

Glenn Hoetker
Professor & Dean's Council Distinguished Scholar
Department of Management
W.P. Carey School of Business
Arizona State University

Room BA 367G
PO Box 874006
Tempe, AZ 85287-4006
480-965-4566
Glenn.Hoetker@asu.edu
<http://hoetker.faculty.asu.edu>

I. EDUCATION

Ph.D., International business, University of Michigan, 2001
Committee: Will Mitchell, Joanne Oxley, Mark Mizruchi, Robert Franzese (political science), Mark West (law)

M.S., Economics, University of Michigan, 1999

M.S., Library and information science, University of Illinois, 1991

B.A., Japanese studies and mathematics, Earlham College, 1988

II. ACADEMIC POSITIONS

Arizona State University

Professor and Dean's Council Distinguished Scholar, Department of Management, W.P. Carey School of Business, 2014 to present

Associate Professor and Dean's Council Distinguished Scholar, Department of Management, W.P. Carey School of Business, 2011 to 2014

Faculty Affiliate, Center for Organization Research and Design, Arizona State University, 2014 to present

Affiliate Professor, Department of Supply Chain Management, W.P. Carey School of Business, 2013 to present

Affiliate Professor, Sandra Day O'Connor College of Law, 2011 to present

Senior Sustainability Scholar, Julie Ann Wrigley Global Institute of Sustainability, 2011 to present

Faculty Fellow, Center for Science, Law and Innovation, Arizona State University, 2011 to present

University of Illinois

Associate professor of strategy & international business, 2007 to 2011, and Julian Simon Faculty Fellow in Business, 2009 to 2011

Director, Center for International Business Education and Research (CIBER), 2009 to 2011

Associate professor of law (by courtesy), 2007 to 2011

Associate professor, Institute for Genomic Biology, 2007 to 2011

Assistant professor of strategy, 2001 to 2007

Resident associate, Center for Advanced Study, 2007 to 2008

Faculty affiliate, Academy for Entrepreneurial Leadership, 2005 to 2011

Faculty affiliate, Center for East Asian and Pacific Studies, 2001 to 2011

III. PUBLICATIONS

A. Articles in Refereed Journals

1. Lee J, Hoetker G, Qualls W. 2015. "Alliance experience and governance flexibility". *Organization Science* 26(5): 1536-1551
2. Sears J, Hoetker G. 2014. "Technological overlap, technological capabilities, and resource recombination in technological acquisitions". *Strategic Management Journal* 35(1): 48-67
3. Krzeminska A, Hoetker G, Mellewigt T. 2013. "Reconceptualizing plural sourcing". *Strategic Management Journal* 34: 1614-1627
4. Qian, L., Agarwal, R., & Hoetker, G. "Configuration of value chain activities: The effect of pre-entry capabilities, transaction hazard and industry evolution on the decision to internalize." *Organization Science*, 2012, 23(5): 1330-1349.
5. Hoetker, G., Ginsburg, T., "Liberalization and litigation: Evidence from Japan", *Washington University Global Studies Law Review*, Vol. 8, 2009, pp. 303-315. Reprinted in
Antons, Christopher and Roman Tomasic, eds. *Law and Society in East Asia*, 2011.
6. Ganco, M, Hoetker, G., "NK modeling methodology in the strategy literature: Bounded search on a rugged landscape." *Research Methodology in Strategy and Management*, 2009, pp. 237-268.
7. Hoetker, G., Mellewigt, T., "Choice and performance of governance mechanisms: Matching alliance governance to asset type", *Strategic Management Journal*, Vol. 30, No. 10, 2008, pp. 1025-1044.
8. Agarwal, R, Hoetker, G., "A Faustian bargain? The growth of management and its relationship with related disciplines. *Academy of Management Journal* Vol. 50, No. 6, 2007, 1304-1322.
9. Hoetker, G., "The use of logit and probit models in strategic management research: Critical issues", *Strategic Management Journal*, Vol. 28, No. 4, 2007, pp. 331-343.
10. Hoetker, G., Agarwal, R, "Death hurts, but it isn't fatal: The post-exit diffusion of knowledge created by innovative companies", *Academy of Management Journal*, Vol. 50, No. 2, April, 2007. [Stephan Schrader Best Paper award, Academy of Management]
11. Hoetker, G., Swaminathan, A., Mitchell, W., "Modularity and the impact of buyer-supplier relationships on the survival of suppliers", *Management Science*, Vol. 53, No. 2, 2007, pp. 171-191.
12. Ginsberg, T., Hoetker, G., "The unreluctant litigant? An empirical analysis of Japan's turn to litigation", *Journal of Legal Studies*, Vol. 35, No. 1, January, 2006, pp. 31-59. Reprinted in
Merryman, John, John Haley and David S. Clark, *The Contemporary Civil Law Tradition: Europe, Latin America, and East Asia*, Matthew Bender & Co., 2015.
De Geest, Gerrit, *Economics of Comparative Law*, Edward Elgar, 2009.
Milhaupt, Curtis, J. Mark Ramseyer and Mark D. West, *The Japanese Legal System: Cases, Codes and Commentary*, Foundation Press, 2006, pp. 169-177.
Scheiber, Harry N. and Laurent Mayal, *Emerging Concepts of Rights in Japanese Law*, University of California-Berkeley (Robbins Collection) 2006.
13. Hoetker, G., "Do modular products lead to modular organizations?", *Strategic Management Journal*, Vol. 27, No. 6, June, 2006, pp. 501-518.
14. Mellewigt, T, Hoetker, G., Weibel, A., "Governing inter-organizational relationships: Balancing formal governance mechanisms and trust (Guest editor's introduction to the special issue)", *Management Review*, Vol. 17, No. 1, January, 2006, pp. 5-9.
15. Hoetker, G., "How much you know versus how well I know you: selecting a supplier for a technically innovative component", *Strategic Management Journal*, Vol. 26, No. 1, 2005, pp. 75-96.

16. Hoetker, G., "Same rules, different games: Variation in the outcomes of "Japanese-style" supply relationships", *Advances in International Management*, Vol. 17, 2004, pp. 187-214.

B. Invited publications

1. "Leveraging Japan's 'Old Economy'" *Council on Foreign Relations' Asia Unbound blog, special series "Is Japan in Decline."* January 16, 2013. <http://blogs.cfr.org/asia/2013/01/16/glenn-hoetker-leveraging-japans-old-economy>
2. オープンイノベーションで日本の強みを生かす [Open Innovation de Nihon no tsuyomi o ikasu (Capturing Japan's strengths through open innovation)], *Hitotsubashi Business Review*, 2012, 60(2): 42-55.

C. Proceedings

1. Kim, S., Gao, H., Mesquita, L. and Hoetker, G. "Doing Well by Doing Good and by Saying Good", *Academy of Management Best Paper Proceedings*, 2015.
2. Ginsberg, T., Hoetker, G., "The unreluctant litigant? An empirical analysis of Japan's turn to litigation", *University of California, Berkeley. Sho Sato Conference on Japanese Law*, 2006.
3. Hoetker, G., Agarwal, R., "Death hurts, but it's not fatal: The post exit diffusion of knowledge transfer through inheritance", *Academy of Management Best Paper Proceedings*, 2005.

D. Book chapters

1. Hoetker, G. 2013. "Commoditization" in Teece, D. and M. Augier, Eds. *Palgrave Encyclopedia of Strategic Management*. Hampshire, U.K.: Palgrave Macmillan.
2. Eberhart R, Hoetker G. 2012. "Japanese firms' innovation strategies in the twenty-first century: An institutional view." In DGG Assimakopoulos, EGG Carayannis, R Dossani (Eds.), *Knowledge perspectives of new product development: A comparative approach*: 199-221. Springer: New York
3. Hoetker, G., Mellewigt, T., "Matching alliance governance to alliance content." Edited by Africa Ariño and Jeff Reuer, *Strategic Alliances*, Hampshire, U.K.: Palgrave Macmillan, 2006, pp. 148-158.

E. Under review

1. Lütkevitte, M., Mellewigt T, Hoetker, G. "Curbing opportunism in buyer-supplier relationship: A QCA study on effective governance mechanisms" (2nd revision invited, *Organization Science*)
2. Hoetker, G., Woo, H. "Potentially diminishing returns: Curvilinearity in strategy research" (Revision invited at *Strategic Management Journal*).
3. Kim, J., Woo, H., Balven, R., Hoetker, G. "Putting The RBV Back Into NRBV: A Meta-Analysis Of Moderating Effects Between Environmental Strategy And Financial Performance" (Under first review, *Strategic Management Journal*)
4. Decker, C., Mellewigt, T. Hoetker, G. "Does it matter if you get it wrong? Governance misalignment in buyer-supplier relationships" (Under first review, *Strategic Management Review*)
5. "Ties that bind? Pre-entry experience and the ability to leverage external relationships in the face of disruptive innovation" with P. Chen and R. Agarwal (Under first review, *Strategic Management Journal*)

F. Advanced development

1. "Institutional opportunities and constraints for exploration and exploitation: A cross-country analysis" with D. Mindruta and J. Albino-Pimentel (Preparing for submission to *Strategic Management Journal*, Summer 2017)
2. "I think I can' or "I think I am": Untangling self-efficacy from identification, with an application to nascent entrepreneurship" with J. Kim and L. Mesquita. (Preparing for submission to *Strategic Management Journal*, Spring 2017)

3. "Who imitates when? Moderation of primary and secondary signals" with D. Uchida (preparing for submission to *Administrative Sciences Quarterly*, Spring 2017).

IV. RECENT PRESENTATIONS

University of Utah, Eccles School of Business, 2017. "Does it matter if you get it wrong? Governance misalignment in buyer-supplier relationships" with T. Mellewigt and C. Decker.

Strategic Management Society Pre-Conference on New directions in Alliance Governance Research, 2016. "Can Wrong Ever Be Right? Governance Misalignment in Buyer-Supplier Relationships" with T. Mellewigt and C. Decker.

Strategic Management Society, 2016. "'Big Questions' or 'Big Methods': What Should Guide Research in Strategy and Entrepreneurship?"

Academy of Management, 2016. "The Dynamics of Change in the Architecture of Complex Systems"

Academy of Management, 2016. "'Big Questions' or 'Big Methods': What Should Guide Research in Strategy and Entrepreneurship?"

Academy of Management, 2015. "Imitation, Environmental Signals and Similarity of Behavior in Hiring by Japanese Firms, 1974-2011" with D. Uchida

Academy of Management, 2015. "Succeeding as Researcher II: Common Methodological Pitfalls in Research"

Academy of Management, 2015. "Doing Well by Doing Good and by Saying Good" with J. Kim, H. Gao and L. Mesquita.

Academy of Management, 2015. "A Meta-Analysis Linking Different Environmental Strategies to Corporate Financial Performance" with J. Kim, H. Woo and R. Balven.

Strategic Management Society, 2015. "A Multilevel Test of Internal Mechanisms behind the Corporate Social Responsibility-Performance Link" with H. Gao, J. Kim and L. Mesquita.

Strategic Management Society, 2014. "Can Wrong Ever Be Right? Governance Misalignment in Buyer-Supplier Relationships" with T. Mellewigt and C. Decker.

Academy of Management, 2014. "Does It Matter If You Got It Wrong? Governance Misalignment, Opportunism and Performance" with C. Decker and T. Mellewigt

Academy of Management, 2014. "Driving Entrepreneurial Intentions by Integrating Self-efficacy and Identification" with J. Kim and L. Mesquita.

Stanford Project of Japanese Entrepreneurship Conference, 2014. "Who imitates when? Moderation of primary and secondary signals".

Academy of Management, 2013. "Curbing opportunism in buyer-supplier relationship: A QCA study on effective governance mechanisms" with M. Lütkewitt and T. Mellewigt.

Academy of Management, 2013. "Making the Pie and Splitting the Pie: Joint Value Creation and Opportunism in Volatile Environment" with H. Jiang

Stanford Project of Japanese Entrepreneurship Conference, 2013. Discussant for S. Braguinsky *et al*, "Acquisitions, productivity, and profitability: Evidence from the Japanese cotton spinning industry".

University of California, Irvine. 2013. "The differential ability of de alio and de novo firms when confronted with a disruptive technology" with R. Agarwal and P. Chen.

Hitotsubashi University, Tokyo, Japan. 2013. "The differential ability of de alio and de novo firms when confronted with a disruptive technology" with R. Agarwal and P. Chen.

Hitotsubashi University, Tokyo, Japan. 2013. "Alliance experience and accommodation in the choice of alliance governance structure" with J. Lee and W. Qualls.

Arizona State University, Supply Chain Management Group, 2012. "The differential ability of de alio and de novo firms when confronted with a disruptive technology" with R. Agarwal and P. Chen.

West Coast Research Symposium on Innovation and Entrepreneurship, 2012. "The differential ability of *de alio* and *de novo* firms when confronted with a disruptive technology" with R. Agarwal and P. Chen.

Stanford Project on Japanese Entrepreneurship Conference, 2012. "Dinosaurs in the mist: Entrepreneurship with Japanese characteristics after 3/11"

V. EDITORIAL SERVICE

Associate Editor

Strategic Management Journal, 2013 to present.

Editorial review boards

Academy of Management Journal, 2006 to 2010, 2013 to 2016

Academy of Management Review, 2011 to 2013

Organization Science, 2007 to present

Strategic Management Journal, 2007 to 2013

Strategic Organization, 2009 to present

Strategic Science, founding member of the editorial review board, 2013 to present

Editor for special issue

Management Revue, 2006

Ad hoc reviewing

IEEE Technology and Society

Journal of International Business Studies

Management Revue

Management Science

National Science Foundation

Organizational Research Methods

Research Policy

VI. RESEARCH GRANTS

<i>Name</i>	<i>Funding Agency</i>	<i>Years</i>	<i>Role</i>	<i>Amount</i>
Establishment of a university center of excellence: Civilian-military dual-use technology transfer	U.S. Department of Defense	2013-2014	Co-Principal Investigator	\$997,491

<i>Name</i>	<i>Funding Agency</i>	<i>Years</i>	<i>Role</i>	<i>Amount</i>
The post-exit diffusion of innovation in the solar industry	ASU Global Institute of Sustainability	2013	Principal Investigator	\$27,999
Other people's failure: The benefits from failed companies for the evolution of solar technology	ASU LightWorks	2013	Principal Investigator	\$37,766
Center for International Business Education and Research	U.S. Department of Education	2011-2014	Principal Investigator	\$1,512,000
Research grant	Kauffman Foundation	2005-2008	Co-investigator	\$665,511

VII. DOCTORAL COMMITTEES (* = Chair or co-chair)

	<i>Initial Employment</i>	<i>Significant recognition</i>
Jisun Kim	Graduating in 2018	
Hyun-Soo Woo	University of Mississippi	
Han Jiang	University of Memphis	
Marleen McCormick*	Visiting professor, Marquette University	
Joshua Sears*	Visiting professor, Georgia State	Robert J. Litschert Best Doctoral Student Paper Award, Academy of Management (Finalist). Distinguished Doctoral Student Paper Award, Academy of Management. Best Conference Paper Award, Strategic Management Society (Finalist).
Min-young Kim*	University of Kansas	Barry M. Richman Best Dissertation Award, International Management Division, Academy of Management
I-chen Wang*	Suffolk University	Best Student Paper Award, Technology and Innovation Management division, Academy of Management (finalist).
Sai Lan*	Peking University	

	<i>Initial Employment</i>	<i>Significant recognition</i>
Lihong Qian*	Portland State University	
Martin Ganco	University of Minnesota	Wiley Blackwell Outstanding Dissertation Award, Business Policy and Strategy Division, Academy of Management.
Jongkuk Lee	Ehwa Women's University, South Korea	
Marko Madunic*	Western Washington University	
Barclay James	Louisiana State University	
Denisa Mindruta*	HEC, Paris, France	Dissertation Fellowship, Ewing Marion Kauffman Foundation. INFORMS/Organization Science Dissertation Competition (Finalist). AOM Technology and Innovation Management Division Best Conference Paper Award (Finalist).
Pao-lien Chen	National Chengchi University	
Yong Li	SUNY Buffalo	
Jinyu He	Hong Kong University of Science and Technology	

VIII. HONORS AND AWARDS

Outstanding Editorial Board Member Award, *Strategic Management Journal*, 2011

Faculty Fellow, Academy for Entrepreneurial Leadership, UIUC, 2007-2011

Resident Associate, Center for Advanced Studies, University of Illinois, 2007-2008

Steven Schrader Best Paper Award, Academy of Management, 2005

Free Press Best Dissertation Award, Business Policy and Strategy Division, Academy of Management, 2002

Best Reviewer Award, Business and Policy and Strategy Division, Academy of Management, 1999

Fellow, Thomas J. Watson Foundation, 1988-1989

IX. TEACHING ACCOMPLISHMENTS AND EXPERIENCE

List of Teachers Rated Excellent by Their Students, University of Illinois, 2002-2011

Undergraduate: Strategy, international economy

Masters (Full time MBA, Online MBA, Evening MBA): Strategy, technology management, sustainability and strategy

Doctoral: Behavioral foundations of strategy, technology strategy, innovation in the global context, research methodology, strategy foundations, research presentation

Executive (EMBA): Global strategy, strategy. Faculty advisor for Illinois EMBA China Practicum.

For non-business professionals: Specialized certificate program for Wrigley's Global Innovation Center. Certificate in Entrepreneurship and Management for entrepreneurially minded MDs, DVMs, and PhDs in the life sciences. Masters in Technology Management. Professional Science Masters, a non-thesis graduate program offering critical business skills to students pursuing advanced training in science or mathematics.

X. PROFESSIONAL EXPERIENCE

Dewey Ballantine Law Offices, Washington, DC. International Trade Specialist (1994-1996)

Established & managed a team of specialists to gather and analyze information on foreign business practices and government policies. Developed a 30-year history of the Japanese photographic film industry for Kodak. Supported technology policy development for the semiconductor industry. Regularly briefed government officials & corporate executives.

National Aeronautics and Space Agency, Washington, DC. International Program Analyst (1992-1994)

Negotiated and developed protocols for the exchange of technical information with national agencies and corporations in Japan, India, and Australia.

SCAN C2C Consulting, Washington, DC. Japanese Information Specialist (1991-1992)

Performed research on Japanese technology and commerce for clients including General Electric, IBM, Ford Motor Company, and the U.S. Government.

XI. SERVICE

National

Strategic Management Society, Competitive Strategy interest group. Chair (2012-2013), Program Chair (2011-2012), and Associate Program Chair (2010-2011)

Workshop on Scholarly Writing, University of Illinois, 2013

Panelist, doctoral student workshop, West Coast Research Symposium on Innovation and Entrepreneurship, 2011, 2012

Panelist, doctoral student workshop, Strategic Management Society, 2010, 2011

Panelist, doctoral student/junior faculty workshop, Academy of Management, 2001, 2006-2009, 2011

Research Committee, Business Policy and Strategy Division, Academy of Management, 2005-2007

Arizona and Arizona State University

Member, Personnel Committee, Management Department, 2014-present

Member, Freight Advisory Committee, Multimodal Planning Division, Arizona Department of Transportation, 2014-present

Member, Solar Summit working group on supply chain and clusters, 2011-2013

Member, PhD studies committee, Department of Management, 2011-present

Coordinator, Management 589 (Strategy), Department of Management, 2011-2013

University of Illinois

Member, Advisory committee, Center for East Asian and Pacific Studies, 2009-2011 and 2006-2007

Member, University international advisory committee, 2009-2011

Group coordinator, Strategy group, Department of business administration, 2008-2010

Member, University licensing advisory committee, 2007-2009

Doctoral student advisor, Strategy group, Department of business administration, 2005-2007

Member, Graduate studies committee, Department of business administration, 2005-2007

XII. MEDIA MENTIONS

“Two Worlds Dance & Fitness expands to create exercise center,” *Newsday*, September 28, 2014.

XIII. MEMBERSHIP IN ACADEMIC AND PROFESSIONAL ORGANIZATIONS

Academy of International Business

Academy of Management

American Economics Association

Strategic Management Society

XIV. LANGUAGES

Japanese (writing, reading, and speaking sufficient for research)