INSEAD

FACULTY & RESEARCH

FACULTY BOOKLET

2017/2018

The Business School
for the World®

I am pleased to introduce the 2017/2018 INSEAD Faculty Booklet, in which you can find details about our faculty across our Asia, Europe and Middle East campuses. Enjoy learning more about our faculty's research and teaching excellence as you peruse these pages.

At INSEAD, we remain committed to fostering an open and collaborative intellectual environment where our culturally diverse academics creates rigorous and relevant research, contributing to our school's vision to make business a force for good.

Laurence Capron

Dean of Faculty

The Sauvage Family Chair for Academic Excellence

The Paul Desmarais Chaired Professor of Partnership and Active Ownership

INSEAD

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Hami Amiraslani

United Kingdom

Assistant Professor of Accounting and Control

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CAMPUS

Teaching

Financial and Managerial Accounting.

Research Areas

Capital Market Regulation, Corporate Governance, Corporate Law, Credit and Derivative Markets, Financial Contracting, Financial Reporting and Disclosure.

Awards and Honours

2016-2017: LSE Research Fellowship, London School of Economics

2016: LSE Class Teacher Award, London School of Economics

2015-2016: LSE Doctoral Scholarship, London School of Economics

2015: BlackRock Research Award for Best Paper on Capital Markets, Funds Management, and Mutual Funds, Australasian Finance and Banking Conference, UNSW

2013-2015: ESRC Doctoral Fellowship, Economic and Social Research Council

2013: LSESU Teaching Commendation Award, London School of Economics Student Union

2011-2012: Graduate Research Scholarship, Cass Business School

External Activities

Research Associate, Systemic Risk Centre, London School of Economics

Ad-hoc reviewer: *American Accounting Association Financial Accounting and Reporting Section, European Accounting Review, Journal of Accounting, Auditing & Finance, Journal of Banking & Finance, Journal of Business Finance & Accounting*.

Former Positions

2008-2010: Consultant – Credit and Country Risk, MENA Region, Melli Bank PLC London, United Kingdom

2005-2008: Associate – Syndicated Loans and Project Finance, Melli Bank PLC London, United Kingdom

Education

2017: PhD, Accounting, London School of Economics, United Kingdom

2012: Master of Research, Finance and Accounting, Cass Business School, United Kingdom

2008: Master of Science, Accounting and Finance, London School of Economics, United Kingdom

home

Daniel A. Bens

USA

Professor of Accounting and Control

Chair, Accounting and Control Area

daniel.bens@insead.edu

CAMPUS

Teaching

Principles of Financial Accounting for MBAs; Research Methods for PhDs; Executive Education.

Research Areas

Capital Markets; Discretionary Disclosure; Real Investment Effects of Financial Accounting Choices; Earnings Management.

Selected Publications

- The Effect of Aggregation of Accounting Information via Segment Reporting on Accounting Conservatism, *European Accounting Review* (2016) forthcoming (with Steven Monahan, Logan Steele)
- The Impact of SEC Disclosure Monitoring on the Uncertainty of Fair Value Estimates, *The Accounting Review* 19, N° 2 (2016) 349-375 (with Mei Cheng, Monica Neamtiu)
- Does Investment Related Pressure Lead to Misreporting? An Analysis of Reporting Following M&A Transactions, *The Accounting Review* 87, N° 3 (2012) (with Theodore Goodman and Monica Neamtiu)
- The Information Content of Goodwill Impairments and SFAS 142, *Journal of Accounting, Auditing and Finance* (2011) (with Wendy Heltzer, Benjamin Segal)
- Discretionary Disclosure in Financial Reporting: An Examination Comparing Internal Firm Data to Externally Reported Segment Data, *The Accounting Review* 86, N° 2 (2011) 417-449 (with Philip Berger, Steven Monahan)
- Accounting Discretion: Use or Abuse? An Analysis of Restructuring Charges Surrounding Regulator Action, *Contemporary Accounting Research* 26, N° 3 (2009) 673-699 (with Rick Johnston)
- Altering Investment Decisions to Manage Financial Reporting Outcomes: Asset-backed Commercial Paper Conduits and FIN 46, *Journal of Accounting Research* 46, N° 5 (2008) 1017-1055 (with Steven Monahan)
- Disclosure Quality and the Excess Value of Diversification, Journal of Accounting Research (2004) (with Steven Monahan)
- Employee Stock Options, EPS Dilution and Stock Repurchases, Journal of Accounting and Economics (2003) (with Douglas Skinner, Venky Nagar, Franco Wong)
- Real Investment Implications of Employee Stock Option Exercises, Journal of Accounting Research (2002) (with Venky Nagar, Franco Wong)
- The Determinants of the Amount of Information Disclosed about Corporate Restructurings, Journal of Accounting Research (2002)

Awards and Honours

2014-15: Nomination for Best Teacher Award in MBA core, INSEAD

2014-15: Deans' Commendation for Excellence in MBA Teaching 2013/14 and 2014/15, INSEAD

2012: Best Paper Award – American Accounting Association, Financial Accounting & Reporting Section

2011, 2007: MBA Distinguished Faculty Award, University of Arizona

2003: Ernest R. Wish Accounting Research Award, University of Chicago

External Activities

Editorial Boards: *Journal of Business, Finance and Accounting* (2017-present), *Journal of Accounting Research* (2003-2012), *The Accounting Review* (2005-2008); Ad hoc Reviewer: *The Accounting Review*, *Contemporary Accounting Research*, *Journal of Accounting, Auditing and Finance*, *Journal of Accounting and Economics*, *Journal of Accounting and Public Policy*, *Journal of Accounting Research*, *Journal of Law & Economics*, *Review of Accounting Studies*.

Former Positions

2012-2016: Associate Professor of Accounting and Control, INSEAD

2009-2012: Associate Dean & Director, MBA Programs, University of Arizona, USA

2008: Visiting Associate Professor of Accounting, University of Chicago, USA

2005-2012: Associate Professor of Accounting, University of Arizona, USA

2003-2005: Associate Professor of Accounting, University of Chicago, USA

1999-2003: Assistant Professor of Accounting, University of Chicago, USA

1992-1993: Senior Financial Analyst, Westinghouse Electric, Pittsburgh, PA, USA

1990-1992: Audit and Tax Staff, Price Waterhouse, Pittsburgh, PA, USA

Education

1999: PhD, University of Pennsylvania, USA

1995: Master of Business Admin., Indiana University, USA

1990: Bachelor of Science, Penn State University, USA

Gavin Cassar

Australia / Malta

Professor of Accounting and Control

Research Director of the INSEAD-Wharton Alliance

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CAMPUS

Teaching

Financial Acumen; Decision Making; Building a Business Case; Transfer Pricing; Corporate Governance; Incentivizing and Measuring Performance.

Research Areas

Management Accounting; Entrepreneurship; Hedge Funds; Risk Management and Internal Controls; Forecasting; Corporate Governance.

Selected Publications

- Hedge Fund Voluntary Disclosure *The Accounting Review* (forthcoming) (with Joseph Gerakos, Jeremiah Green, John Hand and Matthew Neal)
- Do Risk Management Practices Work? Evidence from Hedge Funds, *Review of Accounting Studies* 22, N° 3 (2017) 1084-1121 (with Joseph Gerakos)
- Alternative Information Sources and Information Asymmetry Reduction: Evidence from Small Business Debt, *Journal of Accounting and Economics* 59, N° 2-3 (2015) 242-263 (with Christopher Ittner, Ken Cavalluzzo)
- Industry and Startup Experience on Entrepreneur Forecast Performance in New Firms, *Journal of Business Venturing* 29, N° 1 (2014) 137-151
- Hedge Funds: Pricing Controls and the Smoothing of Self-reported Returns, *Review of Financial Studies* 24, N° 5 (2011) 1698-1734 (with Joseph Gerakos)
- Determinants of Hedge Fund Internal Controls and Fees, *The Accounting Review* 85, N° 6 (2010) 1887-1919 (with Joseph Gerakos)
- Are Individuals Entering Self-employment overly Optimistic? An Empirical Test of Plans and Projections on Nascent Entrepreneur Expectations, *Strategic Management Journal* 31, N° 8 (2010) 822-840
- Financial Statement and Projection Preparation in Start-up Ventures, *The Accounting Review* 84, N° 1 (2009) 27-41

Awards and Honours

2016: Deans' Commendation for Excellence in MBA Teaching

2014: Management Accounting Section Best Paper Award, AAA MAS Mid-Year Meeting

2011: Management Accounting Section Best Early Career Research Award

2011: KFS Best Paper Award, Duke/Kaufman Entrepreneurship Conference

2009: BlackRock Research Award for Best Paper, Australasian Finance and Banking Conference

2009-2010: Winkelman Faculty Scholar Award

2008: The Wharton School David W. Hauck Award for Outstanding Teaching

2006: Outstanding Reviewer Award for the Journal of Business Venturing

2001-2003: Deloitte & Touche Doctoral Fellowship

1998: University of Newcastle Dean's Medal (1st class honours and highest GPA of graduating class)

External Activities

Associate Editor: *Journal of Business Venturing* ((2009-2016)); Editorial Board Member: *Entrepreneurship Theory and Practice* (2007-2016), *Journal of Business Venturing* (2006-2009), *Journal of Small Business Management* (2006-2009), *Journal of Management Accounting Research* (2013-present). Ad hoc reviewer (including): *The Accounting Review*, *Contemporary Accounting Research*, *Entrepreneurship and Regional Development*, *Entrepreneurship Theory and Practice*, *European Financial Management*, *Family Business Review*, *Financial Management*, *Journal of Accounting and Economics*, *Journal of Accounting Research*, *Journal of Business Venturing*, *Journal of Economic Psychology*, *Journal of Economics and Management Strategy*, *Journal of Small Business Management*, *Management Science*, *Organizational Research Methods*, *Quantitative Finance*, *Small Business Economics*, *Strategic Entrepreneurship Journal*, *Technovation*, *European Accounting Review*, *Journal of Industrial Economics*, *Journal of Management*, *Accounting Research*, *Review of Accounting Studies*, *Review of Financial Studies*.

Former Positions

2012-1017: Associate Professor, INSEAD

2005-2012: Assistant Professor, The Wharton School, University of Pennsylvania, USA

2000-2004: Graduate Student Instructor, Haas School of Business, University of California at Berkeley, USA

1997-1999: Tutor, Lecturer, The University of Newcastle, Australia

1994-1996: Accountant, Civilcon, Rutherford, Australia

Education

2005: PhD, Haas School of Business, University of California, Berkeley, USA 1998: Bachelor of Commerce (Hons I), Dean's Medal, University of Newcastle, Australia

Peter Joos

Belgium

Associate Professor of Accounting and Control

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CAMPUS

Teaching

Financial Accounting; Financial Statement Analysis; Valuation.

Research Areas

Capital Markets; Fundamental Firm Valuation, Financial Analyst Behaviour; Forecasting.

Selected Publications

- The Best of All Possible Worlds: Unraveling Target Price Optimism Using Analysts' Scenario-based Value Estimates, forthcoming *Review of Accounting Studies* (with J. Piotroski)
- Can analysts assess fundamental risk and valuation uncertainty? An empirical analysis of scenario-based value estimates. *Journal of Financial Economics* 121, N°3 (2016) 645-663 (with J. Piotroski and S. Srinivasan)
- Do Voting Rights Matter? Evidence From the Adoption of Equity-Based Compensation Plans, *Contemporary Accounting Research* 29, N° 4 (2012) 1204-1236 (with Sudhakar Balachandran, Joseph Weber)
- Accounting Choice and Future Performance: The case of R&D Accounting in France, *Journal of Accounting and Public Policy* 30, N° 2 (2011) 145-165 (with Anne Cazavan-Jeny, Thomas Jeanjean)
- Valuing Loss Firms, *The Accounting Review* 80, N°.3 (2005) 847-870 (with George A. Plesko)
- Unrecognized Deferred Taxes: Evidence from the U.K., *The Accounting Review* 79, N° 1 (2004) 97-124 (with Elizabeth A. Gordon)
- Discussion of How Representative Are Firms That Are Cross-Listed in the United States? An Analysis of Accounting Quality, *Journal of Accounting Research* 41, N° 2 (2003) 387-396
- Discussion of The Economic Consequences of Increased Disclosure, *Journal of Accounting Research* 38, (2000) 125-136
- The Effects of Accounting Diversity: Evidence from the European Union. *Journal of Accounting Research* 32, Supplement (1994) (with Mark Lang)

Awards and Honours

2016: Outstanding Teacher Award, INSEAD MBA Programmme

2016-2014: Dean's Commendation for Excellence in MBA teaching, INSEAD

1995: Doctoral Consortium Fellow

1995-1996: Deloitte and Touche Doctoral Fellow

1994: Robert K. Jaedicke Merit Fellow

1993: ICM Fellow, Belgium

1992: Belgian American Education Foundation Fellow

1988: BBL Prize, University of Gent

External Activities

Member and Co-Chair of the Capital Markets Advisory Committee (CMAC) advising the International Accounting Standards Board (since 2013). Member of Scientific Committee: EAA Conference (2006), EFMA Conference (2005, 2006) Referee for *Contemporary Accounting Research*, *Journal of Accounting & Economics*, *Journal of Accounting Research*, *Journal of Business Finance & Accounting*, *Journal of International Accounting Research*, *The Accounting Review*, *European Accounting Review*, *Review of Accounting Studies* Associated Faculty of the European Institute of Advanced Studies in Management (EIASM)

Former Positions

2011-2014: Global Head of Valuation and Accounting, Equity Research, Morgan Stanley & Co. International plc., London

2007: Visiting Associate Professor of Accounting, MIT, USA

2006-2011: Head of Valuation and Accounting Asia Pacific, Equity Research, Morgan Stanley Asia Limited, Hong-Kong

2005-2006: Associate Professor of Accounting, Baruch College, The City University of New York, USA

2000-2005: Assistant Professor of Accounting, MIT, USA

1999-2000: Visiting Assistant Professor of Accounting, University of Chicago, Graduate School of Business, USA

1997-2000: Assistant Professor of Accounting, INSEAD, France

1992-1996: Research Assistant, Stanford University, Graduate School of Business, USA

1991: Lecturer of Corporate Finance, University of Gent, Department of Economics, Belgium

1989-1992: Research Assistant, University of Gent, Department of Economics, Belgium

Education

1997: PhD, Business Administration, Stanford University, USA

1995: Master of Science, Department of Statistics, Stanford University, USA

1991: Master of Science, Vlerick Leuven Gent Management, Belgium

1988: Bachelor of Arts, Licentiaat (B.A. equivalent), University of Gent, Belgium

home

Thomas Keusch

Germany

Assistant Professor of Accounting and Control

thomas.keusch@insead.edu

CAMPUS

Teaching

Corporate Governance; Management Accounting with emphasis on (1) managerial decision making, (2) performance measurement, and (3) incentive provision and distortion.

Research Areas

Corporate governance, shareholder activism, risk management

Selected Publications

- Incorporating Risk Management in Planning and Control Systems: Progress and Implications. Forthcoming in Routledge Companion on Risk Management, edited by M. Woods (with Christopher Ittner).
- Self-serving Bias in Annual Report Narratives: An Empirical Analysis of Economic Crises, *European Accounting Review* 21, N° 3 (2012) 623-648 (with Laury Bollen, Harold Hassink)

Awards and Honours

2015: Financial Management Association Consortium on Activist Investors, Corporate Governance and Hedge Funds Best Paper Award

External Activities

Ad-hoc reviewer: *Management Science, Accounting Review*, *European Accounting Review*, *British Accounting Review*, American Accounting Association Management Accounting Section, American Accounting Association Financial Accounting and Reporting Section

Former Positions

2014-2016: Assistant Professor in Accounting, Erasmus School of Economics, Erasmus University, The Netherlands

2014-2016: Fellow, Harvard Law School Program on Corporate Governance

2013-2014: Visiting PhD Student, The Wharton School, University of Pennsylvania, USA

2013: Visiting PhD Student, The Fuqua School of Business, Duke University, USA

Education

2014: PhD, Accounting, Maastricht University, The Netherlands

2009: Master of Science, Accounting, Maastricht University, The Netherlands

2009: Master of Science, Corporate Finance, EDHEC Business School, France

2008: Bachelor of Science, International Business, Maastricht University, The Netherlands

Steven Monahan

USA

Associate Professor of Accounting and Control

steven.monahan@insead.edu

CAMPUS

Teaching

Financial Statement Analysis with Emphasis on:

(1) Accounting-based Valuation and (2) Complex Transactions including Mergers and Acquisitions; Special Purpose Entities; Pensions; Hybrid Securities; Derivatives.

Research Areas

The Economic Causes and Consequences of Firms' Disclosure Choices; Role of Accounting and Non-accounting Data in the Fundamental Analysis Process.

Selected Publications

- Discretionary Disclosure in Financial Reporting: An Examination Comparing Internal Firm Data to Externally Reported Segment Data, *The Accounting Review* 86, N° 2 (2011) 417-449(with Daniel A. Bens, Philip Berger)
- Initial Evidence of the Role of Accounting Earnings in the Bond Market, *Journal of Accounting Research* 47, N° 3 (2009) 721-766 (with Peter Easton, Florin Vasvari)
- Altering Investment Decisions to Manage Financial Reporting Outcomes: Asset-backed Commercial Paper Conduits and FIN 46, *Journal of Accounting Research* 46, N° 5 (2008) 1017-1055 (with Daniel A. Bens)
- Conservatism, Growth and the Role of Accounting Numbers in the Fundamental Analysis Process, *Review of Accounting Studies* 10, N° 2/3 (2005) 227-260
- An Evaluation of Accounting Based Measures of Expected Returns, *The Accounting Review* 80, N° 2 (2005) 501-538 (with Peter Easton)
- Disclosure Quality and the Excess Value of Diversification, *Journal of Accounting Research* 42, N° 4 (2004) 691-730 (with Daniel A. Bens)
- Discussion of Using Earnings Forecasts to Simultaneously Estimate Firm-specific Cost of Equity and Long-term Growth, *Review of Accounting Studies* 16, N° 3 (2011) 458-463
- Discussion of is Financial Reporting Shaped by Equity Markets or Debt Markets? An International Study of Timeliness and Conservatism, *Review of Accounting Studies* 13, N° 2-3 (2008) 206-215

Awards and Honours

2012 : Recipient of American Accounting Association, Financial Accounting and Reporting Section best paper award

2011: Dean's Commendation for Excellence in MBA Teaching, INSEAD

2006: Host and Master of Ceremonies of the 2006 Review of Accounting Studies (i.e., RAST) Conference held at INSEAD

2003: Presenter at American Accounting Association Annual Meetings

1998: Participated in the Financial Accounting Standards Board Doctoral Student Conference

1997: Presenter at American Accounting Association Annual Meetings

1996-1999: Deloitte & Touche Doctoral Fellow

1996-1999: American Accounting Association Doctoral Fellow

1993: Elijah Watt Sells Award - Bronze Medal, Placed Third in the USA on the Uniform CPA Exam

External Activities

Associate Editor of the *European Accounting Review*, 2012-present. Moderator of the Valuation/Pricing forum of the American Accounting Association FARS/Credit Suisse Initiative, 2011-present. Editorial board member: *The Accounting Review*, 2010-present; *Journal of Business, Finance and Accounting*, 2008-present; *Review of Accounting Studies*, 2006-present; *Journal of Accounting Research*, 2005-present; and *Contemporary Accounting Research*, 2005-2010. Member of Center for Accounting Research and Education Advisory Board, 2007-present.

Former Positions

2003-2010: Assistant Professor, INSEAD, France

1999-2003: Assistant Professor, Graduate School of Business, University of Chicago, USA

1993-1994: Compensation and Benefits Consultant, Arthur Andersen, Chicago, Illinois, USA

Education

1999: PhD, University of North Carolina, USA

1993: Master's Degree, Accounting, University of Iowa, USA

1991: Bachelor of Arts, University of Northern Iowa, USA

G. Deigan Morris

United Kingdom

Emeritus Professor of Accounting and Control

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CAMPUS

Research Areas

Use of Accounting Information to Measure Wealth Creation; Evaluate Performance and Make Decisions; Encompassing the Diagnosis and Design of Systems as well as the Interpretation and Use of Information; Issues of Generic Defects in Activity-Based Approaches and in Related Techniques with particular focus on common Defects in Activity-Based Costing and on the data used in the management of Supply Chains.

Selected Publications

- *Accounting Theory & Practice* FT Press (2011) (with Michael Glautier, Brian Underdown)
- Organic Decision and Communication Processes and Management Accounting Systems in Entrepreneurial and Conservative Business Organizations, *Omega* 23, N° 5 (1995) 485-497 (with Rob Chenhall)
- An Investigation of the Reporting of Questionable Acts in an International Setting, *Journal of Accounting Research* 31 (1993) 75-103 (with Joseph J. Schultz, Douglas A. Johnson, Sverre Dyrnes)
- The Role of Post Completion Audits, Managerial Learning, Environmental Uncertainty and Performance, *Behavioral Research in Accounting* N° 5 (1993) 170-186 (with Rob Chenhall)
- The Effect of Cognitive Style and Sponsorship Bias on the Treatment of Opportunity Costs in Resource Allocation Decisions, *Accounting Organizations and Society* 16, N° 1 (1991) 27-46 (with Rob Chenhall)
- Accounting Data for Value Chain Analysis, *Strategic Management Journal* 10, (1989) 175-188 (with M. Hergert)
- Trends in International Collaborative Agreements, *The Columbia Journal of World Business* 22, N° 2 (1987) 15-21 (with M. Hergert)
- Comprehensive Controls for Multinational Corporations in *Managerial Accounting: An Analysis of Current International Comparisons*: *The Center for International Education and Research in Accounting* (1986) (with J. Gray)

Awards and Honours

1967-1970: Social Sciences Research Council Scholarships

External Activities

Expert Witness to the Commission of the European Communities. Academic Expert to the OECD Industry Committee. Consultant to companies onthe design and implementation of cost management systems.

Former Positions

Control Function, Massey Ferguson, United Kingdom

Education

1972: PhD, The School of Industrial and Business Studies, Warwick Business School, United Kingdom

1964: Bachelor of Arts, University of Nottingham, United Kingdom

home

Shiwon Song

Korea

Assistant Professor of Accounting & Control

shiwon.song@insead.edu

CAMPUS

Teaching

Financial Accounting

Research Areas

Strategic Disclosures; the Interaction between Quantitative and Qualitative Information.

Education

2016: PhD, Accounting, University of Southern California Los Angeles, USA

2011: Master of Science, Accounting and Finance, London School of Economics and Political Science, United Kingdom

2002: Bachelor of Science, Business Administration, SungKyunKwan University, Korea

home

S. David Young

USA

Professor of Accounting and Control

david.young@insead.edu

CAMPUS

Teaching

Financial Accounting and Managerial Accounting (MBA); Financial Management and Analysis (Executive Education); Value Based Management (Executive Education).

Research Areas

Value Based Management; Executive Compensation, Corporate Financial Reporting.

Selected Publications

- Why Companies Should be Wary of Non-GAAP Metrics, *MIT Sloan Review of Management*, forthcoming (with H.D. Sherman).
- The Evolution of Executive Pay Policy at General Motors, 1918–2008, *Journal of Applied Corporate Finance* 29, N° 1 (2017) 36-49 (with Stephen O'Byrne)
- Where Financial Reporting Still Falls Short, *Harvard Business Review*, July-August 2016 (with H.D. Sherman)
- The Hazards of Growth, *Journal of Applied Corporate Finance* 27, N° 3 (2015) 88-95 (with Kevin Kaiser)
- Managing for Value 2.0, *Journal of Applied Corporate Finance* 26, N° 1 (2014) 8-19 (with Kevin Kaiser)
- *The Blue Line Imperative: What Managing for Value Really Means*, Jossey-Bass (Wiley) (2013) (with Kevin Kaiser)
- What Investors Need to Know About Executive Pay, *The Journal of Investing* 19, N° 1 (2010) 36-44 (with Stephen O'Byrne)
- Need Cash? Look Inside your Company, *Harvard Business Review* (2009) (with Kevin Kaiser)

Awards and Honours

1991, 1994-1995, 1997-2000, 2002, 2006, 2012: Outstanding Teacher Award, INSEAD MBA Programme

2009-2011: Dean's Commendation for Excellence in MBA Teaching, INSEAD

2002: Distinguished Alumni Scholar Award, The George Washington University, USA

2000: ecch/Business Week European Case Writing Award

2000: Vernon L. Zimmerman Best Paper Award, Asia-Pacific International Accounting Conference, Beijing, China

External Activities

Consultant to companies in Europe, Asia, and North America on value-based management. Also advises securities analysts and fund managers on financial analysis and corporate financial reporting.

Former Positions

1997: Visiting Professor, China Europe International Business School, Shanghai, China

1989: Visiting Professor, International Management Center, Budapest, Hungary

1985-1989: Assistant Professor, Tulane University, USA

Education

1985: PhD, University of Virginia, USA

1979: MBA, Indiana University, USA

1977: BBA, George Washington University, USA

Professional Accreditation

Chartered Financial Analyst

Certified Public Accountant (USA)

N. Craig Smith

United Kingdom

The INSEAD Chaired Professor of Ethics and Social Responsibility

Affiliate Professor of Ethics and Social Responsibility

craig.smith@insead.edu

CAMPUS

Teaching

Business Ethics; Corporate Social Responsibility/Sustainability; Social Innovation.

Research Areas

Corporate Social Responsibility/Sustainability; Business/ Marketing Ethics; Ethical Consumerism; Consumer Boycotts; Deception in Marketing; Stakeholder Theory and Stakeholder Engagement.

Selected Publications

- Shareholder Primacy, Corporate Social Responsibility, and the Role of Business Schools, *Journal of Business Ethics* 134, N° 3 (2016) 463-478 (with David Ronnegard)
- Consumers and CSR Understanding: Nuances in Consumer Perceptions of Corporate Responsibility Initiatives in *Handbook of Research on Marketing and Corporate Social Responsibility*, Ryan Langan, Ronald Paul Hill (Eds.), Edward Elgar (2014) (with Sofia Lopez)
- Shareholder vs. Stakeholders: How Liberal and Libertarian Political Philosophy Frames the Basic Debate in *Business Ethics, Business and Professional Ethics Journal* 32, N° 3-4 (2013) 183-220 (with David Ronnegard)
- Choice without Awareness: Ethical and Policy Implications of Defaults, *Journal of Public Policy & Marketing* 32, N° 2 (2013) 159-172 (with Daniel G. Goldstein, Eric J. Johnson)
- *Marketing Ethics*, Sage (2012) 2096 p. (with Patrick E. Murphy)
- How Gap Inc. Engaged With its Stakeholders, *MIT Sloan Management Review* 52, (2011) 69-76 (with Sean Ansett, Lior Erez)
- Ethical Decision Making and Research Deception in the Behavioral Sciences: An Application of Social Contract Theory, *Ethics & Behavior* 21, N° 3 (2011) 222-251 (with Allan J. Kimmel, Jill Klein)
- Marketing's Consequences: Stakeholder Marketing and Supply Chain Corporate Social Responsibility Issues, *Business Ethics Quarterly* 20, N° 4 (2010) 617-642 (with Guido Palazzo, C. B. Bhattacharya)

Awards and Honours

2016 Best Paper Award, Academy of Management (with Douglas H. Frank)

2014/2015: Dean's Commendation for MBA Teaching

2013: Third place, Oikos Case Writing Competition, Social Entrepreneurship Track (with Robert J. Crawford)

2012: Winner of The Best Symposium in Management Education and Development Award,

Academy of Management, Management Education

and Development Division

2012: Winner of 2011 EFMD Case Writing Competition, Corporate Social Responsibility

Category (with Robert J. Crawford)

2009: Research funding from EABIS Corporate Partner Funding Programme for "Consumer Perceptions of Corporate Responsibility Activities: The CSR Halo Effect"

2008: ecch Awards, Ethics and Social Responsibility "The Wal-Mart Supply Chain Controversy" (with Robert E. Crawford)

2005: Beyond Grey Pinstripes' 2005 European Faculty Pioneer Award for Integrating Social and Environmental Issues into Research and Teaching, Sponsored by the Aspen Institute and EABIS

External Activities

Editorial Boards: *Business Ethics Quarterly*, *Journal of Business Ethics Education*, *Journal of the Academy of Marketing Science* and *Journal of Public Policy and Marketing*. Ethics Committee of SNS Asset Management, Advisory Board of Carbon Clear (a carbon offset company), Scientific Committee of Vigeo (a corporate social responsibility rating agency). Consults with various organisations on business and marketing ethics and corporate social responsibility.

Former Positions

2000-2007: Associate Professor of Marketing and Ethics; Senior Associate Dean, MBA Programme, London Business School, United Kingdom

1991-2000: Associate Professor of Marketing, Georgetown University, USA

Education

Doctor of Philosophy, Cranfield Institute of Technology, United Kingdom

Bachelor of Arts (1st Class Honours), University of Huddersfield, United Kingdom

J. Neil Bearden

USA

Associate Professor of Decision Sciences

neil.bearden@insead.edu

CAMPUS

Teaching

Management Decision Making; Ethics

Research Areas

Behavioural Decision Theory; Ethics.

Selected Publications

- Case Study: An Office Romance Gone Wrong, *Harvard Business Review* 94, N° 8 (2016) 15-24
- Molecular Insights into Chronotype and Time-of-day Effects on Decision-making, *Scientific Reports* 6, N° 29392 (2016) (with Ahmet Ay, Sue Escobar, Allan Filipowicz, et al.)
- Diurnal Preference Predicts Phase Differences in Expression of Human Peripheral Circadian Clock Genes, *Journal of Circadian Rhythms* 13 (2015) (with Ahmet Ay, Andrew Ferrante, Allan Filipowicz, David Gellerman, Krista Ingram, Kriti Jain, Kerri Woods)
- Newsvendor Pull-to-center Reconsidered, *Decision Support Systems* 58 (2014) 68-73 (with Nelson Lau, Sameer Hasija)
- Exploding Offers Can Blow Up in More than One Way, *Decision Analysis* 11, N° 3 (2014) 171-188 (with Yakov Bart, Ilia Tsetlin)
- Unpacking the Future: A Nudge Towards Widerconfidence Intervals, *Management Science* 59, N° 9 (2013) 1970-1987 (with Kriti Jain, Kanchan Mukherjee, Anil Gaba)
- Sex, Risk, and the Newsvendor, *Journal of Operations Management* 31, N° 1-2 (2013) 86-92 (with Francis de Véricourt, Kriti Jain, Allan Filipowicz)
- Depression and Forecast Accuracy: Evidence from the 2010 FIFA World Cup, *International Journal of Forecasting* 29, N° 1 (2013) 69-79 (with Kriti Jain, Allan Filipowicz)
- Do Satisficers Predict Better than Maximicers?, *Journal of Behavioral Decision Making* 26, N° 1 (2013) 41-50 (with Kriti Jain, Allan Filipowicz)
- A Stochastic Model of Subadditivity, *Journal of Mathematical Psychology* 51, N° 4 (2007) 229-241 (with Thomas Wallsten, Craig Fox)

Awards and Honours

2014: Deans' Commendation for Excellence in MBA Teaching 2013/14, INSEAD

2012: Winner of Teaching Awards, MBA Elective Courses

2011: Dean's Commendation for Excellence in MBA Teaching, INSEAD

Former Positions

2007-2011: Assistant Professor of Decision Sciences, INSEAD

2006-2007: Assistant Research Professor, Eller College of Management, University of Arizona, USA

2006-2007: Visiting Professor of Decision Sciences, INSEAD, France

2005-2006: Post-doctoral Fellow, Duke University, USA

2003-2005: Post-doctoral Research Associate, Eller College of Management, University of Arizona, USA

Education

2003: PhD, Cognitive (Mathematical) Psychology, University of North Carolina, USA

1997: Bachelor of Arts, Psychology, Southeastern Louisiana University, USA

Enrico Diecidue

Italy

Professor of Decision Sciences

enrico.diecidue@insead.edu

CAMPUS

Teaching

Uncertainty; Data and Judgement; (MBA & EMBA); Management Decision Making (MBA); Risk Management (MBA), Modules in Decision Making and Risk Management (Executive Education); Decision Sciences (PhD)

Research Areas

Decision under Risk and Uncertainty.

Selected Publications

- Regret Theory and Risk Attitudes, *Journal of Risk and Uncertainty* (forthcoming) (with Jeeva Somasundaram)
- Regret Theory: A New Foundation, *Journal of Economic Theory* 172 (2017) 88-119 (with Jeeva Somasundaram)
- Patience and Time Consistency in Collective Decisions, *Experimental Economics* 20, N°1 (2017) 181-208 (with Laurent Denant-Boemont, Olivier L'Haridon)
- No Aspiration to Win? An Experimental Test of the Aspiration Level Model, *Journal of Risk and Uncertainty* 51, N° 3 (2015) 245-266 (with Moshe Levy, Jeroen Van De Ven)
- Group Decisions under Ambiguity: Convergence to Neutrality, *Journal of Economic Behavior and Organization* 103 (2014) 60-71 (with Steffen Keck, David Budescu)
- Dynamic Purchase Decisions under Regret: Price and Availability, *Decision Analysis* 9, N° 1 (2012) 22-30 (with Nils Rudi, Wenjie Tang)
- Risk Preferences at Different Time Periods: An Experimental Investigation, *Management Science* 57, N° 5 (2011) 975-987 (with Mohammed Abdellaoui, Ayse Onçuler)
- A Quantitative Measurement of Regret Theory, *Management Science* 56, N° 1 (2010) 161-175 (with Han Bleichrodt, Alessandra Cillo)

Awards and Honours

EDP Teaching Award Winner 2015-16

2014-15, 2013-14: Executive Education Awards for Outstanding Teaching, INSEAD

2016-17, 2015-16, 2014-15, 2013-14, 2012-13, 2010-11: Dean's Commendation for Excellence in MBA Teaching, INSEAD

2011, 2010: Best Teacher Award, Elective courses, INSEAD

2009: MBA Excellence in Teaching Award for outstanding performance, Wharton School

2002: Outstanding Teacher Award, Core Courses, INSEAD

External Activities

Associate Editor: Decision Analysis. Editorial Board: *Journal of Risk and Uncertainty*.

Former Positions

2008: Associate Professor, INSEAD, France

2008: Visiting Associate Professor, Wharton School, OPIM Department, USA

2001-2008: Assistant Professor, INSEAD, France

Education

2001: PhD, Tilburg University, Netherlands

1996: Bachelor's Degree, Laurea in Economics (Summa Cum Laude), Universita Bocconi, Milan, Italy

Theodoros Evgeniou

Greece

Professor of Decision Sciences and Technology Management

Chair, Decision Sciences Area

theodoros.evgeniou@insead.edu

CAMPUS

Teaching

Data Analytics for Business; Uncertainty, Data, and Judgement

Research Areas

Machine Learning and Data Analytics; Financial Markets and Statistical Arbitrage

Selected Publications

- Volatility and the Buyback Anomaly, INSEAD *Working Paper* 2016/34/DSC/FIN (2016) (with Enric Junque de Fortuny, Nick Nassuphis, Theo Vermaelen)
- Regularized Robust Portfolio Estimation, *Regularization, Optimization, Kernels, and Support Vector Machines* 237, (2014) (with M Pontil, D Spinellis, N Nassuphis)
- M&A Portfolios and Market Returns, INSEAD *Working Paper* 2014/69/DSC (2014)
- Competitive Dynamics in Forecasting: The Interaction of Skill and Uncertainty, *Journal of Behavioral Decision Making* 26, N° 4 (2013) 375-384 (with Natalia Karelaia, Lily Fang, Robin M. Hogarth)
- Dynamic Experiments for Estimating Preferences: An Adaptive Method of Eliciting Time and Risk Parameters, *Management Science* 59, N° 3 (2013) 613-640 (with Olivier Toubia, Eric J. Johnson, Philippe Delquié)
- A Convex Optimization Approach to Modeling Consumer Heterogeneity in Conjoint Estimation, *Marketing Science* 26, N° 6 (2007) 805-818 (with Massimiliano Pontil, Olivier Toubia)
- Barriers to Information Management, *European Management Journal* 23, N° 3 (2005) 293-299 (with Philip Cartwright)
- Learning Multiple Tasks with Kernel Methods, *Journal of Machine Learning Research* 5, N° 4 (2005) 615-637 (with Charles A. Micchelli, Massimiliano Pontil)

Awards and Honours

2009: Winner of the ecch European Case Awards “Knowledge, Information & Communication Systems Management” Category

2007: Winner of the ecch European Case Awards “Knowledge, Information & Communication Systems Management” Category

1995: First, MIT Class of 1995 dual Degree Bachelors in Mathematics

1991: Bronze Medal, International Mathematical Olympiad, Sweden

Former Positions

2007-2013: Associate Professor, INSEAD

2001-2007: Assistant Professor, INSEAD

Education

2000: PhD, Electrical Engineering and Computer Science, MIT, USA

1996: Master of Engineering, Electrical Engineering and Computer Science, MIT, USA

1996: BSc., Mathematics, MIT, USA

1996: BSc., Electrical Engineering and Computer Science, MIT, USA

home

Horacio Falcao

USA, Brazil

Senior Affiliate Professor of Decision Sciences

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CAMPUS

Teaching

Negotiation Dynamics (MBA); Negotiation (Executive Education)

Research Areas

Negotiation, Trust, AI, negotiation teaching/pedagogy; Cross-cultural Negotiations; Environmental Negotiations; Salary Negotiations.

Selected Publications

- The Political Ecology of Palm Oil Production, *Journal of Change Management* 13, N° 4 (2013) 444-459 (with Renato Orsato, Stewart R. Clegg)
- A Competition Without Winners or Losers? The Ontogeny of a New Negotiation Event Format in *Assessing Our Students, Assessing Ourselves*, C. Honeyman, J. Coben and N. Ebner (Eds.) DRI Press (2012)
- Effects of communicating issue priority for preference tradeoffs in agent-human negotiations in *Group Decision and Negotiation* – GDN 2012, Recife, Brazil on 20-24 May 2012 (with Y. Yang, N. Delicado, A. Ortony)
- *Value Negotiation: How to finally get the Win-Win right*, Pearson Education (2010)
- *Value Negotiation: How to finally get the Win-Win right* (Instructor Manual), Pearson Education (2010)
- The Turnaround of Indian Railways, INSEAD Case Study, N°5623 (2009) (with Claudia Zeisberger, Claudia Gehlen)
- Closing a Deal: Much More than Just Yes or No!, *CEIBS Business Review* N° 28 (2010) 38-41
- An Open Channel of Communication: FT Mastering Financial Management Series, *Financial Times* (2006)

Awards and Honours

2014: Executive Education Awards for Outstanding Teaching, INSEAD

2014: Executive Education Awards for Outstanding Programme Direction, INSEAD

2014: Deans' Commendation for Excellence in MBA Teaching 2013/14, INSEAD

2013: Winner of MBA Elective Course, INSEAD

2011, 2012: Dean's Commendation for Excellence in MBA Teaching

2009: Outstanding MBA Elective Teacher Award & Outstanding TIEMBA Elective Teacher Award (awarded by Tsinghua University, Beijing, China)

2006, 2008: Outstanding MBA Elective Teacher Award

2005: Outstanding MBA Elective Teacher Award & Outstanding EMBA Elective Teacher Award

2004: Outstanding MBA Elective Teacher Award

Former Positions

2003: Lecturer of Strategy and Management, INSEAD, France

2001-2002: Partner, Cambridge Negotiation Strategies, USA & Singapore

1996-2000: Negotiation and mediation consultant, CMI International Group, Boston, USA

Education

2013: PhD Singapore Management University (enrolled), Singapore

2013: Masters in Consulting and Coaching for Change, INSEAD, France

2009: Certificate, Consulting and Coaching for Change, INSEAD, France

2002: MBA, INSEAD, Singapore

1997: Master's in Law, LLM, Harvard Law School, USA

1996: Bachelors in Law, LLB, PUC-Rio, Brazil

Anil Gaba

India

The Orpar Chaired Professor of Risk Management

Professor of Decision Sciences

Academic Director, Center for Decision Making and Risk Analysis (CDMRA)

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CAMPUS

Teaching

Uncertainty, Data and Judgement; Probability and Statistics; Bayesian Analysis; Decision Making; Risk Management

Research Areas

Decision Making; Risk Analysis; Bayesian Statistics.

Selected Publications

- Unpacking the Future: A Nudge Toward Wider Subjective Confidence Intervals, *Management Science* 59, N° 9 (2013) 1970-1987 (with J. Neil Bearden, Kriti Jain, Kanchan Mukherjee)
- Why Forecasts Fail. What to Do Instead, *Sloan Management Review* 51, N° 2 (2010) 83-90 (with Spyros Makridakis, Robin M. Hogarth)
- Forecasting and Uncertainty in the Economic and Business World, *International Journal of Forecasting* 25, N° 4 (2009) 794-812 (with Spyros Makridakis, Robin M. Hogarth)
- *Dance with Chance: Making Luck Work for You*, Oneworld Publications (2009) (with Spyros Makridakis, Robin M. Hogarth)
- Strategic Choice of Variability in Multi-round Contests and Contests with Handicaps, *Journal of Risk and Uncertainty* 29, N° 2 (2004) 143-158 (with Robert Winkler, Ilia Tsetlin)
- Modifying Variability and Correlations in Winner-Take-All Contests, *Operations Research* 52, N° 3 (2004) 384-395 (with Robert Winkler, Ilia Tsetlin)
- Risk Behavior in Response to Quotas and Contests, *Maketing Science* 18, N° 3 (1999) 417-434 (with Ajay Kalra)
- Differences in Subjective Risk Thresholds: Worker Group as an Example, *Management Science* 44, N° 6 (1998) 801-811 (with W. Kip Viscusi)

Awards and Honours

2014: Deans' Commendation for Excellence in MBA Teaching 2013/14, INSEAD

2013: Winner of MBA Core Course, INSEAD

9 times MBA Outstanding Teacher Award, INSEAD

External Activities

1993-1997: Visiting Associate Professor of Decision Sciences at Fuqua School of Business, Duke University. Member of INFORMS, Special Section on Decision Analysis in INFORMS; International Society for Bayesian Analysis (ISBA). Ad Hoc Referee for many journals on Management, Statistics, Forecasting and Operations Research. Conference Speaker and Consultant at various multinational corporations.

Former Positions

2006-2009: Dean of Faculty, INSEAD

2002-2006: Dean of Faculty and Research, Asia Campus, INSEAD

2001-2002: Associate Dean of Faculty, Asia Campus, INSEAD

1998-2001: Area Coordinator, Technology Management, INSEAD

Education

1989: PhD, Decision Sciences, Duke University, USA

1983: Bachelor of Arts, Economics, St. Stephen's College, University of Delhi, India

Michele Hibon

France

Emeritus Lecturer

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CAMPUS

Teaching

Applied Statistics (MBA and EMBA); Business Foundation Program (MBA and EMBA).

Research Areas

Forecasting Competitions; Accuracy of Forecasting Methods; Combination of Forecasts.

Selected Publications

- Prediction Distributions and the Forecasting Competition on Transportation Data, *International Journal of Forecasting* (forthcoming)
- Operational Forecasting with Artificial Neural Networks and Computational Intelligence: Myth or Reality, *International Journal of Forecasting* (Special Issue) 27, N° 3 (2011) 635-660
- The M-3 Competition: Statistical Tests of the Results J, *International ournal of Forecasting* 21, N° 3 (2005) 397-409
- To Combine or Not to Combine: Selecting Among Forecasts and their Combinations, *International Journal of Forecasting* 21, N° 1 (2005) 15-24 (with Theodoros Evgeniou)
- Response to the Commentaries on The M3-Competition: Results, Conclusions and Implications, *International Journal of Forecasting* 17, N° 4 (2001) 581-584 (with Spyros Makridakis)
- The M3-Competition: Results, Conclusions and Implications, *International Journal of Forecasting* 16, N° 4 (2000) 451-476 (with Spyros Makridakis)
- The Accuracy of Extrapolative Forecasting Methods: Additional Empirical Evidence, *International Journal of Forecasting* 14, N° 3 (1998) 339-358 (with Spyros Makridakis)
- ARMA Models and the Box-Jenkins Methodology, *Journal of Forecasting* 16, (1997) 147-163 (with Spyros Makridakis)

Awards and Honours

2005: Favorite Paper over the last 25 years - International Symposium on Forecasting, “M-Competition: The Accuracy of Extrapolation (Time Series Methods): Results of a Forecasting Competition”

External Activities

Member of the International Institute of Forecasters.

Education

1967: Diplôme d’Etudes Supérieures Specialisées, Physique, Université Paris I, France

Natalia Karelaia

Belarus, France

Associate Professor of Decision Sciences

natalia.karelaia@insead.edu

CAMPUS

Teaching

Judgment and Decision Making (MBA and Executive Education); Negotiation (MBA and Executive Education)

Research Areas

Behavioural Decision Making; Prosocial Behaviour; Unethical Behaviour; Leadership; Self-Identity; Gender; Negotiations.

Selected Publications

- Appearing Self-confident and Getting Credit for it: Why it may be Easier for Men than Women to Gain Influence at Work, *Human Resource Management* (forthcoming) (with Laura Guillen, M. Mayo)
- Yes I can! Feeling Connected to Others Increases Perceived Consumer Effectiveness and Socially Responsible Behavior *Journal of Environmental Psychology*, N° 48 (2016), 75-86 (with Gert Cornelissen, Irina Cojuharenco)
- How Mindfulness can Improve Decision Making in *Mindfulness in Organizations*, Reb, J., & Atkins, P. (Eds.), Cambridge University Press (forthcoming) (with Jochen Reb)
- Me, a Woman and a Leader: Positive Social Identity and Identity Conflict, *Organizational Behavior & Human Decision Processes* 125, N° 2 (2014) 204-219 (with Laura Guillen)
- When Deviant Leaders are Punished More than Non-leaders: The Role of Deviance Severity, *Journal of Experimental Social Psychology* 49, N° 5 (2013) 783-793 (with Steffen Keck)
- Competitive Dynamics in Forecasting: The Interaction of Skill and Uncertainty, *Journal of Behavioral Decision Making* 26, N° 4 (2013) 375-384 (with Theodoros Evgeniou, Lily Fang, Robin M. Hogarth)
- Does competition Foster Trust? The Role of Tournament Incentives *Experimental Economics*, N° 15 (2012), 204-228. (with Steffen Keck)
- Entrepreneurial Success and Failure: Confidence and Fallible Judgment, *Organization Science* 23, N° 6 (2012) 1733-1746 (with Robin M. Hogarth)

Awards and Honours

2014: Outstanding Reviewer Award, Academy of Management, Gender & Diversity in Organizations Division

2012: Outstanding Reviewer Award, Academy of Management, Gender & Diversity in Organizations Division

2011-2014: Ministry of Science and Innovation, Spain, Research grant “The role of time in decision making: Learning and expectations”

2006-2009: Swiss National Science Foundation Research grant: European Collaborative Research Project “Decision Making: ‘Exploiting’ Bounded Rationality”

2007: Swiss National Foundation Research grant “Trust and biased advice”

2002: Doctoral Mobility Grant, Ministry of Science and Innovation, Spain

1999-2002: Graduate Fellowship, Department of Economics and Business, Universitat Pompeu Fabra, Barcelona, Spain

External Activities

Reviewer for: *Academy of Management*, Swiss National Science Foundation, *Experimental Economics*, *International Journal of Forecasting*, *Judgment and Decision Making*, *Management Science*, *Organizational Behavior and Human Decision Processes*, *Organization Science*, and other journals.

Former Positions

2016-2017, 2008: Visiting Scholar, Harvard University, USA

2008-2015: Assistant Professor, INSEAD

2005-2008: Assistant Professor, HEC, Université de Lausanne, Switzerland

2005-2007: Visiting Professor, ENPC, Ecole Nationale des Ponts et Chaussées, France

2003-2008: Adjunct Professor of Business Strategy, Universitat Pompeu Fabra, Spain

Education

2013: Master, Consulting and Coaching for Change (Clinical Organizational Psychology), INSEAD

2005: PhD, Economics, Finance and Management, Universitat Pompeu Fabra, Spain

2000: MSc., Economics, Finance and Management, Universitat Pompeu Fabra, Spain

1998: Bachelor, Economics, Belarusian State Economic University, Belarus

Miguel Sousa Lobo

Portugal

Associate Professor of Decision Sciences
Academic Director, Centre for Economic Growth
Director, Middle East Campus

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CAMPUS

Teaching

Uncertainty, Data & Judgment; Models for Strategic Planning.

Research Areas

Sequential Decision-Making, with applications to Revenue Management, Price Optimisation, Financial Engineering, and Market Microstructure; Models for Social Network Analysis.

Selected Publications

- Human Judgment is Heavy-Tailed: Empirical Evidence and Implications for the Aggregation of Estimates and Forecasts, *Management Science* (forthcoming) (with Dai Yao)
- Affective Primacy in Intraorganizational Task Networks, *Organization Science* 26, N° 2 (2015) 373-389 (with Tiziana Casciaro)
- Optimal Portfolio Liquidation with Distress Risk, *Management Science* 56, N° 11 (2010) 1997-2014 (with David B. Brown, Bruce Ian Carlin)
- Resource and Revenue Management in Nonprofit Operations, *Operations Research* 57, N° 5 (2009) 1114-1128 (with Francis de Véricourt)
- When Competence is Irrelevant: The Role of Interpersonal Affect in Task-Related Ties, *Administrative Science Quarterly* 53, N° 4 (2008) 655-684 (with Tiziana Casciaro)
- Episodic Liquidity Crises: Cooperative and Predatory Trading, *Journal of Finance* 62, N° 5 (2007) 2235-2275 (with Bruce Ian Carlin, S. Viswanathan)
- Portfolio Optimization with Linear and Fixed Transaction Costs, *Annals of Operations Research* (2007) (with M. Fazel, Stephen Boyd)
- Competent Jerks, Lovable Fools, and the Formation of Social Networks, *Harvard Business Review* 83, N° 6 (2005) 92-99 (with Tiziana Casciaro)

Awards and Honours

2000: Outstanding Contribution Award, Broadbase Software

1999: Best Student Paper Award for Policies for Simultaneous Estimation and Optimization, ACC

Former Positions

2008-2012: Assistant Professor of Decision Sciences, INSEAD

2007: Visting Professor, INSEAD

2005-2006: Visiting Professor, Columbia Business School, Columbia University, USA

2003: Visiting Researcher, Tilburg University, Netherlands

2001-2008: Assistant Professor, The Fuqua School of Business, Duke University, USA

2000-2001: Consultant

1999: Teaching Fellow, Stanford University, USA

Education

2000: PhD, Stanford University, USA

1998: Master of Arts, Political Science, Stanford University, USA

1995: MSc., Electrical Engineering, Stanford University, USA

1994: Licence, Licenciatura in Electrical and Computer Engineering, Universidade Técnica de Lisboa, Portugal

Spyros Makridakis

Greece

Emeritus Professor of Decision Sciences

Distinguished Research Professor

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CAMPUS

Teaching

Forecasting and the Implications when Accurate Predictions are not Possible; The Impact of Future Trends and Changes on Business Firms and their Strategies; Predicting Medical Risks; Artificial Intelligence/Blockchain.

Research Areas

Forecasting and the Implications when Accurate Predictions are not Possible; The Impact of Future Trends and Changes on Business Firms and their Strategies; Predicting Medical Risks; Artificial Intelligence/Blockchain.

Selected Publications

- Forecasting the Impact of Artificial Intelligence (Lead Article), Foresight: *The International Journal of Applied Forecasting*, N° 47, (2017) 7-14
- The Forthcoming Artificial Intelligence (AI) Revolution: Its Impact on Societies and Firms, *Futures* 90 (2017) 46-60
- How Accurate and Reliable are Medical Predictions? *Journal of Research in Medical Sciences* 21, N° 6 (2016)
- A Survey of Forecasting and Uncertainty, *Risk and Decision Analysis* 6, N° 1 (2016) 37-64 (with Nikolas Bakas)
- The Costs and Benefits of Positive Illusions, *Frontiers in Psychology* (2015) (with Andreas Moleskis)
- Why Forecasts Fail. What to Do Instead, *Sloan Management Review Review* 51, N° 2 (2010) 83-90 (with Robin M. Hogarth, Anil Gaba)
- Decision Making and Planning under Low Levels of Predictability, *International Journal of Forecasting* 25, N° 4 (2009) 716-733 (with Nikolas Taleb Nassim)
- *Dance with Chance: Making Luck Work for You*, Oneworld Publications (2009) (with Robin M. Hogarth, Anil Gaba)
- *Forecasting: Methods and Applications*, 3rd Ed. John Wiley and Sons (1998) (with Steven C. Wheelwright, Rob J. Hyndman)
- *Forecasting, Planning and Strategy*, Collier McMillan Publishers (1990)

Awards and Honours

2012: Honorary Doctorate, International Helenic University

1998 and 1999: Best Teacher Award, INSEAD

External activities

Founding editor-in-chief: *Journal of Forecasting* and *International Journal of Forecasting*. Member of the Editorial Board and Reviewer of many refereed journals.

Guest Editor (with Nassim Taleb) Decision Making and Planning under Low Levels of Predictability, *International Journal of Forecasting*.

Guest Editor (with R. Kirkham, T. Williams and M. Papadaki) of Forecasting, Uncertainty and Risk Management, forthcoming *International Journal of Forecasting*.

Consultant to various organisations; Chairman of the Board Lamda Developments (2000-2004) and PrivatSea (2004-2008); Membership in a number of Board of Directors, including that of Pangaea since 2009.

Former Positions

2007-2008: Distinguished Research Professor, INSEAD

1984-2008: Research Professor, INSEAD

1984: Visiting Professor, McGill University, USA

1978: Visiting Scholar, Harvard University, USA

1974: Visiting Scholar, MIT

Education

1969: PhD, Graduate School of Business Administration, New York University, USA

1968: MBA, Graduate School of Business Administration, New York University, USA

1964: Diploma, Graduate School of Industrial Studies, Athens, Greece

Ioana Popescu

Romania

Strategy& Chaired Professor of Revenue Management

Professor of Decision Sciences

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CAMPUS

Teaching

Uncertainty, Data and Judgment; Decision Making; Pricing Analytics; Dynamic Programming.

Research Areas

Decision Making; Revenue models for BoP; Behavioural Pricing; Dynamic Optimization; Moment Problems.

Selected Publications

- Selling Off-grid Light to Liquidity Constrained Consumers, Manufacturing and Services Operations Management (with Bhavani Uppari and Serguei Netessine)
- Managing Retention in Service Relationships *Management Science* Vol. 60, N° 2 (2014) 415-433 (with Sam Aflaki)
- Pricing and Revenue Management: The Value of Coordination, *Management Science* 60, N° 3 (2014) 730-752 (with Ayse Kocabiyikoglu, Catalina Stefanescu)
- Advance Selling When Consumers Regret, *Management Science* 58, N° 6 (2012) 1160-1177 (with Javad Nasiry)
- An Elasticity Approach to the Newsvendor with Price Sensitive Demand, *Operations Research* 59, N° 2 (2011) 301-312 (with Ayse Kocabiyikoglu)
- Dynamic Pricing with Loss Averse Consumers and Peak-End Anchoring, *Operations Research* 59, N° 6 (2011) 1361-1368 (with Javad Nasiry)
- Media Revenue Management with Audience Uncertainty: Balancing Upfront and Spot Market Sales, *Manufacturing and Services Operations Management* (2009) (with Victor Araman)
- Dynamic Pricing Strategies with Reference Effects, *Operations Research* 55, N° 3 (2007) 413-429 (with Yaozhong Wu)
- Managerial Motivation Dynamics and Incentives, *Management Science* 53, N° 5 (2007) 834-848 (with Ayse Kocabiyikoglu)

Awards and Honours

2016-2009 Dean Commendation for teaching, INSEAD

2013: INSEAD Outstanding Teacher Award Nominee for MBA core courses

2012: Winner of 2012 Best Paper Award, The Manufacturing and Service Operations Management Society (with Victor Araman)

2012: Meritorious Associate Editor Award from Management Science

2011: Outstanding Teacher Award, MBA Programme,INSEAD

2010: Supervised award winning paper, INFORMS Decision Analysis Student Paper Competition and finalist, M&SOM Student Paper Competition

2009: Young Global Leader, World Economic Forum

2008: Supervised Finalist, INFORMS DAS Student Paper Competition

2005: Finalist, INFORMS JFIG Paper Competition

2003: Winner, INFORMS JFIG Paper Competition

2000: Finalist, Nicholson Paper Competition

External Activities

Member of ESMT Academic Board; Former Associate Editor for Management Science, *Operations Research and M&SOM*; Guest Editor for *INFORMS Transactions on Education*

Former Positions

2015-2017: Visiting Professor London Business School

2006-2012: Associate Professor of Decision Sciences, INSEAD

1999-2005: Assistant Professor of Decision Sciences, INSEAD

Education

1999: PhD, Operations Research and Applied Mathematics, MIT, USA

1995: Bachelor of Arts, Mathematics and Computer Science, Wellesley College, USA

1993: Undergraduate studies in Applied Mathematics, Universitatea Bucuresti, Romania

Claude Rameau

France

Emeritus Professor of Decision Sciences

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CAMPUS

Research Areas

Decision Sciences; Decision Making; Quantitative Analysis.

Selected Publications

- *New Trends in Management Education* (1995)
- *La prise de décision: acte de management*, Editions d'Organisation (1972)
- *Les statistiques: un outil de management*, enseignement programmé. Editions d'Organisation (1969)

Awards and Honours

1994: Fellow of the Academy of International Business

1993: Fellow of the International Academy of Management

External activities

Vice-President of EFMD (European Foundation for Management Development), Brussels. Board Member of: INSEAD, CMC (Czech Management Centre, Prague), MFP Australia (Adelaide). Deputy Mayor of Melun, France.

Former Positions

1979-1993: Dean, INSEAD, France

1972-1982: Associate Dean, INSEAD, France

1967-1973: Assistant / Associate / Full Professor, INSEAD, France

1963-1967: Management Consultant

Education

Ingénieur des Telecommunications, France

1962: MBA, INSEAD, France

home

Ilia Tsetlin

Russian Federation

Professor of Decision Sciences

ilia.tsetlin@insead.edu

CAMPUS

Teaching

Uncertainty, Data and Judgment; Models for Strategic Planning (MBA); Probability and Statistics; Bayesian Analysis (PhD); Modules on Decision Making (Executive Education).

Research Areas

Decision Making; Auction Theory; Bayesian Statistics; Collective Choice.

Selected Publications

- When to Abandon a Research Project and Search for a New One, *Operations Research* (forthcoming) (with Kevin McCardle, Robert Winkler)
- Between First and Second-Order Stochastic Dominance, *Management Science* (forthcoming) (with Alfred Müller, Marco Scarsini, Robert Winkler)
- Multivariate Almost Stochastic Dominance, *Journal of Risk and Insurance* published online (2017) (with Robert Winkler)
- Combining Interval Forecasts, *Decision Analysis* 14, N° 1 (2017) 1-20 (with Anil Gaba, Robert Winkler)
- Search Before Trade-offs Are Known, *Decision Analysis* 12, N° 3 (2015) 105-121 (with Otso Massala)
- Generalized Almost Stochastic Dominance, *Operations Research* 63, N° 2 (2015) 363-377 (with Robert Winkler, Rachel J. Huang, Larry Y. Tzeng)
- Exploding Offers Can Blow Up in More than One Way, *Decision Analysis* 11, N° 3 (2014) 171-188 (with Yakov Bart, J. Neil Bearden)
- Multiattribute One-switch Utility, *Management Science* 58, N° 3 (2012) 602-605 (with Robert Winkler)

Awards and Honours

Runner up for Decision Analysis Special Recognition Award 2015 (with Otso Massala)

2010, 2011: Dean's Commendation for Excellence in MBA Teaching, INSEAD

2007: Finalist of Decision Analysis Society Publication Award

2002: Runner-up in the Decision Analysis Society Student Paper Competition

2001-2002: Student Travel Awards, The Fuqua

School of Business, Duke University

1999-2003: Recipient of Doctoral Fellowship, The Fuqua School of Business, Duke University

1993: MS Diploma with Honours, Moscow Institute of Physics and Technology

External Activities

Ad Hoc Reviewer: *Management Science*, *Operations Research*, *Games and Economic Behavior*, *Journal of Economic Theory*, *Decision Analysis, Manufacturing and Service Operations Management, Mathematical Social Sciences,Information Technology and Management*, *Social Choice and Welfare*, *Journal of Mathematical Psychology*, *Journal of Public Economics*, *Theory and Decision*, *Risk Analysis, Journal of Futures Markets, Volume in Honor of Peter Fishburn (eds. Brams, S., Gehrlein, W., Roberts, S.)*. Associate Editor for *Operations Research* (since January 2011), *Management Science* (since April 2012). Coordinating Editor for *Theory and Decision* (since December 2010– December 2016).

Former Positions

2013-2017: Area Chair for Decision Sciences

2003-2010: Assistant Professor of Decision Sciences, INSEAD

Education

2003: PhD, Business Administration & Decision Sciences, The Fuqua School of Business, Duke University, USA

1993: MSc., Applied Mathematics and Physics (with Honours), Institute of Physics and Technology, Moscow, Russian Federation

Claudia Zeisberger

Singapore, Germany

Senior Affiliate Professor of Decision Sciences and Entrepreneurship and Family Enterprise

Academic Director, Global Private Equity Initiative (GPEI)

claudia.zeisberger@insead.edu

CAMPUS

Teaching

Private equity; Venture Capital; Managing Corporate Turnarounds; Risk Management; Hedge Funds & Alternative Investments.

Research Areas

The intricacies of Corporate Turnaround and Restructuring situations; Private Equity & Venture Capital – GP/ LP relationship; Financial market dynamics, in particular the Interplay of volatility, correlation & the behavior of crowds; Alternative investments; Trading simulation & Gamification; Risk Management with a focus on extreme market movements & liquidity.

Selected Publications

Books:

- *Mastering Private Equity – Transformation via Venture Capital, Minority Investments & Buyouts*, Wiley (2017) 328 p. (with Michael Prahl, Bowen White)
- *Private Equity in Action: Case Studies from Developed and Emerging Markets*, Wiley (2017) 348 p. (with Michael Prahl, Bowen White)

Articles & Case Studies:

- Hitting the Target: Optimizing a Private Equity Portfolio with Partners Group, *INSEAD Case Study*, N°6256 (2017) (with Anne-Marie Carrick, Bowen White)
- Differentiation Beyond Price: CD&R's Strategy in Acquiring Hussman, *INSEAD Case Study* N°6251 (2017) (with Peter Goodson, Kimberly McGinnis)
- INSEAD-Pevara Private Equity Navigator, *INSEAD GPEI Newsletter*, Apr 2017 (10th edition)
- Pro-invest: How to Launch a Private Equity Real Estate Fund, *INSEAD Case Study* N°6221 (2016) (with Anne-Marie Carrick, Bowen White)
- PE in Emerging Markets: Can Mekong Capital's Operating Advantage Boost the Value in its Exit from Golden Gate Restaurants? *INSEAD Case Study* N°6162 (2016) (with Peter Goodson, Kimberly McGinnis)
- Value Creation 2.0, *INSEAD Publication* 2016 (with Bowen White, Michael Prahl)
- Crisis at the Mill: Weaving an Indian Turnaround - Alvarez & Marsal, *INSEAD Case Study* N°6069 (2015) (with Anne-Marie Carrick, Sankar Krishan, Nikhil Shah)
- INSEAD-Pictet Report on The Institutionalization of Asian Family Offices, *INSEAD Publication* 2014 (with Bowen White, Michael Prahl)
- Rice from Africa for Africa: Duxton Asset Management and its Investment in Tanzanian Rice Farming, *INSEAD Case Study*, N°6007 (2014) (with Anindita Sharma, Michael Prahl)
- JPMorgan and the London Whale,*INSEAD Case Study*, N°6003 (2014) (with Andrew Chen)
- Slalom to the Finish: Carlyle's Exit from Moncler, *INSEAD Case Study*, N° 5969 (2013) (with Michael Prahl, Vikas A. Aggarwal)
- Going Direct: The Case of Teachers' Private Capital, *INSEAD Case Study*, N° 5993 (2013) (with Michael Prahl, Deepa Ramanathan)
- Chips on the Side: The Buy-Out of Avago Technologies (parts A & B), *INSEAD Case Study*, N° 5832 (2012) (with Michael Prahl, Vikas A. Aggarwal, Swati Sawjiany)
- Private Equity Exits in China and India, *INSEAD Working Paper* 2011/75/DS (2011) (with Michael Prahl, Alessandro Cannarsi)
- Demographic Forecasting Stock Market and Housing Trends in Japan and the United States Over the Past 50 Years and a Forecast for the Next 20 Years, *INSEAD Working Paper* 2010/90/DS (2011) (with David Munro)
- The Quest for Return, *INSEAD Case Study*, N°5712 (2010) (with Michael Prahl)
- Sula Vineyards: Indian Wine - Ce n'est pas possible! *INSEAD Case Study*, N°5668 (2010) (with Dhruv Narain, Romain Kapadia, Elizabeth Scott)
- Turning an Elephant into a Cheetah: The Turnaround of Indian Railways, *INSEAD Case Study* N°5623 (2009) (with Horacio Falcao, Claudia Gehlen)
- Beroni Group: Managing GP-LP Relationships, *INSEAD Case Study*, N°5594 (2009, revised 2014) (with Greg Blackwood, Andrew M. Ostrognai, Rob Johnson)

Awards and Honours

Winner 2015 EFMD Case Writing Competition, Indian Management Issues and Opportunities Category (with Anne-Marie Carrick, Sankar Krishnan, Nikhil Shah)

2010, 2011, 2012, 2013, 2014, 2015, 2016: Dean's Commendation for Excellence in MBA Teaching, INSEAD

External Activities

Advisor to PE firms, family offices, SWFs and financial regulators.

Former Positions

2005-2008: Adjunct Professor of Finance and Program Director of the Asia Pacific Institute of Finance, INSEAD

Pre- 2005: 16 years in investment banking & global markets

Spyros Zoumpoulis

Greece

Assistant Professor of Decision Sciences

spyros.zoumpoulis@insead.edu

CAMPUS

Teaching

Uncertainty, Data, and Judgement (MBA and INSEAD-Sorbonne business foundations); Data Analytics (MBA); Decision Models (MBA); Quantitative Methods (MBA); Probability and Statistics (PhD).

Research Areas

Data analytics; Field Experiments in Marketing and Operations.

Selected Publications

- Coordination with Local Information,*Operations Research* 64, N° 3 (2016) 622-637 (with Munther Dahleh, Alireza Tahbaz-Salehi, John N. Tsitsiklis)
- The Value of Field Experiments, *Management Science* 61, N° 7 (2015) 1722-1740 (with Jimmy Li, Paat Rusmevichientong,Duncan Simester, John N. Tsitsiklis)
- Right-protected Data Publishing with Provable Distance-based Mining, *IEEE Transactions on Knowledge and Data Engineering* 26 N° 8 (2013) 2014-2028)
- The Value of Temporally Richer Data for Learning of Influence Networks, *Proceedings of the 10th Conference on Web and Internet Economics* (forthcoming) (with Munther Dahleh, John N. Tsitsiklis)
- Right-protected Data Publishing with Provable Distance-based Mining,*IEEE Transactions on Knowledge and Data Engineering*, 26 N° 8 (2013) 2014-2028
- On Decentralized Detection With Partial Information Sharing Among Sensors,*IEEE Transactions on Signal Processing* 59, N° 4 (2011) 1759-1765 (with O. Patrick Kreidl, John N. Tsitsiklis)

Awards and Honours

2009: Chorafas Foundation Award in recognition of exceptional research work, awarded by the Dimitris N. Chorafas Foundation (Luzern, Switzerland)

2009: David Adler Memorial Thesis Award in recognition of outstanding Master of Engineering thesis

2000-2004: Second prize in “Leukopouleios” nationwide Probability and Statistics Competition, Second and Third Prize in National Mathematics Olympiad (Athens, Greece)

External Activities

Member of INFORMS and Applied Probability, Computing, Decision Analysis, Manufacturing and Service Operations Management, Optimization Societies. Honor Societies: Sigma Xi Scientific Research Society (associate member), Eta Kappa Nu National Honor Society for Electrical Engineering and Computer Science, Tau Beta Pi National Engineering Society. Reviewer for: *Operations Research and IEEE Transactions on Knowledge and Data Engineering*.

Former Positions

March - May 2016: Visiting scholar, Microsoft Research, Cambridge, UK

June - Dec 2014: Postdoctoral Associate, Laboratory for Information and Decision Systems, MIT, Cambridge, MA, USA

May-Aug. 2012: Summer Intern, Data Science, LinkedIn Corporation, Mountain View, CA, USA

May-Aug. 2011: Summer Intern, Mathematical and Computational Sciences, IBM Research Lab, Zurich, Switzerland

May-Aug. 2008: Summer Intern, Program Management, Oracle Corporation, Redwood Shores, CA, USA

June-July 2007: Summer Analyst, Technology Consulting, Accenture, Athens, Greece

Education

June - Dec 2014: Postdoctoral Associate, Laboratory for Information and Decision Systems, MIT, Cambridge, MA, USA

May-Aug. 2012: Summer Intern, Data Science, LinkedIn Corporation, Mountain View, CA, USA

May-Aug. 2011: Summer Intern, Mathematical and Computational Sciences, IBM Research Lab, Zurich, Switzerland

May-Aug. 2008: Summer Intern, Program Management, Oracle Corporation, Redwood Shores, CA, USA

June-July 2007: Summer Analyst, Technology Consulting, Accenture, Athens, Greece

Robert U. Ayres

USA

The Novartis Chair in Management and the Environment, Emeritus

Emeritus Professor of Economics and Political Science and Technology Management

robert.ayres@insead.edu

CAMPUS

Teaching

Environmental Economics; Technology and the Environment; History of Technology.

Research Areas

Environmental Economics; Technological Change and Economic Growth; Industrial Metabolism and Industrial Ecology; Eco-Restructuring; Energy and Economic Growth. Energy and finance

Selected Publications

- *Energy, Complexity and Wealth Maximization*, Springer (2016)
- The Economic Growth Enigma Revisited: The EU-15 since the 1970s, *Energy Policy* 86 (2015) 812-832 (with Vlasios Voudouris, André Carera Serrenho, Daniil Kiose
- Decomposition of Useful Work Intensity: The EU (European Union)-15 Countries from 1960 to 2009, *Energy* 76, N° 1 (2014) 704-715 (with André Cabrera Serrenho, Tania Sousa, Benjamin Warr, Tiago Domingos)
- *The Bubble Economy: Is Sustainable Growth still Possible?* MIT Press (2014) 386 p.
- The Underestimated Contribution of Energy to Economic Growth, *Structural Change and Economic Dynamics* 27 (2013) 79-88 (with Jeroen C.J.M. van den Bergh, Dietmar Lindenberger, Benjamin Warr)
- Material Efficiency: Rare and Critical Metals, *Philosphical Transactions of the Royal Society A Mathematical, Physical & Engineering Sciences* 371, N° 1986 (2013) (with Laura Talens-Peiro)
- *Crossing the Energy Divide*, Wharton Press (2010) (with Edward Ayres)
- Energy Efficiency and Economic Growth: The “Rebound” Effect as a Driver in *Energy Efficiency and Sustainable Consumption*, Herring Horace and Sorell Steve (Eds.), Palgrave Macmillan (2009) (with Benjamin Warr)

Awards and Honours

2013 IMS, best paper, for Lithium sourrces, production, uses and recovery outlook, The Journal of Metals (with Laura Talens Peiro and Gara Villalba Mendes)

2003: International Society for Industrial Ecology Award, First ISIE Society Prize for Outstanding Research

2002: ISEE Award: Kenneth Boulding Memorial Prize

1996: Best TFSC Paper: Foresight as a Survival Characteristic: When (If Ever) Does the Long View Pay?

1996: ISEE Best Article Award: Limits to the Growth Paradigm

External Activities

2004-present: Institute Scholar, International Institute for Applied Systems Analysis (IIASA), Laxenburg, Austria.

2000-present: Visiting Professor (part-time), Chalmers Institute of Technology, Gothenburg, Sweden.

Former Positions

2004: Institute Scholar (part-time), International Institute for Applied Systems Analysis (IIASA), Laxenburg, Austria

2001-2003: Visiting Professor (part-time), Chalmers Institute of Technology, Gothenburg, Sweden

2000: Novartis (formerly Sandoz) Emeritus Professor of Environment and Management, INSEAD, France

2000-2002: Visiting Professor (part-time), Institute for Advanced Studies, UN University, Tokyo, Japan

1994-1998: 1992-2001: Professor / Director, Centre for the Management of Environmental Resources (CMER), INSEAD, France.

1982-2002 Adjunct Professor, of Environmental Economic, Pennsylvania State University, USA

1979-1992: Professor, Engineering and Public Policy, Carnegie-Mellon University, Pittsburgh, USA.

Education

1958: PhD, Mathematical Physics, King’s College, University of London, United Kingdom

1956: MSc., Physics, University of Maryland, USA

1954: BSc., Mathematics (Physics Minor), Cum Laude, University of Chicago, USA

1952: Bachelor of Arts, Mathematics (Physics Minor) Cum Laude, University of Chicago, USA

Morten Bennedsen

Denmark

The André and Rosalie Hoffmann Chaired Professor of Family Enterprise

Professor of Economics and Political Science

Academic Director, Wendel International Centre for Family Enterprise

Co-Director of the Hoffmann Research Fund

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CAMPUS

Teaching

Applied Microeconomics; Governance of Family Firms; Family Business Management; Corporate Governance; Contract Theory.

Research Areas

The Governance of Family Firms; Corporate Governance; Private Equity; Privatisation; Lobbyism and Corruption; Contract Theory

Selected Publications

- Corporate Governance and Green Innovation, *Journal of Environmental Economics and Management* 75 (2016) 54-72 (with Mario Daniele Amore)
- Family Assets and Liabilities in the Innovation Process, *California Management Review* 58, N° 1 (2015) 65-81 (with Nicolai J. Foss)
- The Family Business Map : Framework, Selective Survey, and Evidence from Chinese Family Firm Succession, *Journal of Corporate Finance* 33 (2015) 212-226 (with Joseph P. H. Fan, Ming Jian, Yin-Hua Yeh)
- *The Family Business Map*, Palgrave (2014) 232 p. (with Joseph P. H. Fan)
- The Value of Local Political Connections in a Low-corruption Environment, *Journal of Financial Economics* 110, N° 2 (2013) 387-402 (with Mario Daniele Amore)
- Private Contracting and Corporate Governance: Evidence from the Provision of Tag-along Rights in Brazil, *Journal of Corporate Finance* 18, N° 4 (2012) 904-918 (with Kasper Meisner Nielsen)
- Arm's Length Delegation of Public Services, *Journal of Public Economics* 95, N° 7-8 (2011) 543-552 (with Christian Schultz)
- Incentive and Entrenchment Effects in European Ownership, *Journal of Banking & Finance* 34, N° 9 (2010) 2212-2229 (with Nielsen Kasper Meisner)

Awards and Honours

2013: Highly Commended mention at EFMD Case Writing Competition, Family Business Category for "Hermès" (with Robert J. Crawford, Rolf Hoefer)

2008: Danish Ministry of Science and Technology prize for excellent research

2005: Award for excellence in research and teaching, Jorck Foundation

2004: Danish EURYI Candidate

1998: Young Economists' Essay Competition Award, "Political Ownership"

1997-1999: Danish Social Science Research Council Post Doctoral Scholarship

1993-1996: Danish Social Science Research Council Scholarship

Former Positions

2002-2009: Professor in Economics, Institute of Economics, Copenhagen Business School, Denmark

1999-2002: Associate Professor in Applied Microeconomics, Institute of Economics, Copenhagen Business School, Denmark

1997-1999: Assistant Research Professor, Institute of Economics, University of Copenhagen, Denmark

1991-1992: Consultant, Ibis, Denmark

1990-1992: Assistant Economist, The Treasury of Denmark, Denmark

Education

1998: PhD, Harvard Business School, USA

1993: MSc., Advanced Mathematical Economics and Econometrics with Distinction, London Business School, United Kingdom

1990: Bachelor of Arts, University of Copenhagen, Denmark

Lucia Del Carpio

Peru

Assistant Professor of Economics

lucia.delcarpio@insead.edu

CAMPUS

Teaching

Prices and Markets.

Research Areas

Behavioural Economics; Economic Development; Applied Microeconomics; Public Economics

Awards and Honours

2014: Princeton University Nomination for Best Dissertation Award in the Social Sciences

2014: Council of Graduate Schools / ProQuest Distinguished Dissertation Awards

2013: Industrial Relation Section Fellowship, Princeton University

2012: Think Tank Initiative (TTI) and Group for the Analysis of Development (GRADE) award for research project “Social Norms and Tax Compliance”

2008 – 2012: Woodrow Wilson School Fellowship

Former Positions

2005 – 2006: Group for the Analysis of Development (GRADE) Research Institute (Lima, Peru)

2001 – 2005: Government of Peru

Office of the Prime Minister, Council of Advisors

Ministry of Economy and Finance, Advisor

Privatization Agency, Concessions Unit

2000: J.P. Morgan, Mergers and Acquisitions Latin America, Associate

1996 – 1999: ING Barings, Corporate Finance, Peru Office, Analyst

Education

2014: Ph.D. in Economics, Princeton University

2008: Master in Public Affairs, Woodrow Wilson School, Princeton University

1996: B.A. in Economics, Universidad del Pacífico (Lima, Peru)

Pushan Dutt

India

The Shell Fellow of Economic Transformation

Professor of Economics and Political Science

pushan.dutt@insead.edu

CAMPUS

Teaching

Microeconomics (MBA and EMBA); Economic Development (MBA); Growth, Inequality, Financial Crisis, Game Theory, Corruption (Executive Education)

Research Areas

International Economics; Political Economy; Economic Development; Applied Microeconomics.

Selected Publications

- Democracy and Policy Stability, *International Review of Economics and Finance* 42 (2016) 499-517 (with Ahmed Mushfiq Mobarak)
- The Effect of WTO on the Extensive and the Intensive Margins of Trade, *Journal of International Economics* 91, N° 2 (2013) 204-219 (with Ilian Mihov, Timothy Van Zandt)
- Stock Market Comovements and Industrial Structure, *Journal of Money Credit and Banking* 45, N° 5 (2013) 891-911 (with Ilian Mihov)
- Crisis and Consumption Smoothing, *Marketing Science* 30, N° 3 (2011) 491-512 (with V. (Paddy) Padmanabhan)
- Corruption and Bilateral Trade Flows: Extortion or Evasion, *Review of Economics and Statistics* 92, N° 4 (2010) 843-860 (with Daniel Traça)
- International Trade and Unemployment: Theory and Cross-National Evidence, *Journal of International Economics* 78, N° 1 (2009) 32-44 (with Mitra Devashish, Priya Ranjan)
- Trade Protection and Bureaucratic Corruption: An Empirical Investigation, *Canadian Journal of Economics* 42, N° 1 (2009) 155-183
- Inequality and Instability of Polity and Policy, *Economic Journal* 118, N° 531 (2008) (with Mitra Devashish)

Awards and Honours

2005-2012; 2017: Winner, Outstanding Teacher of Core Courses Award, INSEAD MBA Programme

2012, 2014, 2015: Nomination: Outstanding Teacher Award INSEAD MBA Programme

2014-2015: EDP Outstanding Teaching Award, INSEAD

2012, 2014: Nomination: Outstanding Teacher Award INSEAD MBA Programme

2005-2011: Winner, Outstanding Teacher of Core Courses Award, INSEAD MBA Programme

External Activities

Associate Editor, *Economics and Politics*

Reviewer for *American Economic Review*, *Journal of Political Economy*, *International Economic Review, Journal of International Economics, Journal of Economic Growth, Journal of Development Economics, Journal of Macroeconomics, Canadian Journal of Economics*

Former Positions

2015-2016: Visiting Professor, London Business School

2005-2009: Assistant Professor of Economics, INSEAD

2004-2005: Visiting Faculty, INSEAD

2000-2004: Assistant Professor, University of Alberta, Canada

1998-2000: Writer, Oxford University Press, United Kingdom

1997: Researcher, The World Bank, USA

1994-1995: Ford Foundation Fellow, School of International Studies, Jawaharlal Nehru University, India

1994: Lecturer, Hindu College, Delhi University, India.

Education

2000: PhD, Economics, New York University, USA

1994: Master of Arts, Economics, Delhi School of Economics, University of Delhi, India

1992: BSc., Economics, Presidency College, Calcutta University, India

Antonio Fatás

Spain

The Portuguese Council Chaired Professor of European Studies

Professor of Economics

antonio.fatas@insead.edu

CAMPUS

Teaching

Macroeconomic Trends, Economic Volatility and Crises.

Research Areas

Macroeconomics; Fiscal Policy; Economic Growth; Business Cycles.

Selected Publications

- "The Agenda for Structural Reform in Europe". *In After the Crisis: Reform, Recovery and Growth in Europe*, Oxford University Press (2016)
- "Putting the Budget on a Sound Footing: The Experience of the Irish Fiscal Consolidation", in IMF special report (2015)
- Policy Volatility, Institutions and Economic Growth, *Review of Economics and Statistics* 95, N° 2 (2013) 362-376 (with Ilian Mihov)
- Fiscal Policy as a Stabilization Tool, *The B.E. Journal of Macroeconomics* 12, N° 3 (2012) (with Ilian Mihov)
- Fiscal Policy and the Current Account, *IMF Economic Review* 59, N° 4 (2011) 603-627 (with S. M. Ali Abbas, Jacques Bouhga-Hagbe, Paolo Mauro, Ricardo C. Velloso)
- The Euro and Fiscal Policy in *Europe and the Euro*, University of Chicago Press (2010) 287-326 (with Ilian Mihov)
- Another Challenge to China's Growth, *Harvard Business Review* (2009) (with Ilian Mihov)
- The Stabilizing Role of Government Size, *Journal of Economic Dynamics and Control* 32, N° 2 (2008) 571-593 (with Javier Andres, Rafael Domenech)
- Quantitative Goals for Monetary Policy, *Journal of Money, Credit and Banking* 39, N° 5 (2007) 1163-1176 (with Ilian Mihov, Andrew Rose)
- The Macroeconomic Effects of Fiscal Rules in the US States, *Journal of Public Economics* 90, N° 1-2 (2006) 101-117 (with Ilian Mihov)

Awards and Honours

2016-17, 2014-15, 2013-14, 2012-13, 2011-12, 2010-11, 2009-10: Dean's Commendation for Excellence in MBA Teaching, INSEAD

December 2012: Best Teacher Award, INSEAD MBA Programme

July 2017, July 2015, July 2013, December 2011, July 2011, December 2008, December 2003 and July 1998: Nomination Best Teacher Award, INSEAD MBA Programme

External Activities

Senior Fellow, Asian Bureau of Finance and Economic Research

Research Fellow, CEPR, London.

Senior Research Fellow, Center for Business and Public Policy, McDonough School of Business, Georgetown University, United States.

Former Positions

2008-2009: Visiting Scholar, IMF, USA

1987-1989: Instructor, Universidad de Valencia, Spain

Education

1993: PhD, Economics, Harvard University, USA

1991: Master of Arts, Economics, Harvard University, USA

1989: MSc., Suficiencia Investigadora, Economics, Universidad de Valencia, Spain

1987: BSc., Licenciado, Economics, Universidad de Valencia, Spain

John Fernald

USA

Schroders Chaired Professor of European Competitiveness and Reform

Professor of Economics and Political Science

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CAMPUS

Teaching

Macroeconomics, Growth, Business Cycles.

Research Areas

Applied Macroeconomics, U.S. and Global Productivity Trends, and China.

Selected Publications

- The Disappointing Recovery of Output after 2009. Forthcoming, Brookings Papers on *Economic Activity*. Spring 2017. (With Robert Hall, James Stock, and Mark Watson)
- The Pre-Great Recession Slowdown in Productivity Growth. *European Economic Review* Vol. 88(C), (2016) 3-20 (Lead article, with Gilbert Cette and Benoit Mojon).
- Productivity and Potential Output Before, During, and After the Great Recession. NBER *Macroeconomics Annual* 2014 29, N° 1 (2015) 1-51
- Monetary Policy Effectiveness in China: Evidence from a FAVAR Model. *Journal of International Money and Finance* 49, (2014) 83-103. (with Mark Spiegel and Eric Swanson)
- Are Technology Improvements Contractionary? *American Economic Review* 96, N° 5 (2006) 1418-1448 (with Susanto Basu and Miles Kimball)
- Returns to Scale in U.S. Production: Estimates and Implications. *Journal of Political Economy* 105, N° 2 (1997) 249-283 (with Susanto Basu)
- Roads to Prosperity? Assessing the Link between Public Capital and Productivity. *American Economic Review* 89, N° 3 (1999) 619-638

Former Positions

2015: Visiting Professor, INSEAD, France

2012-2017: Senior Research Adviser, Federal Reserve Bank of San Francisco, USA

2005-2012: Vice President, Federal Reserve Bank of San Francisco, USA

2001-2005: Adjunct Professor, University of Chicago Graduate School of Business, USA

2000-2004: Economic Adviser, Federal Reserve Bank of Chicago, USA

1999-2000: Senior Economist, International Finance, White House Council of Economic Advisers, USA

1996: Visiting Assistant Professor, University of Michigan, USA

1993-2000: Economist, Board of Governors of the Federal Reserve System, USA

Education

1993: PhD, Harvard University, USA

1987: Master of Science, London School of Economics (United Kingdom)

1986: A.B., Harvard University, USA

home

H. Landis Gabel

USA

The Novartis Chair in Management and the Environment, Emeritus
Emeritus Professor of Economics and Management

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CAMPUS

Teaching

Microeconomics; International Trade and Public Policy; Management of Environmental Resources.

Research Areas

Applied Microeconomics and Public Policy; Environmental and Resource Economics; International Trade

Selected Publications

- *Principles of Environmental and Resource Economics*, Edward Elgar Publishing (2000) (with Henk Folmer)
- *Frontiers of Environmental Economics*, Edward Elgar (2000) (with Adam Rose, Henk Folmer, Shelby Gerking)
- Environmental Auditing in Management Systems and Public Policy, *Journal of Environmental Economics and Management* 33, N° 3 (1997) (with Bernard Sinclair-Desgagné)
- Optimizing Environmental Product Life Cycles: A Case Study of the European Pulp and Paper Sector, *Environmental and Resource Economics* 9, N° 2 (1997) 199-224 (with Jaqueline Bloemhof-Ruwaard, Paul Weaver, Luk Van Wassenhove)
- *European Casebook on Trade and Industrial Policy*, Prentice Hall (1995) (with Olivier Cadot, Jonathan Story, Douglas Webber)
- Managerial Incentives and Environmental Compliance, *Journal of Environmental Economics and Management* 24, N° 3 (1993) (with Bernard Sinclair-Desgagné)
- *Competitive Strategies for Product Standards*, Mc-Graw-Hill (1991)
- *Product Standardization and Competitive Strategy*, North Holland (1987)

Awards and Honours

1993-1994: Winner of the ecch European Case of the Year Award

1988, 1990, 1994: Teaching Award, INSEAD

External Activities

Member: EFMD MBA Directors' Steering Committee. Board of Directors and Executive Committee of the ecch. Series Editor for a case/text book series: "The Global Management Series", published by McGraw-Hill, 1999. European Association of Environmental and Resource Economists, 1993: Co-chairman of the Programme Committee and organiser of the fourth annual conference; 1994, 1996, and 1997: Programme Committee member for the fifth, seventh, and eighth annual conferences. European Association for Research in Industrial Economics, 1984-1985 and 1990-1994: Member of the Executive Committee. European Association for Research in Industrial Economics, 1984: Chairman of the Program Committee and organiser of the 11th Annual Conference. 1985: Member of the Programme Committee of the 12th Annual Conference.

Former Positions

2001-2006: Dean of Faculty, INSEAD

2001-2006: Deputy Dean, INSEAD

1998-2001: Dean of MBA, INSEAD

1995-1998: Associate Dean of Research & Development, INSEAD, France

1989-1995: Co-Director, Centre for the Management of Environmental Resources (CMER), INSEAD, France

1988-1995: Coordinator, Economics and Political Science Area, INSEAD, France

1985-1988: Coordinator, Strategy and Environment Area, INSEAD, France

1982-1991: Associate Professor of Economics and Management, INSEAD

2001-2008: Novartis Chaired Professor of Economics and Management, INSEAD

1976-1982: Associate Professor of Business Economics, Colgate Darden Graduate School of Business Administration, University of Virginia, USA

Education

1977: PhD, Economics, University of Pennsylvania, USA

1975: Master of Arts, Economics, University of Pennsylvania, USA

1973: MSc., Economics, The London School of Economics and Political Science, United Kingdom

1967: MBA, University of Pennsylvania, USA

1965: BSc., Mechanical Engineering, University of Pennsylvania, USA

home

Maria Guadalupe

Spain

Associate Professor of Economics and Political Science

Academic Director, INSEAD Randomized Control Trials (RCT) Lab

Chair, Economics and Political Science Area

maria.guadalupe@insead.edu

CAMPUS

Teaching

Industrial Organisation (PhD); Organisational Economics (PhD); Strategy Structure and Incentives (MBA)

Research Areas

Organisational Economics; Personnel Economics; Corporate Governance and Executive Compensation; Multinational Production and Innovation.

Selected Publications

- Who Lives in the C-Suite? Organizational Structure and the Division of Labor in Top Management, *Management Science* 60, N° 4 (2014) 824-844 (with Julie Wulf, Hongyi Li)
- Innovation and Foreign Ownership, *The American Economic Review* 102, N° 7 (2012) 3594-3627 (with Olga Kuzmina and Catherine Thomas)
- The Vote is Cast: The Effect of Corporate Governance on Shareholder Value, *Journal of Finance* 67, N° 5 (2012) 1943-1977 (with Mireia Gine, Vicente Cuñat)
- The Flattening Firm and Product Market Competition: The Effect of Trade Liberalization on Corporate Hierarchies, *American Economic Journal: Applied Economics*, 2, N° 4 (2010) (with Julie Wulf)
- Executive Compensation and Competition in the Banking and Financial Sectors, *Journal of Banking and Finance* 33, N° 3 (2009) 495-504 (with Vicente Cuñat)
- Globalization and the Provision of Incentives Inside the Firm: The Effect of Foreign Competition, *Journal of Labour Economics* 27, N° 2 (2009) 179-212 (with Vicente Cuñat)
- Product Market Competition, Returns to Skill and Wage Inequality, *Journal of Labour Economics* 25, N° 3 (2007) 439-474
- How Does Product Market Competition Shape Incentive Contracts?, *Journal of the European Economic Association* 3, N° 5 (2005) 1058-1082 (with Vicente Cuñat)

Awards and Honours

2012: Winner of 2012 Brattle Distinguished Paper Prize in Corporate Finance, American Finance Association (with V. Cunat, M. Gine)

2011: Upjohn Institute Research Grant

2011: Chazen Global Research fund grant to organize a conference on The Organizational Economics of Multinational Firms

2010: Best Paper Prize in the Financial Management Association (FMA) European Meeting

2010: Second Prize at the Instanbul Stock Exchange Competition for “The Vote is Cast: The Effect of Corporate Governance on Shareholder Value”

2007: Prize Jaime Fernandez de Araoz in Corporate Finance for “Globalization and the Provision of Incentives inside the Firm”

External Activities

Referee: *American Economic Review*, *American Economic Journal: Applied*, *Canadian Journal of Economics*, *Economic Journal*, *European Economic Review*, *Industrial and Labor Relations Review*, *Investigaciones Economicas*, *Journal of Economic Behavior and Organization*, *Journal of Finance*, *Journal of Financial Economics*… Programme Committee Member, EALE/SOLE meetings (2010) Programme Committee Member, Annual Congress of the European Economic Association Meetings (2008, 2009, 2010) Programme Committee of the Simposio de la Asociación Española de Economía (2009) Programme Committee of the Foro de Finanzas (2009)

Associate Editor, *Management Science* (2015-present), Strategy

Co-editor at the *Journal of Economics and Management Strategy* (2014-present)

Editorial Board member of the “Institutional and Organizational Economics Series” for Cambridge Elements (Cambrige University Press) (2017-present)

Associate Editor at SERIEs-Journal of the Spanish Economic Association (2013- present)

Former Positions

2009-2012: Sanford C. Bernstein & Co. Associate Professor of Leadership and Ethics (untenured), Graduate School of Business, Columbia University, USA

2008-2009: Associate Professor, Graduate School of Business, Columbia University, USA

2008-2009: Visiting Professor, Princeton University,USA

2004-2008: Assistant Professor, Graduate School of Business, Columbia University, USA

2003-2004: Visiting Scholar in the Department of Economics, Massachusetts Institute of Technology, USA

1999-2000: Economic Consultant, London Economics, United Kingdom .

Education

2003: PhD, London School of Economics, United Kingdom

1999: Master of Science, London School of Economics, United Kingdom

1998: Bachelor of Arts, Universitat de Barcelona, Spain

1996: Licence, Applied Economics, Universite de Paris IX Dauphine, France

Ilian Mihov

Bulgaria

Dean of INSEAD

The Rausing Chaired Professor of Economic and Business Transformation

Professor of Economics

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CAMPUS

Teaching

Macroeconomics (MBA, EMBA); Econometrics, Time Series Analysis (PhD); Growth, Business Cycles, Financial Crises (Executive Education).

Research Areas

Macroeconomics; Monetary Economics; Fiscal Policy; Institutions and Public Policy.

Selected Publications

- Policy Volatility, Institutions and Economic Growth, *Review of Economics and Statistics* 95, N° 2 (2013) 362-376 (with Antonio Fatas)
- The Effect of WTO on the Extensive and the Intensive Margins of Trade, *Journal of International Economics* 91, N° 2 (2013) 204-219 (with Pushan Dutt, Timothy Van Zandt)
- Stock Market Comovements and Industrial Structure, *Journal of Money Credit and Banking* 45, N° 5 (2013) 891-911 (with Pushan Dutt)
- Sticky Prices and Monetary Policy: Evidence from Disaggregated U.S. Data, *American Economic Review* 99, N° 1 (2009) 350-384 (with Jean Boivin, Marc Giannoni)
- Credibility and Flexibility with Monetary Policy Committees, *Journal of Money Credit and Banking* 38, (2006) 23-46 (with Anne Sibert)
- The Case for Restricting Fiscal Policy Discretion, *Quarterly Journal of Economics* 118, N° 4 (2003) 1419-1447 (with Antonio Fatas)
- Measuring Monetary Policy, *Quarterly Journal of Economics* 113, N° 3 (1998) 869-902 (with Ben Bernanke)
- What Does the Bundesbank Target? *European Economic Review* 41, N°6 (1997) 1025-1053 (with Ben Bernanke)

Awards and Honours

2006, 2008, 2009: Outstanding Teacher of Core Courses Award, INSEAD

2008: Excellence in Refereeing Award, *American Economic Review*

2006: Distinguished Young Alumnus, Moore School of Business, University of South Carolina

2008, 2009, 2010, 2011, 2013: Finalist for the Outstanding Faculty Award EMBA Core Courses, INSEAD

External Activities

Vice President, Asia Bureau of Finance and Economic Research; Research Fellow, Center for Economic Policy Research; World Economic Forum, Global Agenda Council on Fiscal Crises 2010-2012; Board of Directors, Singapore American School ; 2014 – present; Board of Directors, Economic Development Board of Singapore, 2017 – present

Former Positions

2013: Interim Dean, INSEAD

2011-2013: Deputy Dean for Faculty and Research, INSEAD

2010-2011: Dean of Research, INSEAD

2005-2008: Area Coordinator, Economics and Political Science, INSEAD

2000-2007: Associate Professor of Economics, INSEAD

1996-2000: Assistant Professor of Economics, INSEAD

Education

1996: PhD, Princeton University, USA

1994: Master of Arts, Princeton University, USA

1992: BSc., University of South Carolina, USA

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Alexandra Roulet

France

Assistant Professor of Economics and Political Science

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CAMPUS

Teaching

Business and Public Policy.

Research Areas

Labour Economics and Public Economics.

Selected Publications

- Unemployment Insurance and Reservation Wages: Evidence from Administrative Data, *Journal of Public Economics* (with Thomas Le Barbanchon and Roland Rathelot)
- Creative Destruction and Subjective Wellbeing, *American Economic Review* (2016) 12, 106: 3869-3897 (with Ufuk Akicigit, Philippe Aghion and Angus Deaton)
- *Repenser l'Etat: pour une social-democratie de l'innovation* Seuil (2011) (with Philippe Aghion

Awards and Honours

2015-2016: NBER Doctoral Fellowship

2015: Research Grant from LEAP (Lab for Economic Applications and Policy), Harvard

2014: Research Grant from Chaire de Securisation des Parcours Professionnels

2011-2012: Arthur Sachs Fellowship

2011-2016: Harvard Graduate Student Full Fellowship

2006-2011: Ecole Normale Superieure Full Fellowship

Education

2017: PhD, Harvard University, USA

2006-2011: Ecole Normale Supérieure, Paris

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Loïc Sadoulet

France

Affiliate Professor of Economics

loic.sadoulet@insead.edu

CAMPUS

Teaching

Macroeconomics; Changing Economic Forces: Doing Business in an Evolving World; Interest Rates, Exchange Rates and Economic Fluctuations: The Role and Limitations of Economic Policy; Financial Crises: Identifying Warning Signs and Opportunities; Economics and Strategy in Emerging Markets; Microfinance: A Business Case; Global Economic Outlook

Research Areas

Economics and Business Development in Emerging Markets; Financial Services in Emerging Markets; Reputation-based Contracts; Microfinance; Mobile Health ; Information & Communication Technologies (ICT) as solution-enabler in Emerging Markets.

Selected Publications

- M-PESA: Turning Corporate Social Responsibility Innovation into a Mainstream Business Opportunity, *INSEAD Case Study*, N° 5693 (2010) (with Olivier Furdelle)
- *Getting Beyond the "Forever Pilot" Syndrome: A Meta Study in Mobile-health Projects*, INSEAD Report (2010) (by Claire Pénicaud under the supervision of Loïc Sadoulet and Olivier Furdelle)
- Campaign Spending Limits and Political Advertising, *Management Science* 53, N° 10 (2007) 1521-1532 (with David A. Soberman)
- Savings and Poverty Reduction: Fostering the Development of Sustainable Deposit and Savings Schemes for the Poor, *The Inter-American Development Bank* (2005)
- Microcredit Repayment Insurance: Better for the Borrower, Better for the Institution, *Credit Markets for the Poor* (2005)
- Learning from VISA®? Introducing Insurance Provisions in Microfinance Contracts in *Insurance Against Poverty* Dercon S. (Ed.) Oxford University Press (2004)

External Activities

Reviewer: Economic Studies, European Economic Review, The Economics of Transition, Ricerche Economiche, Journal of Development Economics, International Journal of Industrial Organization, Journal of African Economics, US National Science Foundation, Journal of the European Economic Association, Economica. Consulting: 2003-2004: Inter-American Development Bank (IDB), Financial

Sector Reform Project (USA). 2003: Russell Sage

Foundation, Enhancing Credit Markets for the Poor in the US (USA). 2001-2002: World Institute for Development Economics Research, Reducing Risk Exposure of the Poor (Finland). 1987, 1989: Plan Sierra, Economic Appraisal of New Soil-Conservation Techniques (Dominican Republic).

Former Positions

2003-2005: Visiting Professor, Solvay Business School, Université Libre de Bruxelles (ULB), Belgium

2000-2005: Visiting Affiliate Professor of Economics, INSEAD, France

1998-2004: Research Fellow, European Centre for Advanced Research in Economics and Statistics, Belgium

1993-1995: Economist, The World Bank

Education

1999: PhD, Economics, Princeton University, USA

1993: Master's Degree, Economics, Princeton University, USA

1991: BSc., Mathematics, University of California - San Diego, USA

1991: Bachelor of Arts, Economics, University of California - San Diego, USA

Mark Stabile

Canada

The Stone Chaired Professor in Wealth Inequality

Professor of Economics

Academic Director, The James M. and Cathleen D. Stone Centre for the Study of Wealth Inequality

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CAMPUS

Teaching

Business and Public Policy, Health Care Markets and Policy

Research Areas

Inequality and Poverty, Child Health and Wellbeing, Health Care Financing, Tax Policy

Selected Publications

- The Changing Role of Government in Financing Health Care: An International Perspective, *Journal of Economic Literature* 52, N° 2 (2014) 480-518 (with Sarah Thomson)
- Containing health care costs in high-income countries: evidence from four nations, *Health Affairs* 32, N° 4 (2013) 643-652 (with Sarah Thomson et al.)
- Do Child Tax Benefits Affect the Well-Being of Children? Evidence from Canadian Child Benefit Expansions, *American Economic Journal: Economic Policy* 3, N°.3 (2011) 175-205 (with Kevin Milligan)
- Child Mental Health and Human Capital Accumulation: the Case of ADHD, *Journal of Health Economics*, 25, N° 6 (2006) 1094-1118 (with Janet Currie))
- The Integration of Child Tax Credits and Welfare: Evidence from the Canadian National Child Benefit Program, *Journal of Public Economics* 91, N°1-2 (2007) 305-326 (with Kevin Milligan)
- Child benefits, maternal employment, and children's health, *American Economic Review* 99, N°2 (2009) 128-132 (with Kevin Milligan)
- Socioeconomic Status and Health: Why is the Relationship Stronger for Older Children? *American Economic Review* 93, N°5 (2003) 1813-1823 (with Janet Currie)

Awards and Honours

2012: Carolyn Tuohy Impact on Public Policy Award

2007, 2008, 2011, 2012 Excellence in Teaching Award, Rotman School of Management

2003: John C. Polanyi Prize in Economics, Council of Ontario Universities

2002: Harry Johnson Prize, Canadian Economics Association

1999: Honorable Mention Award, National Tax Association

Dissertation Award

External Activities

Advisory Board Member: City Financial, London, Decca Fund Board of Directors, 2015-present).

Higher Education Quality Council of Ontario, Board of Directors and member of Audit Committee, 2013-present). Cancer Care Ontario Strategic Analysis Advisory Panel (2013-present). Canada 2020 (2008-present). Canada's World (2008-2010).

Reviewer for Scholarly journals (partial list): *American Economic Review*, *Canadian Journal of Economics*, *Canadian Public Policy*, *Canadian Tax Journal*, *International Tax and Public Finance*, *Journal of Health Economics*, *Journal of Health Care Financing*, *Journal of Health Politics Policy and Law*, *Journal of labor Economics*, *Journal of Public Economics*, *Quarterly Journal of Economics*, *Southern Economic Journal*, *Social Science and Medicine*, *Journal of Human Resources*, *Medical Care*, *AEAJ-Applied Economics*, *Review of Economics and Statistics*

Former Positions

2011-2015: Full Professor, University of Toronto, Canada

2007-2015: Founding Director, School of Public Policy and Governance, Canada

2004-2011: Associate Professor, University of Toronto, Canada

2003-2005: Senior Policy Advisor to the Minister of Finance, Government of Ontario, Canada

2002-2003: Visiting Research Scholar, Woodrow Wilson School, Princeton University, USA

1999-2004: Assistant professor, University of Toronto, Canada

Education

1999: PhD, Columbia University, USA

1997: Master of Arts, Columbia University, USA

1995: Bachelor of Arts, University of Toronto, Canada

Jonathan Story

United Kingdom

The Shell Fellow in Economic Transformation, Emeritus

Emeritus Professor of International Political Economy

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CAMPUS

Teaching

European/Global Politics; Markets and Business.

Research Areas

Transition Economies; European Integration; Political Economy.

Selected Publications

- The Brexit: une certaine idée de l'Europe, *Politique Etrangère*, 2 (2017) 161-173
- A Tale of two models, in *Quo Vadis? Identity, policy and the future of the European Union*, Thorsten Beck, Geoffrey Underhill (Eds.) VoxEY.org ebook (2017)
- The role of the Business School: Serving Mammon or the University? in *The Purpose of Business: Contemporary Perspectives from Different Walks of Life* Palgrave Macmillan 2015) 3-31 (with David Gautschi)
- Business and Geopolitics in *The Purpose of Business: Contemporary Perspectives from Different Walks of Life* Palgrave Macmillan (2015) 107-129
- Business and Energy in The Purpose of Business: Contemporary Perspectives from *Different Walks of Life* Palgrave Macmillan (2015) 173-190
- *The Euro crisis and German primacy, in The Eurozone Crisis and the Future of Europe* Rajeesh Kumar, et al (Eds.) Palgrave MacMillan (2014)
- Country Risk Analysis - More Than a Postmodern Discipline *Politique Etrangère* 2 (2014)
- Reaching Across the Market: The Gobal Dynamics of Business-state Relations in *Handbook on Business and Government*, Oxford University Press (2010) (with Thomas Lawton)
- Getting China Right: The Multi-national Experience in *Handbook on Business and Government*, Oxford University Press (2010)
- *China UnCovered: What you Need to Know to do Business in China*, Pearsons/Reuters (2010). Translated into Arabic.

Awards and Honours

Fellow, Bologna Institute for Policy Research.2016.

Doctor Honoris Causa, Bled School of Management, Slovenia.

Distinguished Visiting Professor, Fordham University Graduate School of Business, 2010-2014.

Marusi Chair of Global Business, Renselaer, The Lally School of Management, 2007-2011

External Activities

Member: Political Studies Association, UK Royal Institute of International Affairs, Institut Français des Relations Internationales (IFRI), France International Political Science Association, International Institute for Strategic Studies (IISS), UK.

Former Positions

1975-2006: Professor of International Political Economy, INSEAD

1972-1974: Research Associate, Hudson Institute, USA

1971-1972: Research Associate, Atlantic Institute, France

Education

1973: PhD, Johns Hopkins University, USA

1970: Master of Arts, History and Political Science, Trinity College, The University of Dublin, Ireland

Timothy Van Zandt

USA

The Sauvage Family Endowed Chair for Academic Excellence

Professor of Economics

timothy.van-zandt@insead.edu

CAMPUS

Teaching

Managerial Economics; Game Theory; Pricing; Industry Dynamics

Research Areas

Microeconomic Theory; Economics of Organisations; Bounded Rationality; Game Theory.

Selected Publications

- The Effect of WTO on the Extensive and the Intensive Margins of Trade, *Journal of International Economics* 91, N° 2 (2013) 204-219 (with Pushan Dutt, Ilian Mihov)
- A Theorem of the Maximin and Applications to Bayesian Zero-Sum Games, *International Journal of Game Theory* 40, N° 2 (2011) 289-308 (with Kaifu Zhang)
- Interim Bayesian Nash Equilibrium on Universal Type Spaces for Supermodular Games, *Journal of Economic Theory* 145, N° 1 (2010) 249-263
- Setting Price or Quantity: Depends on what the Seller is More Uncertain About, *Quantitative Marketing and Economics* 8, N° 1 (2010) 35-60 (with Ilia Tsetlin, V. (Paddy) Padmanabhan)
- Monotone Equilibria in Bayesian Games of Strategic Complementarities, *Journal of Economic Theory* 134, N° 1 (2007) 339-360 (with Xavier Vives)
- Information Overload in a Network of Targeted Communication, *Rand Journal of Economics* 35, N° 3 (2004)
- Robustness of Adaptive Expectations as an Equilibrium Selection Device, *Macroeconomic Dynamics* 7, N° 1 (2003) (with Martin Lettau)
- Information, Measurability and Continuous Behavior, *Journal of Mathematical Economics* 38, N° 3 (2002) 293-309

Awards and Honours

1997-2000: National Science Foundation Grant IRI-9711303

1991-1995: National Science Foundation Grants SES-9223917 and SES-9110973

1990: Carey Polk Prize, University of Pennsylvania

1988: Weintraub Award, University of Pennsylvania

1985: Lawrence Robbins Prize, University of Pennsylvania

External Activities

Associate Editor for *Economics Bulletin*, *Theoretical Economics*, and *Mathematical Social Sciences*.

Former Positions

2010-2011: Visiting Scholar, Columbia University, USA

2003-2004: Visiting Professor, Stern School of Business, New York University, USA

1998-1999: Visiting Research Professor, Center for Mathematical Studies in Economics and Managerial Science, Northwestern University, USA

1993-1994: Visiting Research Fellow, Center for Operations Research and Econometrics, Université Catholique de Louvain, Belgium

1990-1998: Assistant Professor, Princeton University, USA

1989-1990: Post-Doctoral Member Technical Staff, Mathematical Sciences Center, AT&T Bell Laboratories, USA

Education

1989: PhD, Economics, University of Pennsylvania, USA

1985: Bachelor of Arts, Economics and International Relations, University of Pennsylvania, USA

Douglas Webber

New Zealand, Australia

Professor of Political Science

douglas.webber@insead.edu

CAMPUS

Teaching

International Political Analysis (MBA); Europe and the European Union (MBA); Capitalism (MBA); Executive Education sessions on the EU, lobbying and the international business environment.

Research Areas

Comparative Regional Integration; European Union; Franco-German Relations; German Politics and Foreign Policy; French Politics; Regional Integration in East Asia and Asia Pacific; Indonesian Politics.

Selected Publications

- Declining Power Europe? The Evolution of the European Union's World Power in the Early 21st Century, *International Affairs* (forthcoming)
- Coping with Environmental Legislation in *Environmentally Responsible Supply Chains* Atalay Atasu (Ed.), Springer (forthcoming) (with Atasu Atalay, Luk Van Wassenhove)
- How likely is it that the European Union will disintegrate? A critical analysis of competing theoretical perspectives, *European Journal of International Relations* 20, N° 2 (2014) 341-365
- Regionalism and EU-Asian Relations: Patterns, Trends and Determinants in *Handbook of EU-Asian Relations*, Thomas Christiansen, Emil Kirchner and Philomena Murray (Eds), Palgrave Macmillan (2013) 93-107
- The Context of EU-ASEAN Relations: Trials and Tribulations of Regionalism in Post-Cold War Europe and Asia in *EU-ASEAN Relations in the 21st Century: Towards a Strategy Relationship?* Daniel Novotny and Clara Portela(Eds.), Palgrave Macmillan (2012) 7-25
- The Regional Integration that didn't happen: Cooperation without Integration in Early 21st Century East Asia, *The Pacific Review* (2010)
- Trade and Security: Political (non-?) integration in East Asia in *The Evolution of Regionalism in Asia* , Routledge (2007) 145-159
- *Regional Integration in East Asia and Europe. Convergence or Divergence?*, Routledge (2006) (with Bertrand Fort)

Awards and Honours

2016-2017: Robert Schuman Fellow, Robert Schuman Centre for Advanced Studies, European University Institute, Florence

2013: Visiting International Fellow at the European and EU Centre, Monash University, Melbourne, Australia.

2011: Visiting Fellow, Centre for European Studies, Australian National University, Canberra, Australia

2009: Visiting International Fellow, European Centre, Monash University, Melbourne, Australia

2008: ecch European Case Award, Manulife in Indonesia.

1995-1997: Jean Monnet Fellow, Robert Schuman Centre, European University Institute, Florence

1988: Winner of Third Prize, Thyssen Foundation Competition for the Best German Social Science Paper

External Activities

Adjunct Principal Research Fellow, European and EU Centre, Monash University, Melbourne, Australia. Member of the Editorial Boards, *Business and Politics* and *Critique Internationale*. Reviewer: *The Pacific Review*, *Journal of European Public Policy*, *Democratization*, *Perspectives*, *Globalizations*, *Asian Perspectives*, *Review of International Political Economy*, *China Quarterly* and *Business and Politics*, *Journal of Common Market Studies*. Member of the International Advisory Board, International Organizations MBA, University of Geneva and the Executive Board of the The Case Centre. Regular commentator for Bloomberg, CNBC and France 24 television.

Former Positions

2010: Visiting Professor of Political Science, University of California, Berkeley, USA

1987-1990: Research Fellow, Max Planck Institute for the Study of Societies, Germany

1985-1987: Research Fellow, University of Sussex, United Kingdom

1983-1984: Research Fellow, University of Strathclyde, United Kingdom

Education

1985: PhD, Government, University of Essex

1978: Master of Arts, West European Politics, University of Essex

1976: Master of Arts, Political Science, University of Canterbury, New Zealand

1975: Bachelor of Arts, Political Science, University of Canterbury, New Zealand

Vikas A. Aggarwal

USA

Associate Professor of Entrepreneurship and Family Enterprise

vikas.aggarwal@insead.edu

CAMPUS

Teaching

Private Equity; Entrepreneurial Field Studies.

Research Areas

Entrepreneurial Strategy; Corporate Development; Venture Capital and Private Equity; Complex Systems.

Selected Publications

- Adaptive Capacity to Technological Change: A Microfoundational Approach, *Strategic Management Journal*, (forthcoming) (with Hart E. Posen, Maciej Workiewicz)
- Organizational Constraints to Adaptation: Intra-firm Asymmetry in the Locus of Coordination, *Organization Science* 26, N° 1 (2015) 218-238 (with Xun (Brian) Wu)
- Entrepreneurial Exits and Innovation, *Management Science* 60, N° 4 (2014) 867-887 (with David H. Hsu)
- Governing Collaborative Activity: Interdependence and the Impact of Coordination and Exploration, *Strategic Management Journal* 32, N° 7 (2011) 705-730 (with Nicolaj Siggelkow, Harbir Singh)
- Modes of Cooperative R&D Commercialization by Start-ups, *Strategic Management Journal* 30, N° 8 (2009) 835-864 (with David H. Hsu)

Former Positions

2002: Summer Associate, Investment Banking Division, Lehman Brothers, USA

2000-2001: Director, Product Management, Military Advantage Inc., USA

1998-1999: Co-Founder, Pixel Pro Technologies Inc., USA

1997-1998: Analyst, Mercer Management Consulting, USA

1996: Summer Intern, Goldman Sachs Asset Management, USA

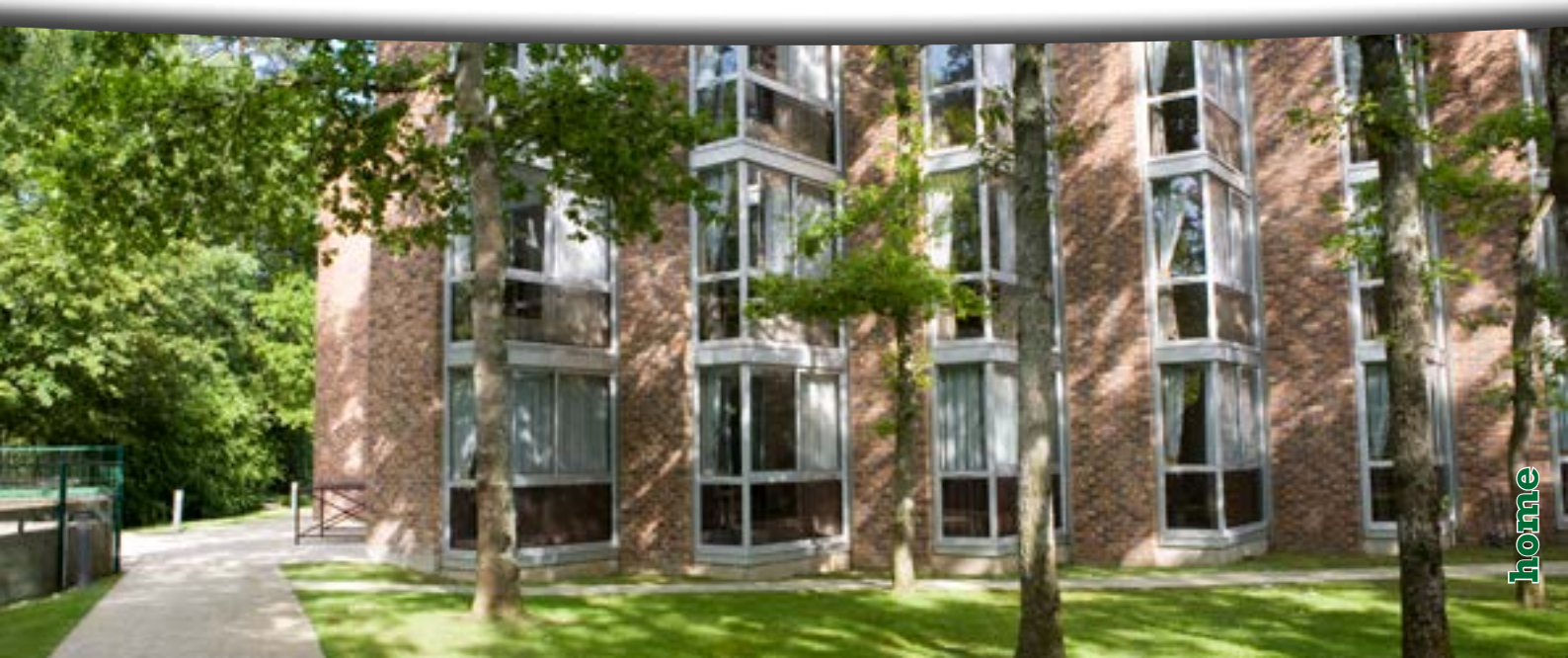
Education

2009: PhD, Wharton School, University of Pennsylvania, USA

2006: MSc., Wharton School, University of Pennsylvania, USA

2003: MBA, Sloan School of Management, MIT, USA

1997: Bachelor of Arts, Economics, Princeton University, USA



home

Philip Anderson

USA

The INSEAD Alumni Fund Chaired Professor of Entrepreneurship

Professor of Entrepreneurship

Academic Director of the Rudolf and Valeria Maag INSEAD Centre for Entrepreneurship (ICE)

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CAMPUS

Teaching

Entrepreneurship; Venture Capital/Private Equity; Innovation and Creativity; Managing Technological Change; Change Management; Leadership; Managing Growth.

Research Areas

Entrepreneurship; Venture Capital/Private Equity; Strategic Management; Technological Change; Organisational Evolution and Growth; Complexity Theory.

Selected Publications

- Nicolai J. Foss and Tina Saebi, eds.: Business Model Innovation: The Organizational Dimension Book Review, *Administrative Science Quarterly* 61, N° 2 (2016)
- Perspective—Forming and Exploiting Opportunities: The Implications of Discovery and Creation Processes for Entrepreneurial and Organizational Research, *Organization Science* 24, N° 1 (2013) 301-317 (with Jay B. Barney, Sharon A. Alvarez)
- From Corporate Strategy to Business-level Advantage: Relatedness as Resource Congruence, *Managerial and Decision Economics* 25, N° 6/7 (2004) 365-382 (with Richard A. D'Aveni, David J. Ravenscraft)
- *Managing Strategic Innovation and Change - A Collection of Readings*, Oxford University Press (2004) (with Michael Tushman)
- A Structural Approach to Assessing Innovation: Construct Development of Innovation Locus, Type and Characteristics, *Management Science* 48, N° 9 (2002) 1103-1122 (with Hubert Gatignon, Michael Tushman, Wendy K. Smith)
- The New E-Commerce Intermediaries, *Sloan Management Review* 43, N° 4 (2002) 53-62 (with Erin Anderson)
- Organizational Environments and Industry Exit: The Effects of Uncertainty, Munificence and Complexity, *Industrial and Corporate Change* 10, N° 3 (2001) 675-711 (with Michael Tushman)
- Complexity Theory and Organization Science, *Organization Science* 10, N° 3 (1999) 216-232

Awards and Honours

1997: Booz-Allen & Hamilton/Financial Times Global Business Book of the Year Award for Industry

Analysis/Business Context "Inside the Kaisha: Demystifying Japanese Business Behavior"

1997: Best Article, "Leveraging Intellect", Academy of Management Executive

1993: Best Paper of all studies funded by the Center for Innovation Management Studies during its first ten years, "Technological Discontinuities and Organizational Environments", presented at the annual conference of CIMS corporate partners

1988: Best Paper, "The Population Dynamics of Schumpeterian Competition", Organization and Management Theory Division, Academy of Management, presented at the annual meeting

External Activities

2007-2012: Associate Editor, *Administrative Science Quarterly*.
2002-2009: *Journal of Technology Transfer*.

Former Positions

2000-2001: Director, Amos Tuck School of Business, Dartmouth College, USA

1998-2000: Research Director, Amos Tuck School of Business, Dartmouth College, USA

1993-2001: Associate Professor of Business Administration, Amos Tuck School of Business, Dartmouth College, USA

1987-1993: Assistant Professor, S.C. Johnson Graduate School of Management, Cornell University, USA

Education

1988: PhD, Management of Organizations, Graduate School of Business, Columbia University, USA

1986: Master of Philosophy, Management of Organizations, Graduate School of Business, Columbia University, USA

1978: BSc., Agricultural Economics (Summa Cum Laude), University of California-Davis, USA

home

Youssef F. Bissada

Egypt, USA

Emeritus Professor of Entrepreneurship and Family Enterprise

youssef.bissada@insead.edu

CAMPUS

Teaching

Project Management; Entrepreneurship; International Management.

Research Areas

Utilisation of Simulation as a Teaching Vehicle; Entrepreneurship; International Management.

Selected Publications

- The Sigma Challenge, *Simulation*
- The Management Challenge, *Simulation*
- The Acquisition Challenge, *Simulation*
- The Project Business Challenge, *Simulation*
- The R&D Challenge, *Simulation*
- The Corporate Social Responsibility Challenge, *Simulation*
- The Supply Chain Circle, *Simulation*

External Activities

Owner-President of Bissada Management Simulations.

Education

1981: Doctorate, Doctorat d'Etat ès Sciences en Genie Industriel, Universite Aix Marseille, France

1967: MBA, Harvard Business School, USA

1965: MBA, INSEAD, France

1963: Bachelor's Degree, Dipl. Ingenieur, Technische Universität Karlsruhe, Germany

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Randel Carlock

USA

The Berghmans Lhoist Chaired Professor of Entrepreneurial Leadership

Senior Affiliate Professor of Entrepreneurship and Family Enterprise

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CAMPUS

Teaching

MBA and EMBA Family Business elective; EMBA KMC - Entrepreneurial Leadership; Executive Masters In Consulting and Coaching for Change – Family Psychology; Executive Education: Family Enterprise Challenge, Young Presidents Organization, Company Specific Programmes on Family Business Entrepreneurship, Leadership and Governance.

Research Areas

Family Business Strategic Planning, Leadership, Governance, Next Generation and Family Psychology.

Selected Publications

- James Chen's Entrepreneurial Odesesy (A): Adlens, INSEAD Case Study (2016).
- James Chen's Entrepreneurial Odesesy (B): Vision for a Nation: Changing the way visually challenged people live, work and play in the developing world, INSEAD Knowledge video (2016).
- James Chen's Entrepreneurial Odyssey (C): The Competitor's Story
- Cargill: The World's Largest Family Business Planning for Business. INSEAD Case Study (2016).
- TrustedFamily: Building a Career with Family Entrepreneurship? (A and B) INSEAD Case Study N° 6061 (2014) (with Marie-Anne von Albertini, Christine Blondel)
- Achieve win-win for the family and business *China Management Magazine* (2014)
- How China's family businesses can bridge the generation gap, *South China Morning Post*, (October 5, 2013)
- Liu Bai: A Chinese Successor's Dilemma, INSEAD Case Study, N° 6005 (2013) (with Elizabeth Florent-Treacy)
- *Family Business on the Couch: A Psychological Perspective* (Chinese version) Oriental Press, (2013) (with Manfred F. R. Kets de Vries)
- Coaching a new way for corporate bosses, *South China Morning Post* (July 6, 2013)
- *When Family Businesses Are Best: The Parallel Planning Process for Family Harmony and Business Success* (Chinese version), Oriental Press (2012) (with John L. Ward)
- La Excelencia en la Empresa Familiar. El proceso de planificaión para la empresa y la familia Instituto de la Empressa Familiar (2011)
- *When Family Businesses Are Best: The Parallel Planning Process for Family Harmony and Business Success* (Chinese version), MacMillan (2010) (with John L. Ward)

Awards and Honours

2016 Best Personal Development Event (Young Presidents Organization Gold) Southeast Asia Regional Excellence Award.

2014, 2011: Dean's Commendation for Excellence in MBA Teaching, INSEAD

2010: 2009 European Foundation for Management Development Case Writing Award (with Elizabeth Florent-Treacy) Family Business Category

2008: Family Firm Institute International Award for "outstanding achievement in furthering the understanding of family business issues internationally"

2006: Family Business Network Award for the best-published research article of 2005-06, With.Ludo Van der Heyden, Christine Blondel, Family Business Review, XVIII, (1), March 2005

2005: IMD and European Foundation for Management Education Family Business Case Competition prize, Brussels: EFMD Annual Conference with Florent-Treacy E.

2004:Family Business Network Best Practice Award

2002: International Young Presidents' Organization Global Education Innovation Award

1999: The Family Firm Institute LeVan Award for interdisciplinary services to business families

External Activities

Young Presidents Organization, Family Firm Institute and Family Business Network speaker and facilitator for regional and global conferences in Asia, Europe and the Middle East.

Former Positions

1991-1996: First Opus Professor of Family Business, University of St. Thomas in Minneapolis, USA

1977-1996: Chairman / CEO, of NASDAQ listed corporation, USA

1971-1977: Executive, Target Corporation, USA

Education

Five-day Intensive Comprehensive Strategic Family Therapy Training (Continuing education course of American Psychological Association), April 20-24, 2015, Mental Research Institute, Palo Alto, California.

2011: Certificate, The Art and Practice of Leadership Development Program, John F. Kennedy School of Government, Harvard University, USA

2001: Certificate in Family Business Advising with Fellow Status, Family Firm Institute, USA

1999: Certificate in Psychodynamic Counseling, Birkbeck College, University of London, United Kingdom

1998: Certificate, Post Graduate Certification in Family Therapy, King's College, University of London, United Kingdom

1991: PhD, Organization Development, Graduate School, University of Minnesota, USA

1983: MBA, General Management, Carlson School, University of Minnesota, USA

1976: Master of Arts, Training & Development, University of Minnesota, USA

1970: BSc., Business, University of Minnesota, USA

home

Jason Davis

USA

Associate Professor of Entrepreneurship and Family Enterprise

jason.davis@insead.edu

CAMPUS

Teaching

Digital Transformation and Strategic Innovation; Digital Entrepreneurship; Managing Growth and Change; Collaboration Across Boundaries; Leading Collaborative Ecosystems; Technology Strategy; Strategic Management.

Research Areas

Digital Innovation & Entrepreneurship; Collaboration; Networks; Strategy; Organization Theory; Industries/Technologies: Computing & Communications, Mobile Applications, Social Media, AI, Machine Learning, Blockchain.

Selected Publications

- The Group Dynamics of Interorganizational Relationships Collaborating with Multiple Partners in Innovation Ecosystems, *Administrative Science Quarterly*, 61, N° 4 (2016) 621-661
- Killer Apps in the iPhone Ecosystem, *The American Economic Review* 104, N° 5 (2014) (with Yulia Muzyrya, Pai-Ling Yin) 1-7
- Brokerage as a Process: Decoupling Action from Social Network Structure in *Research in the Sociology of Organizations* (Vol. 40) (2014) 135-159 (with D. Obstfeld, S. Borgatti)
- The Emergence and Coordination of Synchrony in Organizational Ecosystems, *Advances in Strategic Management*, Ecosystems special issue, 30 (2013) 197-237
- Learning Sequences: Their Emergence, Evolution, and Effect, *Academy of Management Journal* 55, N° 3 (2012) 611-641 (with C. B. Bingham)
- Rotating Leadership and Collaborative Innovation: Recombination Processes in Symbiotic Relationships, *Administrative Science Quarterly* 56 (2011) 159-201 (with Kathleen Eisenhardt)
- Optimal Structure, Market Dynamism, and the Strategy of Simple Rules, *Administrative Science Quarterly* 54 (2009) 413-452 (with Kathleen Eisenhardt, C. B. Bingham)
- Developing Theory through Simulation Methods, *Academy of Management Review* 32, N° 2 (2007) 480-499 (with Kathleen Eisenhardt, C. B. Bingham)

Awards and Honours

2015: Award for Scholarly Contribution, *Administrative Science Quarterly*

2014: NSF Award #1431276 Co-PI, “Mobile Innovation and Entrepreneurship”

2012: Winner, Academy of Management Technology Innovation Management Emerging Scholar

2012: Honorable Mention Award for Granovetter Prize for Best Article in Economic Sociology

2012: Finalist for European Business School Best Paper Award in Innovation Management

2008-2011: Theodore T. Miller Career Development Professorship

2009: Winner, Academy of Management Newman Award for Best Paper from a Dissertation

2009: Winner, TIM Division Best Doctoral Dissertation Award

2009: Winner, TIM Division Best Paper Award

2008: Winner, OMT Division Best Paper Award

External Activities

Member of Editorial Boards of *Strategic Management Journal* (since 2013), *Academy of Management Journal* (since 2013), *Organization Science* (since 2012), *Strategic Organization* (since 2011)

Former Positions

2012-2013: Associate Professor of Technological Innovation, Entrepreneurship, and Strategic Management, MIT, USA

2007-2012: Assistant Professor of Strategy, MIT, USA

2010-2011: Visiting Scholar, Stanford University, USA

2004: Corporate Technology Group, Intel, USA

2002: Candle Software Group, IBM, USA

2000–2002: Business Analyst, McKinsey and Company, USA

Education

2007: PhD Management Science and Engineering, Stanford University, USA

2005: M. A. Sociology, Stanford University, USA

2000: M.S. Computation and Neural Systems, CalTech, USA

1998: S.B. Brain and Cognitive Sciences, MIT, USA

Vibha Gaba

India

The INSEAD Fellow in Memory of Erin Anderson

Associate Professor of Entrepreneurship

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CAMPUS

Teaching

Leading Successful Change (Executive Education); Learning to Lead (Executive Education).

Research Areas

Diffusion, Behavioral Models of Adaptation, Organizational Learning, Corporate Entrepreneurship & Venture Capital.

Selected Publications

- Performance Feedback in Organizations and Groups: Common Themes in the Handbook of Group and Organizational Learning, Oxford University Press (forthcoming) (with Henrich Greve)
- Learning to Let Go: Social Influence, Learning, and the Abandonment of Corporate Venture Capital Practices, *Strategic Management Journal* (37, N° 8 (2016) 1558-1577) (with Gina Dokko)
- The Fog of Feedback: Ambiguity and Firm Responses to Multiple Aspiration Levels, *Strategic Management Journal* 36, N° 13 (2015) 1960-1978 (with John Joseph)
- A Comparison of Milestone-Based and Buyout Options Contracts for Coordinating R&D Partnerships, *Management Science* 61, N° 5 (2015) 963-978 (with Shantanu Bhattacharya, Sameer Hasija)
- Decomposing Uncertainty and its Effects on Imitation in Firm Exit Decisions, *Organization Science* 24, N° 6 (2013) 1847-1869 (with Ann Terlaak)
- Corporate Structure and Performance Feedback: Aspirations and Adaptation in M-Form Firms, *Organization Science* 24, 4 (2013) 1102-1119 (with John Joseph)
- Aspirations, Innovation, and Corporate Venture Capital: A Behavioral Perspective, *Strategic Entrepreneurship Journal* 6, (2012) 178-199 (with Shantanu Bhattacharya)
- Venturing Into New Territory: Career Experiences of Corporate Venture Capital Managers and Practice Variation, *Academy of Management Journal* 55, N° 3 (2012) 563-583 (with Gina Dokko)

Awards and Honours

2015: Executive Education Awards for Outstanding Teaching, INSEAD

2014: Executive Education Awards for Outstanding Teaching, INSEAD

2012: Best Paper Award Nomination at the Israel Strategy Conference, Tel Aviv

2009: Best Symposium Award, Careers Division, Academy of Management

2002: Senior Researcher, National Science Foundation Grant #0217711, USD 360,000. Alan D. Meyer, Principal Investigator

2001: Senior Researcher, National Science Foundation Grant #0120188, USD 65,000. Alan D. Meyer, Principal Investigator.

1996-2001: Graduate Fellow, University of Oregon

External Activities

2014- Present: Associate Editor, Strategic Management Journal

2014-Present: Research Committee Member, Organization & Management Theory Division, Academy of Management

2016-18: Global Representative-at-Large, Organization & Management Theory Division, Academy of Management

Former Positions

2012: Associate Professor of Organisational Behaviour, INSEAD

2002-2012: Assistant Professor of Organisational Behaviour, INSEAD

1995-1996: Journalist, *Business Standard*, New Delhi, India

Education

2002: PhD, Organization Theory and Management, College of Business, University of Oregon, USA

1994: Master of Arts, Sociology, Delhi School of Economics, University of Delhi, India

1992: Bachelor of Arts (Honors), Economics, Lady Shriram College, University of Delhi, India

Martin Gargiulo

Italy, Uruguay

Professor of Entrepreneurship

martin.gargiulo@insead.edu

CAMPUS

Teaching

Network Analysis (Doctoral Seminar); Power, Influence and Networks; Organisational Change and Transformation; Leadership and Social Capital.

Research Areas

Social Networks, Social Capital; Organisational Theory; Intra- and Inter-Organisational Cooperation; Resource-Dependence Theory.

Selected Publications

- Common Third Parties and Coordination Disruptions in New Product Development Organizations, *Journal of Product Innovation Management* 33, N° 2 (2016) 132-140 (with Manuel Sosa)
- Can Informal Communication Networks Disrupt Coordination in New Product Development Projects? *Organization Science* 26, N° 4 (2015) 1059-1078 (with Manuel Sosa, Craig Rowles)
- The Power of the Weak in *Research in the Sociology of Organizations (Vol. 20), special volume on Contemporary Perspectives on Organizational Social Network Analysis*, S. Borgatti, D. Brass, D. Halgin, G. Labianca and A. Mehra (Eds.) (2014) 179-198 (with Gokhan Ertug)
- The Positive Externalities of Social Capital: Benefitting from Senior Brokers, *Academy of Management Journal* 55, N° 5 (2012) 1213-1231 (with Gokhan Ertug, D. Charles Galunic)
- The Two Faces of Control: Network Closure and Individual Performance among Knowledge Workers, *Administrative Science Quarterly* 54 (2009) 299-333 (with Gokhan Ertug, D. Charles Galunic)
- The Dark Side of Trust in *Handbook of Trust Research*, R. Bachman and A. Zaheer (Eds.) (2006) (with Gokhan Ertug)
- Partner Substitutability, Alliance Network Structure, and Firm Profitability in the Telecommunications Industry, *Academy of Management Journal* 47, N° 6 (2004) 843-859 (with Jonghoon Bae)
- Trapped in Your Own Net? Network Cohesion, Structural Holes and the Adaptation of Social Capital, *Organization Science* 11, N° 2 (2000) 183-196 (with Mario Benassi)

Awards and Honours

1990-1991: President's Fellow, Graduate School of Arts and Sciences, Columbia University

1988-1989: Inter-Disciplinary Fellow, Center for the Social Sciences, Columbia University

1985-1990: Paul F. Lazarsfeld Fellow, Department of Sociology, Columbia University

External Activities

Editorial Board Member: *Administrative Science Quarterly*, *Strategic Organization*. Representative-at-Large, Organization and Management Theory division, Academy of Management (2009-2012).

Methods Advisory Panel, Administrative Science Quarterly. Advisory Board, Journal of Industrial and Business Economics Academic Advisory Committee, ESMT Berlin

Education

1992: PhD, Sociology, Columbia University, USA

1987: MA, Sociology, Columbia University, USA

1985: BA, Cultural Anthropology, Universidad de la Republica Montevideo, Uruguay

Henrich Greve

Norway

The Rudolf and Valeria Maag Chaired Professor in Entrepreneurship

Professor of Entrepreneurship

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CAMPUS

Teaching

Entrepreneurship; Research Methods.

Research Areas

Strategic Change in Organisations; Organisational Learning.

Selected Publications

- Ripples of Fear: The Diffusion of a Bank Panic, *American Sociological Review* 81, N° 2 (2016) 396-420 (with Ji-Yub (Jay) Kim, Daphne Teh)
- Asymmetry of Reputation Loss and Recovery under Endogenous Partnerships: Theory and Evidence, *International Economic Review* 57, N° 1 (2016) 3-30 (with Takako Fujiwara-Greve,Stefan Jonsson)
- Short- and Long-Term Performance Feedback and Absorptive Capacity, *Journal of Management* 41, N° 7 (2015) 1827-1853 (with Chanan Ben-Oz)
- The Thin Red Line between Success and Failure: Path Dependence in the Diffusion of Innovative Production Technologies, *Strategic Management Journal* 36, N° 4 (2015) 475-496 (with Marc-David L. Seidel)
- *Network Advantage: How to Unlock Information, Cooperation, and Power in your Alliance Portfolio*, Jossey Bass (2014) 320 p. (with Andrew V. Shipilov, Timothy Rowley)
- Greener Pastures: Outside Options and Strategic Alliance Withdrawal, *Organization Science* 24, N° 1(2013) 79-98 (with Hitoshi Mitsuhashi, Joel Baum)
- The Behavioral Theory of the Firm: Assessment and Prospects, *Academy of Management Annals* 6, N° 1 (2012) 1-40 (with Giovanni M. Gavetti, Daniel Levinthal, William Ocasio)
- Echoes of the Past: Organizational Foundings as Sources of an Institutional Legacy of Mutualism, *American Journal of Sociology* 118, N° 3 (2012) (with Hayagreeva Rao)

Awards and Honours

Fellow, Academy of Management Association, since 2012

External Activities

Academy of Management Fellows Nominating Committee

Advisory Board Member, Academy of Management Annals

Editor, *Administrative Science Quarterly*

Former Positions

Held visiting professorships at Duke University; Hitotsubashi University; Hong Kong University of Science and Technology; Stanford University.

2002-2007: Professor, Norwegian School of Management BI, Norway

1998-2002: Associate Professor, Institute of Policy and Planning Science, University of Tsukuba, Japan

1998: Lecturer / Visiting Associate Professor, Stanford University, USA

1995-1998: Assistant Professor, Institute of Policy and Planning Science, University of Tsukuba, Japan

Education

1994: PhD, Business, Graduate School of Business, Stanford University, USA

1993: Master of Arts, Sociology, Stanford University, USA

1989: Bachelor of Arts, Economics and Business, Norwegian School of Economics and Business Administration, Norway

home

Manfred F. R. Kets de Vries

Netherlands

The Raoul de Vitry d'Avaucourt Chaired Professor of Leadership Development, Emeritus Distinguished Clinical Professor of Leadership Development and Organizational Change

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CAMPUS

Teaching

Program Director of INSEAD's Top Management Seminar - The Challenge of Leadership: Creating Reflective Leaders; Scientific Director of Executive Master in Consulting and Coaching for Change.

Research Areas

Leadership Development/Entrepreneurship; Cross-Cultural Management; The Dynamics of Organisational Transformation and Change; Leadership Coaching/Psychotherapy, Team Dynamics/ Group Coaching; Career Dynamics; Family Business and Succession Planning; Executive Stress; Coaching C-Suite Executives.

Selected Publications

- *Riding the Leadership Rollercoaster: A Psychological Observer's Guide*, Palgrave (2017)
- Do You Hate Your Boss? *Harvard Business Review* 94, N° 12 (2016) 98-101
- *Telling Fairy Tales in the Boardroom: How to Make Sure Your Organization Lives Happily Ever After*, Palgrave (2015)
- *You Will Meet a Tall Dark Stranger: Executive Coaching Challenges*, Palgrave (2015)
- *Mindful Leadership Coaching: Journeys into the Interior*, Palgrave (2014).
- *The Hedgehog Effect: The Secrets of Building High Performance Teams*, John Wiley and Sons (2011)
- *Sex, Money, Happiness and Death: The Quest for Authenticity*. Palgrave (2009)
- *Family Business on the Couch*: *A Psychological Perspective*. Wiley (2007)
- *The Leadership Mystique*, FT/ Prentice-Hall (2001)

Awards and Honours

2016: Lifetime Achievement Award from Germany for his contributions to executive development.

2015: INSEAD Dominique Héau Award for Inspiring Educational Excellence.

2012: Honorary Doctorate Russian Presidential Academy of National Economy and Public Administration

2011: Vision of Excellence Award, Harvard McLean Hospital / Harvard Medical School

2011: Honorary doctorate IECD Bled School of Management

2010: Freud Memorial Award Dutch Psychoanalytic Institute

2009: Elected Distinguished Lifetime Member International Society for the Psychoanalytic Study of Organizations

2008: International Leadership Association (ILA) Lifetime Achievement Award

2005: International Leadership Association (ILA) Distinguished Leadership Award

2001: Harry and Miriam Levinson Award of the American Psychological Association

2001: Elected Fellow of the Academy of Management

1997: Elected Officer in the Order of Oranje Nassau

ECCH Best Case of the Year Award (10 times)

External Activities

Member: 17 Editorial Boards. Founding Member: International Society for the Psychoanalytic Study of Organizations, in 2009 he was made a Lifetime Distinguished Member of ISPSO. Author: 48 Books translated into 31 languages and more than 400 articles. Consultant on Organisational Design/ Transformation and Strategic Human Resource Management to Leading US, Canadian, European, African, Australian, and Asian companies.

Former Positions

2002-2010: Director/ Founder, INSEAD Global Leadership Centre, INSEAD, France, Singapore

1992-2012: Raoul de Vitry d'Avaucourt Chair in Leadership Development, INSEAD, France

1984-1985: Full Professor, INSEAD, France

1983-1984: Visiting Professor, Harvard University, USA

1982-1983: Visiting Professor, INSEAD, France

1975-1985: Professor, McGill University, Canada

1980-1981: Visiting Professor, HEC, Canada

Education

1982: Certification Psychoanalytic Training, Canadian Psychoanalytic Institute, Canada. Full Member International Psychoanalytic Association, Canadian Psychoanalytic Society, Paris Psychoanalytic Society

1970: Doctorate, DBA, Harvard University, USA

1969: MBA, Harvard University, USA

1967: International Teacher's Program Certificate, Harvard University, USA

1966: Doctoral Examination in Economics, Universiteit van Amsterdam, Netherlands

1965: Teaching Certificate in Accounting and Management Control, Universiteit van Amsterdam, Netherlands

1963: Candidate's Certificate in Economics, Universiteit van Amsterdam, Netherlands

home

Paul Kewene-Hite

USA

Affiliate Professor of Entrepreneurship

paul.kewene-hite@insead.edu

CAMPUS

Teaching

Entrepreneurship; New Venture Creation and Execution (INSEAD Venture Competition), Entrepreneurial Field Studies, Executive Education

Entrepreneurial Leadership, Disruption, Change Management and Crisis Leadership, Execution (Your First Hundred Days, Executive Education).

Research Areas

Entrepreneurship; Entrepreneurial Leadership.

Awards and Honours

2012-13, 2013-14, 2014-15, 2015-16: Deans' Commendation for Excellence in MBA Teaching, INSEAD

2012: Winner of the AMBA's MBA Innovation Award, Co-Creator and Leader of the Sci-Tech Commercializer, France and Singapore

2011: Finalist for the AMBA's MBA Innovation Award, Co-Creator and Leader of the Entrepreneurship Accelerator in France and Singapore

External Activities

Active Board Member of companies; Guest Speaker.

Former Positions

2010-2011: Adjunct Professor of Entrepreneurship, INSEAD, France

2007-2009: CEO, Vyro Games Ltd., Ireland

2001: Consultant, MIT MediaLabEurope, Ireland

2001-2007: Partner, The Hatchery (a global consultancy), USA

1999-2000: COO & VP Finance, Urocket.com, USA

1997-1999: Director New Business & Strategic Planning, NEC Computers, USA

1995-1997: President, Worldsoft Corporation, USA

1994-1995: Technology Evangelist, Apple Inc, USA

Education

1991: Bachelor of Liberal Arts, Harvard University, USA

home

Ji-Yub (Jay) Kim

Republic of Korea

Associate Professor of Entrepreneurship and Family Enterprise

Chair, Entrepreneurship and Family Enterprise Area

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CAMPUS

Teaching

Strategy; Value Innovation; Digital Disruption & Strategy; Mergers & Acquisitions; Corporate Entrepreneurship

Research Areas

Organisational Learning; Performance Feedback; Community; Mergers & Acquisitions; Learning from Failure & Success.

Selected Publications

- Ripples of Fear: The Diffusion of a Bank Panic, American Sociological Review 81, N° 2 (2016) 396-420 (with Henrich Greve, Daphne Teh)
- Not All Aspirations are Created Equal: The Differential Effects of Historical and Social Aspirations on Acquisition Behavior, *Academy of Management Journal* 58, N° 5 (2015) 1361-1388 (with Jerayr (John) Haleblian, Sidney Finkelstein)
- Running for the Exit: Community Cohesion and Bank Panics, *Organization Science* 25, N° 1 (2014) 204-221 (with Henrich Greve)
- When Firms are Desperate to Grow via Acquisition: The Effect of Growth Patterns and Acquisition Experience on Acquisition Premiums, *Administrative Science Quarterly* 56, N° 1 (2011) 26-60 (with Jerayr (John) Haleblian, Sydney Finkelstein)
- Organizational Learning from Extreme Performance Experience: The Impact of Success and Recovery Experience, *Organization Science* 20, N° 6 (2009) (with June-Young Kim, Anne S. Miner)
- The Effects of Strategic and Market Complementarity on Acquisition Performance: Evidence from the U.S. Commercial Banking Industry, 1989-2001, *Strategic Management Journal* 30, N° 6 (2009) 617-647 (with Sydney Finkelstein)
- Vicarious Learning from the Failure and Near-failure of others: Evidence from the U.S. Commercial Banking Industry, *Academy of Management Journal* 50, N° 3 (2007) 687-714 (with Anne S. Miner)
- The Influence of Acquisition Experience and Performance on Acquisition Behavior: Evidence from the U.S. Commercial Banking Industry, *Academy of Management Journal* 49, N° 2 (2006) 357-370 (with Jerayr (John) Haleblian, Nandini Rajagopalan)

Awards and Honours

2014: Executive Education Awards for Outstanding Teaching, INSEAD

2010: Golden Apple Teaching Award for Core, Marshall School of Business, University of Southern California

2007: Evan C. Thompson Faculty Teaching and Learning Innovation Award, Marshall School of Business, University of Southern California

2003-2004: International Research Grant, CIBEAR

2000-2001: Research Fellowship, Amos Tuck School of Business, Dartmouth College

2000: National Science Foundation Research Grant

1999: First Place. INFORMS/Organization Science Dissertation Proposal Competition, INFORMS Annual Meetings

External Activities

Editorial Review Board: *Organization Science* (2008-present), *Academy of Management Journal* (2007-present), *Administrative Science Quarterly* (2010-present)

Former Positions

2010-2013: Assistant Professor of Entrepreneurship and Family Enterprise, INSEAD

2001-2010: Assistant Professor, Marshall School of Business Administration, University of Southern California, USA

2000-2001: Research Fellow, Amos Tuck School of Business Administration, Dartmouth College, USA

Education

2001: PhD, University of Wisconsin-Madison, USA

1994: MBA, Ross School of Business, University of Michigan-Ann Arbor, USA.

1991: BSc., Yonsei University, Seoul, Republic of Korea

home

Roger Lehman

USA

Senior Affiliate Professor of Entrepreneurship and Family Enterprise

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CAMPUS

Teaching

Director, Executive Masters in Consulting and Coaching for Change; Executive Education: Leadership; High-Performance Teams; Leading Change; Collaborative Leadership; Organizational Culture; and Leading Innovation.

Research Areas

Leadership and Collaboration; Leading in Turbulent Times; Life-Long Learning; Individual and Organizational Psychology; Leader Development.

Selected Publications

- Reflections on Teaching Leaders to Coach: Using the Self as a Tool in Developing Others in *Coach and Couch*, Palgrave Macmillan (2007) (with Konstantin Korotov)
- Fortbildung, wissenschaftlicher Austausch und Netzwerke in psychodynamischer Organisationsberatung in *Sammelband Psychodynamische Organisationsberatung*, Mathias Lohmer (Ed.) Cott'ische Klett Verlag (2000) (with Erik Van De Loo)
- Psychosoziale Belastung in Familien amerikanischer Armeeangehöriger in *Gefährdung der kindlichen Entwicklung,* F. Poustka and U. Lehmkuhl (Eds.) Quintessenz Verlags GmbH (1993) (with B. Burk, F. Poustka)
- Crisis Management of Children During Desert Storm, *The Journal of the US Army Medical Department* (1992) (with Jeffrey Hansen, Harry Munsinger)

Awards and Honours

Member of the American Psychological Association

Member of the International Psychoanalytic Association

Member of the German Psychoanalytic Society

External Activities

Roger Lehman's clinical, teaching and organisational consulting career spans over 25 years during which time his experience has included a variety of staff and leadership positions in both public and private institutions. Professor Lehman designs and teaches in both open and company-specific programs, providing a focus on executive leadership, personal and professional development, and high performance teams

Former Positions

Managing partner, insite GmbH, Germany

Education

PhD, Clinical Psychology, Florida Institute of Technology, USA

Master's Degree, Social Work, Rutgers, USA

Master's Degree, Psychiatry and Religion, Princeton University, USA

Licence, Clinical Psychologist, USA

1996: Psychoanalytic Training, Sigmund Freud Institute, Frankfurt, Germany

Xiaowei Rose Luo

USA

Rudolf and Valeria Maag Professorship
Associate Professor of Entrepreneurship and Family Enterprise

xiaowei.luo@insead.edu

CAMPUS

Entrepreneurship and Family Enterprise

Teaching

Building business in China; MBA capstone; Entrepreneurial Strategies in Emerging Markets; Organisational Design for Innovation; Strategic Human Resources Management; New Business Venture; Organisation Theory.

Research Areas

Corporate Strategies in Emerging Markets; Family Business; Institutional Change; Corporate Governance; Cross-cultural Variation in Organisational Practices; Corporate Social Responsibility; Institutional Theory.

Selected Publications

- In the Eyes of the Beholder: Global Securities Analysts' Coverage of Family Firms in Emerging Markets, *Journal of Management* (forthcoming) (with Young-chul Jeong, Chi-Nien Chung)
- Whose call to answer: Institutional Complexity and CSR Reporting of Chinese Firms, *Academy of Management Journal* 60, N°1 (2017) 1321-344 (with Danqing Wang, Jianjun Zhang)
- Mobilization in the Internet Age: Internet Activism and Corporate Response." *Academy of Management Journal*, special issue on Grand Challenges, 59, N°6 (2016) 2045-2068 (with Jianjun Zhang, Chris Marquis)
- Dared to Care: Organizational Vulnerability, Institutional Logics and MNCs' Social Responsiveness in Emerging Markets, *Organization Science* 24, N° 6 (2013) 1742-1764 (with Jianjun Zhang)
- Filling or Abusing the Institutional Void? Ownership and Management Control of Public Family Businesses in an Emerging Market, *Organization Science* 24, N° 2 (2013) 591-613 (with Chi-Nien Chung)
- Leadership Succession and Firm Performance in an Emerging Economy: Successor Origin, Relational Embeddedness, and Legitimacy, *Strategic Management Journal* 34, N° 3(2013) 338-357 (with Chi-Nien Chung)
- The Best Performing Corporate Leaders in China, *Harvard Business Review – China Edition* (2012) (with Morten T. Hansen, Herminia Ibarra, Urs Peyer)
- Keeping It All in the Family: The Role of Particularistic Relationships in Business Group Performance during Institutional Transition, *Administrative Science Quarterly* 50, N° 3 (2005) 404-439 (with Chi-Nien Chung)

Awards and Honours

2016 Best Paper Award, Strategic Management Society HongKong special conference, December 2016.

2016 Invited to be Keynote speaker at the biennial meeting of the International Association of Chinese Management Research, 2016, Hangzhou, China.

2016-2017 Dean's Commendation for MBA Teaching Excellence

2006, 2008: Best Paper Award, International Association of Chinese Management Research

External Activities

Senior Editor, Organization and Management Review, 2013 – present; Editorial Review Board member, Organization Science. 2008-present.

Co-Chair, BPS doctoral and dissertation consortium (Business Policy and Strategy Division), AOM, 2014-2015.

Visiting Professor at CKGSB and Peking University (Guanghua), 2014-2015

Member of Research Committee, Organization and Management Theory Division, annual meetings of Academy of Management, 2008.

Former Positions

2008: Associate Professor of Organization Theory (with tenure), University of Illinois at Urbana-Champaign, USA

2006-2009: Faculty member of the Center for East Asian and Pacific Studies, University of Illinois, USA

2000-2007: Assistant Professor of Organizational Theory, University of Illinois, USA

2000: Instructor "Formal Organization" (PhD and upper-level undergrad), Stanford University, USA

1993-1994: Instructor, Fudan University, China

Education

2000: PhD, Stanford University, USA

1995: Master of Arts, Syracuse University, USA

1994: Diploma, Graduating Programme, Fudan University, China

1993: Bachelor of Arts, Fudan University, China

home

Stephen J. Mezias

USA

Professor of Entrepreneurship and Family Enterprise

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CAMPUS

Teaching

Winning in Emerging Markets; Media and Internet; Entrepreneurial Field Studies; Social Innovation and Entrepreneurship

Research Areas

The Ecology of Industry Emergence; Business Models for the Base of the Pyramid; The Institutions of Global Financial Integration; Private Equity in Emerging Markets

Selected Publications

- Achieving Minimal Consensus for New Industries: Bringing Isomorphism Back in in *How Institutions Matter! (Research in the Sociology of Organizations, Volume 48B),* Joel Gehman, Royston Greenwood and Michael Lounsbury (Eds.), Emerald Publishing Ltd. (2016) 145-171 (with Florian Schloderer)
- Private Equity and Value Creation in Frontier Markets: The Need for an Operational Approach, *Journal of Alternative Investments* (forthcoming) (with Afzal Amijee)
- Private Equity as Canary in a Coal Mine: Building the Ecosystem for Effective Global Financial Integration, *Managerial and Decision Economics* 37, N° 1 (2016) 3-18 (with Prodyumna Goutam)
- Storming Legitimacy Barriers in *Research in the Sociology of Work*, W. Sine and R. David (Eds.), Institutions and Entrepreneurship (forthcoming) (with T. Lant, C. Mezias, J. Miller)
- Building Boundary Capabilities at the Base of the Pyramid, *Journal of Entrepreneurship and Public Policy* 4, N° 1 (2015) 111-133 (with Mohamad Saifed Fakhreddin)
- The Quest for Cognitive Legitimacy: Organizational Identity Crafting and Internal Stakeholder Support, *Journal of Change Management* 12, N° 2 (2012) (with Ebony N. Bridwell-Mitchell)
- Transforming Film Product Identities: The Status Effects of European Premier Film Festivals, 1996-2005 in *Negotiating Values in the Creative Industries: Fairs, Festivals and Other Competitive Events*, Brian Moeran and Jesper Paedersen (Eds.), Cambridge University Press (2011) 169-196 (with J. Kim, Jesper Pedersen, S. Svejenova, C. Mazza)
- Situated Learning and Brokerage as Keys to Successful Knowledge Production: An Experiential Review in *Stanford's Organization Theory Renaissance, 1970-2000* (Research on the Sociology of Organizations) (2010) (with T. Lant)
- Country Level Corruption as a Liability of Foreigness: Effects in Staffing, Incentives and Activities in *The Past, Present and Future of International Business Management* (2010) 267-291 (with John M. Mezias)

Awards and Honours

2014: Winner of Academy of International Business Best Paper Award, Sub Saharan Africa Conference

2011: Winner of the Tsinghua SEM Best Paper Award (with Florian Schloderer), Tsinghua University

2004: National Science Foundation Award

1999: Service Award, Organization and Management Theory Division

1999: Best paper Award, Journal of Management Inquiry

1997: Hightower lecture Award, Emory University, Goziueta School of Business

1996, 1997: Citibank Behavioral Sciences Research Institute Award

1988, 1989, 1990, 1991: Financial Executive Research Foundation Award

1982: 1982-1985: John Mc Carthy Fellowship, Graduate School of Business

1976-1980: Dean's List at Columbia College

Former Positions

2005-2009: Full Professor, Stern School, New York University, USA

1993-2005: Associate Professor, Stern School of Business, New York University, USA

1991-1993: Assistant Professor, Stern School of Business, New York University, USA

1987-1991: Assistant Professor, School of Organization and Management, Yale University, USA

1982-1987: Research Assistant, Stanford University, USA

1980-1982: Officer's Assistant, Chemical Bank

Education

1987: PhD, Stanford University, USA

1985: MSc., Stanford University, USA

1980: A.B., Collumbia College, USA

home

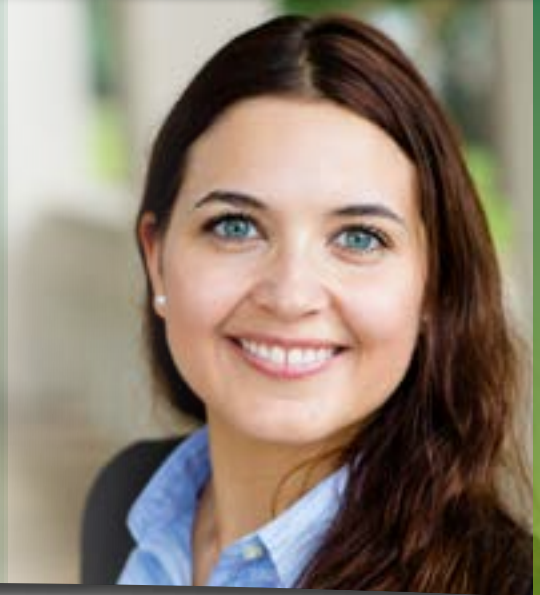
Melanie Milovac

Germany

Assistant Professor of Entrepreneurship and Family Enterprise

melanie.milovac@insead.edu

CAMPUS



Teaching

New Business Ventures (MBA), Entrepreneurship (PhD)

Research Areas

Social Psychology of Entrepreneurship, Entrepreneurship and Emotion, Emotional Cues in Forecasts and Perceptions of Entrepreneurs

Awards and Honours

2016: Kauffman Foundation Research Grant for "Facilitating Factors in Entrepreneurial Mentorship"

2016: Doctoral Consortium, West Coast Research Symposium on Entrepreneurship 2014: Cambridge Judge Business School Research Grant for "Affective Cues in Entrepreneurs' Idea Pitches and CEOs' Shareholder Letters"

2014: National Endowment for Science, Technology and the Arts Research Grant for "The Effects of Psychological Factors in Entrepreneurial Pitches"

2014: Recipient of Doctoral Fellowship Award for Visiting at University of Michigan, University of Cambridge

2014: Doctoral Development Award, University of Cambridge

2014: Best Poster, University of Cambridge, Economic and Social Research Council for "Positivity Makes for Poor Pitches: Entrepreneurs' Affect Shapes Investors' Evaluation and Support for Ideas"

2014: Best Paper Proceedings, Organizational Behavior Division, Academy of Management

2013: Outstanding Reviewer Award, Organizational Behavior Division, Academy of Management

2013: Cambridge Judge Business School Research Grant for "Emotion Expression in Organizations"

2012: Cambridge Judge Business School Research Grant for "Social Antecedents of Emotion Expression and Suppression in Work"

2011-2015: Full-time Doctoral Fellowship, University of Cambridge

2010-2011: Full-time Graduate Fellowship, German Academic Exchange Service (DAAD)

2010: Graduate Fellowship Grant for Visiting at Columbia Business School advised by M. W. Morris, Friedrich Ebert Foundation

2008-2010: Full-time Undergraduate Fellowship for B. Sc. in Psychology, Friedrich Ebert Foundation

External Activities

Ad Hoc Reviewing:
Strategic Management Journal
Organization Science

Professional Affiliations: Academy of Management (AoM); Interdisciplinary Network for Group Research (INGRoup); International Association for Conflict Management (IACM)

Former Positions

2015-2017: Post-Doctoral Researcher, Olin Business School, Washington University in St. Louis, USA

2014-2015: Pre-Doctoral Fellow, Stephen M. Ross School of Business, Management & Organizations, University of Michigan, USA

Education

2016: PhD in Management, University of Cambridge, United Kingdom

2011: Master in Innovation, Strategy and Organization, University of Cambridge, United Kingdom

2010: Bachelor of Science in Psychology, University of Heidelberg, Germany

Bachelor of Science, University of Heidelberg, Germany

home

Ivana Naumovska

Macedonia

Assistant Professor of Entrepreneurship and Family Enterprise

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CAMPUS

Teaching

Entrepreneurship, Organizational Theory.

Research Areas

Organizations; Sociology of Finance; Behavioural Strategy; Corporate Governance; Innovation Diffusion.

Selected Publications

- A Note on Event Studies in Finance and Management Research, *Review of Finance* 20, N° 4 (2016) 1659-1672 (with Abe de Jong).

Awards and Honours

2015: Best Dissertation Award, Erasmus University and the Dutch Royal Academy of Arts and Sciences

2014: Nomination for Best Conference Paper, Strategic Management Society Meeting, Madrid

2014: Talent Placement Award, Erasmus University

2011: Academic Excellence Award, Erasmus University

2010: Grant by the Dutch National Science Foundation, EUR 200,000.

External Activities

Ad Hoc Reviewer: *Academy of Management Journal, Strategic Management Journal, American Sociological Review, Management Science, Organization Science, Journal of Banking and Finance*.

Member of: Academy of Management, Strategic Management Society, European Group of Organization Studies, American Sociological Association, Society for the Advancement of Socio-Economics.

Education

2015: Postdoctoral Fellow, Kellogg School of Management, Northwestern University, USA

2014: PhD in Management (Cum Laude), Rotterdam School of Management, Erasmus University, Netherlands

2009: Master of Science in Finance (Cum Laude), Rotterdam School of Management, Erasmus University, Netherlands

2007: Bachelor of Science in Financial Economics (Cum Laude), Utrecht School of Economics, Utrecht University, Netherlands

Henning Piezunka

Germany

Assistant Professor of Entrepreneurship and Family Enterprise

henning.piezunka@insead.edu

CAMPUS

Teaching

New Business Venture; Entrepreneurship; PhD

Research Areas

Crowdsourcing, Competition, Relationship Management

Selected Publications

- Distant Search, Narrow Attention: How Crowding Alters Organizations' Filtering of Suggestions in Crowdsourcing, *Academy of Management Journal* 58, N° 3 (2015) 856-880 (with Linus Dahlander)
- Open to Suggestions: How Organizations Elicit Suggestions through Proactive and Reactive Attention, *Research Policy* 43, N° 5 (2014) 812-827 (with Linus Dahlander)
- All the Right Moves: How Entrepreneurial Firms Compete Effectively, *Strategic Entrepreneurship Journal* 6, N° 2 (2012) 116-132 (with Riitta Katila, Eric L. Chen)
- Technological Platforms; An Assessment of the Primary Types of Technological Platforms, their Strategic Issues and their Linkages to Organizational Theory, *Journal für Betriebswirtschaft* 61, N° 2-3 (2011) 178-178
- Complexity and Corporate Strategy in *Sage Handbook of Complexity and Management*, Sage (2011) 506-523 (with Eisenhardt Kathleen)

Awards and Honours

Deans' Commendation for Excellence in MBA Teaching, INSEAD: 2015J, 2016J, 2016D, 2017D

Nominated for Best Teacher in an MBA Elective, INSEAD: 2015J, 2016J, 2016D

Award for Best Teacher in an MBA Elective: 2016J, 2016D

External Activities

Ad hoc Reviewer: *Academy of Management Journa*l. Student representative for the Management Science & Engineering Department. Organized several research days for the Stanford Technology Ventures Group. Supported organizing a seminar co-hosted by the Stanford Institute for Economic Policy Research.

Former Positions

1998-2008: Co-founder and CEO, Consulting Piezunka & Schamoni - Information Technologies GmbH, Germany

Education

PhD Management Science and Engineering, Stanford University, USA

Master of Science, (Dipl. Kauf.), Universität Mannheim, Germany

Master of Science, Decision Science, London School of Economics, United Kingdom

home

Stanislav Shekshnia

Russian Federation, France

Senior Affiliate Professor of Entrepreneurship and Family Enterprise

stanislav.shekshnia@insead.edu

CAMPUS

Teaching

Leadership; Corporate Governance; Leadership Development.

Research Areas

Leadership and Governance at Emerging Markets and Companies.

Selected Publications

- Managing Business Corruption: Targeting Non-Compliant Practices in Systematically Corrupt Environments. *Slavonic and East European Review*, 95, N° 1 (2017) 151—174. (with A. Ledeneva, E. Denisova-Schmidt)
- The incumbents' View, *Ethical Boardroom Magazine*, Summer 2017, 42-43
- It's hard to hand the power over, *Harvard Business Review Russia* 4 (2017)
- The Practices of Boards Across the World, *INSEAD Knowledge* (2017)
- Rapid: CEO Succession, Case Study INSEAD Knowledge (2017)
- Aeroflot Turnaround: From the Airline to Avoid to the Passengers' Darling in Five Years. Case study. *INSEAD Knowledge* (2017)
- Gazprom Neft - A Quiet Transformation. Case study. *INSEAD Knowledge* (2017)
- *Coaching for Executives: How to Manage Free People*, Alpina Publishers (2010)

Awards and Honours

2014: Executive Education Awards for Outstanding Teaching, INSEAD

External Activities

Chairman of the Board, Russian Fishery (Russia), Independent Director, Novolipetsk Steel (Russia), Independent Director, NIS (Serbia), Senior Partner, Ward Howell International.

Former Positions

CEO, AlfaTelecom, Russia

CEO, Millicom International Cellular, Russia & CIS

COO, VimpelCom, Russian Federation

Director, Otis Elevator

Education

PhD, Organizational Behavior, Moscow State University, Russian Federation

Master of Arts, Economics, Moscow State University, Russian Federation

MBA, Northeastern University, USA

home

Ludo Van der Heyden

Belgium

The INSEAD Chaired Professor of Corporate Governance

Professor of Technology and Operations Management

Academic Director, INSEAD Corporate Governance Centre

ludo.van-der-heyden@insead.edu

CAMPUS

Teaching

Governance; Fair Process Leadership; Collaborative Team Dynamics; Business Model Innovation.

Research Areas

Fair Process Leadership; Governance; Business Model Innovation.

Selected Publications

- Towards a Theory of Business Model Change in *Business Model Innovation: The Organizational Dimension*, Nicolai J.Foss & Tina Saebi (Eds.), Oxford University Press (2015) (with José Santos, Bert Spector)
- Setting a Tone of Fairness at the Top, *Business Compliance* (2013)
- Tragedy on Everest, *INSEAD Case Study*, N° 5519 (2011) (with Morten T. Hansen, David Breashers, Elin Williams)
- Competition, Risk and Return in the US Grocery Industry, *Review of Marketing Science* 8, N° 2 (2010) (with Marcel Corstjens)
- A Model of Fair Process and its Limits, *Manufacturing and Services Operations Management* (2008) 1-17 (with Yaozhong Wu, Christoph Loch)
- What are Visa and Mastercard for and who are they really serving? *International Commerce Review: The ECR Journal* (2007)(with Arnd Huchzermeier)
- Fair Process: Striving for Justice in Family Business, *Family Business Review* 18, N° 1 (2005) 1-21 (with Christine Blondel, Randel Carlock)
- *Industrial Excellence: Management Quality in Manufacturing*, Springer (2003) (with Cédric Escalle Cédric, Arnd Huchzermeier, Christoph Loch, Luk Van Wassenhove)

Awards and Honours

2006: FBN Research Honours for the article “Fair Process: Striving for Justice in Family Firms” with Christine Blondel and Randel S. Carlock

2004: Mercurius Award from the Fedis Association (Belgium) for the article on the introduction of the Euro which was published in *International Commerce Review*.

2003: Distinguished Service Medal, Handelshochschule (Leipzig), Germany

2000: Outstanding Core Teacher Award

2000: First Honorary Professor of the recreated Handelshochschule (Leipzig), Germany

1996: Officer, Order of Leopold, Belgium

1992: Full Member, Operations Research Society of America.

External Activities

2015- present: Member Supervisory Board Fidéliance

2013-present: Founder and Board Member, Association du Développement des Plantes Aromatiques et Médicinales, Milly-la-Forêt (France)

2013-present : Member of the Advisory Board, Triple A Associates, Lausanne (Switzerland)

2005-present: Advisory Board Member Bencis Capital Partners

2005-2010: Board Member Comité pour la Langue du Droit Européen

2003-2010: Board Member, Van Meerbeek Metalen.

2002-present: Board Member, Nesbic Buyout Fund I.

2000-2005: Board Member, Southwing.

2000-2005: Member ECR Academic Advisory Board.

1996-1998: Director at Large, INFORMS.

1996-1998: Associate Editor, Operations Research.

Former Positions

2001-2004: Area Coordinator, INSEAD

2000-2009: Director of INSEAD’s Advanced Management Program, INSEAD

1995-1998: Chairman, INSEAD, France

1995-1997: Co-Chairman, INSEAD, France

1994-1999: Director, INSEAD Zentrum Leipzig, Germany , INSEAD, Germany

1990-1995: Co-Dean, INSEAD, France

1989-1990: PhD Programme Director; Associate Dean for R&D, INSEAD, France

1980-1989: Professor of Operations Research; Research Associate, School of Organization and Management, Yale University, USA

1978-1980: Assistant Professor of Public Policy, J.F. Kennedy School of Government, Harvard University, USA

Education

1979: PhD (with Distinction), Administrative Science, Yale University, USA

1974: Master’s Degree, Ingénieur Civil en Mathématiques Appliquées (Summa Cum Laude, with Congratulations of Jury), Université Catholique de Louvain, Belgium

Balagopal Vissa

India

Associate Professor of Entrepreneurship

balagopal.vissa@insead.edu

CAMPUS

Teaching

New Venture Formation and Growth; Entrepreneurial Leadership; Expert in Using Simulation based Approaches to Teach Entrepreneurship.

Research Areas

The people side of entrepreneurship: How founders build and leverage effective

teams and networks during inception, growth and exit stages of their ventures; entrepreneurship in emerging economies; the links between commercial entrepreneurship and social impact

Selected Publications

- How Do Entrepreneurial Founding Teams Allocate Task Positions? *Academy of Management Journal* 60, N° 1 (2017) (with HeeJung Jung, Micheal Pich)
- Modernizing without Westernizing: Social Structure and Economic Action in the Indian Financial Sector, *Academy of Management Journal* 58, N° 2 (2015) 511-537 (with Guoli Chen, Raveendra Chittoor)
- The Causes and Consequences of Churn in Entrepreneurs' Personal Networks,*Strategic Entrepreneurship Journal* 6, N° 3 (2012) 273-289 (with Suresh Bhagvathula)
- Agency in Action: Entrepreneurs' Networking Style and Initiation of Economic Exchange, *Organization Science* 23, N° 2 (2012) 492-510
- A Matching Theory of Entrepreneurs' Tie Formation Intentions and Initiation of Economic Exchange, *Academy of Management Journal* 54, 1 (2011) 137-158
- Business Group Affiliation and Firm Search Behaviour in India: Responsiveness and Focus of Attention, *Organization Science* 21, N° 3 (2010) 696-712 (with Henrich Greve, Weiru Chen)
- Leveraging Ties: The Contingent Value of Entrepreneurial Teams' External Advice Networks on Indian Software Venture Performance, *Strategic Management Journal* (2009) (with Aya Chacar)
- Are Emerging Economies Less Efficient? Business Group Affiliation and Performance Persistence, *Strategic Management Journal* 26, (2005) 933-946 (with Aya Chacar)

Awards and Honours

2017: Finalist, Best Entrepreneurship Paper Award – Organizational & Management Theory Division, Academy of Management

2009, 2011, 2016: Dean's Commendation for Excellence in MBA Teaching, INSEAD

2008: Finalist for the Best Paper Award - Strategic Management Society Conference at Cologne

2003: Finalist for the Carolyn Dexter Award of the Academy of Management for the paper "National Institutional Factors and the Persistence of Firm Performance"

2002: Best Paper Award, International Management Division, Academy of Management for "Are Emerging Economies

Less Efficient? Comparing Performance Persistence

in the U.S. and India", presented at the Annual Meeting

1999-2003: Av Birla India Centre Fellowship at the London Business School

1993: Awarded the B. S. Dua Memorial Prize, Indian Institute of Management, Calcutta

External Activities

Associate Editor – *Academy of Management Journal*

Associate Program Chair – Entrepreneurship & Strategy interest group of the Strategic Management Society. Editorial Review Board member for *Academy of Management Journal, Journal of International Business Studies, Global Strategy Journal; regular reviewer for Administrative Science Quarterly, Organization Science, Strategic Management Journal, Organizational Behaviour and Human Decision Processes, Management Science*.

Former Positions

2003-2010: Assistant Professor of Entrepreneurship, INSEAD

1993-1998: Commercial Manager, Hindustan Lever Limited, India

1990-1991: Sales Executive, HCL Limited, India

Education

2003: PhD, Management, London Business School, University of London, United Kingdom

1993: Diploma, PGDM, Indian Institute of Management, India

1990: MSc., Chemistry, Birla Institute of Technology and Science, India

1990: Bachelor in Engineering, Electrical and Electronics Engineering, Birla Institute of Technology and Science, India

Claudia Zeisberger

Singapore, Germany

Senior Affiliate Professor of Decision Sciences and Entrepreneurship and Family Enterprise

Academic Director, Global Private Equity Initiative (GPEI)

claudia.zeisberger@insead.edu

CAMPUS

Teaching

Private equity; Venture Capital; Managing Corporate Turnarounds; Risk Management; Hedge Funds & Alternative Investments.

Research Areas

The intricacies of Corporate Turnaround and Restructuring situations; Private Equity & Venture Capital – GP/ LP relationship; Financial market dynamics, in particular the Interplay of volatility, correlation & the behavior of crowds; Alternative investments; Trading simulation & Gamification; Risk Management with a focus on extreme market movements & liquidity.

Selected Publications

Books:

- *Mastering Private Equity – Transformation via Venture Capital, Minority Investments & Buyouts*, Wiley (2017) 328 p. (with Michael Prahl, Bowen White)
- *Private Equity in Action: Case Studies from Developed and Emerging Markets*, Wiley (2017) 348 p. (with Michael Prahl, Bowen White)

Articles & Case Studies:

- Hitting the Target: Optimizing a Private Equity Portfolio with Partners Group, *INSEAD Case Study*, N°6256 (2017) (with Anne-Marie Carrick, Bowen White)
- Differentiation Beyond Price: CD&R's Strategy in Acquiring Hussman, *INSEAD Case Study* N°6251 (2017) (with Peter Goodson, Kimberly McGinnis)
- INSEAD-Pevara Private Equity Navigator, *INSEAD GPEI Newsletter*, Apr 2017 (10th edition)
- Pro-invest: How to Launch a Private Equity Real Estate Fund, *INSEAD Case Study* N°6221 (2016) (with Anne-Marie Carrick, Bowen White)
- PE in Emerging Markets: Can Mekong Capital's Operating Advantage Boost the Value in its Exit from Golden Gate Restaurants? *INSEAD Case Study* N°6162 (2016) (with Peter Goodson, Kimberly McGinnis)
- Value Creation 2.0, *INSEAD Publication* 2016 (with Bowen White, Michael Prahl)
- Crisis at the Mill: Weaving an Indian Turnaround - Alvarez & Marsal, *INSEAD Case Study* N°6069 (2015) (with Anne-Marie Carrick, Sankar Krishan, Nikhil Shah)
- INSEAD-Pictet Report on The Institutionalization of Asian Family Offices, *INSEAD Publication* 2014 (with Bowen White, Michael Prahl)
- Rice from Africa for Africa: Duxton Asset Management and its Investment in Tanzanian Rice Farming, *INSEAD Case Study*, N°6007 (2014) (with Anindita Sharma, Michael Prahl)
- JPMorgan and the London Whale,*INSEAD Case Study*, N°6003 (2014) (with Andrew Chen)
- Slalom to the Finish: Carlyle's Exit from Moncler, *INSEAD Case Study*, N° 5969 (2013) (with Michael Prahl, Vikas A. Aggarwal)
- Going Direct: The Case of Teachers' Private Capital, *INSEAD Case Study*, N° 5993 (2013) (with Michael Prahl, Deepa Ramanathan)
- Chips on the Side: The Buy-Out of Avago Technologies (parts A & B), *INSEAD Case Study*, N° 5832 (2012) (with Michael Prahl, Vikas A. Aggarwal, Swati Sawjiany)
- Private Equity Exits in China and India, *INSEAD Working Paper* 2011/75/DS (2011) (with Michael Prahl, Alessandro Cannarsi)
- Demographic Forecasting Stock Market and Housing Trends in Japan and the United States Over the Past 50 Years and a Forecast for the Next 20 Years, *INSEAD Working Paper* 2010/90/DS (2011) (with David Munro)
- The Quest for Return, *INSEAD Case Study*, N°5712 (2010) (with Michael Prahl)
- Sula Vineyards: Indian Wine - Ce n'est pas possible! *INSEAD Case Study*, N°5668 (2010) (with Dhruv Narain, Romain Kapadia, Elizabeth Scott)
- Turning an Elephant into a Cheetah: The Turnaround of Indian Railways, *INSEAD Case Study* N°5623 (2009) (with Horacio Falcao, Claudia Gehlen)
- Beroni Group: Managing GP-LP Relationships, *INSEAD Case Study*, N°5594 (2009, revised 2014) (with Greg Blackwood, Andrew M. Ostrognai, Rob Johnson)

Awards and Honours

Winner 2015 EFMD Case Writing Competition, Indian Management Issues and Opportunities Category (with Anne-Marie Carrick, Sankar Krishnan, Nikhil Shah)

2010, 2011, 2012, 2013, 2014, 2015, 2016: Dean's Commendation for Excellence in MBA Teaching, INSEAD

External Activities

Advisor to PE firms, family offices, SWFs and financial regulators.

Former Positions

2005-2008: Adjunct Professor of Finance and Program Director of the Asia Pacific Institute of Finance, INSEAD

Pre- 2005: 16 years in investment banking & global markets

Adrian Buss

Germany

Assistant Professor of Finance

adrian.buss@insead.edu

CAMPUS

Teaching

Financial Markets and Valuation (MBA); Empirical Asset Pricing (PhD); Management Acceleration Program (ExecEd).

Research Areas

Theoretical and Empirical Asset Pricing; Incomplete Markets; Financial Market Frictions; International Finance; Financial Regulation; Institutional Investors.

Selected Publications

- The Intended and Unintended Consequences of Financial Market Regulations: A General-equilibrium Analysis, *Journal of Monetary Economics* 81(2016) 25-43 (with Bernard Dumas, Raman Uppal, Grigory Vilkov)
- Measuring Equity Risk with Option-Implied Correlations, *Review of Financial Studies* 25, N°10 (2012) 3113-3140 (with Grigory Vilkov)
- Capital Controls and Financial Stability: A Dynamic General Equilibrium Analysis in Incomplete Markets, *Working Paper* (2012)
- Financial-Market Equilibrium with Friction, *Working Paper* (2012) (with Bernard Dumas)
- Institutional Investors and Information Acquisition: Implications for Asset Prices and Informational Efficiency, Working Paper (2017) (with Matthijs Breugem)
- The Dynamics Properties of Financial-Market Equilibrium with Trading Fees, *Working Paper* (2017) (with Bernard Dumas)
- The Intended and Unintended Consequences of Financial-market Regulations: A General-equilibrium Analysis, *Journal of Monetary Economics* 81(2016) 25-43 (with Bernard Dumas, Raman Uppal, Grigory Vilkov)

Awards and Honours

2014: Young Innovators Award (Plansecur Financial Services)

2011: ECB Lamfalussy Fellowship

2011: Fondation Banque de France Research Grant (with Bernard Dumas, Raman Uppal, Grigory Vilkov)

2007-2010: JP Morgan Doctoral Scholarship in Finance

Education

2012: PhD, Finance, Goethe University Frankfurt, Germany

2007: Master of Science, Mathematics, Mannheim University, Germany

2007: Master of Science, Business Information Systems, Mannheim University, Germany

Jean Dermine

Belgium

Professor of Banking and Finance

jean.dermine@insead.edu

CAMPUS

Teaching

Bank Management.

Research Areas

European Banking; Value Creation and Risk Control (ALM); Banking Regulations; Banking Theory

Selected Publications

- Digital Banking and Market Disruption, A Sense of déjà vu? *Financial Stability Review*, Banque de France, N° 20, (2016)
- Basel III Leverage Ratio Requirement and the Probability of Bank Runs, *Journal of Banking and Finance* 53 (2015) 266-277
- *Bank Valuation and Value-based Management: Deposit and Loan Pricing, Performance Evaluation and Risk Management*, McGraw-Hill Education (2015)
- Bank Corporate Governance, Beyond the Global Banking Crisis, Financial Markets, Institutions & Instruments 22, N° 5 (2013) 259-281
- Fund Transfer Pricing for Deposits and Loans, Foundation and Advanced, *Journal of Financial Perspectives* 1, N°1 (2013)
- Banking Regulations after the Global Financial Crisis, Good Intentions and Unintended Evil, *European Financial Management* 19, N°4 (2013) 658-674
- *Asset & Liability Management - The Banker's Guide to Value Creation and Risk Control*, (2nd Ed.)FT Prentice Hall (2007 (with Youssef F. Bissada)
- Bank Loan Losses-Given-Default, a Case Study, *Journal of Banking and Finance* 30, N° 4 (2006) 1219-1243 (with Cristina Neto de Carvalho)

Awards and Honours

2012: External Research Fellow, Research Center in Banking and Finance, University of Surrey

2002: Best Teacher Award, INSEAD

1997: Deloitte and Touche Chair of Risk Management Research for the Financial Industry

1997: Laureate of the EIB Prize for the Essay "Eurobanking, a New World"

1996: Bertil Danielsson Guest Professor of Bank Management at the Göteborg School of Economics and at the Stockholm School of Economics

1984: Laureate of the BACOB Prize for Economics and Financial Research

1978: Rotary Foundation Fellow

1972: American Field Service Fellow

Former Positions

2006-2007: Visiting Scholar, Stern School of Business, New York University, USA

1994-1995: Professeur Invite (Part-Time), Institut de Gestion Bancaire et Financiere, Universite de Lausanne, Switzerland

1990-1991: Visiting Professor of Finance, Stern School of Business, New York University, USA

1985: Visiting Assistant Professor (Part-Time), Universite Catholique de Louvain, Belgium

1984: Visiting Assistant Professor of Finance, Wharton School, University of Pennsylvania, USA

Education

1982: PhD, Docteur ès Sciences Economiques, Université Catholique de Louvain, Belgium

1978: MBA, Cornell University, USA

Bernard Dumas

France

INSEAD Chaired Professor of Finance, Emeritus

Emeritus Professor of Finance

bernard.dumas@insead.edu

CAMPUS

Teaching

Empirical Asset Pricing (PhD); Foundations of Financial Economics (PhD); Investments (MBA).

Research Areas

International Finance: Capital Markets and Corporate Decisions; International Economics: Trade and Balance of Payments; Continuous-Time Dynamic Finance; Capital Markets; Corporate Finance.

Selected Publications

- Differences of Opinion and International Equity Markets, *Review of Financial Studies* 30, N° 3 (2017) 750-800 (with Karen K. Lewis, Emilio Osambela)
- The Intended and Unintended Consequences of Financial-Market Regulations: A General Equilibrium Analysis, *Journal of Monetary Economics* 81 (2016) 25-43 (with Adrian Buss, Raman Uppal, Grigory Vilkov)
- Hysteresis Bands on Returns, Holding Period and Transaction Costs, *Journal of Banking and Finance* 57 (2015) 86-100 (with Francisco Delgado, Giovanni W. Puopolo)
- Incomplete-Market Equilibria Solved Recursively on an Event Tree, *Journal of Finance* 67, N° 5 (2012) 1897-1940 (with Andrew Lyasoff)
- Equilibrium Portfolio Strategies in the Presence of Sentiment Risk and Excess Volatility, *Journal of Finance* 64, N° 2 (2009) 579-629 (with Alexander Kurshev, Raman Uppal)
- F&C, INSEAD Case Study, N°5419 (2007) (with Robert Jenkins)
- Watson Wyatt, INSEAD Case Study, N°5393 (2007) (with Catherine Lawton)
- Why Not Trade Pension Claims? *Financial Analysts Journal*, 63, 1 (2007), 46-54 (with J. SYZ
- Let Us Trade Pension Claims, *INSEAD Working Paper*, 2005/55/FIN (2005)
- Rothschild Bank AG, INSEAD Case Study, N°5265 (2005) (with Robert Kosowski)

External Activities

Chief Editor: *Finance Journal of the Association Française de Finance* (until 1985). Co-Editor: *Review of Financial Studies* (1997-2001), *Review of Finance* (2005-present). Associate Editor: *Journal of Banking and Finance* (until 1991), *Journal of International Business Studies* (until 1987), *Journal of International Financial Management and Accounting*, *European Economic Review* (until 1994), *Review of Financial Studies* (until September 1996), *European Financial Management*, *Journal of Multinational Financial Management*, *Journal of Business Research*, *The European Finance Review*, *The Journal of Finance* (June 2003-2012). Member of the Board: American Finance Association (1998-2001).

Former Positions

2006-2009: Professor of Finance, Swiss Finance Institute, Switzerland

1999-2006: Adjunct Professor of Finance, Wharton School, University of Pennsylvania, USA

1999-2006: Professor of Finance, INSEAD, France

1997-1998: Visiting Professor, London Business School, United Kingdom

1995-1997: Director, Centre for Economic Policy Research, United Kingdom

1992-1999: Research Associate, Delta, France

1992-1999: Research Professor of Finance, Duke University, USA

1991-2009: Research Fellow, Centre for Economic Policy Research, United Kingdom

1985-1993: Professor of Finance, Wharton School, University of Pennsylvania, USA

1985-2009: Research Associate, National Bureau of Economic Research, USA

1982: Visiting Professor, University of California, Berkeley, USA

1981-1999: Professor, HEC School of Management, France

1980: Visiting Professor, Columbia University, USA

1978: Visiting Associate Professor, Wharton School, University of Pennsylvania, USA

1976-1980: Adjunct then Associate Professor, Ecole Supérieure des Sciences Economiques et Commerciales (ESSEC), France

1973-1975: Assistant Professor, Columbia University, USA

Education

1973: PhD, Columbia University (New York), USA

1970: MSc., Columbia University (New York), USA

1969: Licence, Faculté des Sciences Economiques de Paris, France

1969: Engineer, Ecole Centrale de Paris, France

Lily Hua Fang

Singapore

The AXA Chaired Professor in Financial Market Risk

Associate Professor of Finance

lily.fang@insead.edu

CAMPUS

Teaching

Corporate Finance; Private Equity; Alternative Investments.

Research Areas

Financial Institutions; Private Equity; Analyst Research; Mutual/ Hedge Funds; Media and Financial Markets.

Selected Publications

- Intellectual Property Rights Protection, Ownership, and Innovation: Evidence from China, *Review of Financial Studies* (forthcoming) (with Josh Lerner, Chaopeng Wu)
- The Disintermediation of Financial Markets: Direct Investing in Private Equity, *Journal of Financial Economics* 116, N° 1 (2015) 160-178 (with Victoria Ivashina, Josh Lerner)
- Does Media Coverage of Stocks Affect Mutual Funds' Trading and Performance?, *Review of Financial Studies* 27, N° 12 (2014) 3441-3466 (with Joel Peress)
- Are Stars' Opinions Worth More? The Relation between Analyst Reputation and Recommendation Values, *Journal of Financial Services Research* 46, N° 3 (2014) 235-269 (with Ayako Yasuda)
- Competitive Dynamics in Forecasting: The Interaction of Skill and Uncertainty, *Journal of Behavioral Decision Making* 26, N° 4 (2013) 375-384(with Theodoros Evgeniou, Natalia Karelaia, Robin M. Hogarth)
- The Effectiveness of Reputation as a Disciplinary Mechanism in Sell-side Research, *Review of Financial Studies* 22, N° 9 (2009) 3735-3777 (with Ayako Yasuda)
- Media Coverage and the Cross-section of Stock Returns, *Journal of Finance* 64, N° 5 (2009) 2023-2052 (with Joel Peress)
- Investment Bank Reputation and the Price and Quality of Underwriting Services, *Journal of Finance* 60, N° 6 (2005) 2729-2761

Awards and Honours

2009, 2013, 2016: Dean's Commendation of Excellence in MBA Teaching, INSEAD

2002: Finalist, Lehman Brothers Fellowship for Research Excellence in Finance

1998-2003: Dean's Scholarship for Distinguished Merit, The Wharton School, University of Pennsylvania

Former Positions

2003-2012: Assistant Professor of Finance, INSEAD

2001: Advanced and Professional Degree Intern, McKinsey and Company, USA

1996: Intern, The Coles Group of Actuaries and Consultants, Canada

Education

2003: PhD, Finance, The Wharton School, University of Pennsylvania, USA

2000: MSc., Finance, The Wharton School, University of Pennsylvania, USA

1997: BSc., Management System Science, Simon Fraser University, Canada

1994: International Baccalaureate Diploma, College of the Pacific, Canada

Federico Gavazzoni

Italy

Assistant Professor of Finance

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CAMPUS

Teaching

International Financial Management (MBA) and Finance Foundations of Financial Economics (PhD)
Empirical Asset Pricing (PhD).

Research Areas

Asset Pricing; International Finance; Macroeconomics and Monetary Policy.

Selected Publications

- Currency Risk Factors in a Recursive Multi-CountryEconomy, *Journal of Finance* (forthcoming) (with Riccardo Colacito, Mariano Croce, Robert Ready)
- Monetary Policy and the Uncovered Interest Rate Parity Puzzle, R&R *Journal of Finance* (with David K. Backus, Chris Telmer and Stanley E. Zin))
- International R&D Spillovers and Asset Prices, *Working Paper* (with Ana Maria Santacreu)
- Currency Risk and Pricing Kernel Volatility, *Working Paper* (with Batchimeg Sambalaibat, Chris Telmer)
- Nominal Frictions, Monetary Policy, and Long-Run Risk, *INSEAD Working Paper* 2012/97/FIN (2012)

Awards and Honours

2013-14, 2014-15, 2015-16, 2016-17: Deans' Commendation for Excellence in MBA Teaching 2013/14, INSEAD

2012: Alexander Henderson Award for Excellence in Economic Theory, Carnegie Mellon University

2009: American Finance Association Student Travel Grant

2006-2007: Marc Vellrath Fellowship, Carnegie Mellon University

2006-2009: William Larimer Mellon Fellowship, Carnegie Mellon University

Former Positions

2005: Credit Sales and Structuring, JP Morgan Chase & Co, United Kingdom

2003: Business Development Manager Assistant, Australian Consulate General, Italy

Education

2012: PhD, Carnegie Mellon University, USA

2008: Master of Science, Carnegie Mellon University, USA

2005: Master of Science, Birkbeck College, United Kingdom

2004: Bachelor of Arts, Bocconi University, Italy

Sergei Glebkin

Russian Federation

Assistant Professor of Finance

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CAMPUS

Teaching

Corporate Financial Policy

Research Areas

Asset Pricing; Market Microstructure; Information Economics

Selected Publications

- Strategic Trading without Normality, working paper
- Liquidity vs. Information Efficiency, working paper
- Capital Market Equilibrium with Competition among Institutional Investors, working paper (with Dmitry Makarov)

Awards and Honours

2014-2016: London School of Economics Teaching Fellow

2014-2016: Paul Woolley Centre Scholarship, London School of Economics

2011-2014: Economic and Social Research Council Scholarship, Economic and Social Research Council

2011 Best Graduate Teaching Assistant, New Economic School

External activities

Referee: *Review of Economic Studies*

Education

2016: PhD, Finance, London School of Economics and Political Science, United Kingdom

2011: Master of Arts, Economics, New Economic School, Russian Federation

2010: Master of Science, Physics, Moscow State University, Russian Federation

2008: Bachelor of Science, Physics, Moscow State University, Russian Federation

Naveen Gondhi

India

Assistant Professor of Finance

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CAMPUS

Teaching

Financial markets and Valuation (MBA)

Research Areas

Information frictions in Finance; Asset pricing, Macroeconomics

Selected Publications

- Rational Inattention, Misallocation, and Asset Prices, working paper
- When transparency improves, must prices reflect fundamentals better? *Revise and resubmit, Review of Financial Studies* (with Snehal Banerjee and Jesse Davis)

Awards and Honours

2016- WFA Cubist Strategy award

2015: AFA travel grant

2011–2016: Kellogg School of Management Fellowship

2005-2009: MCM Scholarship, IIT Madras

Former Positions

2009-2011: Researcher, Center for Analytical Finance, Indian School of Business, India

Education

2016: PhD, Finance, Kellogg School of Management, USA

2014: MS, Finance, Northwestern University, USA

2009: Bachelor of Technology, Electrical Engineering, Indian Institute of Technology Madras, India

Gabriel Hawawini

France

Emeritus Professor of Finance

gabriel.hawawini@insead.edu

CAMPUS

Teaching

Corporate Finance.

Research Areas

Performance of Firms and Industries; Valuation and Risk Estimation; Corporate Finance; Financial Markets and Institutions.

Selected publications

- *The Internationalization of Higher Education and Business Schools: A Critical Review*, Springer (2016)
- *Finance for Executives: Managing for Value Creation*, Cengage Learning (5th Ed.) (2015) (with Claude Viallet)
- Is Performance Driven by Industry- or Firm-specific Factors? A Reply to McNamara, Aime and Vaaler, *Strategic Management Journal* 26, N° 11 (2005) 1083-1086 (with Subramanian Venkat, Paul Verdin)
- The Home Country in the Age of Globalization: How Much Does it Matter for Firm Performance?, *Journal of World Business* 39, N° 2 (2004) 121-135 (with Paul Verdin,Subramanian Venkat)
- Equity Price Behavior: Some Evidence from Markets around the World, *Journal of Banking and Finance* 18, N° 4 (1994) 603-620
- Seasonality in the Risk-Return Relationship: Some International Evidence, *Journal of Finance* 42, N° 1 (1987) 49-68 (with Albert Corhay, Pierre Michel)
- Friction in the Trading Process and the Estimation of Systematic Risk, *Journal of Financial Economics* 12, N° 2 (1983) 263-278
- A Mean-Standard Deviation Exposition of the Theory of the Firm Under Uncertainty, *The American Economic Review*(1978) 263-278

Awards and Honours

2011: Dean's Commendation of Excellence in MBA Teaching, INSEAD

2010: Honorary Doctorate, American University in Cairo

2006: The Chief Executive Leadership Award presented by The Council for Advancement and Support of Education

2005: Honorary Doctorate, The Art Center College of Design (California)

2005: French Legion of Honour

2005: Honorary Doctorate, The University of Liège, Belgium

2004: ecch Case Award

2004: Fulbright Award for Global Business Education

1988: Helen Kardon Moss Anvil Award for Excellence in Teaching, The Wharton School, University of Pennsylvania

1982: Presidential Award for Distinguished Faculty Scholarship, City University of New York

External Activities

Member of the Board of Editors: *Japan and the World Economy*, and *Journal of International Finance*.

Advisor: AlphaOne Partners LLP.

Trustee: the University of the People.

Advisory Board Member: Carnegie Mellon University Qatar, and the American University in Cairo.

On MIT Corporation Visiting Committee for the Sloan School of Management.

Former Positions

2000-2006: Dean, INSEAD

1998-2000: Associate Dean, INSEAD

1996-2013: The Henry Grunfeld Chaired Professor of Investment Banking

1988-1994: Director General, Euro Asia Center, INSEAD

1982-2017: Professor of Finance, INSEAD

1980-1982: Professor of Finance, City University of New York, USA

1979-1980: Associate Professor of Finance, City University of New York, USA

1977-1979: Assistant Professor of Finance, New York University, USA

Education

1977: PhD, New York University, USA

1974: MBA, New York University, USA

1972: MSc., Chemical Engineering Degree, Ecole Nationale Superieure de Chimie de Toulouse, France

1971: MSc., Organic Chemistry, University of Toulouse, France

Pekka Hietala

Finland

Professor of Finance

Chair, Finance Area

pekka.hietala@insead.edu

CAMPUS

Teaching

Corporate Finance; Investments; International Finance; Options.

Research Areas

Corporate Finance; Market Efficiency Tests; Option Pricing; International Finance.

Selected Publications

- What is the Price of Hubris? Using Takeover Battles to Infer Overpayments and Synergies, *Financial Management* 32, N° 3 (2003) 5-31 (with Steven Neil Kaplan, David T. Robinson)
- The Ex-Dividend Day Behaviour of Finnish Restricted and Unrestricted Shares *Applied Economic Letters* 2, N° 12 (1995) 467-468 (with Matti Keloharju)
- The Efficiency of the Finnish Market for Rights Issues, *Journal of Banking and Finance* 18, (1994) 895-920
- Rights Issues for Companies with Dual-Class Shares, *Journal of Multinational Financial Management* 3, N° 3/4 (1993) 103-124
- Equity Markets and Personal Taxation: The Ex-Dividend Day Behaviour of Finnish Stock Prices, *Journal of Banking and Finance* 14, N° 2-3 (1990) 327-350
- Asset Pricing in Partially Segmented Markets: Evidence from the Finnish Market, *Journal of Finance* 44, N° 3 (1989) 697-718

Awards and Honours

2013-14, 2014-15, 2015-16: Executive Education Awards for Outstanding Teaching, INSEAD

2013-14, 2014-15, 2015-16: Executive Education Awards for Outstanding Programme Direction, INSEAD

1989, 1991, 1996, 2013 and 2017: Outstanding MBA Teacher Award, INSEAD

1988: Greenwich Capital Markets Prize for the Best Paper in the Area of Investments at the AFA Meetings

Former Positions

1994-1995: Visiting Associate Professor, University of Chicago, USA

Education

1989: MSc., Industrial Engineering, Helsinki University of Technology, Finland

1987: PhD, Finance, Stanford University, USA

1985: Master of Arts, Economics, Stanford University, USA

1981: MBA, Helsinki School of Economics, Finland

Pierre Hillion

France

The de Picciotto Chaired Professor of Alternative Investments

Professor of Finance

Program Director of the INSEAD-Macquarie Master of Finance

pierre.hillion@insead.edu

CAMPUS

Teaching

Capital Markets; Investments; Asset Management; Corporate Finance; Hedge Funds and Alternative Investments.

Research Areas

Market Microstructure; Empirical Asset Pricing; Corporate Finance; International Finance.

Selected Publications

- Derivatives and Funding Value Adjustments: A Simple Corporate Finance Approach, *INSEAD Working Paper*, 2017/46/FIN (2017)
- The Ex-ante Rebalancing Premium, *INSEAD Working Paper*, 2016/15/FIN (2016
- International Portfolio Diversification: Revisited, *Journal of International Money and Finance* 31, N° 5 (2012) 1249-1278 (with Esther Eiling, Bruno Gerard, Frans De Roon)
- Aquasure: Project Finance - Victorian Desalination Plant, *INSEAD Case Study*, N° 5827 (2012) (with Jean Wee)
- Public-Private Partnerships: The Project Financing of the Indiana Toll Road, *INSEAD Case Study*, N° 5828 (2012) (with Jean Wee)
- Diversification Benefits of Funds of Hedge Funds: Identifying the Optimal Number of Hedge Funds, *Journal of Alternative Investments* 10, N° 2 (2007) (with Anne-Valerie Amo, Hélène Harasty)
- Death Spiral Convertibles, *Journal of Financial Economics* 71, N° 2 (2004) 381-415 (with Theo Vermaelen)
- The Manipulation of Closing Prices, *Journal of Financial Markets* 7, N° 4 (2004) 351-375 (with Matti Suominen)
- Local Parametric Analysis of Derivatives Pricing, *Journal of Financial Markets* 6, N° 4 (2003) 573-605
- IPO Post-Issue Markets: Questionable Predilections but Diligent Learners?, *Review of Economics and Statistics* 83, N° 2 (2001) 333-347 (with Peter Bossaerts)

Awards and Honours

2016, 2015, 2014: Deans' Commendation for Excellence in MBA Teaching, INSEAD

2013: Winner of MBA Elective Courses, INSEAD

2011: Best Teacher Award in the MBA Programme, INSEAD

2011: Dean's Commendation for Excellence in MBA Teaching, INSEAD

2010 Winner of 2011 EFMD Case Writing Competition (with Jean Wee)

2007: Best Teacher Award in the MBA Programme, INSEAD

2006: Best Paper Award, Journal of Financial Markets

2000: Inquire Research Grant

1998: BSI Gamma Foundation Research Grant

1997: CEPR Research Fellow

1997: ECMI Grant

1996: NATO Fellowship for paper "The Formation of the Opening Price in the Paris Bourse: an Empirical Study of Walrasian Tatonnement and Preplay Communication", with Biais Bruno and Spatt Chester

1993: Mathematical Finance Best Paper Award (3rd prize) for "A Test of a General Equilibrium Stock Option Pricing Model"

1992: Q. Group Award for research project "An Empirical Analysis of the Limit Order Book and the Order Flow in the Paris Bourse", with Biais Bruno and Spatt Chester

Former Positions

1995-1996: Visiting Associate Professor of Finance, Unviersity of California, Los Angeles (UCLA), USA

1994-1995: Visiting Associate Professor, California Institute of Technology, USA

Education

1988: PhD, Finance, University of California, Los Angeles (UCLA), USA

1981: Diploma, DEA, Finance, Université de Paris-Dauphine, France

1980: MBA, Ecole des Hautes Etudes Commerciales (HEC), France

Kevin Kaiser

Canada

Professor of Management Practice

Director, ABN AMRO Managing for Value Research Fund

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CAMPUS

Teaching

Corporate Finance; Value Creation in Corporate Restructuring; Value-Based Management.

Research Areas

Corporate Finance; Management of Financial Distress; Value Creation in Corporate Restructuring; Value-Based Management.

Selected Publications

- The Hazards of Growth, *Journal of Applied Corporate Finance* 27, N° 3 (2015) 88-95 (with S. David Young)
- *Becoming A Top Manager: Tools and Lessons in Transitioning to General Management*, Wiley (2015) 296 p. (with Michael Pich, I. J. Schecter)
- Managing for Value 2.0, *Journal of Applied Corporate Finance* 26, N° 1 (2014) 8-19 (with S. David Young)
- The Blue Line Imperative: A Radical New Approach to Value-Based Leadership, *European Business Review* (2013) (with S. David Young)
- *The Blue Line Imperative: What Managing for Value Really Means*, John Wiley and Sons (2013) 320 p. (with S. David Young)
- Need Cash? Look Inside your Company, *Harvard Business Review* (2009) (with S. David Young)
- The Value Creation Imperative: A User Guide for Managers in the New World, *INSEAD Working Paper* 2009/53/FIN (2009)
- Agency Costs and Strategic Considerations Behind Sell-offs: The UK Evidence, *European Financial Management* 7, N° 3 (2001) 319-349 (with A. Stouraitis)

Awards and Honours

2014: Executive Education Awards for Outstanding Teaching, INSEAD

2014: Executive Education Awards for Outstanding Programme Direction, INSEAD

2013: Winner of EMBA Non-core Course, INSEAD

2007: EMBA Best Teacher Award, Elective Course (Finance), INSEAD

MBA Best Teacher Award, Electives (2004, 2005 (twice), 2006 (twice), 2007, 2008 and 2010), INSEAD

External Activities

Founder/Principal of AmphiA, a company serving numerous multinationals in their efforts to build cultures and organizations driven toward value creation. Advisory Board member, bfinance, a company improving the access to objective, transparent and competitively structured finance, cash management and asset management services

Former Positions

Consultant, McKinsey and Company

2002: Principal and VP Product Development, bfinance.com

1995-1996: Faculty, Kellogg Graduate School of Management, Northwestern University, USA

1992-1997: Assistant Professor, INSEAD, France

Education

1996: PhD, Finance, Kellogg Graduate School of Management, Northwestern University, USA

1986: Bachelor of Arts, Economics, University of Western Ontario, Canada

John Kuong

China / Macau

Assistant Professor of Finance

john.kuong@insead.edu

CAMPUS

Teaching

Corporate Financial Policy (MBA); Financial Intermediation and Banking (PhD)

Research Areas

Financial Intermediation; Banking; Corporate Finance.

Selected Publications

- Self-fulfilling Fire Sales: Fragility of Collateralised Short-term Debt Markets *Working Paper*
- Mortgage securitisation and foreclosure, *Working Paper* (with Jing Zeng)

Awards and Honours

2015: Winner of Best Paper Award, UniCredit & Universities Foundation, “Self-fulfilling Fire Sales: Fragility of Collateralised Short-term Debt Markets”

2014: Winner of Deutsche Bank Prize in Financial Risk Management and Regulation, Deutsche Bank

2014: LSE Class Teaching Awards, London School of Economics

2011-2014: London School of Economics Teaching Fellowship

2009-2013: London School of Economics PhD Scholarship

2007-2008: Alexandre Yersin Scholarship, Consulate General of France in Hong Kong

2007, 2010: Postraduate Scholarship, Macau Tertiary Education Service Office

Education

2014: PhD, London School of Economics, United Kingdom

2008: Master of Science, Toulouse School of Economics , France

2007: Bachelor of Business Admin., University of Macau, China

Finance

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Pascal Maenhout

Belgium

Associate Professor of Finance

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CAMPUS

Teaching

Corporate Financial Policy and Derivatives (MBA and EMBA); Financial Markets and Valuation (EMBA); Foundations of Financial Economics (PhD).

Research Areas

Asset Pricing; Portfolio Choice; Continuous Time Finance; Derivatives; Credit Risk; Risk Management.

Selected Publications

- The World Price of Jump and Volatility Risk, *Journal of Banking and Finance* 37, N° 2 (2013) 518-536 (with Joost Driessen)
- Does Skin in the Game Matter? Director Incentives and Governance in the Mutual Fund Industry, *Journal of Financial and Quantitative Analysis* 44, N° 6 (2009) 1345-1373 (with Martijn Cremers, Joost Driessen, David Weinbaum)
- The Price of Correlation Risk: Evidence from Equity Options, *Journal of Finance* 64, N° 3 (2009) 1377-1406 (with Joost Driessen, Grigory Vilkov)
- Individual Stock-option Prices and Credit Spreads, *Journal of Banking and Finance* 32, N° 12 (2008) 2706-2715 (with Martijn Cremers, Joost Driessen, David Weinbaum)
- Explaining the Level of Credit Spreads: Option-Implied Jump Risk Premia in a Firm Value Model, *Review of Financial Studies* 21, N° 5 (2008) 2209-2242 (with Martijn Cremers, Joost Driessen)
- An Empirical Portfolio Perspective on Option Pricing Anomalies, *Review of Finance* 11, N° 4 (2007) 561-603 (with Joost Driessen)
- Robust Portfolio Rules and Detection-Error Probabilities for a Mean-Reverting Risk Premium, *Journal of Economic Theory* 128, N° 1 (2006) 136-163
- Consumption and Portfolio Choice over the Life-Cycle, *Review of Financial Studies* 18, N° 2 (2005) 491-533 (with Joao Cocco, Francisco Gomes)

Awards and Honours

2013: Winner of EMBA Core Course, INSEAD

2009: MBA Core Course Best Teacher Award, INSEAD

2008: Institut Europlace Award for Best Young Researcher in Finance

2007: EMBA Best Teacher Award, Core

Course: Finance, INSEAD

2003: Barclays Global Investors Prize for the Best Paper in the EFA Symposium on Empirical Derivatives Research

2002-2006: MBA Core Course Best Teacher Award, INSEAD

2002: BSI Gamma Grant

2001: Inquire Europe Grant

2000: BACOB ARTESIA Prize for Research on Financial Economics

1999: Allyn Young Prize for Excellence in Teaching, Harvard University

External Activities

Research Affiliate, Centre for Economic Policy Research (CEPR), Financial Economics Programme, London.

Former Positions

2000-2007: Assistant Professor of Finance, INSEAD

Education

2000: PhD, Economics, Harvard University, USA

1998: Master of Arts, Economics, Harvard University, USA

1995: Licence, Economische Wetenschappen, Summa Cum Laude with Congratulations of the Board of Examiners, Katholieke Universiteit Leuven, Belgium

Massimo Massa

Italy

The Rothschild Chaired Professor of Banking
Professor of Finance
Co-Director of the Hoffmann Research Fund

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CAMPUS

Teaching

Corporate Finance: International Finance (MBA, EMBA, Executives); Applied Corporate Finance (MBA, EMBA, MFIN, Executives); Mergers and Acquisitions (MBA, MFIN, Executives); Governance: Value Creation and Governance (Executives); Behavioral Finance: Behavioral Strategies for Asset Managers and Managers; Asset Management: Investment Strategies (Executives), Strategic Industrial Positioning (Executives); PhDs: Information Economics, Behavioral Finance, Applied Corporate Finance.

Research Areas

Information in Financial Markets; Mutual Funds; Corporate Finance; Behavioural Finance.

Selected Publications

- Family Ownership, Country Governance, and Foreign Portfolio Investment, *Journal of Empirical Finance* 41 (2017) 96-115 (with Andriy Bodnaruk, Vijay Yadav)
- Bondholder Concentration and Credit Risk: Evidence from a Natural Experiment, *Review of Finance* 20, N° 1 (2016) 127-159 (with Alberto Manconi, Lei Zhang)
- Investor Sentiment and Mutual Fund Strategies, *Journal of Financial and Quantitative Analysis* 50, N° 4 (2015) 699-727 (with Vijay Yadav)
- The Invisible Hand of Short Selling: Does Short Selling Discipline Earnings Management? *Review of Financial Studies* 28, N° 6 (2015) 1701-1736 (with Bohui Zhang, Hong Zhang)
- Style Representation and Portfolio Choice, *Journal of Financial Markets* 23 (2015) 1-25 (with Andrei Simonov, Anders Stenkrona)
- The Variety of Maturities Offered by Firms and Institutional Investment in Corporate Bonds, *Review of Financial Studies* 27, N° 7 (2014) 2219-2266 (with Nishant Dass)
- Investor Base and Corporate Borrowing: Evidence from International Bonds, *Journal of International Economics* 92, N° 1 (2014) 95-110 (with Alminas Zaldokas)
- Alliances and Corporate Governance, *Journal of Financial Economics* 107, N° 3 (2013) 671-693 (with Andriy Bodnaruk, Andrei Simonov)
- The Role of Institutional Investors in Propagating the Crisis of 2007–2008, *Journal of Financial Economics* 104, N° 3 (2012) 491-518 (with Alberto Manconi, Ayako Yasuda)
- Do Small Shareholders Count?, *Journal of Financial Economics* 101, N° 3 (2011) 641-665 (with Eugene Kandel, Andrei Simonov)

Awards and Honours

2013-14: Deans' Commendation for Excellence in MBA Teaching 2013/14, INSEAD

2013: Winner of 2013 MBA Elective Course, INSEAD

2012: Winner of UniCredit & Universities Business School Research Project Funding

2011: Dean's Commendation for Excellence in MBA Teaching, INSEAD

2007: Inquire Europe, Research Grant Competition, "The Effects of Organizational Structure in Asset Management"

2005: Sarnat Prize for Best Paper in the Journal of Banking and Finance

2005: Q Group, Research Competition Project: "The Rise of Teams in Asset Management"

2005: Gamma Foundation, Research Competition Project: "How Does Historical Interaction Affect Investor Portfolio Choice? College Interaction, Familiarity Bias and Stock Market Bubbles"

2003: Inquire Europe, Research Grant Competition Project: "Disposition Bias and Asset Prices"; "Strategic Behavior of Mutual Fund Families"; "Behavioral Biases and Investment"

2002: Gamma Foundation, Research Competition Project: "Heterogeneity of Trade and Stock Returns. Evidence from Index Funds Investors"

Former Positions

2005-2007: Associate Tenured Professor of Finance, INSEAD, France

2004: Visiting Scholar, Wharton School, University of Pennsylvania, USA

2002: Co-Director of Center for International Financial Services, INSEAD, France

2000: Director of Financial Data Center, INSEAD, France

1999-2000: Visiting Fellow, Yale School of Management, USA

1998-2005: Assistant Professor of Finance, INSEAD, France

1990-1997: Researcher, Monetary and Financial Markets Division, Bank of Italy, Italy

Education

1998: PhD, Financial Economics, Yale University, USA

1993: Master of Philosophy, Financial Economics, Yale University, USA

1992: MBA, School of Organization and Management, Yale University, USA

1989: Bachelor of Arts, Luiss University, Italy

Joel Peress

France

Claude Janssen Chair in Business Administration

Professor of Finance

joel.peress@insead.edu

CAMPUS

Teaching

Applied Corporate Finance; Capital Markets; Asset Management; Derivatives; Risk Management; Foundations of Financial Economics.

Research Areas

The generation and diffusion of information in financial markets, with applications to asset pricing, portfolio theory, mass media and economic growth.

Selected Publications

- Does Media Coverage of Stocks Affect Mutual Funds' Trading and Performance?, *Review of Financial Studies* 27, N° 12 (2014) 3441-3466 (with Lily Hua Fang)
- Learning from Stock Prices and Economic Growth, *Review of Financial Studies* 27, N° 10 (2014) 2998-3059
- The Media and the Diffusion of Information in Financial Markets: Evidence from Newspaper Strikes, *Journal of Finance* 69, N° 5 (2014) 2007-2043
- Do Demand Curves for Currencies Slope Down? Evidence from the MSCI Global Index Change, *Review of Financial Studies* 23, N° 4 (2010) 1681-1717 (with Harald Hau and Massimo Massa)
- Product Market Competition, Insider Trading and Stock Market Efficiency, *Journal of Finance* 65, N° 1 (2010) 1-43
- Media Coverage and the Cross-section of Stock Returns, *Journal of Finance* 64, N° 5 (2009) 2023-2052 (with Lily Hua Fang)
- The Tradeoff Between Risk Sharing and Information Production in Financial Markets, *Journal of Economic Theory* 145, N° 1 (2010) 124-155
- Information versus Entry Costs: What Explains U.S. Stock Market Evolution?, *Journal of Financial and Quantitative Analysis* 40, N° 3 (2005) 563-594
- Wealth, Information Acquisition and Portfolio Choice, *Review of Financial Studies* 17 N° 3 (2004) 879-914

Awards and Honours

2015: Winner of Prix EIF 2015 du meilleur article d'actualité, Institut Europlace de Finance and Institut Louis Bachelier

Winner of the 2014 EFMD Competition in the category "Finance and Banking" (with Denis Gromb)

2012: Winner of Best published paper Award, Institut Louis-Bachelier and Institut Europlace

2011: Winner of the "Best young researcher in Finance" prize awarded by the l'Institut Louis-Bachelier and l'Institut Europlace de finance

2010, 2009: Winner of the Smith Breeden Prize (Distinguished Paper) for the best paper published in the *Journal of Finance*

2009: Dean's Commendation for Excellence

in MBA Teaching

2005, 2012: Institut Europlace Award for the best published paper

2003: NYSE Best Paper Award, Midwest Finance Association Meetings

2001: Marie Curie Post-Doctoral Fellowship

1997-2000: University of Chicago Century Fellowship

1997: French Ministry of Research Fellowship

1996: Erasmus Doctoral Fellowship

Former Positions

2009-16: Associate Professor of Finance, INSEAD

2013-14 Visiting scholar, Marshall School of Business, Univ. of Southern California

2001-08: Assistant Professor of Finance, INSEAD

2007-08: Visiting Professor of Finance, London School of Economics, United Kingdom 2006: Visiting scholar, Princeton University

2001: Post Doctoral student, Financial Markets Group, London School of Economics, United Kingdom

1998 & 1999: Summer Associate, Lehman Brothers

Education

2000: PhD, Economics, University of Chicago, USA

1996: Master of Philosophy in Economics, London School of Economics, United Kingdom

1995: Masters in Economics, DELTA, France

1994: Bachelor's Degree, Ecole Polytechnique, France

Urs Peyer

Switzerland

Dean of Degree Programs

Associate Professor of Finance

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CAMPUS

Teaching

Corporate Governance: Financial Aspects (MBA); Empirical Corporate Finance (PhD); Finance for Executives (Executive Education).

Research Areas

Empirical Corporate Finance; Corporate Governance; Executive Compensation; Firm Diversification; Internal Capital Markets; Share Repurchases.

Selected Publications

- Political Affiliation and Dividend Tax Avoidance: Evidence from the 2013 Fiscal Cliff, *Journal of Empirical Finance* 35 (2016) 136-149 (with Theo Vermaelen)
- The Best-Performing CEOs in The World, *Harvard Business Review* 91, N° 1 (2013) 81-95 (with Morten T. Hansen, Herminia Ibarra)
- Financial Misrepresentation and Its Impact on Rivals, *Financial Management* 41, N° 4 (2012) 914-945 (with Eitan Goldman, Irina Stefanescu)
- The CEO Pay Slice, *The Journal of Financial Economics* 102, N° 1 (2011) 199-221 (with Lucian Bebchuk, Martijn Cremers)
- The Best-Performing CEOs in The World, *Harvard Business Review* 88, N° 1 (2010) 104-113 (with Herminia Ibarra, Morten T. Hansen)
- Lucky CEOs and Lucky Directors, *Journal of Finance* 65, N° 6 (2010) 2363-2401 (with Lucian Bebchuk, Yaniv Grinstein)
- The Nature and Persistence of Buyback Anomalies, *Review of Financial Studies* 22, N° 4 (2009) 1653-1745 (with Theo Vermaelen)
- Takeover Defenses and Competition: The Role of the Stakeholders, *Journal of Empirical Legal Studies* 5, N° 4 (2008) 791-818 (with Martijn Cremers, Vinay Nair)

Awards and Honours

2014: Executive Education Awards for Outstanding Teaching, INSEAD

2010: AESC Award for Research on Leadership and Corporate Governance

2004: Best Paper Award, European Finance

Association Meetings

2003: BSI Gamma Research Award

2001: Trefftz Award for Best Student Paper,

Western Finance Association Meetings

2001: Outstanding PhD Student Award, Kenan-Flagler Business School, USA

1997: Heinrich Medicus PhD Scholarship

External Activities

Reviewer for various journals.

Education

2001: PhD, Finance, Kenan-Flagler Business School, University of North Carolina at Chapel Hill, USA

1996: Lic.rer.pol., Université de Berne, Switzerland

home

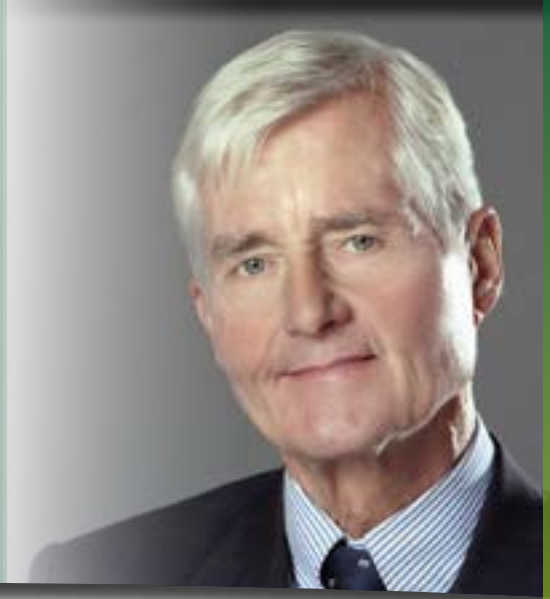
Lee Remmers

USA

Emeritus Professor of Finance

lee.remmers@insead.edu

CAMPUS



Teaching

Corporate Finance: Financial Analysis; Capital Investment Decision Analysis; Valuation of Companies and Corporate Securities; Corporate-Risk Management (Foreign Exchange, Interest-Rate Risk, Commodity Risk)

Research Areas

Corporate Finance; Corporate Risk Management; Business Simulations; Multimedia Teaching Applications.

Selected Publications

- FORAD, International Financial Management Simulation, INSEAD (2004)
- International Financial Management: 35 Years Later – What Has Changed?, *International Business Review* 13, N° 2 (2004) 155-180
- If Foresight were as Clear as Hindsight... Managing Currency Fluctuations, *European Management Journal* 9, N° 3 (1991) 247-254
- International Financial Management Research: Where it has Been, Where it Should Go in *Proceedings of the International Symposium on Recent Developments in Business Management Research* (1986)

External Activities

Corporate Finance Seminars/Executive Development Programmes in France, Switzerland, Germany, Netherlands, Spain, Portugal, Japan, Singapore, China, Philippines, Australia, United States, Canada, Bulgaria, Mexico, Senegal. Consulting activities in Australia, Taiwan.

Education

1967: PhD, Manchester University, United Kingdom

1962: MBA, INSEAD, France

1953: BSc., University of California-Berkeley, USA

Lucie Tepla

Netherlands

Affiliate Professor of Finance

lucie.tepla@insead.edu

CAMPUS

Teaching

Business Foundations; Corporate Financial Policy; Derivatives; Fixed Income; Credit Markets; Asset Management.

Research Areas

Portfolio Choice; Risk Management; Derivatives; Credit Risk.

Selected Publications

- Risk Management with Benchmarking, *Management Science* 52, N° 4 (2006) 542-557 (with Alex Shapiro, Suleyman Basak)
- Optimal Investment with Minimum Performance Constraints, *Journal of Economic Dynamics and Control* 25, N° 10 (2001) 1629-1646
- Optimal Portfolio Policies with Borrowing and Shortsale Constraints, *Journal of Economic Dynamics and Control* 24, N° 11-12 (2000) 1623-1639
- Optimal Hedging and Valuation of Non-traded Assets, *European Finance Review* 4, N° 3 (2000) 231-252

Former Position

2004-2005: Visiting Professor/Lecturer, London Business School, United Kingdom

1997: Associate, Cornerstone Research, USA

1993: Summer Associate, Credit Suisse, Switzerland

1992: Summer Associate, Barclays de Zoete Wedd (BZW), United Kingdom

Education

1997: PhD, Engineering-Economic Systems and Operations Research, Stanford University, USA

1991: MBA, Finance and Accounting, William E. Simon Graduate School of Business,

University of Rochester, USA

1989: Bachelor of Arts, Management Science with Computing Honours, University of Kent, United Kingdom

home

Theo Vermaelen

Belgium

The UBS Chair in Investment Banking, endowed in honour of Henry Grunfeld

Professor of Finance

theo.vermaelen@insead.edu

CAMPUS

Teaching

Corporate Financial Policy (MBA); Financial Markets and Valuation (MBA); Ethics and Finance (MBA); Advanced International Corporate Finance (Executive Education).

Research Areas

Corporate Finance; Share Repurchase; Death Spirals; IPOs; all Option Enhanced Reverse Convertible (COERC).

Selected Publications

- Share Buybacks and Gender Diversity (with Theos Evgeniou) Journal of Corporate Finance (2017, forthcoming)
- Political Affiliation and Dividend Tax Avoidance: Evidence from the 2013 Fiscal Cliff, Journal of Empirical Finance 35 (2016) 136-149 (with Urs Peyer)
- Contingent Capital: The Case of COERCs *Journal of Financial and Quantitative Analysis* 49, N° 3 (2014) 541-574 (with George Pennacchi, Christian Wolff)
- Acquisition Finance and Market Timing, *Journal of Corporate Finance* 25 (2014) 73-91 (with Moqi Xu)
- The Nature and Persistence of Buyback Anomalies, *Review of Financial Studies* 22, N° 4 (2009) 1659-1691 (with Urs Peyer)
- Mimicking Repurchases, *Journal of Financial Economics* 84, N° 3 (2007) 624-666 (with Massimo Massa, Zahid Rehman)
- The Many Facets of Privately a Share Repurchases, *Journal of Financial Economics* 75, N° 2 (2005) 361-395 (with Urs Peyer)
- Death Spiral Convertibles, *Journal of Financial Economics* 71, N° 2 (2004) 381-415 (with Pierre Hillion)

Awards and Honours

2012: Winner of Garp Risk Management Research Award, European Financial Management Association (with George Pennacchi, Christian Wolff)

2004: Best Conference Paper Award, EFA meetings

1998: European Finance Case of the year, ecch

1996: Best Case in Financial Management, EFMD

1996: Best of the Best Papers Award, FMA meetings

1996 & 1998: Outstanding Teacher Award, INSEAD

1992: American Institutional Investor Award

External Activities

Programme Director: Amsterdam Institute of Finance 1998-2003. Portfolio Manager, KBC Equity Buyback Fund.

Program advisor, Amsterdam Institute of Finance since 2000. Co-manager of PV buyback USA fund

Former Positions

Visiting Professor, University of Chicago, USA

Visiting Professor, London Business School, University of London, United Kingdom

Visiting Professor, University of California, Los Angeles (UCLA), USA

1982-1987: Associate Professor, Katholieke Universiteit Leuven, Belgium

1979-1981: Assistant Professor, University of British Columbia, Canada

Education

1980: PhD, University of Chicago, USA

1976: MBA, University of Chicago, USA Bachelor's Degree, Commercial Engineer, Katholieke Universiteit Leuven, Belgium

Claude Viallet

France

Emeritus Professor of Finance

claude.viallet@insead.edu

CAMPUS

Research Areas

Corporate Finance; International Asset Pricing.

Selected Publications

- *Finance for Executives: Managing for Value Creation*, South Western College Publishing (2007) (with Gabriel Hawawini)
- Equity Risk Premia and the Pricing of Foreign Exchange Risk, *Journal of International Economics* 33, N° 3-4 (1992) 199-219 (with Robert Korajczyk)
- An Empirical Investigation of International Asset Pricing, *Review of Financial Studies* 2, N° 4 (1990) 553-585 (with Robert Korajczyk)
- Compensation and Wealth Transfers in the French Nationalizations, 1981-1982, *Journal of Financial Economics* 17, N° 2 (1986) 273-312 (with Herwig Langohr)
- Industry Influence on Corporate Working Capital Decisions, *Sloan Management Review* 27, N° 4 (1986) 15-24 (with Gabriel Hawawini, A. Vora)
- An Assessment of the Risk and Return of French Common Stocks, *Journal of Business, Finance and Accounting* 10, N° 3 (1983) (with Gabriel Hawawini, Pierre Michel)
- *Théorie du portefeuille: analyse du risque et de la rentabilité*, Presses Universitaires de France (1977) (with Florin Aftalion)

Former Positions

1993-present: Visiting Professor of Finance, J. L. Kellogg Graduate School of Management, Northwestern University.

1976-1978: Finance Manager, Securitas France

1964-1971: Project Manager, Elf Aquitaine, France

Education

1976: PhD, Finance, Northwestern University, USA

1972: MSc., Chemical Engineering, University of Wisconsin, USA

1963: Engineering Degree, Institut du Génie Chimique, France

home

Bart Zhou Yueshen

China

Assistant Professor of Finance

bart.yueshen@insead.edu

CAMPUS

Teaching

Information Economics (PhD) and Financial Market Valuation (MBA)

Research Areas

Operation, Organization, and Regulation of Financial Securities Markets.

Awards and Honours

2017: Best paper award at 14th Annual Conference in Financial Economics Research by Eagle Labs.

2015: TCW best paper award at China International Conference in Finance (CICF), Shenzhen, China. Best paper award at Finance Down Under 2015, Melbourne, Australia.

2014: Cubist Systematic Strategies Ph.D. Candidate Award for Outstanding Research; Ph.D. premium, FEWEB, VU University

2013: Best high-frequency trading paper at 11th International Paris Finance Meeting

2011: Tinbergen Institute Scholarship

Education

2014: PhD, VU University Amsterdam, Netherlands

2011: MPhil Finance, The University of Amsterdam, Netherlands

2009: Bachelor of Economics and Finance, The University of Hong Kong, Hong Kong

Paulo Albuquerque

Portugal / USA

Associate Professor of Marketing

paulo.albuquerque@insead.edu

CAMPUS

Teaching

Managing Customer Value and Distribution Channels; Econometric Models in Marketing.

Research Areas

Product Usage; Online Consumer Search; Children Products and Education.

Selected Publications

- The Probit Choice Model under Sequential Search with an Application to Online Retailing, *Management Science* (Forthcoming, with Jun B. Kim and Bart J. Bronnenberg).
- Evaluating Promotional Activities in an Online Two-Sided Market of User-Generated Content, *Marketing Science* 31, N° 3 (2012) 406-432 (with Polykarpos Pavlidis, Kay-Yut Chen, Udi Chatow, I Zainab Jamal)
- Measuring the Impact of Negative Demand Shocks on Car Dealer Networks, *Marketing Science* 31, N° 1 (2012) 4-23 (with Bart J. Bronnenberg)
- Mapping Online Consumer Demand, *Journal of Marketing Research* 48, N°1 (2011) 13-27 (with Jun B. Kim, Bart J. Bronnenberg)
- Online Demand under Limited Consumer Search, *Marketing Science* 29, N° 6 (2010) 1001-1023 (with Jun B. Kim, Bart J. Bronnenberg)
- Estimating Demand Heterogeneity Using Aggregated Data: An Application to the Frozen Pizza Category, *Marketing Science* 28, N°2 (2009) 356-372 (with Bart J. Bronnenberg)
- A Spatio-temporal Analysis of Global Diffusion of ISO 9000 and ISO 14000 Certification, *Management Science* 53, N°.3 (2007) 451-468 (with Bart J. Bronnenberg, Charles J. Corbett)

Awards and Honours

2012: Teaching Excellence Award (from the MBA class of 2013)

2011: Provost's Multidisciplinary Award, University of Rochester

2011: MSI Young Scholar

2001-2005: PhD Degree Fellowship from Science and Technology Foundation, Ministry of Science, Technology and Graduate Education, Portugal

2001-2004: Graduate Students Summer Fellowship, UCLA

External Activities

Reviewer for *Marketing Science*, *Journal of Marketing Research*, *Management Science*, *Journal of Industrial Economics*, *Journal of Applied Economics*, *Information Systems Research*.

Former Positions

2013-2014: Faculty Director of the Core Full-Time MBA Program, Simon School of Business, University of Rochester, Rochester, USA

2012-2014: Associate Professor of Marketing (without tenure), Simon School of Business, University of Rochester, Rochester, USA

2006-2012: Assistant Professor of Marketing, Simon School of Business, University of Rochester, Rochester, USA

1998-2001: Teaching Assistant, Portuguese Catholic University, Lisbon, Portugal

1998-1999: Trade marketing Manager, Warner Lambert - Adams Division, Portugal

1997-1998: Product Manager Trainee, Warner Lambert Consumer Healthcare, Portugal

1996-1997: Partner and Consultant, A. Albuquerque, Lda., Portugal

Education

2006: PhD, Management - Marketing, University of California Los Angeles, USA

1998: Business Management Degree, Universidade Católica Portuguesa, Portugal

Reinhard Angelmar

Austria

The Salmon and Rameau Fellow of Healthcare Management, Emeritus

Emeritus Professor of Marketing

reinhard.angelmar@insead.edu

CAMPUS

Teaching

Marketing Management; Pharmaceutical Marketing

Research Areas

Pharmaceuticals; New Product Development and Innovation; Marketing Management.

Selected Publications

- Vaccine Marketing in *Innovation and Marketing in Pharmaceutical Industry International* (Series in Quantitative Marketing Vol. 20), M. Ding, J. Eliashberg, S. Stremersch (Eds.) Springer (2014) 365-423 (with Pierre A. Morgon)
- Building Strong Condition Brands, *Journal of Medical Marketing* 7, N° 4 (2007) 341-351 (with Sarah Angelmar, Liz Kane)
- The Rise and Fall of Baycol/Lipobay, *Journal of Medical Marketing* 7, N° 1 (2007) 77-88
- Global New Product Development in *The INSEAD-Wharton Alliance on Globalizing*, Cambridge University Press (2004)
- Top Management Team Diversity and Firm Performance: Examining the Role of Cognitions, *Organization Science* 11, N° 1 (2000) 21-34 (with Martin Kilduff, Ajay Mehra)
- Cognition in Organizational Analysis: Who's Minding the Store?, *Organization Studies* 14, (1993) 347-374 (with Susan C. Schneider)
- Market Structure and Research Intensity in High Technological Opportunity Industries, *Journal of Industrial Economics* 34, N° 1 (1985) 69-79
- The Development of a Content Analytic System for the Analysis of Bargaining Communication in Marketing, *Journal of Marketing Research* 15, N° 1 (1978) 93-102 (with Louis W. Stern)

Awards and Honours

1975-1976: Honorable Mention, American Marketing Association Dissertation Competition

1998: Overall Winner, European Case Awards, ecch, (with Pinson Christian)

1971-1973: Scholar of the Fondation Nationale pour l'Enseignement de la Gestion

des Entreprises, (FNEGE), Paris

1969-1971: Northwestern University Scholarship

1968-1969: Fulbright Scholarship

External Activities

Member of Editorial Advisory Board: *International Journal of Pharmaceutical and Healthcare Marketing*.

Former Positions

1989-2011: Professor of Marketing, INSEAD

1977-1989: Associate Professor of Marketing, INSEAD

1988: Visiting Professor, Stockholm School of Economics, Sweden

1982: Visiting Scholar, Sloan School of Management, Massachusetts Institute of Technology, USA

1974-1977: Assistant and Associate Professor, ESSEC, France

Education

1976: PhD, Kellogg School of Management, Northwestern University, USA

1971: MBA, Kellogg School of Management, Northwestern University, USA

1968, Diplomkaufmann, WU (Wirtschaftsuniversität Wien)

Ziv Carmon

Israel, Poland

Dean of Research

The Alfred H. Heineken Chair in Marketing

Professor of Marketing

ziv.carmon@insead.edu

CAMPUS

Teaching

Behavioral Economics; Market Driving Strategies; Customer Insight; Understanding & Influencing Customers; Customer Centricity, Marketing Management, Discover Israel: Start-up Nation.

Research Areas

Judgement and Decision Making; When Less is More; Commercial Placebos; Unintended Effects of Marketing Actions; Status Quo; Value; Consumers Experiences.

Selected Publications

- Warnings of Adverse Side Effects Can Backfire Over Time, *Psychological Science* 24, N° 9 (2013) 1842-1847 (with Steinhart, Yael, Yaacov Trope)
- For Whom is Parting with Possessions more Painful? Cultural Differences in the Endowment Effect, *Psychological Science* 21, N° 12 (2010) 1910-1917 (with Haiyang Yang, Carl Falk, Adam Hajo, Wendi Adair, Yumi Endo, Steve Heine)
- The Dissociation Between Monetary Assessments & Predicted Utility, *Marketing Science* 27, (2008) 1055-1065 (with Dan Ariely)
- Commercial Features of Placebo and Therapeutic Efficacy, *The Journal of the American Medical Association* 299, (2008) 1016-1017 (with Rebecca L. Waber, Baba Shiv, Dan Ariely)
- Indeterminacy and Live Television, *Journal of Consumer Research* 32, (2006) 487-495 (with Joachim Vosgerau, Klaus Wertenbroch)
- Placebo Effects of Marketing Actions: Consumers May Get What They Paid For, *Journal of Marketing Research* 42, (2005) 383-393 (with Baba Shiv, Dan Ariely)

Awards and Honours

2017: Competitive Research Grant of S$650,000, for the RCT study Promoting Green Mobility Every year since 2011: Dean's Commendation for Excellence in MBA Teaching, INSEAD

Every year since 2011: Dean's Commendation for Excellence in MBA Teaching, INSEAD

2010: Winner, O'Dell Award, (Journal of Marketing Research paper having made the most significant long-term contribution)

2010: Winner, Marketing Science Institute & Association of Consumer Research Competition on Shopper Marketing Research

2009 & 2006: Finalist (twice) of the Journal of Consumer Research's Best Article Award

2006: Runner Up, Green Award, (Journal of Marketing Research paper showing greatest potential to contribute to research in marketing)

2006: Citation of Research Excellence, Emerald Management Reviews, (awarded to the top 50 of 15,000 peer-reviewed management papers)

2005: Outstanding Reviewer Award, Journal of Consumer Research

External Activities

Consulting Editor: *Journal of Behavioral Decision Making*. Associate Editor: *Journal of Marketing Research* (2006-2010). Editorial Board Member: *Journal of Consumer Research*, *Journal of Consumer Psychology*, *Internaional Journal of Research in Marketing*, *Journal of Marketing Behavior* among others. Frequent Guest Editor, Area Editor, & Reviewer for various journals, international funding organisations, dissertation awards, promotion & tenure cases at leading universities. International Advisory Board Member, Association of Consumer Research.

Former Positions

1993-2000: Assistant, then Associate Professor, Fuqua School of Business, Duke University, USA

Education

1993: PhD & MS in Business Administration, University of California-Berkeley, USA

1986: BSc., Industrial Engineering and Management (Cum Laude), Technion, Israel

Pierre Chandon

France

The L'Oréal Chaired Professor of Marketing - Innovation and Creativity

Professor of Marketing

Director, INSEAD Sorbonne University Behavioural Lab

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CAMPUS

Teaching

Marketing Management; Brand Management.

Research Areas

Food and Obesity; Perceptual Biases; Packaging; Habits; Intentions-Behaviour link; Point-of-Purchase Marketing.

Selected Publications

- Does Red Bull Give Wings to Vodka? Placebo Effects of Marketing Labels on Perceived Intoxication and Risky Attitudes and Behaviors, *Journal of Consumer Psychology*, (2017) (with Yann Cornil and Aradhna Krishna)
- Accuracy of Less: Natural Bounds Explain Why Quantity Decreases Are Estimated More Accurately than Quantity Increases, *Journal of Experimental Psychology*: General 146, N° 2 (2017) 250-268 (with Nailya Ordabayeva)
- Pleasure as a Substitute for Size: How Multisensory Imagery Can Make People Happier with Smaller Food Portions, Journal of Marketing Research, 53, N° 5 (2016) 847-64 (with Yann Cornil)
- In the Eye of the Beholder: Visual Biases in Package and Portion Size Perceptions, *Appetite* 103 (2016) 450-457 (with Nailya Ordabayeva)
- Slim by Design: Redirecting the Accidental Drivers of Mindless Overeating, *Journal of Consumer Psychology* 24, N° 3 (2014) 413-431 (with Brian Wansink)
- From Fan to Fat? Vicarious Losing Increases Unhealthy Eating but Self-Affirmation is an Effective Remedy, *Psychological Science* 24, N° 10 (2013)1936-1946 (with Yann Cornil)
- Predicting and Managing Consumers' Package Size Impressions, *Journal of Marketing* 77, N° 5 (2013) 123-37 (with Nailya Ordabayeva)
- When Does the Past Repeat Itself? The Interplay of Behavior Prediction and Personal Norms, *Journal of Consumer Research*, 38, N° 3 (2011) 420-430 (with Ronn J. Smith, Vicki G. Morwitz, Eric R. Spangenberg, David E. Sprott)
- Getting Ahead of the Joneses: When Equality Increases Conspicuous Consumption among Bottom-Tier Consumers *Journal of Consumer Research* 38, N° 1 (2011)27-41 (with Nailya Ordabayeva)

Awards and Honours

Winner of 2017 Dominique Héau Award for Inspiring Education Excellence at INSEAD

Winner of 2016 Outstanding Contribution to the Case Method, The Case Centre

Overall Winner 2016 Case Awards, The Case Centre (with Haiyang Yang)

2015: Winner of Best Paper Award, La Londe Conference in Marketing Communications and Consumer Behavior (with Yann Cornil)

2012: Winner, O'Dell award for the most significant, long-term contribution to marketing theory, methodology, and/or practice

2012: Overall Winner, European Case Clearing House (ecch) Awards, "Renova Toilet Paper: Avant-garde Marketing in a Commoditized Category" (with Yakov Bart, Steven Sweldens, Raquel Seabra de Sousa)

2009-2011, 2014: Dean's Commendation for Excellence in MBA Teaching, INSEAD

2009-today: Dean's Commendation for Excellence in MBA Teaching, INSEAD (every year)

2010: Finalist, Marketing Science Institute/H. Paul Root Award for the best paper published in the Journal of Marketing in 2009.

2010: Winner, Journal of Consumer Research Best Paper Award.

2008: Overall Winner, European Case Clearing House (ecch) Awards, "Unilever in Brazil"

2007: Overall Winner, ecch Awards, "Diesel for Successful Living"

2007: Winner, Marketing Category, ecch Awards, "Unilever in Brazil"

2006: Winner, Marketing Category, ecch Awards, "Diesel for Successful Living"

2006: MSI/H. Paul Root Award (honourable mention), best managerial contribution for article published in Journal of Marketing (2005)

External Activities

Editorial Board Member: *Journal of Consumer Research*, *Journal of Marketing*, *Recherche et Applications en Marketing*, *Journal of Marketing Behavior, Journal of Marketing Research, Journal of Consumer Psychology*. Associate Editor: Association for Consumer Research Conference. Elected to the board of the Association for Consumer Research (2013-present).

Former Positions

2011-2012: Visiting Scholar,Harvard Business School.

2005-2006: Visiting Assistant Professor, The Wharton School, University of Pennsylvania, USA

2004-2005: Visiting Assistant Professor, Kellogg School of Management, Northwestern University, USA

1998-1999: Asssitant Professor, London Business School, University of London, United Kingdom

1997-1998: Assistant Professor, Kenan-Flagler Business School, University of North Carolina at Chapel Hill, USA

Education

1998: PhD, Marketing (Doctorat en Sciences de Gestion), Groupe HEC, France

1993: MSc., Marketing, Universite de Paris IX Dauphine, France

1992: ESSEC Dipl., France

Amitava Chattopadhyay

India

The GlaxoSmithKline Chaired Professor of Corporate Innovation

Professor of Marketing

Chair, Marketing Area

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CAMPUS

Teaching

Branding; Customer Focus; Communication Strategy; International Marketing Strategy; Strategies at the Bottom of the Pyramid.

Research Areas

Branding, Creativity and Innovation; Aesthetics and Product Design; Marketing in Emerging Economies.

Selected Publications

- Does Your Company Have the Right Logo? How and Why Circular and Angular Logo Shapes Influence Brand Attribute Judgments, *Journal of Consumer Research* 42, N° 5 (2016)
- Pursuing Attainment versus Maintenance Goals: The Interplay of Self-Construal and Goal Type on Consumer Motivation, *Journal of Consumer Research* 42, N° 1 (2015) 93-108 (with Haiyang Yang, Antonios Stamatogiannakis)
- The Offer Framing Effect: Choosing Single versus Bundled Offerings Affects Variety Seeking, *Journal of Consumer Research* 41, N° 4 (2014) 953-964 (with Mauricio Mittelman, Eduardo Bitencourt Andrade, Miguel Brendl)
- Defensive Reactions to Slim Female Images in Advertising: The Moderating Role of Mode of Exposure, *Organizational Behavior & Human Decision Processes* 120, N° 1 (2013) 37-46 (with Fang Wan, Tamara L. Ansons, Jason P. Leboe)
- *The New Emerging Market Multinationals: Four Strategies for Disrupting Markets and Building Brands*, Mc Graw-Hill (2012) 320 p. (with Rajeev Batra, Aysegul Ozsomer)
- A Global Brand Management Roadmap, *International Journal of Research in Marketing* 29, N° 1 (2012) 1-4 (with Rajeev Batra, Aysegul Ozsomer, Frenkel ter Hofstede)
- Unconscious Creativity: When can Unconscious Thought Outperform Conscious Thought?, *Journal of Consumer Psychology* 22, N° 4 (2012) 573-581 (with Haiyang Yang, Kuangjie Zhang, Darren W. Dahl)
- The Interaction of Creativity Training and Extrinsic Rewards on New Product Development, *Journal of Marketing* 75 (2011) 53-67 (with James E. Burroughs, Darren W. Dahl, C. Page Moreau, Gerald J. Gorn)

Awards and Honours

2017: Invited to nominate candidates for The Sveriges Riksbank Prize in Economic Sciences in Memory of Alfred Nobel

2017: Faculty, 5th AMA Sheth Foundation Doctoral Consortium in India

2016: Invited to nominate candidates for The Sveriges Riksbank Prize in Economic Sciences in Memory of Alfred Nobel

2016: Faculty, 51st AMA Sheth Foundation Doctoral Consortium

2016: Faculty, 4th AMA Sheth Foundation Doctoral Consortium in India

2015: Senior Fellow, Research Centre for Emerging Market Studies: CEIBS

2015: Faculty, 50th AMA Sheth Foundation Doctoral Consortium

2014: Faculty, 2nd AMA Sheth Foundation Doctoral Consortium in India

2013: Faculty, 1st AMA Sheth Foundation Doctoral Consortium in Africa

2013: Faculty, 48th AMA Sheth Foundation Doctoral Consortium

2012: Winner of Best Business Book in Strategy, business+strategy for The New Emerging Multinationals (with R. Batra, A. Ozsomer

2012: Winner of 2011 EFMD Case Writing

Competition, Latin American Business Cases Category (with Betania Tanure, Nina Paavola)

2011: Fellow, The Institute on Asian Consumer Insight

2010: Winner of Prix Académique Syntec Conseil en Management

2009: Faculty, 44th AMA Sheth Foundation Doctoral Consortium

External Activities

Editorial board member at the *Journal of Marketing, Journal of Consumer Research, Journal of Consumer Psychology, International Journal of Research in Marketing, Journal of the Academy of Marketing Science, Long Range Planning, Canadian Journal of Administrative Sciences, and International Journal of Emerging Markets.*

Former Positions

1994-1999: Associate Professor, University of British Columbia, Canada

1991-1994: Associate Professor, McGill University, Canada

1986-1991: Assistant Professor, McGill University, Canada

Education

1986: PhD, Graduate School of Business, University of Florida, USA

1981: Diploma, PGDM, Indian Institute of Management, India

1977: BSc., Chemistry, Jadavpur University, India

Markus Christen

Switzerland

Associate Professor of Marketing

markus.christen@insead.edu

CAMPUS

Teaching

Marketing Strategy; Pricing Strategy; Customer Strategy.

Research Areas

Marketing Strategy; Innovation and Market Entry Strategy; Marketing of Information Products; Managerial Decision Making.

Selected Publications

- Competitive Pricing of Information: A Longitudinal Experiment, *Journal of Marketing Research* 44, N° 1 (2007) 42-56 (with Miklos Sarvary)
- Job Satisfaction, Job Performance and Effort: A Re-Examination Using Agency Theory, *Journal of Marketing* 70, N° 1 (2006) 137-150 (with Ganesh Iyer, David A. Soberman)
- Cost Uncertainty is Bliss: The Effect of Competition on the Acquisition of Cost Information on New Product Pricing, *Management Science* 51, N° 4 (2005) 668-676
- Keeping Up With the Joneses: Analyzing the Effect of Income Inequality on Consumer Borrowing, *Quantitative Marketing and Economics* 3, N° 2 (2005) 145-173 (with Morgan Ruskin)
- PIMS and the Market Share Effect: Biased Evidence versus Fuzzy Evidence in *PIMS in Retrospect and Prospect: Essays in Honour of B. Buzzell*, P. Farris, M. Moore (Eds.), Batten Foundation and Marketing Science Institute (2004) (with Hubert Gatignon)
- Sustainable Pioneering Advantage? Profit Implications of Market Entry Order, *Marketing Science* 22, N° 3 (2003) 371-392 (with William Boulding)
- First-Mover Disadvantage: New Research Reveals the Surprisingly High Cost of Being a Pioneer, *Harvard Business Review* 79, N° 9 (2001) 20-21 (with William Boulding)
- Using Market-Level Data to Understand Promotion Effects in a Non-Linear Model, *Journal of Marketing Research* 35, N° 3 (1997) 322-334 (with Sachin Gupta, John C. Porter, Richard Staelin, Dick Wittink)

Awards and Honours

2010: ecch Award for “Ford Ka: The Market Research Problem (A)” (with David A. Soberman)

2004: Nomination: Outstanding Teacher Award, Elective Course MBA Programme, INSEAD

2003: Nomination: Outstanding Teacher Award, Core Course MBA Programme, INSEAD

2002: Finalist, William F. O’Dell Award for Journal of Marketing Research article published in 1997

Former Positions

1996-2006: Assistant Professor of Marketing, INSEAD

1993-1996: Instructor, Duke University, USA

1990-1991: Marketing Manager, Weidmann AG, Switzerland

1989: Consultant, Lucas Industries, United Kingdom

1984-1987: Production Engineer, Cerberus AG, Switzerland

Education

1996: PhD, Fuqua School of Business, Duke University, USA

1989: MBA, University of Oregon, USA

1984: MSc., Mechanical Engineering, Swiss Federal Institute of Technology (ETH), Switzerland

Marcel Corstjens

Belgium

The Unilever Chaired Professor of Marketing, Emeritus

Emeritus Professor of Marketing

marcel.corstjens@insead.edu

CAMPUS

Teaching

Marketing Strategy; Branding; Retail and Distribution.

Research Areas

Marketing Strategy; Innovation and Market Entry Strategy; Retailing, Social Media, Marketing Insight, New Products, Value Creation and Value Capture.

Selected Publications

- *Good Pharma: How Marketing Creates Value in Pharma*, Publisher: Marcel Corstjens (2014) 284 p. (with Edouard Demeire)
- The Power of Evil The Damage of Negative Social Media Strongly Outweigh Positive Contributions, *Journal of Advertising Research* 52, N° 4 (2012) 433-449 (with Andris Umblijs)
- Retail doesn't Cross Borders: Here is Why and What to Do about it, *Harvard Business Review* 90 (2012) 104-111 (with Rajiv Lal)
- Conservatism in Marketing Resource Allocation Decisions, *Journal of Advertising Research* 51 (2011) 356-372 (with Andris Umblijs)
- Competition, Risk and Return in the US Grocery Industry, *Review of Marketing Science* 8 (2010) 1-26 (with Ludo Van der Heyden)
- New Product Success in the Pharmaceutical Industry, *Economics of Innovation and Technology Management* 14, N° 4 (2005) 319-331 (with Edouard Demeire and Ira Horowitz)
- Optimal Marketing, *Harvard Business Review* 81 (2003) 114-122 (with Merrihue Jeffrey)
- *Storewars: the Battle for Mind Space and Shelf Space*, J. Wiley, (1999) (with Judith Corstjens) translated in French, Japanese, Russian, Portuguese and Spanish.

Awards and Honours

Quoted as a leading contributor to major scholarly journals among academics across all the management sciences in France (1998, *Organization Studies*, Vol. 19, No. 5, pp. 863-81). The study is based on a 12-year period of Social Sciences Citation Index (1981-92).

1990 and 1996: Best Teacher Award, INSEAD 1978: First Prize, Doctoral Dissertation Competition, American Marketing Association

External Activities

Past Area Editor *Marketing Science*; member of the editorial board *International Journal of Advertising*, *European Journal of Marketing*.

Consulting activities with international companies in consumer goods, retailing and pharmaceutical companies.

Non-executive board member of Jeronimo Martins, Advisory board member of NIBC, Advisory board member of True Capital, Founder, co-founder and director of 4 consulting companies ; Prism, Arrow, Cubiculum and Trigga.

Developer and Director of company specific programs at INSEAD for Cadbury-Schweppes, GIB (now Carrefour), Ciba-Geigy, Sandoz, Roche, Schering Plough, Tesco and Unilever.

Education

1978: PhD, University of California-Berkeley, USA

David Dubois

France

Associate Professor of Marketing

david.dubois@insead.edu

CAMPUS

Teaching

Digital and Social Media Strategy; Digital Transformation; "Big" Data and Digital Intelligence; Marketing and Communication Strategy; Value Creation in Luxury and Fashion

Research Areas

Digital Consumer Behaviour; Insights Generation Through Digital Intelligence; Online Opinion Dynamics; Power; Social Influence; Luxury Consumption.

Selected Publications

- Ease of Retrieval Moderates the Effects of Power: Implications for the Replicability of Power Recall Effects, *Social Cognition*, 35, N°1 (2017) 1-17 (with Joris Lammers, Adam D. Galinsky, Derek D. Rucker)
- Do Others Influence What We Say? The Impact of Interpersonal Closeness on Word-of-Mouth Valence, *Journal of Marketing Research* 53, N° 5 (2016) 712-727 (with Andrea Bonezzi and Matteo De Angelis)
- Dynamics of Communicator and Audience Power: The Persuasiveness of Competence versus Warmth, *Journal of Consumer Research* 43, N° 1 (2016) 68-85 (with Derek D. Rucker and Adam D. Galinsky)
- Social Class, Power, and Selfishness: When and Why Upper and Lower Class Individuals Behave Unethically, *Journal of Personality and Social Psychology* 108, N° 3 (2015) 436-449 (with Derek D. Rucker, Adam D. Galinsky)
- Power gets the Job: Priming Power Improves Interview Outcomes, *Journal of Experimental Social Psychology* 49, N° 4 (2013) 776-779 (with Joris Lammers, Derek D. Rucker, Adam D. Galinsky)
- Power and Consumer Behavior: Power Shapes Who and What we Value, *Journal of Consumer Psychology* 22 (2012) (with Derek D. Rucker, Adam D. Galinsky)
- Super Size Me: Product Size as a Signal of Status, *Journal of Consumer Research* 38, N° 6 (2012) (with Derek D. Rucker, Adam D. Galinsky)
- From Rumors to Facts to Rumors: The role of Certainty Decay in Consumer Communications, *Journal of Marketing Research* 48, N° 6 (2011) 1020-1032 (with Derek D. Rucker Zakary Tormala)

Awards and Honours

2017: Marketing Science Institute (MSI) Young Scholar

2017: Case Awards Winner, Marketing Category, Case Centre "Ombre, Tie-Dye, Splat Hair: Trends or Fads? "Pull" and "Push" Social Media Strategies at L'Oréal Paris "

2017: Runner-up, Best Marketing Case AFM-CCMP Competition "AccorHotels and the Digital Transformation: Enriching Experiences through Content Strategies along the Customer Journey"

2016: Faculty Fellow, EMAC Doctoral Consortium 2015: Listed among the top 15 best-selling case by the Case Centre for the case "Ombre, Tie-Dye, Splat Hair: Trends or Fads? "Pull" and "Push" Social Media Strategies at L'Oréal Paris "

2015 Runner-up, Best Marketing Case AFM-CCMP Competition

2014: Faculty Fellow, EMAC Doctoral Consortium

2013, 2014: Finalist of Prix Académique Syntec Conseil en Management

2010: AMA Sheth Doctoral Consortium Fellow

2009: Haring Symposium Fellow

2006-2011: Northwestern University Fellowship

2004-2006: L'Oréal Research Fellowship

External Activities

2015-present: Editorial Review Board Member, *Journal of Consumer Research*

2015-present: Editorial Review Board Member, *Recherches et Applications en Marketing*

Professional Affiliation: Association for Consumer Research, Association for Consumer Psychology. Reviewer for: *Journal of Consumer Research*, *Journal of Consumer Psychology*, *International Journal of Research in Marketing*, *European Review of Applied Psychology*, *Journal of Experimental Social Psychology*, Association for Consumer Research, Society for Consumer Psychology, Midwestern Psychological Association.

Former Positions

2011-2012: Assistant Professor of Marketing, HEC Paris

2008-2010: Course instructor and developer for Statistical Tools for Marketing Research, Kellogg School of Management, USA

Education

2011: PhD, Northwestern University, USA

2006: M.M. (Master in Management Science), Audencia Nantes School of Management, France

Hubert Gatignon

France

The Claude Janssen Chaired Professor of Business Administration, Emeritus

Emeritus Professor of Marketing

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CAMPUS

Teaching

Marketing Strategy; Multivariate Statistics; New Products.

Research Areas

Modelling the Factors Influencing the Adoption and Diffusion of Innovations; Explaining and Econometrically Measuring how the Effects of Marketing Mix Variables Change over Conditions and over Time.

Selected Publications

- Manipulating Consumers is not Marketing: a Commentary on Cass R. Sunstein's "Fifty Shades of Manipulation", *Journal of Marketing Behavior* 1, N° 3-4 (2016) 296-306 (with Emmanuelle Le Nagard)
- *Making Innovation Last: Strategies for Sustained Growth* – Vol. 1, 2, Palgrave-macmillan Publishers (2016) (with David Gotteland, Christophe Haon)
- Customer Orientation and Organizational Innovation: The Case of Environmental Management Practices, Journal of Business and Industrial Marketing, 31, N°7 (2016) 835-848 (with Sanja Pekovic, Sylvie Roland)
- *Statistical Analysis of Management Data* (3rd ed.), Springer (2014) 563 p.
- *New Product and Services Development* (SAGE Library in Business and Management, Four-volume Set), Sage (2011) 166 p.
- Erin Anderson and the Path Breaking Work of TCE in New Areas of Business Research, *Journal of Retailing* 86, N° 3 (2010) 232-247 (with Aline Gatignon)
- Research Issues at the Boundary of Competitive Dynamics and Market Evolution, *Marketing Science* 24, N° 1 (2005) 165-174 (with David A. Soberman)
- *The INSEAD-Wharton Alliance on Globalizing: Strategies for Building Successful Global Businesses*, Cambridge University Press (2004) (with John Kimberly)
- A Structural Approach to Assessing Innovation: Construct Development of Innovation Locus, Type and Characteristics, *Management Science* 48, N° 9 (2002) 1103-1122 (with Philip Anderson, Michael Tushman, Wendy K. Smith)

Awards and Honours

2014: Winner of Distinguished Marketing Scholar Award

European Marketing Academy

1996: Best Article in the *Journal of International Business Studies*, ten years after its publication, Modes of Foreign Entry: a Transaction Cost Analysis and Propositions, (with Anderson Erin).

External Activities

Former editorial activities: Associate Editor: *Journal of Marketing Research*. Editorial Boards: *Business-to-Business Marketing*, the *International Journal of Research in Marketing*, *Journal of Marketing*, *Marketing Letters*, *Marketing Science* and *Recherche et Applications en Marketing*, *Journal of the Academy of Marketing Science*. Vice-President, Publications of the European Marketing Academy (2008-2010). Former external expert for the European Research Council. Member of the Board of Sorbonne Universités and of the Fondation INSEAD. Editor-in-Chief: *International Journal of Research in Marketing, Recherche et Applications en Marketing*

Former Positions

1994-2016: Professor, INSEAD

1994-1995: Professor, The Wharton School, University of Pennsylvania, USA

1988-1994: Associate Professor, The Wharton School, University of Pennsylvania, USA

1981-1988: Assistant Professor, The Wharton School, University of Pennsylvania, USA

Education

2006: Habilitation à Diriger des Recherches, Institut d'Administration des Entreprises, Université Paul Cézanne, France

1981 : PhD, Management, Graduate School of Management, University of California, Los Angeles (UCLA), USA

1975: MBA, Graduate School of Management, University of California, Los Angeles (UCLA), USA

Jean-Claude Larréché

France

The Alfred H. Heineken Chaired Professor of Marketing, Emeritus

Emeritus Professor of Marketing

jean-claude.larreche@insead.edu

CAMPUS

Teaching

Momentum Leadership for Efficient Growth; Strategic Marketing; Customer Focus; Customer-Based Innovation; Founder and Director of Customer Focus: From Promise to Action (CF); Founder of Strategic Management of Services (SMS); Founder of Advanced Industrial Marketing Strategy (AIMS); Founder and Program Director of "Powering Growth: Put your Customer at the Heart of your Strategy.

Research Areas

Strategies for Efficient Growth; Customer Centricity; Marketing Leadership; Strategic Competitiveness.

Selected Publications

- *The Momentum Effect: How to Ignite Exceptional Growth*, Wharton School Publishing (2008)
- *Marketing Strategy: A Decision-Focused Approach*, McGraw-Hill Education (2005) (with Boyd Harper, Walker Orville)
- *Markstrat On-Line, The Strategic Marketing Simulation* (2005) (with Hubert Gatignon)
- *Marketing Management: A Strategic Decision-Making Approach*, Irwin/McGraw-Hill (2004) (with Boyd Harper, John Mullins and Walker Orville)
- *Report on the Competitive Fitness of Global Firms* (1999)

Awards and Honours

2014: Executive Education Awards for Outstanding Teaching, INSEAD

2014: Executive Education Awards for Outstanding Programme Direction, INSEAD

2010: DCF Award for Best Book in Corporate Strategy

2009: Brand Leadership Award by the World Brand Congress 2009

2008: The Momentum Effect elected "4th Book of 2008" in Business and Investing by Amazon USA

2007: Selected as one of top 12 Marketing Masters in the world by Mazur and Miles, Conversations with Marketing Masters

2005: Best Case of the Year Award in the

Entrepreneurship category, EFMD

1996 and 2000: Overall Winner, European Case Clearing House Award

1995 and 1997: Best Case of the Year Award in Relationship Marketing, EFMD

1995: Marketing Educator of the Year

1991: Outstanding Teacher Award, INSEAD

1989: INSEAD Alumni of the Year Award

External Activities

Consultant to several major international corporations. 1984: Chairman and Founder, StratX SA. 1983-2001:Non-Executive Director, Reckitt Benckiser plc, London. Faculty Representative, INSEAD Board for 14 years. 1991-1998: Chairman, The Global Conference on Marketing. Past Fellow, Institute of Directors, London. Past Member: The American Marketing Association, The Institute of Management Science, The European Marketing Academy, Association Française du Marketing

Education

1974: PhD, Stanford University, USA

1970: MBA, INSEAD, France

1969: MSc., University of London, United Kingdom

1968: Bachelor's Degree, Ingénieur, INSA de Lyon, France

David Midgley

Australia, United Kingdom

Emeritus Professor of Marketing

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CAMPUS

Teaching

Solution Innovation; Marketing Strategy.

Research Areas

Innovativeness; Using Artificial Agents to Understand Competitive Interactions; Archetypes of Culture Values; Strategic Marketing.

Selected Publications

- Strategic Marketing for the C-Suite: A Review of the Research Literature and its Relevance to Senior Executives, *Foundations and Trends in Marketing* 8, N° 3-4 (2015) 147-341
- Mindscapes across Landscapes: Archetypes of Transnational and Subnational Culture, *Journal of International Business Studies* 46 (2015) 1051-1079 (with Sunil Venaik)
- Customer Relationship Management and Firm Performance, *Journal of Information Technology* 26 (2011) 205-219 (with Timothy Coltman, Timothy Devinney)
- *The Innovation Manual: Integrated Strategies and Practical Tools for Bringing Value Innovation to the Market*, Wiley (2009)
- The Value of Managerial Beliefs in Turbulent Environments: Managerial Orientation and e-Business Advantage, *Journal of Strategy and Management* 1, N° 2 (2008) 181-197 (with Timothy Coltman, Timothy Devinney)
- Building and Assurance of Agent-based Models: An Example and Challenge to the Field, *Journal of Business Research* 60, N° 8 (2007) 884-893 (with Dinesh Kunchamwar, Robert Marks)
- E-Business Strategy and Firm Performance: A Latent Class Assessment of the Drivers and Impediments to Success, *Journal of Information Technology* 22, N° 2 (2007) 87-101 (with Timothy Coltman, Timothy Devinney)
- Co-evolving Better Strategies in Oligopolistic Price Wars in *Handbook of Research on Nature Inspired Computing for Economics and Management*, (2006) (with Robert Marks, Robin Cooper)

Awards and Honours

2015 EFMD Silver Award for Excellence in Practice in Professional Development for the Syngenta customized executive programmes delivered 2003 to 2015

The Australian and New Zealand Marketing Educators' Distinguished Marketing Researcher Award for the best paper published in a leading journal between 1992 and 1996.

External Activities

2014-: Academic Liaison Committee, CMO Council, 2012-2015: Editorial Board, *Academy of Management Perspectives*. 2001-2006: Editorial Board, *International Journal of Research in Marketing*. 1983-1999: Editorial Board, *Journal of Consumer Research*. Occasional reviewer for numerous journals including: the *International Journal of Forecasting*, *Journal of Marketing*, *Journal of Marketing Research*, *Journal of Organizational Behavior*, *Management Science*, *Marketing Science* and *Research Policy*. Extensive private sector consulting experience in Australia, Europe and North America.

Former Positions

1999: Visiting Professor, Anderson Graduate School of Management, University of California, Los Angeles (UCLA), USA

1998-1999: Director, Centre for Corporate Change, Australian Graduate School of Management, University of New South Wales, Australia

1998: Visiting Professor, INSEAD, France

1994-1996: State Counsellor and Honorary Treasurer, Australian Marketing Institute, Australia

1992-1995: Research Director, Australian Federal Government Task Force, Australia

1987-1995: Research Centre Director, Australian Graduate School of Management, University of New South Wales, Australia

1987-1999: Foundation Chair of Marketing, Australian Graduate School of Management, University of New South Wales, Australia

Education

1974: PhD, Marketing, University of Bradford, United Kingdom
1970: MSc., Management, University of Bradford, United Kingdom
1968: BSc., Physics, University of Salford, United Kingdom

Joerg Niessing

Germany

Affiliate Professor of Marketing

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CAMPUS

Teaching

Digital Marketing and Digital Transformation; Customer Centricity in a Digital World; Brand Management; Marketing Analytics; Strategic Market and Customer Intelligence; Co-Director of Leading Digital Marketing Strategy

Research Areas

Digital and Social Media Marketing; Digital Transformation of the Customer Experience; Brand Management; Strategic Market and Customer Intelligence; Marketing Effectiveness & Analytics.

Selected Publications

- Expectation Biases as Neuropsychological Basis for Branding? (German original title: Expectation Biases als neuropsychologische Grundlage des Markenmanagements) in *Wie Marken wirken: Impulse aus der Neuroökonomie für die Markenführung* , Gabler Verlag (2010) 119-130 (with Hilke Plassmann)
- The Relative Strength of Affective Commitment in Securing Service Relationships, *Journal of Business Research* 59, N° 12 (2006) 1207-1213 (with Heiner Evanschitzky, Gopalkrishnan R. Iyer, Hilke Plassmann, Heribert Meffert)
- Customer Relationship Management for Transportation Services, (German, original title: "Kundenbindung im Verkehrsdienstleistungsbereich: Ein Beitrag zum Verkehrsmittelwahl-verhalten von Bahnreisenden), Gabler 2006

Awards and Honours

2016, 2015: Dean's Commendation for Excellence in MBA Teaching, INSEAD

2005: «Summa cum laude Dissertation-Award", University of Muenster, Westphalian Wilhelms-University Muenster.

2000: Diploma Award for best master thesis of the year, University of Muenster, Germany

External Activities

Consultant to several major international corporations; Advisory Board Member, Kvell, Vienna, Austria

Former Positions

2006-2013: Associate Partner and Head of Customer Insights at Prophet Brand Strategy San Francisco (USA) & London (UK)

2012-2013: Lecturer in Brand Management & Brand Valuation, London Business School, UK

2003-2005: Managing Director, MCM (Marketing Centre Muenster), Germany

2003-2005: Lecturer in Marketing Management, University of Muenster, Germany

2003-2004: Lecturer in Consumer Insights and Marketing Analytics, University of Muenster, Germany

2002-2003: Project Manager, MCM (Marketing Centre Muenster), Germany

2000: Assistant product manager, Henkel KGaA, Düsseldorf, Germany

1999: Assistant marketing manager, DaimlerChrysler AG, Stuttgart, Germany

1998: Asistant product manager, Deutsche Post AG, Bonn, Germany

Education

2005: PhD, University of Muenster, Germany

2002: Master's Degree, Diplom Kaufmann (Master Degree in Business Administration), University of Muenster, Germany

V. (Paddy) Padmanabhan

USA

The Unilever Chaired Professor of Marketing

Professor of Marketing

Academic Director, Emerging Markets Institute

paddy.padmanabhan@insead.edu

CAMPUS

Teaching

Marketing Management; Services Marketing and Management; Contemporary Channels of Distribution; Retailing.

Research Areas

Marketing Strategy with a Focus on Distribution; Pricing; Services and Developing/Emerging Markets.

Selected Publications

- Content Contributor Management and Network Effects in a UGC Environment, *Marketing Science* 31, N° 3 (2012) 433-447 (with Kaifu Zhang, Theodoros Evgeniou, Emile Richard)
- Crisis and Consumption Smoothing, *Marketing Science* 30, N° 3 (2011) 491-512 (with Pushan Dutt)
- Configure-to-order and Channel Coordination, *Quantitative Marketing and Economics* 8, N° 3 (2010) 365-392 (with Che Hai, Chakravarthi Narasimhan)
- Setting Price or Quantity: Depends on What the Seller is Uncertain About, *Quantitative Marketing and Economics* 8, N° 1 (2010) 35-60 (with Ilia Tselin, Timothy Van-Zandt)
- Marketing Modeling Reality and The Realities of Marketing Modeling, *Marketing Letters* 21, N° 3 (2010) 317-333 (with Coughlan, Choi, Chu, Desai, Ingene, Moorthy, Raju, Soberman, Staelin and Zhang)
- Manufacturer Owned Retail Stores, *Marketing Letters* 20, N° 2 (2009) 107-124 (with Yusong Wang, David Bell)
- A Cross-category Model of Households' Incidence and Quantity Decisions, *Marketing Science* 27, N° 2 (2008) 225-235 (with Rakesh Niraj, P. B. Seetharaman)
- An Econometric Model of Location and Pricing in the Gasoline market, *Journal of Marketing Research* (2007) 622-635 (with P. B. Seetharaman, Tat Chan)

Awards and Honours

2010: Listed by ISIHighlycited.com as amongst the 250 most highly cited Researchers in Economics and Business membership as among the Top 10 Most Influential Papers in 50 years of publication of Management Science

2005: Lee, Padmanabhan and Whang (1997, Management Science) chosen by the Editorial Board of Management Science as among the 50 Most Influential Papers in 50 years of publication of Management Science

2003: Finalist, ISMS Prize for Practice Oriented Research, INFORMS, Institute for Operations Research and Management Science

2002: Best Teacher, Elective Courses, INSEAD

External Activities

Member, Editorial Board: *Marketing Science*, *International Journal of Research in Marketing*, *Journal of Service Research*, *Review of Marketing Science*, *ECR Journal*, Associate Editor: *Quantitative Marketing & Economics* and special issues of *Management Science*. Consultant to several major international corporations across the world.

Former Positions

1998-2001: John K. Jr. and Ellen A. Wallace Distinguished Professor, Olin School of Business, Washington University, USA

1997: Visiting Professor of Marketing, Kellogg Graduate School of Management, Northwetern University, USA

1996: Visiting Professor of Marketing, INSEAD, France

1990-1998: Associate Professor of Marketing and Fletcher Jones Faculty Fellow, Graduate School of Business, Stanford University, USA

Education

1990: PhD, Marketing, University of Texas at Dallas, USA

1987: MSc., Operations Research, University of Texas at Dallas, USA

1985: Bachelor of Technology, Mechanical Engineering, Institute of Technology Benares Hindu University, India

Philip M. Parker

USA

INSEAD Chaired Professor of Management Science

Professor of Marketing

phil.parker@insead.edu

CAMPUS

Teaching

Global Strategy; Telecommunications Strategy

Research Areas

Economic Growth; Globalisation; International Strategy; Collusion; Diffusion; Forecasting; Telecommunications.

Selected Publications

- The Big Question: Upwardly Mobile: What Role Should Technology Play in Africa's Development? *World Policy Journal* 29, N° 4 (2012) 3-7 (with Kaakpema Yelpaala, Elron B. Awase, M. Jepchumba et al.)
- *Physioeconomics: The Basis for Long-Run Economic Growth*, MIT Press (2000)
- Staged Estimation of International Diffusion Models: An Application to Global Cellular Telephone Adoption, *Technological Forecasting and Social Change* 57, N° 1 (1998) 102-132 (with G. Dekimpe Marnik, Miklos Sarvary)
- *Linguistic Cultures of the World - A Statistical Reference* – Research/Statistical Monographs in four volumes Vol 2 (1997)
- *Religious Cultures of the World - A Statistical Reference* – Research/Statistical Monographs in four volumes Vol 1 (1997)
- *National Cultures of the World - A Statistical Reference* – Research/Statistical Monographs in four volumes Vol 4 (1997)
- Collusive Conduct in Duopolies: Multimarket Contact and Cross-Ownership in the Mobile Phone Industry, *Rand Journal of Economics* 28, N° 2 (1997) 304-322 (with Lars-Hendrik Roller)
- *Climatic Effects on Individual, Social and Economic Behavior, A Physioeconomic Review of Research Across Disciplines*, Greenwood Press Monograph Series in Geography (1995)

Awards and Honours

2014: Executive Education Awards for Outstanding Teaching, INSEAD

1982: Getty Oil Scholar, Université d'Aix-Marseille

1981: Memorial Scholar

1979: Rotary Exchange Scholar, Académie de Dijon

External Activities

Teaches courses on global and telecommunications strategy in Europe, the US, Africa, and Asia. Has taught in various company-specific programmes and is on the boards of, and reviews for, various journals

Former Positions

1998-2000: Lecturer (World Bank) and Program Director (Pearson), Harvard Business School, Harvard University, USA

1998-2000: Professor of International Strategy and Economics, University of California, San Diego, USA

1997-2000: Professor, INSEAD, France

1997: Visiting Professor, Graduate School of Business, Stanford University, USA

1996: Visiting Professor, Sloan School of Management, MIT, USA

1996: Visiting Professor, Anderson School of Management, University of California, Los Angeles, USA

1992-1997: Associate Professor, INSEAD, France

1992-1994: Visiting Professor, Hong Kong University of Science and Technology, Hong Kong

Education

1988: PhD, Business Economics, The Wharton School, University of Pennsylvania, USA

1984: Master of Arts, Managerial Economics, The Wharton School, University of Pennsylvania, USA

1982: DEA, Money, Banking and Finance, Université d'Aix Marseille III, France

1981: BSc., Economics, California Polytechnic State University, USA

1979: Diploma, Baccalaureat D, Mathematics and Natural Sciences, Académie de Dijon, France

Christian Pinson

France

Emeritus Professor of Marketing

christian.pinson@insead.edu

CAMPUS

Teaching

Marketing Strategy; Marketing Communications; Consumer Behaviour.

Research Areas

Consumer Behaviour; Marketing Communications; Applied Semiotics and its Subfields; Applied Epistemology

Selected Publications

- Comprendre et identifier les consommateurs qui ont tendance à tout garder, *Recherche et Applications en Marketing*, 27, N° 3, (2012) 57-79 (with Valérie Guillard)
- Consumer Cognitive Styles and the Dimensionality of Multidimensional Configurations, *Review of Marketing Research* 7 (2010) 201-255 (with Naresh K. Malhotra et al.)
- Consumer Behaviour: An Overview of Current Approaches and Issues in *European Perspectives on Consumer Behaviour*, Prentice Hall (1998) 5-59 (with Alain Jolibert)
- Marketing Semiotics in *Concise Encyclopedia of Pragmatics*, J.-L. Mey (Ed.) Pergamon Press (1998) 538-544
- Le comportement du consommateur in *Encyclopédie de Gestion*(1997) 372-475 (with Alain Jolibert)
- Marketing: Semiotics in *The Encyclopedia of Language and Linguistics*, Pergamon Press (1993) 2384-2388
- Semiotics and Marketing Communications Research, *International Journal of Research in Marketing* 4, N° 3-4 (1988) 165-254 and 257-347 (double special issue editor)
- *Marketing Research: Problems and Applications, with A. K. Jain and Naresh K. Malhotra (Eds.) Wiley (1982)*
- *Metatheory and Consumer Research, Holt, Rinehart and Winston, 1973 (with J. Zaltman and R. Angelmar)*

Awards and Honours

Former President, Association Française du Marketing

Editor, *Recherche et Applications en Marketing*, 2001-2008:

1999,1998,1994 and 1991 ECCH European Case of the Year Award

External Activities

Former Affiliate Professor, PhD Programme, Université de Paris-Dauphine. Scientific Board Member: *Recherche et Applications en Marketing, Editorial Board member: Journal of Marketing Communications*

Former Positions

1988-2008: Professor of Marketing, INSEAD

1988-1991: Marketing Area Coordinator, INSEAD, France

1978-1979: Visiting Scholar, University of California, Los Angeles (UCLA), USA

1977-1988: Associate Professor of Marketing, INSEAD, France

1974-1977: Assistant Professor of Marketing, INSEAD, France

Education

1981: PhD, Marketing, Northwestern University, USA

1972: Master of Arts, Sociology, Northwestern University, USA

1969: Licence de Sociologie, Certificat de Maitrise de Sociologie, Sorbonne, France

1968: Diplôme d'Etudes Juridiques Générales, Université de Paris, France

1967: Diplôme, Ecole des Hautes Etudes Commerciales (HEC), France

Hilke Plassmann

Germany

INSEAD Chaired Professor of Decision Neuroscience

Associate Professor of Marketing

hilke.plassmann@insead.edu

CAMPUS

Teaching

Marketing Management; Decision Neuroscience; Neuromarketing; Behavioral Economics.

Research Areas

Judgement & Decision-Making; Emotion Regulation & Self Control; Consumer Welfare: Obesity & Overspending; Perception of the Consumption Experience; Branding

Selected Publications

- Consumer Neuroscience: Past, Present, and Future, Organizational Research Methods (forthcoming) (with Uma Karmarkar)
- How Context Alters Value: The role of the brain's valuation system for how price information change experienced taste pleasantness, *Scientific Reports* 7 (2017) 8098 (with Liane Schmidt, Claus Kullen, and Bernd Weber)
- An Interdisciplinary Lens on Consciousness: The Consciousness Continuum and How to (Not) Study It in the Brain and the Gut, A Commentary on Williams and Poehlman, *Journal of Consumer Research* 44, N°2(2017) 258–265 (with Milica Mormann)
- Contextual Valuation, *Current Opinion in Neurobiology*, 40 (2016) 59-65 (with Agnieszka Tymula)
- Individual Differences in Marketing Placebo Effects: Evidence from Brain Imaging and Behavioral Experiments, *Journal of Marketing Research* 52, N° 4 (2015) 493-510 (with Bernd Weber)
- Consumer Neuroscience: Applications, Challenges, and Possible Solutions, *Journal of Marketing Research* 52, N° 4 (2015) 427-435 (with Vinod Venkatraman, Scott Huettel, Carolyn Yoon)
- Regulatory Self-control Involves a Transfer of Behavioral Control from vmPFC to dlPFC Valuation Systems, *Journal of Neuroscience* 32, N° 39 (2012) 13543-54 (with Cendri Hutcherson, James Gross, Antonio Rangel)
- Decision Neuroscience and Consumer Decision Making, *Marketing Letters* 23, N° 2 (2012) 473-485 (with Carolyn Yoon, Richard Gonzalez, Antoine Bechara et. al.)
- Branding the Brain – A Critical Review, *Journal of Consumer Psychology* 22, N° 1 (2012) 18-36 (with Thomas Zoëga Ramsøy, Milica Milosavljevic)

Awards and Honours

2017 ANR Tremplin-ERC grant (€180K) "Brain Gut Decision".

2016 ANR INSEAD Sorbonne Emergence grant (€50K) "Toward a motivational theory of placebo effects: How the brain mediates placebo effects of energy drinks on motivation" (together with Pierre Chandon and researchers from Sorbonne / Paris 6)

2015 Early Career Award Society for Neuroeconomics

2014 The Case Centre Awards Competition in the category "Best New Case Writer" for "Michel et Augustin Cookies: Culinary Adventures Competing Against Food Industry Giants"

2014 ANR INSEAD Sorbonne Convergence grant (€100K) "Better to use your gut or brain? Information processing during dietary self- control" (together with researchers from Sorbonne / Paris 6)

2013: Marketing Science Institute (MSI) Young Scholar

External Activities

Affiliated Faculty, Cognitive Neuroscience Unit of Ecole Normale Supérieure,

Ad-hoc Public Policy Advising, France. Associate Editor: *Frontiers in Decision Neuroscience*; Editorial Board Member: *Journal of Neuroscience*, *Psychology, and Economics*; Reviewer: *Journal of Consumer Research*, *Journal of Marketing Research*, *Journal of Consumer Psychology*, *International Journal of Research in Marketing*, *Science*, *Nature*, *PNAS*, *Journal of Neuroscience*, *Psychological Science*

Board Member: Society for NeuroEconomics, Advisory Panel of the Society for Consumer Psychology (SCP)

Former Positions

Summer 2012: Visiting Faculty, Marketing, The Stern School of 2011-2012: Visiting Faculty, OPIM, The Wharton School, University of Pennsylvania, USA

2006-2008: Post-Doctoral Research Fellow (non-professorial Faculty), Division of the Humanities and Social Sciences, California Institute of Technology, USA.

2005-2006: Post-Doctoral Research Fellow (non-professorial Faculty), Department of Economics, Stanford University, USA.

2003-2005: Lecturer for Consumer Behavior and Marketing Management, Marketing Executive Program (MEP), Marketing Center of the University of Muenster, Germany.

2001-2004: Consultant, Independent & with Roland Berger Strategy Consultants, Germany

Education

2005: PhD, Marketing and Neuroscience, Muenster School of Business and Economics, Germany

2001: MSc., German-French Degree Program, Muenster School of Business and Economics, Germany / Montpellier Graduate School of Management, France

1998: BSc., Management and Economics, Muenster School of Business and Economics, Germany (HEC), France

Monica Wadhwa

India

Assistant Professor of Marketing

monica.wadhwa@insead.edu

CAMPUS

Teaching

Foundations of Marketing; Advertisement and Promotions; Consumer Behaviour.

Research Areas

Consumer Motivation and Reward-seeking Behaviours; Non-conscious Mental Processes in Consumer Decision Making and Emotion Regulation.

Selected Publications

- Can a Near Win Kindle Motivation? The Impact of Nearly Winning on Motivation for Unrelated Rewards, *Psychological Science* 26, N° 6 (2015) 701-708 (with JeeHye Christine Kim)
- When Norms Loom Larger than the Self: Susceptibility of Preference-Choice Consistency to Normative Influence Across Cultures, *Organizational Behavior & Human Decision Processes* 129 (2015) 70-79 (with Savani Krishna, Yukiko Uchida, Yu Ding, N.V.R. Naidu)
- This Number Just Feels Right: The Impact of Roundedness of Price Numbers on Product Evaluations, *Journal of Consumer Research* 41, N° 5 (2015) 1172-1185 (with Kuangjie Zhang)
- Negative Scope Sensitivity: The Collapse of Feeling-based Valuation for Multiple Desirable Objects, *Advances in Consumer Research* 40 (2013) 909-910 (with Kuangjie Zhang, Steven Sweldens)
- A Bite to Whet the Reward Appetite: Influence of Sampling on Reward-seeking Behaviors, *Journal of Marketing Research* 45, N° 4 (2008) 403-413 (with Baba Shiv and Stephen M. Nowlis)

Awards and Honours

2007: AMA-Sheth Foundation Doctoral Consortium Fellow

External Activities

Teaches courses on global and telecommunications strategy in Europe, the US, Africa, and Asia. Has taught in variouscompany-specific programmes and is on the boards of, and reviews for, various journals

External Activities

Reviewing Services: *Journal of Consumer Psychology*, 2007, Society of Consumer Psychology Annual Conference, Association for Consumer Research Annual Conference, *Journal of Economic Psychology* (Special Issue on Neuroeconomics).

Education

2009: PhD, Graduate School of Business, Stanford University, USA

2000: Executive MBA, Tata Institute of Social Sciences (TiSS), Mumbai, India

1998: Bachelors in Sociology (Honours), University of Delhi, India

Daniel Walters

USA

Assistant Professor of Marketing

daniel.walters@insead.edu

CAMPUS

Teaching

Market Driving Strategies.

Research Areas

Judgment and Decision Making; Overconfidence; Financial Decision Making

Selected Publications

- Known Unknowns: A Critical Determinant of Confidence and Calibration, *Management Science* (forthcoming) (with Philip M. Fernbach, Craig Fox, Steven A. Sloman)
- Decision under risk: From the Field to the Laboratory and Back in *Blackwell Handbook of Judgment and Decision Making: An interdisciplinary Perspective*, Wiley (2015) (with Craig Fox, Carsten Erner)
- Labels & leaders: The Influence of Task Framing on Leadership Emergence, *Leadership Quarterly* 23, N° 5 (2012) (with Geoffrey C. Ho, Margaret Shih)

Awards and Honours

2016: Dare to Care Fellowship Award

2016: UCLA Dissertation Year Fellowship

2014: Distinguishing Two Dimensions of Subjective Uncertainty, National Science Foundation Grant

2010: UCLA Anderson MBA Merit Based Fellowship

2009: Charles E. Davidson Fellowship

External Activities

Professional Affiliations: American Marketing Association, Society for Consumer Psychology, Society for Judgment and Decision Making, Association for Consumer Research, Behavioral Science & Policy Association

Education

2017: PhD, Anderson School of Management, University of California (UCLA, USA)

2011: MBA, Anderson School of Management, University of California (UCLA, USA)

2010: MBA Study Abroad Program, HEC School of Management, France

2006: Bachelor of Science, Stern School of Business, New York University, USA

David Weinstein

Israel, France

Emeritus Professor of Marketing

david.weinstein@insead.edu

CAMPUS

Teaching

Advanced Industrial Marketing (MBA); Advanced Industrial Marketing for Executives.

Research Areas

Industrial Marketing; Marketing of Financial Services; Chemical Industry; High-Tech Sector; Automotive Markets; B2B Marketing; E-Commerce; Measurement of Brand Equity.

Selected Publications

- *INDUSTRAT: A Strategic Industrial Marketing Simulation*, Prentice Hall (1988) (with Jean-Claude Larreche)
- An International Comparison of Determinants of Industrial Marketing Expenditures, *Journal of Marketing* 48, N° 1 (1984) (with G. Lilien)
- Optimal Strategic Business Portfolio Analysis, *Management Science* N° 8 (1982) (with Marcel Corstjens)
- Sales Forecasting for Industrial Products in *Handbook of Forecasting*, Spyros Makridakis and S. Wheelwright (Eds.) (1982)
- Price Setting and Volume Planning by Two European Industrial Companies: A Study and Comparison of Decision Processes, *Journal of Marketing* N° 44 (1980) (with J. Farley, J. Hulbert)
- Marketing and Communication of Family Planning Programs in Developing Countries in *Marketing Systems for Developing Countries*, Wiley (1976)
- Marketing Segmentation and Parameter Inequalities in a Buyer Behavioral Model, *Journal of Business* 48, N° 4 (1975) 526-540 (with J. Farley)
- The Relationship of Liking and Choice to Attribute of an Alternative and their Saliency, *Multivariate Behavioral Research* 9, N° 1 (1974) 27-35 (with J. Farley, J. Howards)

Awards and Honours

Beta Gamma Sigma

1996: INSEAD MBA Teaching Award

1993-1994: Henry Sweetbaum Chair of Distinguished Visiting Professor, Wharton School

External Activities

Consultant to major international corporations. The Aresty Institute, Wharton School. Member, Editorial Board, Journal of Marketing. Consulting, Programme Direction & Executive Teaching with various companies and bodies. Member of the Executive Board, Miami Jewish Health Systems

Former Positions

2010-2012: Visiting Professor, The University of Miami, USA

1974-2008: Professor of Marketing, INSEAD

1993-1994: Visiting Professor, The Wharton School, University of Pennsylvania, USA

1982-1984: Visiting Professor, Stanford Business School, Stanford University, USA

1977-1978: Visiting Scholar, Harvard Business School, Harvard University, USA

1971-1972: Post-Doctoral Fellow, Consumer Research Institute, USA

Education

1972: PhD, Business Administration, Columbia University, USA

1967: Bachelor of Arts, Economics and Mathematical Statistics, Hebrew University of Jerusalem, Israel

Klaus Wertenbroch

Germany

Professor of Marketing

klaus.wertenbroch@insead.edu

CAMPUS

Teaching

Behavioural Economics and Consumer Choice; Brand Management; Behavioural Pricing; Marketing Management

Research Areas

Behavioural Economics and Consumer Choice; Intertemporal Choice, Temptation and Self-Control; Consumer Financial Decision-Making.

Selected Publications

- Performance Pay or Redistribution? Cultural Differences in Just-World Beliefs and Preferences for Wage Inequality, *Organizational Behavior & Human Decision Processes* 130 (2015) 160-170 (with Douglas Frank, William Maddux)
- Consumer and Managerial Goals in Assortment Choice and Design, *Marketing Letters* 25, N° 3 (2014) 293-303 (with Alexander Chernev, Barbara E. Kahn, Ulf Bockenholt et al.)
- Self-Signaling and the Costs and Benefits of Temptation, *Journal of Marketing Research* 49, N° 1 (2012) 15-25 (with Ravi Dhar)
- Free Will, Temptation, and Self-Control: We Must Believe in Free Will, We Have No Choice, *Journal of Consumer Psychology* 18, N° 1 (2008) 27-33 (with Joachim Vosgerau, Sabrina Bruyneel)
- The Value Heuristic in Judgments of Relative Frequency, *Psychological Science* (2008) (with Xianchi Dai, Miguel Brendl)
- On the Perceived Value of Money: The Reference Dependence of Currency Numerosity Effects, *Journal of Consumer Research* 34, N° 1 (2007) 1-10 (with Soman Dilip, Amitava Chattopadhyay)
- Indeterminacy and Live Television, *Journal of Consumer Research* 32, N° 4 (2006) 487-495 (with Ziv Carmon, Joachim Vosgerau)
- When Do Losses Loom Larger than Gains? *Journal of Marketing Research* 42, N° 2 (2005) 134-138 (with Dan Ariely, Joel Huber)

Awards and Honours

2014/15: Co-Chair, John A. Howard/American Marketing Association (AMA) Doctoral Dissertation Award

2013, 2015: Faculty member, Society for Consumer Psychology (SCP) Doctoral Consortium, 2015, 2013

2012: Whitebox Visiting Fellow, Yale School of Management

2011/12: Chair, Society for Consumer Psychology (SCP) Doctoral Dissertation Proposal Competition

2006, 2010: Co-chair, European Marketing Association Conference (EMAC) Doctoral Colloquium

2006, 2009: Finalist, *Journal of Consumer Research* Best Article Award

2008: Faculty member, American Marketing Association Sheth Foundation Doctoral Consortium

2005: Winner, American Marketing Association William F. O'Dell Award for the Journal of Marketing Research article published in 2000 that has made the most significant long-term contribution to marketing theory, methodology, and/or practice

2001: Marketing Science Institute Young Scholar

1995: Winner, American Marketing Association Dissertation Award

1985: Fulbright Scholar

External Activities

2002-2004: Director, INSEAD Social Science Research Centre. Editor: *Journal of Marketing Behavior*. Associate Editor: *Journal of Consumer Psychology*. Editorial Board: *Journal of Marketing Research*, *Journal of Consumer Research*, *International Journal of Marketing Education*, *NeuroPsychoEconomics*. Reviewer: *Journal of Marketing Research*, *Journal of Consumer Research*, *Marketing Science*, *RAND Journal of Economics*, *Journal of Personality and Social Psychology*.

Former Positions

2011-2012: Judith C. and William G. Bollinger Visiting Professor, Wharton School, University of Pennsylvania, USA

2010-2013: Visiting Professor of Marketing, Wharton School, University of Pennsylvania, USA

2009: Visiting Professor of Marketing, University of California, Berkeley, USA

1999-2007: Associate Professor of Marketing, INSEAD

1997-1999: Assistant Professor, Yale University, USA

1994-1997: Assistant Professor, Duke University, USA

Education

1994: PhD, Business, University of Chicago, USA

1994: MBA, University of Chicago, USA

1990: MSc., Psychology, Darmstadt University of Technology, Germany

José-Luis Alvarez

Spain

Senior Affiliate Professor of Leadership and Organisational Behaviour

joseluis.alvarez@insead.edu

CAMPUS

Teaching

Roles of Senior Executives; Leadership; Leading Change; Networking; Stakeholder Management

Research Areas

Executive Power and Roles; Top ManagementTeams; Political Leadership; Sociology of Managers

Selected Publications

- *The Changing C-Suite: Executive Power Structures in Transformation*, Oxford University Press (forthcoming) (with Silviya Svejenova)
- Educating Contemporary Princes and Princesses for Power in *The Handbook for Teaching Leadership: Knowing, Doing, and Being*, Sage (2012)
- At the Crossroads of Agency and Communion: Defining the Shared Career, *Journal of Organizational Behavior* 31, N° 5 (2010) 707-725 (with Silviya Svejenova, Luis Vives)
- The Increasing Role Professional Service Firms in the Reform of Shareholders' Meetings in *Board Members and Management Consultants: Redefining the Boundaries of Consulting and Corporate Governance* (2009) (with Joan E. Ricart)
- Leading in Pairs, *MIT Sloan Management Review* 48, N° 4 (2007) 10-14 (with Liviya Svejenova, Luis Vives)
- Network Perspective in *Advanced Strategic Management: A Multi-Perspective Approach*, Palgrave Macmillan (2007) 185-195 (with Siliya Svejenova)
- *Sharing Executive Power: Roles and Relationships at the Top*, Cambridge University Press (2005) (with Silviya Svejenova)

Awards and Honours

2013: Winner of Best MBA Core Course Teacher, INSEAD

2007: Finalist for George Terry Book Award "Sharing Executive Power: Roles and Relationships at the Top" (with S. Svejenova)

External Activities

Member of the Editorial Boards (current or former): *Business Leadership Review*, Leadership Review Network (Social Science Research Network), *Journal of Management and Governance*, *Barcelona Management Review*, *Journal of Euro-Asian Management*, *Journal of Management Learning*, *Leadership Quarterly*. Reviewer (current or former): *Canadian Journal of Administration*, *Management Learning*, *American Management Review*, *Organization Studies*, *Organization*, *Middle East Business Review*, *Human Relations*, *Journal of Management and Governance*.

Former Positions

2000-2012: Visiting Professor, INSEAD, France

2010-2012: Visiting Professor, Judge Business School, Cambridge University, United Kingdom

2007-2012: Professor of Business Policy, E.S.A.D.E., Spain

2000-2001: Visiting Professor, Harvard Business School, USA

1998-2005: Spanish Representative, European Group for Organizational Studies (EGOS)

1997-2000: Visiting Professor, Doctoral Program, University Pompeu Fabra, Spain

1996-1997: Visiting Scholar, Harvard University, USA

1993-1997: Co-Director of the Research Group , European Science Foundation

1993-1997: Member of the Steering Committee of the Program, European Management Practices,

European Science Foundation

1984-2001: Professor of Business Policy, IESE, Spain

Education

1991: PhD, Harvard University, USA

1989: Master of Arts, Harvard University, USA

1983: MBA, IESE Business School, Spain

1981: Bachelor of Arts, Universitat de Barcelona, Spain

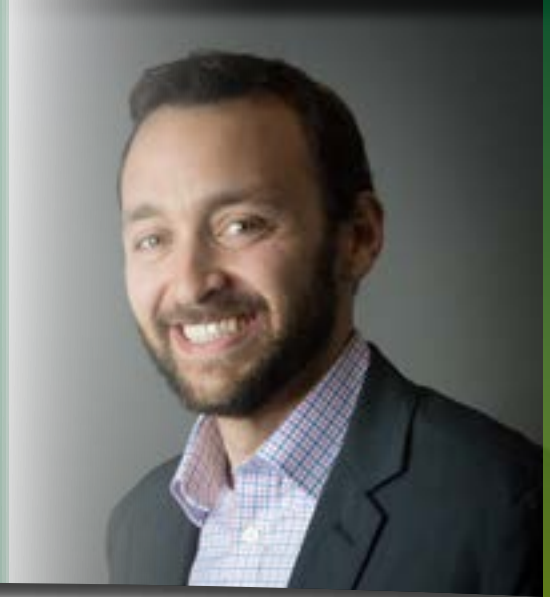
1981: Bachelors in Law, Universitat de Barcelona, Spain

Noah Askin

USA

Assistant Professor of Organisational Behaviour

noah.askin@insead.edu



CAMPUS

Teaching

Organisational Behaviour; Organisational Design; Organisational Theory; Management and Leadership.

Research Areas

Economic Sociology; Cultural Industries; Social and Cultural Networks; Status; Higher Education.

Selected Publications

- What Makes Popular Culture Popular? Product Features and Optimal Differentiation in Music *American Sociological Review 82, N° 5(2017) 910-944 (with Michael Mauskapf*)
- Status-Aspirational Pricing The "Chivas Regal" Strategy in U.S. Higher Education, 2006–2012, *Administrative Science Quarterly* 61, N° 2 (2016) 217-253 (with Matthew S. Bothner)

Awards and Honours

2017: Best Paper Proceedings, Academy of Management 2017 Annual Meeting

2017: Named to Thinkers 50 Radar List

2016: Deans' Commendation for Excellence in MBA Teaching 2015/16, INSEAD

2014: Best Presentation Award; Best Paper (Honourable Mention), 6th Annual Conference on Social Informatics, Barcelona

External Activities

Editorial Review Board: *Academy of Management Review* (3-year term, beginning 2017) Book Manuscript Review Board for American Journal of Sociology

Ad hoc reviewer for *American Journal of Sociology, American Sociological Review, Academy of Management Journal, Organization Science, Administrative Science Quarterly, Management Science, Social Forces, Organizational Behavior and Human Decision Processes*

Former Positions

2005-2007: Regional Manager and Junior Partner, Revolution Prep. Santa Monica & Boston, USA

2003-2005: Consultant, The Monitor Group, Santa Monica, USA

Education

2014: PhD, Economic & Organizational Sociology, Booth School of Business, University of Chicago, USA

2014: Master of Business Admin., Booth School of Business, University of Chicago, USA

2013: Master of Arts, Booth School of Business, University of Chicago, USA

2002: Bachelor of Arts, (Cum Laude) in Psychology, Harvard University, USA

2000: Spanish Language and Culture Immersion, Universidad San Pablo, CEU, Spain

home

Henri-Claude de Bettignies

France

The Aviva Chair in Leadership and Responsibility, Emeritus

Emeritus Professor of Asian Business

henriclaude.debettignies@insead.edu

CAMPUS

Teaching

Individual, Business and Society: The Ethical Dilemma; Culture and Management in Asia; AVIRA: Changing CEOs' Mindset; Managing Change and Change of Management in Asia; Human Resource Management in Asia; Leadership & Responsibility

Research Areas

Societal Change & Management Practices in Asia; Ethics & Managerial Behaviour Across Cultures; Corruption & Managerial Behaviour Across Cultures; Business Schools' Responsibility in Management Education; Leadership & Responsability in China.

Selected Publications

- *Finance for a Better World*, Palgrave Macmillan (2009) (with François Lepineux)
- *Business, Globalization and the Common Good*, Peter Lang (Ed.) Oxford (2009) (with François Lepineux)
- Can Multinational Corporations Afford to Ignore the Global Common Good?, *Business and Society Review* (2009) 153-182 (with François Lepineux)
- Developing Leadership and Responsibility: No Alternative for Business Schools in *Enron and World Finance: A Case Study in Ethics*, Palgrave Macmillan (2006) 217-225
- *Business Ethics: Policies and Persons*, McGraw-Hill Education (2005) (with Kenneth Goodpaster, Laura Nash)
- Internet e-Ethics in Confrontation with an Activists' Agenda: Yahoo! on Trial, *Journal of Business Ethics* 39, N° 1-2 (2002) 135-144 (with Mark Hunter, Marc Le Menestrel)
- Processes and Consequences in Business Ethical Dilemmas: The Oil Industry and Climate Change, *Journal of Business Ethics* 41, N° 3 (2002) 251-266 (with Marc Le Menestrel, Sybille Van den Hove)
- *Le Japon*, Flammarion (1998) (with Paul Brunon)

External Activities

2006-present: Distinguished Professor of Global Responsible Leadership, CEIBS, Shanghai, and Founder and Director of the Euro-China Centre for Leadership and Responsibility, CEIBS, Shanghai; Founder & Director, CEDRE (Centre for the Study of Development and Responsibility). 1984-present: Chairman of the LVMH Asian Scholarships Jury.

Member of the Editorial Board: *Journal of Asian Business*, *International Journal of Business Governance & Ethics*, *Asia Pacific Business Review*, *Asian Business & Management*, *Asian Academy of Management Journal*, *China Management Studies*.

Former Positions

1981-2004: Professor of Asian Business, INSEAD

1988-2005: Visiting Professor, Graduate School of International Business, Stanford University, USA

1975-1976: Visiting Professor, Institute for International Studies and Training (IIST), Japan

1965-1967: Assistant to Counsellor, French Embassy, Japan

1963-1965: Visiting Lecturer, Rikkyo University, Japan

1962-1963: Research Assistant, University of California-Berkeley, USA

1961-1962: Personnel Management, Société Anonyme des Mines de Fer de Mauritanie (MIFERMA), Mauritania

Education

1968: Doctorate, ITP, Harvard Business School, Harvard University, USA

1961: Licence des Lettres, Psychology/Sociology, Sorbonne, France

1961: Diplôme EPP, Université Catholique de Lille, France

home

Stewart Black

USA

Professor of Management Practice in Global Leadership and Strategy

stewart.black@insead.edu

BASED IN

Teaching

Executive Education, competitive strategy, innovation, organization structure, leading change, effective influence, human capital, managing stakeholders, global leadership

Research Areas

Globalization, Competitive Strategy, Human Capital Leading Change

Selected Publications

- *Failure to Globally Launch: The Case for Aspiring Market Giants* Durango: Global Leadership Press (2014) 153 p. (with Allen J. Morrison)
- The Character of Global Leaders in *Advances in Global Leadership* (Vol. 8), Emerald (2014) 183-204 (with Allen J. Morrison)
- The Japanese Global Leadership Challenge: What it Means for the Rest of the World in *Leadership in the Asia-Pacific: A Global Research Perspective*, Routledge (2014) 109-124 (with Allen J. Morrison)
- *It Starts with One: Changing Individuals Changes Organizations*, (3rd Ed.), Wharton School Publishing (2013) 224 p.
- The Japanese Global Leadership Challenge: What it Means for the Rest of the World*, Asia Pacific Business Review* 18, 4 (2012) 551-566 (with Allen J. Morrison)
- *Management*, (3rd Ed.), Prentice Hall (2011) 512 p. (with Lyman W. Porter and Michael A. Hitt)
- A Cautionary Tale for Emerging Market Giants: How Leadership Failures in Corporate Japan Knocked Its Companies off the World Stage*, Harvard Business Review* 88, 9 (2010) 99-103 (with Allen J. Morrison)
- *Sunset in the Land of the Rising Sun: Why Japanese Multinationals will Struggle in the Global Future,* Palgrave Macmillan, (2010) 256 p. (with Allen J. Morrison)

External Activities

Membership Chair, International Management Division of the Academy of Management (1990-1991). Newsletter Editor, International Division of the Academy of Management (1991-1994). Editor: *Journal of International Management* (1993-1996). Editorial Board Member: *Academy of Management Review* (1993-1996). Coordinator: International Management Division, Doctoral Consortium (1994). Ad Hoc Reviewer: *Human Resource Management*, *Academy of Management Journal*, *Administrative Science Quarterly*, *Journal of Applied Psychology*, *Journal of International Business Studies*, *Sloan Management Review*.

Awards and Honours

1995: Ascendant Scholar, Western Academy of Management

1992: Best Article of the Year, *Group and Organizational Management*

Finalist, Best Paper of the Decade, *Journal of International Business*

1989: Best Paper Award, Academy of Management International Division

1989: Beta Gama Sigma Honor Society

Former Positions

2012-2015: Professor of Global Leadership and Strategy, IMD Lausanne, Switzerland

2009-2012: Associate Dean of Executive Education, The Americas, INSEAD

2005-2012: Affiliate Professor, INSEAD

1999-2005: Executive Director, University of Michigan, Asia Pacific

1999-2005: Professor of Business Administration, University of Michigan, USA

1997-1998: Visiting Professor, Unviersity of California, Irvine, USA

1996-1997: Professor of International Management and Strategy (with Tenure), Thunderbird, American Graduate School of International Management, USA

1995-1996: Associate Vice President, Thunderbird Executive Education, American Graduate School of International Management, USA

1994-1996: Associate Professor (with Tenure), Thunderbird, American Graduate School of International Management, USA

1993-1994: Associate Professor, Thunderbird, American Graduate School of International Management, USA

1993-1995: Director, Thunderbird Japan Campus, American Graduate School of International Management, Japan

1992-1993: Associate Professor, Amos Tuck School of Business Administration, Dartmouth College, USA

Education

1988: PhD, Administration, University of California, USA

1984: Master of Science, Organizational Behavior, Marriott School of Management, Brigham Young University, USA

1983: Bachelor of Science, University Studies, Brigham Young University, USA

home

Henrik Bresman

Sweden

Associate Professor of Organisational Behaviour

Academic Director, INSEAD Global Leadership Centre

henrik.bresman@insead.edu

CAMPUS

Teaching

Leadership (Executive Education); High-Performance teams (Executive Education); Organisational Behaviour (EMBA); Organisational Behaviour (MBA)

Research Areas

Leadership; Change; Innovation; High-Performance Teams.

Selected Publications

- Contextualization and Context Theorizing in Teams Research: A Look Back and a Path Forward, *Academy of Management Annals* 10, N° 1 (2016) 891-942 (with Mary Maloney, Mary Zellmer-Bruhn, Gregory R. Beaver)
- Teamwork from the Inside Out in *Contemporary Organizational Behavior*: From Ideas to Action, K. Elsbach, A. Kayes, C. Kayes (Eds.), Pearson Publishing (2016) 321-330 (with David Caldwell, Deborah Ancona)
- Changing Routines: A Process Model of Vicarious Group Learning in Pharmaceutical R&D, *Academy of Management Journal* 56, N° 1 (2013) 35-61
- The Structural Context of Team Learning: Effects of Organizational and Team Structure on Internal and External Learning, *Organization Science* 24, N° 4 (2013) 1120-1139 (with Mary Zellmer-Bruhn)
- External Learning Activities and Team Performance: A Multi-method Field Study, *Organization Science* 21, N° 1 (2010) 81-96
- *X-Teams: How to Build Teams that Lead, Innovate, and Succeed*, Harvard Business School Press (2007) (with Deborah Ancona)
- The Comparative Advantage of X-teams, *Sloan Management Review* 43, N° 3 (2002) 33-39 (with Deborah Ancona, Katrin Kaeufer)
- Managing the Post-acquisition Integration Process: How the Human Integration and Task Integration Processes Interact to Foster Value Creation, *Journal of Management Studies* 37, N° 3 (2000) 395-425 (with Julian Birkinshaw, Lars Hakanson)
- International Knowledge Transfer in Acquisitions, *Journal of International Business Studies* 30, N° 3 (1999) 439-462 (with Julian Birkinshaw, Robert Nobel Robert)

Awards and Honours

Finalist of 2016 Best Paper Award, Academy of Management (with Scott Sonenshein, Quy Huy)

2012: Best MBA Core Course Teacher (runner-up), INSEAD

2009: JIBS 2009 Decade Award, Winner (most influential article published in the Journal of International Business Studies ten years ago), San Diego

2008: George R. Terry Book Award, Finalist, Academy of Management Annual Conference (for outstanding contribution to the advancement of management knowledge), Anaheim

2006: Best Paper Award, Academy of Management Annual Conference, Organizational Development and Change Division

2006: William H. Newman Award, Academy of Management Annual Conference (best paper based on dissertation)

2003: The Richard Beckhard Prize for Vol. 43, MIT Sloan Management Review

External Activities

Editorial Board: *Academy of Management Journal, Academy of Management Review, Organization Science.*

Former Positions

2005-2013: Assistant Professor of Organisational Behaviour, INSEAD

Manager, ABB Asea Brown Boveri Ltd.

Partner, Biondi Industries BV

Education

2005: PhD, Management, Sloan School of Management, MIT, USA

1993: BSc., MSc., Economics, Stockholm School of Economics, Sweden

Linda Brimm

USA

Emeritus Professor of Organisational Behaviour

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CAMPUS

Teaching

Change; Professional Development; Self- Assessment; Lives in Transition; Global Cosmopolitans; Women and Leadership, Diversity

Research Areas

Global Cosmopolitans; Narrative, Identity; Diversity, The Development of Successful Global Executives and Entrepreneurs over time.

Selected Publications

- How to Embrace Complex Change, *Harvard Business Review* 93, N° 8 (2015) 1-9
- *Global Cosmopolitans, The Creative Edge of Difference*, Palgrave Macmillan, INSEAD Business Press (2010)
- Diversity Management of Hewlett-Packard in Europe in *Managing Diversity in the Workplace*, Albrecht Maryann A. (Ed.), Blackwell (2001)
- Diversity Management at Hewlett-Packard, Europe, *INSEAD Case Study*, N° 4651, (1996) (with Arora Mandakini)
- Claire and Alain (A) Shifting Roles, *INSEAD Case Study*, N°5389 (1994)
- Anne and François (A & B), *INSEAD Case Study*, N° 4380 (1994)
- Rebecca and David (A & B), *INSEAD Case Study*, N°4388 (1994)

Awards and Honours

Outstanding Teacher Award for an MBA Elective, INSEAD

External Activities

Clinical Psychologist, Coach and Consultant.

Former Positions

Founder of Psychological Services, INSEAD

1983-2008: Affiliate Professor of Organisational Behaviour, INSEAD

1979 –present: Co- Founder of International Counseling Service , France

1977- 1978 Clinical Psychologist, Hebrew University and Public Sector, Israel

1971-1973: Assistant Professor Institute of Open Education, Antioch University, New England Graduate School of Education, USA

Education

1982: PhD, Clinical Psychology and Psycho-Analysis, Université de Paris VII, France

1979: Doctorate, DEA de Psycho-Pathologie Clinique et Psychanalyse, Université de Paris VII, France

1978: Diploma, Clinical Psychology, Hebrew University, Israel

1970: Master of Arts, Northeastern University, USA

1964: BSc., Cornell University, USA

Michael Brimm

USA

Emeritus Professor of Organisational Behaviour

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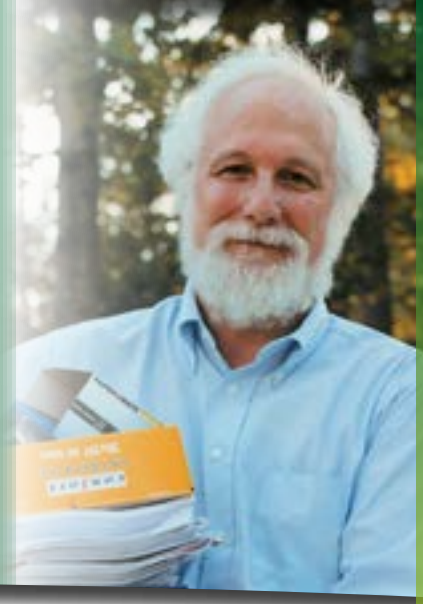
CAMPUS



Research Areas

Artist-Leaders: The Role of the Chef in Three-Star French Restaurants; Organisational Transformation and Leadership.

Selected Publications

- "Highbridge Capital Management: A case study of the hedge fund industry," Stanford Graduate School of Business in conjunction with Harvard Kennedy School of Government, September 2010
- Managing Complexity in *Effective Executive* (2008)
- Pierre Dux: A Case Study in Organizational Change in *Effective Behavior in Organizations*.Irwin (2006)
- American Express Philanthropy: Developing an Academy of Travel and Tourism in Hungary in *Corporate Global Citizenship: Doing Business in the Public Eye*, The New Lexington Press (1997)
- Leadership Development as a Lever for Global Transformation in *Globalizing Management*, John Wiley and Sons (1992) (with Noel M. Tichy)
- Why Networking Fails: Double Binds and the Limitations of Shadow Networks, *INSEAD Working Paper* (1989) (with Charles Kadushin)
- Risky Business: Why Sponsoring Innovations can be Hazardous to Career Health, *Organizational Dynamics* 16, N° 3 (1988) 28-41
- *Analytical Perspectives in Organizational Behavior: A Study of Organizational Innovation*, Xerox-University International (Ann Arbor, Michigan) (1976)
- When is a Change not a Change?, *Journal of Applied Behavioral Science* 8, N° 1 (1972)

Awards and Honours

OB I & II: Best Teacher Award for an MBA Core Course, INSEAD

John T. Stevens Award, Harvard Business School

Nomination: Distinguished Teacher Award School of Business Administration, Northeastern University

Selection to the committee of the American Academy of Arts and Sciences for developing projects concerning "The Role of the Adult in Modern Society".

Member, Panel of Judges for the Douglas MacGregor Award for Excellence in Behavioral Science Research".

External Activities

Coaching of CEOs and senior leaders. Executive seminars and conferences. Management consulting with global companies on leadership development, organisational design and change process projects. Editorial Board Member: *International Journal of Leadership Education*, *Journal of Organizational Behavior Education.*

Former Positions

1983-2007 : Associate Professor of Organisational Behaviour, INSEAD

1980-1982: Visiting Lecturer, Université de Bordeaux III, France

1978-1983: Assistant Professor, INSEAD

1975-1978: Faculty Member, Jerusalem Institute of Management, Israel

1973-1975: Project Research Member, Cambridge Communications Group, USA

1970-1973: Assistant Professor of Management, Northwestern University, USA

1970-1971: Lecturer, Harvard Business School, Harvard University, USA

1966-1969: Training Officer, United States Coast Guard, USA

1964-1966: General Manager, Cerro Corporation, USA

Education

1975: Doctorate, Graduate School of Business Administration, Harvard University, USA

1969: MBA, Graduate School of Business Administration, Northeastern University, USA

1964: BSc., Cornell University, USA

home

Derek Deasy

Ireland

Affiliate Professor of Organisational Behaviour

derek.deasy@insead.edu

CAMPUS

Teaching

Psychological Issues in Management (MBA); Leadership Development (Executive Education); MBA Personal Leadership Development Programme Coaching Director; Psychological Issues in Leadership (EMBA); Director INSEAD Coaching Certificate (Executive Education).

Research Areas

Leadership; Group Dynamics; Personal Development

Selected Publications

- Child Sex Abuse and the Irish Criminal Justice System, *Child Abuse Review* 20, N° 2 (2010) 102-119 (with G. Connon, A. Crooks, D. O'Shea, I. Ryan, A. O'Flaherty)
- Detecting Personality Disorders in the Prison Population of England and Wales: Comparing Case Identification using the SCID-II Screen and the SCID-II Clinical Interview, *Journal of Forensic Psychiatry and Psychology* 19, N° 3 (2008) 301-322 (with S. Ullrich, J. Smith, B. Johnson, M. Clarke, N. Broughton, J. Coid)
- Psychiatric morbidity among prisoners: Summary report, A survey carried out in 1997 by the Social Survey Division of ONS on behalf of the Department of Health, The Stationary Office (1998) (with Nicola Singleton, Howard Meltzer, Rebecca Gatward, Jeremy Coid)

Awards and Honours

2016: Deans' Commendation for Excellence in MBA Teaching 2015/16, INSEAD

Former Positions

2014-2015: Adjunct Professor of Organisational Behaviour at INSEAD

2014-present: Leadership Development Practice Director at IGLC

2007-present: Consultant to groups and individuals in Leadership Development Programmes at INSEAD, France, IMD, Switzerland, Copenhagen Business School, Denmark

2011-2013: Honorary Associate Professor, Institute of Work, Health and Organisations, University of Nottingham, United Kingdom

2010-2015: Director, St. Clare's Child Abuse Assessment and Therapy Unit, The Children's University Hospital, Dublin, Ireland

2009-2013: Director, Irish Group Relations Organisation

2008-2010: Acting Director, St. Clare's Child Abuse Assessment and Therapy Unit, The Children's University Hospital, Dublin, Ireland

2001-2008: Clinical Psychologist, The Children's University Hospital, Dublin, Ireland

Education

2008: Master of Arts, Consultation and Organisation

Tavistock Clinic & University of East London, United Kingdom

2001: Doctorate, Clinical Psychology, Trinity College, Ireland

1997: Masters of Arts, Research in Psychology, University College Dublin, Ireland

1994: Bachelor of Arts (Honours), Psychology University College Dublin, Ireland

Paul A. L. Evans

United Kingdom

The Shell Chair of Human Resources and Organisational Development, Emeritus

Emeritus Professor of Organisational Behaviour

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CAMPUS

Research & Teaching Areas

Leadership and Leadership Development; Global Talent Management (Academic Director for INSEAD's Global Talent Competitiveness Index, GTCI); International Human Resource Management; Multinational Organisational Development; Tension Analysis (Duality/Paradox Theory).

Selected Publications

- The Global Talent Competitiveness Index 2017:Technology & Talent, INSEAD (2017) 343 p. (with Bruno Lanvin). Also GTCI 2015-16 (Talent Attraction & International Mobility; GTCI 2014 (Growing Talent for Today & Tomorrow).
- *The Global Challenge: International Human Resource Management*, McGraw Hill (2010) (with Ingmar Björkman, Vladimir Pucik)
- Leadership challenges and dilemmas in multinational organizations, in *Leadership in Organizations: Current Issues and Key Trends* (3rd J.Storey (ed.), Routledge, 2016
- Managing Knowledge in Multinational Firms in *International Human Resource Management*, A-W. Harzing and A. Pinnington (Eds.), fourth edition, Sage (2015) 345-376 (with Ingmar Björkman, Vladimir Pucik)
- *A Gestão de Pessoas no Brasil* (Management of People in Brazil) Campus - Elsevier (2006) (with Betania Tanure, Vladimir Pucik)
- People and Cultural Aspects of M&A: What are the Lessons... and the Challenges? in *Mergers and Acquisitions: Managing Cultural and Human Resources* Stanford University Press (2004) (with Vladimir Pucik)
- The Dualistic Leader: Thriving on Paradox, in S. Chowdhury (ed.), *Management 21C*, Prentice Hall-Financial Times, 2000
- HRM on the Edge: A Duality Perspective *Organization*, 6, N° 2 (1999) 325-338

Awards and Honours

Voted as one of HR's Most Influential Thinkers (2014, 2013 and previously).

1998-2006: Titular Professor at the European Institute for Advanced Studies in Management

2004: ecch Best Case Award for "Codan 2000",Organizational Behaviour/HR /Leadership category

2001: MBA Teacher of the Year Award for elective on International Human Resource Management

External Activities

Advisory Council 2017-20, Botho University, Botswana Formerly Visiting Professor at London Business School, UC Berkeley, Cornell University, Stockholm School of Economics, University of Southern California, Skolkovo Moscow, CEIBS Shanghai, and others; Founding Board Member of the European Human Resource Forum. Former Board Member of the US HRPS (HR People & Strategy). Editorial Boards of *International Journal of Human Resource Management*, *Journal of World Business*

Former Positions

1977-2011: Professor of Organisational Behaviour, INSEAD

Education

1974: PhD, Management and Organizational Psychology, Sloan Management School, MIT, USA

1970: MBA, INSEAD, France

1967: Master of Arts, Law (1st Class Honours, University Awards for Scholarship in Criminology and Jurisprudence), Pembroke College, Cambridge University, United Kingdom

Charles Galunic

Canada

The Aviva Chaired Professor of Leadership and Responsibility

Professor of Organisational Behaviour

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CAMPUS

Teaching

Core Course in Organisational Behaviour (EMBA); Strategic Management of Processes (PhD); Network Theory (PhD); Various Executive Education Programmes. Transition to General Management Director.

Research Areas

The intersection of Organizational Theory and Strategy. His research mostly concerns the micro-foundations of strategic advantage, where he studies the performance implications and benefits of structures (e.g., social networks) and processes (e.g., innovation and change) within organizations. At a corporate level, he is also concerned with organization culture, including its alignment with strategy, how it changes, and the role of leadership, including the importance of successful personal leadership transitions. His current work is focused on digitization and its implications for organizational structures and processes.

Selected Publications

- Relational Changes During Role Transitions: The Interplay of Efficiency and Cohesion, *Academy of Management Journal* 59, N°3 (2016) 956-982 (with Claudia Jonczyk, Yong Kyung Lee, Ben M. Benasou)
- Evaluating Espoused Values: Does Articulating Values Pay Off ? *European Management Journal* 33, N° 5 (2015) 332-340 (with Karsten Jonsen, John R. Weeks, Tania Braga)
- Deus Ex Machina? Career Progress and the Contingent Benefits of Knowledge Management Systems, *European Management Journal* 32, N° 1 (2014) 13-23 (with Jennifer Petriglieri, Kishore Sengupta)
- Players and Purists: Networking Strategies and Agency of Service Professionals, *Organization Science* 25, N° 1 (2014) 29-56 (with Ben M. Bensaou, Claudia Jonczyk-Sedes)
- How to Help Employees "Get" Strategy, *Harvard Business Review* 91, N° 3 (2013) 16-17 (with Immanuel Hermreck)
- Organizational Culture in *The Palgrave Encyclopedia of Strategic Management*, D. Teece, T. Knudsen, M. Augier (Eds) Palgrave (2013)
- The Positive Externalities of Social Capital: Benefitting from Senior Brokers, *Academy of Management Journal* 55, N° 5 (2012) 1213-1231 (with G. Ertug, Martin Gargiulo)
- The Two Faces of Control: Network Closure and Individual Performance among Knowledge Workers, *Administrative Science Quarterly* 54 (2009) 299-333 (with Martin Gargiulo, G. Ertug)

Awards and Honours

2016: EMBA Core Course Best Professor Award

2016: Overall Executive Education Award for Outstanding Contribution

2014: Executive Education Awards for Outstanding Teaching, INSEAD

2014: Executive Education Awards for Outstanding Programme Direction, INSEAD

2012 Visiting Fellow Cambridge University, Judge Business School Great Britain

2007: ecch Best Case Award in the OB/HR area, for "Lincoln Electric in China"

2004-2005: INSEAD Executive Education Award

2004 & 2005: Co-Nomination: EMBA Best Core Teacher Award, INSEAD

2002: ecch Best Case Award for "Managing Knowledge at Booz-Allen and Hamilton", Knowledge Management and Learning Category (with J. Weeks)

2001: EFMD Best Case Award for "Managing Knowledge at Booz-Allen and Hamilton", Knowledge Management and Learning Category (with J. Weeks)

1999: ABCD (Above and Beyond the Call of Duty) Award for Outstanding Service

External Activities

Assoc. Editor *Academy of Management Annals*
Past Editorial Positions: Editorial board of *Strategic Organization*, *Organization Science* and the *Strategic Management Journal*, and Co-Departmental editor for the *Journal of International Business Studies*.

Education

1994: PhD, IEEM-Organizational Behavior, Stanford University, USA

1990: Bachelor of Arts, Politics, Philosophy, Economics (PPE), Oxford University, UK

1988: BSc., Chemical Engineering (Rhodes Scholar), Queen's University, Canada

home

Frederic Godart

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CAMPUS

Teaching

Power & Politics; Organizational Sociology; Organisational Behaviour II: Leading Organisations.

Research Areas

Creativity; Economic Sociology; Fashion; Luxury; Market Dynamics; Mobility; Social Networks; Status; Style; Uncertainty; Watchmaking.

Selected Publications

- Semantic Strategies for Influencing the Influencers: Trading a Stock of Names for Higher Creativity Evaluations, *Academy of Management Journal*, in press (with Sorah Seong)
- Which Boundaries? How Mobility Networks Across Countries and Status Groups Affect the Creative Performance of Organizations, *Strategic Management Journal* 38, N° 6 (2017) 1232-1252 (with Andrew Shipilov, Julien Clément)
- Task Complexity and Shared Value Orientation: Exploring the Moderators of a Social Dilemma in Team Social Networks, *Industrial and Corporate Change* 25, N° 5 (2016) 739-756 (with Fabrice Cavarretta, Matthias Thiemann)
- Luxury's Talent Factories, *Harvard Business Review* 93, N° 6 (2015) 98-104 (with Andrew Shipilov)
- Fashion with a Foreign Flair: Professional Experiences Abroad Facilitate the Creative Innovations of Organizations, *Academy of Management Journal* 58, N° 1 (2015) 195-220 (with William Maddux, Andrew Shipilov, Adam D. Galinsky)
- Making the Most of the Revolving Door: The Impact of Outward Personnel Mobility Networks on Organizational Creativity, *Organization Science* 25, N° 2 (2014) 377-400 (with Andrew Shipilov, Kim Claes)
- Sociology of Fashion: Order and Change, *Annual Review of Sociology* 39 (2013) 171-192 (with Patrik Aspers)
- Empires, Federated Arrangements, and Kingdoms: Using Political Models of Governance to Understand Firms' Creative Performance, *Organization Studies* 34, N° 1(2013) 79-104 (with Karen Barkey)
- Economic Sociology at the Crossroads, *Acta Sociologica* 55, N° 4 (2012) 377-381
- Trend Networks: Multidimensional Proximity and the Formation of Aesthetic Choices in the Creative Economy, *Regional Studies* (2012)
- *Unveiling Fashion: Business, Culture, and Identity in the Most Glamorous Industry*, Palgrave Macmillan (2012) 208 p.

Awards and Honours

2017: Winner of Academy of Management CM Division's 2017 Best Paper Award—New Directions (with Eric Anicich, Roderick Swaab, Adam Galinsky).

2012: Winner of Academy of Management OB Division Best Paper Award (with William Maddux, Andrew V. Shipilov, Adam Galinsky)

2012: Nominated for Best Fashion Book 2012, Université Lumière, Lyon 2

2007-2008: Paul H. Klingenstein Fellow, Full Tuition and Stipend, Columbia University,

New York

2005-2010: Lazarsfeld Fellow, Full Tuition and Stipend, Columbia University, New York

1997-2002: Fellow of the École Normale Supérieure de Cachan, Full Tuition and Stipend, École Normale Supérieure de Cachan, Paris

External Activities

Ad hoc reviewer at: *American Journal of Sociology*, *American Sociological Review*, *Organization Science*, *Organization Studies*, *Poetics*, *Social Networks*.

Former Positions

2014: Visiting Scholar, Marshall School of Business, University of Southern California

2009-2011: Post-doctoral Fellow, INSEAD

2006-2008: Teaching Fellow, Columbia University, USA

2002-2005: Research Analyst and Business Analyst, McKinsey & Company, Belgium

2001: Intern, General Electric (GE) Medical Systems (now GE Healthcare), France

2000-2001: Intern, French Planning Office (now Center for Strategic Analysis), France

Education

2012: HDR (Accreditation to Supervise Research), Management, Dauphine University, France

2009: PhD, Sociology, Columbia University, USA

2002: Master's Degree (M.Phil), Social and Political Sciences, High 2.1 (High Honors) University of Cambridge (Trinity College), United Kingdom

2001: Master's Degree, Strategy and Business Management, Institut d'Études Politiques de Paris ("Sciences Po") Paris, France

Spencer Harrison

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CAMPUS

Teaching

Developing Creativity and Innovation; Managing Culture and Organisational Growth; Psychological Issues in Management

Research Areas

Creativity; Collaboration; Culture; Personal Connections with Work

Selected Publications

- Individual Curiosity and the Language of Feedback in Revising Creative Work, *Academy of Management Journal* (forthcoming) (with K. Dossinger)
- Spilling Outside the Box: The Effects of Individuals' Creative Behaviors at Work on Time Spent with their Spouses at Home, *Academy of Management Journal* 59, N° 3 (2016) 841-859 (with David T. Wagner)
- Fueling, Curating, Connecting, and Fascinating: Why and How Creativity Provokes Curiosity in *Capitalizing on Creativity at Work: Fostering the Implementation of Creative Ideas in Organizations*, Edward Elgar (2016) 76-85
- Triangulate and expand: Using Multiple Sources of Data for Convergence and Expansion to Enrich Inductive Theorizing in *Handbook of Innovative Qualitative Research Methods: Innovative Pathways and Methods*, Routledge (2016) 286-298 (with Elizabeth D. Rouse)
- An Inductive Study of Feedback Interactions over the Course of Creative Projects, *Academy of Management Journal* 58, N° 2 (2015) 375-404 (with Elizabeth D. Rouse)
- Let's Dance! Elastic Coordination in Creative Group Work: A Qualitative Study of Modern Dancers, *Academy of Management Journal* 57, N° 5 (2014) 1256-1283 (with Elizabeth D. Rouse)
- Becoming: The Interaction of Socialization and Identity in Organizations over Time in *Time and Work Volume 1: How Time Impacts Individuals*, Psychology Press (2014) 11-39 (with Blake Ashforth, David M. Sluss)
- Thoughts and Feelings About Organizational Change A Field Test of Appraisal Theory, *Journal of Leadership and Organizational Studies* 18, N° 4 (2011) 421-437 (with Mel Fugate, Angelo J. Kinicki)

Awards and Honours

2016: Best Reviewer Award, *Academy of Management Journal*, 2016

2014: Best Reviewer Award, Academy of Management, Organizational Behavior Division, 2014

2014: Best Reviewer Award, Academy of Management, Managerial and Organizational Cognition Division, 2014

2012-2013: Carroll School of Management Faculty Fellowship, Boston College

2012: Wheatley Fellow, Brigham Young University

2008: Best Reviewer Award, Academy of Management, Organizational Behavior Division

2008: INFORMS/Organization Science Dissertation Proposal Competition Finalist, 2008

2007: Best Reviewer Award, Academy of Management, Managerial and Organizational Cognition Division, 2007

1995-1999: National Merit Scholar, University of Utah

1995-1999: Presidential Scholarship, University of Utah

1995: Sterling Scholar in English, State of Utah

External Activities

Editorial Boards Academy of Management Journal 2014-present, Academy of Management Discoveries 2015-present, Executive Committee Academy of Management Managerial and Organizational Cognition (MOC) Division 2014-present, MOC Division Chair 2016-2017, MOC Division Program Chair 2015-2016, MOC Division PDW Chair 2014-2015, Committee Memberships Academy of Management Most Innovative Paper Committee, Organizational Behavior (OB) Division 2015 .

Former Positions

2016: Visiting Scholar, INSEAD, France

2015-2017: Associate Professor, Boston College, USA

2015: Visiting Senior Fellow, The Wharton School, University of Pennsylvania, USA

2013-2017: Creativity Collaboratorium, a meeting of scholars interested in individual creativity , USA

2009-2015: Assistant Professor, Boston College, USA

Education

2009: PhD, Arizona State University, USA

2004: Master of Business Admin., Organizational Behavior and Human Resources, Brigham Young University, USA

1999: Bachelor of Arts, English (emphasis in Creative Writing), University of Utah, USA

Li Huang

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CAMPUS

Teaching

Negotiations; Organisational Behaviour.

Research Areas

Contradictions; Power and Status; Trust; Creativity; Decision Making; Ethical Behaviour; Negotiation.

Selected Publications

- The Highest Form of Intelligence: Sarcasm Increases Creativity for both Expressers and Recipients, *Organizational Behavior & Human Decision Processes* 131 (2015) 162-177 (with Francesca Gino, Adam D. Galinsky)
- The Music of Power: Perceptual and Behavioral Consequences of Powerful Music, *Social Psychological and Personality Science* 6, N° 1 (2015) 75-83 (with Dennis Y. Hsu, Loran F. Nordgren, Derek D. Rucker, Adam D. Galinsky)
- Stand Tall, But Don't Put Your Feet Up: Universal and Culturally-Specific Effects of Expansive Postures on Power, *Journal of Experimental Social Psychology* 49, N° 6 (2013) 965- 971 (with Lora E. Park, Lindsey Streamer, Adam D. Galinsky)
- Contemplation and Conversation: Subtle Influences on Moral Decision Making, *Academy of Management Journal* 55, N°1 (2012) 13-33 (with Brian C. Gunia, Long Wang, Jiunwen Wang, J. Keith Murnighan)
- Mind-Body Dissonance: Conflict Between the Senses Expands the Mind's Horizons, *Social Psychological and Personality Science* 2, N° 4 (2011) 351-359 (with Adam D. Galinsky)
- Powerful Postures vs. Powerful Roles: Which is the Proximate Correlate of Thought and Behavior?, *Psychological Science* 22, N° 1 (2011) 351-359 (with Adam D. Galinsky, D. H. Gruenfeld, L. E. Guillory)
- No Mirrors for the Powerful: Why Dominant Smiles Aren't Processed Using Embodied Simulation, *Behavior and Brain Sciences* 33 (2010) 417-480 (with Adam D. Galinsky)
- What's in a Name? Subliminally Activating Trusting Behavior, *Organizational Behavior and Human Decision Processes* 111, N° 1 (2010) 62-70 (with J. Keith Murnighan)

Awards and Honours

2009: American Psychological Association Dissertation Award

2007-2010: Northwestern University Travel Scholarship

2007-2010: Dispute Resolution Research Center Research Grant

2004: GE Scholarship, Peking University

2003: Academic Excellence Awards, Peking University

2002: Legend Scholarship, Renmin University

2001: Huang Ru-lun Scholarship, Renmin University

External Activities

Reviewer for the *Administrative Science Quarterly, Organizational Behavior and Human Decision Processes, European Journal of Social Psychology, European Journal of Personality, Journal of Experimental Social Psychology, Psychological Science,* International Association for Conflict Management, and Academy of Management Conference.

Former Positions

2009-2011: Lecturer of Management and Organizations, Kellogg School of Management, Northwestern University, USA

Education

2011: PhD, Management and Organizations, Kellogg School of Management, Northwestern University, USA

2005: MSc., Guanghua School of Management, Peking University, China

2003: Bachelor of Arts (Honours), School of Labor and Human Resources, Renmin University, China

home

Herminia Ibarra

USA

Professor of Organisational Behaviour

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CAMPUS

Teaching

The Leadership Transition (Programme Director); GEMBA; Consulting & Coaching for Change. Women Leaders Programmes for Deutsche Bank, International Women's Forum, Siemens & the Unilever Consortium (Programme Director). AMP; LEAP

Research Areas

Career & Professional Development; Identity; Leadership; Gender.

Selected Publications

- Betwixt and Between Identities: Liminal Experience in Contemporary Careers, Research in *Organizational Behavior* 36 (2016) 47-64 (with Otilia Obodaru)
- The Authenticity Paradox (Cover Story), *Harvard Business Review* 93, N° 1-2 (2015) 52-58
- *Act Like a Leader, Think Like a Leader*, Harvard Business Review Press (2015)
- Women Rising: The Unseen Barriers, *Harvard Business Review* 91, N° 9 (2013) 2-8 (with Robin J. Ely, Deborah Kolb)
- The Best-Performing CEOs in The World, *Harvard Business Review* 91, N° 1 (2013) 81-95 (with Morten T. Hansen, Urs Peyer)
- Are you a Collaborative Leader?, *Harvard Business Review* 89, N°7-8 (2011) 68-74 (with Morten T. Hansen)
- Taking Gender into Account: Theory and Design for Women's Leadership Development Programs, *Academy of management Learning & Education* 10, N° 3 (2011) 474-493 (with J. Ely Robin, Deborah Kolb)
- Why Men Still Get More Promotions Than Women, *Harvard Business Review* 88, N° 9 (2010) 80-126 (with Nancy M. Carter, Christine Silva)
- Identity as Narrative: A Process Model of Narrative Identity Work in Macro Work Role Transition, *Academy of Management Review* 35, N° 1 (2010) 135-154 (with Roxana Barbulescu)

Awards and Honours

Clarendon Lectures, Oxford University, Said Business School, 2017

Axiom Business Book Awards, Silver, 2016

Academy of Management, Outstanding Practitioner-Oriented Publication in OB, 2016

Thinkers 50 (#8, 2015)

HR Magazine's Most Influential Thinkers (#3, 2016)

Leadership Award, Thinkers 50, 2013

External Activities

FT/McKinsey Business Book of the Year, Jury Member, 2014-

World Economic Forum, Global Expert Network , 2008-

Harvard Business School, Visiting Committee, 2009-2012, Chair, 2012-2016

Catalyst Europe Advisory Board, 2008-2016

Former Positions

2007-2017: The Cora Chaired Professor of Leadership and Learning, INSEAD, France

2002-2007: Chaired Professor of Organisational Behaviour, INSEAD, France

1998-2002: Professor, Graduate School of Business Administration, Harvard University, USA

1994-1998: Associate Professor, Graduate School of Business Administration, Harvard University, USA

1989-1994: Assistant Professor, Graduate School of Business Administration, Harvard University, USA

1985-1989: Teaching Fellow, Yale School of Management, Yale University, USA

1984-1985: Research Fellow, Universite Libre de Bruxelles, Belgium

Education

1989: PhD, Organizational Behavior, Yale University, USA

1988: Master of Philosophy, Organizational Behavior, Yale University, USA

1988: Master of Arts, Organizational Behavior, Yale University, USA

1982: Bachelor of Arts, Psychology (Summa Cum Laude), University of Miami, USA

home

Sujin Jang

South Korea

Assistant Professor of Organisational Behaviour

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CAMPUS

Teaching

Psychological Issues in Management (MBA); Organisational Psychology (PhD)

Research Areas

Cultural brokerage; Global Teams; Cross-cultural collaboration;Creativity.

Selected Publications

- Cultural Brokerage and Creative Performance in Multicultural Teams, *Organization Science* (2017)
- To Connect Across Cultures, Find Out What You Have in Common, *Harvard Business Review Magazine* (2016) (with Andy Molinsky)
- Beyond Individual Creativity The Superadditive Benefits of Multicultural Experience for Collective Creativity in Culturally Diverse Teams, *Journal of Cross-Cultural Psychology* 43, N° 3 (2012) 384-392 (with Tadmor Carmit T., Satterstrom Patricia and Polzer Jeffrey T.)
- Building Intercultural Trust at the Negotiation Table in *Negotiation Excellence: Successful Deal Making*, World Scientific Publishing Company (2011) 299-313 (with Chua Roy Y.J.)

Awards and Honours

2017: Best Elective Teaching Award, MBA Class of July 2017

2015: Winner of J. Richard Hackman Award, Dissertation that Most Significantly Advances the Study of Groups, INGRoup

2013: Winner of INFORMS/*Organization Science* Best Dissertation Proposal Award

2013-2014: Harvard Graduate School of Arts and Sciences Dissertation Completion Grant

2008-2014: Wyss Fellowship (HBS Doctoral Stipend)

2008-2014: Doctoral Fellowship, Korea Foundation for Advanced Studies

Education

2014: PhD, Harvard University, Harvard Business School, USA

2011: A. M., Harvard University, USA

2008: B.B.A.,Yonsei University, Republic of Korea

home

Michael Jarrett

United Kingdom

Senior Affiliate Professor of Organisational Behaviour

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CAMPUS

Teaching

Leadership and Personality; Influence and Networks; Leading Organisational Change; Organisational Culture and Implementing Strategy.

Research Areas

Strategic Agility and Organisational Performance; The Impact of Managerial and Organisational Dynamic Capabilities on Successful Change; Executive and Leadership Transitions and the Psychodynamics of Groups and Teams.

Selected Publications

- Portrait of an Emotional Leader: Steve Jobs, Redefining Apple, *INSEAD Case Study*, N° 6010 (2013) (with Lisa Duke, Quy Huy)
- How IKEA's Strategy Was Formed, *INSEAD Case Study*, N° 5833 (2011) (with Duke Lisa, Quy Huy)
- Change and Survive, S*trategy Magazine* N° 44 (1980) (with J. Farley, J. Hulbert)
- *Changeability: Why Some Companies are Ready for Change - And Some Aren't*, FT Prentice Hall (2008)
- The New Change Equation, *Business Strategy Review* (2008)
- What is the Difference and What Makes the Difference? in *Executive Coaching from a Systems-Psychodynamic Perspective*, Karnac Books (2006) (with V. Roberts)
- Turning into the Emotional Drama of Change - Extending the Consultant's Bandwidth, *Journal of Change Management* 4, N° 3 (2004) 247-258
- The Seven Myths of Change Management, *Business Strategy Review* 14, N° 4 (2003) 22-29

Awards and Honours

2014: Executive Education Awards for Outstanding Teaching, INSEAD

2014: Executive Education Awards for Outstanding Programme Direction, INSEAD

External Activities

2008- present: Member of the Editorial Board, *Journal of Change Management*

2005-present: Director at Ilyas Jarrett & Company

2000-present: Visiting staff consultant for the Tavistock Clinic Group relations programmeTop

Management Consulting on Organisational Change

Former Positions

2003-2009: Adjunct Professor, London Business School, UK

2000-2003: Fellow, Kingston University, UK

CMD, London Business School, UK

1998-2000: Managing Director, Personnel Decisions International, UK

1995-1998: Director, The Alexander Corporation, UK

1996-2003: Visiting Fellow in Organisational Behaviour, Cranfield University School of Management,

1991-1995: Lecturer in Organisational Behaviour, Cranfield University School of Management, UK

1993-1996: Visiting Lecturer Strategic Management, Bristol University, UK

1988-1991: Partner, Nouveau Consulting Group

1987-1991: Senior Lecturer in Management Development, Kingston University, United Kingdom

1982-1987: Head of Organisation Development Unit and local economic development, National Council for Voluntary Organisation

1980-1982: Industrial Economics Research Associate, Consultant and Project Manager, University of Nottingham, UK

1979-1980: Research Associate, Joint Unit for Research on the Urban Environment (JURUE)

Education

1997: PhD, Cranfield School of Management, UK

1995: Graduate of the Advanced Organisational Consultation Programme, Tavistock Clinic Consultancy, United Kingdom

1989: Diploma in Gestalt Therapy, Pellin Institute, United Kingdom

1988: MSc. (Economics), University of London, United Kingdom

1979: BA (Economics), Birmingham Polytechnic, United Kingdom

home

Zoe Kinias

USA

Associate Professor of Organisational Behaviour

Academic Director, INSEAD Gender Initiative

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CAMPUS

Teaching

Leadership and Development (Executive Education); Research and Thesis (EMCCC); Introduction to Social Psychology (PhD).

Research Areas

Gender; Culture; Emotion; Group Processes and Intergroup Relations; Performance; Social Identities.

Selected Publications

- Facilitating Women's Success in Business: Interrupting the Process of Stereotype Threat Through Affirmation of Personal Values, *Journal of Applied Psychology* 101, N°11 (2016) 1585-1597 (with Jessica Sim)
- Standing Out as a Signal to Selfishness: Culture and Devaluation of Non-Normative Characteristics, *Organizational Behavior & Human Decision Processes* 124, N°2 (2014) 190-203 (with Heejung S. Kim, Andrew C. Hafenbrack, Jina J. Lee)
- Debiasing the Mind through Meditation: Mindfulness and the Sunk Cost Bias, *Psychological Science* 25, N° 2 (2014) 369-376 (with Andrew C. Hafenbrack, Sigal Barsade)
- Power Motivates Interpersonal Connection following Social Exclusion, *Organizational Behavior & Human Decision Processes* 122, N° 2 (2013) 257-265 (with Jayanth Narayanan, Kenneth Tai)
- Culture and Gender Inequality: Psychological Consequences of Perceiving Gender Inequality, *Group Processes and Intergroup Relations*, 15, N° 1 (2012) 89-103 (with Heejung S. Kim)
- Knowing How they Feel: Predicting Emotions felt by Outgroups, *Journal of Experimental Social Psychology* 45, N° 1 (2009) 80-89 (with Charles R. Seger, Eliot R. Smith, Diane M. Mackie)
- How Status and Stereotypes Impact Attributions to Discrimination: The Stereotype-asymmetry Hypothesis, *Journal of Experimental Social Psychology* N° 44 (2008) 405-412 (with Laurie T. O'Brien, Brenda Major)

Awards and Honours

2015: Winner of Faculty Transnational Research Award, Academy of Management (with Jessica Sim)

2002: Thesis of Distinction, Barrett Honors, Arizona State University

External Activities

Selected Editorial Reviews (ad hoc): *Academy of Management Review*, *Group Processes and Intergroup Relations*, *Journal of Personality and Social Psychology*, *Organizational Behavior and Human Decision Processes*, *Personality and Social Psychology Bulletin*, *Personality and Social Psychology Review*, *Psychological Bulletin, Self and Identity, Social Psychology and Personality Science*. Fund Granting Reviews (ad hoc): National Science Foundation, Society of Personality and Social Psychology, United States-Israel Binational Science Foundation. Selected Invited Speaking Engagements: BNP Paribas; Financial Women's Association of Singapore; Royal Dutch Shell.

Former Positions

2007-2009: Visiting Assistant Professor and Post-Doctoral Fellow, Kellogg School of Management, Northwestern University, USA

Education

2007: PhD, Psychology, University of California, Santa Barbara, USA

2004: MA, Psychology, University of California, Santa Barbara, USA

2002: Bachelor of Arts, Psychology, Arizona State University, USA

home

Ko Kuwabara

Japan

Associate Professor of Organisational Behaviour

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CAMPUS

Teaching

Organisational Behaviour; Networking.

Research Areas

Networking; Trust and Social Exchange; Enforcement of Prosocial Norms; Online Markets.

Selected Publications

- Lay Theories of Networking: How Laypeople's Beliefs about Networks Affect Their Attitudes and Engagement toward Instrumental Networking, *Academy of Management Review*, (forthcoming) (with Claudius Hildebrand, Xi Zou)
- Do Reputation Systems Undermine Trust? Divergent Effects of Enforcement Type on Generalized Trust and Trustworthiness, *American Journal of Sociology* 120, N° 5 (2015)
- Status Decreases Dominance in the West but Increases Dominance in the East, *Psychological Science*, 2015 (with Siyu Yu, Alice Lee, Adam Galinsky)
- When Trust Backfires: Trust and Trust Repair after Trust Violations, *Social Psychology Quarterly* 77, N° 4 (2014) 344-360 (with Sonja Vogt, Motoki Watabe, Asuka Komiya)
- Temporal Dynamics of Social Exchange and the Development of Solidarity: "Testing the Waters" Versus "Taking a Leap of Faith", *Social Forces* 91, N° 1 (2012) 253-273 (with Oliver J. Sheldon)
- Cohesion, Cooperation, and the Value of Doing Things Together How Economic Exchange Creates Relational Bonds, *American Sociological Review* 76, N° 4 (2011) 560-580
- Specialization in Relational Reasoning The Efficiency, Accuracy, and Neural Substrates of Social versus Nonsocial Inferences, *Social Psychological and Personality Science* 1, N° 4 (2010) (with Malia F. Mason, Joe C. Magee and Louise Nind)
- Multiplex Exchange Relations in *Advances in Group Processes*, Emerald Publishing Ltd. (2010) 239-268 (with Jiao Luo, Oliver J. Sheldon)
- The False Enforcement of Unpopular Norms, *American Journal of Sociology* 115, N° 2 (2009) 451-490 (with Robb Willer, Michael Macy)

Awards and Honours

2013: Research Grant, Jerome A. Chazen Institute of International Business

2009: James Coleman Award, 2009-2011, American Sociological Association

2006: Best Paper, Mathematical Sociology Section of the ASA

2006/2007 NSF Dissertation Improvement Grant

2002: Huygens Fellowship, Dutch Government

2002-2005: Russell Sage Research Grant, Cornell University

External Activities

2017-2020: Council Member: Altruism, Morality, and Social Solidarity, American Sociological Association, Editorial Board: *Social Psychology Quarterly* (2014-2016); Consulting Editor: *American Journal of Sociology* (2015-2017). Ad Hoc Reviewer: *American Journal of Sociology, Administrative Science Quarterly, American Sociological Review, Social Forces, Social Networks, Organization Science, Management Science, Sociological Forum, Social Science Research*.

Former Positions

2012: Visiting Professor, Haas Business School, University of California, Berkeley, USA

2007-2017: Assistant and Associate Professor of Management, Columbia Business School, USA

Education

2007: PhD, Cornell University, USA

2000: Bachelor of Arts, summa cum laude, Cornell University, USA

1998: Bachelor of Arts, Freie Universitat, Germany

William Maddux

USA

Professor of Organisational Behaviour

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CAMPUS

Teaching

Organisational Behaviour 1 (MBA); Psychology of Leadership (EMBA); Leadership, Group and Team Dynamics, Culture, Power & Influence, Motivation, Feedback, Negotiations, Creativity (Executive Education).

Research Areas

Culture; Creativity; Decision-Making; Negotiations; Evolutionary Psychology; Leadership.

Selected Publications

- Maximizing the Gains and Minimizing the Pains of Diversity: A Policy Perspective, *Perspectives on Psychological Science* 10, N° 6 (2015) 742-748 (with Evan Apfelbaum, Adam D. Galinsky, A. C. Homan, J. B. Olayon, K. W. P. Phillips, J. A. Richeson, S. J. Sasaki, A. R. Todd)
- Performance Pay or Redistribution? Cultural Differences in Just-World Beliefs and Preferences for Wage Inequality, *Organizational Behavior & Human Decision Processes* 130 (2015) 160-170 (with Douglas Frank, Klaus Wertenbroch)
- Fashion with a Foreign Flair: Professional Experiences Abroad Facilitate the Creative Innovations of Organizations, *Academy of Management Journal* 58, N° 1 (2015) 195-220 (with Andrew Shipilov, Frederic Godart, Adam D. Galinsky)
- Does travel Broaden the Mind? Breadth of Foreign Experiences Increases Generalized Trust, *Social Psychological and Personality Science* (forthcoming) (with J. Cao, Adam D. Galinsky)
- Good things Come to Those Who Wait: Late First Offers Facilitate Creativity in Negotiations, *Personality and Social Psychology Bulletin* 39, N° 6 (2013) 814-825 (with Marwan Sinaceur, Dimitri Vasiljevic, Nuckel R. Perez, Adam D. Galinsky)
- Getting the Most out of Living Abroad: Biculturalism and Integrative Complexity as Key Drivers of Creative and Professional Success, *Journal of Personality and Social Psychology* 103, 3 (2012) 520-542 (with Carmit T. Tadmor, Adam D. Galinsky)
- Cultural Variance in the Interpersonal Effects of Anger in Negotiations, *Psychological Science* 21, N° 6 (2010) 882-889 (with Hajo Adam, Aiwa Shirako)
- Cultural Borders and Mental Barriers: The Relationship between Living Abroad and Creativity, *Journal of Personality and Social Psychology* 69, N° 5 (2009) 1047-1061 (with Adam D. Galinsky)

Awards and Honours

Winner of 2016 Case Centre Awards Human Resource Management/Organisational Behaviour category, The Case Centre (with Roderick Swaab, Betania Tanure, Elin Williams)

2014: Deans' Commendation for Excellence in MBA Teaching 2013/14, INSEAD

2012: Winner of Academy of Management Best Paper Award (with Frederic Godart, Andrew V. Shipilov, Adam Galinsky)

2011: Dean's Commendation for Excellence in MBA Teaching, INSEAD

2009: Honourable Mention, Otto Klineberg Intercultural and International Relations Prize

2007: Academy of Management Conference, Conflict Management Division, Best Paper - New Directions Award

External Activities

Editorial Boards: *Personality and Social Psychology Bulletin*, *Social and Personality Psychological Science*. Ad Hoc Reviewing: *Journal of Personality and Social Psychology*, *Journal of Experimental Social Psychology*, *Organization Science*, *Psychological Science*, *Academy of Management Journal*, *Organizational Behavior and Human Decision Processes*.

Former Positions

2006-2011: Assistant Professor of Organisational Behaviour, INSEAD

2004-2006: Post-Doctoral Fellow, Kellogg School of Management, and Visiting Assistant Professor of Management and Organizations, Kellogg School of Management, Northwestern University, USA

Education

2004: PhD, Psychology, Ohio State University, USA

2001: Master of Arts, Psychology, Ohio State University, USA

1995: Bachelor of Arts, Psychology, Johns Hopkins University, USA

home

Thomas Mannarelli

USA

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CAMPUS

Teaching

Leadership, Creativity; Influence; Change; Communication; Organisational Behaviour; Groups and Teams, General Management.

Research Areas

Creativity; Personality; Leadership; Decision-Making.

Selected Publications

- Accounting for Leadership: Charismatic, Transformational Leadership Through Reflection and Self-awareness, *Accountancy Ireland* 38 (2006)
- Inner Sanctums, *Insight* 2 (2006)
- New Visions of Asian Management in the 21st Century: A Call for Creativity, paper presented at Academy of Management Conference (2005), Honolulu (with A. Bonet)
- World Wrestling Federation: Vince McMahon vs. Bret the Hitman Hart in *Strategic Management: Concepts and Cases* (2003) (with C. Baty)
- Unlocking the Secrets of Business Innovation in *Financial Times - Mastering People Management* , FT Prentice Hall (2003) 171-175
- A Room with a Cue: Personality Judgments Based on Offices and Bedrooms, *Journal of Personality and Social Psychology* 82, N° 3 (2002) 379-398 (with Samuel D. Gosling, Sei Jin Ko, Margaret Morris)
- Motivation, Individuation, and Positive Illusions of Creative Musicians, *European Academy of Management Proceedings* (2002)

Awards and Honours

2014: Executive Education Awards for Outstanding Teaching, INSEAD

2014: Executive Education Awards for Outstanding Programme Direction, INSEAD

1993-1995: Sea Grant College, National Oceanic and Atmospheric Administration, US Department of Commerce Fellowship

External Activities

Executive seminars and conferences. Management consulting with global and regional companies on creativity, teamwork, and leadership development.

Former Positions

2003-2004: Visiting Associate Professor, Cheung Kong Graduate School of Business, China

1996-1997: Associate Director, University of California-Berkeley, USA

1995-1996: Visiting Lecturer, University of California-Berkeley, USA

Education

1999: PhD, Organizational Behavior and Industrial Relations, Haas School of Business, University of California-Berkeley, USA

1987: BSc., Decision Sciences, School of Business, Indiana University, USA

home

Erin Meyer

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CAMPUS

Teaching

Leading Across Cultures; Cross-cultural Communication; Multi-cultural Team Building; Intercultural Negotiations; Conducting Business Across Cultures.

Research Areas

Cross-cultural Differences in how Executives Reason and Analyse; Leadership Competency Differences between Asian and Western Managers; How Cultural Differences Impact Global Teamwork.

Selected Publications

- Being the Boss in Brussels, Boston, and Beijing: If you Want to Succeed, you'll Need to Adapt, *Harvard Business Review* 95, N° 4 (2017) 70-77
- When Culture Doesn't Translate, *Harvard Business Review* 93, N° 10 (2015) 66-72
- *The Culture Map: Breaking Through the Invisible Boundaries of Global Business*, Public Affairs (2014) 288 p.
- Traverser le champ de mines culturel, *Harvard Business Review France* (December 2014)
- Looking Another Culture in the Eye, *New York Times* (September 2014)
- Navigating the Cultural Minefield, *Harvard Business Review Magazine* (May 2014)
- How to Lead a Successful Global Team, *Strategy+Business* (November 2014)
- China Myths, China Facts, *Harvard Business Review* 88, N° 1 (2010) (with Elisabeth Yi Shen)
- Leading Across Cultures at Michelin, *INSEAD Case Study*, N°5538 (2009) (with Sapna Gupta)

Awards and Honours

Selected by HR magazine as one of the top 30 HR influencers in 2016

Winner of 2015 RADAR Award, Thinkers50

2014: Executive Education Awards for Outstanding Teaching, INSEAD

2010 ecch Case Award, "Leading Across Cultures at Michelin"

External Activities

Consulting activities include: coaching top level executives to be more effective leading in multi-cultural environments, assisting companies manage the cultural aspects of cross-border M&As and cross-border outsourcing, multi-cultural teambuilding, key note speeches training programs on cross-cultural topics for audiences of 10 to 1000. Clients include companies such as TNT, NovoNordisk, L'OREAL, Johnson & Johnson, Michelin, KPMG, Owens Corning, 3i, New York Stock Exchange Euronext, and LVMH.

Former Positions

2007-2013: Adjunct Professor of Organisational Behaviour, INSEAD

Country Director, Aperian Global

Director of Business Operations, McKesson Corporation

Director of Training and Development, HBOC

Education

2004: Executive MBA INSEAD, France

1993: Bachelor of Arts (Summa Cum Lauda) Colorado College, USA

home

Mark Mortensen

USA

Associate Professor of Organisational Behaviour

Chair, Organisational Behaviour Area

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CAMPUS

Teaching

Organisational Behaviour; Organization Design and Adaptability; Team Dynamics; Managing Global Virtual Teams.

Research Areas

Team Dynamics; Global, Virtual, and Distributed Teams; Project-based Work; Identity; Conflict.

Selected Publications

- The Overcommitted Organization: Why it's Hard to Share People across Multiple Teams—and what to do About it, *Harvard Business Review* 95, N° 5 (2017) 58-65 (with Heidi K. Gardner)
- The Secrets of Teamwork, *Harvard Business Review* June 2016 (with Martine Haas)
- Constructing the Team: The Antecedents and Effects of Membership Model Divergence, *Organization Science* 25, N° 3 (2014) 909-931
- Extending Construal Level Theory to Distributed Teams: Perception and Evaluation of Distant Others, *Organization Science* 24, N° 2 (2013) 629-644 (with Jeanne Wilson, C. Brad Crisp)
- Reflected Knowledge and Trust in Global Collaboration, *Management Science* 58, N° 12 (2012) 2207-2224 (with Tsedal B. Neeley)
- Teams have changed: Catching up to the Future, *Industrial and Organizational Psychology* 5, N° 1 (2012) 48-52 (with Ruth Wageman, Heidi K. Gardner)
- The Changing Ecology of Teams: New Directions for Teams Research, *Journal of Organizational Behavior* 33, N° 3 (2012) 301-315 (with Ruth Wageman, Heidi K. Gardner)
- Multiple Team Membership: A Theoretical Model of Its Effects on Productivity and Learning for Individuals and Teams, *Academy of Management Review* 36, N° 3 (2011) 461-478 (with Michael O'Leary, Anita Woolley)
- Working Together Effectively Before it All Goes Downhill, *IESE Insight* (2010) (with Michael O'Leary, Anita Woolley)
- Go (Con)figure: The Role of Competing Subgroups in Geographically Dispersed Teams, Organization Science 21, N° 1 (2010) 115-131 (with Michael O' Leary)

Awards and Honours

2011, 2013-14: Deans' Commendation for Excellence in MBA Teaching, INSEAD

2007: Chaired Professorship: Richard S. Leghorn (1939) Career Development Professor in Management of Technological Innovation MIT

2004: William H. Newman Award for Best Paper based on a Dissertation

2004: Best Dissertation-based Paper Award, Organisational Behavior Division, Academy of Management

2001: Runner-up Best Paper Award, Academy of Management

External Activities

Member of Editorial Review Board for *Organization Science* (2007-present). Editorial Board Member: *Academy of Management Journal*. Media Editor for *Academy of Management Discoveries*

Former Positions

2009-2010: Visiting Professor, INSEAD

2005-2010: Assistant Professor, MIT Sloan School of Management, MIT, USA

2003-2006: Assistant Professor, McGill University, Canada

Education

2003: Doctor of Philosophy, Department of Management Science and Engineering, Stanford University, USA

1998: MSc., Department of Computer Science, Stanford University, USA

1996: BA in Computer Science, Colby College, USA

Gianpiero Petriglieri

Italy

Associate Professor of Organisational Behaviour

Academic Director, Initiative for Learning Innovation and Teaching Excellence

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CAMPUS

Teaching

Leadership; Group Dynamics; Personal and Professional Development and Change.

Research Areas

Leadership Development; Identity Dynamics; Experiential Learning; Personal and Professional Development and Change.

Selected Publications

- Agony and Ecstasy in the 'Gig Economy:' Cultivating Holding Environments for Precarious and Personalized Work Identities, *Administrative Science Quarterly*, (forthcoming) (with Sue Ashford, Amy Wrzesniewski)
- Fast Tracks and Inner Journeys: Crafting Portable Selves for Contemporary Careers, *Administrative Science Quarterly*, forthcoming (with Jennifer Petriglieri, Jack D. Wood)
- The Talent Curse, *Harvard Business Review* 95, N° 3 (2017) 88-94 (with Jennifer Petriglieri)
- Can Business Schools Humanize Leadership?, *Academy of Management Learning and Education* 14, N° 4 (2015) 625-647 (with Jennifer Petriglieri)
- The Unwanted Self: Projective Identification in Leaders' Identity Work, *Organization Studies* 33, N° 9 (2012) 1217-1236 (with Mark Stein)
- Identity Workspaces for Leadership Development in *The Handbook for Teaching Leadership: Knowing, Doing, and Being*, S. Snook, R. Khurana, N. Nohria (Eds.) Sage (2012) 295-312
- Up Close and Personal: Building Foundations for Leaders' Development through the Personalization of Management Learning, *Academy of Management Learning and Education* 10, N° 3 (2011) 410-450 (with Jennifer Petriglieri, Jack D. Wood)
- Identity Workspaces: The Case of Business Schools, *Academy of Management Learning and Education* 9, N° 1 (2010) (with Jennifer Petriglieri)

Awards and Honours

2017, 2015, 2013 Shortlisted for 'Talent,' 'Leadership,' and 'Future Thinker' Awards by Thinker50, the ranking of the world's most influential management thinkers.

2016: Runner-up, best paper award, MOC division Academy of Management

2014-16: Dean's Commendation for Excellence in Executive Education Teaching, INSEAD

2014-16: Dean's Commendation for Excellence in Executive Education Programme Direction, INSEAD

2010, 2011, 2016, 2017: Dean's Commendation for Excellence in MBA Teaching, INSEAD

2012-2013: Chair, WEF Global Agenda Council on New Models of Leadership

2011: MBA Outstanding Teacher Award, Core Courses, INSEAD

2016 & 2013: Editorial Board Service award, Academy of Management Learning & Education

2011: Best Article Award, Academy of Management Learning & Education

2015 & 2011: Carolyn Dexter Award nominee, Academy of Management

2011: GMAC Award for most significant contribution

to management education, MED Division, Academy of Management

2010: Editorial Board Reviewer Award, Academy of Management Learning & Education

2007: Professor of the Year Award, Full Time MBA, Copenhagen Business School

External Activities

Editorial Board: *Academy of Management Learning & Education*.

Academic Advisory Board: *World Economy Forum* Global Leadership Fellows Programme. Consultant and speaker for a range of global organisations on how to develop and exercise mindful, effective and responsible leadership in the age of "nomadic professionalism."

Former Positions

2011-12: Visiting Associate Professor of Business Administration, Harvard Business School

2006-2011: Affiliate Professor of Organisational Behaviour, INSEAD

2004-2007: Visiting Professor, Copenhagen Business School, Denmark

Education

2001: Licence, Psychiatry and Psychotherapy Specialist License, University of Catania Medical School, Italy

1997: Doctor of Medicine, MD, University of Catania Medical School, Italy

Jennifer Petriglieri

United Kingdom

Assistant Professor of Organisational Behaviour

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CAMPUS

Teaching

Leadership, Personal and Professional Change, Women's Leadership Development, Group Dynamics

Research Areas

Identity; Leadership Development; Psychodynamics; Qualitative Research.

Selected Publications

- Fast tracks and inner journeys: Drafting portable selves for contemporary careers. *Administrative Science Quarterly*, Forthcoming (with Gianpiero Petriglieri and Jack Wood)
- Co-creating Relationship Repair: Pathways to Reconstructing Destabilized Organizational Identification, *Administrative Science Quarterly* 60, N° 3 (2015) 518-557
- Can Business Schools Humanize Leadership?, *Academy of Management Learning and Education* 14, N° 4 (2015) 625-647 (with Gianpiero Petriglieri)
- Deus Ex Machina? Career Progress and the Contingent Benefits of Knowledge Management Systems, *European Management Journal* 32, N° 1 (2014) 13-23 (with D. Charles Galunic, Kishore Sengupta)
- Under Threat: Responses to and The Consequences of Threats to Individual's Identities, *Academy of Management Review* 36, N° 4 (2011) 641-662
- Up Close and Personal: Building Foundations for Leaders' Development through the Personalization of Management Learning, *Academy of Management Learning and Education* 10, N° 3 (2011) 410-450 (with Gianpiero Petriglieri, Jack Denfeld Wood)
- Identity Workspaces: The Case of Business Schools, *Academy of Management Learning and Education* 9, N° 1 (2010) (with Gianpiero Petriglieri)
- Identity Work and Play, *Journal of Organizational Change Management* 23, N° 1 (2010) (with Herminia Ibarra)

Awards and Honours

2016: Executive Education Awards for Outstanding Teaching, INSEAD

2016: Executive Education Awards for Outstanding Programme Direction, INSEAD

2015: Best elective teacher in the INSEAD MBA

2015: Best 40 Under 40 Professors, Poets & Quants

2013-14: Deans' Commendation for Excellence in MBA Teaching, INSEAD

2012: Academy of Management Review Best Paper Award 2011, Finalist

2012: Academy of Management Learning and Education Best Paper Award 2011, Finalist

2011: Carolyn Dexter Best International Paper Award, Nominee

2011: Best Paper in Graduate Management Education Award, sponsored by the Graduate Management Admission Council for the most significant contribution to graduate management education

2010: INFORMS Organization Science Dissertation Proposal Competition, Winner

External Activities

Editorial Board Member: *Administrative Science Quarterly*.

Representative-at-large, Management and Organizational Cognition division, Academy of Management (2012-2015).

Former Positions

2011-2012: Post Doctoral Fellow, Organizational Behaviour Unit, Harvard Business School

2005: Research Associate, IMD, Switzerland

Education

2011: PhD, INSEAD

2008: Masters in Management, INSEAD

2004: MBA, IMD, Switzerland

1998: Bachelor of Science, Genetics, University of Nottingham, United Kingdom

home

Kaisa Snellman

Finland

Assistant Professor of Organisational Behaviour

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CAMPUS

Teaching

Organisational Theory; Power and Politics, Business and Inequality.

Research Areas

Economic Sociology, Organisations, Social Capital, Inequality, Social Networks.

Selected Publications

- The Engagement Gap: Social Mobility and Extracurricular Participation among American Youth, *The Annals of the American Academy of Political and Social Science* 657, N° 1(2015) 194-207 (with Jennifer M. Silva, Carl B. Frederick, Robert D. Putnam)
- Increasing Socioeconomic Disparities in Adolescent Obesity, *Proceedings of the National Academy of Science of the United States of America (PNAS)* 111, N° 4 (2014) 1338-1342 (with Carl B. Frederick, Robert D. Putnam)
- Disentangling Effort and Performance: A Renewed Look at Gender Differences in Commercializing Medical School Research, *Journal of Technology Transfer* 37, N° 4 (2012) 478-489 (with Jeannette Colyvas, Janet Bercovitz, Maryann Feldman)
- Kansainväliset sijoittajat ja suomalaisen hallintomallin amerikkalaistuminen [Foreign Ownership and the Americanization of the Finnish Corporate Governance Practices] in *Suomalainen Johtajuus*, Puntarissa, Risto Tainio (Eds.) WSOY (2007)
- The Knowledge Economy, *Annual Review of Sociology* 30 (2004) 199-220 (with Walter W. Powell)

Awards and Honours

2012: Winner of the Louis R. Pondy Best Dissertation Paper Award, Organization and Management Theory Division, Academy of Management

2012: Finalist for William H. Newman Award for Best Paper from a Dissertation, Academy of Management

2008-2009: Fellow, Stanford Center on Philanthropy and Civil Society

External Activities

Reviewer at *Academy of Management Journal, American Journal of Sociology, American Sociological Review, Management Science, Organization Science, Social Forces, Strategic Management Journal*

Former Positions

2011-2013: Postdoctoral Research Fellow, John F. Kennedy School of Government, Harvard University

Education

2011: PhD, Sociology, Stanford University, USA

2005: Master of Arts, Sociology, Stanford University, USA

1999: MSc., Economics, Swedish School of Economics, Finland

home

Roderick Swaab

Netherlands

Associate Professor of Organisational Behaviour

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CAMPUS

Teaching

Organisational Behaviour core (MBA), Negotiation Dynamics (MBA and EMBA); Leadership, Group and Team Dynamics, Power & Influence, Motivation, Feedback, Negotiations (Executive Education).

Research Areas

Communication, Conflict and Negotiation; Group Processes and Intergroup Relations; Social Hierarchy.

Selected Publications

- Bargaining Zone Distortion in Negotiations: The Elusive Power of Multiple Alternatives, *Organizational Behavior and Human Decision Processes* 137 (2016) 156-171 (with Michael Schaerer, David D. Loschelder)
- The Information-anchoring Model of First-offers: When and Why Moving First Helps versus Hurts Negotiators, *Journal of Applied Psychology*, 101, N° 7 (2016) 995-1012 (with David D. Loschelder, Roman Troetschel, Malte Friese, Adam D. Galinsky)
- Secret Conversation Opportunities Facilitate Minority Influence in Virtual Groups: The Influence on Majority Power, Information Processing, and Decision Quality, *Organizational Behavior and Human Decision Processes*, 133 (2016) 17-32 (with Katherine Williams Phillips, Michael Schaerer)
- Hierarchical Cultural Values Predict Success and Fatality in High-stakes Teams, *Proceedings of the National Academy of Sciences* 112, N° 5 (2015) 1338-1343 (with E. M. Anicich, Adam D. Galinsky)
- Anchors Weigh more than Power: Why Absolute Powerlessness Liberates Negotiators to Achieve Better Outcomes, *Psychological Science* 26, N° 2 (2015) 170-181 (with Michael Schaerer, Adam D. Galinsky)
- The First-mover Disadvantage: The Folly of Revealing Compatible Preferences, *Psychological Science* 25, N° 4 (2014) 954-962 (with D. Loschelder, R. Troetschel, Adam D. Galinsky)
- The Remarkable Robustness of the First-Offer Effect: Across Culture, Power, and Issues, *Personality and Social Psychology Bulletin* 39, N° 12 (2013) 1547-1558 (with Brian C. Gunia, Niro Sivanathan, Adam D. Galinsky)
- The Too-Much-Talent Effect: Team Interdependence Determines when more Talent is too much versus not Enough *Psychological Science*, 25, N° 8 (2014) 1581-1591 (with Michael Schaerer, E. M. Anicich, Richard Ronay, Adam D. Galinsky)
- The Communication Orientation Model: Explaining the Diverse Effects of Communication Media on Integrative Negotiation Outcomes. *Personality and Social Psychology Review* 16, N° 1 (2012) 25-53 (with Adam D. Galinsky, V. Medvec, Daniel A. Diermeier)

Awards and Honours

2017: Winner Best Paper Award, Academy of Management, CM Division (with Eric Anicich, Frederic Godart and Adam Galinsky)

2017: Winner Best Published Paper Award, International Association of Conflict Management (with Michael Schaerer and Adam Galinsky)

2016: Winner Case Centre Awards Human Resource Management/Organisational Behaviour category, The Case Centre (with William Maddux, Betania Tanure, Elin Williams)

2016: Most Influential Business Professors aged 40 and under. Singapore Business Review.

2016: Deans' Commendation for Excellence in MBA Teaching, INSEAD.

2015: Winner Best Student Paper Award, Academy of Management, CM Division (with Michael Schaerer)

2014. Winner Most Innovative Paper Award, Academy of Management, OB Division (with Eric Anicich and Adam Galinsky)

2009: Winner Best Applied Paper Award, International Association of Conflict Management (with Jeanne Brett)

2007: Winner Best Dissertation Award in Communication Science from The Netherlands School of Communication Research.

2007: Nominated for Best Paper Award, International Association of Conflict Management (with Jeanne Brett)

2007: Nominated for the Outstanding Professor of the Year Award by the Kellogg MBA graduating class

2006: Winner Best Empirical Paper Award, International Association of Conflict Management (with Daniel Diermeier and Vicki Medvec)

External Activities

Associate Editor: *Organizational Behavior and Human Decision Processes*

Editorial Board Member: *Academy of Management Review*

Ad-hoc reviewer for: *Journal of Personality and Social Psychology, Journal of Experimental Social Psychology, Personality and Social Psychology Bulletin, Organization Science.*

Former Positions

2005-2008: Post-Doctoral Fellow, Kellogg School of Management, and Visiting Assistant Professor of Management and Organizations, Kellogg School of Management, Northwestern University, USA

1999-2001: Wegener N.V. Publishing, The Netherlands

Education

Ph.D., University of Amsterdam, the Netherlands, 2005. Faculty of Social and Behavioral Sciences, Department of Organizational Communication

M.A., University of Amsterdam, the Netherlands, 1999. Faculty of Social and Behavioral Sciences, Department of Organizational Communication

Stefan Thau

Germany

The Cora Chaired Professor of Leadership and Learning

Professor of Organisational Behaviour

Academic Director, Singapore Data Team (SiDaT)

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CAMPUS

Teaching

Leadership; Organisational Behaviour.

Research Areas

Norm Violations; Trust; Reciprocity; Self-regulation.

Selected Publications

- Discrimination in Selection Decisions: Integrating Stereotype Fit and Interdependence Theories, *Academy of Management Journal* 58, N° 3 (2015) 789-812 (with Sun Young Lee,Marko Pitesa; Madan M. Pillutla)
- When Beauty Helps and When it Hurts: An Organizational Context Model of Attractiveness Discrimination in Selection Decisions, *Organizational Behavior and Human Decision Processes* 128, N° 1 (2015) 15-28 (with Sun Young Lee, Marko Pitesa; Madan M. Pillutla)
- Unethical for the Sake of the Group: Risk of Social Exclusion and Pro-Group Unethical Behavior, *Journal of Applied Psychology* 100, N° 1 (2015) 98-113 (with R. Derfler-Rozin, Marko Pitesa, Mary S. Mitchell, Madan M. Pillutla)
- Lack of Material Resources Causes Harsher Moral Judgments, *Psychological Science* 25, N° 3 (2014) 702-720 (with Marko Pitesa)
- Falling from Great (And not so Great) Heights: Status Loss and Performance in Groups, *Academy of Management Journal*, 57, N° 1 (2014) 223-248 (with Jennifer Marr)
- Masters of the Universe: How Power and Accountability Influence Self-serving Financial Investment Decisions under Moral Hazard, *Journal of Applied Psychology* 98, N° 3 (2013) 550-558 (with Marko Pitesa)
- Compliant Sinners, Obstinate Saints? How Power and Self-focus Determine the Effectiveness of Unethical Social Influences, *Academy of Management Journal* 56, N° 3 (2013) 635-658 (with Marko Pitesa)
- Satisfying Individual Desires or Moral Standards? Preferential Treatment and Group Members' Self-worth, Affect, and Behavior, *Journal of Business Ethics* 113, N° 1 (2013) 133-145 (with Christian Tröster, Karl Aquino, Madan M. Pillutla, David De Cremer)

Awards and Honours

Winner of 2016 Best Graduate Student Poster Award, Society for Personality and Social Psychology (with Christilene Du Plessis, Michael Schaerer, Andy Yap)

2011:Best Paper Award, Academy of Management Conference, Conflict Management Division

External Activities

Associate Editor: *Organizational Behavior and Human Decision Processes*

Editorial Board Member: *Academy of Management Journal*, *Journal of Applied Psychology*, *Journal of Management*.

Former Positions

2011-2013: Associate Professor of Organisational Behaviour, London Business School, United Kingdom

2009-2011: London Business School Term Assistant Professor, London Business School, United Kingdom

2006-2011: Assistant Professor of Organizational Behaviour, London Business School, United Kingdom

2003: Lecturer in Social Psychology, University of Mannheim, Germany

Education

2006: PhD, Behavioral and Social Sciences (cum laude), University of Groningen, The Netherlands

2003: Diploma, Major: Social Psychology, Minor: Sociology, University of Mannheim, Germany

home

Eric Luis Uhlmann

USA

Associate Professor of Organisational Behaviour

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CAMPUS

Teaching

Organisational Behaviour

Research Areas

Stereotyping and Discrimination; Moral Judgments and Behaviours; Cross-Cultural Differences in Values

Selected Publications

- The Pipeline Project: Pre-Publication Independent Replications of a Single Laboratory's Research Pipeline, *Journal of Experimental Social Psychology* 66 (2016) 55-67 (with Martin Schweinsberg et al.)
- Many Hands Make Tight Work: Crowdsourcing Research can Balance Discussions, Validate Findings and Better Inform Policy, *Nature*, 526 (2015) 189-191 (with Raphael Silberzahn)
- Can Angry Women Get Ahead? Status Conferral, Gender, and Workplace Emotion Expression, *Psychological Science* 19, N° 3 (2008) 268-275 (with Victoria L. Brescoll)
- A Person-Centered Approach to Moral Judgment, *Perspectives on Psychological Science* 10, N° 1 (2015) 72-81 (with David A. Pizarro, Daniel Diermeier)

Awards and Honours

2017 Dean's Commendation for Excellence in MBA teaching, INSEAD

2014: GDO Best Student Paper at the Academy of Management Meeting for Silberzahn, Uhlmann, & Zhu (2014), "Pay as she goes: For stereotypically male jobs, women tend to be hired by the hour"

2005: Editor's Choice Distinction in Science for Constructed Criteria: Redefining Merit to Justify Discrimination (Uhlmann and Cohen, 2005)

2000: 2000-2003: National Science Foundation Graduate Research Fellowship

External Activities

Reviewer: *Organizational Behavior and Human Decision Processes, Journal of Personality and Social Psychology*, *Psychological Science*, *Journal of Experimental Social Psychology*, *Personality and Social Psychology Bulletin*, *American Psychologist*, *Journal of Management*, *MIT Sloan Management Review*, *Psychology of Women Quarterly*, *Human Resource Management Review*, *Organizational Research Methods*, etc.

Former Positions

2013-2014: Associate Professor of Management, HEC Paris, France

2010-2013: Assistant Professor of Management, HEC Paris, France

2007-2010: Postdoctoral Research Associate, Kellogg School of Management, Northwestern University, USA

Education

2006: PhD, Yale University, USA

2003: Master of Philosophy, Yale University, USA

2002: Master of Science, Yale University, USA

2000: Bachelor of Science, Yale University, USA

Erik van de Loo

Netherlands

Affiliate Professor of Organisational Behaviour

erik.vandeloo@insead.edu

CAMPUS

Teaching

Director Executive Masters in Consulting and Coaching for Change; Board Leadership and Board Dynamics

Research Areas

Consulting and coaching for Change, Board Leadership and Board Dynamics; Clinical Approaches to Organizations; 'Society,Terror and Self'

Selected Publications

- *Corporate Governance and Boards. System and Behaviour. Developing Board Effectiveness in Malaysia*, Universiti Tun Abdul Razak (2015) (with Maszuin Kamarudin and Jaap Winter)
- Toward a theory of group psychodynamic coaching: a review of the literature (2014) *International Journal of Evidence Based Coaching and Mentoring*, 12, N°1 (2014) 63-78. (with Graham Ward and Steven ten Have)
- Board on Task in *Boards and Shareholders in European Listed Companies* Massimo Belcredi, Guido Ferrarini (Eds.) Cambridge University Press (2013) 225- 250 (with Jaap Winter)
- Roles, Risks and Complexity: An exploration of the triangle Institutional Investors, Executive Boards and Supervisory Boards in the Netherlands in *Towards a Socioanalysis of Money, Finance and Capital(ism)* S.Long & B.Sievers (Eds) Routledge (2012) 178-191 (with Angelien Kemna)
- Coach, contain thyself. (2012) in *Tricky Coaching*: *Difficult cases in Leadership Coaching* Konstantin Korotov, Manfred Kets de Vries, Andreas Bernhardt and Elizabeth Florent-Tracey (Eds) Palgrave (2012) 195-199.
- The art of listening in *Coach and Couch: the psychology of making better Leaders* Manfred F.R. Kets de Vries, Konstantin Korotov, Elizabeth Florent- Treacy (Eds.), Palgrave (2007) 221-239

Former Positions

2000-2015 Visiting Clinical Professor of Leadership, INSEAD.

2013-2015 Full Professor Leadership and Behaviour at the Governance Lab of TIAS School for Business and Society, Tilburg University, The Netherlands

2008-2013 Full Professor Leadership and Behaviour, Free University Amsterdam, The Netherlands

2012-2015, Visiting professor, Tun Ismail Abdul Chair of Leadership, UniRazak University, Kuala Lumpur, Malaysia

Since 2010 partner and co-founder of Phyleon, Center of Leadership and Change, The Netherlands 1984-1991 Senior Lecturer Leiden University

1981-1984 Officer Clinical Psychologist, Royal Dutch Army

Education

1997: Masters Degree, Work and Organisation in Occupational Health, SIOO, Netherlands

1987: Doctorate, Social Sciences, University of Leiden, Netherlands

1984: Clinical Psychology (cum laude), Radboud University, Netherlands

Psychoanalytic Training Dutch Society for Psychoanalysis, International Psychoanalytic Association

home

Elizabeth Baily Wolf

United Kingdom, USA

Assistant Professor of Organisational Behaviour

elizabeth.wolf@insead.edu

CAMPUS

Teaching

Negotiation; Social Psychology; Organisational Behaviour.

Research Areas

Social perception; Emotion; Nonverbal Behaviour; Stereotyping; Prejudice; Gender; Performance Feedback; Self-assessment; Evaluative Concerns; Cross-cultural Psychology; Social Hierarchy.

Selected Publications

- Visual Attention to Powerful Postures: People Reflexively Avert their Gaze from Nonverbal Dominance Displays, *Journal of Experimental Social Psychology* 68, (2017) 60-67 (with Elise Holland, Christine Looser, Amy J. C. Cuddy)
- Managing Perceptions of Distress at Work: Reframing Emotion as Passion, *Organizational Behavior & Human Decision Processes* 137, (2016) 1-12 (with Jooa Julia Lee , Sunita Sah, Alison Wood Brooks)
- Competent but cold: Envy and the Stereotype Content Model in *Envy at Work and in Organizations*, Oxford University Press (2016) (with Peter Glick)
- Men as Cultural Ideals: Cultural Values Moderate Gender Stereotype Content, *Journal of Personality and Social Psychology* 109, N° 4 (2015) 622-635 (with Amy J. C. Cuddy, Peter Glick, Susan Crotty , Jihye Chong, Michael Norton)
- Prescriptions and Punishments for Working Moms: How Race and Work Status Affect Judgments of Mothers in *Gender & Work: Challenging Conventional Wisdom* , Harvard Business School Press (2013) 35-42 (with Amy J. C. Cuddy)

Awards and Honours

2015: AOM Organizational Behavior Doctoral Consortium August 2015 Department Nominee, Harvard Business School, Boston, MA

2011: Phi Beta Kappa Graduate Student Scholarship July 2011 Delta Chapter, Phi Beta Kappa, Connecticut College, New London, CT

2010: Honorary Undergraduate Scholar Award July 2010 New England Psychological Association

2010: Selected Scholar, 3-year Certificate Program Certificate received May 2010 The Toor Cummings Center for International Studies and the Liberal Arts Connecticut College, New London, CT

2010: Distinction in major, Hispanic Studies, Connecticut College May 2010

2010: Honors with distinction in major, Psychology, Connecticut College May 2010

2009: Independent Travel Research Grant April 2009 The Toor Cummings Center for International Studies and the Liberal Arts Connecticut College, New London, CT

2006: Fall 2006-Spring 2010 Dean's High Honors, Connecticut College

External Activities

Affiliations: Academy of Management, Harvard Business School Gender Initiative, International Association for Conflict Management, Phi Beta Kappa, Psi Chi, Society for Personality and Social Psychology Ad Hoc Reviewer: *Personality and Social Psychology Bulletin; Work and Occupations; Basic and Applied Social Psychology; International Journal of Psychology; Organizational Behavior and Human Decision Processes*

Education

2017: PhD, Harvard Business School, USA

2010: Bachelor of Arts, Connecticut College, USA

home

Ian Woodward

Australia

Professor of Management Practice

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CAMPUS

Teaching

Communication and Leadership; Leadership and Management in Finance; Advanced Management Programme (Director); Transition to General Programme; Executive Education.

Research Areas

Leadership Communication; Leadership and Finance; Global Leadership Development; Strategic Leadership.

Selected Publications

- Innovation, Leadership and Communication Intelligence in *Strategy and Communication for Innovation* (3rd ed.), N. Pfeffermann & L. Mortara (Eds.), Springer International Publishing (with Samah Shaffakat) (2017) 245-264
- More that unites than divides: intergenerational communication preferences in the workplace *Communication Research and Practice*, 1–28 (with Pisitta Vongswasdi) 2017
- "Involve": The Foundation for Fair Process Leadership Communication (INSEAD Working Paper 2016/17/OBH/TOM/EFE) (2016) (with Elizabeth More and Ludo van der Heyden)
- Communication in the GFC - Leadership Communication at the Edge in *Fresh Thoughts in Sustainable Leadership*, G. Avery (Ed), Tilde University Press (2012)
- Leadership Communication at the Edge, *Australian Journal of Communication* 37, N°1 (2010) 111-136 (with Elizabeth More)
- The Global War for Talent, *Journal of International Management* 15, N° 3 (2009) 273-285 (with Schon Beechler)
- Australian Energy Markets and Regulation in *First Information Report on Energy Regulation, Markets and Clean Energy Initiatives in Asia Pacific Partnership Countries (Australia, Canada, China, Japan, India, Korea and the United States)*, Canberra: Government of Australia (2008)

Awards and Honours

2014 to 2016: Executive Education Awards for Outstanding Teaching, INSEAD

2014 to 2016: Executive Education Awards for Outstanding Programme Direction, INSEAD

2014: Executive Education Awards for Outstanding Contribution to Executive Education Programmes, INSEAD

2011 to 2017 Deans' Commendation for Excellence in MBA Teaching, INSEAD

2011 : Dean's Commendation for Excellence in MBA Teaching, INSEAD

External Activities

Chairman, Maestro Communication

Board Director, The Hawaii Gas Company

International Guest Speaker on Communication and Leadership; Energy Utility Policy and Finance

Former Positions

2008-2010: Adjunct Professor of Organisational Behaviour, INSEAD

2005-2010: Commissioner, Australian Energy Market Commission (AEMC)

2005-2010: Chairman, National Electricity Reliability Panel and AEMC Audit Committee

2005-2010 Chairman, Asia-Pacific Partnership Energy Forum

2004-2010: Global Head, Professional Development and Program Director; Macquarie Group Ltd.

2005: Associate Faculty Director, Columbia Business School Senior Executive Program

1997-2003: Group General Manager, Australian Gas Light Company

1999-2003: Board Director, Natural Gas Corporation Holdings Ltd, New Zealand; Chairman Transalta Energy New Zealand Ltd

1998-2003: Chairman and Broadcaster, 2MBS FM (Sydney Classical Radio)

1993-1997: Chief Executive, Australian Gas Association

Prior to 1993: Special Assistant, US Secretary of Energy; Chief of Staff, Premier of Tasmania; Chief of Staff, NSW Minister for Energy

Education

PhD, Macquarie Graduate School of Management, Macquarie University

MBA, Australian Graduate School of Management (AGSM), University of New South Wales,

Graduate Diploma in Management, AGSM, University of New South Wales

Bachelor of Arts, (Political Science, Communication and Economics), University of New England

home

Andy Yap

Singapore

Assistant Professor of Organisational Behaviour

andy.yap@insead.edu

CAMPUS

Teaching

Power and Politics

Research Areas

Power, Status and Hierarchy; Person Perception; Nonverbal Behaviour; Deception and Unethical Behaviour; Organisational Justice; Happiness and Well-being.

Selected Publications

- Preparatory Power Posing Affects Job Interview Performance, *Journal of Applied Psychology* 100, N° 4 (2015) 1286-1295 (with Amy J. C.Cuddy, Caroline Wilmuth, Dana R. Carney)
- Review and Summary Research on the Embodied Effects of Expansive (vs. Contractive) Nonverbal Displays, *Psychological Science* 26, N° 5 (2015) 657-663 (with Amy J. C. Cuddy, Dana R. Carney)
- The Ergonomics of Dishonesty The Effect of Incidental Posture on Stealing, Cheating, and Traffic Violations, *Psychological Science* 24, N° 11 (2013) 2281-2289 (with Abbie S. Wazlawek, Brian J. Lucas, Amy J. C. Cuddy, Dana R. Carney Dana R.)
- Heritage-Culture Images Disrupt Immigrants? Second-Language Processing through Triggering First-Language Interference, *Proceedings of the National Academy of Science of the United States of America (PNAS)* 110, N° 28 (2013) 11272-11277 (with Shu Zhang, Michael W. Morris, Chi-Ying Cheng)
- The powerful size others down: The link between power and estimates of others' size, *Journal of Experimental Social Psychology* 49, N° 3 (2013) 591-594 (with Malia F. Mason, Daniel R. Ames)
- Power Posing Brief Nonverbal Displays Affect Neuroendocrine Levels and Risk Tolerance, *Psychological Science* 21, N° 10 (2010) 1363-1368 (with Dana R. Carney, Amy J. C. Cuddy)
- The Appraisal Rebound Effect: Cognitive Appraisals on the Rebound, *Personality and Social Psychology Bulletin* 35, N° 9 (2009) 1208-1219 (with Eddie M. W. Tong)

Awards and Honours

Winner of 2016 Best Graduate Student Poster Award, Society for Personality and Social Psychology (with Christilene Du Plessis, Michael Schaerer, Stefan Thau)

2012: Association for Consumer Research Best Poster Award

2011: American Psychological Association Early Graduate Student Researcher Award, Interdisciplinary Science

2011: Donald C. Hambrick Award for Excellence in the Ph.D. Program

2010: Top 10 Studies of 2010, Psychology Today (Carney, Cuddy, Yap, 2010)

2010: Best Paper Award in Organizational Behavior, Trans-Atlantic Doctoral Conference, London Business School

2010: Society of Personality and Social Psychology Student Travel Award

2009: Dean's List, Columbia University

2009: Fellow, SPSP Summer Institute of Social Psychology, Evanston

2008-2013: Graduate Student Fellowship, Columbia Business School

2005: Lee Foundation UBC-NUS Student Exchange Award

2003: Dean's List, National University of Singapore

External Activities

Professional Memberships: International Society for Justice ResearchAd Hoc Journal Reviewer: *European Journal of Social Psychology*; *European Journal of Personality*; *Journal of Consumer Research*; *Journal of Experimental Psychology: Applied*; *Journal of Experimental Social Psychology*; *Journal of Nonverbal Behavior*; *Journal of Personality and Social Psychology*; *Organizational Behavior and Human Decision Processes*; *Psychological Science*; *Sex Roles: A Journal of Research*; *Social Cognition*

Former Positions

2013-2014: Lecturer and Postdoctoral Associate, Sloan School of Management, Massachusetts Institute of Technology, USA

Education

2013: PhD, Columbia Graduate School of Business, USA

2011: Master of Philosophy, Columbia Graduate School of Business, USA

2007: Bachelor of Social Sciences, with Second Upper Class Honours, National University of Singapore, Singapore

Fares Boulos

Canada

Affiliated Professor of Practice in Strategy

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CAMPUS

Teaching

MBA, EMBA and Executive Education Programmes. Director of the PwC Understanding the Client's Strategic Agenda; Blue Ocean Strategy open programme.

Selected Publications

- Trudeau Wins 2015 Canada Election: A Blue Ocean Strategy in Politics, *INSEAD Case Study*, N° 11/2015-6186-U
- Lloyds TSB Group (A): Business Portfolio Restructuring and Development, *INSEAD Case Study*, N° 5713 (2012) (with Laurence Capron, Mark Hunter)
- Cadbury Schweppes Case Series, *Journal of Strategic Management Education* 1, N° 1 (2003) 115-178 (with Philippe Haspeslagh, Tomo Noda)
- Cadbury Schweppes (parts A & B), *INSEAD Case Study*, N°4856 (2001) (with Tomo Noda, Philippe Haspeslagh)
- Managing for Value: It's Not Just About the Numbers, *Harvard Business Review* 79, N° 7 (2001) 64-75 (with Philippe Haspeslagh, Tomo Noda)
- The Dow Chemical Company (A) - Value Based Management and the Transformation of Dow Chemical, *INSEAD Case Study*, N°4923 (2000) (with Tomo Noda, Philippe Haspeslagh)

Awards and Honours

2009: The Dean's Commendation for Excellence in MBA Teaching for teaching of the core Strategy course, INSEAD.

2005 & 2008: Professor of the Quarter Award for best teaching, Michael G. Foster School of Management, University of Washington

External Activities

(Past) Visiting Professor at the University of Washington's Michael G. Foster School of Management; Past Academic Director of the Directors' Education Program, Institute of Corporate Directors, Vancouver, Canada. Board service: Advisory Board Member, NovoBind; Senior Advisor, Vonzeo Capital.

Teaching: Advanced Management Programme, and several corporate programmes in Europe, The Americas, Asia and Australasia.

Education

MBA, University of Toronto, Canada

BSc., University of Toronto, Canada

Diploma in Writing for Film, Television and New Media, Vancouver Film School, Canada

Laurence Capron

France

Dean of Faculty
The Paul Desmarais Chaired Professor of Partnership and Active Ownership
Professor of Strategy
The Sauvage Family Endowed Chair for Academic Excellence
INSEAD
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CAMPUS

Teaching

M&As and Corporate Strategy Programme Director; Mergers and Acquisitions; Alliances; Corporate Strategy; Resource acquisition; Knowledge Sourcing.

Research Areas

Mergers and Acquisitions; Corporate Strategy; Alliances; Business Portfolio Strategy; Corporate Development.

Selected Publications

- State Capacity, Minority Shareholder Protections, and Stock Market Development, *Administrative Science Quarterly* 61, N° 1 (2016) 125-160 (with Mauro F. Guillen)
- Productivity Enhancement at Home via Cross-Border Acquisitions: The Roles of Learning and Contemporaneous Domestic Investments, *Strategic Management Journal* 36, N° 5 (2015) 640-658 (with Olivier Bertrand)
- *Build, Borrow or Buy: Solving the Growth Dilemma*, Harvard Business Review Press (2012) 208 p. (with Will Mitchell)
- Role of Resource Gap and Value Appropriation: Effect of Reputation Gap on Price Premium in Online Auctions, *Strategic Management Journal* 32, N° 4 (2011) 447-456 (with Tomasz Obloj)
- National Corporate Governance Institutions and Post-acquisition Target Reorganization, *Strategic Management Journal* 30, N° 8 (2009) 803-833 (with F. Guillén Mauro)
- Selection Capability: How Capability Gaps and Internal Social Frictions Affect Internal and External Strategic Renewal, *Organization Science* 20, N° 2 (2009) 294-312 (with Will Mitchell)
- Competitors' Resource-Oriented Strategies: Acting upon Competitors' Resources through Interventions in Strategic Factor Markets and Political Markets, *Academy of Management Review* 33, N° 1 (2008) 97-121 (with Olivier Chatain)
- When do Acquirers Earn Abnormal Returns? *Strategic Management Journal* 23, N° 9 (2002) 781-794 (with Nathalie Pistre)
- Asset Divestiture Following Horizontal Acquisitions: A Dynamic View, Strategic Management Journal 22, N° 9 (2001) 817-844 (with Will Mitchell, Anand Swaminathan)
- The Long-Term Performance of Horizontal Acquisitions, Strategic Management Journal 20, N° 11 (1999) 987-1018

Awards and Honours

2017: Winner of the 2017 Sumantra Ghoshal Award for Rigour and Relevance in the Study of Management, London Business School, Department of Strategy and Entrepreneurship

2012: Best Books on Leadership, Innovation and Strategy, LDRLB Leadership, Innovation & Strategy (with W. Mitchell) for *Build, Borrow, or Buy: Solving the Growth Dilemma*

Winner, 2007 INSEAD Outstanding Teaching Award for best MBA Elective, Fontainebleau campus, December.

Winner, 1998 William Glueck Best Paper Award, Business Policy and Strategy Division, Academy of Management, USA.

External Activities

INSEAD Board Faculty Representative (2016-)

Senior Editor, Strategy Science, (2015-)

2011-2012 Visiting Professor of Strategy, MIT, Sloan School of Management, USA

2004-2005: Visiting Associate Professor of Strategy, The Wharton School, University of Pennsylvania, USA

1995-1997: Assistant Professor of Strategy, University of Western Ontario, Canada

Education

1996: PhD, Strategy, HEC Paris, France

1990: MSc., Strategy, DEA University Paris X, HEC-ESSEC, France

1989: MS, Management Science, Rouen Business School , France

Guoli Chen

China

Associate Professor of Strategy

guoli.chen@insead.edu

CAMPUS

Teaching

Competitive Strategy; Blue Ocean Strategy; China Strategy; Incentives and Corporate Governance

Research Areas

CEOs and Top Management Teams; CEO Succession; Executive Compensation; Corporate Governance and Board of Directors; Organisational Renewal and Growth.

Selected Publications

- Female Board Representation and Corporate Acquisition Intensity, *Strategic Management Journal* 37, N° 2 (2016) 303-313 (with Craig Crossland, Sterling Huang)
- Initial Compensation of New CEOs Hired in Turnaround Situations, *Strategic Management Journal* 36, N° 12 (2015) 1895-1917
- Passing Probation: Earnings Management by Interim CEOs and Its Effect on Their Promotion Prospects, *Academy of Management Journal* 58, N° 5 (2015) 1389-1418 (with Shuqing Luo, Yi Tang, Jamie Y. Tong)
- CEO Narcissism and the Impact of Interlocks on Corporate Strategy, *Administrative Science Quarterly* 60, N° 1 (2015) 31-65 (with David H. Zhu)
- Modernizing without Westernizing: Social Structure and Economic Action in the Indian Financial Sector, *Academy of Management Journal* 58, N° 2 (2015) 511-537 (with Raveendra Chittoor, Balagopal Vissa)
- When the Role Fits: How Firm Status Differentials Affect Corporate Takeovers, *Strategic Management Journal* 35, N° 13 (2014) 2012-2030 (with Rui Shen, Yi Tang)
- Executive Accountability around the World: The Sources of Cross-national Variation in Firm Performance-CEO Dismissal Sensitivity, *Strategic Organization* 11, 1 (2013) 78-109 (with Craig Crossland)
- CEO Replacement in Turnaround Situations: Executive (Mis) fit and Its Performance Implications, *Organization Science* 23, N° 1 (2012) 225-243 (with Donald C. Hambrick)

Awards and Honours

2016, Emerging Scholar Award, Strategic Management Society

2012: Nominated for the SMS Practice Implications Award

2008: Finalist for the Robert J. Litschert Best Doctoral Student Paper Award, AOM

2007: Ewing Marion Kauffman Foundation Fellowship

2007: Smeal Doctoral Dissertation Research Award

2006: Edward and Susan Wilson Graduate Scholarship

2006: BPS Doctoral Consortium Participant

2006: Jeanne and Charles Rider Fellowship

External Activities

2017: Associate Program Chair, Corporate Strategy Interest Group, Strategic Management Society

2010-2012: Reprehensive at large, Corporate Strategy and Corporate Governance Interest Group, Strategic Management Society

Ad hoc reviewer for *Administrative Science Quarterly, Management Science, Organization Science, Strategic Management Journal, Journal of International Business Studies, Journal of Business Venture, Journal of Management Studies* etc. Editorial board member of *Academy of Management Journal*

Education

2008: PhD, Business Administration, Smeal College of Business, Pennsylvania State University, USA

Karel Cool

Belgium

The BP Chaired Professor of European Competitiveness

Professor of Strategic Management

karel.cool@insead.edu

CAMPUS

Teaching

Industry and Competitive Analysis (MBA elective); Founder and Director of Competitive Strategy (Executive Education); Competitive Strategy Research; PhD.

Research Areas

Creating Competitive Strategies; Constructing; Competitive Resources and Advantage; Building Competitive Advantage and Critical Mass in Platforms and Eco-Systems; Responding to and Leading Disruption in Industries.

Selected Publications

- Dynamics of Resource Erosion in *Palgrave Encyclopedia of Strategic Management*, M. Auger, D. Treece (Eds.) Palgrave (forthcoming) (with Ingemar Dierickx, Luis Almeida-Costa)
- Asset Mass Efficiencies in *Palgrave Encyclopedia of Strategic Management*, M. Auger, D. Treece (Eds.) Palgrave (2013) (with Ingemar Dierickx, Luis Almeida-Costa)
- Diseconomies of Time Compression in *Palgrave Encyclopedia of Strategic Management*, M. Auger, D. Treece (Eds.) Palgrave (2013) (with Ingemar Dierickx, Luis Almeida-Costa)
- The Competitive Implications of the Deployment of Unique Resources, *Strategic Management Journal* 34, N° 4 (2013) 445-463 (with Luis Almeida-Costa, Ingemar Dierickx)
- Achieve Market Success by Leveraging Customer Turnover, *European Financial Review* (2012) (with Petros Paranikas)
- When Every Customer Is a New Customer. High turnover markets offer big opportunities to win share. Here's how to do it, *Harvard Business Review* (2011) (with Petros Paranikas)
- Experience and Learning in Wine Supply Chains Negotiations in *Supply Chain Forum* BEM – Bordeaux Management School (2010) (with James E. Henderson)
- Resolving the Commitment versus Flexibility Trade-off: The Role of Resource Accumulation Lags,
- *Academy of Management Journal* (2008) (with Guimares Pacheco de Almeida, James Henderson)

Awards and Honours

2014: Executive Education Awards for Outstanding Teaching, INSEAD

2014: Deans' Commendation for Excellence in MBA Teaching 2013/14, INSEAD

2009: John S. Day Distinguished Alumni Academic Service

2007: Induction as Strategic Management Society Fellow

Six times winner of the Best Teaching Award, MBA Programme, INSEAD

External Activities

Past Associate Editor, *Strategic Management Journal*. Editorial Board: *British Journal of Management* and *International Journal of Medical Marketing Scientific*. Advisor, Project Sesame of the Banque de France. Ad Hoc Reviewer: *Management Science*, *Organization Science*, *Organization Studies*, *Academy of Management Review*, *Journal of Management Studies*, National Science Foundation, Academy of Management Meetings. Visiting Professor, Northwestern University.

Education

1985: PhD, Strategic Management, Krannert Graduate School of Management, Purdue University, USA

1985: MSc., Industrial Administration, Krannert Graduate School of Management, Purdue University, USA

1981: Master of Arts, Applied Economics, University of Antwerp, Belgium

1978: Licence, Applied Economics, University of Antwerp, Belgium

James Costantini

Italy, United Kingdom

Affiliate Professor of Strategy

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CAMPUS

Teaching

Strategy; Corporate Strategy and Merger & Acquisitions.

Research Areas

Strategy; Industrial Organisation; International Trade; International Business.

Selected Publications

- Olam International, *INSEAD Case Study*, N° 5786 (2011) (with Narayan Pant, Indira Pant)
- Effect of Spillovers on Foreign versus Domestic Industry Leadership in a Developing Economy, included in *Academy of Management Best Paper Proceedings* (2011)
- Effect of Spillovers on Foreign versus Domestic Industry Leadership in a Developing Economy, *INSEAD Working Paper* 2011/53/ST (2011)
- The Dynamics of Firm Level Adjustment to Trade Liberalization in *The Organization of Firms in a Global Economy*, Harvard Business School Press (2008) (with Marc Melitz)

Awards and Honours

2004: Runner-up for SAMS/AIB Award for the Best Doctoral Dissertation Proposal

External Activities

Reviewer for *Strategic Management Journal*, *Organization Science*, *Journal of International Business Studies*, *Journal of World Business*, *American Economic Review*, *Journal of International Economics*, *Scandinavian Journal of Economics*, *Canadian Journal of Economics*, *International Economic Review*, and for Academy of Management Conference for Behavioral and Policy Sciences section (Best Reviewer Award for 2010) and for International Business section.

Former Positions

2004-2006: Lecturer, Babson College, USA

2002-2006: Partner, Executive Assessment Consultant, ghSMART & Company, USA

1995-2001: Associate, Engagement Manager,

Associate Principal, McKinsey & Company, USA

Education

2006: PhD, Business Economics, Harvard Business School, Harvard University, USA

1995: MBA, (Baker Scholar), Harvard Business School, Harvard University, USA

1991: Master of Philosophy, Finance (Commendation), Cambridge University, United Kingdom

1990: Bachelor of Arts, Mathematics (Senior Scholar), Cambridge University, United Kingdom

Yves L. Doz

France

The Solvay Chaired Professor of Technological Innovation, Emeritus

Emeritus Professor of Strategic Management

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CAMPUS

Teaching

Design and Direction of INSEAD Executive Programmes and PhD Course on Strategy Process.

Research Areas

Strategic Agility and Corporate Renewal; Multinational Management; Strategic Alliances; Management of Technology and Innovation; Public Administration Reform.

Selected Publications

- Ringtone: *Exploring the Rise and Fall of Nokia in Mobile Phones*, Oxford University Press, forthcoming November 2017 (with Keeley Wilson)
- Fostering Strategic Agility: How Individual Executives and Human Resource Practices Contribute, *HRM Review* (forthcoming)
- Responding to Digital Disruption Through Alliances, in *Advancing the Frontiers of Alliance Research*, Cambridge University Press, (forthcoming) (with Bart de Roover)
- Boundary Spanning in Global Organizations, *Journal of Management Studies* 54, N° 4 (2017) 403-421 (with Andreas P. J. Schotter, Ram Mudambi, Ajai Gaur)
- L'Oréal Masters Multiculturalism, *Harvard Business Review* (2013) with Hae-Jung Hong
- *Managing Global Innovation*, Harvard Business Press (2012) 272 p. (with Keeley Wilson)
- Ten Rules for Managing a Global Innovation Project, *Harvard Business Review* 90, N° 10 (2012) 84-90 (with Keeley Wilson)
- The Languages of Strategic Agility: Trapped in your Jargon or Lost in Translation? *California Management Review* 54, N° 3 (2012) 77-97 (with Mary-Yoko Brannen)
- *Fast Strategy: How Strategic Agility Will Help You Stay Ahead of the Game*, Wharton School Publishing (2008) (with Mikko Kosonen)

Awards and Honours

2011: First CK Prahalad Distinguished Scholar-Practitioner Award (Strategic Management Society)

2011: Honorary Doctorate of Science, Aalto University

2008-2010: President of the Academy of International Business

2006: Fellow, Academy of Management

2005: Inaugural Fellow, Strategic Management Society

2003: Academy of Management Distinguished Scholar Award for outstanding scholarly contribution to International Management

1997: A.T. Kearney Academy of Management Award for outstanding research in the field of general management

1994: Fellow, Academy of International Business

1990-1994: Appointed John. H. Loudon Chair in International Management

External Activities

Assisting multinational companies in corporate renewal, innovation fostering, and alliance management. Consulting for governments on Strategic Agility and public administration reform.

Developing innovations in health care.

Former Positions

1983-2012: Professor of Strategic Management, INSEAD

1998-2002: Dean of Executive Education, INSEAD, France

1995-1996: Visiting Professor of Strategic Management, Stanford University, USA

1990-1995: Associate Dean for R&D, INSEAD, France

1976-1980: Assistant Professor, Harvard Graduate School of Business Administration, Harvard University, USA

Education

1976: DBA, Harvard Graduate School of Business Administration, Harvard University, USA

1970: Degree, Ecole des Hautes Etudes Commerciales (HEC), France

Gareth Dyas

United Kingdom

Emeritus Professor of Strategy and Management

gareth.dyas@insead.edu

CAMPUS

Teaching

Issues of Strategy and Structure in Large Complex Organisations; Managing in Multibusiness Firms.

Selected Publications

- *The Emerging European Enterprise*, Palgrave Macmillan (1976) (with Heinz Thanheiser)

External Activities

Working on issues of management development and strategic transformation with large multinational companies and family-owned firms. Membre du Conseil Stratégique Ecole de Management de Normandie, Member of the Board ISBM (International Schools of Business Management), Membre du Conseil Stratégique de la Fondation INSEAD.

Former Positions

1995-2000: Associate Dean for External Relations, INSEAD, France

1979-1986: Associate Dean & MBA Director, INSEAD, France

Education

1972: DBA, Harvard University, USA

1965: MBA, INSEAD, France

1964: Master of Arts, Economics, Trinity College, Cambridge University, United Kingdom

home

Nathan Furr

USA

Assistant Professor of Strategy

nathan.furr@insead.edu

CAMPUS

Teaching

Technology and Innovation Strategy; Innovation

Research Areas

Technology Strategy; Entrepreneurship; Technology Change and Innovation; Ecosystems, Platforms, Architectures, and Systems

Selected Publications

- Capabilities, Technology, and Firm Survival During Industry Shakeout: Evidence from the Global Solar Photovoltaic Industry, *Strategic Management Journal* (forthcoming) (with Rahul Kapoor)
- Governance of Entrepreneurial Firms, *Strategic Entrepreneurship Journal* (forthcoming) (with Sam Garg)
- Capabilities, Technology, and Firm Survival During Industry Shakeout: Evidence from the Global Solar Photovoltaic Industry, *Academy of Management Proceedings* (2016)
- Products to Platforms: Making the Leap, *Harvard Business Review* 94, N° 4 (2016) 72-78 (with Feng Zhu)
- The Prius Approach, *Harvard Business Review* 93, N° 11 (2015) 102-109 (with Daniel C. Snow)
- Intergenerational Hybrids: Spillbacks, Spillforwards, and Adapting to Technology Discontinuities, *Organization Science* (2015) 26, N° 2 (2015) 475-493 (with Daniel C. Snow)
- Complementarities and Competition: Unpacking the Drivers of Entrants' Technology Choices in the Solar Photovoltaic Industry, *Strategic Management Journal* 36, N° 3 (2015) 416-436 (with Rahul Kapoor)
- Leading Your Team into the Unknown, *Harvard Business Review* (2014) 92, N° 12 (with Jeff Dyer) 80-88
- *The Innovator's Method: Bringing the Lean Start-up into your Organization* , Harvard Business Review (2014) (with Jeff Dyer Jeff, Clayton Christensen)
- The Opportunity Paradox, *MIT Sloan Management Review* 56, N° 1 (2014) 29-35 (with Christopher Bingham, Kathleen Eisenhardt)
- Who Changes Course? The Role of Domain Knowledge and Novel Framing in Making Technology Changes, *Strategic Entrepreneurship Journal* 6, N° 3 (2012) 236-256 (with Fabrice Cavarretta, Sam Garg)

Awards and Honours

2016: Best Paper, Academy of Management

2016: Outstanding Reviewer, *Organization Science*

2014: Kauffman Junior Faculty Fellowship Award

2013: Finalist, Best Paper Award, Technology and Innovation Management Division, Academy of Management

2010: Best Empirical Research Paper, Academy of Management, Kauffman Foundation

2010: Best Dissertation, Technology and Innovation Management Division, Academy of Management

2010: Research Promise IDEA Award, Entrepreneurship Division, Academy of Management and University of Connecticut

2010: Heizer Award for Best Dissertation, Entrepreneurship Division, Academy of Management

2010: Finalist for Best Dissertation, Sloan Industry Studies Dissertation Award

Former Positions

2014: Visiting Research Professor, INSEAD, France

2014-2015: Visiting Professor, Stanford University, USA

2010-2014: Visiting Research Professor, ESSEC Business School, France

2009-2015: Assistant Professor, Marriott School of Management, Brigham Young University, USA

2008-2010: Advisor, vSpring Capital, USA

2008-2015: Board Observer and Advisor, Kickstart Seed Fund, USA

2007-2009: Senior Consultant, Greentech Media, USA

2005-2008: Co-founder, Pronk, USA

2000-2002: Management Consultant, Monitor Group

Education

2009: PhD, Strategy, Entrepreneurship, and Organizations, Stanford University, USA

2004: Master of Business Admin., Brigham Young University, USA

2000: Bachelor / Master of Arts, Brigham Young University, USA

Javier Gimeno

Spain

Aon Dirk Verbeek Chaired Professor in International Risk and Strategic Management

Professor of Strategy

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CAMPUS

Teaching

Strategic Management; Competitive Strategy Research; Industry and Competitive Analysis

Research Areas

Competitive Strategy; Multimarket Competition in Domestic and International Markets; Interorganisational Relationships; Entrepreneurship and Innovation.

Selected Publications

- Language and Competition : Dissuading Competitive Entry through Vague Language *Academy of Management Journal*, (forthcoming) (with Guo Wei, Tieying Yu)
- Earnings Pressure and Long-Term Corporate Governance: Can Long-Term-Oriented Investors and Managers Reduce the Quarterly Earnings Obsession? *Organization Science* 27, N° 2 (2016) 354-372 (with Yu Zhang)
- Constrained Delegation: Limiting Subsidiaries' Decision Rights and Resources in Firms That Compete across Multiple Industries, *Administrative Science Quarterly* 58, N° 3 (2013) 420-471 (with Metin Sengul)
- Strategic Delegation: A Review, Theoretical Integration, and Research Agenda, *Journal of Management* 38, N°1 (2012) 375-414 (with Metin Sengul, Jay Dial)
- Earnings Pressure and Competitive Behavior: Evidence from the US Electricity Industry, *Academy of Management Journal* 53, N° 4 (2010) 743-768 (with Yu Zhang)
- Becoming a Founder: How founder role identity affects entrepreneurial transitions and persistence in founding, *Journal of Business Venturing* 25, N° 1 (2010) 41-53 (with Ha Hoang)
- Ownership Form, Managerial Incentives and the Intensity of Rivalry, *Academy of Management Journal* 50, N° 4 (2007) 901-922 (with Govert Vroom)
- Competition Within and Between Networks: The Contingent Effect of Competitive Embeddedness on Alliance Formation, *Academy of Management Journal* 47, N° 6 (2004) 820-842

Awards and Honours

2015-2016: EDP Award for Programme Direction Excellence in Executive Education, INSEAD

2015: Executive Education Awards for Outstanding Teaching,

2014: John S. Day Distinguished alumni Academic Service Award, Krannert Graduate School of Management, Purdue University

2012: Winner of Blackrock/NACD Award (with Y. Zhang)

2012: Winner of IDEA Foundational Paper Award, Academy of Management

2006: OMT, Outstanding Symposium Award

1995: Free Press Outstanding Dissertation Award, Business Policy and Strategy Division, Academy of Management

1992: Best Empirical Paper Award, Entrepreneurship Division, Academy of Management

1991: Best Paper Award, Entrepreneurship Division, Academy of Management

External Activities

2017-2018: President-Elect, Strategic Management Society (SMS)

2013-2017: Senior Editor, Strategy Science

2010-2015: Boards of directors, SMS

2006-2009: Boards of Governors, Membership in Journals Committee and Audit Committee

Former Positions

2009-2011:Dean of Executive MBA Programmes, INSEAD

2001-2005: Associate Professor of Strategy, INSEAD, France

1993-2000: Assistant and Associate Professor of Management, Texas A&M University, USA

Education

1994: PhD, Strategic Management, Krannert Graduate School of Management, Purdue University, USA

1988: Licence, Business and Economics, Universidad de Zaragoza, Spain

Quy Huy

Canada

The Solvay Chaired Professor of Technological Innovation

Professor of Strategy

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CAMPUS

Teaching

Hidden Aspects of Strategy Execution; Implementing Strategic Change and Innovation; Managing Collective Emotions for Innovative Change.

Research Areas

Processes of organizational innovation; Human aspects of strategy execution and change; Entrepreneurial processes; Middle Managers and Strategy; Time Dimensions of Organisational Change.

Selected Publications

- How Middle Managers Manage the Political Environment to Achieve Market Goals: Insights from China's State-Owned Enterprises, *Strategic Management Journal* 38, N° 3 (2017) 676-696 (with Zhixing Xiao, Yidi Guo)
- Distributed Attention and Shared Emotions in the Innovation Process: How Nokia Lost the Smartphone Battle, *Administrative Science Quarterly* 61, N° 1 (2016) 9-51 (with Timo Vuori)
- Assessing Collective Affect Recognition via the Emotional Aperture Measure, *Cognition and Emotion* 30, N° 1 (2016) 117-133 (with Jeffrey Sanchez-Burks, Carolina A. Bartel, Laura Rees)
- From Support to Mutiny: Shifting Legitimacy Judgments and Emotional Reactions Impacting the Implementation of Radical Change, *Academy of Management Journal* 57, N° 6 (2014) 1650-1680 (with Kevin Corley, Matthew S. Kraatz)
- Emotions and Strategic Organization: Opportunities for Impactful Research, *Strategic Organization* 10, N° 3 (2012) 240-247
- The Key to Social Media Success Within Organizations, *Sloan Management Review* 54, N° 1 (2012) 73-81 (with Andrew V. Shipilov)
- How Middle Managers' Collective Emotions and Social Identities Influence StrategImplementation, *Strategic Management Journal* 32, N° 13 (2011) 1387-1410
- Where are the New Theories of Organization?, *Academy of Management Review* 36, N° 2 (2011) 236-246 (with Roy Suddaby, Cynthia Hardy)

Awards and Honours

2016: Finalist Best Paper Award, Academy of Management (with Scott Sonenshein, Henrik Bresman)

2014: Best Paper in Graduate Management Education Award--sponsored by the Graduate Management Admission Council--for the most significant contribution to graduate management education. Management Education Division. "Emotional Teaching: How CEOs develop top management teams in Chinese Firms." (Huy, Q, Chen, W., Tang, G.)

2011: Rupe Chisolm Practical Theory Award for demonstrating how theory informs practice and reflective practice enriches concepts and theories "An Emotion-based View of Post Merger Integration" (with Reus T.)

2011: Finalist all Academy Dexter Award: paper making an exceptional contribution to the internationalization of the Academy of Management. "The Influence of Eastern and Western Societal Cultures in Managing Strategic Change" (with Maddux W., Sanchez-Burks J.)

2007: Academy of Management Best Conceptual Paper Award, Entrepreneurship Division. "How Entrepreneurs Regulate Stakeholders' Emotions to Build New Organizations" (with Zott C.)

2002: Best Paper Award, Academy of Management, ODC division

2000: Finalist Free Press Best Dissertation Award. Business Policy/Strategy Division, Academy of Management

2000: William H. Newman Award, Academy of Management, distinctive contribution to knowledge using creative and rigorous research design

1999: Doctoral Dissertation, Dean's Honors List, McGill University

1998: Navigation Styles and Corporate Revitalization

1998: Best Doctoral Student Paper Award, Academy of Management

1996: Social Sciences, Human Research Council

1995: Excellence in Doctoral Studies, McGill University

1978: Distinction and University Scholar in Electrical Engineering, McGill University

External Activities

Chair of Research Committee, Organization Development and Change division, Academy of Management; Co-editor special issue *Academy of Management Review*, 2009, "Where are the new theories of organizations?";
Editorial Board Member: *Organization Science*, *Strategic Management Journal*, *Strategic Organization*, *Journal of Applied Behavioral Science*.

Former Positions

Managerial positions, large information technology firms

Education

1999: PhD, McGill University, Canada

1994: Certificate, Chartered Financial Analyst (CFA)

1993: MBA, McGill University, Canada

1978: Bachelor in Engineering, McGill University, Canada

Neil Jones

Canada

Senior Affiliate Professor of Strategy

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CAMPUS

Teaching

Strategy; Technology Strategy; Product Development Strategy.

Research Areas

Technology Strategy; Evolution of Technology and Competition; Strategy.

Selected Publications

- Wal-Mart in Asia, *INSEAD Case Study*, N°5280 (2005) (with Claudia Gehlen, Philippe Lasserre)
- Robust Capabilities? An Empirical Study of Incumbent-Entrant Product Development Capabilities after Radical Technological Change in *Restructuring Strategy: New Networks and Industry Challenges* (2005) 153-174
- Competing after Radical Technological Change: The Significance of Product Line Management Strategy, *Strategic Management Journal* 24, N° 13 (2003) 1265-1287
- Developing and Assessing Radical Technological Changes: Lessons from the PBX Industry, *International Journal of Technology Management* 23, N° 4 (2002) 287-301
- Exploring Dynamic Capability: A Longer-Term Study of Product Development Following Radical Technological Change, *INSEAD Working Paper* 2001/20/TM (2001)
- Too Soon to IPO - Commentary, *Harvard Business Review* (2001) (with Sarah Mavrinac)
- Competing After Radical Technological Change: The Significance of Product Line Management Strategy, *INSEAD Working Paper* 2001/25/TM (2001)

Awards and Honours

2004: Best Teacher Award (nominee for core teaching)

2002: McKinsey/Strategic Management Society Conference Best Paper Finalist

1999: Best Paper, Academy of Management, Technology and Innovation Management Division

1999: Best Case Decision Sciences Institute, Annual Case Studies Award Competition

1999: Newman Award Finalist, Academy of Management Meeting

1999: Dean's Commendation for Outstanding Teaching - core and elective, Richard Ivey School of Business, University of Western Ontario

1998: Dean's Commendation for Outstanding

Teaching, Richard Ivey School of Business,

University of Western Ontario

External Activities

Academic Director, SMU MBA Programmes (2009-2010). Member, Advisory Board aidha (2007-present). Independent Director, Chair Compensation Committee. Pacific Interpret (2007-2008). Member, Strategic Issues Advisory Committee, SMU (2007); Founding Member of Senate Task Force on Benefits, Senate, 2006-2007; Member of the SMU Senate 2006-2007; Exec Ed, Development, 2005; Faculty Sponsor, Lien Center for Social Innovation, 2007.

Former Positions

2008: Associate Professor of Management Practice, Lee Kong Chian School of Business, Singapore Management University, Singapore

2004-2008: Assistant Professor of Management, Lee Kong Chian School of Business, Singapore Management University, Singapore

2000-2004: Affiliate Professor in Strategy and Technology Management and Senior Research Fellow, INSEAD, France

1999-2000: Visiting Assistant Professor, The Wharton School, University of Pennsylvania, USA

1996-2000: Assistant Professor, Ivey School of Business, University of Western Ontario, Canada

Education

1996: DBA (Technology and Operations Management), Harvard University, USA

1986: Diploma, MPPM (Strategy), Yale University, USA

1979: BSc., Physics, Memorial University of Newfoundland, Canada

W. Chan Kim

Republic of Korea

The Boston Consulting Group Bruce D. Henderson Chaired Professor of International Management

Professor of Strategy and International Management

Co-Director of the INSEAD Blue Ocean Strategy Institute

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CAMPUS

Teaching

Strategy and International Management for MBAs, PhDs and Executives

Research Areas

Disciplinary Research: Reconstructionist Theory, Nondisruptive Creation, Procedural Justice, Theory of Creativity; General Research: Strategy, Leadership, Innovation in the Knowledge Economy.

Selected Publications

- *Blue Ocean Shift – Beyond Competing: Proven Steps to Inspire Confidence and Seize New Growth,* Hachette Books (2017) (with Renée Mauborgne)
- *The W. Chan Kim and Renée Mauborgne Blue Ocean Strategy Reader*, Harvard Business Review Press (2017)
- Red Ocean Traps, *Harvard Business Review*, 93, N° 3 (2015) 68-73 (with Renée Mauborgne)
- *Blue Ocean Strategy: How to Create Uncontested Market Space and Make the Competition Irrelevant Expanded Edition*, Harvard Business Review Press (2015) (with Renée Mauborgne)
- Blue Ocean Leadership, *Harvard Business Review*, 92, N° 5 (2014) 60-72 (with Renée Mauborgne)
- Fair Process: Managing in the Knowledge Economy in *HBR's 10 Must Reads on Managing People*, Harvard Business Review (2011) 111-132 (with Renée Mauborgne)
- Tipping Point Leadership in *HBR's 10 Must Reads on Change*, Harvard Business Review (2011) 79-98 (with Renée Mauborgne)
- How Strategy Shapes Structure, *Harvard Business Review* 87, N° 9 (2009) 72-80 (with Renée Mauborgne)
- Procedural Justice, Strategic Decision Making, and The Knowledge Economy, *Strategic Management Journal* 19, N° 4 (1998) 323-338 (with Renée Mauborgne)
- Procedural Justice and Managers' In-Role and Extra-Role Behavior: The Case of the Multinational, *Management Science* 42, N° 4 (1996) (with Renée Mauborgne)

Awards and Honours

Kim is ranked in the top 3 management gurus in the world in the Thinkers50 listing of the World's Top Management Gurus.

Blue Ocean Shift (2017) is a *New York Times* Bestseller, *Wall Street Journal* Bestseller, *USA Today* Bestseller among others.

Winner of the Carl S. Sloane Award for Excellence, 2014 (with Renée Mauborgne) from the Association of Management Consulting Firms due to the impact their management research has made on the global consulting industry.

Selected as one of the 8 Most Influential Academic Authors worldwide in Global Strategy by the Journal of International Management and was named among the world's top five best business school professors in 2013 by *MBA Rankings*.

Winner, Thinkers50 2011 Strategy Award (with Renée Mauborgne); Blue Ocean Strategy was recognised as the business book of the last decade.

Selected for the 2011 Leadership Hall of Fame by FastCompany (with Renée Mauborgne).

Nobels Colloquia Prize for Leadership on Business and Economic Thinking in 2008 (with Renée Mauborgne).

Blue Ocean Strategy has sold over 3.6 million copies and is recognized as one of the most iconic and impactful strategy books ever written. It is being published in a record-breaking 44 languages and is a bestseller across five continents.

Blue Ocean Strategy was selected as the Best Business Book of 2005 at the Frankfurt Book Fair and is a Wall Street Journal Bestseller, BusinessWeek Bestseller, the number one Strategy Book of 2005 by Strategy + Business, Booz Allen & Hamilton's leading business magazine, and Best Business Book of 2005 by Amazon.com.

Blue Ocean Strategy was selected as one of the 40 most influential economics and finance books in the History of the People's Republic of China (1949-2009) along with Adam Smith's «The Wealth of Nations» and Milton Friedman's «Free to Choose».

Advisory member for the European Union and Advisor to several countries.

Winner of the Eldridge Haynes Prize, awarded by the Academy of International Business, for the best original article in the field of international business (with Renée Mauborgne).

Fellow of the World Economic Forum, Davos.

Winner of the Prix DCF 2009 (Prix des Dirigeants Commerciaux de France 2009) in the category of Stratégie d'entreprise (with Renée Mauborgne).

Winner of several Case Centre awards including "The Global Top 10 Bestselling Authors (2016)", "All-Time Top 40 Bestselling Cases" in 2014, "Best Overall Case" in 2009 across all disciplines and "Best Case in Strategy" in 2008.

External Activities

Board Member and Advisor for a number of multinational corporations in Europe, the US and Asia Pacific.

Contributor to: *The Wall Street Journal USA*, *The Wall Street Journal Europe*, *The Asian Wall Street Journal*, *The Financial Times* and *The New York Times*.

Education

PhD, University of Michigan, USA

MBM, Asian Institute of Management, Philippines

BA, Seoul National University, Republic of Korea

Ilze Kivleniece

Latvia

Assistant Professor of Strategy

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CAMPUS

Teaching

Business and Corporate Strategy, Strategic Management; Public-Private and Cross-Sector Collaboration

Research Areas

Firm Boundaries; Hybrid Organizations and Innovative Organizational Design; Public-Private Interaction; Non-Market and Social Strategy

Selected Publications

- Public-Private Collaboration: A Review and Avenues for Further Research in *Collaborative Strategy: A Guide to Strategic Alliances*, R. Ragozzino, L. Mesquita, J. J. Reuer (Eds.) Edward Elgar Publishing (forthcoming) (with Sandro Cabral, Sergio G. Lazzarini, Bertrand V. Quélin)
- Too Much of a Good Thing? The Dual Effect of Public Sponsorship on Organizational Performance, *Academy of Management Journal* (forthcoming) (with Julien Jourdan)
- Creating and Capturing Value in Public-Private Ties: A Private Actor's Perspective, *Academy of Management Review* 37, N° 2 (2012) 272-299 (with Bertrand V. Quélinn)

Awards and Honours

2016: SMS Best Conference Paper Prize – Honourable Mention, Berlin, Germany

2014: Best Dissertation 2013 Award (across all disciplines), HEC Foundation, France

2011: Strategy Research Foundation Scholar 2011.

2007-2012: HEC Foundation Scholarship for pursuing doctoral studies at HEC Paris, France

2001: Knut and Alice Wallenberg Foundation / SSE Riga scholarship for graduate studies at Stockholm School of Economics, Sweden

External Activities

Member of the Editorial Review Board for the *Strategic Entrepreneurship Journal* (2015-2017).

Ad hoc reviewer for *Strategic Management Journal*, *Strategic Entrepreneurship Journal*, *Academy of Management Journal*, *Journal of Organization Design*

Affiliated member of "Society and Organization" (SnO) Research Center, HEC Paris

Member of the Academy of Management

Member of the Strategic Management Society

Former Positions

2013-2016: Assistant Professor, Innovation and Entrepreneurship Department, Imperial College, United Kingdom

2003-2007: Strategy / Corporate Development Manager, Lattelecom (national telecommunications operator), Latvia

1998-2001: Senior Account Executive / Account Director, Lowe AGE (international advertising agency), Latvia

Education

2012: PhD, Management Science – Strategic Management, HEC, France

2003: Master of Science, International Economics and Business, Stockholm School of Economics, Sweden

1997: Bachelor of Science, Business and Economics, Stockholm School of Economics in Riga, Latvia

Philippe Lasserre

France

Emeritus Professor of
Strategy and Asian Business

philippe.lasserre@insead.edu

CAMPUS

Teaching

Business and Corporate Strategy; Strategies for the Asia Pacific; Joint Venturing in Asia and China; Organisation and Human Resources for Asia Pacific; Strategic Alliances; Mergers and Aquisitions; Strategic Management in Developing Countries; Global Strategic Management.

Research Areas

Business and Corporate Strategy; Multinational Management; Asian Business; Joint Ventures.

Selected Publications

- *Global Strategic Management*, Palgrave Macmillan (2003-1st Ed., 2007- 2nd Ed., 2012 -3rd Ed., 2017- 4th Ed.))
- A Marriage of Reason: Renault and Nissan's Global Strategic Alliance in *Readings and Cases in International Human Resource Managemnt and Organizational Behavior*, Günter Stahl, Mark Mendenhall, Gary Oddou (Eds.) Routledge (2012)
- *Strategies for Asia Pacific: Meeting New Challenges*, Palgrave Macmillan (2005) (with Hellmut Schütte)
- *Strategies for Asia Pacific: Beyond the Crisis* Macmillan (1999) (with Hellmut Schütte)
- *Strategy and Management in Asia Pacific* Mc Graw Hill (1999) (with Hellmut Schütte)
- Joint Venture Satisfaction in Asia Pacific, *Asia Pacific Journal of Management* 16, N° 1 (1999) 1-28
- Regional Headquarters: The Spearhead for Asia Pacific Markets, *Long Range Planning* 29, N° 1, (1996) 30-37

Awards and Honours

Chevalier de la Légion d'Honneur

1996: Strategic Management Prize, *Long Range Planning Journal*

1996: EFMD Case of the Year Award for "Carrefour in Asia (A): Taiwan: A Bridgehead into Asia"

1995: EFMD Case Writing Award in International Business for "Carrefour in Asia (A)"

External Activities

Member of the editorial board of *Chinese Management Studies*

Former Positions

1995-1996: Visiting Professor, University of Texas-Dallas, USA

1995-1996: Visiting Professor, Curtin University, Australia

1995-1996: Visiting Professor, CEIBS, China

1991-1993: Visiting Professor, China Europe Management Institute (CEMI), China

1982-1983: Visiting Professor, China Europe Management Institute (CEMI), China

1981-1983: Visiting Professor, National University of Singapore, Singapore

1969-1972: Deputy Director, French National Foundation for Management Education, France

1963-1969: Controller, SNECMA, France

Education

1975: PhD, University of Texas, USA

1961: Master's Degree, ESSEC, France

Matthew Lee

USA

Assistant Professor of Strategy

matthew.lee@insead.edu

CAMPUS

Teaching

Business Strategy; Social Enterprise; Sustainability

Research Areas

Institutional Theory; Entrepreneurship; Hybrid Organizations; Sustainability; Social Enterprise; Leadership.

Selected Publications

- Gender bias, social impact framing, and evaluation of entrepreneurial ventures, Organization Science (forthcoming) (with Laura Huang)
- Blurring the boundaries between the social and commercial sectors: The interplay of gender and local communities in the commercialization of social ventures, Organization Science (forthcoming) (with Stefan Dimitriadis, Lakshmi Ramarajan, Julie Battilana)
- Different shades of green: The impact of complex and uncertain environments on the strategies of innovative hybrid organizations, Research in the Sociology of Organizations 50, (2017) 31-67 (with John Almandoz, Christopher Marquis)
- Strategic Responses to Hybrid Social Ventures, *California Management Review* 57, N° 3 (2015) 126-148 (with Jason Jay)
- Advancing Research on Hybrid Organizing – Insights from the Study of Social Enterprises, *Academy of Management Annals* 8, N° 1 (2014) 397-441 (with Julie Battilana)
- Who is Governing Whom? Executives, Governance, and the Structure of Generosity in Large U.S. Firms, *Strategic Management Journal* 34, N° 4 (2013) 483-497 (with Christopher Marquis)
- In Search of the Hybrid Ideal, *Stanford Social Innovation Review* 10, (2012) (with Julie Battilana, John Walker and Cheryl Dorsey)

Awards and Honours

2014: Dean's Award, Harvard Business School

2013: Wyss Award for Excellence in Doctoral Research, Harvard Business School

2013: Finalist, INFORMS / *Organization Science* Dissertation Proposal Competition

2005: Fulbright Grant

Former Positions

2006: US Department of State, Kuala Lumpur, Malaysia

2006-2008: The Bridgespan Group, Boston, MA and New York, NY, USA

2004-2005: Bates White, LLC, Washington DC, USA

2003: Center for Strategic and International Studies (CSIS), Washington DC, USA

Education

2014: Doctor of Business Administration, Harvard University, USA

2005: Bachelor of Science, Pennsylvania State University, USA

Juan Ma

China

Assistant Professor of Strategy

juan.ma@insead.edu

CAMPUS

Teaching

Global Strategy and Multinational Management ; Business Solutions to Social Problems; Doing Business in Emerging Markets

Research Areas

Emerging Markets; Corporate Governance; Consumer Trust; Behavioral and Experimental Economics

Selected Publications

- Independent Directors' Dissent on Boards: Evidence from Listed Firms in China, *Strategic Management Journal* 37, N° 8 (2016) 1547-1557 (with Tarun Khanna)
- Gravity, the English Language and International Business, *The Multinational Business Review* 19, N° 2 (2011) (with Walid Hejazi)

Awards and Honours

2015: Wyss Award, awarded to outstanding doctoral dissertation in business administration (1 out of 3 across all programs), Harvard Business School

2015: Weiss Family Program Fund, awarded to outstanding research in development economics, Department of Economics, Harvard University

2011: Governor General's Silver Medal, awarded to an undergraduate student achieving the highest academic standing upon graduation from a bachelor degree program in Canada

2011: John Black Aird Scholarship, awarded for best academic performance upon graduation from a bachelor degree, University of Toronto

External Activities

Ad Hoc Reviewer: *Administrative Science Quarterly, Strategic Management Journal, Strategy Science*

Education

2016: Doctor of Business Administration, Specialist in Strategy, Harvard Business School, USA

2010: Bachelor of Business Administration with High Distinction, Specialist in Economics, University of Toronto

Renée Mauborgne

USA

The INSEAD Distinguished Fellow of Strategy and International Management

Affiliate Professor of Strategy

Co-Director of the INSEAD Blue Ocean Strategy Institute

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BASED IN

Teaching

Strategy and International Management for MBAs, PhDs and Executives

Research Areas

Disciplinary Research: Reconstructionist Theory, Nondisruptive Creation, Procedural Justice, Theory of Creativity, General Research: Strategy, Leadership, Innovation in the Knowledge Economy

Selected Publications

- *Blue Ocean Shift – Beyond Competing: Proven Steps to Inspire Confidence and Seize New Growth*, Hachette Books (2017) (with W. Chan Kim)
- *The W. Chan Kim and Renée Mauborgne Blue Ocean Strategy Reader*, Harvard Business Review Press (2017)
- Red Ocean Traps, *Harvard Business Review*, 93, N° 3 (2015) 68-73 (with W. Chan Kim)
- *Blue Ocean Strategy: How to Create Uncontested Market Space and Make the Competition Irrelevant Expanded Edition*, Harvard Business Review Press (2015) (with W. Chan Kim)
- Blue Ocean Leadership, *Harvard Business Review*, 92, N° 5 (2014) 60-72 (with W. Chan Kim)
- Fair Process: Managing in the Knowledge Economy in *HBR's 10 Must Reads on Managing People*, Harvard Business Review (2011) 111-132 (with W. Chan Kim)
- Tipping Point Leadership in *HBR's 10 Must Reads on Change*, Harvard Business Review (2011) 79-98 (with W. Chan Kim)
- How Strategy Shapes Structure, *Harvard Business Review* 87, N° 9 (2009) 72-80 (with W. Chan Kim)
- Procedural Justice, Strategic Decision Making, and The Knowledge Economy, *Strategic Management Journal* 19, N° 4 (1998) 323-338 (with W. Chan Kim)
- Procedural Justice and Managers' In-Role and Extra-Role Behavior: The Case of the Multinational, *Management Science* 42, N° 4 (1996) (with W. Chan Kim)

Awards and Honours

Mauborgne is ranked in the top 3 management gurus in the world in the Thinkers50 listing of the World's Top Management Gurus.

Winner of the Carl S. Sloane Award for Excellence, 2014 (with W. Chan Kim) from the Association of Management Consulting Firms due to the impact their management research has made on the global consulting industry.

Selected in 2012 as one of the World 's 50 Best Business School Professors by Fortune.com

Winner, Thinkers50 2011 Strategy Award (with W. Chan Kim); Blue Ocean Strategy was recognized as the business book of the last decade.

Member of President Barack Obama's Board of Advisors on Historically Black Colleges and Universities.

Selected for the 2011 Leadership Hall of Fame by FastCompany (with W. Chan Kim).

Nobels Colloquia Prize for Leadership on Business and Economic Thinking 2008.

Blue Ocean Strategy has sold over 3.6 million copies and is recognized as one of the most iconic and impactful strategy books ever written. It is being published in a record-breaking 44 languages and is a bestseller across five continents.

Blue Ocean Strategy was selected as the Best Business Book of 2005 at the Frankfurt Book Fair and is a Wall Street Journal Bestseller, BusinessWeek Bestseller, the number one Strategy Book of 2005 by Strategy + Business, Booz Allen & Hamilton's leading business magazine, and Best Business Book of 2005 by Amazon.com.

Blue Ocean Strategy was selected as one of the 40 most influential economics and finance books in the History of the People's Republic of China (1949-2009) along with Adam Smith's "The Wealth of Nations" and Milton Friedman's "Free to Choose".

Winner of the Prix DCF 2009 (Prix des Dirigeants Commerciaux de France 2009) in the category of Stratégie d'entreprise.

Winner of the Eldridge Haynes Prize, awarded by the Academy of International Business, for the best original article in the field of international business.

Winner of the 2007 Asia Brand Leadership Award.

Winner of several Case Centre awards including "The Global Top 10 Bestselling Authors (2016)", "All-Time Top 40 Bestselling Cases" in 2014, "Best Overall Case" in 2009 across all disciplines, and "Best Case in Strategy" in 2008.

External Activities

Fellow of the World Economic Forum, Davos.

Contributor to: *The Wall Street Journal USA*, *The Wall Street Journal Europe*, *The Financial Times*, and *The New York Times*.

Philipp Meyer-Doyle

Germany

Assistant Professor of Strategy

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CAMPUS

Teaching

Corporate Strategy; Mergers & Acquisitions (M&A); Alliances; Strategic Management; Global Strategy.

Research Areas

Corporate Strategy; Mergers & Acquisitions (M&A);Micro-foundations of Strategy; International Market-Entry Strategy; Strategic Management; Private Equity/Venture Capital and Hedge Funds.

Selected Publications

- How Performance Incentives Shape Individual Exploration vs. Exploitation: Evidence from Microdata, *Organization Science* 28, N° 1 (2017) 19-38 (with Sunkee Lee)
- Alleviating Managerial Dilemmas in Human-Capital-Intensive Firms through Incentives: Evidence from M&A Legal Advisors, *Strategic Management Journal* 38, N° 2 (2017) 232-254 (with Olivier Chatain)
- Inherited Agglomeration Effects in Hedge Fund Spawns, *Strategic Management Journal* 34, N° 7 (2013) 843-862 (with Rui Jose Pacheco de Figueiredo, Evan Rawley)
- Efficiency and Influence in the Deployment of Human Assets: Evidence from M&A Legal Advisors, *Academy of Management Best Paper Proceedings* (2013) (with Olivier Chatain)
- How Do Firms Become Good Acquirers? Managerial Learning and the Acquisition Capability of Firms, *Academy of Management Best Paper Proceedings* (2012)
- Inherited Causes of New Firm Performance: Parent Firm Location and the Performance of Spawns, *Academy of Management Best Paper Proceedings* (2011) (with Evan Rawley and Rui de Figueiredo)

Awards and Honours

Finalist for 2015 Best Doctoral Student Paper Award, Israel Strategy Conference (with Sunkee Lee)

2012: Winner of the Academy of Management BPS Robert J. Litschert Best Doctoral Student Paper Award

2012: Winner of the Strategic Management Society Best PhD Paper Award

2008-2012: Wharton Doctoral Fellowship

External Activities

Memberships: Academy of Management, Strategic Management Society

Former Positions

2007-2008: Geschäftsführer, Deutsch-Japanisches Center GmbH, Düsseldorf, Germany

2007-2008: Analyst, Benson Elliot Capital, Private Equity, London, United Kingdom

2006-2007: Analyst, UBS Investment Bank, IBD, M&A, London, United Kingdom

2005: Summer Analyst, UBS Investment Bank, IBD, M&A, London, United Kingdom

2004: Summer Associate, European Business Consultancy, Bad Homburg, Germany

Education

2012: PhD, Managerial Science & Applied Economics, The Wharton School, University of Pennsylvania, USA

2010: Master of Science, Managerial Science & Applied Economics, The Wharton School, University of Pennsylvania, USA

2006: Bachelor of Science, Management, London School of Economics and Political Science (LSE), United Kingdom

L. Felipe Monteiro

Brazil

Affiliate Professor of Strategy

felipe.monteiro@insead.edu

CAMPUS

Teaching

Global Strategy; General Management; Managing in Emerging Markets; Global Open Innovation; Doing Business in Brazil.

Research Areas

Global Knowledge Management; Global Technology Scouting; Emerging Markets.

Selected Publications

- Standard vs. Partnership-Embedded Licensing: Attention and the Relationship between Licensing and Product Innovations *Research Policy*, 46, N° 9 (2017) 1629-1643 (with Thomas Klueter, Denise R. Dunlap)
- How Does Performance Feedback Affect Boundary Spanning in Multinational Corporations? Insights from Technology Scouts, *Journal of Management Studies*, 54, N° 4 (2017) 483-510 (with Thomas Klueter)
- The external knowledge sourcing process in multinational corporations.(2016) *Strategic Management Journal*, 38, N° 2 (2017) 342-362 (with Julian Birkinshaw)
- Ready to be Open? Explaining the Firm-Level Barriers to Benefiting from Openness to External Knowledge (2016), *Long Range Planning*, 50, N° 2 (2017) 282-295 (with Michael J. Mol, Julian Birkinshaw)
- Selective Attention and the Initiation of the Global Knowledge Sourcing Process in Multinational Corporations, *Journal of International Business Studies* 46, N° 5 (2015) 505-527
- Knowledge Flows within Multinational Corporations: Explaining Subsidiary Isolation and its Performance Implications, *Organization Science* 19, N° 1 (2008) 90-107 (with N. Arvidsson, J. Birkinshaw)

Awards and Honours

2016 - Finalist, “That’s interesting” Award, Academy of International Business

2017, 2016, 2015, 2014: Deans’ Commendation for Excellence in MBA Teaching, INSEAD(awarded during four consecutive years)

2012: Strategic Management Society Special Conference Singapore Best Paper Prize

2012-2009: Goes Above and Beyond the Call of Duty Teaching Award, The Wharton School (awarded during four consecutive years)

2011: Wharton Undergraduate Excellence in Teaching Award

2010: Finalist, Best Conference Paper for Practical Implications, Strategic Management Society Conference

2010: Best Conference PhD Paper Prize (co-authored with Thomas Klueter), Strategic Management Society Conference

2009: Finalist, Richard Farmer Best Dissertation in International Business Award, Academy of International Business

2009: Finalist, Wiley Blackwell Outstanding

Dissertation in Business Policy and Strategy

Award, Academy of Management

2009: Finalist, Barry Richman Best Dissertation in International Business Award, Academy of Management

2007: Finalist, Temple/AIB Best Paper Award

2004: Best Paper Award, International Management Division, Academy of Management

External Activities

Senior Fellow, Mack Institute for Technological Innovation, Wharton School, University of Economic Forum advisory board member. Pennsylvania

Editorial Review Board, *Global Strategy Journal, Journal of World Business* Studies

Former Member of the Samsung Advanced Institute of Technology CORE (Collaborative Open Research Experts) Network and Former Advisory Board Member, World Economic Forum (WEF), The Emerging Best Practices of Brazilian Globalizers.

Former Positions

2012-2016; Assistant Professor of Strategy, INSEAD

2008-2012: Assistant Professor of Management, The Wharton School, University of Pennsylvania, USA

2006-2007: Fellow, London School of Economics and Political Science (LSE), United Kingdom

2000-2002: Senior Researcher and Case Writer, Harvard Business School Latin America Research Center, Harvard University, USA

Education

2008: PhD, Strategic and International Management, London Business School, United Kingdom

2004: Master’s Degree in Research in Business and Management, London Business School, United Kingdom

1998: MBA, COPPEAD, Federal University of Rio de Janeiro, Brazil

1995: Bachelors in Law “cum laude”, Federal University of Rio de Janeiro, Brazil

Narayan Pant

Singapore

The Raoul de Vitry d'Avaucourt Chaired Professor of Leadership Development

Professor of Management Practice

narayan.pant@insead.edu

CAMPUS

Teaching

Leadership Development at three levels – the intrapersonal, interpersonal, and organizational; Translating strategy into action – overcoming obstacles to change; Formulating a clear strategic narrative.

Research Areas

What drives personal change; Judgment in Strategic Decisions; Forecasting and Industry Competitiveness; Culture, Values, Strategy and Organization; Healthcare Management and Organization.

Selected Publications

- Olam International, *INSEAD Case Study*, N°5786 (2011) (with James Costantini, Indira Pant)
- Leadership and Judgment: Why Leaders Know More than they Think they do, *INSEAD Working Paper* 2011/13/ST (2011)
- Singapore's Healthcare Industry, *INSEAD Case Study*, N°5448 (2007) (with Kavitha Hariharan)
- Which Dreams Come True? Endogeneity, Industry Structure and Forecasting Accuracy, *Industrial and Corporate Change* 12, N° 4 (2003) 653-672 (with Michael L. Barnett, William H. Starbuck)
- In Diversity is There Strength? Ruminations on Changing Faces in Business in *The International Handbook of Organizational Culture and Climate*, Wiley (2001) 557-572 (with Kulwant Singh)
- Value Incongruity and Strategic Choice, *Journal of Management Studies* 35, N° 2 (1998) 195-212 (with Ran Lachman)
- Partnership with an Asian Family Business: What Every Multinational Should Know, *Long Range Planning* 29, N° 6 (1996) 812-820
- Innocents in the Forest: Forecasting and Research Methods, *Journal of Management* 16, N° 2 (1990) 433-460 (with William H. Starbuck)

Awards and Honours

2014: Executive Education Awards for Outstanding Teaching, INSEAD

2014: Executive Education Awards for Outstanding Programme Direction, INSEAD

2014: Executive Education Awards for Outstanding Contribution to Executive Education Programmes, INSEAD

Former Positions

2000-2003: Principal, Monitor Group, Singapore

1995-2000: Associate Professor, National University of Singapore, Singapore

1991-1995: Assistant Professor, University of Alberta, Canada

1990-1991: Instructor, Stern School of Business, New York University, USA

1987-1990: Teaching Assistant, Stern School of Business, New York University, USA

1986: Teaching Assistant, Graduate School of Business, University of Southern California, USA

1984-1986: Planning Officer, EXIM Bank of India, India

Education

1991: PhD, Business Policy and Strategy, Stern School of Business, New York University, USA

1984: MBA, PGDM, Indian Institute of Management, India

1982: Bachelor of Technology, Mechanical Engineering, Indian Institute of Technology, India

Phanish Puranam

United Kingdom, India

The Roland Berger Chaired Professor in Strategy and Organisation Design

Professor of Strategy

Academic Director of the PhD Programme

phanish.puranam@insead.edu

CAMPUS

Teaching

Corporate Strategy; Organization Design; Research Methods

Research Areas

Organization Design.

Selected Publications

- How Initial Representations Shape Coupled Learning Processes, *Organization Science* 27, N° 2 (2016) 323-335 (with Swamy Morali)
- Modelling Bounded Rationality in Organizations: Progress and Prospects, *Academy of Management Annals* 9, 1 (2015) 337-392 (with Nils Stieglitz, Magda Osman, Madan M. Pillutla)
- Trust over Time in Exchange Relationships: Meta-analysis and Theory, *Strategic Management Journal* 35, N° 12 (2014) 1891-1902 (with Bart S. Vanneste, Tobias Kretschmer)
- The Firm as a Coordination System: Evidence from Offshore Software Development, *Organization Science* 25, N° 4 (2014) 1253-1271 (with Kannan Srikanth)
- What's New About New Forms of Organizing?, *Academy of Management Review* 39, N° 2 (2014) 162-180 (with O. Alexy, Markus Reitzig)
- How Much to Make and How Much to Buy? Explaining Optimal Plural Sourcing Strategies, *Strategic Management Journal* 34, N° 10 (2013) 1145-1161 (with Ranjay Gulati, Sourav Bhattacharya)
- Meta-organization Design: Rethinking Design in Interorganizational and Community Contexts, *Strategic Management Journal* 33, N° 6 (2012) 571-586 (with Ranjay Gulati, Michael Tushman)

Awards and Honours

2015 Citations of Excellence Emerald Citations of Excellence

2011: Skolkovo Best Paper Award in International Management

2011: Listed in World's Forty Best Business School Professors under 40 by Poets & Quants

2009: Research grant for project on "The Foundations of Organization Design" by the European Research Council

2004: Strategic Management Society Best Paper Finalist

Former Positions

2010-2012: Professor of Strategic & International Management, London Business School, United Kingdom

2010-2012: Chair of PhD Programme, London Business School, United Kingdom

2008-2010: Tenured Associate Professor of Strategic & International Management, London Business School, United Kingdom

2006-2012: Co-Director, Aditya Birla India Centre, London Business School, United Kingdom

2006: Visiting Professor, Said Business School, University of Oxford, United Kingdom

2005: Visiting Professor, Kellogg School of Management, Northwestern University, USA

Education

2001: PhD, University of Pennsylvania, USA

2000: Master's Degree, Managerial Science and Applied Economics, University of Pennsylvania, USA

1997: Master's Degree, Indian Institute of Foreign Trade, New Delhi, India

1994: Bachelor's Degree, Civil Engineering, Delhi College of Engineering, University of Delhi, India

Subramanian Rangan

USA

The Abu Dhabi Crown Prince Court Endowed Chair in Societal Progress

Professor of Strategy and Management

subramanian.rangan@insead.edu

CAMPUS

Teaching

Global Strategy and Management (MBA); Readings and Research on Multinational Enterprises (PhD); Strategy and Management (Executive Education); Top Leadership; Performance and Progress (Executive Education)

Research Areas

Evolution of Capitalism; Global Strategy & Management; International Business and Multinational Enterprises.

Selected Publications

- *Capitalism Beyond Mutuality: Perspectives Integrating Philosophy and Social Science* (Editor), Oxford Unviersity Press (forthcoming).
- *Performance and Progress: Essays on Capitalism, Business, and Society* (Editor), Oxford Unviersity Press (2015)
- TEN Youth: Unlocking Enterprise Growth by Focusing on the Fortune at the Bottom of the Talent Pyramid, *Innovations* 8, N° 1-2 (2013) 141-157 (with Nicholas Davis, Ebba Hansmeyer, Branka Minic, Shantanu Prakash)
- Making Sustainability Profitable: Lessons from Emerging Markets *Harvard Business Review* 91, N° 3 (2013) 132-135 (with Knut Haanaes, David Michael, Jeremy Jurgens)
- The New Era of Sustainable Performance in Business in *Pictet Report* (2011) 4-8
- The Problem of Control, and the Role of Home-host Ties in Explaining Multinationals' Foreign Operations, Competitiveness, and Performance, *Global Strategy Journal* 1, N° 3-4 (2011) 362-376 (with Aldemir Drummond)
- The Influence of Macro Structure on the Foreign Market Performance of Transnational Firms: The Value of IGO Connections, Export Dependence, and Immigration Links, *Administrative Science Quarterly* 54, N° 2 (2009) 229-267 (with Metin Sengul)
- Globalization the JEDI way in *Globalisation Laid Bare: Lessons in International Business*, Industry and Parliament Trust (2009) 59-70
- Information Technology and Transnational Integration: Theory and Evidence on the Evolution of the Modern Multinational Enterprise *Journal of International Business Studies* 40, N° 9 (2009) (with Metin Sengul)
- Constructive Partnerships: When Alliances Between Private Firms and Public Actors Can Enable Creative Strategies, *Academy of Management Review* 31, N° 3 (2006) 738-751 (with Ramina Samii, Luk Van Wassenhove)

Awards and Honours

2014: Winner of Vision Award, World Economic Forum

2011-2012 Chairman, World Economic Forum Global Agenda Council on Emerging Multinationals

2011: Dean's Commendation for Excellence in MBA Teaching, INSEAD

2010: Emerald insight citation of excellence award Top 50 Publications in Management in 2009.

2009: Outstanding Teacher Award, MBA Programme, INSEAD

1998, 2008: Outstanding Teacher Award MBA Elective Course "Global Strategy and Management", INSEAD

1998: Eldridge Haynes Prize, Academy of International Business

1995: Richard N. Farmer Best Dissertation Award, Academy of International Business

Education

1994: PhD, Harvard University, USA

1988: MBA, Sloan School of Management, MIT, USA

1980: Bachelor of Commerce, University of Bombay, India

José Santos

Portugal

Affiliated Professor of Practice in Global Management

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CAMPUS

Teaching

EMBA Programme and Executive Education Programmes.

Research Areas

Multinational Management; Global Integration; Global Innovation.

Selected Publications

- The New Mission for Multinationals, *MIT Sloan Management Review* 56, N° 4 (2015) 45-54 (with Peter Williamson)
- A Knowledge System Approach to the Multinational Company: Conceptual Grounding and Implications for Research *Advances in International Management*, 24 (2011) (with Nicolai Foss)
- Strategy Lessons from Left Field, *Harvard Business Review*, 85, N° 4 (2007)
- Is you Innovation Process Global? *MIT Sloan Management Review*, 45, N° 4 (2004) (with Yves Doz and Peter Williamson)
- *From Global to Metanational: How Companies Compete in the Global Knowledge Economy*, Harvard Business School Press (2001) 272 p. (with Yves Doz and Peter Williamson)

External Activities

"Professor Catedrático Convidado", Catholic University of Portugal at Porto.

Former Positions

1984-1994 Managing Director ("Admin. Del."), Segafredo Zanetti, Italy

1975-1984 Managing Director ("Admin. Del.), R.A.R., Portugal

1971-1974 Monitor and Assist. Prof., University of Porto, Portugal

Education

Licenciate, Chemical Engineering, Universidade do Porto, Portugal

MSc., Management Science, University of London, United Kingdom

Hellmut Schütte

Germany

Emeritus Professor of International Management

hellmut.schutte@insead.edu

CAMPUS

Research Areas

Regional Organisation; Global Strategies; International Marketing; Asian Business; International Management.

Selected Publications

- *Strategies for Asia Pacific: Meeting New Challenges*, Palgrave Macmillan (2005) (with Philippe Lasserre)
- *Marketing Management: An Asian Casebook*, Prentice Hall (2004) (with Tiong Tan Chin, Meng Leong Siew, Hoon Ang Swee)
- *Strategies for Asia Pacific: Beyond the Crisis*, Macmillan (1999) (with Philippe Lasserre)
- *Strategy and Management in Asia Pacific*, McGraw-Hill (1999) (with Philippe Lasserre)
- *Consumer Behaviour in Asia*, Macmillan, (1998) (with Diana Ciarlante)

External Activities

Consultant to European and Asian Firms.

Former Positions

2002-2006: Dean, INSEAD, Singapore

1992: Visiting Professor, Boston University, USA

1992-1993: Visiting Scholar, Harvard University, USA

1988-1989: Visiting Professor, Tokyo University, Japan

1981-2009: Senior Affiliate Professor of International Management, INSEAD

1977-1981: Regional Manager, Investment Bank, Philippines

1967-1977: Manager, Unilever, Germany and Indonesia

Education

Doctorate, University of St Gallen, Switzerland

Diplom-Kaufmann, Economics and Business Administration, University of Hamburg, Germany Bachelor's Degree, Business Administration, University of Munich, Germany

Andrew V. Shipilov

Ukraine, France

John H. Loudon Chair in International Management

Professor of Strategy

andrew.shipilov@insead.edu

CAMPUS

Teaching

Competitive Strategy; Strategic Alliances; Innovation.

Research Areas

Organisation theory; Strategic Alliances; Inter-Firm Networks; Inter-personal Networks; Transition Economies.

Selected Publications

- Brokerage as a Public Good: The Externalities of Network Hubs for Different Formal Roles in Creative Organizations *Administrative Science Quarterly* (forthcoming) (with Julien Clement, D. Charles Galunic)
- Board Reform versus Profits: The Impact of Ratings on the Adoption of Governance Practices, *Strategic Management Journal* 38, N° 8 (2017) 815-833 (with Timothy Rowley, Henrich Greve)
- Which Boundaries? How Mobility Networks Across Countries and Status Groups Affect the Creative Performance of Organizations, *Strategic Management Journal* 38, N° 6 (2017) 1232-1252 (with Frederic Godart, Julien Clement)
- Applications Virtual Special Issue: Practical Advice on How to Unlock Value from your Alliances, *Strategic Management Journal* 37, N° 13 (2016) (with Ithai Stern)
- Luxury's Talent Factories, *Harvard Business Review* 93, N° 6 (2015) 98-104 (with Frederic Godart)
- Fashion with a Foreign Flair: Professional Experiences Abroad Facilitate the Creative Innovations of Organizations, *Academy of Management Journal* 58, N° 1 (2015) 195-220 (with Frederic Godart, William Maddux, Adam D. Galinsky)
- Making the Most of the Revolving Door: The Impact of Outward Personnel Mobility Networks on Organizational Creativity, *Organization Science* 25, N° 2 (2014) 377-400 (with Frédéric Godart, Kim Claes)
- Strategic Multiplexity, *Strategic Organization* 10, N° 3 (2012) 215-222
- The Key to Social Media Success Within Organizations, *Sloan Management Review* 54, 1 (2012) 73-81 (with Quy Huy)
- Knowledge Acquisition Strategies of Small and Medium-sized Enterprises During Institutional Transition: Evidence from Hungary and Ukraine, *Thunderbird International Business Review* 54, N° 3 (2012) (with Wade M. Danis)
- The Missing Link: The Effect of Customers on the Formation of Relationships Among Producers in the Multiplex Triads, *Organization Science* 23, N° 2 (2012) 472-491(with Li Stan)
- When do Interlocks Matter? Institutional Logics and the Diffusion of Multiple Corporate Governance Practices, *Academy of Management Journal* 53, N° 4 (2010) (with Henrich Greve, Timothy Rowley)

Awards and Honours

2014, 2015: Executive Education Awards for Outstanding Teaching, INSEAD

2014 Emerging Scholar Award, Strategic Management Society

2012: Finalist for Best paper Award, 5th Israel Strategy Conference (with J. Han)

2012: Winner of Academy of Management Best Paper Award OB Division (with William Maddux, Frederic Godart, Adam Galinsky)

2007: Winner of Academy of Management Best Paper Award OMT Division

2006: Nominee for the Canadian Governor

General Award from the Joseph L. Rotman School of Management, University of Toronto, Canada

2004: Finalist for the INFORMS (Organization Science Dissertation Proposal Competition

External Activities

Reviewer for *Administrative Science Quarterly*, *Academy of Management Journal*, *Strategic Management Journal*, *Organization Science*, *Management Science* and *Research Policy*. Editorial board member of *Strategic Organization* and *Strategic Management Journal*. Associate Editor of *Strategic Management Journal.*

Education

2005: PhD, Strategic Management and Organization Theory, Joseph L. Rotman School of Management, University of Toronto, Canada

2000: MBA, Exchange Student, Higher Scientific School of Management (WHU-Koblenz), Germany

2000: MBA, International Business, Case-Western Reserve University, USA

Daniel Simonovich

Germany

Affiliate Professor of Strategy

daniel.simonovich@insead.edu

CAMPUS

Teaching

Strategic Management; Strategy Execution; Strategic Innovation

Research Areas

Strategy Execution; Strategy Practice

Former Positions

2013-2017: Adjunct Professor, INSEAD

2002-2017: Professor of Strategy, ESB Business School, Germany

Education

2008: Doctorate, European Business School, Germany

1998: MBA, INSEAD, France

1995: Master's in Computer Science, Universitaet Hamburg, Germany

1993: Diploma in Computer Science, Cambridge University, United Kingdom

Strategy

home

Jasjit Singh

India

Akzo Nobel Fellowship of Strategic Management

Associate Professor of Strategy

Academic Director, INSEAD Social Impact Initiative

jasjit.singh@insead.edu

CAMPUS

Teaching and Research Areas

Strategy, Inclusive Business, Innovation, Sustainable Development, Impact Investing, Impact Evaluation

Selected Publications

- Philanthropic Campaigns and Customer Behavior: Field Experiments on an Online Taxi Booking Platform, *Management Science*, forthcoming (with Nina Teng and Serguei Netessine)
- Corporate Social Initiatives and Employee Retention, *Organization Science* 26, N° 6 (2015) 1702-1720 (with Christiane Bode, Michelle Rogan)
- Regional Disadvantage? Employee Non-Compete Agreements and Brain Drain, *Research Policy* 44, N° 2 (2015) 394-404 (with Matt Marx, Lee Fleming)
- Geographic Constraints on Knowledge Spillovers: Political Borders vs. Spatial Proximity, *Management Science* 59, N° 9 (2013) 2056-2078 (with Matt Marx)
- Not with My Own: Long-Term Effects of Cross-Country Collaboration on Subsidiary Innovation in Emerging Economies versus Advanced Economies, *Journal of Economic Geography* 12, N° 5 (2012) 943-968 (with Tufool Alnuami, Gerard George)
- Recruiting for Ideas: How Firms Exploit the Prior Inventions of New Hires, *Management Science* 57, N° 1 (2011) (with Ajay Agrawal) 129-150
- The World is Not Small for Everyone: Inequity in Searching for Information in Organizations, *Management Science* 56, N° 9 (2010) 1415-1438 (with Morten T. Hansen, Joel Podolny)
- Lone Inventors as Sources of Breakthroughs: Myth or Reality? *Management Science* 56, (2010) 41-56 (with Lee Fleming)
- Distributed R&D, Cross-Regional Ties and Quality of Innovative Output, *Research Policy* 37, N° 1 (2008) 77-96
- Asymmetry of Knowledge Spillovers between MNCs and Host Country Firms, *Journal of International Business Studies* 38, N° 5 (2007) 764-786
- Science, Social Networks and Spillovers, *Industry and Innovation* 14, N° 2 (2007) 219-238 (with Olav Sorenson)
- Collaborative Networks as Determinants of Knowledge Diffusion Patterns, *Management Science* 51, N° 5 (2005) 756-770

Awards and Honours

2016: Nominated for the Best Paper Award for the Strategic Management Society Annual Conference

2016: Nominated for the Carolyn Dexter Award at the Academy of Management Annual Meetings

2015: Runner Up for TIMES Best Paper Award

Best Innovation and Entrepreneurship, INFORMS

2014: Winner of The Case Centre's Award, Strategy and General Management Category

2012: Highly Commended at EFMD Case Writing Competition, Inclusive Business Models Category

2012: Meritorious Associate Editor Award from *Management Science*

2010: Thomson Science Watch "Emerging Research Fronts Paper" in Economics & Business (based on the Management Science 2005 article)

2006: Winner, Best Paper Award at Danish

Research Unit in Industrial Dynamics (DRUID) Summer Conference, Copenhagen.

2005: Barry M. Richman Best Dissertation Award in International Management, Academy of Management Annual Meetings, Honolulu.

2005: Winner, Haynes Best Paper Prize, Academy of International Business Annual Meetings, Quebec City.

2004: Winner, Newman Best Paper Award in Business Policy and Strategy Division, Academy of Management Annual Meetings, New Orleans

External Activities

Organization Science: Member of the Editorial Review Board (since 2009) *Strategic Management Journal: Member of the Editorial Review Board (since 2013) Management Science: Associate Editor (2009-2014) Strategic Organization: Member of the Editorial Review Board (2012-2014) Business Policy & Strategy Research Committee* (Academy of Management): Member (2009-2011) Reviewer: *Academy of Management Journal*, *Administrative Science Quarterly*, *Industrial and Corporate Change*, *Journal of Economics and Management Strategy*, *Journal of Engineering and Technology Management*, *Journal of Industrial Economics*, *Journal of International Business Studies*, *Management Science*, *Organization Science*, *Research Policy*, *Strategic Management Journal*.

Former Positions

1995-1998: Management Consultant, Accenture, USA

1994: Intern, AT&T, USA

1993: Intern, Intel, USA

1990: Intern, Cadence Design Systems, India

Education

2004: PhD, Business Economics, Harvard University, USA

2004: Master of Arts, Economics, Harvard University, USA

1995: MS, Management, Georgia Institute of Technology, USA

1993: MS, Computer Science, Georgia Institute of Technology, USA

1991: BTech, Computer Sc. & Eng., IIT Delhi, India

Ithai Stern

Israel

Associate Professor of Strategy

ithai.stern@insead.edu

CAMPUS

Teaching

Strategic Management; Strategy Implementation; Change Management.

Research Areas

Behavioural Strategy; Corporate Governance; Strategic Decision Making; Organizational Learning and Adaptation.

Selected Publications

- Applications Virtual Special Issue: Practical Advice on How to Unlock Value from your Alliances, *Strategic Management Journal* 37, N° 13 (2016) (with Andrew V. Shipilov)
- When Do High-Technology Firms Change Strategic Vehicles? The Role of Poor Performance and Organizational Slack, *Strategic Management Journal* 37, N° 5 (2016) 855-869 (with R. Lungeanu, Edward Zajac)
- Whom are you Promoting? Positive Voluntary Public Disclosures and Executive Turnover, *Strategic Management Journal* 37, N° 7 (2016) 1413-1430 (with Sharon D. James)
- Unmixed Signals: How Reputation and Status Affect Alliance Formation, *Strategic Management Journal* 35, N° 4 (2014) 512-531 (with Janet Dukerich, Edward J. Zajac)
- Set up for a Fall The Insidious Effects of Flattery and Opinion Conformity toward Corporate Leaders, *Administrative Science Quarterly* 56, N° 2 (2011) 257-302 (with Sun Hyun Park, James D. Westphal)
- Stealthy Footsteps to the Boardroom: Executives' Backgrounds, Sophisticated Interpersonal Influence Behavior, and Board Appointments, *Administrative Science Quarterly* 55, N° 2 (2010) 278-319 (with James D. Westphal)
- Flattery Will Get You Everywhere (Especially If You Are A Male Caucasian): How Ingratiation, Boardroom Behavior, And Demographic Minority Status Affect Additional Board Appointments at U.S. Companies, *Academy of Management Journal* 50, N° 2 (2007) 267-288 (with James D. Westphal)
- The Other Pathway to the Boardroom: Interpersonal Influence Behavior as a Substitute for Elite Credentials and Majority Status in Obtaining Board Appointments, *Administrative Science Quarterly* 51, N° 2 (2006) 169-204 (with James D. Westphal)
- Within-business Diversification in Technology-intensive Industries, *Strategic Management Journal* 25, N° 5 (2004) 487-505 (with Andrew D. Henderson)

Awards and Honours

2008: Finalist for the *Academy of Management Journal* 2007 Best Paper Award

2003-2004: Recipient of the William S. Livingston Graduate Fellowship for Outstanding Doctoral Students, University of Texas, Austin

1999-2000: Preemptive Fellowship, University of Texas, Austin

1999-2000: George P. Huber Fellowship, University of Texas, Austin

1997-1998: Hesburgh International Scholarship, University of Notre Dame

External Activities

Academy of Management Journal, Editorial board member, 2010- 2013 *Strategic Management Journal*, Editorial board member, 2010- present Member of the Academy of Management and Strategic Management Society. Ad hoc Reviewer: *Organization Science*, *Administrative Science Quarterly*, *Management Science*, Academy of Management Cofounder and co-organizer of the Israel Strategy Conference (ISC), the first Midwest Strategy Meetings (MSM), and the Strategic Management Society Initiative for Academic Collaboration in the Middle East and North Africa (IACMENA). Program Chair, SMS Special Conference, March 2014

Former Positions

2005-2015: Assistant Professor of Management, Kellogg School of Management, Northwestern University, USA

Education

2005: PhD, University of Texas At Austin, USA

1998: Master of Arts, Peace Studies, University of Notre Dame, USA

1997: Bachelor of Science, Business Administration and Political Science, The Hebrew University of Jerusalem, Israel

Gabriel Szulanski

USA, Argentina

Professor of Strategy

Chair, Strategy Area

gabriel.szulanski@insead.edu

CAMPUS

Teaching

The Making of Strategy, General Management.

Research Areas

Knowledge Stickiness, Transfer of Best Practices; Replication as Strategy; The Making of Strategy.

Selected Publications

- On the Foundations of Organizational Knowledge: Interview With Professor Sidney G. Winter, *Journal of Management Inquiry* 25, N° 2 (2016) 223-231 (with Afonso Almeida Costa, Maciej Workiewicz)
- Overcoming Stickiness: How the Timing of Knowledge Transfer Methods Affects Transfer Difficulty, *Organization Science* 27, N° 2 (2016) 304-322 (with Dimo Ringov, Robert Jensen)
- Leadership, Innovation, and Strategic Change A Conversation With Michael Tushman, *Journal of Management Inquiry* 24, N° 4 (2015) 370-381 (with Sorah Seong, Yeongsu Kim)
- The Past, Present, and Future of Organizational Learning Research A Conversation With Professor Linda Argote, *Journal of Management Inquiry* 25, N° 1 (2016) 85-92 (with Sunkee Lee, Florian Rittiner)
- Reproducing Knowledge: Inaccurate Replication and Failure in Franchise Organizations, *Organization Science* 23, N° 3 (2012) 672-685 (with Sidney Winter, Robert Jensen, Dimo Ringov)
- Template Use and the Effectiveness of Knowledge Transfer, *Management Science* 53, N° 11 (2007) 1716-1730 (with Robert Jensen)
- Presumptive Adaptation and the Effectiveness of Knowledge Transfer, *Strategic Management Journal* 27, N° 10 (2006) 937-957 (with Robert Jensen)
- *Strategy Process, Advances in Strategic Management*, JAI Press (2005) (with Yves L. Doz, Joseph Porac)

Awards and Honours

2015 Best Proposal Award Strategy Process Interest Group Strategic Management Society (with Daniel Mack)
Winner of 2015 Best Doctoral Student Paper Award, Israel Strategy Conference (with Daniel Mack)
2004: Best paper prize, Strategic Management Journal, "Exploring Internal Stickiness: Impediments to the Transfer of Best Practice within the Firm."
2004: Best conference paper prize (honourable mention), Strategic Management Society Conference, "Framing Discontinuities: Incumbents face the Internet" ranked among top 5 papers in the conference
2003: EFMD Case of the year award, category: Knowledge Management and Learning in Organizations, "Rank Xerox (A), (B), (C)"
2002: Honourable Mention, McKinsey & Company, Strategic Management Society, Best Conference Paper Prize
2002: "Getting it Right the Second Time" featured in "Best Ideas in Management", *Harvard Business Review*
1996: Free Press Award for Outstanding Dissertation Research in Business Policy and Strategy, Business Policy and Strategy division of the Academy of Management
1995: Honourable Mention, Technology and Innovation Management Division of the Academy of Management
1989-1993: General Electric Fellow

External Activities

Editorial Board: *Long Range Planning*, *Administrative Science Quarterly* (2002-2006), *Organization Science* (2004-2006), *Journal of International Business Studies* (2004-2006). Guest Associate Editor: *Management Science* (Special issue: Managing Knowledge in Organizations: Creating, Retaining and Transferring Knowledge). Referee: *Strategic Management Journal*, *Management Science*, *Organization Science*, *Administrative Science Quarterly*, *Academy of Management Journal*, *Organizational Behavior*, *Human Decision Processes*, *Journal of International Business Studies*, Oxford University Press, Harvard Business School Press. Review Committee, Strategic Management Society. Member: BPS Executive Committee, Academy of Management; International Research Advisory Board, Strategos Research Institute. Consulting clients include Xerox, Shell, Harris Corporation, Henkel, Allianz, SAB Miller, PwC, KPMG, CapGemini, McKinsey. Member: Academy of Management, Strategic Management Society, INFORMS, Academy of International Business.

Former Positions

2002-2006: Associate Professor of Strategy and Management, INSEAD
1996-2002: Committee Member, The Wharton School, University of Pennsylvania, USA
1995-2002: Assistant Professor of Management, The Wharton School, University of Pennsylvania, USA

Education

1995: PhD, Management (Strategy), INSEAD, France
1988: MBA, Management of Information Systems, Recannati School of Business, Tel Aviv University, Israel
1988: Postgraduate Certificate, Computer Science, Schreiber School of Mathematics, Tel Aviv University, Israel
1982: BSc., Electrical Engineering, Technion, Israel

Heinz Thanheiser

Austria

Emeritus Professor of Strategy and Management

heinz.thanheiser@insead.edu

CAMPUS

Teaching

Strategy and Management with special interest in Corporate Renewal; Executive Action Learning Programmes with Board/ Executive Committee involvement.

Research Areas

Corporate Change and Renewal.

Selected Publications

- The Art and Science of Corporate Renewal, *Financial Times*, FT Prentice Hall (2000) 279-284 (with Yves L. Doz)
- Regaining Competitiveness: A Process of Organisational Renewal in *Strategic Thinking, Leadership and the Management of Change*, Wiley (1993) (with Yves L. Doz)
- *The Emerging European Enterprise*, Palgrave Macmillan (1976) (with Gareth Dyas)

Awards and Honours

Elected Member of the International Academy of Management.

External Activities

Top management consulting on corporate change. Action-learning interventions.

Former Positions

1978-2007: Professor of Strategy and Management, INSEAD

1980-1985: Dean and Co-Dean, INSEAD, France

Education

1972: DBA, Harvard University, USA

1964: MBA, INSEAD, France

1963: Dkfm, Wirtschaftsuniversität Wien, Austria

Michael A. Witt

Germany

Affiliate Professor of Strategy and International Business

michael.witt@insead.edu

CAMPUS

Teaching

Strategies for Asia-Pacific (MBA, EMBA); Business and Government (MBA, EMBA); various Executive Development Program modules on international business and strategy.

Research Areas

International Business and Strategy; Varieties of Capitalism; East-Asia (especially China, Japan, and Korea); Western Europe.

Selected Publications

- Mapping the Business Systems of 61 Major Economies: A Taxonomy and Implications for Varieties of Capitalism and Business Systems Research, *Socio-Economic Review* (2017) (with Luiz Ricardo Kabbach de Castro et al.)
- Does Board Independence Influence Financial Performance in IPO Firms? The Moderating Role of the National Business System, *Journal of World Business* 52,N° 5 (2017) 628-639 (with Alessandro Zattoni et al.)
- Varieties of Capitalism and Institutional Comparative Advantage: A Test and Reinterpretation, *Journal of International Business Studies*, 47, N° 7 (2016) 778-806 (with Gregory Jackson)
- Corporate Governance and IPO Underpricing in a Cross-National Sample: A Multi-Level Knowledge-Based View, *Strategic Management Journal* 36, N° 8 (2015) 1174-1185 (with William Q. Judge et al.)
- Configurations of Capacity for Change in Entrepreneurial Threshold Firms: Imprinting and Strategic Choice Perspectives, *Journal of Management Studies* 52, N° 4 (2015) 506-530 (with William Q. Judge et al.)
- *The Oxford Handbook of Asian Business Systems*, Oxford University Press (2014) 752 p. (with Gordon Redding)
- Asian Business Systems: Institutional Comparison, Clusters and Implications for Varieties of Capitalism and Business Systems Theory, *Socio-Economic Review* 11, N° 2 (2013) 1-36 (with Gordon Redding)
- Culture, Meaning, and Institutions: Executive Rationale in Germany and Japan. *Journal of International Business Studies* 40, N° 5 (2009) 859-885 (with Gordon Redding)
- Outward Foreign Direct Investment as Escape Response to Home Country Institutional Constraints. *Journal of International Business Studies* 38, N° 4 (2007) 579-594.
- *The Future of Chinese Capitalism: Choices and Chances*, Oxford University Press (2007) 275 p. (with Gordon Redding)

External Activities

Editor-in-Chief, *Asian Business & Management*, since 2012 (previously Senior Editor)

Senior Editor, *Management and Organization Review*, since 2013

Editorial Advisory Board Member, Oxford Handbooks Online

Editorial Review Board Member, *Journal of International Business Studies, Management International Review, Cross-Cultural Management*

Awards and Honours

2017, 2016, 2015, 2014, 2013, 2011: Dean's Commendation for Excellence in MBA Teaching, INSEAD

2011-2012: Humboldt Fellowship for Experienced Researchers

2015: Winner, "International Management Division Willamette University, Atkinson Graduate School of Management Best Paper in International Ethics, Social Responsibility, and/or Sustainability," Academy of Management (AOM)

2011: Nominee for Best Paper Award, Annual Meeting of the Strategic Management Society (SMS)

2005: Finalist, JIBS Frontiers Award (with A. Y. Lewin)

1997: East-Asia Research Fellowship and initiation into the German National Merit Foundation

1994: Phi Beta Kappa, Stanford Chapter, junior-year initiation

Former Positions

Advanced Research Fellow, Program on US-Japan Relations, Harvard University, USA

Senior Research Fellow, INSEAD, France

Education

2000: PhD, Harvard University, USA

1995: Bachelor of Arts, Stanford University, USA

Peter B. Zemsky

USA, France

Deputy Dean / Dean of Innovation

The Eli Lilly Chaired Professor of Strategy and Innovation

Professor of Strategy

peter.zemsky@insead.edu

CAMPUS

Teaching

Competitive Strategy; Industry Evolution; Blue Ocean Strategy.

Research Areas

Value-Based Strategy; Formal Foundations of Strategy; Industrial Organisation; Competitive Strategy.

Selected Publications

- Specialist versus Generalist Positioning: Demand Heterogeneity, Technology Scalability and Endogenous Market Segmentation, *Strategy Science* 1, N°3 (2016) 184-206 (with Ron Adner, Francisco Ruiz-Aliseda)
- Diversification and Performance: Linking Relatedness, Market Structure, and the Decision to Diversify, *Strategy Science* 1, N°1 (2016) 32-55 (with Ron Adner)
- Value Creation and Value Capture under Moral Hazard: Exploring the Micro-Foundations of Buyer-Supplier Relationships, *Strategic Management Journal* 36, N°8 (2015) 1146-1163 (with Tomasz Obloj)
- Positioning on a Multiattribute Landscape, *Management Science* 60, N° 11 (2014) 2794-2815 (with Ron Adner, Felipe Csaszar)
- Some Like It Free: Innovators Strategic Use of Disclosure to Slow Down Competition, *Strategic Management Journal* 33, N° 7 (2012) 773-793 (with Gonçalo Pacheco De Almeida)
- Value Creation and Value Capture with Frictions, *Strategic Management Journal* 32, N° 11 (2011) 1206-1231 (with Olivier Chatain)
- The Timing of Resource Development and Sustainable Competitive Advantage, *Management Science* 53, N° 4 (2007) 651-666 (with Gonçalo Pacheco De Almeida)
- Disruptive Technologies and the Emergence of Competition, *Rand Journal of Economics* 36, N° 2 (2005) 229-254 (with Ron Adner)
- The Effect of Time to-Build on Strategic Investment under Uncertainty, *Rand Journal of Economics* 34, N° 1 (2003) 167-183 (with Gonçalo Pacheco De Almeida)

Awards and Honours

2015: The Chief Learning Officer's Learning in Practice Awards for "Excellence in Blended Technology" (Gold) and for "Excellence in Content" (Silver)

2015: Brandon Hall Awards for "Best Results of a Learning Program" (Gold) and "Best Unique or Innovative Learning and Development Program" (Gold)

2012: Winner of Prix Syntec : Prix académique de la Recherche en Management (with Goncalo Pacheco de Almeida)

2009: BPS Glueck Best Paper Award, Academy of Management

2008: BPS Distinguished Paper Award, Academy of Management

2005-2006: Nomination: INSEAD Outstanding MBA Core Teacher

2004: ACAC Best Paper Award

2003: Award for Outstanding Teaching in the MBA Core, Wharton School

1992-1993: State Farm Dissertation Fellowship

1989-1992: National Science Foundation Graduate Fellowship

1988: Outstanding Undergraduate Economics Major, University of Pennsylvania

1988: Phi Beta Kappa National Honors Society Member

1984: National Merit Scholar, USA

Former Positions

2016-2017: Dean of Executive Education

2013: Interim Dean, INSEAD

2012: Acting Dean, INSEAD

2011-2013: Deputy Dean, Degree Programs, INSEAD

2010-2011: Dean of Faculty, INSEAD

2006-2009: Area Coordinator, Strategy, INSEAD

2002-2003: Visiting Associate Professor of Management, The Wharton School, University of Pennsylvania

1998-2007: Associate Professor of Strategy, INSEAD

1994-1998: Assistant Professor of Strategy, INSEAD

Education

1995: PhD, Graduate School of Business, Stanford University, USA

1988: Bachelor of Arts, (Summa Cum Laude), University of Pennsylvania, USA

Albert A. Angehrn

Switzerland

Professor of Information Technology

albert.angehrn@insead.edu

CAMPUS

Teaching

International Executive Programme (IEP); Web Trends & Strategies (MBA); INSEAD Executive Education CSPs; INSEAD Online

Research Areas

Management Learning and Decision Making; Virtual Communities; Advanced Simulations; Intelligent Agents; Internet Strategies; Collaboration Dynamics; Cross-cultural issues

Selected Publications

- Designing Collaborative Learning and Innovation Systems for Education Professionals in *Emerging Technologies and Information Systems for the Knowledge Society*, Springer (2008) 167-176 (with Katrina Maxwell, Angelo Marco Luccini, Federico Rajola)
- TENTube: A Video-based Connection Tool Supporting Competence Development, *International Journal of Emerging Technologies in Learning* 3, (2008) 29-37 (with Katrina Maxwell)
- Enhancing Social Interaction in Competence Development Networks: A Conceptual Framework, *International Journal of Learning Technology* 3, N° 4 (2008) 424-442 (with Katrina Maxwell and Bertrand Sereno)
- Understanding the Organizational Dynamics of Change in China – A Multimedia Simulation Approach, *The Chinese Economy* 41, N° 3 (2008) 68-69
- Coopetion in *a of Knowledge Management*, Information Science Reference Schwartz David G. Ilan Bar (Eds.) (2005) 58-66 (with Claudia Loebbekke)
- Changing Chinese Firms: Overcoming Resistance, *INSEAD Quarterly*, N° 11 (2005) (with Philippe Leliaert, Shuming Zhao, Leo Van Geffen, Huifang Yang)
- Learning-by-Playing: Bridging the Knowing-Doing Gap in Urban Communities in *Intellectual Capital for Communities*, Butterworth Heinemann (2005).

Awards and Honours

2002: IBM Faculty Award

2001: IFS Innovation Award

External Activities

Presentation of the latest learning innovations to companies and organisations around the world, including: IKEA, Sweden; American companies such as IBM, HP and Merial; Pfizer, SAP, BMW and Beiersdorf, Germany; the FIAT Group and Unicredit, Italy; Eutelsat, France; the Scottish Government; the Danish Finance Ministry and the Swedish Trade Council.

Former Positions

1990-2007: Professor of Information Technology and Entrepreneurship, INSEAD

Education

1989: PhD, Mathematical Sciences (Mathematical Models and Decision Systems), ETH-Zurich, Swiss Federal Institute of Technology, Switzerland

1985: Diploma, Mathematical Sciences (Computer Science, Complexity Theory and Operations Research), ETH-Zurich, Swiss Federal Institute of Technology, Switzerland.

home

Robert U. Ayres

USA

The Novartis Chair in Management and the Environment, Emeritus

Emeritus Professor of Economics and Political Science and Technology Management

robert.ayres@insead.edu

CAMPUS

Teaching

Environmental Economics; Technology and the Environment; History of Technology.

Research Areas

Environmental Economics; Technological Change and Economic Growth; Industrial Metabolism and Industrial Ecology; Eco-Restructuring; Energy and Economic Growth. Energy and finance

Selected Publications

- *Energy, Complexity and Wealth Maximization*, Springer (2016)
- The Economic Growth Enigma Revisited: The EU-15 since the 1970s, *Energy Policy* 86 (2015) 812-832 (with Vlasios Voudouris, André Carera Serrenho, Daniil Kiose
- Decomposition of Useful Work Intensity: The EU (European Union)-15 Countries from 1960 to 2009, *Energy* 76, N° 1 (2014) 704-715 (with André Cabrera Serrenho, Tania Sousa, Benjamin Warr, Tiago Domingos)
- *The Bubble Economy: Is Sustainable Growth still Possible?* MIT Press (2014) 386 p.
- The Underestimated Contribution of Energy to Economic Growth, *Structural Change and Economic Dynamics* 27 (2013) 79-88 (with Jeroen C.J.M. van den Bergh, Dietmar Lindenberger, Benjamin Warr)
- Material Efficiency: Rare and Critical Metals, *Philosphical Transactions of the Royal Society A Mathematical, Physical & Engineering Sciences* 371, N° 1986 (2013) (with Laura Talens-Peiro)
- *Crossing the Energy Divide*, Wharton Press (2010) (with Edward Ayres)
- Energy Efficiency and Economic Growth: The “Rebound” Effect as a Driver in *Energy Efficiency and Sustainable Consumption*, Herring Horace and Sorell Steve (Eds.), Palgrave Macmillan (2009) (with Benjamin Warr)

Awards and Honours

2013 IMS, best paper, for Lithium sourrces, production, uses and recovery outlook, The Journal of Metals (with Laura Talens Peiro and Gara Villalba Mendes)

2003: International Society for Industrial Ecology Award, First ISIE Society Prize for Outstanding Research

2002: ISEE Award: Kenneth Boulding Memorial Prize

1996: Best TFSC Paper: Foresight as a Survival Characteristic: When (If Ever) Does the Long View Pay?

1996: ISEE Best Article Award: Limits to the Growth Paradigm

External Activities

2004-present: Institute Scholar, International Institute for Applied Systems Analysis (IIASA), Laxenburg, Austria.

2000-present: Visiting Professor (part-time), Chalmers Institute of Technology, Gothenburg, Sweden.

Former Positions

2004: Institute Scholar (part-time), International Institute for Applied Systems Analysis (IIASA), Laxenburg, Austria

2001-2003: Visiting Professor (part-time), Chalmers Institute of Technology, Gothenburg, Sweden

2000: Novartis (formerly Sandoz) Emeritus Professor of Environment and Management, INSEAD, France

2000-2002: Visiting Professor (part-time), Institute for Advanced Studies, UN University, Tokyo, Japan

1994-1998: 1992-2001: Professor / Director, Centre for the Management of Environmental Resources (CMER), INSEAD, France.

1982-2002 Adjunct Professor, of Environmental Economic, Pennsylvania State University, USA

1979-1992: Professor, Engineering and Public Policy, Carnegie-Mellon University, Pittsburgh, USA.

Education

1958: PhD, Mathematical Physics, King’s College, University of London, United Kingdom

1956: MSc., Physics, University of Maryland, USA

1954: BSc., Mathematics (Physics Minor), Cum Laude, University of Chicago, USA

1952: Bachelor of Arts, Mathematics (Physics Minor) Cum Laude, University of Chicago, USA

home

Ben M. Bensaou

France

Dean of Executive Education

Professor of Technology Management and Asian Business and Comparative Management

ben.bensaou@insead.edu

CAMPUS

Teaching

Building an Innovating Organisation; Value Innovation/ Blue Ocean Strategy - A Process View; Strategy and Strategic Management; Managing Networked Organisations; Managing Strategic Alliances, Joint Ventures and Trust-based Partnerships; Information Technology and Corporate Transformation; Understanding Japanese Business.

Research Areas

Building an Innovating Organisation; Value Innovation/Blue Ocean Strategy - a Process View; New Forms of Networked Organisations; Strategic Alliances, Joint Ventures and Trust-based Partnerships; Building Social Capital within Professional Organisations; Role/Impact of Information Technology on Organisations and Markets; Comparison with Japanese Management; IT and Mobility-driven Value Innovation.

Selected Publications

- Board Representation in International Joint Ventures, *Strategic Management Journal* 38, N° 4 (2017) 920-938 (with Ilya R. Cuypers, Göhkan Ertug, Jeffrey Reuer)
- Relational Changes During Role Transitions: The Interplay of Efficiency and Cohesion, *Academy of Management Journal* 59, N° 3 (2016) 1-17 (with Claudia Jonczyk-Sedes, Yonghoon Lee, D. Charles Galunic)
- Players and Purists: Networking Strategies and Agency of Service Professionals, *Organization Science* 25, N° 1 (2014) 29-56 (with D. Charles Galunic, Claudia Jonczyk-Sedes)
- Trust Between International Joint Venture Partners: Effects of Home Countries, *Journal of International Business Studies* 44, N° 3 (2013) 263-282 (with Gokhan Ertug, I. Cuypers, N. G. Noorderhaven)
- Buyer-Supplier Relations in Industrial Markets: When Do Buyers Enter the Trap of Making Idiosyncratic Investments? *Organization Science* 10, N° 4 (1999) 460-481 (with Erin Anderson)
- Testing Metric Equivalence in Cross-National Strategy Research: An Empirical Test Across U.S. and Japan, *Strategic Management Journal* 20, N° 7 (1999) 671-689 (with M. Coyne, N. Venkatraman)
- Portfolio of Buyer-Supplier Relationships, *Sloan Management Review* 40, N° 4 (1999) 35-44
- The Right Mind-Set for Managing Information Technology, *Harvard Business Review* 76, N° 5 (1998) 118-128 (with Michael John Earl)
- Configurations and Inter-Organisational Relationships: A Comparison between US and Japanese Automakers, *Management Science* (1995) (with N. Venkatraman)

Awards and Honours

2015/2016: In the Top 30 bestselling case authors, The Case Centre
2016, 2015, 2014: Executive Education Award for Outstanding Program Direction, INSEAD
2014, Executive Education Award for Outstanding Teaching, INSEAD
2016, 2015, 2014, 2013, 2012, 2010, 2009, Double Prize Winner, two case studies in Top 15 best-selling cases in 'Strategy and General Management' Category (with W. Chan Kim and Renée Mauborgne), The Case Centre
2014: In Top 20 All-time Bestseller Case Studies, The Case Centre (formerly ECCH)
2012: Winner of Best Paper Award, Strategic Management Society Conference (with G. Ertug, I. Cuypers, J. Reuer)
2012: Finalist for Best Conference Paper for Practice Implication, Strategic Management Society Conference (with G. Ertug, I. Cyupers, N. Noorderhaven)
2009: ECCH European Case Awards: Overall Winner
2008: ECCH European Case Award in Strategy and General Management
2006: ECCH European Case Award in Strategy and General Management
1993: Finalist, Free Press Award for Outstanding Dissertation Research in the field of Business Policy and Strategy, Academy of Management, Atlanta
1992: Best Doctoral Dissertation Award in the field of Information Systems, International Conference on Information Systems (ICIS), Dallas

External Activities

Associate Editor: *Information Systems Research*, *MIS Quarterly Executive*. Member of the Board of Consulting Editors, *International Journal of Research in Marketing*. Editorial Board Member, *Systèmes d'Information et Management*. Member of the Editorial Advisory Board, The Baan Institute Press. Member of the International Advisory Board, Danfoss Center of Global Business, University of Southern Denmark.

Former Positions

2013-2015: Visiting Scholar, Haas School of Business, University of California, Berkeley
2007-2008: Senior Fellow, The Wharton School of Management, University of Philadelphia, USA
1999-2003: Director, INSEAD Euro-Asia Centre, France
1998-1999: Visiting Associate Professor, Harvard Business School, Harvard University, USA

Education

1992: PhD, Management, Sloan School of Management, MIT, USA
1985: MA, Management Science, Hitotsubashi University, Japan
1981: DEA, Mechanical Engineering, Institut National Polytechnique de Grenoble, France
1981: Diplôme d'Ingénieur, Civil Engineering, Ecole Nationale des Travaux Publics de l'Etat, France

home

André Calmon

USA / Brazil

Assistant Professor of Technology and Operations Management

andre.calmon@insead.edu

CAMPUS

Teaching

Operations Management; Business Sustainability; Supply Chains in Emerging Markets.

Research Areas

Process & Operations Management; Big Data & Analytics; Operations Management in Emerging Markets; Sustainability in Business Operations.

Selected Publications

- Inventory Management in a Consumer Electronics Closed-Loop Supply Chain, *Manufacturing and Services Operations Management* (forthcoming) (with Stephen C. Graves)
- Information Disclosure and Regret Returns in a Social Enterprise, INSEAD Working Paper 2016/88/TOM (2016) (with Diana J. Rajasingh, Gonzalo Romero, Jackie Stenson)
- Inventory Management in a Consumer Electronics Closed-Loop Supply Chain, *INSEAD Working Paper* 2015/44/TOM (2015) (with Stephen C. Graves)
- Image Recognition Task Based on Decoupled Single-Electron Hamming Networks, ECS Transactions (2007) (with J. G. Guimaraes, Jose C. Da Costa)

Awards and Honours

2016: Runner-up, Best Professor, MBA Program Core Courses, INSEAD

2015: Best Professor, MBA Program Core Courses, INSEAD

2015, 2016: Dean's Award for Excellence in MBA Teaching, INSEAD

2013: Technology Dissemination Fellowship from the MIT International Development Initiative

2009: Charles M. Vest Presidential Fellowship for Graduate Studies at MIT

Former Positions

2012: Co-founder and Head of Analytics, Quant5

2011 and 2012: Summer Research intern, IBM Research

2011: Member of the MIT Ashdown Graduate House Social Committee, Massachusetts Institute of Technology, USA

2011: Organizer of the First Meeting of Young Brazilian Scholars and Leaders in the US, MIT, USA

2010: INFORMS Officer, Operations Research Center, MIT, USA

2007-2008: President of the Graduate Student Association, School of Electrical and Computer Engineering, Universidade Estadual de Campinas, Brazil

Education

2014: PhD in Operations Research, MIT, USA

2009: Msc in Electrical Engineering, Universidade Estadual de Campinas, Brazil

2006: Bsc in Electrical Engineering, Universidade de Brasilia, Brazil

Stephen E. Chick

USA

The Novartis Chaired Professor of Healthcare Management

Professor of Technology and Operations Management

Academic Director, Healthcare Management Initiative

stephen.chick@insead.edu

CAMPUS

Teaching

Health Care Management; Health Care Innovation; Operations Management; Stochastic Processes; Simulation.

Research Areas

Health Care Operations; Stochastic Simulation, Bayesian Inference; Optimal Learning; Mathematical Modeling in Healthcare Improvement; Clinical Trial Design

Selected Publications

- A Bayesian Decision Theoretic Model of Sequential Experimentation with Delayed Response, *Journal of the Royal Statistical Society: Series B* (Statistical Methodology) forthcoming (with M Forster, P Pertile)
- The Impact of Changes in Intensive Care Organization on Patient Outcome and Cost-effectiveness — A Narrative Review, *Journal of Intensive Care* forthcoming (with Dave A. Dongelmans, Alexander P. J. Vlaar, Margreeth B. Vroom et al.)
- Information Elicitation and Influenza Vaccine Production, *Operations Research*, 65, N° 1 (2017) 75-96 (with S Hasija, J Nasiry)
- Bayesian Optimization via Simulation with Pairwise Sampling and Correlated Prior Beliefs, *Operations Research* 64, N° 2 (2016) 542-559 (with P Frazier; J Xie)
- PatientsLikeMe: Patient-sourced Pragmatic Health Data, and Evidence-based Decision Making, *INSEAD Case Study*, (2016) (with R Aggarwal, F Simon)
- Europe's Solution Factories, *Harvard Business Review* 92, N° 4 (2014) 111-115 (with S Netessine, A Huchzermeier)
- Optimal Hiring and Retention Policies for Heterogeneous Workers who Learn, *Management Science* 60, N° 1 (2014) 110-129 (with A Arlotto, N Gans)
- A Game Theoretic Model of International InfluenzaVaccination Coordination, *Management Science* 59, N° 7 (2013) 1650-1670 (with H Mamani, D Simchi-Levi)
- Sequential Sampling with Economics of Selection Procedures, *Management Science* 58, N° 3 (2012) 550-569 (with P. Frazier)
- The Cost-effectiveness of Surgical Instrument Management Policies to Reduce the Risk of vCJD Transmission to Humans, *Journal of the Operational Research Society* 60, N° 4 (2009) 506-518 (with M. D. Stevenson, J. E. Oakley, K. Chalkidou)

Awards and Honours

2015 Runner Up, Pierskalla Award (with M Forster, P Pertile) INFORMS Health Applications Society, Best OR Paper in Health Care Applications, for A Bayesian Decision-Theoretic Model of Sequential Experimentation with Delayed Responses

2014: Highly Commended mention 2013 EFMD Case Writing Competition, Entrepreneurship Category (with Ridhima Aggarwal) "Laastari: Building a Retail Health Clinic Chain"

2006: Pierskalla Award (with H Mamani, D. Simchi-Levi), INFORMS Health Applications Society, Best OR Paper in Health Care Applications, for Supply Chain Coordination and Influenza Vaccines

External Activities

Area Editor: *Operations Research*; Associate Editor: *Management Science*.

Senior Editor for *Production Operations Management Society Journal.*

Former Positions

2001-2006: Associate Professor with Tenure, INSEAD

2001-2003: Associate Professor with Tenure (on leave), University of Michigan, USA

1995-2001: Assistant Professor, University of Michigan, USA

Education

1995: PhD, Industrial Engineering and Operations Research, University of California-Berkeley, USA

1995: MSc., Industrial Engineering and Operations Research, University of California-Berkeley, USA

1990: BSc., Mathematics, Stanford University, USA

Theodoros Evgeniou

Greece

Professor of Decision Sciences and Technology Management

Chair, Decision Sciences Area

theodoros.evgeniou@insead.edu

CAMPUS

Teaching

Uncertainty, Data, and Judgement; Models for Strategic Planning; Information Technology in Organisations; Data Analytics for Managers

Research Areas

Decision Processes; Business Intelligence and Data Mining; Data Analytics in Marketing and Finance; Information Technology in Organisations.

Selected Publications

- Competitive Dynamics in Forecasting: The Interaction of Skill and Uncertainty, *Journal of Behavioral Decision Making* 26, N° 4 (2013) 375-384 (with Natalia Karelaia, , Robin M. Hogarth)
- Dynamic Experiments for Estimating Preferences: An Adaptive Method of Eliciting Time and Risk Parameters, *Management Science* 59, N° 3 (2013) 613-640 (with Olivier Toubia, Eric J. Johnson, Philippe Delquié)
- Content Contributor Management and Network Effects in a UGC Environment, *Marketing Science* 31, N° 3 (2012) 433-447 (with Kaifu Zhang, V. (Paddy) Padmanabhan, Emile Richard)
- Eliciting Consumer Preferences Using Robust Adaptive Choice Questionnaires, *IEEE Transactions on Knowledge and Data Engineering* 20, N° 2 (2008) 145-155 (with Jacob Abernethy, Olivier Toubia, Jean-Philippe Vert)
- A Convex Optimization Approach to Modeling Consumer Heterogeneity in Conjoint Estimation, *Marketing Science* 26, N° 6 (2007) 805-818 (with Massimiliano Pontil, Olivier Toubia)
- Generalized Robust Conjoint Estimation, *Marketing Science* 24, N° 3 (2005) 415-429 (with Konstantinos Boussios, Giorgos Zacharia)
- Barriers to Information Management, *European Management Journal* 23, N° 3 (2005) 293-299 (with Philip Cartwright)
- Learning Multiple Tasks with Kernel Methods, *Journal of Machine Learning Research* 5, N° 4 (2005) 615-637 (with Charles A. Micchelli, Massimiliano Pontil)

Awards and Honours

2009: Winner of the ecch European Case Awards “Knowledge, Information & Communication Systems Management” Category

2007: Winner of the ecch European Case Awards “Knowledge, Information & Communication Systems Management” Category

1995: First, MIT Class of 1995 dual Degree Bachelors in Mathematics

1991: Bronze Medal, International Mathematical Olympiad, Sweden

Former Positions

2007-2013: Associate Professor, INSEAD

2001-2007: Assistant Professor, INSEAD

Education

2000: PhD, Electrical Engineering and Computer Science, MIT, USA

1996: Master of Engineering, Electrical Engineering and Computer Science, MIT, USA

1996: BSc., Mathematics, MIT, USA

1996: BSc., Electrical Engineering and Computer Science, MIT, USA

home

Dragos Florin Ciocan

Romania

Assistant Professor of Technology and Operations Management

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CAMPUS

Teaching

Operations Management, Revenue Management

Research Areas

Revenue Management Applied to Non-traditional Domains; Matching Markets; Massive Scale Optimization

Selected Publications

- "Model Predictive Control for Dynamic Resource Allocation", *Mathematics of Operations Research* 37, N° 3 (2012) 2501-525 (with Farias Vivek)

Awards and Honours

2013: Finalist in the 2013 MSOM Best Student Paper Competition (for "Model Predictive Control for Dynamic Allocation")

2012: Thomas T. Hoopes Prize (for undergraduate thesis "Constructions and Characterizations of Non-Interactive Zero-Knowledge")

External Activities

Reviewer: *Mathematics of Operations Research*.

Former Positions

2012: Software Engineering Intern, Google Research, New York, NY, USA

2007-2009: Fixed Income Analyst, High Yield Trading Desk, Morgan Stanley, New York, NY, USA

2006: Global Markets Summer Analyst, Merrill Lynch, New York, NY, USA

Education

2014: PhD, Sloan School of Management, MIT, USA

2007: Bachelor of Arts, School of Engineering and Applied Sciences, Harvard University, USA

Michael Freeman

United Kingdom

Assistant Professor of Technology and Operations Management

michael.freeman@insead.edu

CAMPUS

Teaching

Production and Operations Management.

Research Areas

Hospital Operations; Healthcare Design and Delivery; Service Management; Empirical Operations.

Selected Publications

- Gatekeepers at Work: An Empirical Analysis of a Maternity Unit, *Management Science* 63, 10 (2017) 3147-3167 (with Nicos Savva, Stefan Scholtes)

Awards and Honours

2016: First Prize, 2016 MSOM Student Paper Competition

2016: Director's Research Award, Cambridge Judge Business School

2016: Lyondell Basell Research Scholarship, Cambridge Centre for Health Leadership

2015: Economic and Social Research Council Student Internship Award

2014: William Pierskalla Award Finalist, INFORMS Health Application Society

2014: Teaching and Learning Innovation Grant, Cambridge Centre for Teaching and Learning

2011-2016: Economic and Social Research Council Doctoral Scholarship, University of Cambridge

External Activities

Ad Hoc Reviewer: *Management Science, Manufacturing & Service Operations Management* (M&SOM), *Production and Operations Management*. Reviewer for 2016 MSOM Conference Healthcare SIG. Member: Manufacturing & Service Operations Management (M&SOM); Institute for Operations Research and Management Sciences (INFORMS); Health Applications Society (HAS).

Former Positions

2015: Six-month placement in the health productivity branch of the UK government's national statistics agency, Office for National Statistics, Newport, United Kingdom

2014: President, Robinson College Graduate Society

2012-2017: Collaborations with health care organizations such as the HFMA, Papworth Hospital, and Dr Foster Intelligence, United Kingdom

2012-2017: Honorary Appointment, Cambridge University Hospitals NHS Foundation Trust, Cambridge, United Kingdom

2011: Academic Consultant, Tesco PLC, London, United Kingdom

Education

2017: PhD, Judge Business School, University of Cambridge, United Kingdom

2011: Master of Philosophy, Management Science and Operations, Judge Business School, University of Cambridge, United Kingdom

2010: MMORSE (Combined BA and MA in Mathematics, Operations Research, Statistics and Economics), University of Warwick, United Kingdom

Karan Girotra

India / France / USA

The Paul Dubrule Chaired Professor of Sustainable Development

Associate Professor of Technology and Operations Management

karan.girotra@insead.edu

CAMPUS

Teaching

Science and Practice of Startups; Identifying New Business Opportunities; New Business Models

Innovation; Operations Management.

Research Areas

Smart Transportation; Urban Living; Environmental Sustainability, Business Model Innovation; Economic Analysis of New Business Models; Operations Management, Startup Science; Entrepreneurship; New Venture Management; Ideation.

Selected Publications

- Bike Share Systems: Accessibility and Availability, *Management Science*,(with Ashish Kabra, Elena Belavina)
- Operational Advantages and Optimal Design of Threshold Discounting Offers, *Management Science* (forthcoming) (with Simone Marinesi, Serguei Netessine)
- Online Grocery Retail: Revenue Models and Environmental Impact, *Management Science* (forthcoming) (with Ashish Kabra, Elena Belavina)
- Electric Vehicles with a Battery Switching Station: Adoption and Environmental Impact, *Management Science*, 61, N° 4 (2015) 772-794 (with Buket Avci, Serguei Netessine)
- *The Risk Driven Business Model: Four Questions that will Define your Company*, Harvard Business Review Press (2014) 256 p.(with Serguei Netessine)
- Four Paths to Business Model Innovation, Harvard *Business Review* (2014) (with Serguei Netessine)
- Relational Advantages of Intermediation, *Management Science*, 58, N° 9 (2012) 1614-1631 (with Elena Belavina)
- Idea Generation and the Quality of the Best Idea, *Management Science* 56, N° 4 (2010) (with Christian Terwiesch, Karl T. Ulrich)

Awards and Honours

Poets and Quants, 40 under 40 Outstanding MBA professors, 2016

Wickham Skinner Early Career Research Award, 2014

Best Professor in the MBA Program, INSEAD; Winner: 2014, 2013; Runner-up: 2015

Best Professor in the Executive MBA Program, INSEAD; Runner-up: 2015(SPS), 2015 (INBO), 2014, 2013, 2012

Dean's Award for excellence in Teaching, MBA Program, 2015, 2014, 2013, 2012, 2011, 2010, 2009

Advisor to 1st Prize Winner, MSOM Student Paper award, 2015 with E. Belavina)

Advisor to Finalist, MSOM Student Paper award, 2013, 2012 (with S. Netessine)

Finalist, Indian National Math Olympiad, 1997-98

National Talent Scholarship, Government of India, 1996-2002

External Activities

Keynote speeches for Zurich Insurance, Microsoft, Accenture, Medtronic, Orascom, Lundbeck Pharmaceuticals, World Knowledge Forum.

Columnist: Harvard Business Review blog.

Editor at *Management Science, M&SOM, POMS*

Co-Founder, TeraPass.

Education

2007: PhD, Managerial Sciences and Applied Economics, The Wharton School, University of Pennsylvania, USA

2007: Master of Arts, Managerial Sciences and Applied Economics, The Wharton School, University of Pennsylvania, USA

2002: Bachelor of Technology, Mechanical Engineering, Indian Institute of Technology, India

Sameer Hasija

India

The Shell Fellowship in Business and the Environment

Associate Professor of Technology and Operations Management

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CAMPUS

Teaching

Business Model Innovation; Technology and Business Disruption/Transformation; Service Management; Supply Chain Management; Project Management; Process and Operations Management; Discrete Stochastic Processes.

Research Areas

Incentive Design; Sourcing; Service System Design.

Selected Publications

- Information Elicitation and Influenza Vaccine Production,*Operations Research* (forthcoming) (with Stephen E. Chick, Javad Nasiry)
- Cost-reducing Innovation and the Role of Patent Intermediaries in Increasing Market Efficiency, *Production and Operations Management* 25, N° 2 (2016) 173-191 (with Shantanu Bhattacharya, Anupam Agrawal)
- A Comparison of Milestone-Based and Buyout Options Contracts for Coordinating R&D Partnerships, *Management Science* 61, N° 5 (2015) 963-978 (with Shantanu Bhattacharya, Vibha Gaba)
- Designing Efficient Infrastructural Investment and Asset Transfer Mechanisms in Humanitarian Supply Chains, *Production and Operations Management* 23, N° 9 (2014) 1511-1521 (with Shantanu Bhattacharya; Luk Van Wassenhove)
- Joint Product Improvement by Client and Customer Support Center: The Role of Gain-share Contracts in Coordination, *Information Systems Research* 25, N° 1 (2014) 137-151 (with Shantanu Bhattacharya, Alok Gupta)
- Optimal Contracts for Outsourcing Proactive and Reactive Maintenance, *Operations Research* 61, N° 6 (2013) 1295-1311 (with Nitish Jain, Dana Popescu)
- Work Expands to Fill the Time Available: Capacity Estimation and Staffing under Parkinson's Law, *Manufacturing and Services Operations Management* 12, N° 4 (2010) 1-18 (with Edial Pinker, Robert A. Shumsky)
- Call Center Outsourcing Contracts Under Information Asymmetry, *Management Science* 54, N° 4 (2008) 793-807 (with Edial Pinker, Robert A. Shumsky)

Awards and Honours

2010-15: Deans' Commendation for Excellence in MBA Teaching, INSEAD

2013: Finalist for "Best Paper Published in M&SOM in the Last Three Years" award.

2012: Meritorious Service Award from *Management Science*

Awards won by PhD students for co-authored papers:

2016 Best Student Paper Competition, Second-place Prize The Seventh POMS-HK International Conference (student: Bhavani Shanker Uppari)

2013: Winner of Student Paper Competition, The Fourth POMS-HK International Conference (student: N. Jain)

2010: Winner of "Best Ph.D. Proposal Award" sponsored by the POMS College of Sustainable Operations (student: Alfonso P. Martinez).

Education

2007: PhD, Operations Management, WE Simon Graduate School of Business Administration, University of Rochester, USA

2005: MSc., Management Science Method, WE Simon Graduate School of Business Administration, University of Rochester, USA

2002: Bachelor of Technology, Naval Architecture and Ocean Engineering, Indian Institute of Technology, Madras, India

Jürgen Mihm

Germany

Associate Professor of Technology and Operations Management

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CAMPUS

Teaching

Strategies for Product and Service Development (MBA); PhD Course on Technology Management; Director of the Strategic R&D Management Open Enrollment Program; Director of R&D Related Client Specific Programs.

Research Areas

New Product Development; R&D Management; R&D Organisation; R&D Incentives; The Role of Design in Innovation; Definition and Optimization of Product Architectures.

Selected Publications

- Sourcing Innovation: On Feedback in Contests, *Management Science* (forthcoming) (with Jochen Schlapp)
- On the Effectiveness of Patenting Strategies in Innovation Races *Management Science* 61, N° 11 (2015) 2662-2684 (with Fabian Sting, Tan Wang)
- Linking Cyclicality and Product Quality, *Manufacturing and Service Operations Management* 15, N° 3 (2013) 473-491 (with Manuel Sosa, Tyson Browning)
- Project Portfolio, *INSEAD Case Study*, N° 5837 (2012) (with Chrisoph Loch)
- Degree Distribution and Quality in Complex Engineered Systems *ASME Journal of Mechanical Design* 133, N° 10 (2011) (with Manuel Sosa, Tyson Browning)
- Incentives in New Product Development and the Importance of Target Costing, *Management Science* 56, N° 8 (2010) 1324-1344
- Hierarchical Structure and Search in Complex Organizations, *Management Science* 56, N° 5 (2010) 831-848 (with Christoph Loch, D. Wilkinson, Bernardo Huberman)
- Problem-Solving Oscillations in Complex Engineering Projects, *Management Science* 49, N° 6 (2003) 733-750 (with Christoph Loch, Arnd Huchzermeier)

Awards and Honours

2015 Best Student Paper Award POMS College of Product and Technology Management, INFORMS (with Tian Chan, Manuel Sosa)

Former Positions

2005-2012: Assistant Professor of Technology and Operations Management, INSEAD

2001-2005: Engagement Manager and Associate Principal, McKinsey & Company, Germany

1998-2000: Associate, McKinsey & Company, Germany

Education

2002: PhD, Operations Management, WHU, Germany

1997: Bachelor's Degree, Diplom Wirtschaftsingenieur Double Degree, Electrical/Computer Engineering and Business Administration, TU Darmstadt, Germany

1995: Non-Degree, College of Engineering, University of Illinois, Urbana-Champaign (UIUC), USA

home

Guillaume Roels

Belgium

Timken Chair in Global Technology and Innovation

Associate Professor of Technology and Operations Management

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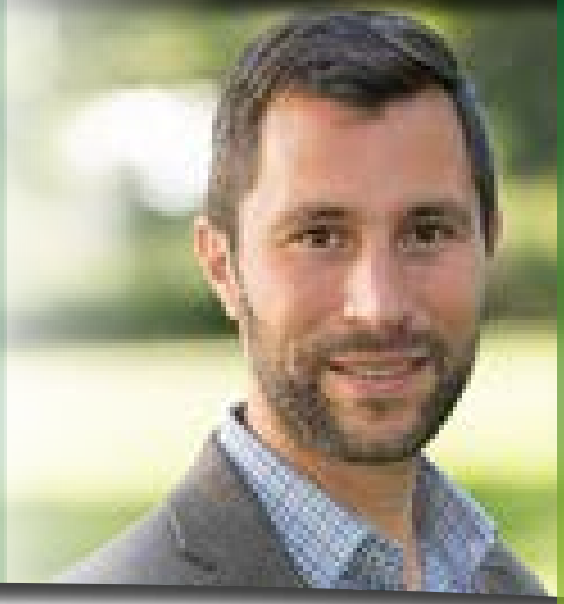
CAMPUS



Technology and Operations Management

Teaching

Supply Chain Management; Service Management; Entrepreneurial Operations Management.

Research Areas

Supply Chain Management; Service Management; Entrepreneurial Operations Management.

Selected Publications

- Collaborative Work Dynamics in Projects with Co-Production, *Production and Operations Management* 26, N° 4 (2017) 686-703 (with Morvarid Rahmani and Uday S. Karmarkar)
- Win-Win Capacity Allocation Contracts in Coproduction and Codistribution Alliances, *Management Science* 63, N° 3 (2017) 861-881 (with Christopher S. Tang)
- The Time-Money Trade-Off for Entrepreneurs: When to Hire the First Employee?, *Manufacturing and Services Operations Management* 18, N° 4 (2016) 559-569 (with Onesun Steve Yoo, Charles Corbett)
- Optimal Time Allocation for Process Improvement for Growth-Focused Entrepreneurs, *Manufacturing and Services Operations Management* 18, N° 3 (2016) 361-375 (with Onesun Steve Yoo, Charles Corbett)
- The Design of Experiential Services with Acclimation and Memory Decay: Optimal Sequence and Duration, *Management Science* 62, N° 5 (2016) 1278-1296 (with Aparupa Das Gupta, Uday S. Karmarkar)

Awards and Honours

2017: Neidorf "Decade" Award, UCLA Anderson School of Management

2017: Winner, Executive MBA Outstanding Teaching Award, UCLA Anderson School of Management

2016: Honorable mention, 2016 Service Science Best Published Paper Award for "An Analytical Framework for Value Co-Production"

2015: Winner of 2015 Best 40 under 40 Professors, Poets and Quants

2015: Winner, Executive MBA Outstanding Teaching Award, UCLA Anderson School of Management

2014: 2014 Eric and "E" Juline Faculty Excellence in Research Award Winner, UCLA Anderson School of Management

2013: First Prize, 2013 INFORMS Service Science Cluster Best Paper Award Competition for "Optimal Design of Co-Productive Services: Interaction and Work Allocation"

2013: Honorable Mention, 2013 INDORMS Behavioral Operations Section Best Working Paper Award Competition

2013: Winner, Executive MBA Outstanding Teaching Award, UCLA Anderson School of Management

2012: Winner, Tough but I'll Thank You in 5 Years MBA Teaching Award, The Wharton School, University of Pennsylvania

2011: Citibank Teaching Award, UCLA Anderson School of Management

2011: Winner Executive MBA Outstanding Teaching Award, UCLA Anderson School of Management

2010: Winner, Executive MBA Outstanding Teaching Award, UCLA Anderson School of Management

2009: Second in the 2009 INFORMS Service Science Best Paper Competition for "Contracting for Collaborative Services"

2007: Honorable Mention in the 2007 INFORMS Transportation Science and Logistics Best Paper Competition for "An Analytical Model for Traffic Delays and the Dynamic User Equilibrium"

2005: Second in the 2005 MSOM Student Paper Competition for "The Price of Information: Inventory Management with Limited Information about Demand"

External Activities

Refereeing Service for Journals: Associate Editor for *Management Science* (2014-present), *Manufacturing & Service Operations Management* (2015-present). Editorial Review Board Member for *Production and Operations Management* (2015-present), *Service Science* (2014-present), *Journal of Pricing and Revenue Management* (2007-2014). Ad Hoc Referee for: *Management Science, Operations Research, Manufacturing & Service Operations Management, Production and Operations Management, European Journal of Operational Research*.

2013-15: Chair, MSOM Service Management SIG

2014-15: Secretary and Treasurer, MSOM Society

Former Positions

2014-2017: Associate Professor in Decisions, Operations, and Technology Management, UCLA Anderson School of Management, University of California in Los Angeles, USA

2014-2017: Faculty Director, Easton Technology Management Center, UCLA Anderson School of Management, University of California in Los Angeles, USA

2011-2012: Visiting Assistant Professor of Operations Management, The Wharton School, University of Pennsylvania, USA

2006-2014: Assistant Professor in Decisions, Operations, and Technology Management, UCLA Anderson School of Management, University of California in Los Angeles, USA

2000-2002: Teaching and Research Assistant, IAG School of Management, Universite Catholique de Louvain, Belgium

Education

2006: PhD, MIT, USA

2002 MS (DEA) in Management Science. Awarded highest honors

Catholic University of Louvain (UCL), Belgium

2000 BA in Management Science. Awarded highest honors

Catholic University of Louvain (UCL), Belgium

home

Nils Rudi

Norway

The Abu Dhabi Commercial Bank Chaired Professor in International Management

Professor of Technology and Operations Management

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CAMPUS

Teaching

Operations Management; Supply Chain Management; Inventory Management; Probability Theory; Decision Support Systems.

Research Areas

Operations Management; Supply Chain Management; Inventory Theory; Marketing-Operations Interface; Finance-Operations Interface; Applied Probability; Applied Game Theory; Decision Support Systems.

Selected Publications

- Demand Estimation and Ordering Under Censoring: Stock-Out Timing Is (Almost) All You Need, *Operations Research* 63, N° 1 (2015) 134-150 (with Aditiya Jain)
- The Effect of Competition on the Efficient–Responsive Choice, *Production and Operations Management Journal* (forthcoming) (with Tong Wang, Douglas Thomas)
- Observation Bias: The Impact of Demand Censoring on Newsvendor Level and Adjustment Behavior, *Management Science* 60, N° 5 (2014) 1334-1345 (with David Drake)
- Dynamic Purchase Decisions under Regret: Price and Availability, *Decision Analysis* 9, N° 1 (2012) 22-30 (with Enrico Diecidue, Wenjie Tang)
- Operational Flexibility and Financial Hedging: Complements or Substitutes?, *Management Science* 56, N° 6 (2010) 1030-1045 (with Jiri Chod, Jan A. Van Mieghem)
- Operational Flexibility and Financial Hedging: Complements or Substitutes?, *Operations Research* 58, N° 4 (2010) 834-848 (with Jiri Chod, David F. Pyke)
- Strategic Investments, Trading and Pricing Under Forecast Updating, *Management Science* 52, N° 12 (2006) 1913-1929 (with Jiri Chod)
- Supply Chain Choice on the Internet, *Management Science* 52, N° 6 (2006) 844-864 (with Serguei Netessine)

External Activities

Associate Editor, *Management Science*

Former Positions

2005-2012: Associate Professor of Technology and Operations Management, INSEAD

2001-2005: Xerox Assistant Professor, William E. Simon Graduate School of Business Administration, University of Rochester, USA

1999-2005: Assistant Professor of Operations Management, William E. Simon Graduate School of Business Administration, University of Rochester, USA

Education

2000: PhD, Operations and Information Management, The Wharton School, University of Pennsylvania, USA

1996: Master of Arts, Managerial Science and Applied Economics, The Wharton School, University of Pennsylvania, USA

1993: BSc., Computer Science (Part-time), Molde College, Norway

Ville Satopaa

Finland

Assistant Professor of Technology and Operations Management

ville.satopaa@insead.edu

CAMPUS

Teaching

Operations Management; Discrete Stochastic Process; Bayesian Statistics.

Research Areas

Forecasting; Probability Modeling; Bayesian Statistics

Selected Publications

- Partial Information Framework: Aggregating Estimates from Diverse Information Sources, *The Electronic Journal of Statistics* (2017) (with Shane T. Jensen, Robin Pemantle, Lyle H. Ungar)
- Mortality Rate Estimation and Standardization for Public Reporting: Medicare's Hospital Compare, *Journal of the American Statistical Association* (Applications & Case Studies) (2017) (with George, E., Rockova, Veronika, Rosenbaum, Paul R., Silber, Jeffrey H.)
- Bayesian Aggregation of Two Forecasts in the Partial Information Framework, *Statistics & Probability Letters* 119 (2016) 170-180 (with Philip Ernst, Robin Pemantle, Lyle H. Ungar)
- Invited Discussion of "Of Quantiles and Expectiles: Consistent Scoring Functions, Choquet Representations and Forecast Rankings" by Werner Ehm, Tilmann Gneiting, Alexander Jordan, and Fabian Krüger, *Journal of the Royal Statistical Society: Series B (Statistical Methodology)* 78, no. 3 (2016): 505-562.
- Modeling Probability Forecasts via Information Diversity, *Journal of the American Statistical Association* (forthcoming) (with Robin Pemantle, Lyle H. Ungar)
- Improving Medicare's Hospital Compare Mortality Model, *Health Services Research* 51 (2016) 1229-1247 (with Jeffrey H. Silber, Nabanita Mukherjee, Veronika Rockova, Wei Wang, Alexander S. Hill, Orit Even-Shoshan, Edward George, Paul R. Rosenbaum)
- Probability Aggregation in Time-series: Dynamic Hierarchical Modeling of Sparse Expert Beliefs, *Annals of Applied Statistics* 8, N° 2 (2014) 1256-1280 (with Shane T. Jensen, Barbara A. Mellers, Philip E. Tetlock, Lyle H. Ungar)
- Combining Multiple Probability Predictions Using a Simple Logit Model *International Journal of Forecasting* 30, N° 2 (2014) 344-356 (with Jonathan Baron, Dean P. Foster, Barbara A. Mellers, Philip E. Tetlock, Lyle H. Ungar)
- Simultaneous Confidence Intervals for Comparing Margins of Multivariate Binary Data, *Computational Statistics and Data Analysis* 64 (2013) 87-98 (with Bernhard Klingenberg)

Awards and Honours

2015: J. Parker Memorial Bursk Award, The Wharton School, University of Pennsylvania, USA

2015: Deming Student Scholar Award, American Statistical Association and the American Society for Quality

2015: Winner of the Section on Bayesian Statistical Science Student Paper Competition, Section on Bayesian Statistical Science of the American Statistical Association

2014: Judith and William Bollinger PhD Fellowship for Interdisciplinary Research, The Wharton School, University of Pennsylvania, USA

Education

2016: PhD, Statistics, The Wharton School, University of Pennsylvania, USA

2014: Master of Arts, Statistics, The Wharton School, University of Pennsylvania, USA

2011: Bachelor of Arts, Mathematics, Williams College, USA

2006: International Baccalaureate, Full Scholarship by the Finnish Cultural Foundation, The Mahindra United World College of India, India

home

Manuel Sosa

Venezuela

Associate Professor of Technology and Operations Management
Director of the Heinrich and Esther Baumann -Steiner Fund for Creativity and Business
Director of the Creativity-Business Learning Platform
Director of the INSEAD-ArtCenter Collaboration

manuel.sosa@insead.edu

CAMPUS

Teaching

Innovation by Design (Executive Education); SPSD: Creative Thinking (MBA); Innovation Management (GEMBA); Empirical Methods in Technology and Operations Management (PhD).

Research Areas

Design and Creativity Management; Organisation Design for New Product Development; Architecture of Complex Systems; Social Networks in R&D Organisations.

Selected Publications

- A Common Third Parties and Coordination Disruptions in New Product Development Organizations, Journal of Product Innovation Management 33, N° 2 (2016) 132-140 (with Martin Gargiulo)
- Can Informal Communication Networks Disrupt Coordination in New Product Development Projects? *Organization Science* 26, N° 4 (2015) 1059-1078 (with Martin Gargiulo, Craig Rowles)
- Realizing the Need for Rework: From Task Interdependence toSocial Networks, *Production & Operations Management* 23, N°8(2014) 1312-1331
- Linking Cyclicality and Product Quality, *Manufacturing & Service Operations Management* 15, N° 3 (2013) 473-491 (with Jürgen Mihm, Tyson Browning)
- Assembling Creative Teams in New Product Development Using Creative Team Familiarity, *ASME Journal of Mechanical Design* 135 (2013) (with Franck Marle)
- Degree Distribution and Quality in Complex Engineered Systems, *ASME Journal of Mechanical Design* 133, N° 10 (2011) (with Jürgen Mihm, Tyson Browning)
- Where do Creative Interactions Come From? The Role of Tie Content and Social Network, *Organization Science* 22, N° 1 (2011) 1-21
- A Structured Approach to Predicting and Managing Technical Interactions in Software Development, *Research in Engineering Design* 19, N° 1 (2008) 47-70

Awards and Honours

2016 Finalist of TIMES Best Dissertation Award INFORMS (co-chair of Haibo Liu's thesis)

2015 Best Student Paper Award POMS College of Product and Technology Management, INFORMS (with Tian Chan, Jürgen Mihm)

2014: Deans' Commendation for Excellence in MBA Teaching 2013/14, INSEAD

2012, 2010: Meritorious Service Award from Management Science

2013, 2012, 2011, 2009: Dean's Commendation for Excellence in MBA Teaching, INSEAD

2008: Ecch Award Winner (Production and Operations Management) for "IDEO: Service Design (A)"

1989-1992: "Pequiven" merit-based scholarship to support undergraduate studies

1992: Ranked top student of Universidad Simón Bolívar graduating class

1992: Recipient of the Antonio José de Sucre Award for Scholastic Excellence, given by the Venezuelan government to the country's top students for graduate studies in the US.

Former Positions

2000-2001: Director of Consumer Solutions, Oculus Technologies Corporation, USA

1992-1994: Systems Engineer, Petroquimica de Venezuela (PEQUIVEN), Venezuela

Education

2000: PhD, Mechanical Engineering, MIT, USA

1996: MSc., Mechanical Engineering, MIT, USA

1992: BSc., Mechanical Engineering, Universidad Simón Bolívar, Venezuela

home

James Téboul

France

Emeritus Professor of Operations Management

james.teboul@insead.edu

CAMPUS

Teaching

Dynamics of Improvement; Services Management; Supply Chain Management; Operations Technology Strategy

Research Areas

Quality of Service; New Technologies and Design in Services; Change Management.

Selected Publications

- *Neuroleadership: Le cerveau face à la décision et au changement*, Odile Jacob (2017) (with Philippe Damier)
- *Serviços Em Cena*, Elsevier (2008)
- *Le management des Services*, Eyrolles (2007)
- *Service is Front Stage: Positioning Services for Value Advantage*, Palgrave Macmillan (2006)
- *Le temps des services*, Editions d'Organisation (1999)
- The 7 Perversions of Quality: Another Ailment for Healthcare Management, Annual Conference of the European Healthcare Association (27 June 1998)
- *Managing Quality Dynamics*, Prentice Hall (1991)
- *La dynamique qualité*, Editions d'Organisation (1991)
- De-Industrialize Service for Quality, *International Journal of Operations and Production Management* 8, N° 3 (1988) 39-45)

Awards and Honours

1998: European Case Award for "Friends Provident"

External Activities

Member of the International Editorial Advisory Board, *Journal of Service Management*.

Former Positions

1988-2004 : Director International Executive Program, INSEAD

1976-1978: Maître de Conférences, Ecole Nationale d'Administration, France

1974: Visiting Professor, HEC, Canada

1972-1980: Professor, Centre d'Etudes Supérieures du Management Public, France

1965-1970: Engineer, Schlumberger, France

Education

1971: MBA, Sherbrooke University, Canada

1969: Docteur en Sciences, France

1963: Ingénieur des Arts et Manufactures, Ecole Centrale de Paris, France

home

Ludo Van der Heyden

Belgium

The INSEAD Chaired Professor of Corporate Governance

Professor of Technology and Operations Management

Academic Director, INSEAD Corporate Governance Centre

ludo.van-der-heyden@insead.edu

CAMPUS

Teaching

Governance; Fair Process Leadership; Collaborative Team Dynamics; Business Model Innovation.

Research Areas

Fair Process Leadership; Governance; Business Model Innovation.

Selected Publications

- Towards a Theory of Business Model Change in *Business Model Innovation: The Organizational Dimension*, Nicolai J.Foss & Tina Saebi (Eds.), Oxford University Press (2015) (with José Santos, Bert Spector)
- Setting a Tone of Fairness at the Top, *Business Compliance* (2013)
- Tragedy on Everest, *INSEAD Case Study*, N° 5519 (2011) (with Morten T. Hansen, David Breashers, Elin Williams)
- Competition, Risk and Return in the US Grocery Industry, *Review of Marketing Science* 8, N° 2 (2010) (with Marcel Corstjens)
- A Model of Fair Process and its Limits, *Manufacturing and Services Operations Management* (2008) 1-17 (with Yaozhong Wu, Christoph Loch)
- What are Visa and Mastercard for and who are they really serving? *International Commerce Review: The ECR Journal* (2007)(with Arnd Huchzermeier)
- Fair Process: Striving for Justice in Family Business, *Family Business Review* 18, N° 1 (2005) 1-21 (with Christine Blondel, Randel Carlock)
- *Industrial Excellence: Management Quality in Manufacturing*, Springer (2003) (with Cédric Escalle Cédric, Arnd Huchzermeier, Christoph Loch, Luk Van Wassenhove)

Awards and Honours

2006: FBN Research Honours for the article “Fair Process: Striving for Justice in Family Firms” with Christine Blondel and Randel S. Carlock

2004: Mercurius Award from the Fedis Association (Belgium) for the article on the introduction of the Euro which was published in *International Commerce Review*.

2000: Outstanding Core Teacher Award

2000: First Honorary Professor of the recreated Handelshochschule (Leipzig), Germany

1996: Officer, Order of Leopold, Belgium

1992: Full Member, Operations Research Society of America.

External Activities

2015- present: Member Supervisory Board Fidéliance

2013-present: Founder and Board Member, Association du Développement des Plantes Aromatiques et Médicinales, Milly-la-Forêt (France)

2013-present : Member of the Advisory Board, Triple A Associates, Lausanne (Switzerland)

2005-present: Advisory Board Member Bencis Capital Partners

2005-2010: Board Member Comité pour la Langue du Droit Européen

2003-2010: Board Member, Van Meerbeek Metalen.

2002-present: Board Member, Nesbic Buyout Fund I.

2000-2005: Board Member, Southwing.

2000-2005: Member ECR Academic Advisory Board.

1996-1998: Director at Large, INFORMS.

1996-1998: Associate Editor, Operations Research.

Former Positions

2001-2004: Area Coordinator, INSEAD

2000-2009: Director of INSEAD’s Advanced Management Program, INSEAD

1995-1998: Chairman, INSEAD, France

1995-1997: Co-Chairman, INSEAD, France

1994-1999: Director, INSEAD Zentrum Leipzig, Germany , INSEAD, Germany

1990-1995: Co-Dean, INSEAD, France

1989-1990: PhD Programme Director; Associate Dean for R&D, INSEAD, France

1980-1989: Professor of Operations Research; Research Associate, School of Organization and Management, Yale University, USA

1978-1980: Assistant Professor of Public Policy, J.F. Kennedy School of Government, Harvard University, USA

Education

1979: PhD (with Distinction), Administrative Science, Yale University, USA

1974: Master’s Degree, Ingénieur Civil en Mathématiques Appliquées (Summa Cum Laude, with Congratulations of Jury), Université Catholique de Louvain, Belgium

Luk Van Wassenhove

Belgium

The Henry Ford Chaired Professor of Manufacturing

Professor of Technology and Operations Management

Director, INSEAD Humanitarian Research Group

luk.van-wassenhove@insead.edu

Teaching

Management in the Humanitarian Sector; Executive Education.

Research Areas

Supply Chain Management; Closed-Loop Supply Chains; Humanitarian Logistics; Learning and Excellence in Operations.

Selected Publications

- The Role of Media Exposure on Coordination in the Humanitarian Setting, *Journal of Production and Operations Management* 26, N° 5 (2017) 802-816 (with M. Eftekhar, H. Li, S. Webster)
- Technology Choice and Capacity Portfolios under Emissions Regulation, *Production and Operations Management* 25, N°6 (2016) 1006-1025 - runner-up for the Skinner Best Paper Award in 2016 (with D. Drake, P. Kleindorfer)
- Econometric Estimation of Deprivation Cost Functions: a Contingent Valuation Experiment, special issue on Humanitarian Operations, *Journal of Operations Management* , 45, (2016) 44–56 (with Johanna Amaya-Leal, Victor Cantillo, José Holguin-Veras, Miguel Jaller, Felipe Aros-Vera)
- The New Rules for Crisis Management, *Sloan Management Review*, 57, N°4 (2016) 71-78 (with Maria Besiou, Mark Hunter)
- Coopetition as a Paradox: Integrative Approaches in a Multi-Company, Cross-Sector Partnership, *Organization Studies* 37, N° 5 (2016) 655-685 (with Lea Stadtler)
- Temporary Hubs for the Global Vehicle Supply Chain in Humanitarian Operations, *Production and Operations Management* 25, N° 2 (2016) 192-209 (with Jon M. Stauffer, Alfonso Pedraza Martinez)
- The Strategy-focused Factory in Turbulent Times, *Production and Operations Management* 24, N° 10 (2015) 1513-1523 (with Hendrik Brumme, Daniel Simonovich, Wickham Skinner)
- Designing Efficient Infrastructural Investment and Asset Transfer Mechanisms in Humanitarian Supply Chains, *Production and Operations Management* 23, N° 9 (2014) 1511-1521 (with Shantanu Bhattacharya; Sameer Hasija)

Awards and Honours

2016: Distinguished Scholar recognition at 2016 Dean's Distinguished Scholar Series event at Mays Bussiness School, Texas A&M University, USA
2015: Recognition for Outstanding work performed as a Department Editor for Research Journal Production and Operations Management at the 26th Annual POMS conference, May 8-11, Washington, USA
2013: EurOMA Honorary Fellowship in recognition of contribution to Operations Management
2012: Production and Operations Management Society Best Paper Award (with Maria Besiou, Alfonso Pedraza-Martinez) for "Decentralization and Earmarked Funding in Humanitarian Logistics for Relief and Development"
2011: Named Francqui Chair by the Université Catholique de Louvain
2011: 2010 EFMD Case Writing Competition Award (with Aline Gatignon and Aurelie Charles) for "The Yogyakarta Earthquake:IFRC's Experiences with the Regionalized Supply Chain"
2011: Inducted in The Royal Flemish Academy of Sciences
2010: Wickham Skinner Award for Teaching Achievements in Humanitarian Logistics (with Rolando Tomasini) (POMS)
2009 Lifetime Achievement Award, European Academy of Business in Society
2009: Fellow of the Manufacturing and Service Operations Management Society (MSOM)
2006: EURO Gold Medal (EGM) 2006, Highest Distinction within Operational Research in Europe
2005: Fellow of the Production and Operations Management Society (POMS)

Former Positions

1989-1990: Chair in Operations Research, Erasmus University, Netherlands
1987-1989: Special Chair in Decision Sciences, Erasmus University, Netherlands
1985-1988: Assistant Professor of Industrial Management, Katholieke Universiteit Leuven, Belgium

Education

1979: PhD, Industrial Management and Applied Sciences, Katholieke Universiteit Leuven, Belgium
1974: MSc., Industrial Engineering, Katholieke Universiteit Leuven, Belgium
1973: MSc., Mechanical Engineering, Katholieke Universiteit Leuven, Belgium

Education
1979: PhD, Industrial Management and Applied Sciences, Katholieke Universiteit Leuven, Belgium
1974: MSc., Industrial Engineering, Katholieke Universiteit Leuven, Belgium
1973: MSc., Mechanical Engineering, Katholieke Universiteit Leuven, Belgium

Enver Yücesan

Turkey

Professor of Operations Management

enver.yucesan@insead.edu

CAMPUS

Teaching

Supply Chain Management; Operations Technology Strategy; Stochastic Processes and Queueing Theory; Systems Simulation; Foundations of Operations.

Research Areas

Computer Simulation; Simulation Optimization; Stochastic Modeling; Supply Chain Management; Agricultural supply chains.

Selected Publications

- Inventory Management under Working Capital Constraints, *Journal of Simulation* 10 (2016) 1 – 13 (with I. Bendavid, Y. T. Herrer)
- *Competitive Supply Chains: A Value-Based Management Perspective*, 2nd Ed., Palgrave Macmillan (2015) 192 p.
- An Efficient Ranking and Selection Approach to Boost the Effectiveness of Innovation Tournaments, *IIE Transactions* 45, N° 7 (2013) 751-762
- Multi-location transshipment problem with capacitated production, *European Journal of Operational Research* 226, N° 3 (2013) 425-435 (with Yale Herer, Deniz Ozdemir)
- Stochastic Optimization for Transshipment Problems with Positive Replenishment Lead Times, *International Journal of Production Economics* 135, N° 1 (2012) 61-72 (with Yeming Gong)
- *Supply Chain Management: Seven Winning Tips that every Salesperson should Know*, Vikas Publishing House (2011) (with Bidur Dhaul)
- Selecting Small Quantile in *Proceedings of the 2010 Winter Simulation Conference* 2762-2770 (with Raghu Pasupathy, Roberto Szechtman)
- A Fuzzy Newsvendor Approach to Supply Chain Coordination, *European Journal of Operational Research* (2010) 421-438 (with K. Ryu)

Awards and Honours

Winner of 2015 Informs Simulation Society Distinguished Service Award

2014: Executive Education Awards for Outstanding Teaching, INSEAD

External Activities

2012-2020: Member of the Winter Simulation Conference Board of Directors. Program Chair, The 2010 Winter Simulation Conference. 2009-present: Department Editor, *Simulation Modeling and Analysis*, *IIE Transactions*. 2007-present: Associate Editor, *Simulation: Transactions of the Society for Modeling and Simulation International*. 2005-2010:Associate Editor, *Simulation*, *INFORMS Journal on Computing*.

Education

1989: PhD, Operations Research, Cornell University, USA

1988: MSc., Operations Research, Cornell University, USA

1985: BSc., Industrial Engineering, Purdue University, USA

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Chairs, Professorships and Fellowships Index

Anderson Philip
INSEAD Alumni Fund Chair in Entrepreneurship

Bennedsen Morten
André and Rosalie Hoffmann Chair in Family Enterprise

Capron Laurence
Paul Desmarais Chair in Partnership and Active Ownership
The Sauvage Family Chair for Academic Excellence

Carlock Randel
Berghmans Lhoist Chair in Entrepreneurial Leadership

Carmon Ziv
Alfred H. Heineken Chair in Marketing

Chandon Pierre
L'Oréal Chair in Marketing - Innovation and Creativity

Chattopadhyay Amitava
GlaxoSmithKline Chair in Corporate Innovation

Chick Stephen E.
Novartis Chair in Healthcare Management

Cool Karel
BP Chair in European Competitiveness

Dutt Pushan
Shell Fellowship of Economic Transformation

Fang Lily
AXA Chair in Financial Market Risk

Fatás Antonio
Portuguese Council Chair in European Studies

Fernald John
Schroders Chair in European Competitiveness and Reform

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Gaba Anil
Orpar Chair in Risk Management

Gaba Vibha
INSEAD Fellowship in Memory of Erin Anderson

Galunic D. Charles
Aviva Chair in Leadership and Responsibility

Gimeno Javier
Aon Dirk Verbeek Chair in International Risk and Strategic Management

Girotra Karan
Paul Dubrule Chair in Sustainable Development

Greve Henrich
Rudolf and Valeria Maag Chair in Entrepreneurship

Hasija Sameer
Shell Fellowship in Business and the Environment

Hillion Pierre
de Picciotto Chair in Alternative Investments

Huy Quy
Solvay Chair in Technological Innovation

Kim W. Chan
Boston Consulting Group Bruce D. Henderson Chair in International Management

Luo Xiaowei Rose
Rudolf and Valeria Maag Professorship

Massa Massimo
Rothschild Chair in Banking

Mauborgne Renée
INSEAD Distinguished Fellow in Strategy & International Management

Mihov Ilian
Rausing Chair in Economic and Business Transformation

Padmanabhan V. (Paddy)
Unilever Chair in Marketing

Pant Narayan
Raoul de Vitry d'Avaucourt Chair in Leadership Development

Parker Philip
INSEAD Chair of Management Science

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Plassmann Hilke
INSEAD Chair of Decision Neuroscience

Peress Joel
Claude Janssen Chair in Business Administration

Popescu Ioana
Strategy& Professor in Strategic Revenue Management

Puranam Phanish
Roland Berger Chair in Strategy and Organization Design

Rangan Subramanian
Abu Dhabi Crown Prince's Diwan Endowed Chair in Societal Progress

Roels Guillaume
Timken Chair in Global Technology and Innovation

Rudi Nils
Abu Dhabi Commercial Bank Chair in International Management

Shipilov Andrew V.
John H. Loudon Chair in International Management

Singh Jasjit
Akzo Nobel Fellowship of Strategic Management

Smith N. Craig
INSEAD Chair in Business Ethics and Social Responsibility

Stabile Mark
Stone Chaired Professor in Wealth Inequality

Thau Stefan
Cora Chair in Leadership and Learning

Van der Heyden Ludo
INSEAD Chair in Corporate Governance

Van Wassenhove Luk
Henry Ford Chair in Manufacturing

Van Zandt Timothy
Sauvage Family Endowed Chair for Academic Excellence

Vermaelen Theo
UBS Chair in Investment Banking, endowed in honour of Henry Grunfeld

Zemsky Peter B.
Eli Lilly Chair in Innovation, Business and Society

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Area Chair Index

Accounting and Control,
Daniel Bens

Decision Sciences,
Theodoros Evgeniou

Economics and Political Science,
Maria Guadalupe

Entrepreneurship and Family Enterprise,
Ji-Yub (Jay) Kim

Finance,
Pekka Hietala

Marketing,
Amitava Chattopadhyay

Organisational Behaviour,
Mark Mortensen

Strategy,
Gabriel Szulanski

Technology and Operations Management,
Sameer Hasija

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Academic Directors Index

Philip Anderson, Rudolf and Valeria Maag
INSEAD Centre for Entrepreneurship (ICE)

Morten Bennedsen, Hoffmann Research Fund

Morten Bennedsen, Wendel International Centre for Family Enterprise

Henrik Bresman, INSEAD Global Leadership Centre

Gavin Cassar, INSEAD-Wharton Alliance

Pierre Chandon, Director, INSEAD Sorbonne University Behavioural Lab

Stephen E. Chick, Healthcare Management Initiative

Anil Gaba, Center for Decision Making and Risk Analysis

Maria Guadalupe, INSEAD Randomized Control Trials (RCT) Lab

Kevin Kaiser, ABN AMRO Managing for Value Research Fund

W. Chan Kim, INSEAD Blue Ocean Strategy Institute

Zoe Kinias, INSEAD Gender Initiative

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Miguel Sousa Lobo, Middle East Campus

Miguel Sousa Lobo, Centre for Economic Growth

Massimo Massa, Hoffmann Research Fund

Renée Mauborgne, INSEAD Blue Ocean Strategy Institute

V. (Paddy) Padmanabhan, Emerging Markets Institute

Gianpiero Petriglieri, Initiative for Learning Innovation and Teaching Excellence

Phanish Puranam, PhD Programme

Jasjit Singh, INSEAD Social Impact Initiative

Manuel Sosa, Heinrich and Esther Baumann-Steiner Fund for Creativity and Business

Mark Stabile, The James M. and Cathleen D. Stone Centre for the Study of Wealth Inequality

Stefan Thau, Singapore Data Team (SiDaT)

Ludo Van der Heyden, INSEAD Corporate Governance Centre

Luk Van Wassenhove, INSEAD Humanitarian Research Group

Claudia Zeisberger, Global Private Equity Initiative (GPEI)

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