

PUBLICATIONS

Organization Theory

Priem, R. L., Wenzel, M., & Koch, J. "Demand-Side Strategy and Business Models: Putting Value Creation for Consumers Center Stage." *Long Range Planning*, 2018, 51: 22-31.

Tantalo, C. & Priem, R. L. "Value Creation through Stakeholder Synergy." *Strategic Management Journal*, 2016, 37: 314-329.

Siqueira, A. C., Priem, R. L. & Parente, R. "Demand-side Perspectives in International Business: Themes and Future Directions." *Journal of International Management*, 2015, 21: 261-266.

Priem, R. L., Butler, J. E. & Li, S. "Toward Reimagining Strategy Research: Retrospection and Prospection on the 2011 AMR Decade Award Article." *Academy of Management Review*, 2013, 38: 471-489.

Garg, V. K., Priem, R. L. & Rasheed, A. A. "A Theoretical Explanation of the Cost Advantages of Multi-unit Franchising." *Journal of Marketing Channels*, 2013, 20: 52-72.

Priem, R. L. & Swink, M. "A Demand-side Perspective on Supply Chain Management." *Journal of Supply Chain Management*, 2012, 48(2): 7-13.

Ye, G., Priem, R. L. & Alshwer, A. "Achieving Demand-side Synergy from Strategic Diversification: How Combining Mundane Assets Can Leverage Consumer Utilities." *Organization Science*, 2012, 23: 207-224.

Received *Emerald* Citation of Excellence, 2015.

Priem, R. L., Li, S. & Carr, J. "Insights and New Directions from Demand-side Approaches to Technology Innovation, Entrepreneurship and Strategic Management Research." *Journal of Management*, 2012, 38: 346-374.

Priem, R. L., Walters, B. A. & Li, S. "Decisions, Decisions! How Judgment Policy Studies Can Integrate Macro and Micro Domains in Management." *Journal of Management*, 2011, 37: 553-580.

Madhok, A., Li, S. & Priem, R. L. "The Resource-based View Revisited: Comparative Firm Advantage, Willingness-Based Isolating Mechanisms and Competitive Heterogeneity." *European Management Review*, 2010, 7: 91-100.

Priem, R. L. "A Consumer Perspective on Value Creation." *Academy of Management Review*, 2007, 32: 219-235.

Garg, V. K., Rasheed, A. M. & Priem, R. L. "Explaining Franchisors' Choices of Organizational Forms within Franchise Systems." *Strategic Organization*, 2005, 3: 185-217.

Priem, R. L. "'The' RBV: Great Wall or Berlin Wall?" *Academy of Management Review* (dialogue), 2001, 26: 499-501.

Priem, R. L., & Butler, J. E. "Is the Resource-based 'View' a Useful Perspective for Strategic Management Research?" *Academy of Management Review*, 2001, 26: 22-40.

Received the *Academy of Management Review* "Decade Award," 2011.

Reprinted in *Fundamentals of Business Strategy*, Augier & Teece (Eds.), Sage Publications, 2008.

Priem, R. L., & Butler, J. E. "Tautology in the Resource-based View and the Implications of Externally Determined Resource Value: Further Comments." *Academy of Management Review*, 2001, 26: 57-66.

Priem, R. L., Rasheed, A. M. A., & Amirani, S. "Alderson's Transvection and Porter's Value System: A Comparison of Two Independently-Developed Theories," *Journal of Management History*, 1997, 3: 145-165.

Reprinted in *A Twenty-First Century Guide to Aldersonian Marketing Thought*, Wooliscroft, Tamilia & Shapiro (Eds.), Springer, 2006, 379-404.

Priem, R. L. "Industrial Organization Economics and Alderson's General Theory of Marketing," *Journal of the Academy of Marketing Science*, 1992, Special Theory Issue, Shelby Hunt (Ed.), 20: 135-141.

Top Manager Decision Making

Goranova, M., Priem, R. L., Ndofor, H. A., & Trahms, C. "Is There a 'Dark Side' to Monitoring? Board and Shareholder Monitoring Effects on M&A Performance Extremeness." *Strategic Management Journal*, 2017, 38(11): 2285-2297.

Hou, W., Priem, R. L. & Goranova, M. "Does One Size Fit All? Investigating Pay-Future Performance Relationships over the 'Seasons' of CEO Tenure." *Journal of Management*, 2017, in press.

This article was selected as a "Research Brief" (a brief, non-technical summary of a study, in this case for a managerial audience of Fortune 500 CEOs, CHROs and Board Members) distributed by the Center for Executive Succession at the Darla Moore School of Business, The University of South Carolina (CES RB 9.9.2015-011).

Krause, R. A., Priem, R. L. & Love, L. G. "Who's In Charge Here? Co-CEOs, Power Gaps and Firm Performance." *Strategic Management Journal*, 2015, 36: 2099-2110.

This article was the topic of the Strategy+Business Blog recent research section on "Who's the Boss," Summer 2016/ Issue 83.

Hou, W., Li, S. & Priem, R. L. "How Do CEOs Matter? The Moderating Effects of CEO Compensation and Tenure on Equity Ownership in International Joint Ventures." *Journal of International Management*, 2013, 19(2): 138-151.

Liang, X., Ndofor, H. A., Priem, R. L. & Picken, J. "Top Management Team Communication Networks, Environmental Uncertainty, and Organizational Performance: A Contingency View." *Journal of Managerial Issues*, 2010, XXII: 436-455.

Ndofor, H. A., Priem, R. L., Rathburn, J. & Dhir, A. "What Does the New Boss Think? How Cognitive Maps Affect the Magnitude and Effectiveness of Change Following Executive Succession." *The Leadership Quarterly*, 2009, 20: 799-813.

Wu, S., Levitas, E. & Priem, R. L. "CEO Tenure and Company Invention under Differing Levels of Technological Dynamism." *Academy of Management Journal*, 2005, 48: 859-873.

Arendt, L. A., Priem, R. L. & Ndofor, H. A. "A CEO-Adviser Model of Strategic Decision Making." *Journal of Management*, 2005, 31: 680-699.

Voges, K. E., Priem, R. L., Shook, C. L. & Shaffer, M. "A Taxonomy of the Uncertainty Sources Perceived by Public Sector Managers in Hong Kong." *International Journal of Organizational Theory and Behavior*, 2004, 7 (1): 1-21.

Garg, V., Walters, B. A., & Priem, R. L. "Chief Executive Scanning Emphases, Environmental Dynamism and Manufacturing Firm Performance." *Strategic Management Journal*, 2003, 24: 725-744.

Selected as a "research translation" (a brief, non-technical summary of a study for a managerial audience) in the *Academy of Management Executive*, 2003, 17: 149-151.

Priem, R. L., Love, L. G., & Shaffer, M. "Executive Perceptions of Environmental Uncertainty Sources: A Taxonomy and Underlying Dimensions." *Journal of Management*, 2002, 28: 725-746.

Love, L. G., Priem, R. L., & Lumpkin, G. T. "Coordinating Strategy Implementation by Explicitly Articulating Strategic Intent." *Journal of Management*, 2002, 28: 611-628.

Yip, W-K. F., Priem, R. L., & Cycyota, C. S. "The Performance Effects of Human Resource Managers' and Other Middle Managers' Involvement in Strategy Making Under Different

Business-Level Strategies: The Case in Hong Kong." *International Journal of Human Resources Management*, 2001, 12: 1325-1346.

Priem, R. L., Lyon, D. W., & Dess, G. G. "Inherent Limitations of Demographic Proxies in Top Management Team Heterogeneity Research." *Journal of Management*, 1999, 25: 935-953.

Dess, G. G. & Priem, R. L. "Consensus-Performance Research: Theoretical and Empirical Extensions," *Journal of Management Studies*, 1995, 32: 401-417.

Priem, R. L., Rasheed, A. M. A., & Kotulic, A. "Rationality in Strategic Decision Processes, Environmental Dynamism, and Firm Performance," *Journal of Management*, 1995, 21: 913-929.

Priem, R. L. & Price, K. H. "Process and Outcome Expectations for the Dialectical Inquiry, Devil's Advocacy and Consensus Techniques of Strategic Decision Making," *Group and Organization Studies*, 1991, 16: 206-225.

Priem, R. L. "Top Management Team Group Factors, Consensus and Firm Performance," *Strategic Management Journal*, 1990, 11: 469-478.

Top Manager Judgements (cognitions)

Priem, R.L. and Rosenstein, J. "Is organization theory obvious to practitioners? A test of one established theory." *Organization Science*, 2000, 11(5): 509-524.

Priem, R. L., Harrison, D. A. & Muir, N. K. "Structured Conflict and Consensus Outcomes in Group Decision Making," *Journal of Management*, 1995, 21: 691-

Priem, R. L. & Harrison, D. A. "Exploring Strategic Judgment: Methods for Testing the Assumptions of Prescriptive Contingency Theories," *Strategic Management Journal*, 1994, 15: 311-324.

Priem, R. L. "Executive Judgment, Organizational Congruence, and Firm Performance," *Organization Science*, 1994, 5: 421-437.

Reprinted in *Cognition Within and Between Organizations*, Porac, Meindl & Stubbart (Eds.), Sage Publications, 1996, 112-141.

Priem, R. L. "An Application of Metric Conjoint Analysis for the Evaluation of Top Managers' Individual Strategic Decision Making Processes," *Strategic Management Journal*, 1992, 13 (Summer): 143-151.

Ethics in Business Decision-Making

Ndofor, H., Wesley, C. & Priem, R. L. "Providing CEOs with Opportunities to Cheat: The Effects of Complexity-based Information Asymmetries on Financial Reporting Fraud." *Journal of Management*, 2015, 41: 1774-1797.

This article was selected as a "Research Brief" (a brief, non-technical summary of a study, in this case for a managerial audience of *Fortune 500* CEOs, CHROs and Board Members) distributed by the Center for Executive Succession at the Darla Moore School of Business, The University of South Carolina (CES RB 9.9.2015-011).

O'Connor, J., Priem, R. L., Coombs, J. & Gilley, K. M. "Do CEO Stock Options Prevent or Promote Fraudulent Financial Reporting?" *Academy of Management Journal*, 2006, 49: 483-500.

Featured article on *Economist.com* "What's in the Journals?" July 31, 2006.

Zahra, S., Priem, R. L. & Rasheed, A. M. A. "The Antecedents and Consequences of Top Management Fraud." *Journal of Management*, 2005, 31: 803-828.

Priem, R. L., & Shaffer, M. "Resolving Moral Dilemmas in Business: A Multi-Country Study." *Business & Society*, 2001, 40: 197-220.

Priem, R. L., Love, L. G., & Shaffer, M. "Industrialization and Values Evolution: The Case of Hong Kong and Guangzhou, China." *Asia Pacific Journal of Management*, 2000, 17: 473-492.

Priem, R. L., Worrell, D., Walters, B., & Coalter, T. "Moral Judgment and Values in a Developed and a Developing Nation: A Comparative Analysis," *Journal of Business Ethics*, 1998, 18 (1): 37-47.

Daboub, A. J., Rasheed, A. M. A., Priem, R. L., & Gray, D. A. "Top Management Team Characteristics and Corporate Illegal Activity," *Academy of Management Review*, 1995, 20: 138-170.

Entrepreneurship & Family Business

Priem, R. L. & Alfano, F. "Setting New Directions for the Management Discipline through Family Business Research." *Journal of Family Business Strategy*, 2016, 7: 58-62.

Ndofor, H. A. & Priem, R. L. "Immigrant Entrepreneurs, the Enclave Strategy and Venture Performance." *Journal of Management*, 2011, 37: 790-818.

Walters, B. A., Priem, R. L., & Shook, C. L. "Small Business Manager Scanning Emphases and the Dominant Logic of the Business-Level Strategy." *Journal of Small Business Strategy*, 2005, 15(2): 19-32.

Shook, C. L., Priem, R. L., & McGee, J. E. "Venture Creation and the Enterprising Individual: A Review and Synthesis." *Journal of Management*, 2003, 29: 379-399.

Trust Within and Between Organizations

Bachmann, R., Gillespie, N. & Priem, R. L. "Repairing Trust in Organizations and Institutions: Toward a Conceptual Framework." *Organisation Studies*, 2015, 36: 1123-1142.

Most read articles, *Organisation Studies*, February-May, 2016.

Priem, R. L. & Nystrom, P. C. "Exploring the Dynamics of Workgroup Fracture: Common Ground, Trust-with-Trepidation and Warranted Distrust." *Journal of Management*, 2014, 40: 764-795.

Leung, W. O., Liang, X., Priem, R. L. & Shaffer, M. "Top Management Team Trust, Behavioral Integration and the Performance of International Joint Ventures." *Journal of Asia Business Studies*, 2013, 7(2): 99-122.

Practitioner and Case Research

Priem, R. L. "Toward Becoming a Complete Teacher of Strategic Management." *Academy of Management Learning & Education*, 2018, in press.

Zahra, S., Priem, R. L. & Rasheed, A. M. A. "Understanding the Causes and Effects of Top Management Fraud." *Organizational Dynamics*, 2007, 36(2): 122-139.

Priem, R. L. "Let's Make Special Issues 'Special' Once Again." *Journal of Management Inquiry*, 2007, 16: 246-249.

Priem, R. L. "What Happens When Special Issues Just Aren't 'Special' Anymore?" *Journal of Management Inquiry*, 2006, 15: 383-388.

Walters, B. A. & Priem, R. L. "Going All The Way: How Explicit Should You Be In Communicating Company Strategy To Employees?" *Business Journal for Entrepreneurs*, 2005(2).

Peng, Z., Priem, R. L. & Berg, D. M. "Gradual Marketization in the People's Republic of China: Building an Institutional Environment for Entrepreneurship and Innovation," *Nanyang Business Review*, 2003, 2(2): 75-91.

Law, R., Luk, J., Lieu, G., Priem, R., & Scarborough, S. "Hopewell Holdings, Limited." *Asian Case Research Journal*, 2001, 5: 71-96.

Reprinted in *Strategic Management: Competitiveness and Globalization, 5ed.*, Hitt, M. A., Ireland, R. D. and Hoskisson, R. E., South-Western College Publishing, 2003, pp. C251-263.

Priem, R. L., Scarborough, S., Shaffer, M., & Walters, B. A. "Using Culture Differences to Anticipate Conflicts in Cross-Border Transactions." *Global Focus: An International Journal of Business, Economics, and Social Policy*, 2001, 13: 117-125.

Walters, B. A. & Priem, R. L. "Business Strategy and CEO Intelligence Gathering." *Competitive Intelligence Review*, May 1999, Vol. 10(2): 15-22.

Priem, R. L., & Gilley, K. M. "Alcoholes de Centroamerica, S.A. de C.V." *Case Research Journal*, 1999, 19: 1-21.

Reprinted in *World Business: Globalization, Analysis and Strategy*, 2004, J. S. Hill, Southwestern.

Reprinted in *Launching New Ventures, 3ed.*, 2002, K. Allen, Houghton-Mifflin.

Reprinted in *Cases in Strategic Marketing Management*, 2001, C. Anderson & J. Vincze, Houghton-Mifflin.

Reprinted in *Strategic Management: Competitiveness and Globalization, 4ed.*, 2001, Hitt, M. A., Ireland, R. D. and Hoskisson, R. E., South-Western College Publishing, pp. C-68 – C-82.

Reprinted in *CaseNet*, Thomson Publishing, 2000-2013.

Reprinted in the *Case Centre*, 2014-2017.

Reprinted in *Primis/Create*, McGraw-Hill, 2002-2017.

Dess, G. G., Rasheed, A. M. A., McLaughlin, K. J., & Priem, R. L. "The New Corporate Architecture," *Academy of Management Executive*, 1995, 9 (3): 7-20.

Reprinted in *IEEE Engineering Management Review*, 1996, 24 (2): 20-28.

Priem, R. L. "TMI Systems Design Corporation," *Case Research Journal*, 1991, Autumn: 286-307.

Reprinted in *Primis*, McGraw-Hill, 1993-2013.

BOOK CHAPTERS & REVIEWS

Priem, R. L. & Li, S. "Demand for Innovation." In Augier, M. & Teece, D. (Eds.), *The Palgrave Encyclopedia of Strategic Management*, Palgrave-Macmillan, 2013.

Priem, R. L. & Weibel, A. "Techniques for Measuring the Decision to Trust." In Lyon, F., Möllering, G., Saunders, M. & Hatzakis, T. (Eds.), *Handbook of Research Methods on Trust*, Edward Elgar, 1st Edition 2011, 2nd Edition 2015.

Walters, B. A., Priem, R. L., & Garg, V. K. "Incertitudes Environnementales, Analyses du CEO et Performance de l'Entreprise." In Bournois, F., Duval-Hamel, J., Roussillon, S & Scaringella, J-L. (Eds.), *COMITES EXECUTIFS: Voyage au cœur de la dirigeance*, Éditions d'Organisation: Paris, 2008.

Priem, R. L. & Rasheed, A. M. A. "Reviewing as a Vital Professional Service." In Baruch, Y., Sullivan, S. & Schepmyer, H. (Eds.), *Winning Reviews: A Guide for Evaluating Scholarly Writing*, Palgrave: London, 2006, 27-40.

Priem, R. L., Ndofor, H. A., & Voges, K. E. "Mapping Strategic Thinking with Metric Conjoint Analysis." In Ketchen, Jr., D. J. & Bergh, D. (Eds.), *Research Methodology in Strategy and Management*, Volume 1, Elsevier Press, 2004, 189-226.

Priem, R. L., & Cycyota, C. S. (2001). On strategic judgment. *Blackwell Handbook of Strategic Management*, 403-519. Hitt, M. A., Freeman, R. E., & Harrison, J. S. (Eds.), Oxford, Blackwell.

Priem, R. L. & Walters, B. A. Invited review of *Facts Against Fictions of Executive Behavior*, by Joe Kelly, *Journal of Occupational and Organizational Psychology*, 1997, 70: 303-304.

PROCEEDINGS

Snyder, P., Priem, R. L. & Levitas, E. "The Diffusion of Illegal Innovations among Management Elites." *Academy of Management Best Papers Proceedings*, 2009.

Ndofor, H. A. & Priem, R. L. "Forms of Entrepreneurs' Capital, Venture Strategy and Performance: The Special Case of Minority Entrepreneurs." *Academy of Management Best Papers Proceedings*, 2005.

Priem, R. L., Love, L. G., & Shaffer, M. "Executive Perceptions of Environmental Uncertainty Sources: A Taxonomy." *Academy of Management Best Papers Proceedings*, 1999.

Priem, R. L., Rasheed, A. M. A., & Amirani, S. "Alderson's Transvection and Porter's Value System: A Comparison of Two Independently-Developed Theories," *Academy of Management Best Papers Proceedings*, 1996.

Priem, R. L., Worrell, D., Walters, B. & Coalter, T. "Moral Judgment and Values in a Developed and a Developing Nation: A Comparative Analysis," *Academy of Management Best Papers Proceedings*, 1995, 401-405.

Priem, R. L. "CEO Decision Rules for Strategy-Structure-Environment Alignment, Configuration Outcomes, and Firm Performance," *Academy of Management Best Papers Proceedings*, 1991, 41-45.

Priem, R. L. "Alderson's General Theory of Marketing: Support from Industrial Organization Economics," *Advances in Marketing*, Southwestern Marketing Association, 1990, 118-123.

PRESENTATIONS

Sarturi, G., Boaventura, J. M., Priem, R. L., & Monzoni, M. "Value Distribution to the Employee Stakeholder Group and Organizational Performance." Paper presented at the Strategic Management Society Annual Meeting, Berlin, Germany, September, 2016.

Zanella, P., Verona, G., Cillo, P., & Priem, R. L. "The Microfoundations of Customer Involvement in Business Model Ideation and Development." Paper presented at the National Academy of Management meetings, Anaheim, August, 2016.

Priem, R. L. "Theories of Value Creation." Presentation in the panel session on "Developing a Value Creation Theory in Strategic Management" at the Strategic Management Society Annual Meeting, Denver, September, 2015.

Ye, G., Yu, M., Hou, W., & Priem, R. L. "The Attention-based View or Balancing Exploitation and Exploration? A Comparative Test in Manufacturing Firms." Paper presented at the Strategic Management Society Annual Meeting, Denver, September, 2015.

Ye, G., Priem, R. L., Zheng, J., & Krause, R. A. "Time Horizons, Payoff Structures, Self-Control and Cognitive Load in a Dual-Self Model of CEO Decision Making." Paper presented at the National Academy of Management meetings, Vancouver, Canada, August, 2015.

Carr, J. & Priem, R. L. "The Opportunity Shaping Process: Demand Side Influences on New Venture Business Model Innovation." Paper presented at the Strategic Management Society Annual Meeting, Madrid, September, 2014.

Ye, G., Priem, R. L., Zheng, J., & Krause, R. A. "Time Horizons, Payoff Structures, Self-Control and Cognitive Load in a Dual-Self Model of CEO Decision Making." Paper presented at the European Group on Organisation Studies Colloquium, Rotterdam, July, 2014. Also presented at the 2014 Tsinghua Conference on Theoretical and Behavioral Economics, Beijing, June, 2014.

Tantalo, C., Priem, R. L. & Vanevenhoven, J. "What Do Stakeholders Want? An Exploratory Study of Stakeholders' Multi-attribute Utility Functions." Paper presented at the National Academy of Management meetings, Boston, August, 2012.

Schmidt, J. & Priem, R. L. "Demand-side Complementarities and Firm Scope." Paper presented at the National Academy of Management meetings, Boston, August, 2013.

Garg, V. K., Priem, R. L. & Rasheed, A. A. "A Theoretical Explanation of the Cost Advantages of Multi-unit Franchising." 26th Annual Conference, International Society of Franchising, Fort Lauderdale, 17-19 May, 2012.

Li, S., Priem, R. L. & Verona, G. "What Drives Demand-Pull Innovations? An Empirical Investigation in the Computer Hardware Industry." New Frontiers in the Economics and Management of Innovation, Bocconi University, Milan, Italy, 22-23 March, 2012.

Tantalo, C., Priem, R. L. & Vanevenhoven, J. "Classifying Primary Stakeholders' Multiple Utility Functions: An Exploratory Study." 1st Interdisciplinary Conference on Stakeholders, Resources and Value Creation. IESE Business School, Barcelona, Spain, 7-8 June, 2011.

Hou, W., Priem, R. L. & Goranova, M. "CEO Stock Options and Risk-taking Behavior: The Moderating Effects of CEO Tenure." Invited paper presented at the SDSU Corporate Governance Institute conference on 21st Century Corporate Governance, San Diego, April, 2011.

Tantalo, C. & Priem, R. L. "Competing for Stakeholders: Toward a Better Understanding of Business Sustainability." Paper presented at the Society for the Advancement of Management Studies conference on Foundations of Sustainability, Loughborough, UK, September, 2010.

Goranova, M., Priem, R. L., Ndofo, H. A. & Trahms, C. "The Dualistic Nature of Corporate Governance: Investigating the Effects of Monitoring and Incentive Alignment on M&A Performance." Paper presented at the Strategic Management Society Annual Meeting, Rome, Italy, September, 2010.

Ndofo, H., Wesley, C. & Priem, R. L. "Providing CEOs Opportunities to Cheat: The Roles of Firm and Industry Information Asymmetries in Financial Reporting Fraud." Paper presented at the Strategic Management Society Meeting, Rome, Italy, September, 2010.

Priem, R. L. & Li, S. "A Normative Perspective on the Boundaries of Strategic Management." Paper presented at the National Academy of Management meetings, Montreal, August, 2010.

Rasheed, A., Moursli, A-C. & Priem, R. L. "Stimulating Theory Creation through Isolation, Confrontation and Integration: The Case of French Convention Theory." Paper presented at the National Academy of Management meetings, Montreal, August, 2010.

Ndofo, H. A., Trahms, C., Goranova, M. & Priem, R. L. "New CEO Incentive Compensation and Prior Experience Effects on Exploration and Performance." Paper presented at the National Academy of Management meetings, Montreal, August, 2010.

Priem, R.L., Vanevenhoven, J., Lau, T., Magnanelli, B., Gibbons, P., Lewis, D., Chan, K. F., Tantalo, C., Williams, W., & Reid, L. "Strategy Formation Practices in Seven Countries: Developing and Comparing Empirical Taxonomies of the Strategy Process." Paper presented at the Strategic Management Society Conference on Strategy Process and Practice, Kiiitila, Finland, March, 2010.

Vanevenhoven, J. & Priem, R. "Uncertainty Sources Perceived by Executives in the U.S., Taiwan and Mexico: Building Context Theory." Paper presented at the National Academy of Management meetings, Chicago, IL, August, 2009.

Priem, R. L. & Verona, G. (Co-Chairs). "Demand-side Approaches to Strategy and Innovation: Moving Beyond a Resource-only Focus." BPS Division Symposium presented at the National Academy of Management meetings, Chicago, IL, August, 2009.

Snyder, P., Priem, R. L. & Levitas, E. "The Diffusion of Illegal Innovations among Management Elites." Invited paper presented at the St. Thomas University conference on Corporate Governance: New Theories, Trends and Evidence, Houston, TX, April, 2009.

Goranova, M., Priem, R. L., Ndofo, H. A. & Trahms, C. "Value-Destroying Mergers and Acquisitions: Exploring the Impact of Corporate Governance & Upper Echelon Characteristics." Invited paper presented at the St. Thomas University conference on Corporate Governance: New Theories, Trends and Evidence, Houston, TX, April, 2009.

Snyder, P., Priem, R. L. & Harris, J. "The Strategy Making Process as a Method of Corporate Governance." Invited paper presented at the St. Thomas University conference on Corporate Governance: New Theories, Trends and Evidence, Houston, TX, April, 2009.

Garg, V. K., Priem, R. L. & Rasheed, A. M. "An Explanation of the Generic Competitive Advantages of Alternative Franchising Forms." Paper presented at the National Academy of Management meetings, Anaheim, CA, August, 2008.

Priem, R. L. & Nystrom, P. C. "The Dissolution of Swift Trust in a Cross-cultural Temporary Work Group Facing Acute Stresses." Paper presented at the Academy of International Business annual meeting, Milan, Italy, July, 2008

Snyder, P. & Priem, R. L. "The Strategy Making Process as a Method of Corporate Governance." Paper presented at the International Association of Business & Society, Tampere, Finland, June, 2008.

Garg, V. K., Priem, R. L. & Rasheed, A. M. "Does Multi-unit Franchising Aid Differentiation? An Exposition." Paper presented at the International Society of Franchising annual meeting, Saint-Malo, France, June, 2008

Snyder, P. & Priem, R. L. "The Strategy Making Process as a Mode of Corporate Governance." Paper presented at the National Academy of Management meetings, Atlanta, August, 2006.

Goll, I. & Priem, R. L. "Top Management Team Research: Lessons from the Past, Directions for the Future." Paper presented at the National Academy of Management meetings, Atlanta, August, 2006.

Priem, R. L. & Nystrom, P. C. "Within-team Boundaries and Trust: Why Teams Fracture under Pressure." Paper presented at the European Group for Organization Studies colloquium, Bergen, Norway, July, 2006.

Wu, S., Priem, R. L. & Nystrom, P. C. "Opportunity Finding by Nascent Entrepreneurs: Satisficing or Optimizing Search?" Paper presented at the National Academy of Management meetings, Honolulu, August, 2005.

Garg, V. K., Rasheed, A. M. & Priem, R. L. "Explaining Franchisors' Choices of Organizational Forms within Franchise Systems." Paper presented at the International Society of Franchising annual meeting, London, May, 2005 (ISOF Best Paper Award, sponsored by the *Journal of Small Business Management*).

Leung, W., Xin, L., Priem, R. L. & Shaffer, M. "Partner Business Similarity, Management Team Dynamics and Performance in Sino-foreign Joint Ventures." Paper presented at the Strategic Management Society mini-conference on Strategic Management in Emerging Economies, Hong Kong, PRC, December 18-19, 2003.

Arendt, L. A. & Priem, R. L. "A CEO-Advisor Model of Strategic Decision Making." Paper presented to the Organization and Management Theory Division, Academy of Management Meetings, Seattle, August, 2003.

O'Connor, J. & Priem, R. L. "Do CEO Stock Options Prevent or Promote Corporate Accounting Irregularities?" Paper presented to the Business Policy and Strategy Division, Academy of Management Meetings, Seattle, August, 2003.

Garg, V., Rasheed, A. M. A. & Priem, R. L. "Choice of Organizational Form in Franchise Systems: An Empirical Investigation." Paper presented to the Entrepreneurship Division, Academy of Management Meetings, Seattle, August, 2003.

Wu, S., Levitas, E. & Priem, R. L. "CEO Tenure and Pharmaceutical Patent Filings under Differing Levels of Technological Uncertainty," paper presented to the Business Policy and Strategy Division, Academy of Management Meetings, Denver, August, 2002.

Wang, C. C., Priem, R. L. & Berg, D. M. "Gradual Privatization in Socialist Countries: Government's Role and the Survival Constraint," paper presented to the Academy of International Business, San Juan, Puerto Rico, June, 2002.

Peng, Z., Priem, R. L. & Berg, D. M. "Gradual Privatization by Governments of Transition Economies: Reading the Institutional Environment," paper presented to the 9th Annual Global Finance Conference, Beijing, PRC, May, 2002.

Voges, K., Shook, C. & Priem, R. L. "Sources of Environmental Uncertainty Perceived by Public Sector Managers: Underlying Dimensions and Taxonomy," paper presented to the Public Sector Division, Academy of Management Meetings, Wash. DC, August, 2001.

Yip, W-K. F., Priem, R. L., & Cycyota, C. S. "The Performance Effects of Human Resource Managers' and Other Middle Managers' Involvement in Strategy Making Under Different Business-Level Strategies: The Case in Hong Kong," paper presented to the Human Resources Division, Academy of Management Meetings, Toronto, August, 2000.

Priem, R. L. "Cautionary Tales of Leadership Failure in Deconstructed Organizations," paper presented to the Strategic Management Society's 19th Annual International Conference, Berlin, Germany, October, 1999.

Walters, B. A., & Priem, R. L. "Business Strategy and Chief Executive Scanning," paper presented to the Business Policy and Strategy Division, Academy of Management Meetings, Chicago, August, 1999.

Walters, B. A., & Priem, R. L. "A CEO Issues Model of Firm Performance for Single-Business Manufacturers," paper presented to the Business Policy and Strategy track, Southern Management Association Meeting, New Orleans, November, 1998.

Garg, V., Priem, R. L. & Walters, B. A. "CEO Scanning Foci, Environmental Dynamism and Manufacturing Firm Performance," paper presented to the Business Policy and Strategy Division, Academy of Management Meetings, San Diego, August, 1998.

Priem, R. L. & Walters, B. A. "CEO Tolerance for Ambiguity and Organization Structure, Process and Environment," paper presented to the Business Policy and Strategy Division, Academy of Management Meetings, Dallas, August, 1994.

Priem, R. L. & Walters, B. A. "Humanizing Upper Echelons Research: Psychographics and Multiattribute Decision Models," paper presented to the Second World Conference on Management, International Federation of Scholarly Associations of Management, Dallas, August, 1994.

Priem, R. L. "Executive Judgment, Organizational Congruence, and Firm Performance," invited paper presented to the College on Organizations, TIMS/ORSA National Meeting, Phoenix, November, 1993.

Priem, R. L. & Rasheed, A. M. A. "Environmental Munificence and Organizational Fit: An Exploration of Choice and Determinism," paper presented to the Business Policy and Strategy Division, Academy of Management Meetings, Atlanta, August, 1993.

Priem, R. L. "CEO Judgment, Strategy Making Process Fit, and Firm Performance," paper presented to the Business Policy and Strategy Division, Academy of Management Meetings, Atlanta, 1993.

Priem, R. L. & Harrison, D. A. "Exploring Strategic Judgments: Methods for Testing the Assumptions of Prescriptive Contingency Theories," paper presented to the Business Policy and Strategy Division, Academy of Management Meetings, Las Vegas, August, 1992.

Priem, R. L., Rasheed, A. M. A. & Kotulic, A. "Rationality in Strategic Decision Processes, Environmental Dynamism and Firm Performance: A Test of Competing Theories," paper presented to the Business Policy and Strategy Division, Academy of Management Meetings, Las Vegas, August, 1992.

Priem, R. L. & Rosenstein, J. "Education and Experience: Their Influence on Strategic Decision Making Patterns," paper presented to the Management Education and Development Division, Academy of Management Meetings, Las Vegas, August, 1992.

Priem, R. L. & Amirani, S. "The Transvection and the Value System: A Comparison of Alderson and Porter," paper presented to the American Marketing Association National Conference, Chicago, August, 1992.

Priem, R. L. "Strategy Making Processes, Chief Executive Configurational Decision Rules, and Firm Performance," invited paper presented to the Minnesota Conference on Strategy Process Research, sponsored by the Strategic Management Society and the University of Minnesota, October, 1991.

Priem, R. L. & Muir, N. K. "Strategic Decision Making Techniques and Consensus Outcomes," presented to the Business Policy and Planning Division, Academy of Management Meetings, Miami, August 1991.

Priem, R. L. "Chief Executive Officer Cognitions and Configuration Outcomes," invited paper presented to the College on Organizations, TIMS/ORSA National Meeting, Nashville, May 1991.

Priem, R. L. "Top Management Team Homogeneity, Consensus, and Firm Performance in Stable Environments," presented to the Business Policy and Planning Division, Academy of Management Meetings, Washington, D.C., August 1989.

Priem, R. L. "Consensus Moderators and the Consensus-Performance Linkage: Descriptive and Normative Propositions," presented to the Business Policy and Planning Division, Academy of Management Meetings, Anaheim, CA, August 1988.

AWARDS

Deans' Research and Creativity Award (University-wide), Texas Christian University, December 17, 2016.

Favorite MBA Professor, Neeley School of Business, TCU, Fall, 2014, Spring, 2015, Fall 2015, Spring, 2016.

Emerald Literati Network Citation for Excellence, 2015 recognizing the *Organization Science* article published in 2012 with highest quality and greatest influence on the management field.

Academy of Management Review 2011 Decade Award, recognizing the AMR article published ten years earlier with greatest influence on the management field.

Academy of Management Journal Outstanding Editorial Board Reviewer Award, 2010.

Business Advisory Council Award for Teaching Excellence, UW-Milwaukee School of Business Administration, 2005.

Business Advisory Council Izzet Sahin Research Award, UW-Milwaukee School of Business Administration, 2005.

International Society of Franchising Best Paper Award, London, May, 2005.

ABCD Award for Outstanding Reviewers, Organization and Management Theory Division, Academy of Management meeting, August, 2003, 2004, 2005.

Gold Star Teacher Awards (student rated), University of Wisconsin-Milwaukee: MBA 2003, 2004, 2005, 2006, EMBA 2004.

Academy of Management Journal Outstanding Editorial Board Reviewer Award, 2002.

Elected to the Academy of Distinguished Teachers, The University of Texas at Arlington, April 10, 2001.

Academy of Distinguished Teachers Nomination (University-wide), The University of Texas at Arlington, 2001.

Outstanding Graduate Teaching Award, the University of Texas at Arlington, College of Business Administration, 2000.

Distinguished Professional Publication Award, The University of Texas at Arlington, College of Business Administration, 2000.

Academy of Distinguished Teachers Nomination (University-wide), The University of Texas at Arlington, 2000.

First Prize, 1999 East Asian Business Case Competition, sponsored by the Center for Asian Business at Loyola Marymount University, awarded to “Hopewell Holdings, Limited” by R. Law, G. Lieu, J. Luk & R. Priem.

Chancellor’s Council Teaching Award Nomination (University-wide), The University of Texas at Arlington, 1997.

Distinguished Research Publication Award Honorable Mention, The University of Texas at Arlington, College of Business Administration, 1996.

J. William Fulbright Scholar, the University College of Belize, Belize City, Central America, August-December, 1994.

OMT Division New Faculty Consortium, National Academy of Management Meetings, Las Vegas, August, 1992.

BPP Division New Faculty Consortium, National Academy of Management Meetings, Miami, August, 1991.

BPP Division Doctoral Consortium, National Academy of Management Meetings, Washington, D.C., August 1989.

John Dean Stanley Fellowship, University of Texas at Arlington, 1989.

Southern Management Association Doctoral and New Faculty Consortium, New Orleans, November, 1989.

AACSB National Doctoral Fellowship in Business and Management, 1987-1988.

Control Data Professional Services Symposium Award, 1984.

Nuclear Records Management Association 1980 Technical Case Study Competition, First Place.

INTERNATIONAL ACTIVITIES

Visiting Scholar, Universidad de Sevilla (University of Seville), Spain, November 13-15, 2017. Scholarly presentation to faculty members, Ph.D. students and MSc students on “Strategy and International Business Research: A View from the Demand Side.” Presentation to faculty on “Writing for Publication: How to Develop Interesting Research Projects and Get Them Published in

Top Journals.” Individual meetings with faculty members to discuss their research papers or paper ideas.

Visiting Scholar, Rotterdam School of Management, Erasmus University, Rotterdam, Netherlands, April 11, 2017. “Nano-conference” for faculty and Ph.D. students on demand-side strategy. Scholarly presentation on “Communal Consumer Relationships: An Alternative Path to Sustained Competitive Advantage,” plus individual meetings with faculty members.

Keynote Speaker, 8th Annual ELASM TMT & Business Strategy Workshop, University of Seville, Seville, Spain, March 23-34. Panel Session on “The Lure of Short-Termism,” and Keynote Speech: “TMTs from the Inside, Out: Boards, Middle Managers, Consumers & Value Co-creators.”

Visiting Scholar, Ph.D. Program, Università Ca' Foscari, Venezia (University of Venice), Venice, Italy, March 20, 2017. Seminar on responding to “revise and resubmits,” plus individual meetings with Ph.D. students and faculty members.

Doctoral Colloquium Panelist, Session Chair and Plenary Conference Summary Speaker for FINT (First International Network on Trust) Conference on “Trust within and between Organizations,” Dublin, Ireland, November 16-19, 2016

Presenter, Stakeholder Strategy Interest Group Workshop for Advanced Doctoral Students and Junior Faculty, Strategic Management Society Annual Conference, Berlin, Germany, September 17, 2016.

Panelist, Strategic Management Society Berlin Extension at “the Factory,” an entrepreneurial accelerator. “The Institutional and Cultural Context of Entrepreneurship.” Berlin, Germany, September 16, 2016.

Visiting Scholar, European University Viadrina, Frankfurt (Oder) Germany, November 22-24, 2015. Seminar and paper presentation for faculty and Ph.D. students.

Research Scholar, ESCP-Europe University, Paris, November 9-20, 2015. Research projects with ESCP colleagues.

Keynote Speaker, XXVIII SEMEAD (Business Administration) conference, University of São Paulo (FEA, USP), Brazil, November, 3-6, 2015. Panel Session and Keynote Speech: “Value Creation and Value Capture in Strategic Management Research.”

Keynote Speaker, International Family Enterprise Research Academy, June 30- July 3, 2015. Doctoral Consortium and Keynote Speech: “Temporal Depth and the Family Enterprise.”

Visiting Scholar, Bocconi University, May 6-10, 2015. Seminar for Ph.D. students and paper presentation.

Visiting Scholar, Aalto University, Helsinki, Finland, May 2-6, 2015. Seminar for Ph.D. students and paper presentation.

Visiting Scholar, University of Bath, UK, November 10-11, 2014. Seminar for Ph.D. students and paper presentation on “Does CEO Gender Matter? Examining Differences in Firm Risk-taking and the Risk-Performance Relationship.”

Panelist, Ph.D. and Early Career Workshop, 8th FINT/EIASM Conference on “Trust Within and Between Organizations,” Coventry, UK, November, 2014.

Moderator, Opening Panel, 8th FINT/EIASM Conference on “Trust Within and Between Organizations,” Coventry, UK, November, 2014.

Facilitator, paper session on “Can-do stakeholders? How stakeholders impact CSR and sustainability management.” Strategic Management Society Annual Meeting, Madrid, September, 2014.

Panelist, IG Session on “The Questions Stakeholder Theory Does or Could Answer Best.” Strategic Management Society Annual Meeting, Madrid, September, 2014.

Panelist, IG Session on “Contributing to Strategy Process Scholarship and to the SMS Community: Honoring Steve Floyd and Bill Wooldridge.” Strategic Management Society Annual Meeting, Madrid, September, 2014.

Visiting Research Fellow, School of Information Management, Renmin University of China, Beijing, China (June, 2014). Research presentations and counseling faculty and doctoral students on research issues.

Visiting Research Fellow, School of Business, PUC-Parana, Curitiba, Brazil (November 2013). Research presentations and counseling faculty and doctoral students on research issues.

Track co-Convenor, “Demand-Side Approaches to Value Creation in Technology Innovation, Entrepreneurship and Strategic Management,” European Group on Organisation Studies Consortium, Montreal, July 2013.

Co-Organizer, Symposium Session on “Innovation Ecosystems and Customer Heterogeneity in International Business: Demand-Side Perspectives.” Academy of International Business Meetings, Istanbul, July 2013.

Track Chair, Stakeholder Strategy, SMS Special Conference on “Strategy in Complex Settings,” Glasgow, Scotland, June 2013. Panelist for Doctoral Consortium and Chair for Plenary “Crossroads Session” on “Business Models and Ecosystems.”

Invited Presentations, “What Drives Demand-Pull Innovations? An Empirical Investigation in the

Computer Hardware Industry.” (Paper with Li & Verona), Università di Bologna, April 15, 2013, and ISCTE Business School, Instituto Universitário de Lisboa, Portugal, April 20, 2012.

Short-term Visiting Scholar, Department of Management and Technology, Università Commerciale Luigi Bocconi, Milan, Italy. Presented “Two Studies Examining the Moderating Role of CEO Tenure on the Relationships among CEO Pay, Risk Taking and Firm Performance” (paper with Hou & Goranova) June 16, 2011.

Invited Presentation, “Does Factor Market Competition Affect the Relationships among Resource Quality, Manager Quality and Value Creation?” (Paper with Boccardelli, Lechner & Oriani), Copenhagen Business School, Copenhagen, Denmark, June 3, 2011.

Permanent Visiting Professor, Libera Università Internazionale degli Studi Sociali (LUISS) Guido Carli University and LUISS Business School, Rome, Italy (2008–2011, in March). Taught Ph.D. Strategy Seminars (economics & behavioral approaches) and MBA Corporate Strategy modules. Member of Ph.D. dissertation committees and the LUISS Business School iMBA advisory board.

Distinguished Research Visiting Professor, Lingnan University Business School, Sun Yat-sen University, Guangzhou, China (June 2010). Research presentations and counseling faculty and doctoral students on research issues.

Visiting Research Fellow, Management and Marketing Department, the Hong Kong Polytechnic University (February & May, 2008; February, 2010). Research presentations and counseling faculty and doctoral students on research issues.

Panelist, Conference Closing Symposium, Strategic Management Society conference on “Strategy Process and Practice,” Kiiitila, Finland, March, 2010.

Visiting Scholar, Department of Management and Technology, Università Commerciale Luigi Bocconi, Milan, Italy. Presented “On the Boundaries of Strategic Management” (with S. Li), March, 2010.

Track Co-Chair, “Theorizing About Trust across Contexts”, EIASM 5th Workshop on Trust within and Between Organizations, Madrid, January 28-29, 2010.

Panelist, conference on “Management after the Crisis: What’s the Challenge?” LUISS Business School, Rome, January 20, 2010. Other panelists included Cesare Avenia, CEO of Ericsson Telecommunications (SE Europe), Luigi Ferraris, CFO of ENEL, and Giorgio Zappa, COO of Finmeccanica.

Track Co-Chair, “Misallocated Trust: Causes, Processes and Consequences”, EIASM 4th Workshop on Trust within and Between Organizations, Amsterdam, October 25-26, 2007.

Visiting Scholar, Richard Ivey School, University of Western Ontario, Canada. "What Does the New Boss Think? How Cognitive Maps Affect the Magnitude, Timing and Effectiveness of Change Following Executive Succession" (with Ndofor & Rathburn), February 10, 2006.

China Executive MBA Strategic Management course, Motorola University, Beijing, China, December, 2005.

Departmental Academic Advisor, 2000-2004 (2 terms), Department of Management, Hong Kong Polytechnic University, Hung Hom, Kowloon, Hong Kong.

Executive DBA Strategy Implementation Unit, presented at the Hong Kong Polytechnic University, Hung Hom, Kowloon, Hong Kong, June, 2004, 2002, February, 2001, March, 2000, 1999 & 1997.

Visiting Scholar, The Australian Graduate School of Management, Sydney, July, 2002. Presentations on "Researching Strategic Judgment" and "U.S. Publishing: Invisible Colleges and Incremental Contributions." Workshop on "Applied Techniques for Measuring Judgment."

Strategy Implementation classes (for senior-level undergraduates) presented at Groupe École Supérieure de Commerce et de Management, Tours, France, March 19-April 6, 2001 & 2002.

Executive DBA Advanced Business Strategy Course, Hong Kong Poly U., Fall, 1997. EDDBA Residential I, Sept. 19-21, 1997, Macao. EDDBA Residential II, April 14-17, 1998, Bangkok, Thailand.

Research lecture on "CEO Scanning" presented to the management faculty, the Hong Kong Polytechnic University, March 19, 1997.

Visiting Associate Professor of Management, Department of Management of Organizations, The Hong Kong University of Science and Technology, Clear Water Bay, Kowloon, Hong Kong, July 1997 - July 1998.

Invited lectures to classes in strategy, international management and marketing, Instituto Superior de Gestao, Lisbon, Portugal, November 23-25, 1995.

Case research and consulting, Alcoholes de Centroamerica, S.A. de C.V., Tegucigalpa, Honduras, Central America, August, 1995.

J. William Fulbright Scholar, the University College of Belize, Belize City, Central America, August-December, 1994.

Facilitator, University College of Belize seminar series, "Belizean Issues and Answers," for a session on "NAFTA and Belize" with Dr. Albert Williams, General Manager of the Belize Marketing Board, November 28, 1994.

Discussant, Eighth Annual Studies on Belize Conference, October 18-21, 1994, University of the West Indies University Centre, Belize City, for a paper entitled "The North American Free Trade Agreement and Belize's Major Export Industries" by Patricia Mendoza, the Central Bank of Belize.

Lecture on "Cognitive Conflict in Group Strategic Decision Making," Universidade do Porto, Instituto Superior de Estudos Empresariais, Oporto, Portugal, February, 1994.

AASCU Fellowship to the 1987 Japan Studies Institute (4 weeks), San Diego State U.

U. S. Nuclear Technology delegation to the People's Republic of China, June 1985. Presented paper on new developments in nuclear plant information processing to Chinese scientists/engineers in Beijing, Chengdu and Shanghai.

On-going work with Control Data customers and managers from Germany, Switzerland, the United Kingdom, France, Italy, and South Africa, 1981-1984.

PROFESSIONAL MEMBERSHIPS & ACTIVITIES

Academy of Management

Beta Gamma Sigma

Southern Management Association

Academy of International Business

International Association for Business & Society

Strategic Management Society

Special Issues Edited:

Co-edited a 2015 special issue of *Organisation Studies* on "Trust in Crisis: Organisational Trust, Failure and Repair," with Reinhard Bachmann (SOAS-London) and Nicole Gillespie (University of Queensland).

Co-edited a 2015 special issue of the *Journal of International Management* on "From Resources and Value Chains to Consumer Benefits and Innovation Ecosystems: Demand-Side Perspectives in International Business," with Ana Siqueira (Duquesne University) and Ronaldo Parente (Florida International University).

Editorial Boards,

Academy of Management Journal (2001-present)

AMJ Editorial Board Advisory Committee (2001-2004)

2001-2003 Best Paper Selection Committee

2016 Best Paper Selection Committee

Academy of Management Review (2006-2014)

2008 Best Paper Selection Committee

Journal of Management (1994-2012)

Journal of Management Studies (2008-2013)

Organization Science (2013-present)

Oxford Research Reviews: Business & Management (2012-present)
Revista Brasileira de Gestão de Negócios (2016-present)
Strategic Management Journal (2010-present)

Ad hoc reviewer, *Academy of Management Executive*
Academy of Management Learning & Education
Asia Pacific Journal of Management
Australian Journal of Management
British Journal of Management
Canadian Journal of Administrative Sciences
European Management Review
Group and Organization Management
Human Relations
INNOVAR, Journal of Administrative and Social Sciences
International Journal of Management Reviews
International Journal of Production Economics
Journal of Business Ethics
Journal of Business Research
Journal of Business Venturing
Journal of International Management
Journal of Management Inquiry
Journal of Management Studies
Journal of Managerial Psychology
Management Science
Organization Science
Organization Studies
Organizational Research Methods
Research Policy
Scandinavian Journal of Management
Strategic Entrepreneurship Journal
 National Science Foundation:
 Decision, Risk, & Management Science Program
 Research Grants Council of Hong Kong
 Social Science and Humanities Research Council of Canada
 U.S.-Israel Binational Research Program

Presenter and Panelist, Showcase Symposium, BPS Division, “Customers and Value Propositions: Rethinking Strategy from the Demand Side.” Academy of Management Meetings, Atlanta, Georgia, August 2017.

Presenter and Panelist, Symposium, BPS, SAP & OMT Divisions, “Interpersonal Dynamics in Strategic Leadership: Five Perspectives.” Academy of Management Meetings, Atlanta, Georgia, August 2017.

Presenter and Panelist, Symposium, BPS & SIM Divisions, “Value Creation and Appropriation by Firms and Stakeholders.” Academy of Management Meetings, Atlanta, Georgia, August 2017.

Presenter and Panelist, Professional Development Workshop on “Integrating Accounting and Strategy Scholarship: Opportunities for Fruitful Cross-Fertilization.” Academy of Management Meetings, Atlanta, Georgia, August 2017.

Facilitator, Professional Development Workshop on “Trust between Individuals and Organizations.” Academy of Management Meetings, Atlanta, Georgia, August 2017.

Faculty Panelist, “BPS Division Mid-Career Workshop: Managing Your Evolving Career.” Academy of Management Meetings, Vancouver, Canada, August 2015.

Associate Program Chair, Program Chair and Chairperson for the Strategic Management Society’s Stakeholder Strategy Interest Group, 2012-2014.

Advisory Board, Conference on Sustainability, Ethics and Entrepreneurship (SEE), 2013-present.

Board of Directors, First International Network on Trust (FINT), 2010-2015.

Advisory Board for the iMBA program, LUISS Business School, Rome, 2009-present.

Merit Review Board Panelist, National Science Foundation Directorate of Social, Behavioral and Economic Sciences, 2011-2013.

Elected to the Executive Committee, AoM Business Policy & Strategy Division, 2002-2004.

Appointed to the AoM Program Committee, BP&S Division, 2003-2004.

Distinguished Lecturer, College of Business and Entrepreneurship, University of Texas Rio Grande Valley. Scholarly presentation, “Is There a Dark Side to Monitoring? Investigating the Effect of Corporate Governance on M&A Performance Extremeness,” plus meetings with faculty and Ph.D. students. March, 21-22, 2016.

Invited Presentation, “Two Studies on CEO Decision Making.” Lubar School of Business, University of Wisconsin–Milwaukee, December 4, 2015.

Co-Organizer, PDW Session on “Global Innovation: International Aspects of Innovation Ecosystems and Demand-Side Perspectives.” National Academy of Management Meetings, Philadelphia, August 2014.

Panelist, BPS, ENT and AAM Divisions Professional Development Workshop, “The State of Strategy.” National Academy of Management Meetings, Philadelphia, August 2014.

Panelist, BPS, ENT and AAM Divisions Symposium, “Demand-Side Perspectives in Management, Entrepreneurship and Technology.” National Academy of Management Meetings, Philadelphia, August 2014.

Co-Organizer, PDW Session on “Innovation Ecosystems and Customer Heterogeneity in International Business: Demand-Side Perspectives.” National Academy of Management Meetings, Orlando, August 2013.

Panelist, SIM, BPS and IM Divisions Professional Development Workshop, “Trans-Disciplinary Research in Corporate Governance: Identifying New Research Issues and Ideas.” National Academy of Management Meetings, Boston, August 2012.

Faculty Panelist, “BPS Division Mid-Career Workshop: Managing Your Evolving Career.” National Academy of Management Meetings, Boston, August 2012.

Chair, Paper Session on “CEO & TMT Dynamics.” National Academy of Management Meetings, Boston, August 2012.

Invited Presentation, “What Drives Demand-Pull Innovation?” Isenberg School of Management, University of Massachusetts, February 10, 2012.

Discussion Leader, Discussion Paper Session on “New Theoretical Perspectives in Strategy”, National Academy of Management Meetings, San Antonio, TX, August 2011.

Chair, Paper Session on “Governance and Corporate-level Outcomes”, National Academy of Management Meetings, San Antonio, TX, August 2011.

Judge, *Organization Science* Dissertation Proposal Competition, 2011, 2012.

Invited Webcast Lecture on “Judgment Policy Analysis,” Center for the Advancement of Research Methods and Analysis (CARMA), Wayne State University, November 19, 2010.

Invited Participant, Ruffin Summit on Public Trust in Business, sponsored by the Business Roundtable Institute for Corporate Ethics and the Darden School of Business, University of Virginia, September 18-20, 2009.

Discussant, BPS, OMT & ENT Symposium, “Questions We Ask about the Black-Box of Upper-Echelons Research: Conceptual and Methodological Issues”, National Academy of Management Meetings, Anaheim, CA, August 2008.

Discussant, Paper Session on “Managing Change at the Top”, National Academy of Management Meetings, Anaheim, CA, August 2008.

Convocation Speaker, “The Effects of Education and Experience on Decision Making”, Lakeland College, Sheboygan, WI, August 28, 2008.

Invited Presentation, “The Dissolution of Swift Trust in a Cross-cultural Temporary Work Group Facing Acute Stresses”, the McIntire and Darden Business Schools, University of Virginia, March 13, 2008.

Invited Presentation, “The Essence of Ethics – Evaluating Moral Dilemmas”, Annual Meeting of the Association of School Economics Teachers, Milwaukee, December 5, 2007.

Invited Presentation, “On Hostile Ground with Too Little Common Ground: Exploring Team Fracture under Stress”, the Whitman School, Syracuse University, September 21, 2007.

Panelist, BPS Division Symposium, “Bringing Method to Madness: Promoting Systematic Reviewing”, National Academy of Management Meetings, Atlanta, August 2006.

Panelist, BPS Division Professional Development Workshop, “Conversations on Strategy Process”, National Academy of Management Meetings, Honolulu, August 2005.

Panelist, BPS and OMT Symposium, “Challenging Traditions in Strategy: Strategizing and Strategy as Practice – A Micro Perspective”, National Academy of Management Meetings, New Orleans, August 2004.

Panelist, Entrepreneurship Division Professional Development Workshop, “In Search of Entrepreneurial Rents”, National Academy of Management Meetings, New Orleans, August 2004.

Discussant, Paper Session on “Strategic Decision Making Processes”, National Academy of Management Meetings, New Orleans, August 2004.

Chair, Paper Session on “Contemporary Issues in Corporate Governance”, National Academy of Management Meetings, New Orleans, August 2004.

Panelist, Competitive Strategy Interest Group Session: “The RBV across the Ideological Divide”, Strategic Management Society international meeting, Baltimore, November, 2003.

Faculty Panelist, BPS Division Doctoral Consortium, National Academy of Management Meetings, Seattle, August 2003.

Discussant, Paper Session on Strategy Processes Under Uncertainty, 2003 Strategic Management Society mini-conference on Strategy Process, Storrs, CT.

Facilitator, Interactive Paper Session on Competencies, Resources and Knowledge Creation, 2002 Academy of Management meetings, Denver.

Presenter, Professional Development Workshop on Issues in International Management Education: Internationalization of Curriculum and Faculty through Teaching Abroad Experiences - Lessons from France, Greece and Canada, 2002 Academy of Management meetings, Denver.

Best Paper Committee, Strategic Management Society annual meeting, 2001-2014.

“On Strategic Judgment,” invited research presentation to the School of Management, The University of Texas at Dallas, April 27, 2001.

Program Evaluator, Undergraduate Business Programs, the University of Texas at San Antonio, May, 2000.

Business Policy and Strategy Division Review Board, 1990-1997, 1999-2014 Academy of Management Meetings

Organization and Management Theory Division Review Board, 1996-1997, 1999-2010 Academy of Management Meetings

Reviewer, 1993-1996 Southwest Academy of Management Meetings, Production and Operations Management Division

Discussant, BPS Division session on “CEOs, Status Quo, and Performance” at the national Academy of Management meetings, Chicago, August 10, 1999.

EXECUTIVE DEVELOPMENT AND CONSULTING

“Strategic Management” and “Implementing Strategy” presented to executive groups from local companies as part of the UW-Milwaukee Strategic Leadership Series, September 2001-2010.

“Strategic Management”, “Strategy Implementation” and “Ethical Issues in Business” presented to world-wide executives of Regal-Beloit Corporation, May, 2008, 2010, 2011.

“Leading Strategy Implementation” presented to managers in the Briggs & Stratton Leadership Institute, February, 2004.

“Strategic Thinking I” presented to Medical College of Wisconsin faculty, October 30, 2001.

Strategic Planning Consultant/Coordinator for top management team of American Excelsior Company, a \$100 million manufacturer in Arlington, TX, April to August, 1999.

“Monitoring and Managing Strategic Uncertainty in Health Care” workshop for 30 hospital CEOs, sponsored by the Hong Kong Hospital Authority, Mongkok, Kowloon, March 7, 1998.

Customer service requirements research for the Subscribers' Services Group, SABRE Travel Information Network, Dallas, Texas, January through March, 1997.

Relationship management consulting and training for the Associates' Sales Group, SABRE Travel Information Network, AMR Corporation, Dallas, Texas, August, 1996 to January, 1997.

"Managing to Enhance Customer Value" seminar, co-presented to Portuguese executives, sponsored by the Instituto Superior de Gestao, Lisbon, Portugal, November 21, 1995.

Seminar entitled "Building Sustainable Competitive Advantage for your Firm" co-presented to Belizean executives at the Ramada Royal Reef Hotel, Belize City, Belize, December 1 & 2, 1994.

Strategic Plan Consultant/Coordinator for top management team of DPT Laboratories, a pharmaceutical manufacturer in San Antonio, Texas, July, 1992 to January, 1993.

Management Development seminar series for top managers and supervisors at TMI Systems Design Corporation, Dickinson, North Dakota, 1985-1987.

Focus group sessions to supplement employee attitude surveys at St. Joseph's Hospital and Health Center, Dickinson, North Dakota, June, 1986.

Evaluation of market potential for mainframe and minicomputers in the People's Republic of China for Control Data Corporation, Minneapolis, July, 1985.

Project Consulting for nuclear information systems development and marketing for Utility Associates International, Rockville, MD, August, 1984 to January, 1985.

TEACHING

Undergraduate:	Strategic Management Management
MBA:	Strategic Management Business & Society Business Ethics
Executive MBA:	Strategic Management Strategy Implementation Business Ethics
Ph.D. Seminars:	Strategy I (Behavioral) Strategy II (Economics) Organization Theory

PH.D. COMMITTEE WORK

Dissertation Chair:

Paola Zanella (Bocconi University, Milan, Italy) “Leveraging Consumers for Your Business Model: A Micro Perspective on Value Creation and Capture,” 2015–present (co-chair).

Greici Sarturi (University of São Paulo, Brazil) “Value Creation through Providing Tangible and Intangible Employee Benefits,” Dissertation defended, October, 2016 (co-chair).

Wanrong Hou (UW-Milwaukee), “Three Essays on CEO Compensation, Risk-Taking Behavior and Future Firm Performance.” Dissertation defended, June, 2012 (co-chair).

Abdullah Alshwer (UW-Milwaukee), “Three Essays on Mergers & Acquisitions, Institutional Investment and Innovation.” Dissertation defended, June, 2012 (co-chair).

Caterina Tantalo (LUISS Guido Carli University, Rome, Italy), “Competing for Stakeholders: Three Essays on Business Sustainability.” Dissertation defended May, 2011 (co-chair).

Peter J. Snyder (UW-Milwaukee), “Crime at the Top: The Diffusion of Illegal Innovations among Management Elites.” Dissertation Defended August, 2008 (co-chair). Finalist for Outstanding Dissertation Award, SIM division, Academy of Management, 2009.

Jeff Vanevenhoven (UW-Milwaukee), “Taxonomies of Environmental Uncertainty Sources Perceived by Executives in the United States, Mexico and Taiwan.” Dissertation Defended May, 2008.

Sibin Wu (UW-Milwaukee), “Entrepreneurs: Motivation, Aspiration, and Opportunity Discovery.” Dissertation Defended August, 2004 (co-chair).

Hermann A. Ndofor (UW-Milwaukee), “Forms of Entrepreneurial Capital, Venture Strategy and Venture Performance: The Special Case of Immigrant Entrepreneurs.” Dissertation Defended, July, 2004.

Leonard G. Love (UT-Arlington), “Reshaping the Pinnacle of the Organization: An Exploratory Study of Co-CEO Processes.” Dissertation Defended, August, 2003.

Cynthia S. Cycyota (UT-Arlington), “Strategic Issue Interpretation by Biotechnology Executives: The Influence of the Institutional Field.” Dissertation Defended, February, 2003.

Vinay K. Garg (UT-Arlington), “The Relative Importance of Different Agency Problems in Organizing Economic Activity: An Investigation of Multiple Forms within Franchising Systems.” Dissertation Defended, April, 2000.

Felix W. K. Yip (The Hong Kong Polytechnic University), "Human Resource Manager Involvement in Strategy Making, Business-level Strategy, and Firm Performance." DBA Thesis Defended, September, 1999.

Ashwani Kumar Dhir (UT-Arlington), "A Field Study of the Resource-Based View of the Firm in the Context of the National Football League." Dissertation Defended, July, 1997.

Bruce Walters (UT-Arlington), "CEO Scanning, Business-level Strategy, and Firm Performance." Dissertation Defended, July, 1996.

Committee Member:

Luigi Nasta (LUISS Guido Carli University, Rome, Italy) "Job-related Diversity and Team Performance: An Empirical Analysis of the U.S. Music Industry," Dissertation defended, May, 2017.

Marwan Al-Shammari (UT-Arlington), "CEO Narcissism and prior experience, board prior experience, and Corporate Social Responsibility: An integrated framework using upper echelons theory, stakeholders' theory, and inter-organizational imitation," Dissertation defended, March, 2017.

Carmelo Gaudio (UW-Milwaukee), "A Practical Approach to Breast Cancer Knowledge Management: A Tumor Board Perspective." Dissertation Defended December, 2010.

Gaurav Bansal (UW-Milwaukee), "Three Research Essays Examining On-line Privacy Concerns: The Role of Personal Dispositions, Context, and Privacy-assurance Features." Dissertation Defended June, 2008.

Peter Haried (UW-Milwaukee), "Evaluating Relational Antecedents and Components of IT Outsourcing Success: When is Success and Failure One and the Same?" Dissertation Defended February, 2007.

Mujtaba Ahsan (UW-Milwaukee), "Incumbents' Adaptation to Uncertain Competence-Destroying Changes: A Real Options Perspective." Dissertation Defended July, 2006.

Andrew Ciganek (UW-Milwaukee), "The Need for Speed: The Decision to Adopt Service-Oriented Architecture." Dissertation Defended July, 2006.

Ying Lu (UW-Milwaukee), "IT Capability, Uncertainty and Organizational Performance: An Empirical Examination." Dissertation Defended December, 2005.

Suprasith Jarupathirun (UW-Milwaukee), "Decision Support Systems: Design and Evaluation." Dissertation Defended, August, 2005.

Joseph P. O'Connor, Jr. (UW-Milwaukee), "The Effect of Organizational Learning on Market Entry Strategy." Dissertation Defended, July, 2005.

Deb Davis (UW-Milwaukee), "The Learning Organization and Its Dimensions as Key Factors in Firm Performance." Dissertation Defended (Urban Education), May, 2005.

Matt Gilley (UT-Arlington), "An Empirical Investigation of the Determinants of Outsourcing Decisions." Dissertation Defended, June, 1997.

Steve Lovett (UT-Arlington), "The Control of International Subsidiaries: U.S. Subsidiaries in Mexico." Dissertation Defended June, 1997.

Sandra Beckett (UT-Arlington), "Achieving Competitive Advantage through Customer Value: Exploring Mass Customization as a Strategy for Service Organizations." Dissertation Defended July, 1996.

Tom Lumpkin (UT-Arlington), "The Entrepreneurial Orientation of New Entrants: Performance Implications of Alternative Configurations of Entrepreneurial Orientation, Environment, and Structure." Dissertation Defended December, 1995. Awarded Kauffman Foundation Outstanding Dissertation Proposal grant, \$15,000.

Joe Picken (UT-Arlington), "Organizational Attributes, Competitor Identification and Competitor Intelligence." Dissertation Defended December, 1995. Finalist for Outstanding Dissertation Award, BPS division, Academy of Management, 1996.

Dave Arnott (UT-Arlington), "Organization and Stock Market Responses to Internationalization: A Study of U.S. and Russian Joint Ventures." Dissertation Defended March, 1994.

External Examiner (British System):

Andrew Yiu Wing Wat (University of South Australia, Adelaide). "The Adoption of Knowledge Management Systems: An Organizational Citizenship Behavior Perspective." Ph.D. Thesis Defended February, 2012.

Jens Schmidt (Aalto University, Helsinki, Finland), "Exploiting Value Creation Opportunities: A Demand-based View." Ph.D. Thesis Defended September, 2011.

Tony Francolini (The Ivey School, University of Western Ontario), "Object and Relations Uncertainty: Two components of Perceived Environmental Uncertainty." Ph.D. Thesis Defended November, 2010.

Dennis Siu Lok Tung (The Hong Kong Polytechnic University), “The Influence of Business Strategy on Sustainable Advantage: A Study of Manufacturing Firms in China.” Ph.D. Thesis Defended February, 2010.

Wu Zhonghua (The National University of Singapore), “Expropriation by Corporate Insiders and Board Effectiveness in an Emerging Economy.” Ph.D. Thesis Defended May, 2009.

Meredith Rogers (The Australian Graduate School of Management), “Contingent Corporate Governance: A Challenge to Universal Theories of Board Structure.” Ph.D. Thesis Defended August, 2005.

Stephen Ko Chi Chung (The Hong Kong Polytechnic University), “Entrepreneurial Opportunity Identification.” Ph.D. Thesis Defended June, 2004.

William So (The Hong Kong Polytechnic University), “Conflict Resolution Strategies: An Analysis of the Perspective Used in the Principal-Distributor Relationship.” DBA Thesis Defended December, 2003.

James Yeung (The Hong Kong Polytechnic University), “Determinants of Strategic Alliance Formation: A Case Study of the Airline Industry in Asia.” DBA Thesis Defended December, 2003.

Edwin Kwong Kwok-Wah (The Hong Kong Polytechnic University), “Setting the Stage for New Product Development: An Empirical Study of the Hong Kong Electronics Industry.” DBA Thesis Defended July, 2003.

Sandy Chan Kit-Ying (The Hong Kong Polytechnic University), “Perceived Organizational Politics among Nursing Professionals in a Chinese Society: Direct Effects on Attitudinal and Behavioral Outcomes and Moderating Effects of Guangxi and Participative Management.” DBA Thesis Defended July, 2002.

Eric Leung Chi Bun (The Hong Kong Polytechnic University), “The Effect of Leadership Behavior on Subordinate Attitude and Performance in a Para-military Organization.” DBA Thesis Defended July, 2002.

Rudy Law (The Hong Kong Polytechnic University), “A Survey of the Hong Kong Software Industry: In Search of a Competitive Strategy for Small and Medium Size Software Firms.” DBA Thesis Defended April, 2001.

Master’s Theses Supervised

Giuseppe Grandinetti (LUISS Guido Carli University), “From Product Innovations to Strategy Innovations: The Case of the Smartphone Industry.” Master’s Thesis Defended March, 2014.

Andrea Pinti (LUISS Guido Carli University), “New Distribution Capability and Today’s Challenges of GDSs: Amadeus Case Study.” Master’s Thesis Defended March, 2014.

Gioia Raccah (LUISS Guido Carli University), “Innovation in the Food Industry: Eataly and Its Strategic Partners.” Master’s Thesis Defended March, 2014.

Reem Ahli (LUISS Guido Carli University), “The Determining Factors of Successful Management and Innovative Entrepreneurship, on the Consumer Demand-Pull Strategy (Start-Ups).” Master’s Thesis Defended March, 2014.

Alessandro Giomi (LUISS Guido Carli University), “Political Risk and the Transnational Corporation: Hidden Challenges and Opportunities.” Master’s Thesis Defended November, 2013.

Lorenzo Torracca (LUISS Guido Carli University), “Market and Environmental Influences on Corporate Strategies and Innovation.” Master’s Thesis Defended November, 2013.

Giulia Marseglia (LUISS Guido Carli University), “Challenges of Ecosystem Evolution: How Giants of the Payment Systems Industry Are Shaping Their Innovation Strategies in Italy.” Master’s Thesis Defended November, 2013.

Antonio La Mura (LUISS Guido Carli University), “The Italian Startup Ecosystem.” Master’s Thesis Defended November, 2013.

Jean François Gariglio (LUISS Guido Carli University), “A Case Study from the Demand-Side Perspective.” Master’s Thesis Defended November, 2013.