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Department of Management  
School of Business Administration  
University of Miami

**Current Academic Rank:**           **Emery M. Findley Distinguished Chair  
Professor of Management**

**Citizenship:**                       **USA**

### **GRADUATE EDUCATION**

PhD            Temple University (January, 1996), Pennsylvania  
                  Business Administration (in International Business and Strategy)  
MBA            University of International Business & Economics (June 1988)

### **EXPERIENCE**

#### **Academic**

08/03-            Emery M. Findley Distinguished Chair of Graduate Business Studies, UM  
07/02-            Professor of Management (strategy and international business), UM  
09/07-08/09    Chairman, Management Department, UM  
08/00-06/02    Tenured Associate Professor of Management (strategy & IB), UM  
07/98-07/00    Associate Professor of Management (strategy & IB), U. of Hawaii  
01/96-06/98    Assistant Professor of Management (strategy & IB), U. of Hawaii  
09/06-12/06    Visiting full professor, School of Business, U. of Hong Kong  
06/07-12/10    Distinguished Honorary Professor, Fudan U.  
07/07-12/10    Honorary Professor, Xi'an Jiaotong U.  
04/11-            Distinguished Honorary Professor and International Dean, SYSBS

01/07-08/00 Co-Director, China-Focused MBA, U. of Hawaii

### **Nonacademic**

07/88-06/92 Overseas Investment Section Head, China Jiangsu Provincial Commission of Foreign Economic Relations and Trade

08/83-08/85 Foreign Exchange Administrator, Finance and Accounting Division, China Jiangsu Provincial Foreign Trade Bureau

### **PUBLICATIONS**

#### **BOOKS**

##### **Scholarly Books**

- [16] Shenkar, Oded and Luo, Yadong. 2008. **International Business**, Sage (2<sup>nd</sup> edition).
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- [9] Luo, Yadong (2001). **China's Service Sector: A New Battlefield for International Corporations**. Copenhagen: Copenhagen Business School Press.
- [8] Luo, Yadong (2001). **Strategy, Structure, and Performance of International Firms: Comparing Asian and Western MNEs in China**, Westport, CT: Quorum Books.
- [7] Yan, Aimin and Yadong Luo (2001). **International Joint Ventures: Theory and Practice**, M.E. Sharpe, New York.
- [6] Luo, Yadong (2000). **How to Enter China: Choices and Lessons**. Ann Arbor, MI:

Univ. of Michigan Press.

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- [4] Luo, Yadong (2000). **Guanxi and Business**, New York: World Scientific.
- [3] Luo, Yadong (2000). **Partnering with Chinese Firms: Lessons for International Managers**, Ashgate Publishing Ltd, Aldershot, UK.
- [2] Luo, Yadong (1999). **Entry and Cooperative Strategies in International Business Expansion**, Westport, CT: Quorum Books.
- [1] Luo, Yadong (1998). **International Investment Strategies in the People's Republic of China**, Ashgate Publishing Ltd, Aldershot, UK.

#### **Edited and Translated Book**

- [4] Kelley, Lane and Yadong Luo. 1998. **China 2000: Emerging Business Issues**, Sage Publishing Co., Thousand Oaks, CA.
- [3] Luo, Yadong 1988. **The Guide to the Financial Markets** (Charles R. Geisst). The Chinese volume was published by Foreign Economic Relations and Trade Press, Beijing, 1988.
- [2] Xie, M., Y. Luo and Z. Wu, 1989. **Practical Export Management** (Chris J. Noonan). The Chinese volume was published by Foreign Economic Relations and Trade Press, Beijing, 1989.
- [1] Ma, C., Y. Luo and X. Wang, 1990. **Internationalization of Business: An Introduction** (Richard D. Robinson). The Chinese volume was published by University of International Business & Economics Education Press, Beijing, 1990.

#### **REFEREED JOURNAL ARTICLES**

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- [147] Narayanan, S., Jayaraman, V., Luo, Y. and Swaminathan, J.M. 2011. The antecedents of process integration in business process outsourcing and its effect on firm performance. **Journal of Operations Management**, 29: 3-16.
- [146] Luo, Yadong, Sun, Jinyun and Lu, Stephanie C. Emerging economy copycats: Capability, Environment and Strategy. **Academy of Management Perspective**,

forthcoming.

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- [141] Luo, Yadong, Liu, Y., Zhang, L. and Huang, Y. 2011. A taxonomy of control mechanisms and effects on channel cooperation in China. **Journal of the Academy of Marketing Science**, 39: 307-326.
- [140] Luo, Yadong, Cacchione, M., Junkunc, M. and Lu, S. 2011. Entrepreneurial Pioneer of International Venturing: The Case of Huawei. **Organizational Dynamics**, 40: 67-74.
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- 19(1): 127-152.
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#### **RANK AND AWARDS** (partial list)

Rank #1 – world’s most productive scholar in IB (1996-2008) (Trevino, Mixon, Funk & Inkpen, *International Business Review*, 2010, 19: 378-387)

Rank #1 – world’s most prolific author in leading IB journals (1996-2006) (*APJM*, 25/2, 2008)

Rank #1 – world’s most prolific author in JIBS (1996-2006) (*APJM*, 25/2, 2007)

Rank #2 – world’s second most prolific author in management 2001-2005 (Jackson & Brown 2007)

Rank #1 – world’s most productive scholar on IB strategy 1991-2000 (*J. of Int’l Management*, 9/2, 2003)

Rank #1 – world’s most prolific author on Chinese management (2000-2006) (*APJM*, 24/3, 2007)

Rank #1 – world’s most cited author on Chinese management (2000-2006) (*APJM*, 24/3, 2007)

Rank #1 – world’s most prolific author in IJVs (*MIR*, 49/5, 2009, Reus/Rottig)

Elected Fellow, Academy of International Business

U. of Miami Faculty Senate Distinguished Faculty Scholar Award 2009 (first ever for UM business school faculty)

Provost’s Award for Scholarly Activity, 2003, U. of Miami

Research Excellence Award, 2005, School of Business, U. of Miami

Research Excellence Award, 2004, School of Business, U. of Miami

Research Excellence Award, 2003, School of Business, U. of Miami

Research Excellence Award, 2002, School of Business, U. of Miami

Research Excellence Award, 2001, School of Business, U. of Miami

Regents' Medal for Excellence in Research, 1999, U. of Hawaii (first ever for UH business school faculty)

Distinguished Professor of International Business Strategy, 2000, U. of Hawaii

Scholarly Contribution Award, 2004, IACMR (Int'l Association of Chinese Management Research)

Outstanding Contribution Award (2004-2007), IACMR-MOR

Executive Teaching Excellence Award, 2009, U. of Miami

Executive Teaching Excellence Award, 2008, U. of Miami

Teaching Excellence Award, 2002, U. of Miami

Dennis Ching Outstanding Teaching Excellence Award, 1999, U. of Hawaii

Teaching Excellence Award, College of Business, 1997, U. of Hawaii

2006 Best Paper Award, *Human Relations*

Panasonic Speaker Award, Fudan University, 2009, 2008, 2007, 2006

Service Contribution Award (track chair), AIB, 2002

Service Contribution Award (track chair), AIB, 1997

## **PROFESSIONAL**

### **Editorial Responsibilities**

#### **Editor**

Journal of World Business (Editor since 2006)

Journal of International Business Studies (Department Editor 2003-2006)

Journal of International Business Studies (Consulting Editor 2006-2009)

Journal of International Business Studies (Consulting Editor, 07/10-)

Global Strategy Journal (Senior advisor 2009-)  
Management and Organization Review (Senior Editor: 2010-)  
Management and Organization Review (Senior Editor: 2003-2007)  
Journal of Trust Research (Senior advisor, 2009-present)

### **Editorial Board**

Strategic Management Journal (since 2007)  
Journal of International Business Studies (since 2009)  
Journal of International Management (since 2000)  
Journal of Management Studies (since 2001)  
Harvard Business Review (Chinese edition) (since 2001)  
Multinational Business Review (since 2002)  
Asia Pacific Journal of Management (1998-2003)

### **Guest Editor**

Academy of Management Journal (Special Issue on West Meets East: New Concepts and Theories; co-guest editor, 2011-2012)

Journal of International Business Studies (Special Issue on International Expansion of Emerging Market Enterprises, 2005-2006)

Journal of International Management (Special Issue on Corporate Governance and Accountability in Multinational Enterprises, 2003-2004)

Journal of International Management (Co-guest editor on the special issue of Liability of Foreignness, 2001)

### **Ad Hoc Reviewer (Partial List)**

Academy of Management Journal; Journal of International Business Studies; Academy of Management Review; Administrative Science Quarterly; Strategic Management Journal; Academy of Management Executive; Organization Science; Organization Studies; Journal of Management; Sloan Management Review; California Management Review, Journal of International Management; Journal of World Business; Asia Pacific Journal of Management; Journal of Comparative Economics; International Business Review; J. of Business Research; Management & Organization Review, Thunderbird International Business Review; Journal of Management Studies; Management International Review; Economic Geography; Decision Science; Omega; Research Policy; Journal of Business Venturing; Journal of Operations Management; Business & Society; Technovation; Journal of Applied Psychology

### **Book Reviewer**

Administrative Science Quarterly

Academy of Management Review

### **Book Proposal Reviewer**

Stanford University Press  
University of Michigan Press  
John Wiley & Sons

### **Panel Speaker and Session Chairs** (major conferences and multiple times)

Academy of International Business  
Academy of Management  
International Association of Chinese Management Research (IACMR)

### **Other Academic Services**

Research Committee, CIBER, U. of Miami, 2010-  
Research Advisory Committee, Guanghua Leadership Institute, Peking U., 2010-  
Academic Advisory Board, Fudan Premium Fund for Management, 2010-  
Director, Center for Business Studies, Xi'an Jiaotong University, 2010-  
Steering Committee and Panel Chair, IBRF 2010, Temple U. April 10  
Faculty mentor, AIB 2009 Junior Faculty Consortia, San Diego, 2009  
Search Committee, U. of Liverpool Confucius Institute Director, 2009  
Referee, Fudan Premium Award (China's Nobel Prize in Business), 2007, 2010  
Referee, Harvard Business Review (Chinese edition) Executive Award, 2009, 2008, 2007  
Advisory Board, Lingnan University (Hong Kong Institute of Business Studies), 2005 –  
Faculty Director, IACMR Workshop in Dissertation, 2007  
IACMR: Various committees (e.g., Research Award, Executive Award, Nomination)  
Vice President, China Jiangsu Provincial Marketing Association, 1989-1992

### **Professional Associations**

Academy of Management  
Academy of International Business  
Strategic Management Society  
International Association of Chinese Management Research (IACMR)

### **Conference Presentations** (AOM, AIB and SMS only; other conferences omitted)

Luo, Y. and S. Lu. 2010. Deciding to go global: A multilevel investigation of outward FDI by emerging economy enterprises. Academy of International Business, Rio, Brazil.

Luo, Y., V. Jayaraman and S. Lu. 2010. Business process offshoring in emerging markets: Unique properties and operational modes. Academy of International Business, Rio, Brazil.

Luo, Y., Y. Liu, Y. Zhao and Y. Huang. 2010. How fairness matters? Path analysis of justice

- in channel cooperation. Academy of Management, Montreal, Canada.
- Luo, Y., S. Lu, Q. Zheng and V. Jayaraman. 2010. Task nature and process integration in BPO: Evidence from India and China. Academy of Management, Montreal, Canada.
- Shenkar, O. and Y. Luo. 2008. Cultural friction in international management research. Academy of Management, Anaheim.
- Wu Zhan and Yadong Luo. 2007. Keeping international joint ventures profitable and competitive: A dynamic capability perspective. Academy of Management, Philadelphia
- Wu Zhan and Yadong Luo. 2007. A dynamic capability perspective toward the development of international joint ventures. Academy of International Business, Indianapolis.
- Gong, Y., O. Shenkar, Y. Luo & M. Nyaw. 2005. Number of partners and IJV performance: The mediating role of contract completeness and partner cooperation. Academy of Management, Hawaii.
- Luo, Yadong. 2005. International Expansion of Emerging Market Businesses. Academy of International Business, Quebec City.
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- Gong, Y., O. Shenkar, Y. Luo and M-K Nyaw. 2000. Role conflict and ambiguity of CEOs in International Joint Ventures. Academy of Management, Toronto.
- Luo, Yadong. 2000. Emerging Issues in Foreign Direct Investment in China. Academy of International Business, Phoenix, Arizona.
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### **Keynote/Guest Speeches** (partial list)

Theory development and extension in management (Cisco-Peking U Workshop, 03/12)  
Beyond internationalization (AMBA Asia Pacific Conference for Deans, Guangzhou, 12/10)  
Future research on social network (Social network conference, Guangzhou, 12/10)  
Future research on entrepreneurship & growth (Entrepreneurship conference, GZ, 12/10)  
Strategy, environment and performance (SYSBS, 12/10)  
Global strategy: Research and practice (Business School, UM, 11/10)  
Frontier issues in international business research (Sun Yat-Sen U., 09/10)  
Developing country MNEs: What can we learn from them (PDW panelist, AOM, 08/10)  
Social capital and entrepreneurship in emerging economies (PDW panelist, AOM, 08/10)  
Sustaining scholarship excellence in a global academy (PDW panelist, AOM, 08/10)  
Management research methods (Ministry of Education Summer Workshop, Xian, 07/10)  
Learning to publish in mainstream journals (Southwest U. of Eco & Finance, China, 07/10)  
Future research on global strategy (National Taiwan U., Taiwan, 06/10)  
A strategic view toward sustainable growth of Chinese firms (Fudan U., 07/10)  
Frontier studies on emerging economy enterprises (Xi'an Jiaotong U., 06/10)  
Emerging research issues on emerging markets (Strategy Symposium, Rice U. 04/10)  
Frontier issues in emerging market-related global strategy (IBRF 2010, Temple U. 04/10)  
Research on global strategy: What are frontier issues? (Peking U. June 2009)  
Research methods on management (Tsinghua U., June 2009)  
Frontier research agenda in international management (Fudan U., June 2009)  
International management in an epoch of global cooperation (Faculty Senate Research Award ceremony, UM, May 2009)  
A strategic management view toward product recall (IACMR, Guangzhou, 06/2008)  
An ambidexterity theory toward Chinese enterprises (IACMR, Guangzhou, June 2008)  
Frontier research in strategy/international business (Nanjing U. July 2008)  
New theoretical perspectives toward firm growth in China (Fudan U. June 2008)  
Co-evolution and co-competence for Chinese enterprises (Xian Jiaotong U. 06/2008)  
How to develop theory and hypotheses (IACMR, Guangzhou, July 2007)  
Theory development in management research (Xian Jiaotong University, May 2007)  
Publishing in mainstream journals as a learning curve (Fudan University, 06/2007)  
Frontier theories and topics in international management (Fudan U., June 2007)  
What constitutes a theory in organization and management (Fudan U. June 2007)  
Marketing and Management Research in China (Fudan U., Shanghai, 11/2006)  
Strategy for Chinese Firms (Xian Jiaotong U, 10/2006)  
Internationalization of Chinese Enterprises (U. of Hong Kong, 10/2006)  
Asian Marketing Research Forum (U. of Hong Kong, 7/2006)  
New MNCs in China (IACMR, Nanjing, 7/2006)

Asian Business Forum of Denmark (Copenhagen, 6/2005)  
Challenges in Chinese Management Research (IACMR, Beijing, 7/2004)  
Contract completeness in IJVs (IMD, June/2001)  
International Business Research Forum (Temple U., 06/2000)  
Environment, experience and efficiency: Learning effect for MNEs (HKUST, June 1999)  
Strategic shifts for MNCs in China (Chinese U. of HK, June 1999)  
Chinese management research: Current status and future directions (City U. of HK, 06/99)  
Workshop, China's WTO Delegation (4/1999, Honolulu)  
Workshop, The Zhuhai Government Delegation (Honolulu, 10/1998)  
Workshop, China's State Council's Planning Commission (Honolulu, 6/1998)  
Kepco Executive Workshop (Honolulu, 7/1997)  
The Taiwan Province Delegation (Honolulu; 6/1997)  
POSCO of Korea (5/1996 & 8/1996 Honolulu)  
Shanghai Medical and Health Products Import & Export Corp. (Shanghai 3/1988)  
China Medical and Health Products Import & Export (Group) Corp. (Beijing, 9/1987)  
China Petrochemicals Import & Export Group Corp. (Beijing, 7/1987)

### **Teaching** (UM since 2000)

Strategic Management (MGT 401-undergraduate: Evaluation 4.6-5.0 with 5.0 highest)  
Strategic Management (MGT 658-RMBA: Evaluation 4.4-4.8)  
Strategic Management (MGT 658-EMBA: Evaluation 4.7-5.0)  
Management of Multinational Enterprises (MGT 659-graduate: Evaluation 4.7-5.0)  
Global Corporate Strategy (MGT 498/598-undergraduate/graduate: Evaluation 4.7-5.0)  
International Management (MGT 691-graduate: Evaluation 4.7-5.0)  
Doing Business in China (MGT698-RMBA: Evaluation 4.5-4.7)  
Theories in Management and Organization (MGT692 – Ph.D course)  
Theories and Research in International Business (MGT693 – Ph.D course)  
Theories and Research in Strategic Management (MGT 694 – Ph.D course)  
Theories and Research on Emerging Economies (MGT 695 – Ph.D course)

### **University Service** (UM since 2000)

Faculty Senate Scholarly Excellence Award Committee, 2010, 2011  
University Academic Personnel Board (APB), 2005  
University Academic Personnel Board (APB), 2004  
University Academic Personnel Board (APB), 2002  
Provost Scholarly Activity Award Committee, 2010  
Provost Scholarly Activity Award Committee, 2004

School Committee on Tenure and Promotion, 2010 -  
School Research Committee, 2007 - present  
School Dean Search Committee, 2006-2007  
School Research Excellence Award Committee, 2006  
School Research Funding Committee, 2005

Department Chair, 2007-2009

Department Merit Adjustment Committee, 2002, 2003, 2005

Services at University of Hawaii (1996-2000)

Faculty Director, China-Focused MBA

Regents' Research Excellence Committee

School Research Committee

Department Doctorate Program, Chair

University's China Initiatives Committee

Chinese Faculty Club, President

Chinese Scholars and Students Association, Faculty Advisor

**Doctoral Advising & Dissertation Committee (UM since 2000)**

University of Miami

Advisor: Stephanie C. Lu (current student)

Guangrui Guo (current student)

Committee member: Xiaohua (Tracy) Zhou (now faculty at U. of Hong Kong)

Ekin Pellegrini (now faculty at U. of Missouri)

External committee member for doctoral students at the following schools:

Cambridge U

Rutgers U (twice)

Tel Aviv U

National U. of Singapore

U. of Western Ontario

**Referee for promotion/tenure cases at the following institutions**

Rice University

UT Dallas

Rutgers University

Boston University

Saint Louis University

University of Missouri

University of Colorado

Tel Aviv University

Peking University

Fudan University

China Europe International Business School (CEIBS)