

HILDY TEEGEN

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Isle of Palms, SC 29451
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Sonoco International Business Department
Darla Moore School of Business
University of South Carolina
1014 Greene Street
Columbia, SC 29208
teegen@moore.sc.edu

EDUCATION

Doctor of Philosophy, University of Texas at Austin
International Business, primary field
Marketing Strategy and Economic Development, secondary fields
December, 1993

Bachelor of Arts, University of Texas at Austin
Latin American Studies
December, 1987

Bachelor of Business Administration, University of Texas at Austin
International Business and Finance
December, 1987

POSITIONS HELD

The University of South Carolina
Columbia, SC

7/13-present Professor, Sonoco International Business Department, Darla Moore School of Business
USC Educational Foundation Professor of International Business

9/07-6/13 Dean, Darla Moore School of Business
USC Educational Foundation Professor of International Business

ESAN University
Lima, Peru

January, 2015 Visiting Professor International Week
July, 2014 Visiting Professor International Week
Fall, 2013 Fulbright Senior Academic Specialist

***The George Washington University
Washington, DC***

5/06-8/07 Founding Director, GW Center for International Business Education and Research (GW-CIBER)
6/05-8/07 Professor of International Business & International Affairs (Jointly appointed at School of
Business and Elliott School of International Affairs)
9/00-5/05 Associate Professor of International Business and International Affairs (Jointly appointed at
School of Business and Elliott School of International Affairs)
9/96-8/00 Assistant Professor of International Business, School of Business

***The College of William & Mary
Williamsburg, VA***

9/93-6/96 Assistant Professor of Marketing

***Instituto Tecnológico Autónomo de México (ITAM)
Mexico City, Mexico***

1/93-7/93 Visiting Professor of International Business

***The University of Texas at Austin
Austin, TX***

1/91-12/92 Instructor of International Business

***Instituto Tecnológico y de Estudios Superiores de Monterrey (ITESM)
Monterrey, Mexico***

8/90-12/90 Visiting Professor of International Marketing
9/95-6/96 Visiting Professor of International Marketing (Executive Distance Education Program)

PUBLICATIONS

AUTHORED BOOKS

Case Studies of Economic Sanctions: The Chinese, Cuban and Iranian Experiences (2003) (with H. Askari, J. Forrer, J. Yang). Westport, CT: Praeger Books

U.S. Economic Sanctions: Philosophy and Efficacy (2001) (with H. Askari, J. Forrer and J. Yang). Westport, CT: Praeger Books.

EDITED BOOKS

NGOs and the Millennium Development Goals: Citizen Action to Reduce Poverty (2007) (Co-Edited with Jennifer Brinkerhoff and Stephen C. Smith). New York, NY: Palgrave.

Globalization and NGOs: Transforming Business, Governments and Society (2003) (Co-Edited with J. P. Doh). Westport, CT: Praeger Books.

REPORTS TO THE FIELD

The Globalization of Management Education: Changing International Structures, Adaptive Strategies, and the Impact on Institutions (2011) (AACSB Globalization of Business Taskforce). Bingley, UK: Emerald Publishing.

EDITED JOURNAL SPECIAL ISSUES

Role of Nongovernmental Organizations in the Business-Government-Society Interface (Part I). *Business & Society* 49(1), March 2010.

Role of Nongovernmental Organizations in the Business-Government-Society Interface (Part II). *Business & Society* 49(4), December, 2010.

REFERRED JOURNAL ARTICLES

Looking for a Service Opening: Building Reputation by Leveraging International Activities and Host Country Context (with A. Borda, W. Newburry, A. Montero, J. Najera-Sanchez, F. Forcadell, N. Lama and Z. Quispe) (forthcoming) *Journal of World Business*.

Bringing the Institutional Context Back In: A Cross-National Comparison of Alliance Partner Selection and Knowledge Acquisition (with G. Vasudeva and J. Spencer) (2012) *Organization Science*, 24(2): 319-338.

Role of Nongovernmental Organizations in the Business-Government-Society Interface, (Part II) (with N.M. Dahan and J.P.Doh) (2010) *Business & Society*,49(4): 567-569.

Role of Nongovernmental Organizations in the Business-Government-Society Interface, (Part I) (with N.M. Dahan and J.P.Doh) (2010) *Business & Society*, 49(1): 20-34.

NGOs' Influence on MNEs' Social Development Strategies in Varying Institutional Contexts: A Transaction Cost Perspective (with S. Vachani and J.P. Doh) (2009) *International Business Review*, 18 (5):446-456.

Foreign Research and Development and Host Country Environment: An Empirical Examination of U.S. International R&D (with J.P. Doh, G.K. Jones and R. Mudambi) (2005) *Management International Review*, 45 (2): 121-154.

The Importance of Nongovernmental Organizations (NGOs) in Global Governance and Value Creation: An International Business Research Agenda (with J.P. Doh and S. Vachani) (2004) *Journal of International Business Studies*, 35(6): 463-483.

U.S. Economic Sanctions Against China: Who Gets Hurt? (with J. Yang, J. Forrer and H. Askari) (2004). *The World Economy*, 27(7): 1047-1081.

Balancing Private and State Ownership in Emerging Markets Telecommunications Infrastructure: Country, Industry, and Firm Influences (with J.P. Doh and R. Mudambi) (2004). *Journal of International Business Studies*. 35(3): 233-250.

U.S. Economic Sanctions: An Empirical Study (with H. Askari, J. Forrer and J. Yang) (2004). *The International Trade Journal*, 18(1): 23-62.

Private Investment in Emerging Markets Telecommunications Infrastructure: Global Trends, National Policies, Firm Strategies (with J. P. Doh) (2003). *Competition and Change*, 7(1): 39-60.

- International NGOs as Global Institutions: Using Social Capital to Impact Multinational Enterprises and Governments (2003). *Journal of International Management*, 9 (September): 271-285.
- Factors Affecting Foreign R&D Location Decisions: Management and Host Policy Implications (with G. K. Jones) (2003). *International Journal of Technology Management*, 25(8): 791-813.
- Nongovernmental Organizations as Institutional Actors in International Business: Theory and Implications (with J. P. Doh) (2002). *International Business Review*, 11(6), December: 665-684.
- Government Privatization Strategies in Emerging Economies: Whether to Go Some or All of the Way (with J. P. Doh) (2002) *Journal of International Business and Economy*, 3(1): 69-86.
- Private Telecommunications Investment in Emerging Economies: Comparing the Latin American and Asian Experience (with J. P. Doh) (2002-2003). *Management Research*, 1(1), Winter: 9-26.
- U.S.-Mexican Alliance Negotiations: Impact of Culture on Authority, Trust and Performance (with J. P. Doh) (2002). *Thunderbird International Business Review*, 44(6), November: 749-775.
- Economic Sanctions and U.S. International Business Interests (with H. Askari, J. Forrer and J Yang) (2002). *Banca Nazionale del Lavoro Quarterly Review*, No. 220, March: 55-69.
- U.S. Economic Sanctions: Lessons from the Iranian Experience (with H. Askari, J. Forrer and J. Yang) (2001). *Business Economics*, 36(3): 7-19.
- Global R&D Activity of US MNCs: Does National Culture Affect Investment Decisions? (with G. K. Jones) (2001). *Multinational Business Review*, 9(2): 1-7.
- Determinants and Performance Impacts of External Technology Acquisition (with G. K. Jones and A. Lanctot, Jr.) (2001). *Journal of Business Venturing*, 16(3): 255-283.
- Export Strategies and Performance of Firms from Emerging Economies: Evidence from Brazil, Chile and Mexico (with P. Aulakh and M. Kotabe) (2000). *Academy of Management Journal*, 43(3): 342-361.
- Examining Strategic and Economic Development Implications of Globalising Through Franchising (2000). *International Business Review*, No. 9, pp. 497-521.
- Strategic Alliances in Emerging Latin America: A View from Brazilian, Chilean and Mexican Companies (with M. Kotabe, P. Aulakh, M.C. Coutinho de Arruda, R. Santillan Salgado and W. Greene) (2000). *Journal of World Business*, Summer 35(2): 114-132.
- Authority and Trust in Cross Border Partnerships: Mexican Firm Perspectives (1998). *The Journal of International Management*, 4: 223-239.
- To Purchase or to Pirate Software: An Empirical Study (with H. Cheng and R. Sims) (1997). *Journal of Management Information Systems*, Spring 13(4): 49-60.
- Toward a Profile of Student Software Pirates (with R. Sims and H. Cheng) (1996). *The Journal of Business Ethics*, 15(8): 839-849.
- Market Liberalization and International Alliance Formation: The Mexican Paradigm (with K. Gillespie) (1995). *Columbia Journal of World Business*, Winter XXX(4): 58-69.
- Anticipatory Learning for Global Success (with R. M. Fulmer) (1995). *American Journal of Management Development*, 1(3): 18-25.

REFEREED CHAPTERS IN BOOKS

- Why Do Private Firms Invest in Public Goods? (with G. Vasudeva) (2011). In *Cross-Sector Leadership for the Green Economy*. Marcus, A., Shrivastava P., Sharma, S., Pogutz, S. (Eds.). Palgrave.
- Achieving the Millennium Development Goals: Ways for MNCs to Effectively Interface with NGOs (2005). *Multinational Corporations and Global Poverty Reduction*. S. Jain and S. Vachani, Eds. London: Edward Elgar.
- What Latin American Firms Want in Strategic Alliances (with M. Kotabe, P. Aulakh, M.C. Coutinho de Arruda, R. Santillan Salgado and W. Greene) (2001). *Market Revolution in Latin America*, Masaaki Kotabe and Ricardo Leal, editors, New York: Elsevier.
- Strategic and Economic Development Implications of Globalizing Through Franchising: Evidence from the Case of Mexico (2001). *International Franchising in Emerging Markets*, D. H. B. Welsh and I. Alon, editors, CCH Inc. Publishers.
- Globalization's Impact on the Marketing/Marketing of Islam (2000), (with M. Teegen) *Rethinking Globalization(s): From Corporate Transnationalism to Local Intervention*, P.S. Aulakh and M. Schechter, eds., Macmillan/St. Martin's Press.
- Businesses: Their Strategic Alliances (1998). In *New Bilateral Agenda in the US-Mexico Relationships*, M. Vereza Campos, R. Fernandez de Castro, S. Weintraub, eds., ITAM/UNAM/CISAN-Fondo de Cultura Economica, Mexico City, pp. 401-422.
- Valuation of Technology and New Ventures (1998). *Handbook of Technology Management*, R. Dorf, Ed., CRC Press: Boca Raton, Florida, pp. 1.21-1.26.
- International Strategic Alliances (1998) *Handbook of Technology Management*, R. Dorf, Ed., CRC Press: Boca Raton, Florida, pp. 22-15-22-20.
- Anticipatory Learning for Global Organizations (1998) (with Robert M. Fulmer) in *Executive Development and Organizational Learning for Global Business*, J. B. Keys and R. Fulmer, eds., The International Business Press: New York/London, pp. 15-22.

NON-REFEREED CHAPTERS IN BOOKS

- Strategic Alliances in Emerging Latin America: A View from Brazilian, Chilean and Mexican Companies (with M. Kotabe, P. Aulakh, R. J. Santillan-Salgado, M.C. Coutinho de Arruda and W. Greene) (2009, 2010). Reprinted in *Emerging Trends, Threats and Opportunities in International Marketing: What Executives Need to Know*, Michael Czinkota, Ilkka A. Ronkainen and Masaaki Kotabe, Eds. New York: Business Expert Press.
- Introduction (2007) (with Jennifer M. Brinkerhoff and Stephen C. Smith) in *NGOs and the Millennium Development Goals: Citizen Action to Reduce Poverty* New York, NY: Palgrave.
- Beyond the "Non": The Strategic Space for NGOs in Development (2007) (with Jennifer M. Brinkerhoff and Stephen C. Smith) in *NGOs and the Millennium Development Goals: Citizen Action to Reduce Poverty* New York, NY: Palgrave.
- The Role of NGOs in Health, Education, Environment, and Gender: Application of the Theoretical Framework (2007) (with Jennifer M. Brinkerhoff and Stephen C. Smith) in *NGOs and the Millennium Development Goals: Citizen Action to Reduce Poverty* New York, NY: Palgrave.

Conclusions and Policy Implications (2007) (with Jennifer M. Brinkerhoff and Stephen C. Smith) in *NGOs and the Millennium Development Goals: Citizen Action to Reduce Poverty* New York, NY: Palgrave.

Globalization and NGOs: Why Should We Care? (with J. P. Doh) (2003). *Globalization and NGOs: Transforming Business, Governments and Society*, J. P. Doh and H. Teegen, Eds. Westport, CT: Praeger Books.

Cooperative Strategies in Environmental Nongovernmental Organizations (with J. P. Doh and W. Newburry) (2003). *Globalization and NGOs: Transforming Business, Government and Society*, J. P. Doh and H. Teegen, Eds. Westport, CT: Praeger Books.

Business-Government-NGO Bargaining in International, Multilateral Clean Development Mechanism Projects in the Wake of Kyoto (2003). *Globalization and NGOs: Transforming Business, Governments and Society*, J. P. Doh and H. Teegen, Eds. Westport, CT: Praeger Books.

Globalization and the Future of NGO Influence (with J. P. Doh) (2003), *Globalization and NGOs: Transforming Business Governments and Society*, J. P. Doh and H. Teegen, Eds. Westport, CT: Praeger Books

NON-REFEREED ARTICLES

TLC y Alianzas Estrategicas (1993). *Observador Internacional* 1(1): 49-51

Los Recursos de los Aliados en Una Alianza Estrategica: Cuestiones de Poder y Dependencia (1993). *Reporta Comercio Exterior (CONACEX)* Junio: 21-22.

Las Desventajas: Costos y Riesgos de las Alianzas Estrategicas Comerciales (1993). *Reporta Comercio Exterior (CONACEX)* Mayo: 27-28.

Por Que Formar Alianzas Estrategicas Comerciales (1993). *Reporta Comercio Exterior (CONACEX)* Abril: 19-20.

Alianzas Estrategicas Comerciales (1993). *Reporta Comercio Exterior (CONACEX)* Marzo: 19-20.

REFEREED PRESENTATIONS

“Shifting the Locus of Innovation to Stakeholders: Lessons from IFC Projects” (with L. Nartey). Presented at the Academy of International Business Annual Meetings, New Orleans, Louisiana, June 28, 2016.

“Contextualizing An Approach to Meaningful Organizations: Lessons from IFC Projects” (with L. Nartey). Presented at the Academy of Management Annual Meetings, Anaheim, California, August 8, 2016.

“Shaping Corporate Reputations in Latin American Service Firms: Industry and Host Country Factors” (with A. Borda and W. Newburry). Presented at the Academy of Management Annual Meetings, Anaheim, California, August 8, 2016.

“harborGood.com: A Model for Bringing the Power of Markets to Global Philanthropy”. Presented at the Aspen Global Leadership Network Action Forum, Aspen, Colorado, July, 29, 2015.

"Business Group Diversification, Internationalization and NGO Engagement Effects on Firm Performance" (with A. Borda). Presented at the Academy of International Business Annual Meetings, Vancouver, Canada, June 26, 2014.

- "Traceability in the Food Industry: Armajaro's Movement Towards Being an Honorable Merchant" (with A. Borda and O. Morales). Presented at the American Marketing Association's Special Interest Group in International Marketing Conference, Cancun, Mexico, April 16, 2014.
- "NGOs' Influence on MNEs' Social Development Strategies: A Transaction Cost Perspective" (with S. Vachani and J. Doh). Presented at the Academy of International Business Annual Meetings, Beijing China, June 26, 2006.
- "Stock Market Reactions to Private Investor Strategies in Emerging Economies" (with K. Seethepalli). Presented at the Academy of International Business Annual Meetings, Beijing, China, June 25, 2006.
- "Scope and Organizational Performance: Multinational Enterprises vs. Nongovernmental Organizations". Presented at the Academy of International Business Annual Meetings, Quebec City, Quebec, July 12, 2005.
- "Shareholder Valuing and Societal Value Creation Through Firms' Social Development Strategies: Identification of Relevant Contingencies in the Literature and in MNC Investment in Mining" (with R. Parker). Presented at the Academy of International Business Annual Meetings, Quebec City, Quebec, July 11, 2005. Also presented at the Sloan Program for Business and Society Conference at Airlie House, Virginia, June 27, 2005.
- "Strategy, Structure and Performance: A Conceptual Treatment of Privatization in Emerging Economies" (with K. Seethepalli). Presented at the Academy of International Business Annual Meetings, Stockholm, Sweden, July 13, 2004.
- "A Framework for Understanding Private Firm Participation in Multisectoral, Multinational (Energy) Technology Development Consortia" (with G. Vasudeva). Presented at the Academy of International Business Annual Meetings, Stockholm, Sweden, July 11, 2004.
- "Achieving the Millennium Development Goals: Ways for MNCs to Effectively Interface with NGOs". Presented at the University of Connecticut CIBER Conference on MNCs and Poverty Reduction, Storrs, CT, October, 2003.
- "Nongovernmental Organization Networks: Connection Locus and Goal Scope" (with J. P. Doh and W. Newbury). Presented at the Academy of Management Annual Meetings, Seattle, WA, August 6, 2003.
- "International NGOs as Global Institutions: Using Social Capital". Presented at the Academy of Management Annual Meetings, Seattle, WA, August 6, 2003.
- "Economic and Strategic Impacts of US Economic Sanctions on Cuba" (with H. Askari, J. Forrer and J. Yang). Presented at the Academy of International Business Annual Meetings, Monterey, CA, July 6, 2003.
- "Globalization, Non-Governmental Organizations, and Business-Government Bargaining: Implications for International Business Theory and Practice" (with J. P. Doh). Presented at the Academy of International Business Annual Meetings, Monterey, CA, July 7, 2003.
- "Cooperative Strategies in Environmental Nongovernmental Organizations" (with J. P. Doh and W. Newbury). Presented at the Academy of International Business Annual Meetings, Monterey, CA, July 8, 2003.
- "Private Infrastructure Investment in Emerging Economies: Comparing the Latin American and Asian Experience" (with J. P. Doh). Presented at the Academy of International Business Annual Meetings, San Juan, PR, June 30, 2002.
- "U.S. Economic Sanctions: An Empirical Examination" (with H. Askari, J. Forrer and J. Yang). Presented at the Academy of International Business Annual Meetings, San Juan, PR, July 1, 2002.

- “The Role of NGOs in Economic Integration in the Americas” (with J. P. Doh, J. Deslauriers, B. Kotschwar). Presented at the Academy of International Business Annual Meetings, San Juan, PR, July 1, 2002.
- “Private Infrastructure Investment in Emerging Economies: Comparing the Latin American and Asian Experience”. Presented at the Business Association of Latin American Studies Annual Meetings, Tampa, FL, March 21, 2002.
- “NGOs as Global Institutions: Their Impact on Multinational Enterprises and Governments”. Presented at the International Business Forum at Temple University, Philadelphia, PA, March 23, 2002.
- “MNC-Government-NGO Bargaining in Infrastructure Privatization: Stakeholder, Agency Approach to International Business-Government Relations” (with J. Doh). Eastern Academy of Management Global Conference San Jose, Costa Rica, June 23, 2001. Awarded the John Yanouzas Eastern Academy of Management International Outstanding Paper Award.
- “Business-Government-NGO Bargaining: Assessing Value and Valuations in International, Multilateral Joint Implementation Projects in the Wake of Kyoto”. Paper presented in an All Academy Panel entitled “Governments, Firms, and Non-Governmental Organizations: How NGOs Matter to Corporate Strategy, Public Policy and Business-Government Relations (panel organized with J. Doh), Academy of Management Annual Meetings, Washington, D.C., August 7, 2001.
- “Human Resource Issues: US-Mexican Joint Ventures” (with P. Rao). Presented at the Iberoamerican Academy of Management Meetings, Mexico City, December 11, 2001.
- “Mexican Firm Perspectives on Alliance Achievement: Issues of Governance and Trust” (1999), presented at the Academy of International Business annual meeting, Charleston, SC.
- “Determinants of Global R&D: The Case of U.S. R&D Abroad” (1999), (with Gary K. Jones), presented at the Academy of International Business annual meeting, Charleston, S.C. and the Academy of International Business Northeast Chapter meeting, Philadelphia, PA.
- “National Culture and Innovation: Implications for Global R&D Operations” (1999), (with Gary K. Jones), presented at the Business Association of Latin American Studies annual meeting, New Orleans, LA.
- “Creating Commitment in Crossborder Franchisee-Franchiser Relationships: The Case of US Franchise Systems in Mexico” (1999), (with Maria Amador Dumois and Elliot Maltz), presented at the Business Association of Latin American Studies annual meeting, New Orleans, LA.
- “The Direct and Indirect Effects of Unilateral Controls on Franchisor Goals in Emerging Market Franchise Relationship” (1997), American Marketing Association Summer Educator’s Conference, Chicago, August.
- “Antecedents and Consequences of Interfirm Trust in Cross Border Marketing Alliances” (1995), American Marketing Association Summer Educator’s Conference, Washington, D.C., August.
- “Behavioral Integration in International Franchising” (1995), with Elliot Maltz and Renee Price, American Marketing Association Winter Educator’s Conference, San Diego, CA, February.
- “Market Liberalization and Strategic Alliance: The Evolving Mexican Paradigm”, (1994), with Kate Gillespie, Academy of International Business Conference, Boston, MA, November.
- “US-Mexican Partnering: Collaboration Success Factors from the Mexican Perspective”, (1994), Academy of International Business Conference, Boston, MA, November.
- “Strategic Alliance Formation Propensity in Developing Countries: An Empirical Study”, (1992), Academy of International Business Annual Conference, Brussels, Belgium, November.

PANEL ORGANIZATION

- “Better Together? Current Research and Practice in Strategy, Policy and the Economics of Clusters for Building and Sustaining Global Competitiveness”. Panel Presentation at the 2016 Academy of International Business Annual Meeting, New Orleans, Louisiana, June 29, 2016.
- "Myths and Realities of Capitalism: Micro and Macro Perspectives" (with R. Agarwal). All Academy Panel Presentation at the 2013 Academy of Management Annual Meeting, Orlando, Florida, August 11, 2013.
- "AACSB Report on the Globalization of Business Education" (with S. Lenway). Panel presentation at the 2013 Academy of International Business Conference, Istanbul, Turkey, July 4, 2013.
- "Evolving Role of the (Honest and Dishonest) Businessman and the Government in the 21st Century" (with R. Agarwal). All Academy Professional Development Workshop presented at the 2010 Academy of Management Annual Meeting, Montreal, Canada, August 8, 2010.
- “Lessons from Practice: Cross Sector Partnerships to Solve Social and Environmental Challenges” (with D. Hyatt, et al.) Professional Development Workshop presented at the 2009 Academy of Management Annual Meeting, Chicago, Illinois, August 8, 2009.
- “Where do Businesses and Economies Flourish Around the World? How Country Indices can be Profitably Employed in International Business Research and Teaching. (With J. de Castro, T. Miller, E. Allen, C. Graff, and D. Roodman). Presented at the 2009 Academy of International Business Annual Meeting in San Diego, CA, June 28, 2009.
- “The Organizational and Environmental Context Dimension of the Scope-Performance Relationship (or) What NGOs Can Teach (and Learn From) International Business About Diversification”. Panel at the Academy of International Business Annual Meetings, Quebec City, Quebec, July 12, 2005.
- “The Power of New Ideas for International Sustainable Development: Collaboration by Firms, Governments and NGOs” (with J. P. Doh). Panel at the Academy of International Business Meetings, Monterey, CA, July 8, 2003.
- “Social Movements, NGOs and Strategy (with J. P. Doh and S. Vachani). Panel at the First Annual Conference on Emerging Research Frontiers in International Business, Duke University, Durham, NC, March 8, 2003.
- “Economic and Geographic Integration in the Americas: States, Corporations, Multilateral Institutions, and Civil Society” (with J. P. Doh). Panel at Academy of International Business Annual Conference, San Juan, Puerto Rico, July 2, 2002.
- “Governments, Firms, and Non-Governmental Organizations: How the Rise of NGOs Matters to Corporate Strategy, Public Policy, and Business-Government Relations” (with J. P. Doh). Panel at the Academy of Management Annual Conference, Washington, D.C., August 3, 2001.

SESSION/WORKSHOP/PANEL DISCUSSION, CHAIRING AND PARTICIPATION

- "Responsible Leadership and Environmental Sustainability" Session Chair at Academy of International Business Conference, Vancouver, Canada, June 24, 2014.

- "Corporate Social Responsibility: Defining the Domain" Roundtable Presentation at Academy of International Business Conference, Istanbul, Turkey, July 5, 2013.
- "Transforming Markets: Cross Sector Partnerships for Sustainable Product Standards" Professional Development Workshop Discussant at Academy of Management Annual Conference, Orlando, Florida, August 10, 2013.
- "Lessons and Questions from Practice: Cross Sector Partnerships for Sustainable Development" Professional Development Workshop Participant at Academy of Management Annual Conference, Montreal, Canada, August 7, 2010.
- "Cross Sector Partnerships in International Business" Session Discussant at Academy of International Business Meeting, Rio de Janeiro, Brazil, June, 29, 2010.
- "Future of Scholarship and Academic Careers in the International Business Field: A Dean's Perspective" All Academy Plenary Panelist at Academy of International Business Meeting, Rio de Janeiro, Brazil, June 27, 2010.
- "Theories on the Relationships Among Business, Government and Society" Session Chair/Discussant at Academy of International Business Meeting, Rio de Janeiro, Brazil, June 27, 2010.
- "The State of the State in Current International Business Research" Session Chair at Academy of International Business Meeting, Rio de Janeiro, Brazil, June 27, 2010.

TEACHING

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|---------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Spring, 2016 | The Darla Moore School of Business, University of South Carolina, Columbia, SC
Foreign Market Analysis and Policy Infrastructure for SC Agribusiness Exports (SC/Vietnam field course)
<i>(elective MIB, IMBA, MBA internship project)</i> |
| Spring, 2015 | The Darla Moore School of Business, University of South Carolina, Columbia, SC
Global Competitiveness Through Cluster Strategy (SC/Peru field course)
<i>(elective PMBA course)</i> |
| Spring, 2015/2016 | The Darla Moore School of Business, University of South Carolina, Columbia, SC
International Business Negotiation
<i>(elective IMBA, required MIB course)</i> |
| July, 2014 & January 2015 | ESAN University Graduate School of Business
Lima, Peru
<i>International Business Negotiation</i>
<i>(International Week course)</i> |
| May, 2009 | The Darla Moore School of Business, University of South Carolina, Columbia, SC
<i>Ivory Tower to Marketplace</i>
<i>(elective Honors Consulting Practicum Course)</i> |
| August, 1996-August 2007 | The George Washington University, Washington, D.C. |

	<i>International Business Negotiation</i> (elective MBA course)
August, 1996-August 2007	The George Washington University, Washington, D.C. <i>Foreign Market Analysis</i> (elective undergraduate capstone course and elective MBA course)
Fall, 2002-August 2007	The George Washington University, Washington, D.C. <i>Managing in Developing Countries</i> (elective MBA course, undergraduate elective)
Fall 1999-Spring 2003	The George Washington University, Washington, D.C. <i>The World Economy and the Multinational Enterprise</i> (MBA core required course)
February/March, 1997-1999	The George Washington University, Washington, D.C. <i>Global Strategy Implementation through International Business Negotiations</i> (Executive MBA elective course)
Summers, 1996-2006	The University of Texas at Austin, Austin, Texas <i>International Negotiation & Strategy</i> (undergraduate)
August, 1993-May 1996	The College of William and Mary, Williamsburg, Virginia <i>International Marketing and Principles of Marketing</i> (undergraduate/graduate)
Spring, 1996	Instituto Tecnológico y de Estudios Superiores de Monterrey (ITESM), Campus Monterrey/Satellite to 26 campuses in ITESM system <i>International Marketing</i> (Executive MBA, in Spanish)
Fall, 1995	Instituto Tecnológico y de Estudios Superiores de Monterrey (ITESM), Campus Monterrey/Satellite to 26 campuses in ITESM system <i>International Marketing</i> (Executive MBA, in Spanish)
Summer, 1995	Instituto Tecnológico y de Estudios Superiores de Monterrey (ITESM), Campus Ciudad de México (with University of Texas) <i>International Business Operations</i> (graduate seminar and simulation)
Fall, 1994	Instituto Tecnológico y de Estudios Superiores de Monterrey (ITESM), Campus Ciudad de México (with University of Texas) <i>Product/Country Analysis Research</i> (graduate seminar)
Summer, 1994	The University of Texas at Austin, Austin, Texas <i>Product/Country Analysis Research</i> (graduate seminar)
Winter, 1994	Universidade do Porto, Oporto, Portugal <i>International Marketing Strategy</i> (graduate seminar and simulation)
January, 1993-June, 1993	Instituto Tecnológico Autónomo de México (ITAM) Mexico City, Mexico <i>International Marketing</i> (undergraduate and graduate, in Spanish)
January, 1991-December, 1992	The University of Texas at Austin, Austin, Texas <i>International Business Operations</i> (undergraduate)

August, 1990-December, 1990 Instituto Tecnológico y de Estudios Superiores de Monterrey (ITESM)
Monterrey, Nuevo Leon, Mexico
International Marketing (undergraduate, in Spanish)

DOCTORAL DISERTATIONS DIRECTED AND COMPLETED

How National Institutions Influence Firms' Knowledge-Building Alliance Strategies:

A Longitudinal Study of Fuel Cell Technology Development. Gurneeta Vasudeva (co-directed with Jennifer Spencer), June 2005; winner of the 2006 Farmer Best Dissertation Award at the Academy of International Business, Beijing, China; winner of the 2006 Richman Best Dissertation Award in the International Management Division of the Academy of Management, Atlanta, Georgia.

Risk, Structure and Performance: An Analytical Treatment of Electricity Privatization in Emerging Economies. Kalpana Seethepalli, April, 2005.

Relationship Specific Motives and Cultural Values in the Cross Border Franchisor-Franchisee Relationship from the Puerto Rican Franchisee's Perspective. Maria Amador Dumois, May 2005.

Private Investment, Entrepreneurial Entry, and Partner Collaboration in Emerging Markets Telecommunications: The Impact of Country, Industry, and Firm-Level Factors. Jonathan P. Doh, May, 2001.

PROFESSIONAL AFFILIATIONS AND MEMBERSHIPS

Young Presidents Organization (YPO) Southern 7 and Caribbean Chapter (through 2016 "age out")

Academy of International Business (AIB) Member

Founding Executive Board Member for Women of AIB

Track Chair for The Context of international Business: International Political Economy, Business History, Law and Ethics track/Stockholm, Sweden, 2004

Track Chair for Latin American Track/Monterrey, Mexico, 1997

Academy of Management (AoM) Member

SERVICE TO THE ACADEMIC FIELD

Field Service via Accreditation and Field Editorial Guidance

AACSB Certification/Maintenance of Accreditation Decanal Peer Review Team Member

March, 2015: State University of New York Polytechnic

March, 2015: Dyson School, Cornell University

August, 2014: California State University Bakersfield

August, 2014: Wichita State University

January, 2014: Rawls College of Business, Texas Tech University

January, 2014: Simon School of Business, University of Rochester

January, 2014 Willumstad School of Business, Adelphi University

March, 2013: Florida State University College of Business

March, 2013: Loyola University, New Orleans, LA

February, 2012: University of Tennessee Business School

December, 2011: American University of Cairo, Cairo, Egypt
October, 2011: Walton School of Business, University of Arkansas
April, 2011: Sabanci University, Istanbul, Turkey
October, 2010: Carlson School of Management, University of Minnesota
February, 2009: Rutgers University Business School

Maintenance of Accreditation/Continuous Improvement Committee Member (July 2012-present) Association for the Advancement of Collegiate Schools of Business (AACSB).

BizEd (AACSB) Editorial Advisory Board Member 2011-present.

Field Service via Conferences, Workshops and Scholarly Editorial Guidance

Faculty Development in International Business Workshop on Teaching International Business Negotiations, University of South Carolina CIBER, June, 2015 and June 2016.

Improving Non-Profit Engagement through a Novel Market for In-Kind Giving: The harborGood.com model, South Carolina Association of Non-Profit Organizations Annual Conference, Charleston, SC, February 2015.

Academy of International Business Junior Faculty Consortium Panel ('Managing a Career in International Management') Washington, DC, July, 2012.

The Business School Dean Redefined: New Leadership Requirements from the Front Lines of Change in Academia Panelist. AACSB Dean's Conference, New Orleans, LA, February, 2012.

AACSB Globalization of Business Task Force Member 2008-2011.

Globalization of Business Education Plenary Session Panelist. AACSB Dean's Conference, Phoenix, Arizona, February, 2011.

2010 International Management Division of Academy of Management, Junior Faculty Consortium Panel, Montreal, Canada, August.

2010 Academy of International Business Doctoral Consortium Panel, Rio de Janeiro, Brazil, June.

2010 Women of the Academy of International Business Mentoring Panel, Rio de Janeiro, Brazil, June.

2008 Strategic Management Society Special Conference Dean's Conclave Member, December, Hyderabad, India.

2008 Strategic Management Society Special Conference Doctoral Consortium Panelist, December, Hyderabad, India.

2008 Academy of International Business, Junior Faculty Consortium Panel, Milan, Italy, June.

2008 International Management Division of Academy of Management. Junior Faculty Consortium Panel, Anaheim, CA, August.

Department Editor for *Journal of International Business Studies*, Institutions and Comparative Capitalism Area, 2004 - 2007.

Editorial Board Member for *Journal of International Management* 1999-2006

Co-Founder of George Washington University International NGO Working Group (GW-INGOT) 2003- 2007.

Workshop Co-Leader “Strategies for Teaching International Business Negotiations”, Faculty Development Program in International Business (FDIB), sponsored by various Centers for International Business Education and Research (CIBERs); hosted by CIBER at Fuqua School, Duke University, October 1999, 2000, 2001, 2002, 2003, 2004; and hosted by GW University in 2007.

Workshop Co-Leader for “Institutions and International Business” paper development workshop at the Academy of International Business Annual Meetings, Quebec City, Quebec, July 9, 2005.

Secretary-Treasurer for Women of the Academy of International Business (WAIB) 2003-2005.

HONORS & AWARDS

Delegate, RTR/UBS Foundations Project Entrepreneur Women’s Intensive, New York City, April 8-10, 2016.

Finalist Perfect Pitch Competition for harborGood.com new venture presentation, Charleston, SC, November 18, 2015.

Fulbright Senior Academic Specialist at ESAN University, Lima, Peru (Fall 2013)

Aspen Institute Global Leadership Network Member (2008-present)

Liberty Fellow, SC (2008-present)

George Washington University School of Business Dean’s Scholar Award, 2006-2007

George Washington University School of Business Board of Advisors Award for Faculty Service, 2005

Best Reviewer Award, International Management Division, Academy of Management, 2005

Phil Grub International Business Fellow – 2002-2003

Phil Grub International Business Fellow – 2000-2001

Governor’s Award for Contribution to Economic Development, State of Virginia, March, 1997.

PUBLIC AND CORPORATE SERVICE

Director, Fulbright Association Board, Washington, DC October, 2014-present

External Selection Advisor for World Bank Group Global Practice Leads (Poverty, Public-Private Partnerships, Finance and Markets, Macroeconomics and Fiscal Management, Governance, and Trade and Competitiveness practice areas), World Bank Group (WBG) Washington, D.C. December, 2013-present

Advisory Panel on Sustainability and Business Member, International Finance Corporation (IFC) Washington, D.C. June 2013-present

Chair, Advisory Council for Sustainability, Culver Academies, Culver, Indiana (current)

Independent Director, Cox Industries, Orangeburg, South Carolina (current)

Independent Director, Premo Ventures, Greenville, South Carolina (current)

Independent Director, Blue Ridge Holdings and CertusBank, Greenville, South Carolina (through 2014)

Board Member, Palmetto Institute, Columbia, South Carolina (through 2014)

Board Member/Finance Committee Member, United Way of the Midlands, Columbia, South Carolina (through 2013)

Board Member, Center for International Private Enterprise, Washington, D.C. (current)

Founder, HarborGood, LLC (social enterprise to develop an electronic global in-kind giving marketplace for social purpose organizations) (current)

PROFESSIONAL DEVELOPMENT

Stanford University Design School, Design Thinking Executive Program Certificate
Palo Alto, CA, August, 2013

Center for Creative Leadership, Leadership Development Program (LDP) Certificate
Greensboro, NC, July, 2007

Indiana University School of Philanthropy, Principles and Techniques of Fundraising Certificate
Indianapolis, IN, June, 2007