global catchup by Mindray. Fudan U. EMBA Case (in Chinese).
- [53] Luo, Y. 2016. Emerging markets and global strategy. AIB Insights, 16(4): 3-6 (with Cuervo-Cazurra, Ganitsky and Mezias).
- [52] 陆亚东：治学的境界。《管理视野》，2015年，第3期。
- [51] 陆亚东：以本土化为本，以国际化为器——中国管理教育及商学院发展之我见。《管理视野》，2015年，第3期。
- [50] 陆亚东：中国管理学理论研究的窘境与未来。《高等学校文科学术文摘》2015年第3期(本期头条), pp.7-11。
- [49] 陆亚东等：“合”理论——基于东方文化背景的企业发展新范式。《高等学校文科学术文摘》2015年第5期, pp.44-47。
- [48] 陆亚东等：基于中国管理实践的理论创新研究发展报告(白皮书), 中国国家自然科学基金 (73页) 2014年。
- [47] 陆亚东等：中国的跨国公司应授予海外子公司更多权利。《管理视野》(*Management Insights*), 2014年第2期。
- [46] 陆亚东等：没有不带刺的玫瑰：竞合视角下的买方-供应商关系。《管理视野》(*Chinese Management Insights*), 2014年。
- [45] 陆亚东，孙金云 2014. 中国企业成长战略新视角：复合基础观的概念、内涵与方法. 新华文摘, 2014, Issue 1: 129-135.
- [44] Luo, Yadong. 2014. From “West Leads East” to “West Meets East”: Philosophical insights from Asia. In Boddewyn, J. (Editor): International Business Essays by AIB Fellows. Emerald Publishing, pp. 3-20
- [43] Luo, Y., Wang, S., Celly, N. Sun, J. A temporal ambidexterity view towards emerging market firms. 2014 Academy of Management Best Paper Proceedings.
- [42] Luo, Y., Maksimov, V., Sun, J. Wang, S. 2014. From imitation to imutation: Conditions and Consequences. 2014 Academy of Management Best Paper Proceedings.
- [41] Luo, Yadong & Guo, G. 2011. Guanxi. In McGee, J. & Sammut-Bonnici, T. (eds), Strategic Management Encyclopedia (3<sup>rd</sup> edition). New York: Wiley.
- [40] Luo, Yadong & Li, Zhongfei. 2011. What do business schools need beyond internationalization? An ambi-cultural view toward the growth of Chinese business schools. AACSB, *eNewslines Asia*.
- [39] Luo, Yadong. 2010. Emerging multinationals in emerging markets. Administrative Science Quarterly, Book Review, June 2010, pp.339-343.
- [38] Luo, Yadong. 2009. Some assembly required: Work, community and politics in China's rural enterprises. Administrative Science Quarterly, Book Review, 54(1): 175-178.
- [37] Luo, Yadong. 2008. Political risk and country risk in international business: Concepts and measures. In Rugman, A. M. (Ed), Oxford Handbook of International Business (2<sup>nd</sup> edition). Oxford, UK: Oxford University Press.
- [36] Luo, Y. and V. Jayaraman. 2008. Invensis Technologies Ltd – A global BPO provider from India. Ivey

- Case Publishing, #9B07E022.
- [35] Luo, Yadong and Oded Shenkar. 2008. The multinational corporation as a multilingual community. In J.D. Daniels and J.A. Krug (Eds.), International Business and Globalization, pp. 226-256, Thousand Oaks, CA: Sage.
- [34] Luo, Y. and V. Jayaraman. 2007. Improve your return on returns. Article brief in Harvard Business Review, November 2007.
- [33] Wu Zhan and Yadong Luo. 2007. Keeping international joint ventures profitable and competitive: A dynamic capability perspective. The Academy of Management Best Paper Proceedings, 2007.
- [32] Luo, Yadong, 2007. Organizational justice in global strategic alliances. In Neider, L. and Schriesheim, C. (eds.), Research in Management: International Perspectives, 57-80.
- [31] Luo, Y. 2006. An organizational perspective on corruption. In Richter, W.L. and Burke, F. (Eds.), Combating Corruption, Encouraging Ethics: A Practical Guide to Management Ethics. Rowman & Littlefield Publishers, Inc.
- [30] Luo, Yadong. 2005. Selling China: Foreign direct investment during the reform era (book review). Academy of Management Review, 30(1): 200-203.
- [29] Luo, Yadong. 2005. Opportunism in Cooperative Alliances: Conditions and Solutions. In Shenkar, O. and Reuer, J. (eds.), The Handbook for Strategic Alliances. Sage, pp.55-80.
- [28] Luo, Yadong. 2005. Shifts of Chinese government policies on inbound FDI. In Gross, R. and Behrman, J. (eds.), International Business and Government Relations in the 21<sup>st</sup> Century. Cambridge, pp. 291-314.
- [27] Tsui, A., Bian, Y., Child, J., Galaskiewicz, J. Luo, Y., Meyer, M. & Morris, M. 2005. MOR as a platform for scholarly conversations on Chinese management research. Management and Organization Review, 1(3): 349-352.
- [26] Luo, Yadong, Oded Shenkar and Namgyoo Park. 2002. Contract completeness in international joint ventures. In Farok Contractor and Peter Lorange (eds.), Cooperative strategies and alliances. Oxford University Press, pp.829-848.
- [25] Luo, Yadong. 2002. Industrial endowment in international business: An analytical framework. In Masaaki Kotabe and Preet S. Aulakh (eds.), Emerging Issues in International Business Research. Edward Elgar Publishing Ltd., pp.140-162.
- [24] Luo, Yadong. 2000. Entering China today: What choices do we have? In Pan Y. (editor), Greater China in the Global Market. New York: International Business Press, pp.57-82.
- [23] Luo, Yadong. 2000. Project and Location Selection in China: Lessons for Foreign Companies. In Frank J. Richter (ed.), The Dragon Millennium, Westport, CT: Quorum Books, pp.107-123.
- [22] Luo, Yadong, 1998. Timing of investment and international expansion performance. Academy of Management Best Paper Proceedings, 1998.
- [21] Peng, Mike W. and Yadong Luo, 1998: Managerial networks and firm performance: A micro-macro link in a transitional economy. Academy of Management Best Paper Proceedings, 1998.
- [20] Luo, Yadong. 1997. Evaluating the performance of strategic alliances in China. In Lloyd, B. (editor), Creating Value Through Acquisitions, Demergers, Buyouts, and Alliances. New York: Elsevier Science, Ltd. 321-337.
- [19] Kelley, Lane and Yadong Luo. 1998. An Introduction to Emerging Business Issues for China 2000. In L. Kelley and Y. Luo (eds.), China 2000: Emerging Business Issues, Sage Publishing Co., Thousand Oaks, CA.
- [18] Luo, Yadong. 1998. International Joint Ventures in China: Industry Structure and its Performance Implications. In L. Kelley and Y. Luo (eds.), China 2000: Emerging Business Issues, Sage Publishing Co., Thousand Oaks, CA.
- [17] Luo, Yadong. 1998. The Dominance of Greater China Multinational's Investment in China: Economic, Cultural, and Institutional Perspectives. In L. Kelley and Y. Luo (eds.), China 2000: Emerging Business

- Issues, Sage Publishing Co., Thousand Oaks, CA.
- [16] Luo, Yadong, J. Justin Tan and Oded Shenkar. 1998. Township and Village Enterprises in China: Strategy and Environment." In L. Kelley and Y. Luo (eds.), China 2000: Emerging Business Issues, Sage Publishing Co., Thousand Oaks, CA.
- [15] Luo, Yadong and J. Justin Tan. 1998. International Joint Ventures in China: Environment-Strategy-Performance Relations. In L. Kelley and Y. Luo (eds.), China 2000: Emerging Business Issues, Sage Publishing Co., Thousand Oaks, CA.
- [14] Peng Mike W. and Yadong Luo. 1998. Firm Growth via Mergers and Acquisitions in China. In L. Kelley and Y. Luo (eds.), China 2000: Emerging Business Issues, Sage Publishing Co., Thousand Oaks, CA.
- [13] Luo, Y. and M. Chen. 1997. Business Strategy, Investment Strategy and Performance of International Joint Ventures: The Case of China. In P. Beamish and J. Killing (eds.), International Cooperative Strategies: Asia and Pacific Perspective, New Lexington Press, San Francisco, pp. 341-374.
- [12] Luo, Y. and O. Shenkar. 2002. Blending cultural business styles. Sloan Management Review, 44(1), pp. 12-13.
- [11] Luo, Y. 1997. Behavior and performance of emerging market multinationals in China. Academy of Management Best Papers Proceedings, 1997: 185-189.
- [10] Luo, Y. 1997. Partner selection and venturing success: Additional thoughts and implications. Organization Science (Electronic Letters), December, 1997.
- [9] Luo, Y. 1997. See You in Court: Lehman Brothers Sues Chinese Giants. In Arvind Phatak, International Management: Concepts and Cases: 108-111. Cincinnati, Ohio: South-Western College Publishing.
- [8] Luo, Y. 1997. Business as Usual after Tiananmen Square? In Arvind Phatak, International Management: Concepts and Cases: 137-139. Cincinnati, Ohio: South-Western College Publishing.
- [7] Luo, Y. 1997. Endaka and Transnationality of Japanese Firms. In Arvind Phatak, International Management: Concepts and Cases: 243-247. Cincinnati, Ohio: South-Western College Publishing.
- [6] Luo, .Y. 1997. Mercedes to Build in Alabama. In Arvind Phatak, International Management: Concepts and Cases: 281-284. Cincinnati, Ohio: South-Western College Publishing.
- [5] Luo, Y. 1998. Lucky-Goldstar International Co. (LG1): Diversification and globalization. Teaching note in instructor's manual for Chow, I., Holbert, N., Kelley, L. and Yu, Y., Business Strategy: An Asia-Pacific Focus, 1997, Prentice Hall.
- [4] Luo, Y. 1997. The Chinese economy in transition: From plan to market (book review), Asia Pacific Journal of Management, 14(2): 211-213.
- [3] Luo, Y. 1997. Strategic management of China ventures (book review), China Review International, 4(2), Fall 1997: 539-541.
- [2] Luo, Y. 1996. Partner selection and international joint venture performance: Chinese evidence. Academy of Management Best Papers Proceedings, 1996: 161-165.
- [1] Luo, Y. 1996. Foreign parent investment strategies and international joint venture Performance: Chinese evidence (Ph.D dissertation abstract), Journal of International Business Studies, 27: 618-619.

## **ACCOLADES** (partial list)

### **Rank:**

- 2020 Stanford U. world's top 2% scientists list (#12 in Business & Management)
- 2020 Web of Science Highly Cited Researcher (Economics and Business)
- 2019 Web of Science Highly Cited Researcher (Economics and Business)

- Ranked #2 worldwide in management and #6 worldwide among all business school faculty concerning top journal/research contributions (Korkeamaki, Sihvonen & Vahamea, 2018, *Journal of Business Research*, 84: 220-232)
- World's most prolific author in international strategic management research (2000-2013) (White, G.O., Guldiken, O., Hemphill, T. He, W. & Khoobdeh, M. *Management International Review*, 2016, 56: 35-65)
- World's top contributor among overseas Chinese strategy scholars (Li, Li, Shu & Zhou, *Asia Pacific Journal of Management*, 2015, 32:1085-1108)
- World's top scholar in IB (Xu, Poon & Chan, *Management International Review*, 2014, 54: 735-755)
- World's top scholar in strategic management among overseas Chinese scholars 1991-2011 (Jiao, Cui, Wang & Xu, *Asia Pacific Journal of Management*, 2015, 32: 1065-1082)
- World's most productive scholar in IB (2001-2009) (Lahiri & Kumar, *Management International Review*, 2012, 52/3: 317-340)
- World's second most productive scholar in top management journals (2000-2009) (Jackson & Brown, *Academy of Economics & Finance Journal*, 2011, 2: 59-70)
- World's most productive scholar in IB (1996-2008) (Trevino, Mixon, Funk & Inkpen, *International Business Review*, 2010, 19: 378-387)
- World's most prolific author in leading IB journals and in JIBS (1996-2006) (Xu, Yalcinkaya & Seggie, *Asia Pacific Journal of Management*, 2008, 25/2: 189-207)
- World's most prolific author in Asian management research (Bruton & Lau, *Journal of Management Studies*, 2008, 45/3: 636-659)
- World's most prolific author and most cited author on Chinese management (2000-2006) (Quer, Claver & Rienda, *Asia Pacific Journal of Management*, 2007, 24/3: 359-384)
- World's most productive scholar on IB strategy 1991-2000 (Jane Lu, *Journal of International Management*, 2003, 9/2: 193-213)

## **Awards**

### **Research Awards**

- JIBS 50<sup>th</sup> Anniversary Scholarly Contribution Gold Medal Award, 2019
- Miami Business School Senior Research Excellent Award, 2019
- AIB Best Paper in Emerging Economies Research Award, 2019
- Luo and Tung (2007) ranked the most highly cited article on internationalization of emerging market firms (see Deng, Delios & Peng, JIBS, 2020)
- Best Phenomenon-Based Article Award, Journal of World Business, 2018
- Bank of America Senior Faculty Research Award, UM Business School, 2015
- Outstanding Strategic Management Scholar in the Asian Century, awarded in 2014 by Strategic Management Society (SMS)
- Distinguished Scholarly Contribution Award, 2014, IACMR (International Association of Chinese Management Research), Beijing, June, 2014
- AOM Best Paper Award (IM Division), "A Temporal Ambidexterity View towards Emerging Market Firms", 2014, August, 2014, Philadelphia
- Professor of the Week, *Financial Times*, March 15, 2012
- UM Faculty Senate Distinguished Faculty Scholar Award 2009 (first ever for UM business school faculty)
- Best Paper Award, Journal of Operations Management, 2009
- Best Paper Award, Human Relations, 2006

- Scholarly Contribution Award, IACMR (International Association of Chinese Management Research), June, 2004, Beijing  
Provost's Award for Scholarly Activity, 2003, U. of Miami
- Research Excellence Award, School of Business, U. of Miami, 2001, 2002, 2003, 2004, 2005
- Regents' Medal for Excellence in Research, 1999, U. of Hawaii (first ever for UH business school faculty)
- Distinguished Professorship Award, 2000, College of Business, U. of Hawaii

### **Teaching Awards**

- Finker Frenkel Family Foundation Teaching Excellence Award, 2016, UM
- Professional MBA Teaching Excellence Award, 2016, UM
- Executive Teaching Excellence Award, 2009, U. of Miami
- Executive Teaching Excellence Award, 2008, U. of Miami
- Teaching Excellence Award, 2002, U. of Miami
- Dennis Ching Outstanding Teaching Excellence Award, 1999, U. of Hawaii
- Teaching Excellence Award, College of Business, 1997, U. of Hawaii

### **Services Awards**

- Global Leader Forum Award, Fudan U., 2016
- Service Contribution Award, AIB, 2002, 1997
- Outstanding Contribution Award (2004-2007), IACMR-MOR

### **Educator Awards**

- Temple University, PhD Distinguished Alumni Award, 2021
- The Outstanding Educator Award, AOM IM Division, Atlanta, 2017
- The Thought Leader Award, CEIBS, Shanghai, 2017

## **PROFESSIONAL**

### **Editorial Responsibilities**

#### **Editor**

- Journal of International Business Studies (Senior Editor, 2016-present)
- Journal of International Business Studies (Department Editor 2003-2006)
- Journal of International Business Studies (Consulting Editor 2006-2016)
- Journal of World Business (Editor, 2006-2013)
- Management and Organization Review (founding Senior Editor: 2003-2007)
- Management and Organization Review (Senior Editor: 2010-2013)

#### **Editorial Board**

- Journal of International Business Studies (2009-present)
- Global Strategy Journal (senior advisor since 2009)

- International Business Review (consulting editor since 2021)
- Business and Management Review (advisor since 2020)
- Management and Organization Review (senior advisor since 2013)
- Cross Cultural and Strategic Management (2016-present)
- Journal of Management Studies (2001-present)
- Oxford Research Reviews: Business and Management (2012-present)
- International Journal of Emerging Markets (2017-present)
- Multinational Business Review (2002-present)
- Strategic Management Journal (2007-2018)
- Journal of International Management (2000-2018)
- Asia Pacific Journal of Management (1998-2003)
- Harvard Business Review (Chinese edition) (2002-2012)
- Nankai Business Review (both English and Chinese editions) (since 2012)
- The Management Quarterly (Chinese; senior advisor since 2019)

#### **Guest Editor**

- Journal of International Business Studies (Special Issue: Making Dynamic Capability Actionable in International Business, 2017-2018)
- Journal of World Business (Special Issue: How Does a Multinational Company's Home Country Matter, 2016-2018)
- International Business Review (Special Issue: Competitive Dynamics and Co-evolution of MNCs and Local Rivals in Emerging Markets, 2017-2018)
- Global Strategy Journal (Special Issue on Innovating in Business Models in Global Competition, 2014-2016)
- Academy of Management Journal (Special Issue on West Meets East: New Concepts and Theories; co-guest editor, 2011-2012)
- Management and Organizational Review (Special Issue on Ethics, Justice and Behavior, 2011-12)
- Journal of International Business Studies (Special Issue on International Expansion of Emerging Market Enterprises, 2005-2006)
- Journal of International Management (Special Issue on Corporate Governance and Accountability in Multinational Enterprises, 2003-2004)
- Journal of International Management (Co-guest editor on the special issue of Liability of Foreignness, 2001)

**Ad Hoc Reviewer** (for dozens of journals in management and business; details omitted)

#### **Conference Speeches and Organization** (partial list)

**Panel Speaker, Session Chair, Faculty Advisor for Junior Faculty & Doctoral Students Consortium** (details omitted)

- Academy of International Business (AIB)
- Academy of Management (AOM)
- Strategic Management Society (SMS)

### **Conference Organizing** (program chair, track chair, convenor; details omitted)

- Academy of International Business
- Global strategy and emerging markets conference consortium
- SMS special conference (Guangzhou)
- SMS annual conference extension (Miami)

### **Other Academic Services** (partial list)

- AOM Fellows Responsible Research in Management Award Committee, 2020-
- AIB Fellows Best Scholar Award Committee, 2019
- Chair, AIB Fellows Award Committee (Educator of the Year), 2015-2016
- AIB Fellows Senior Faculty Consortium panelist for several years
- Co-Chair, Distinguished Scholarly Contribution Award Committee, IACMR, 2015-2016
- Academic Advisory Board, IACMR, 2014-
- Center for China & Globalization, Beijing, China, Academic Expert (courtesy), 2012-
- SKOLKOVO Institute for Emerging Market Studies, Senior Research Fellow (courtesy)
- CEIBS Centre for Emerging Market, Senior Research Fellow (courtesy)
- International Educator of Year Award Committee, AIB, 2011-12
- China National Natural Science Foundation Final Review Committee, 2011-2013
- Research Advisory Committee, Guanghua Leadership Institute, Peking U., 2010-
- Academic Advisory Board, Fudan Premium Fund for Management, 2010-
- Award Selection Committee, Fudan Premium Fund for Management, 2010-
- Director (courtesy), Center for Business Studies, Xi'an Jiaotong University, 2010-2011
- Faculty mentor, AIB 2009 Junior Faculty Consortia, San Diego, 2009
- Referee, Harvard Business Review (Chinese edition) Executive Award, 2009, 2008, 2007
- Faculty Director, IACMR Workshop in Dissertation, 2007
- IACMR: Various committees (e.g., Research Award, Executive Award, Nomination)
- Vice President, China Jiangsu Provincial Marketing Association, 1989-1992

### **Conference Presentations** (AOM, AIB and SMS only; other conferences omitted)

- Huang, C. & Luo, Y. Patent premium for foreign firms innovating in weak intellectual property emerging markets. AOM 2020 virtual annual meeting
- Bu, J. & Luo, Y. Learning from foreign acquirers in your backyard: An analysis of EMNEs' cross-border acquisition completion. AIB 2019, Copenhagen
- Bu, J. & Luo, Y. A longitudinal study of MNE innovation enhancement at home via cross-border acquisitions. AIB 2019, Copenhagen
- Luo, Y. Digitization, ecosystems and MNE strategies. PDW Panelist, AOM 2019, Boston
- Bu, J. & Luo, Y. A longitudinal study of MNE innovation enhancement at home via cross-border acquisitions. AOM 2019, Boston
- Maksimov, V. & Luo, Y. An East-West approach to structural ambidexterity. SMS Special Conference, Frankfurt, Germany, June 2019
- Bu, J. & Luo, Y. Learning from Inbound Foreign Acquirers to Reach Global, AOM 2019, Boston
- Luo, Y. Future research on global corporate governance. AOM, 2018 Annual Meeting, Chicago
- Wang, S., Luo, Y. & Bu, J. How much does host country public service matter? A longitudinal analysis of sixty-two developing countries. AIB 2017 Annual Meeting, Dubai, UAE.

- Zhang, H., Luo, Y., Bruton, G. & Maksimov, V. The role of business entertainment in emerging economies: A gray social capital perspective. SMS 2017 Annual Meeting, Houston.
- Luo, Y. & Bu, J. When EMNEs are more risk-taking? AOM 2017 Annual Meeting, Atlanta.
- Bu, J., Luo, Y., Cuervo-Cazurra, A. & Wang, S. Strategies of foreign firms to overcome infrastructure deficiencies in developing economies. AOM 2017 Annual Meeting, Atlanta.
- Luo, Y., Bu, J. & Gnyawali, R. Co-opetition, Capabilities, and Environments: How Do They Work Together in Shaping Firm Performance? AOM 2016 Annual Meeting, Anaheim, CA.
- Bruton, G., Luo, Y., Zhang, H. Business entertainment in emerging markets. AOM 2016 Annual Meeting, Anaheim, CA
- Bruton, G., Luo, Y., Zhang, H. How gray capital works in foreign emerging markets: The case of business entertainment, AIB 2016 Annual Meeting, New Orleans.
- Luo, Y. Career development and next decade IM research. AOM 2015 IM Junior Faculty Consortium, Vancouver.
- Luo, Y. Bu, J. & Maksimov, V. A dialectical process view of cultural diversity and geographic diversity for emerging market MNEs. AOM 2015 Annual Meeting, Vancouver
- Wang, S. & Luo, Y. A behavioral learning framework of how emerging economy enterprises upgrade capabilities. AOM 2015 Annual Meeting, Vancouver
- Wang, S. & Luo, Y. Institutional change and firm upgrading speed in emerging economies. AOM 2015 Annual Meeting, Vancouver
- Luo, Y. & Bu, J. How valuable is information and communication technology? A study of emerging economy enterprises. AIB 2015 Annual Meeting, Bangalore
- Luo, Y., Bu, J. & Maksimov, V. How cultural diversity and geographic diversity work for emerging market MNEs. AIB 2015 Annual Meeting, Bangalore
- Luo, Y., Wang, S., Celly, N., Sun, J. A temporal ambidexterity view towards emerging market firms. AOM 2014 Annual Meeting, Philadelphia
- Luo, Y., Maksimov, V., Sun, J., Wang, S. From imitation to imutation: Conditions and Consequences. AOM 2014 Annual Meeting, Philadelphia
- Luo, Y. and Maksimov, V. International springboard by emerging market enterprises: A contextual perspective. AIB 2014 Annual Meeting, Vancouver
- Huang, Y. Luo, Y. Liu, Y. How does justice matter in achieving buyer–supplier relationship performance? The JOM Jack Meredith Best Paper Finalist Presentation, AOM 2013 Annual Meeting, Orlando
- Luo, Y. Panelist and advisor of IM Division Doctoral Consortium. AOM 2013 Annual Meeting, Orlando
- Luo, Y. Pro-market reforms and global competition. AOM 2013 Annual Meeting, Orlando
- Maksimov, V., Luo, Y., & Wang, S.L. Social entrepreneurship in BOP countries. AIB 2013 Annual meeting, Istanbul, Turkey
- Wang, S.L., Luo, Y., & Maksimov, V. Strategic entry or strategic exit? International presence by emerging economy enterprises. AIB 2013 Annual meeting, Istanbul, Turkey
- Maksimov, V., Luo, Y., & Wang, S.L. Firm transitioning during environmental transition: The case of promarket reform in Eastern Europe. AIB 2013 Annual meeting, Istanbul, Turkey
- Wang, S. L., & Luo, Y. A co-evolutionary view towards how emerging market firms catch up. 2013 Inaugural Paul R. Lawrence Conference: Connecting Rigor and Relevance in Institutional Analysis, hosted by Harvard Business School, Boston, MA, USA.
- Luo, Y., Maksimov, V., Wang, S.L. 2012. Founding Conditions, Promarket Transformation, and Firm Competitiveness: A Closer Look at Entrepreneurial Enterprises in Emerging Economies. AOM Annual Meeting, Boston, USA.



- Zheng, Q., Luo, Y. and S. L. Wang. 2012. Moral Degradation, Business Ethics, and Corporate Social Responsibility in a Transition Economy. AOM Annual Meeting, Boston, USA.
- Maksimov, V., Luo, Y., Wang, S.L. 2012. : Social Entrepreneurship in BOP Countries. AIB Annual Meeting, Washington DC, USA.
- Jayaraman, V., Wang, S.L., Luo, Y., Paulraj, A. 2012. Information Processing Competency in Global Service Delivery: An Empirical Analysis of Knowledge Process Outsourcing in Service Supply Chains. AIB Annual Meeting, Washington, DC, USA.
- Luo, Y., Lu, S.C., Lu, X., & Sun, J. 2011. Autonomy design by market-seeking emerging market multinationals: An amended information processing perspective. AIB Annual Meeting, Nagoya, Japan
- Luo, Y., & Lu, S.C. .2011. How much does home country matter? A holistic study on outward FDI by developing-country multinational companies. SMS Annual Meeting, Miami, USA
- Luo, Y., & Lu, S.C., Lu, X., & Sun, J. 2011. Parent-subsidiary links in autonomy by emerging market multinationals. AOM Annual Meeting, San Antonio, USA
- Zhong, B., Gong, Y., Luo, Y., Xiao, Z. & Zhao, S. 2011. CEO organizational identification, inter-party cooperation and international joint venture performance. AOM Annual Meeting, San Antonio, USA.
- Luo, Y. and S. Lu. 2010. Deciding to go global: A multilevel investigation of outward FDI by emerging economy enterprises. Academy of International Business, Rio, Brazil.
- Luo, Y., V. Jayaraman and S. Lu. 2010. Business process offshoring in emerging markets: Unique properties and operational modes. Academy of International Business, Rio, Brazil.
- Luo, Y., Y. Liu, Y. Zhao and Y. Huang. 2010. How fairness matters? Path analysis of justice in channel cooperation. Academy of Management, Montreal, Canada.
- Luo, Y., S. Lu, Q. Zheng and V. Jayaraman. 2010. Task nature and process integration in BPO: Evidence from India and China. Academy of Management, Montreal, Canada.
- Shenkar, O. and Y. Luo. 2008. Cultural friction in international management research. Academy of Management, Anaheim.
- Wu Z. and Y. Luo. 2007. Keeping international joint ventures profitable and competitive: A dynamic capability perspective. Academy of Management, Philadelphia
- Wu Z. and Y. Luo. 2007. A dynamic capability perspective toward the development of international joint ventures. Academy of International Business, Indianapolis.
- Gong, Y., O. Shenkar, Y. Luo & M. Nyaw. 2005. Number of partners and IJV performance: The mediating role of contract completeness and partner cooperation. Academy of Management, Hawaii.
- Luo, Y. 2005. International Expansion of Emerging Market Businesses. Academy of International Business, Quebec City.
- Luo, Y. and S. Park. 2001. Toward a multi-party perspective of cooperation in international joint ventures. Academy of Management, Washington DC.
- Gong, Y., O. Shenkar, Y. Luo and M-K Nyaw. 2000. Role conflict and ambiguity of CEOs in International Joint Ventures. Academy of Management, Toronto.
- Luo, Y. 2000. Emerging Issues in Foreign Direct Investment in China. Academy of International Business, Phoenix, Arizona.
- Luo, Y. 2000. Transactional characteristics, institutional environment, and contractual attributes in international joint ventures. Academy of International Business, Phoenix, Arizona.
- Luo, Y. 1999. Entry mode selection during international expansion: The case of MNEs in an emerging market. Academy of Management, Chicago.

- Luo, Y., O. Shenkar and M-K Nyaw. 1999. Contract completeness in international joint ventures: An empirical analysis of its contingencies and consequences. Academy of International Business, Charleston, South Carolina.
- Luo, Y. and Sam Park. 1998. Guanxi and organizational dynamics: Organizational networking in Chinese firms. Academy of International Business, Vienna, Austria.
- Luo, Y. 1998. Timing of investment and international expansion performance. Academy of Management, San Diego.
- Peng M. and Y. Luo. 1998. Managerial ties and firm growth in an emerging economy. Academy of Management, San Diego.
- Luo, Y. and S-H. Park. 1998. Organizational dynamics and guanxi network. Academy of Management, San Diego.
- Luo, Y. 1997. Behavior and performance of emerging market multinationals in China: Review and analysis. Academy of Management, Boston.
- Luo, Y. 1997. Search for fit and synergy in U.S.-China joint ventures. Academy of Management, Boston.
- Luo, Y. 1996. Partner selection and international joint venture performance: Chinese evidence. Academy of Management, Cincinnati.
- Luo, Y. 1996. Linking industry structure to the performance of international joint ventures in China. Academy of Management, Cincinnati.
- Luo, Y. and F. Sadrieh. 1996. An investigation of industry and firm structural characteristics in international strategic alliance performance: Evidence from China. Academy of Management, Cincinnati.
- Luo, Y. and F. Sadrieh. 1996. An empirical analysis of strategic orientation in international strategic alliance performance in a transitional Economy. Academy of International Business, Banff, Canada.
- Luo, Y. 1996. Industry structure and international joint venture performance: Lessons from China. Academy of International Business, Banff, Canada.
- Luo, Y. 1996. Third world multinationals in China: A comparative analysis of their investment behavior and performance relative to Western MNEs. Academy of International Business, Banff, Canada.
- Luo, Y. and M. Chen. 1995. An investigation of corporate and business level determinants affecting international joint ventures in China. Academy of International Business, Seoul, South Korea.
- Luo, Y. 1995. The critical business and investment strategy variables affecting joint venture performance: Lessons from China. Academy of Management, Vancouver, British Columbia.
- Luo, Y. and F. Sadrieh. 1995. International joint venture control and performance: An integrated model. Academy of Management, Cleveland, Ohio.
- Junkunc, M. Jayaraman, V. and Luo, Y. 2008. Governance and integration in knowledge process offshoring. Strategic Management Society, Hyderabad, India, December, 2008
- Luo, Y. 1994. The strategic factors affecting the performance of international joint ventures in China. 14th International Conference of SMS, September 20-23, 1994, Jouy-en-Josas, France.
- Luo, Y. and F. Sadrieh. 1994. Business strategy and performance of international joint ventures in China. 14th International Conference of SMS, September, Jouy-en-Josas, France.

### **Keynote/Guest Speeches** (partial list)

- 125. Digital strategy & springboard strategy. Guest speaker, U. of Reading IB masterclass, 11/20
- 124. Organizing global operations during the pandemic crisis. Virtual, 5<sup>th</sup> EMIC, Stockholm U., 05/20
- 123. How to bolster strategic resilience during extreme disruptions. Virtual talk, Fudan U., 04/20

122. A loose coupling view toward strategic resilience. UM virtual seminar, 03/20
121. Theory enrichment in management research. Nottingham U. (Ningbo), 12/19
120. The future of business schools. Zhejiang U. School of Management, 12/19
119. Why business students need strategic insights. Sun Yat-Sen Business School, 11/19
118. The future of business school faculty. Fudan U. School of Management, 11/19
117. Institutional complexity facing EM MNEs. UT Dallas Conference on Emerging Markets, 05/19
116. Managing in a volatile world. 2019 SYSBS Int'l Symposium, 06/19
115. Strategies, institutions and internationalization. Tianjin University, 06/19
114. Next frontiers for international business research. Renmin University, 06/19
113. Next frontiers for Chinese management research. Renmin University, 06/19
112. Assessing institutional complexity. U. of Macau, 05/19
111. Rethinking IB theories from digitization. U. of Navarra, Pamplona, Spain, 02/19
110. Critical issues on international entrepreneurship in a digital world. SYSBS, Guangzhou, 12/18
109. Drafting theoretical contributions and discussions. Fudan U., 12/18
108. Theorizing Chinese management. Beijing, Natural Science Foundation of China, 03/18
107. Rethinking IB theories from global connectivity. CEIBS, Shanghai, 12/17
106. Global knowledge management for MNEs. 2017 SYSBS Int'l Symposium, Guangzhou, 12/17
105. Crafting IB publications. 2017 AIB Annual Meeting, JIBS PDW, Dubai, UAE, 07/17
104. Home effects for EMNEs. Global Strategy and Emerging Markets Conference, Boston, 06/17
103. Comonovation advantages. China Innovation & Global Integration Conference, Beijing, 05/17
102. Digitized globalization and future IB research. AIB-LAT, Lima, Peru, 03/17
101. Frontier issues in global strategy research. Universidad Adolfo Ibáñez, Santiago, Chile, 03/17
100. Organizational behavior under global connectivity. SYSBS Int'l Symposium, Guangzhou, 12/16
99. From composition to innovation for Asian firms. SMS Conference, Hong Kong, 12/16
98. Comonovation strategy for emerging market firms. Fudan Global Leadership Forum, 11/16
97. Frontiers and future of IB research. WU (Vienna U. of Eco. & Business), 11/16
96. Global connectivity and international management, Int'l business conference, Prague, 11/16
95. Linking oriental philosophies and Western management theories. SYSBS Int'l PDW, 06/16
94. Emerging issues for emerging market research. UM GSEM Conference, Miami, 01/2016
93. Emerging markets and international strategy, SYSBS, Guangzhou, 12/15
92. Global new normal s and frontier IB research. Fudan U., Shanghai, 06/15
91. How to conduct revise and resubmission. Fudan U., Shanghai, 06/15
90. International competitiveness of Chinese firms. Global Business Forum, Guangzhou, 03/15
89. Dilemmas & directions for Chinese management research. Chinese Academy of MGT, Guangzhou, 11/14
88. Sustainability, institutions and emerging economies. AIB-SE AIB Fellows Panel, Miami, 10/14
87. Water metaphor in Chinese management. Distinguished Scholars Forum, Jiling U., 08/14
86. Amalgamation (合) theory for Chinese businesses. China's Natural Sci. Foundation, Jiling U., 08/14
85. Designing research and career ambi-culturally. AOM Annual Meeting (CMSC), Philadelphia, 08/14
84. Research career and scholarly contributions. IACMR Bi-Annual Meeting, 06/14, Beijing
83. Innovating business models for global competition. Int'l Management Symposium, SYSBS, 12/13
82. Strategy, competence and growth. Guangzhou Industrial & Commercial Federation, 08/13
81. Innovation and transcending of Chinese firms. SYSU Global Business Forum, Guangzhou, 06/13
80. On the ambidexterity of Chinese business growth. SYSBS MBA Master's Forum, 07/13
79. Rethinking competitive advantages from the composition-based view, SYSBS EMBA Forum, Zhuhai, 06/13
78. Future research on guanxi and networks. Int'l Conference on Social networks, Xian, 07/13
77. Investing beyond borders. Financial Times/Ignites & Aberdeen Event Series, Miami, 04/30/13
76. Market design and firm strategies. 4<sup>th</sup> Nobel Laureates Forum (Alvin Roth), Fushan, 03/13

75. Critique and directions on international management research. Royal Holloway, U. of London, 03/13
74. The China way of management. Ross School of Business & CCS, U. of Michigan, 03/13
73. The unique Chinese management system: A *he* (合) perspective. CSCC & Wharton, U. of Penn, 02/13
72. International competitiveness of Chinese firms. SYSBS CEO Forum, 12/12
71. A theory of *he* (合) in Chinese management. SMS China Conference, 12/12
70. Building Chinese management theory. China Natural Science Foundation Special Conference, Guangzhou, 12/12
69. A theory of amalgamation (合) for Chinese firms. 8<sup>th</sup> Int'l Conference on Family Business, China, 11/12
68. International competitiveness of Chinese firms. SYSBS DBA Seminar, 11/12
67. How ordinary firms with ordinary resources grow? National Taiwan U., 06/12
66. Building global brands by Chinese firms: An odyssey journey. Global Brands Summit, Guangzhou, 06/12
65. Future of China's universities in an epoch of globalization. SYSU, 06/12
64. Country, regional and firm competitiveness. Guangdong provincial government, 07/12
63. Where will international management research go? Royal Holloway, U. of London, 05/12
62. Composition-based view toward firm growth. U. of Cambridge, Judge Business School, 05/12
61. Interfaces between strategy, international business and entrepreneurship (SYSBS, 12/11)
60. What are next emergent fields in strategy and IB? (Fudan, 12/11)
59. A learning curve of int'l accreditation for Chinese business schools (Shanghai, 12/11)
58. Research on Chinese multinationals: Road ahead (Harvard, 10/11)
57. Frontier research on emerging market MNEs (Hong Kong U., 07/11)
56. Doctoral seminar on frontier issues in global strategy (Hong Kong U., 06/11)
55. Ambidexterity as a new perspective for Chinese management (Jilin U., 07/11)
54. Frontier topics on internationalization of Chinese firms (Zhejiang U., 06/11)
53. Transforming Chinese firms: A composition view (Global Bus. Forum, Guangzhou, 06/11)
52. Theory development and extension in management (Cisco-Peking U Workshop, 03/11)
51. Beyond internationalization (AMBA Asia Pacific Conference for Deans, Guangzhou, 12/10)
50. Future research on social network (Social network conference, Guangzhou, 12/10)
49. Future research on entrepreneurship & growth (Entrepreneurship conference, GZ, 12/10)
48. Strategy, environment and performance (SYSBS, 12/10)
47. Global strategy: Research and practice (Business School, UM, 11/10)
46. Frontier issues in international business research (Sun Yat-Sen U., 09/10)
45. Developing country MNEs: What can we learn from them (PDW panelist, AOM, 08/10)
44. Social capital and entrepreneurship in emerging economies (PDW panelist, AOM, 08/10)
43. Sustaining scholarship excellence in a global academy (PDW panelist, AOM, 08/10)
42. Management research methods (Ministry of Education Summer Workshop, Xian, 07/10)
41. Learning to publish in mainstream journals (Southwest U. of Eco & Finance, China, 07/10)
40. Future research on global strategy (National Taiwan U., Taiwan, 06/10)
39. A strategic view toward sustainable growth of Chinese firms (Fudan U., 07/10)
38. Frontier studies on emerging economy enterprises (Xi'an Jiaotong U., 06/10)
37. Emerging research issues on emerging markets (Strategy Symposium, Rice U. 04/10)
36. Frontier issues in emerging market-related global strategy (IBRF 2010, Temple U. 04/10)
35. Research on global strategy: What are frontier issues? (Peking U. June 2009)
34. Research methods on management (Tsinghua U., June 2009)
33. Frontier research agenda in international management (Fudan U., June 2009)
32. Int'l management in an epoch of global competition (Faculty Senate Research Award ceremony, UM, 05/09)
31. A strategic management view toward product recall (IACMR, Guangzhou, 06/2008)
30. An ambidexterity theory toward Chinese enterprises (IACMR, Guangzhou, June 2008)
29. Frontier research in strategy/international business (Nanjing U. July 2008)

28. New theoretical perspectives toward firm growth in China (Fudan U. June 2008)
27. Co-evolution and co-competence for Chinese enterprises (Xian Jiaotong U. 06/2008)
26. How to develop theory and hypotheses (IACMR, Guangzhou, July 2007)
25. Theory development in management research (Xian Jiaotong University, May 2007)
24. Publishing in mainstream journals as a learning curve (Fudan University, 06/2007)
23. Frontier theories and topics in international management (Fudan U., June 2007)
22. What constitutes a theory in organization and management (Fudan U. June 2007)
21. Marketing and Management Research in China (Fudan U., Shanghai, 11/2006)
20. Strategy for Chinese Firms (Xian Jiaotong U, 10/2006)
19. Internationalization of Chinese Enterprises (U. of Hong Kong, 10/2006)
18. Asian Marketing Research Forum (U. of Hong Kong, 7/2006)
17. New MNCs in China (IACMR, Nanjing, 7/2006)
16. Asian Business Forum of Denmark (Copenhagen, 6/2005)
15. Challenges in Chinese Management Research (IACMR, Beijing, 7/2004)
14. Contract completeness in IJVs (IMD, June/2001)
13. International Business Research Forum (Temple U., 06/2000)
12. Environment, experience and efficiency: Learning effect for MNEs (HKUST, June 1999)
11. Strategic shifts for MNCs in China (Chinese U. of HK, June 1999)
10. Chinese management research: Current status and future directions (City U. of HK, 06/99)
9. Workshop, China's WTO Delegation (4/1999, Honolulu)
8. Workshop, The Zhuhai Government Delegation (Honolulu, 10/1998)
7. Workshop, China's State Council's Planning Commission (Honolulu, 6/1998)
6. Kepco Executive Workshop (Honolulu, 7/1997)
5. The Taiwan Province Delegation (Honolulu; 6/1997)
4. POSCO of Korea (5/1996 & 8/1996 Honolulu)
3. Shanghai Medical and Health Products Import & Export Corp. (Shanghai 3/1988)
2. China Medical and Health Products Import & Export (Group) Corp. (Beijing, 9/1987)
1. China Petrochemicals Import & Export Group Corp. (Beijing, 7/1987)

### Teaching (UM since 2000)

- Strategic Management (MGT 401-undergraduate)
- Strategic Management (MGT 658-MBA)
- Strategic Management (MGT 658-EMBA)
- Corporate Strategy & Organization (MGT 677 – MBA/MS)
- Management of Multinational Enterprises (MGT 659 -MBA)
- Global Corporate Strategy (MGT 498/598-undergraduate)
- Digital Global Strategy (MGT 605 – MBA)
- International Management (MGT 691-graduate)
- Doing Business in China (MGT698-MBA)
- Theories in Management and Organization (MGT692 – Ph.D)
- Theories and Research in International Business (MGT693 – Ph.D)
- Theories and Research in Strategic Management (MGT 694 – Ph.D)
- Theories and Research on Emerging Economies (MGT 695 – Ph.D)

### Executive Education

- Global business strategies for the digital age
- International Management
- Strategic Entrepreneurship
- Management of Multinational Enterprises
- Doing Business in China
- Strategic Management
- Global Strategy
- Cross-cultural Management
- Strategy and Innovation
- Business Policy and Strategy in Healthcare Sector
- International Business in Emerging Markets

**University Service** (UM since 2000; partial list)

- Co-Chair, MBS Research Cluster on Global Operations
- MBA Redesign Committee
- School Strategy Steering Committee
- School Research Committee
- School Tenure & Promotion Committee
- Endowed Chair Search Committee, UM business school
- Chair, Faculty Senate Research Excellence Committee
- Faculty Senate Research Excellence Committee
- University Academic Personnel Board (APB)
- Provost Scholarly Activity Award Committee
- School Dean Search Committee
- School Research Award Committee

Services at University of Hawaii (1996-2000; partial list)

- Faculty Director, China-Focused MBA
- Regents' Research Excellence Committee
- Ph.D Director, Management Department
- University's China Initiatives Committee

**Global Academic Community Service** (partial list)

- Advisory board, Sun Yat-Sen University (2014-2017)
- International advisory board, Fudan U. School of Management
- International advisory board, UIBE Business School
- International dean, Sun Yat-Sen University Business School (2011-2014)
- Ho's Education Foundation Board of Trustees (Hong Kong)
- Strategic advisory board & honorary professor, Sun Yat-Sen Business School
- Advisory board, Lingnan University (Hong Kong Institute of Business Studies)
- International media contributions (FT, NY Times, WSJ, EIU, VOA, China Daily, etc.)

**Doctoral Advising & Dissertation Committee**

Chief Advisor at UM:

Stephanie L. Wang (faculty at Indiana University, Bloomington, 2015)  
Vladislav Maksimov (faculty at U. of North Carolina, Greensboro, 2016)  
Juan Bu (faculty at Indiana University, Bloomington, 2018)

Dissertation committee member at UM: List omitted (near a dozen)

External committee member for doctoral students at the following schools: Cambridge, Rutgers, Tel Aviv U, National U. of Singapore, U of Western Ontario, etc.

**Peer Review Team (PRT) member for international accreditation of business schools**

- University of Hong Kong Faculty of Business & Economics – EFMD/EQUIS reaccreditation, 04/14
- Xiamen University School of Management – EFMD/EQUIS accreditation, 04/13
- Simon Frazer University Beedie School of Business – 7-year external review, 03/14