

JEAN-FRANÇOIS HENNART
Curriculum Vitae

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Education:

Ph.D., Economics, University of Maryland, 1977.

M.A., Economics, University of Maryland, 1971.

D.E.S. en Sciences Economiques, University of Lille, 1982.

Maitrise en Sciences Economiques, University of Paris, 1969.

Professional Experience:

Visiting Professor, Department of Management Engineering, Politecnico de Milano (2017)
Course taught: Economics and Management of Multinational Enterprises (Master)

Distinguished Visiting Professor, Lee Kong Chian School of Business, Singapore Management University (2011-2015)

Research on the impact of language on foreign direct investment
Course taught: International Business Theories (PhD)

Visiting Professor, Faculty of Economics and Business, University of Pavia (2012-2015)
Research on the internationalization of family firms and on Born Globals.
Teaching in the Master in international business and in the DREAM PhD program.

Professor in Strategy and International Business, Queen's University Management School (2011-2014)

Emeritus Professor of International Management and Extramural Fellow of the Center for Research in Economics and Business, Tilburg University, (2012-.)

Professor of International Management and Fellow of the Center for Research in Economics and Business, Tilburg University, (1998-2012)
Teaching and Research in International Management.

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Courses Taught: Economic Foundations of Organization, Strategy and International Business (MA and PhD)

Advanced Topics in Organization, Strategy and International Business (MA and PhD)

International Management (MA and Executive MBA)

European Business Strategies (MA)

International Business (Undergraduate Honours Program)

Strategic Management (NAKE)

Writing Right (MA and PhD)

Visiting Professor, Institute of International Economics and Management, Copenhagen Business School, Copenhagen, Denmark, September-December 1996.

Courses Taught: International Business in an European Context (undergraduate)

Advanced Program in International Management (International MBA)

International Business Management and Control (undergraduate)

Professor (1994-1998) and Associate Professor (1990-1994) of International Business, University of Illinois at Urbana-Champaign.

Teaching and research in international business, international management, foreign market entry strategies, and international business policy.

Courses Taught: International Business Operations (MBA, Executive MBA, and MSBA-an MBA program for Asian Executives)

Foreign Market Entry Strategies (MBA and executive education)

Global Strategy (MBA)

International Business Theories (Ph.D.)

International Economic Environment (MSBA)

Economic and Social Impact of Multinational Corporations (Executive education)

Anheuser Busch Term Assistant Professor of Management, The Wharton School, University of Pennsylvania, Philadelphia, Pennsylvania, 1984-1990. Teaching and research in international business, international management, and foreign market entry strategies.

Courses Taught: Multinational Management (undergraduate and MBA)

Foreign Market Entry Strategies (undergraduate)

Competing in Global Industries (executive education)

Building the Global Enterprise (executive education)

Associate Professor of International Business, Florida International University, Miami, Florida, 1981-1984. Teaching and research in international business, international management, and international business policy.

Courses Taught: International Business (undergraduate)

International Management (undergraduate)

International Business Strategy (MBA)

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Senior Economist, Fondation pour la Nouvelle Economie Politique, Paris, France, 1979-1981.
Senior economist in a private research foundation applying economic analysis to social problems.

Expert, United Nations, Office of Technical Cooperation, 1977-1979. Contract for teaching and research in development economics and planning at the National School of Administration of Niamey, Niger.

Courses Taught: Economic Development
Development Planning

Economist, Office of Research, Department of Economic and Community Development, State of Maryland, 1972-1977. Applied economic analysis to issues relevant to the Maryland economy.

Honors:

Best paper, 6th Aalborg International Business Conference, 2016.

Best Empirical Paper, 10th Workshop on Family Firm Management Research, 2014.

Finalist, That's Interesting Award, Academy of International Business, 2013.

Booz&Co/Strategy+Business Eminent Scholar in International Management, International Management Division of the Academy of Management, August 2012.

Among the Five Best Teachers of the Tilburg School of Economics and Business, Fall Semester 2009 and 2010.

Fellow of the European International Business Academy, 2007.

Vrije Universiteit Brussel Honorary Chair in Strategy for 2000-2001.

Fellow of the Academy of International Business, 1999.

Ph.D, Honoris Causa, University of Vaasa, 1998.

Publish-or-Perish Google Scholar Citations as of November 9, 2017: 15,619

Publications:

Book:

Hennart, J. F., *A Theory of Multinational Enterprise*. Ann Arbor: University of Michigan Press, 1982, 201 pp.

Articles:

Hennart, J.F., “Springing from Where? How Emerging Market Firms Become Multinational Enterprises”, International Journal of Emerging Markets (forthcoming).

Hennart, J.F., Majocchi, A. and Forlani, E. “The Myth of the Stay-at-Home Family Firm: How Family-Managed SMEs can Overcome their Internationalization Limitations.” Journal of International Business Studies, doi 10.1057/S41267-017-0091-Y

Hennart, J.-F., Sheng, H., and Carrera, J. “Openness, International Champions, and the Internationalization of Multilatinas”, Journal of World Business, Vol. 52, No. 4, 2017, pp. 518-532.

Gulamhussen, A., Hennart, J.-F. and Pinhero, C. “What Drives Cross-border M&As in Commercial Banking?” Journal of Banking and Finance, 2016, Vol. 72, special issue, pp. S6-S18.

Hennart, J.-F. “Why and How Multinational Enterprises Can Be Value-creating Organizations,” Journal of World Business, Vol. 50, No. 4, 2015, pp. 623-626.

Hennart, J.-F. “Leveraging Asian Institutions to Deepen Theory: A Transaction Cost Perspective on Relational Governance,” Asian Business and Management, Vol. 14, No. 4, 2015, pp. 257-282.

Cuyper, I., Ertug. G., and Hennart, J.-F. “The Effect of Linguistic Distance and Bridge Language Proficiency on the Stake taken by Acquirers in Cross-Border Acquisitions,” Journal of International Business Studies , Vol. 46, No. 4, 2015, pp. 429-442.

Hennart, J.-F., Sheng, H.H. and Pimenta, G. “The Drivers of Entry and Expansion Modes of US-Based MNEs in Brazil”, International Business Review Vol. 23, No. 3, 2015, pp. 466-475.

Hennart, J.-F. and Slangen, A. “Yes, We Really Do Need More Entry Mode Studies! A Commentary on Shaver,” Journal of International Business Studies, vol. 46, no. 1, 2015, pp. 114-122.

Hennart, J.F. “The Accidental Internationalists: A Theory of Born Globals,” Entrepreneurship Theory and Practice, vol. 38, no. 1, 2014, pp. 117-135.

Hennart, J.F. “Emerging Market Multinationals and the theory of the Multinational Enterprise”, Global Strategy Journal, vol. 2, no. 3, 2012, pp. 168-187.

Slangen, A., Beugelsdijk, S., and Hennart, J.F. “The Impact of Cultural Distance on Bilateral Arm’s Length Exports: An International Business Perspective”, Management International

Review, vol. 51, no. 6, 2011, 875-896.

Beugelsdijk, S., Hennart, J. -F., Slangen, A., and Smeets, R. "FDI Stocks are a Biased Measure of Foreign Affiliate Activity," Columbia FDI Perspectives, no. 45, August 29, 2011.

Hennart, J.-F. "A Theoretical Assessment of the Empirical Literature on the Impact of Multinationality on Performance," Global Strategy Journal, vol. 1, no. 1, 2011, pp. 135-151.

Beugelsdijk, S., Hennart, J. -F., Slangen, A., and Smeets, R. "Why and How FDI Stocks are a Biased Measure of MNE Affiliate Activity," Journal of International Business Studies, vol. 41, no. 9, 2010, pp. 1444-1459.

Hennart, J.-F. "Transaction Cost Theory and International Business," Journal of Retailing, vol. 86, no. 3, 2010, pp. 257-269.

Hennart, J.-F., "Down with MNE-Centric Theories! Market Entry and Expansion as the Bundling of MNE and Local Assets," Journal of International Business Studies, special 40th anniversary issue, vol. 40, no. 9, 2009, pp. 1432-1454.

Slangen, A. and Hennart, J.-F., "Do Greenfields Outperform Acquisitions or Vice-Versa? The Role of Subsidiary Integration in Resolving the Entry Mode Performance Controversy," Journal of Management Studies, vol. 45, no. 7, 2008, pp. 1301-1328.

Slangen, A. and Hennart, J.-F., "Multinational Enterprises Do Not Always Enter Culturally-Distant Countries through Greenfields: It Depends On the Level of Subsidiary Autonomy," Journal of International Business Studies, vol. 39, no. 3, 2008, pp. 472-490.

Slangen, A. and Hennart, J.F., "Greenfield vs. Acquisition: A Review of the Empirical Foreign Establishment Mode Literature," Journal of International Management, vol. 13, no.4, 2007, pp. 403-429.

Brouthers, K. and Hennart, J.-F., "Boundaries of the Firm: Insights from International Entry Mode Research," Journal of Management, vol. 33, no. 3, 2007, pp. 395-425.

Hennart, J.-F., "The Theoretical Rationale for a Multinationality/Performance Relationship," Management International Review, vol. 47, no. 3, 2007, pp. 307-317.

Hennart, J.-F., "Joint Ventures: Less is More." Journal of Management Studies, vol. 43, no. 7, 2006, pp. 1621-1628.

Hennart, J.-F., and Zeng, M., "Structural Determinants of Joint Venture Performance," European Management Review, vol. 2, no. 2, 2005, pp. 105-115.

Reprinted in Jorma Larimo and Sami Rumpunen (eds.), Internalization and Management of Foreign Operations. Vaasa: Vaasa Yliopisto, 2006, pp. 160-181.

Chen, S. and Hennart, J.-F., "A Hostage Theory of Joint Ventures: Why do Japanese Investors choose Partial over Full Acquisitions?" Journal of Business Research, vol. 57, no. 10, 2004, pp. 1126-1134.

Hennart, J-F. and Zeng, M. "Cross-Cultural Differences and Joint Venture Longevity," Journal of International Business Studies, vol 33, no. 4, 2002, pp. 699-716.

Hennart, J-F., Roehl, T. and Zeng, M. "Do Exits Proxy for a Liability of Foreignness? The Case of Japanese Exits from the United States," Journal of International Management, vol. 8, no. 3, 2002, pp. 241-264.

Reddy, S., Osborn, R. and Hennart, J-F., "The Prevalence of Equity and Non-Equity Cross-Border Linkages: Japanese Investments and Alliances in the US", Organization Studies, vol. 23, no. 5, 2002, pp. 759-780.

Chen, S., and Hennart, J.F., "Japanese Investors' Choice of Joint Ventures versus Wholly-Owned Subsidiaries in the US: The Role of Market Barriers and Firm Capabilities," Journal of International Business Studies, vol. 33, no. 1, 2002, 1-18.

Ramsay, H., Kay, N., and Hennart, J.-F. "Strategic Technological Partnering by European Union Firms," Journal of Common Market Studies, vol. 39, no. 1, 2001, pp. 147-57.

Hennart, J.F., and Reddy, S. "Digestibility and Asymmetric Information in the Choice between Acquisitions and Joint Ventures: Where's the Beef?" Strategic Management Journal, vol. 21, no. 2, February 2000, 191-193.

Hennart, J.-F, Roehl, T. and Zietlow, D. "Trojan Horse or Work Horse? The Evolution of U.S.-Japanese Joint Ventures in the United States," Strategic Management Journal, vol. 20, no. 1, January 1999, 15-29.

Hennart, J.-F. and Larimo, J. "The Impact of Culture on the Strategy of Multinational Enterprises: Does National Origin Affect Ownership Decisions by Foreign Direct Investors into the United States?" Journal of International Business Studies, vol 29, no. 3, 1998, 515-538.

Hennart, J.-F., Kim, D.-J. and Zeng, M. "The Impact of Joint Venture Status on the Longevity of Japanese Stakes in U.S. Manufacturing Affiliates," Organization Science, vol. 9, no.3, May-June 1998, 382-395.

Hennart, J.-F. and Reddy, S., "The Choice between Mergers/Acquisitions and Joint Ventures: the Case of Japanese Investors in the United States," Strategic Management Journal, vol. 18, no. 1, January 1997, 1-12.

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and Elko Klijn, Cooperative Strategies: Alliance Governance, Cheltenham: Edward Elgar, 2010.

Kay, N., Ramsay, H. and Hennart, J.-F. "Industrial Collaboration and the European Internal Market", Journal of Common Market Studies, vol. 34. No. 3, September 1996, 465-475.

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Dess, G., Gupta, A., Hennart, J.-F. and Hill, C. "Conducting and Integrating Strategy Research at the International, Corporate, and Business Levels: Issues and Directions", Journal of Management, vol. 21, no. 3, 1995, 357-393.

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Hennart, J.-F. and Anderson, E., "Countertrade and the Minimization of Transaction Costs: An Empirical Examination," Journal of Law, Economics, and Organization, vol. 9, no. 2, , no. 2, October 1993, 290-313.

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Critical Perspectives, London: Routledge, 2001, and in Jeffrey Reuer (ed.), Strategic Alliances: Theory and Evidence, Oxford and New York: Oxford University Press, 2004

Hennart, J.-F., "Some Empirical Dimensions of Countertrade," Journal of International Business Studies, vol. 21, no. 2, Summer 1990, 243-270.

Hennart, J.-F., "Can the *New Forms of Investment* Substitute for the *Old Forms*? A Transaction Costs Perspective," Journal of International Business Studies, vol. 20, no. 2, Summer 1989, 211-233.

Hennart, J.-F., "The Transaction Cost Rationale for Countertrade," Journal of Law, Economics, and Organization, vol. 5, no. 1, Spring 1989, 127-153.

Reprinted in Rolf Mirus and Bernard Yeung (ed.), The Economics of Barter and Countertrade, Cheltenham: Edward Elgar, 2001.

Hennart, J.-F., "A Transaction Costs Theory of Equity Joint Ventures," Strategic Management Journal, vol. 9, no. 4, July-August 1988, 361-374.

Reprinted in Paul Beamish (ed.), Strategic Alliances, Cheltenham, U.K.: Edward Elgar, 1997 and in Jeffrey Reuer, Shivaran Devarakonda and Elko Klijn, Cooperative Strategies: Alliance Governance, Cheltenham: Edward Elgar, 2010.

Hennart, J.-F., "Upstream Vertical Integration in the World Aluminum and Tin Industries: A Comparative Study of the Choice between Market and Intrafirm Coordination," Journal of Economic Behavior and Organization, vol. 9, no. 3, April 1988, 281-300.

Hennart, J.-F., "What is Internalization?" Weltwirtschaftliches Archiv-Review of World Economics, vol. 122, no. 4, Winter 1986, 791-804.

Reprinted in Kevin Keasey, Steve Thompson, and Mike Wright, Corporate Governance. Cheltenham: Edward Elgar, 1999 and in Alan Rugman, (ed.), International Business: Critical Perspectives, London: Routledge, 2001.

Hennart, J.-F., "Internalization in Practice: Foreign Direct Investment in Malaysian Tin Mining," Journal of International Business Studies, vol. 17, no. 2, Summer 1986, 131-143.

Hennart, J.-F., "L' Effet des Syndicats Francais sur les Salaires" [The Differential Wage Impact of French Labor Unions], Vie et Sciences Economiques, July 1980.

Refereed Publication in Proceedings:

Hennart, J.-F., "Es la teoria de la internalizacion una teoria general de la empresa multinacional? El caso de la 'empresa de exportacion de capital'," Informacion Comercial Espanola, no. 692, April 1991, 133-144.

Hennart, J.-F., "Transaction Costs and the Multinational Enterprise: The Case of Tin," Business and Economic History, vol. 16, 1987, 147-159.

Reprinted in Geoffrey Jones, ed., Transnational Corporations: A Historical Perspective, London and New York: Routledge, 1993, for and on behalf of the United Nations Transnational Corporations and Management Division.

Book Chapters and non-refereed articles:

Hennart, J.F., "The Transaction Cost of Equity Joint Ventures: Past, Present and Future," in F. Contractor and J. Reuer, (eds.), Frontiers of Alliance Research, Cambridge: Cambridge University Press, forthcoming.

Hennart, J.F. "Hennart on Why the OLI Paradigm Cannot Explain the Rise of Emerging Market Multinationals", in Konara, P., Ha, Y.J., McDonald, F., and Wei, Y. (eds.), The Rise of Multinationals from Emerging Economies: Achieving a New Balance. Basingstoke: Palgrave Macmillan, 2015, pp. 15-27.

Hennart, J.F. "The Transaction Cost Theory of the Transnational Corporation" in Sarianna Lundan, (ed.) Transnational Corporations and Transnational Governance, Basingstoke: Palgrave Macmillan, 2015, pp. 25-52.

Hennart, J.F. "From the American Challenge to the Dragons at Your Door," Advances in International Management, vol. 26, 2013, pp. 5-34.

Hennart, J.F. "Internal and External Hybrids and the Nature of Joint Ventures" in Anna Grandori, (ed.) Handbook of Economic Organization: Integrating Economic and Organization Theory. Cheltenham: Edward Elgar, 2013, pp. 481-500.

Ishii, S. and Hennart, J.F. "Comparative Evolution of Japanese-European Joint Ventures in Japan and Europe," Progress in International Business Research, Vol. 5. Edited by Jose Pla-Barber and Joaquin Alegre. Amsterdam: Elsevier, 2010, pp. 57-73.

Ishii, S. and Hennart, J.F. "Do Japanese Investors use their Joint Ventures with European Partners in Europe as Trojan Horses to Capture their Knowledge?" Progress in International Business Research, vol. 4. Edited by Jorma Larimo and Tila Vissak. Amsterdam: Elsevier, 2009, pp. 139-155.

Hennart, J.F., "Theories of the Multinational Enterprise" in Oxford Handbook of International Business, Second Edition. Edited by Alan Rugman. London: Oxford University Press, 2009, pp. 125-145.

Ishii, S. and Hennart, J-F. "Evolution of European Stakes in European-Japanese Joint Ventures in Japan", Osaka City University Business Review, vol. 19, 2008, pp. 1-12.

Hennart, J.F., "Transaction Costs Perspectives on Inter-Organizational Relations." In Oxford Handbook of Inter-Organizational Relations. Edited by S. Cropper, M. Ebers, C. Huxham, and P. Smith Ring. Oxford: Oxford University Press, 2008, pp. 339-365.

Hennart, J-F., "A Retrospective View on my Research Program in International Business," Progress in International Business Research, vol. 1. Edited by Torben Pedersen and Ulf Andersson. Amsterdam: Elsevier, 2007, pp. 1-14.

Ishii, S. and Hennart, J-F. "Evolution of American Shareholding in American-Japanese Joint Ventures in Japan-Design, Sample and Preliminary Results of the THH Study," Osaka City University Business Review, vol. 18, 2007, pp. 1-12.

Ishii, S. and Hennart, J-F. "Japanese Partnership Behavior in U.S.-Japanese Joint Ventures in the Japanese Electrical Equipment Industry," Osaka City University Business Review, vol. 17, 2006, pp. 13-22.

Hennart, J.F., "Internalization Theory and the International Diversification--Performance Conundrum." In Internalization, International Diversification, and the Multinational Enterprise: Essays in Honor of Alan M. Rugman. Edited by A. Verbeke. Amsterdam: Elsevier, 2005. pp. 75-93.

Cunha, P., Hennart, J.F., and Bijmolt, T., "Do Joint Venture Create Shareholder Value? A Meta-Analysis of the Empirical Evidence," in Demand-Driven Chains and Networks. Edited by Theo Verhallen, Carolien Gaaker and Vincent Wiegerink. The Hague: Reed Business Information, 2004, pp. 89-108.

Slangen, A.H.L. & Hennart, J.M.A. "Culturele Afstand op Buitenlandse Investerings: De Invloed van Verschillen in Nationale Cultuur op de Keuze van Toetredingsvorm en de Prestaties van Buitenlandse Vestigingen," In Netwerken: Exploitatie en Exploratie. Edited by P. Terlouw, D.J. Konter, E.P.M. Croonens and S. Bekker. Enschede: PREBEM/NO, 2003, pp. 32-46.

Zeng, M. and Hennart, J.-F., "From Learning Races to Cooperative Specialization: Towards a New Framework for Alliance Management," in Cooperative Strategies and Alliances. Edited by Farok Contractor and Peter Lorange. London: Elsevier, 2002, pp. 189-210.

Hennart, J.F., "Theories of the Multinational Enterprise" in Oxford Handbook of International Business. Edited by Alan Rugman and Tom Brewer. London: Oxford University Press, 2001, 127-150.

Hennart, J.F., Roehl, T and Zeng, M., "What do Affiliate Exits tell us about the Challenges of Managing in the United States?" in Foreign MNEs in the US: Management and Performance. Edited by Geoffrey Jones and Lina Galvez-Munoz. London: Routledge, 2001, 207-224.

Zeng, M., and Hennart, J.-F., "The Impact of Collaborative Know-how on Ownership Choice for Japanese Affiliates in the United States," in Asian Management Matters: Regional Relevance and Global Impact. Edited by Chung-Ming Lau, Kenneth Law, David Tse and Chi-Sum Wong. London: Imperial College Press, 2000.

Hennart, J.-F., "Theory in International Business," in International Business: Institutions and the Dissemination of Knowledge. Edited by Brian Toyne and Douglas Nigh. Columbia: University of South Carolina Press.

Hennart, J.-F. "Transaction Costs Theory and the Multinational Enterprise," in The Nature of the Transnational, Second Edition. Edited by Christos Pitelis and Roger Sugden. London: Routledge, 2000, 73-120.

Hennart, J.-F. "Countertrade and Transaction Costs," in The New Palgrave Dictionary of Economics and the Law. Edited by Peter Newman. London: Macmillan, 1999.

Hennart, J.-F. and Reddy, S. "Testing Theories of Joint Ventures: Why Japanese Investors Choose Joint Ventures over Acquisitions," in The Changing Boundaries of the Firm. Edited by Massimo Colombo, Routledge, 1998.

Hennart, J.-F. "Transaction Cost Theory and the Free Standing Firm," in The Free-Standing Company in the International Economy. Edited by Mira Wilkins and Harm Schroeter. Oxford: Oxford University Press, 1998, 65-98.

Hennart, J.-F., and Kryda, Georgine M. "Why do Traders Invest in Manufacturing?" in The Multinational Traders. Edited by Geoffrey Jones. London: Routledge, 1998, 212-227.

Hennart, J.-F. "Binomial Logistic Models, Transaction Costs, and Joint Ventures," in Statistical Models for Strategic Management. Edited by M. Ghertman. New York, Kluwer, 1997.

Hennart, J.-F., "Comment on Economic Theories of International Business," in International Business Inquiry: An Emerging Vision. Edited by Brian Toyne and Douglas Nigh. Columbia: University of South Carolina Press, 1997.

Hennart, J.-F., "Commentary on Richard Brahm's 'Globalization and Strategy Content Research: Critical Reflections and New Directions'", in Advances in Strategic Management, vol. 9. Edited by P. Shrivastava, A. Huff and J. Dutton. New York: JAI Press, 1993, 23-30.

Hennart, J.-F., "Control in Multinational Firms: The Role of Price and Hierarchy," in Organization Theory and the Multinational Corporation. Edited by Eleanor Westney and Sumantra Ghoshal. London: Macmillan, 1993, 157-181.

Hennart, J.-F., "The Transaction Cost Theory of the Multinational Enterprise," in The Nature of the Transnational Firm. Edited by C. Pitelis and R. Sugden. London: Routledge, 1991.

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Hennart, J.-F., "Les Politiques de Controle des Investisseurs Japonais aux Etats-Unis," [Ownership Policies of Japanese Investors in the United States], in Investissement International et Dynamique de l'Economie Mondiale. Edited by Marc Humbert. Paris: Economica, 1990.

Hennart, J.-F., "The Tin Industry," in Multinationals and World Trade: Vertical Integration and the Division of Labour in World Industries. Edited by Mark Casson. London: George Allen and Unwin, 1986, 225-273.

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Hennart, J.-F., "Comment on Intra-Industry Direct Foreign Investment, Market Structure, Firm Rivalry, and Technological Performance, by Edward M. Graham," in Multinationals as Mutual Invaders: Intraindustry Foreign Direct Investment. Edited by Asim Erdilek. Beckenham, England: Croom Helm, 1985, 88-93.

Hennart, J.-F., "The Relative Wage Effect of French Unions," and "Comment on the Determinants of Union Staff Salaries, by Bernard Lentz," in The Economics of Labor Unions. Edited by Jean-Jacques Rosa. Boston: Kluwer-Nijhof, 1984, 63-78 and 306-311.

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Hennart, J.-F., The Firm and the Market by Mark Casson, for Business History Review, vol. 62, no. 4, Winter 1988, 724-725.

Hennart, J.-F., French Multinationals by Julien Savary, for the Journal of International Business Studies, vol. 17, no. 1, Spring 1986, 156-158.

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Hennart, J.-F., and Zuchella, A. "The Internationalization of Niche Firms: A Challenge to

Existing Theories?"

Hennart, J.-F., and Majocchi, A. "Are Family Firms more Internationally Involved than Non-Family Firms: the Case of Italy."

Hennart, J.-F., and Eapen, A. "Are Appropriability Hazards or Information Costs Driving the Choice between Licensing and Joint Ventures? Evidence from India".

Kay, N., Hennart, J.-F., Kastle, T. "Good Fences Make Good Collaborators: Internal Markets and the Distribution of Industrial Collaborative Activity."

Eapen, A. and Hennart, J.-F. "Multi-segment Competition, Momentum, Density Dependence and Entry Deterrence: Segment Entry in the US Automobile Industry".

Cunha, P., Bijmolt, and Hennart, J.-F., "Does the Choice of Event Study Methodology Impact Estimated Abnormal Returns? A Meta-Analytical Inquiry."

Szymanowski, M. and Hennart, J.-F., "Are Alliances Permanent or Transitory? The Case of Biologicals."

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Zietlow, D. and Hennart, J.-F., "The International Distribution of Franchises by U.S. Franchisors," Working Paper 96-102, University of Illinois, Center for International Business Education and Research, 1996.

Chen, Shih-Fen and Hennart, J.-F., "Why do Manufacturers' Products Carry Retailers' Brands? A Transaction Cost Theory of Private Branding," Working paper 95-108, University of Illinois Center for International Business Education and Research, 1995, revised 1998.

Hennart, J.-F. "Is International Business a Distinct Field of Inquiry?" Working paper 95-0107, University of Illinois at Urbana-Champaign, 1995.

Hennart, J.-F., "The Causes of Countertrade," Center for International Management Studies, Wharton School, February 1987.

Hennart, J.-F., "Some Preliminary Thoughts on the Causes of Countertrade," W.P. 606, Department of Management, The Wharton School, February 1987.

Hennart, J.-F., "History and the New Theory of Multinational Enterprise," W.P. 436, Department of Management, The Wharton School, October 1984.

Papers Presented at Conferences (last ten years only):

Hennart, J.-F., "Emerging market multinationals and theories of the multinational enterprise", invited keynote speech, 13th Iberian International Business Conference, Lisbon, October 2017.

Hennart, J.-F., "Can transaction costs theory explain the rise of emerging market multinationals?", invited keynote speech, GSOM Emerging Markets Conference, St Petersburg State University, October 2017.

Hennart, J.-F., "Time to reset! Why Uppsala, the Export Process Model, and International Entrepreneurship Fail to Fully Explain the Internationalization Process", invited keynote speech, 14th Vaasa International Business Conference, Vaasa, August 2017.

Hennart, J.-F., Zucchella, A. "The internationalization of niche firms: A challenge to existing theories", Academy of International Business conference, Dubai, July 2017.

Hennart, J.-F., Majocchi, A, & Forlani, E. "The myth of the stay-at-home family firm: How family-managed SMEs can overcome their internationalization limitations", Academy of International Business conference, Dubai, July 2017.

Hennart, J.-F., Ciravegna, L. & Reuber, B. "Why existing theory can handle micro-MNEs", Academy of International Business conference, Dubai, July 2017.

Hennart, J.-F., Ciravegna, L. & Reuber, B. "Small doesn't matter: Existing theory can handle micro-MNEs", AIB-UK annual conference, Reading, April 2017.

Hennart, J.-F., Sheng, H., and Carrera, J. "Openness, international champions, and the internationalization of Multilatinas", European International Business Academy, Vienna, December 2016.

Hagen, B, Hennart, J.-F., and Majocchi, A. "Entrepreneurial international orientation or business model? The antecedents of fast internationalization," European International Business Academy, Vienna, December 2016.

Hennart, J.-F., "MicroMNEs: A transaction cost theory perspective," European International Business Academy, Vienna, December 2016.

Hennart, J.-F. "The transaction cost theory of equity joint ventures: past, present and future". Invited presentation, Frontiers of Alliance Research Conference, New Brunswick, October 14-16, 2016.

JEAN-FRANCOIS HENNART

Curriculum Vitae

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Hennart, J.-F. "The State, families, and internationalization: the Brazilian case". Invited presentation, NYU Stern Conference on Emerging Market Multinationals, New York, September 30, 2016.

Hennart, J.-F. "Chinese foreign investment and the theory of the multinational enterprise", invited keynote speech, China Goes Global Conference, Macerata, Italy, July 2016.

Hennart, J.-F. "The impact of government equity investment on internationalization: the case of Brazil", "The bundling model and its application to research in international business", "Can transaction cost theory explain exotic governance structures: the case of free-standing firms", and "Comments on Unctad World Investment Report", Academy of International Business, New Orleans, June 2016.

Hennart, J.-F. "When and why do traders become multinational firms?" invited keynote speech, Association of Japanese Business Studies, New Orleans, June 2016.

Hennart, J.-F. "Forget Uppsala! Why selling abroad can be cheap and easy", invited keynote speech, 6th Aalborg Conference on International Business, Aalborg, June 2016.

Hennart, J.-F. "Family management, quality focus, and European SME internationalization", 6th Aalborg Conference on International Business, Aalborg, June 2016.

Hennart, J.-F. "Chinese innovation: the big picture", invited keynote speech, Local Context and Challenges of Innovation in China conference, Queen Mary University, London, April 2016.

Hennart, J.-F. "Emerging market multinationals, transaction costs, and bundling", closing plenary session, European International Business Academy, Rio de Janeiro, December 2015.

Hennart, J.-F. "Family firm internationalization: are family-managed firms more or less likely to have high foreign sales than other types of firms?" invited keynote speech, Global Strategy Journal Workshop on Family Firms in the Global Economy, Politecnico de Milano, November 2015.

Hennart, J.-F. "Internationalization and transaction cost theory: What you need to unlearn," invited keynote speech, 13th EIASM Workshop on International Management, Venice, October 2015.

Hennart, J.-F., "Forget Uppsala! Why selling abroad can be cheap and easy," invited keynote speech, Vaasa Conference in International Business, Vaasa, August 2015.

Hennart, J.-F., Majocchi, A. and Forlani, E. "Family control, niche strategies, and European SME internationalization," Academy of International Business, Bangalore, July 2015.

Hennart, J.-F. “Why and how multinational enterprises can be value-creating organizations,” invited keynote speech, Reading-UNCTAD conference, Reading, June 2015.

Hennart, J.-F. “Is the Uppsala model a general model of firm internationalization?” EIBA Fellows Plenary Session, European International Business Association, Uppsala, December 2014.

Hennart, J.-F. “Danny van den Bulcke and the John Dunning doctoral tutorial,” Plenary commemorative session for Danny van den Bulcke, European International Business Association, Uppsala, December 2014.

Hennart, J.-F., Majocchi, A. and Forlani, E. “Family control, niche strategies, and European SME internationalization”, European International Business Association, Uppsala, December 2014.

Hennart, J.-F. “The pitfalls of using FDI stock and flow data as a measure of country-level MNE activity” at a panel organized by Hennart, J. F and Sutherland, D., “Are FDI stock and flow data good measures of MNE activity?” Academy of International Business, Vancouver, June 2014.

Hennart, J.F., Majocchi, A. and Forlani, E. “Differences in European family firm internationalization” at a panel organized by Hennart, J.F. and Kano, L, “The Internationalization of Family Firms”, Academy of International Business, Vancouver, June 2014.

Hennart, J.F. “Why and how MNEs create economic value,” at a panel organized by Clougherty, J. and Kim, J. “Re-visiting the efficiency assumption of the Multinational Enterprise, Academy of International Business, Vancouver, June 2014.

Hennart, J.-F. “Resource-poor Emerging Market Multinationals or poor OLI theory?” Invited keynote speech, 5th Aalborg International Business Conference, May 2014.

Hennart, J.-F., Majocchi, A. and Forlani, E. “The Internationalization of European Family Firms,” 10th Workshop on Family Firm Management Research, Bergamo, May 2014.

Hennart, J.-F. “Why OLI Cannot Explain Emerging Market Multinationals”, invited keynote speech, UK-AIB annual conference, York, April 2014.

Hennart, J.-F. “The Strengths and Weaknesses of Dynamic Capabilities as a Theory of MNE Performance,” European International Business Academy, Bremen, December 2013

Hennart, J.-F., Majocchi, A. and Forlani, E. “The Internationalization of European Family Firms,” European International Business Academy, Bremen, December 2013.

Hennart, J.-F., “The Transaction Cost Theory of International Joint Ventures” , special AIB Fellows session honoring the 25th anniversary of the publication of Hennart’s “A Transaction Cost Theory of Equity Joint Ventures”, Academy of International Business, Istanbul, June 2013.

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Curriculum Vitae

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Hennart, J.-F. “The Relationship between Multinationality and Performance: A Theoretical Assessment and Suggestions for Redirecting Research,” Academy of International Business, Istanbul, June 2013.

Hennart, J.-F and Majocchi, A. “Are Family Firms more Internationally Involved than Non-Family Firms? The case of Italy,” Vaasa International Business conference, Vaasa, August 2013.

Hennart, J.-F. “The Accidental Internationalists: A Theory of Born Globals,” Plenary session, Vaasa International Business conference, Vaasa, August 2013.

Hennart, J.-F., “The Prospects of Developed Country MNEs in Emerging Markets,” Keynote speech at the Korean Academy of International Business Annual Conference, Seoul, November 2012.

Hennart, J.-F., “The Accidental Internationalists: A Theory of Born Global MNEs,” McGill Entrepreneurship Conference, University of Pavia, September 2012.

Hennart, J.-F., “From the American Challenge to the Dragons at your Door: Forty years’ work on the theory of the multinational enterprise,” Booz&Co/Strategy+Business Eminent Scholar in International Management award presentation, Boston, August 2012.

Hennart, J.-F., “Emerging Market Multinationals and Theory,” Third Conference on Emerging Market Multinationals, Boston, August 2012.

Hennart, J.-F., “Emerging Market Multinationals and the Theory of the Multinational Enterprise,” Academy of International Business, Washington DC, July 2012.

Hennart, J.-F., “Transaction Cost Theory and International Entrepreneurship,” Conference on High Potential Concepts, Phenomena and Theories in International Entrepreneurship, University of Glasgow, June 2012.

Hennart, J.-F., “Don’t Cry for Argentina! Emerging Market Multinationals and the Theory of the Multinational Enterprise”, plenary session, Vaasa International Business conference, Vaasa, August 2011.

Hennart, J.-F. “Why and How FDI Stocks are a Biased Measure of Multinational Affiliate Activity”, Vaasa International Conference, Vaasa, August 2011.

Hennart, J.-F., “The Bundling Model of the Governance of Foreign Operations”, Academy of Management Meetings, San Antonio, August 2011.

Hennart, J.-F., “Resource-bundling and the Governance of Foreign Operations”, CESifo Summer Institute Conference on Globalisation, Trade, FDI and the Multinational Firm, Venice, July 2011.

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Curriculum Vitae

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Hennart, J-F, presenter, plenary session, “Thirty-five years of internalization theory”, Academy of International Business, Nagoya, June 2011.

Hennart, J-F, “The Contribution of International Business to Organizational Economics: Past, Present and Future”, Academy of International Business, Nagoya, June 2011.

Hennart, J-F, “A Theoretical Assessment of the Empirical Literature on the Multinational-Performance Relationship,” Mitsubishi UFJ Research Conference, Tokyo, August 2010.

Hennart, J.F. Panel member, “Developing Country Multinational Companies: What Can we Learn from them? Professional Development Workshop, Academy of Management, Montreal, August 2010.

Hennart, J.F. “A Theoretical Assessment of the Empirical Literature on the Multinational-Performance Relationship,” Global Strategy Conference, Chicago, July 2010.

Hennart, J.F., Panel member, “Developing Market Multinational Companies: How can they Help Develop New Theory,” Academy of International Business, Rio de Janeiro, June 2010

Hennart, J.F. “Transaction Costs Theory and International Business,” invited presentation at the Research Symposium in Honor of Oliver Williamson, BI Norwegian School of Management, Oslo December 4, 2009.

Beugelsdijk, S., Hennart, J.F., Slangen, A., and Smeets, R. “Why FDI stocks are a Biased Country-level Measure of Economic Activity,” European International Business Academy, Valencia, Spain, December 2009 and Vaasa International Business Conference, Vaasa, August 2009.

Hennart, J.F. “Down with MNE-Centric Theories: Market Entry and Expansion as the Bundling of MNE and local assets,” plenary session, Vaasa International Business Conference, Vaasa, August 2009 and European International Business Academy, Valencia, Spain, December 2009.

Hennart, J.F., “Structural Determinants of Joint Venture Performance”, invited keynote speech, Second Annual Conference on Partnerships, Copenhagen Business School, 17-18 November 2008.

Hennart, J.F., “Peter Buckley and ‘The Future of Multinational Enterprise’,” Booz-Allen-Hamilton Award Session, Academy of Management Annual Meetings, Anaheim, August 2008.

Hennart, J.F., “Douglas North’s Work, Transaction Cost Theory, and International Business,” AIB Fellows Panel, Academy of International Business, Indianapolis, June 2007.

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Curriculum Vitae

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Hennart, J.F., “Why There are no Solid and Theoretical Reasons to Expect any General and Systematic Relationship between Multinationality and Performance,” Academy of International Business, Indianapolis, June 2007.

Hennart, J.F., “Multi-level studies in International Business,” Academy of International Business, Indianapolis, June 2007.

Hennart, J.F., “Joint Ventures: Antecedents and Outcomes,” Academy of Multinational Enterprises, Kyoto, May 2007.

Hennart, J.F., “Scale and Scope and the Multinational Enterprise,” keynote address, Annual Conference on Corporate Strategy, Vallendar, Germany, May 2007.

Faculty Research Seminars

WU, Vienna (2017)

BI Norwegian Business School, Oslo (2017)

Hong Kong University of Science and Technology (2017)

Tsinghua University, Beijing (2017)

Shanghai University of Finance and Economics (2017)

Fudan U., Shanghai (2017)

Durham University (2017)

King’s University, London (2017)

WU Vienna (2016)

Foundation Getulio Vargas, São Paulo (2015)

U. of Vaasa (2014)

Hanken U. (2014)

Durham U. (2014)

U. of Leeds (2014)

U. of Bologna (2013)

Queen’s University Belfast (2013)

University of Evora (2013)

Hamline University, Minneapolis (2013)

University of Illinois, Urbana-Champaign (2013)

Politecnico de Milano (2013)

Ehwa Womans University, Seoul (2012)

Singapore Management University (2012)

Hitotsubashi University (2012)

Rotterdam School of Management (2012)

University of Bremen (2012)

Yonsei University (2011)

University of Queensland (2011)

Singapore Management University (2011)

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Curriculum Vitae

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Queen's University Belfast (2011)
Université Lyon 3 (2011)
Saint Petersburg State University (2010)
University of Technology, Sydney (2009)
WHU (2009)
University of Bradford (2009)
University of Reading (2009)
Kobe University Research Institute on Economics and Business (2009)
Hitotsubashi Graduate School of International Strategy (2009)
Keio Business School (2009)
Hong-Kong University of Science and Technology (2008)
U. of Sydney (2008)
U. of Newcastle (Australia) (2008)
U. of Calgary (2008)
Baruch College, CUNY (2008)
Osaka City University (2007)
Universidade Nova de Lisboa (2007)
IESE (2007)
Shanghai University of Finance and Economics (2006)
Wissenschaftszentrum Berlin (2005)
University of Kiel (2004)
Western Washington University (2004)
Cornell University (2004)
Brandeis University (2004)
Tufts University (2004)
University of New South Wales (2003)
University of Sydney (2003)
HEC (2000; 2003)
University of Nijmegen (2002)
Taiwan National University (1999)
Yonsei University (1999)
INSEAD (1998)
New York University (1998)
Tilburg University (1998)
Australian National University (1997)
Monash-Mt. Eliza Business School (1997)
University of Melbourne (1997)
Rutgers University (1997)
Copenhagen Business School (1996)
Norwegian School of Management (1996)
ESSEC (1996)
Tilburg University (1996)
University of California at Los Angeles (1995)
Washington University St. Louis (1995)

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Curriculum Vitae

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Brandeis University (1994)
Georgetown University (1993)
International University of Japan (1992)
New York University (1990)
University of Minnesota (1990)
University of Wisconsin (1990)
Duke University (1990)
University of Lund (1990; 1996)
HEC (1990)
Northwestern University (1989)
York University (1989)
University of Toronto (1989)
European University Institute (1988)
INSEAD (1988)
Stockholm School of Economics (1987)
University of Uppsala (1987)
University of Michigan (1987)

Editorial Activities:

Consulting editor, Journal of International Business Studies (2007-

Editorial Boards:

Journal of International Business Studies (1991-
Strategic Management Journal (1992-2010)
Global Strategy Journal (2010-
Management International Review (1994-
Journal of World Business (1996-
International Journal of Research in Marketing (2001-2007)
European Management Review (2003-
Journal of International Management (2004-
International Journal of Emerging Markets (2016-

Ad Hoc Reviewer for:

Journal of Economic Behavior and Organization
Academy of Management Review
Academy of Management Journal
Administrative Science Quarterly
Journal of Management Studies
Management International Review
European Journal of Operational Research
Organization Science

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Economic Journal
Management Science
Advances in International Comparative Management
Review of Economics and Statistics
Journal of Operations Management
Journal of Business Venturing
Business History Review
Journal of Business History

Co-organizer, John Dunning Doctoral Consortium, European International Business Association, 2010-

Faculty Member, Doctoral Consortium, European International Business Association, 1989 to date.

Member of the Conference Board, Vaasa International Business Conference, since 1989.

Member of the Conference Board, Annual Conference on Corporate Strategy, WHU-Otto Beisheim Graduate School of Management, 2005-2007.

Track coordinator, European International Business Academy Meetings, 2003.

Chairperson, Doctoral Consortium, Academy of Management, International Management Division, 1993 and 2008.

Faculty member, Association of Japanese Business Studies paper development workshop, 2011.

Faculty Member, Doctoral Consortium, Academy of Management, International Management Division, 1987, 1991, 2009, 2012.

Faculty Member, Junior Faculty Consortium, Academy of Management, International Management Division, 1994, 2010, 2011.

Chairperson, Junior Faculty Consortium, Academy of International Business, 1993-1995

Faculty Member, Junior Faculty Consortium, Academy of International Business, 2010.

Faculty Member, Doctoral Consortium, Academy of International Business, 2011.

Faculty Member, Paper development workshop, Journal of International Business Studies, 2009; 2015; 2016.

Thought Leaders breakfast, Academy of Management, International Management Division, 2007, 2008, 2009, 2010, 2011.

JEAN-FRANCOIS HENNART

Curriculum Vitae

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Reviewer of papers for the Academy of International Business Meetings (1984 to present), the Academy of Management Meetings, International Management Division (1986 to present) and the European International Business Association (1990 to present).

Member of the Jury, ORSA/TIMS College of Organizations Dissertation Proposal Competition, 1993.

Member, Theory Forum, Academy of Management, International Management Division, 1990.

Member of the Jury, Farmer Dissertation Prize, Academy of International Business, 1995 to 1998.

Professional Memberships:

Member of the Board and U.S. Representative, European International Business Academy, 1990-2001.

Member of:

European International Business Academy

Academy of International Business

Association of Japanese Business Studies

Research Grants:

Japan Foundation, 2008

Osaka City University Visiting Scholar, 2007

Japan Society for the Promotion of Science, 2006

University of Illinois Center for International Business Education and Research, 1997, \$5,000.

University of Illinois Campus Research Board, 1996, \$9,200.

University of Illinois International Programs and Studies Conference Grant, 1995, \$10,000.

University of Illinois Center for Entrepreneurial Studies, 1995.

Carnegie-Bosch Institute, 1993, \$28,484

University of Illinois Center for International Business Education and Research, 1993, 1994, 1995, 1997, 1998.

University of Illinois Bureau of Economic and Business Research, 1993.

University of Illinois Campus Research Board, 1992, \$10,500.

Scholar's Travel Fund, University of Illinois, 1990, 1991, 1995, 1997.

University of Pennsylvania Research Foundation, 1989, \$6,000.

William Wurster Center for International Management Studies, The Wharton School, 1984-1989.

Reginald Jones Center for Management Policy, Strategy, and Organization, The Wharton School, 1986, 1987, 1989.

Snider Entrepreneurial Center, Wharton, 1988.

Junior Faculty Research Fund, Wharton, 1988, 1989.

JEAN-FRANCOIS HENNART

Curriculum Vitae

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Department of Management Graduate Student Fund, Wharton, 1987-1989.

General Electric Foundation, 1986-1987, \$30,000.

Service

Tilburg University

Director, PhD Program in Business, 2006-2009.

Area Coordinator for Organization and Strategy, PhD Program in Business, 2001-2006.

Faculty of Economics and Business Faculty Evaluation Committee, 1998-2002.

Senior Faculty Search Committee, Department of Organization and Strategy, 1998-

University of Illinois

Research Director, Center for International Business Education and Research, 1993-1995.

College Committees:

Ad Hoc International Committee, 1991-92

International Studies Committee, 1991-1998

MBA-MS subcommittee, 1993-94.

Department of Business Administration Chair Search Committee, 1992-93, 1993-94.

College Steering Committee, 1994-1996

Head of the Ph.D. program in International Business, 1990-1998

Academic Director, Master of Science in Business Administration for International Managers,
1992-1993.

Departmental Committees:

Department Advisory Committee, 1990-91 and 1993-94.

Educational Policy Committee, 1991-92

MSBA-IM Advisory Committee, 1991-92

Graduate Admissions Committee, 1994-1998

Curriculum Committee, 1994- 1998

Theses directed:

Tilburg University

Jeffrey Powell, 2010

The Limits of Economic Self-Interest

Alex Eapen, 2007

JEAN-FRANCOIS HENNART

Curriculum Vitae

Page 25

Essays on International Market Entry: Strategic Alliance Governance and Product Segment Entry (winner, best dissertation proposal, UK chapter, Academy of International Business, Leicester, 2003; Finalist, Gunnar Hedlund Prize, 2007).

Paulo Cunha, 2005

The Value of Cooperation: Studies on the Performance Outcome of Organizational Alliances

Arjen Slangen, 2005

Studies on the Determinants of Foreign Entry Mode Choice and Performance

(Winner, best dissertation proposal, European International Business Academy, Athens, 2002)

University of Illinois

Danchi Tan, 2000

Patterns of Long Term Growth: Greenfield vs. Acquisitions

Ming Zeng, 1998

The Impact of Structure on Cooperation and Performance in Joint Ventures: An Empirical Investigation of International Joint Ventures

Duan Xiansheng, 1997

Ownership, Control, and Performance of International Joint Ventures: the case of the People's Republic of China.

Georgine Kryda (co-chair), 1997

Exploring the Full Context of Firm-Agency Interaction: Multinational Firms and Britain's Office of Fair Trading.

(Winner, best dissertation proposal, European International Business Academy, Urbino, 1995)

Shih-Fen Chen, 1996

An Economic Theory of Private Branding

James M. Hagen, 1996.

Determinants of U.S. Foreign Production in Developing and Industrialized Countries: A Firm Level Analysis in the Food Processing Industry.

Dixie Zietlow, 1995

International Franchising Channels

Sabine Reddy, 1994

Information Technology and the Structure of the Multinational Enterprise

Young Ryeol Park, 1993

The Strategic Rationale for Japanese Foreign Direct Investment in the United States

Member of thesis committee:

Tilburg University

Jean-Malik Dumas, 2016

Essays in Behavioral Strategy

David Kroon, 2011

The Post-Merger Integration Phase of Organizations: A Longitudinal Examination of Unresolved Issues of Justice and Identity

Ilya Cuypers, 2009

Essay on Equity Joint Ventures, Uncertainty, and Experience

Rekha Krishnan, 2006

When is Trust Produced and When does it Matter? Taking a Closer Look at Trust and Alliance Performance

Anna Nadolska, 2006

Learning to Expand Internationally: the Pace and Success of Foreign Acquisitions

Dorota Piakowska, 2005

Essays on Firm Growth and Value Creation

Oleg Chvyrkov, 2004

Top Management Teams of Internationalizing Firms: Demography, Social Processes, and Learning at the Top

Paul Ingenbleek, 2002

Money for Value

Rian Drogendijk, 2001

Dutch Investment in Eastern Europe

Tina Girndt, 2000

Cultural Diversity and Work-Group Performance

Freek Vermeulen, 1999.

Shifting Ground. Studies on Intersection of Organization, Expansion, Internalization and Learning.

John Bell, 1996

Joint or Single Venturing? An Eclectic Approach to Foreign Entry Mode Choice.

Other Universities

JEAN-FRANCOIS HENNART

Curriculum Vitae

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University of Strasbourg
External Reader, Hamza Aib, 2017

University of Vaasa
External Reader, Pratik Arte, 2017

University of Queensland
External Reader, James Clarke, 2013

University of Antwerp
External Reader, Haiyan Zhang, 2004
Internationalization of Ethnic Chinese Enterprises from Dynamic Asian Economies

Helsinki School of Economics
External reader, Birgit Kleymann, 2002
The Development of Multilateral Alliances: the Case of the Airline Industry

Rutgers University
Yong Pak, 2000
Determinants of Foreign Entry Mode of International Franchisors: A Knowledge-Based Framework.

University of Illinois
Soonkyoo Choe, 1997
The Influence of Japanese Domestic Networks in Japanese Cooperative Ventures in North America: Partner Choice, Speed of Venture Establishment, and Survival.

HEC
Regis Coeurderoy, 1996
Foreign Market Entry Modes and Transaction Cost Theory: Exploratory Research on the Computer Services Industry.

European University Institute
Jose Paulo Esperança, 1993
International Market Entry in Services.

Principal Consulting Activities:

Agencia de Avaliação e Acreditação de Ensino Superior (2013-)
Monsanto (1997)
Caterpillar, Inc. (1995)
Arthur Andersen (1995)
American Oil Chemists' Society (1994)

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Curriculum Vitae

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Institutional Reform and the Informal Sector (IRIS), College Park, Maryland (consulting on their project with the U.S. Agency for International Development in Chad [1991] and on their Mongolian project [1992]).

External Teaching:

Mazars Executive MBA Program, Paris.

Executive MBA Program, Cheung Kong Graduate School of Business, Beijing, Shanghai, Guangzhou, Chengdu and Kashgar.

Executive MBA Program in International Management, Catholic University of Portugal, Lisbon.

Executive MBA Program, Vrije Universiteit Brussels.

Doctoral Program, ISCTE-IUL, Lisbon.

Doctoral Program, FIGSIB, Finland.

Doctoral Program, HEC, Paris.

Doctoral Program, University of Lyon.

Doctoral Program, U. of Pavia

Other Languages:

French (fluent)

Dutch (intermediate)

Current as of November 2017