

## AJAI S. GAUR

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### Education

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Ph. D. (Strategy), National University of Singapore	2007
Ph. D. (Management), Department of Management Studies, ISM Dhanbad, India	2005
Master in International Business, Indian Institute of Foreign Trade, New Delhi, India	2000

### Employment

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Rutgers Business School, Newark and New Brunswick – Assistant Professor (2009-present)

Old Dominion University, Norfolk – Assistant Professor (2007-2009)

Indian Institute of Foreign Trade, New Delhi, India – Research Fellow (2000-2003)

### Awards

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- 2013: Nominated for IM division best paper award, Academy of Management, Orlando.
- 2012: Junior Faculty Research Award, Rutgers Business School.
- 2012: Nominated for the Best Conference Paper Award (Practice), SMS Annual Conference, Prague.
- 2011: Tejeshwar Singh Memorial Fellowship (Sage Publications, 2011-2012, INR 6,50,000 ~ USD 12,000)
- 2010: Nominated for Junior faculty Research Award, by the Department of Management and Global Business, Rutgers Business School.
- 2009: Finalist, Gunnar Hedlund Best Dissertation Award, Stockholm School of Economics and European Academy of International Business.
- 2008: Richard N. Farmer Best Dissertation Award, Academy of International Business, Milan.
- 2006: SAMS/AIB Best Doctoral Dissertation Proposal Award, Academy of International Business, Beijing.
- 2005: Nominated, Best Conference Paper Award, Annual SMS Annual Conference, Florida.
- 2005: Nominated for Carolyn Dexter Best Paper Award, Academy of Management, Hawaii.
- 2005: Finalist, IM Division Best Paper Award, Academy of Management, Hawaii.

### Grants

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- 2013: Rutgers University Research Council Award (1000 USD)

- 2013: Rutgers Business School Research Resources Committee (RRC)'s summer research grant (4200 USD)
- 2012: Rutgers University Research Council Award (3000 USD)
- 2012: Rutgers Business School Research Resources Committee (RRC)'s summer research grant (4200 USD)
- 2011: Project funding from the General Research Fund of the Research Grant Council, Hong Kong SAR for a collaborative project with Xufei, Ma (Principal Investigator), CUHK (HK\$ 410,840)
- 2011: Technology Management Research Center Faculty Research Support Award (5000 USD)
- 2011: Rutgers University Research Council Award, (2200 USD)
- 2011: Rutgers Business School Dean's Fund for hiring summer research assistant (4200 USD)
- 2010: University of Sydney, Visiting Scholar Grant (5000 AUD)
- 2010: Rutgers University Research Council Award (3000 USD)
- 2006: Asia Research Institute Fieldwork Grant (4500 SGD)
- 2004, 2005, 2006, 2007: President's Graduate Award, consecutively for four years (2004-2007) for research excellence (32000 SGD, in addition to the research fellowship).

## Research Interests

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**Strategy:** Strategic Choices and Performance Consequences, Business Groups, Corporate Governance and Top Management Teams.

**International Business:** Internationalization, Entry Mode and Ownership Strategies, Foreign Subsidiary Management, Emerging Economies.

## Publications

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### Journal Articles

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#### 2014

- [27] Gaur, A. S. & Delios, A. 2014. Firm governance, international diversification and performance. Conditionally accepted, *Management International Review*.
- [26] Malhotra, S. & Gaur, A. S. (equal authorship). 2014. Spatial geography and control in foreign acquisitions. *Journal of International Business Studies*, 45 (2): 191-210.
- [25] Li, S., & Gaur, A. S. 2014. Financial giants and moral pygmies? Multinational corporations and human rights in emerging markets. *International Journal of Emerging Markets*, 9 (1): 11-32.

- [24] Gaur A. S., Kumar, V. & Singh, D. A. (equal authorship) 2014. Resources, institutions and internationalization process of emerging economy firms. *Journal of World Business*, 49: 12-20.

### **2013**

- [23] Mukherjee, D., Gaur, A. S., Dutta, A. 2013. Creating value through offshore outsourcing: A resource management framework. *Journal of International Management*, 19 (4): 377-389.
- [22] Lee, J-H., & Gaur, A. S. (equal authorship) 2013. Managing multi-business firms: A Comparison between Korean Chaebols and Diversified US firms. *Journal of World Business*, 48 (4): 443-454.
- [21] Singh, D., & Gaur, A. S. 2013. Governance Structure, innovation and internationalization: Evidence from India. *Journal of International Management*, 19(3): 300-309.
- [20] Piepenbrink, A., & Gaur, A. S. 2013. Methodological advances in the analysis of two-mode networks – An Illustration using board interlocks of Indian business groups. *Organizational Research Methods*, 16 (3): 474-496.
- [19] Mukherjee, D., Gaur, A. S., Gaur, S. S., & Schmid, F. 2013 External and internal influences on R&D alliance formation: Evidence from German SMEs. *Journal of Business Research*, 66(11): 2178-2185.
- [18] Gaur, A. S., Malhotra, S., & Zhu, P. 2013. Acquisition announcements and stock market valuation of acquiring firms' rivals: A test of the growth probability hypothesis in China. *Strategic Management Journal*, 34 (2): 215-232.

### **2012**

- [17] Kumar, V., Gaur, A. S., & Pattnaik, C. 2012. Product diversification and international expansion of business groups: Evidence from India. *Management International Review*, 52 (2): 175-192.

### **2011**

- [16] Gaur, A. S., Mukherjee, D., Gaur, S. S., & Schmid, F. 2011. Environmental and firm level influences on inter-organization trust and SME performance. *Journal of Management Studies*, 48(8): 1752-1781.
- [15] Srinivasan, M., Mukherjee, D., & Gaur, A. S. Buyer-supplier partnership quality and supply chain performance: Moderating role of risks, and environmental uncertainty. *European Management Journal*, 29(4), 260-271.
- [14] Gaur, A. S., Kumar, V., & Sarathy, R. 2011. Liability of foreignness and internationalization of emerging market firms. In Asmussen, C., Devinney, T. M., Pedersen, T. & Tihanyi, L. (eds) *Advances in International Management – Dynamics of globalization: location-specific advantages or liabilities of foreignness?*, Volume 24, New York, NY: Emerald.

- [13] Gaur S. S., Vasudevan, H., & Gaur, A. S. 2011. Effect of market orientation on manufacturing performance: Moderating role of firm resources and environmental factors. *European Journal of Marketing*, 45(7/8): 1172-1193.

## **2010**

- [12] Singh, D. A., Gaur, A. S., & Schmid, F. 2010. Corporate diversification, TMT experience and performance: evidence from German SMEs. *Management International Review*, 50 (1): 35-56.
- [11] Judge, W. Q., Gaur, A. S. & Muller M. K. 2010. Antecedents of shareholder activism: Evidence from a multi-country study. *Corporate Governance: An International Review*, 18(4): 258-273.
- [10] Gaur, A. S. & Kumar, V. (equal authorship) 2010. Internationalization of emerging market firms: A case for theoretical extension. In Devinney, T. M., Pedersen, T. & Tihanyi, L. (eds) *Advances in International Management – The Past, Present and Future of International Business and Management*, Volume 23, New York, NY: Emerald.

## **2009**

- [9] Hwang P., & Gaur A. S. 2009. Organization efficiency, firm capabilities and economic organization of MNEs. *Multinational Business Review*, 17 (3): 143-162.
- [8] Chaturvedi, S. & Gaur, A. S. 2009. A dynamic model of trust and commitment development in strategic alliances. *IIM B Management Review*, 21 (3): 173-188.
- [7] Singh, D. A., & Gaur, A. S. 2009. Business group affiliation, firm governance and firm performance: Evidence from China and India. *Corporate Governance: An International Review*, 17 (4): 411-425.
- [6] Gaur, A. S. & Kumar, V. 2009. International diversification, firm performance and business group affiliation: Empirical evidence from India. *British Journal of Management*, 20: 172-186.

## **2008**

- [5] Delios, A., Gaur, A. S. & Makino, S. (equal authorship) 2008. The timing of international expansion: Information, rivalry, and imitation among Japanese firms, 1980-2002. *Journal of Management Studies*, 45: 169-195.
- [4] Merchant, H. & Gaur, A. S. 2008. Opening the ‘non-manufacturing’ envelope: the next big enterprise for international business research. *Management International Review*, 48 (4): 379-396.

## **2007**

- [3] Gaur, A. S. & Lu, J. 2007. Ownership strategies and subsidiary performance: Impacts of institutions and experience. *Journal of Management*, 33 (1): 84-110.

- [2] Gaur, A. S., Delios, A. & Singh, K. 2007. Institutional environments, staffing strategies and subsidiary performance. *Journal of Management*, 33 (4): 611-636.

## **2006**

- [1] Gaur, A. S. 2006. Changing demands of leadership in new economy: A survey of Indian leaders. *IIM B Management Review*, 18: 149-158.

## **AOM Best Paper Proceedings**

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- [5] Gaur, A. S., Ma, X., & Ding, Z. 2014. Perceived Home Country Supportiveness/Unfavorableness and Emerging Market Firms' Outward FDI. *Academy of Management Best Paper Proceedings*, 2014.
- [4] Contractor, F., Yang, Y., & Gaur, A. S. 2013. Firm-specific intangible assets and subsidiary profitability: The moderating role of distance. *Academy of Management Best Paper Proceedings*, 2013.
- [3] Gaur, A. S. 2007. Strategic adaptation during institutional transition. *Academy of Management Best Paper Proceedings*, 2007.
- [2] Gaur, A. S. & Delios, A. 2006. Business group affiliation and firm performance during institutional transition. *Academy of Management Best Paper Proceedings*, 2006.
- [1] Gaur, A. S., Delios, A., & Singh, K. 2005. Institutional environments, staffing strategies and subsidiary performance: lessons from Japanese MNCs. *Academy of Management Best Paper Proceedings*, 2005.

## **Books & Chapter**

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- [5] Singh, D. & Gaur, A. S. 2011. Institutional Distance and International Strategy. In Merchant, H. & Verbeke, A. (Eds.), *Handbook of International Strategic Management*, Elgar Publishing.
- [4] Delios, A., Gaur, A. S. & Kamal, S. 2009. International acquisitions and the globalization of firms from India. In Chaisse, J. & Gugler, P. (Eds.), *Expansion of Trade and FDI in Asia: Strategic and Policy Challenges*, Routledge: New York, NY.
- [3] Gaur, A. S. & Gaur S. S. 2009. *Statistical methods for practice and research: A guide to data analysis using SPSS* (2nd ed.). Sage: New Delhi.
- [2] Kumar, V. & Gaur, A. S. 2007. International diversification and firm performance in India. In *Research in global strategic management* (Volume 13): Regional aspects of multinationality and performance, Rugman, Alan M. (Ed.), Elsevier, USA.
- [1] Gaur, A. S. & Gaur S. S. 2006. *Statistical methods for practice and research: A guide to data analysis using SPSS*. Sage: New Delhi.

## **Cases and Other Publications**

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- [5] Gaur, A. S. 2012. Strategic Groups. Encyclopedia of Management Theory (Ed. Kessler, E. H.) Sage Publications. (in press).
- [4] Gaur, A. S. & Kohli, N. 2011. Governance Failure at Satyam. Ivey Case Publishing (# 9B11M028).
- [3] Gaur, A. S. & Kohli, N. 2011. Teaching Note: Governance Failure at Satyam. Ivey Case Publishing (# 8B11M028).
- [2] Gaur, A. S. 2009. Factor Endowments. Encyclopedia of Business in Today's World (Ed. Wankel, C.) Sage Publications.
- [1] Gaur, A. S. 2009. Central American Common Market. Encyclopedia of Business in Today's World (Ed. Wankel, C.) Sage Publications.

## **Manuscripts under review**

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- Gaur, A. S., Bruton, G., & Kumar, V. Learning and strategic change in the internationalization of emerging economy firms. (under review, Journal of International Business Studies)
- Gaur, A. S. & Malhotra, S. Payment method and equity ownership in foreign acquisitions: A contingency perspective. (under review, Journal of International Business Studies)
- Anderson, U., Gaur, A. S., Mudambi, R., & Persson, M. Inter-unit knowledge transfer in multinational enterprises. (Revise and Resubmit, Global Strategy Journal)
- Popli, M., Akbar, M., Kumar, V., & Gaur, A. S. Persistence of superior performance: Impact of internationalization and its entrainment with reforms. (under review, Journal of Management Studies)
- Contractor, F., Yang, Y., & Gaur, A. S. Firm-specific intangible assets and subsidiary profitability: The moderating role of distance. (under review, Strategic Management Journal)
- Lee, C. Y., Lee, J. W., & Gaur, A. S. Are business groups conducive to industry innovation? The moderating role of technological appropriability. (under review, Industrial and Corporate Change)

## **Manuscripts under preparation**

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- Gaur, A. S., Yong, Y., & Singh, D. Strategic location in the global value chain and foreign subsidiary performance: Evidence from 105 countries. (To be submitted to Academy of Management Journal by May 2014)
- Schotter, A., Gaur, A. S., Mudambi, R., & Doz, Y. Boundary spanning in global organizations. (Guest Editorial for Journal of Management Studies special issue)

Gaur, A. S., Ma, X., & Ding, Z. Perceived Home Country Supportiveness/Unfavorableness and Emerging Market Firms' Outward FDI. (To be submitted to Journal of International Business Studies by July 2014)

Gaur, A. S., Bruton, G., & Kumar, V. Drivers of the Speed of Internationalization of Emerging Economy Firms. (To be submitted to Journal of International Business Studies by October 2014)

Gaur A. S., & Sambharya, R. Financial Crisis and Director resignations: Antecedents and Consequences.

Gaur, A. S. & Delios, A. Strategic adaptation during institutional transition.

Gaur, A. S. & Delios, A. Strategic adaptation and Firm Performance.

Gaur, A. S. & Delios, A. Business group affiliation and firm performance during institutional transition.

### **Conference Participation**

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Conference participation as session chair, panelist, facilitator and discussant not listed below.

#### **2014**

[61] Gaur, A. S., Yong, Y., & Singh, D. 2014. Strategic location in the global value chain and foreign subsidiary performance: Evidence from 105 countries. Academy of International Business, Vancouver, Canada.

[60] Gaur, A. S., Ma, X., & Ding, Z. 2014. Perceived Home Country Supportiveness/Unfavorableness and Emerging Market Firms' Outward FDI. Academy of Management, Philadelphia, USA.

[59] Bruton, G., Kumar, V., & Gaur, A. S., 2014. Drivers of the Speed of Internationalization of Emerging Economy Firms. Academy of Management, Philadelphia, USA.

#### **2013**

[58] Gaur, A. S. 2013. Business Groups in India. Invited speaker at a workshop organized by EMIRG, University of Sydney at national University of Singapore.

[57] Gaur, A. S. & Delios, A. 2013. Firm governance, international diversification and performance. Strategic Management Society – India Conference, Mohali, India.

[56] Contractor, F., Yang, Y., & Gaur, A. S. 2013. Firm-specific intangible assets and subsidiary profitability: The moderating role of distance. Academy of International Business, Istanbul, Turkey.

#### **2012**

[55] Gaur, A. S. & Malhotra, S. 2012. Ownership and premium in foreign acquisitions: Impact of geographic distance and payment method. Academy of Management, Boston, USA.

- [54] Malhotra, S. & Gaur, A. S. (equal authorship). 2012. Spatial geography and control in foreign acquisitions. Academy of Management, Boston, USA.
- [53] Piepenbrink, A. & Gaur, A. S. 2012. The analysis of two-mode networks: State-of-the-art methods with examples. Academy of Management, Boston, USA.

## **2011**

- [52] Singh, D. A., & Gaur, A. S. 2011. Family governance, innovation and internationalization: Evidence from India. Emerging Market Firm Competitiveness: Internationalization, Innovation and Institutions (3Is) Conference, University of Sydney and Temple University, Philadelphia.
- [51] Lee, J-H. & Gaur, A. S. 2011. Managing multi-business firms: A Comparison between Korean Chaebols and Diversified US firms. Academy of Management, San Antonio, USA.
- [50] Kumar, V., Gaur, A. S., & Bruton, G. 2011. Learning and strategic change in the internationalization of emerging economy firms. Academy of Management, San Antonio, USA.
- [49] Kumar, V., Gaur, A. S., & Pattnaik, C. 2011. International expansion and product diversification of emerging market business groups. Academy of International Business, Nagoya, Japan.

## **2010**

- [48] Kumar, V., Gaur, A. S., & Pattnaik, C. 2010. Product diversification and international expansion of business groups: Evidence from India. Asia Academy of Management, Macau, China.
- [47] Gaur, A. S., Malhotra, S. & Zhu, P. 2010. Acquisition announcements and stock market valuation of rivals. Academy of Management, Montreal, Canada.
- [46] Gaur, A. S., Mukherjee, D., Gaur, S. S., & Schmid, F. 2010. Exchange Characteristics, Interorganizational Trust and SME Performance. Academy of Management, Montreal, Canada.
- [45] Srinivasan, M., Mukherjee, D. & Gaur A. S. 2010. Buyer-supplier partnership quality and performance: Role of risks, and environmental uncertainty. Academy of Management, Montreal, Canada.
- [44] Mukherjee, D., Gaur, A. S., Gaur, S. S., & Schmid, F. 2010. Effect of trust, knowledge intensity, and environmental uncertainty on R&D alliance formation: An examination of German SMEs. Academy of International Business, Brazil.
- [43] Kumar, V. & Gaur, A. S. 2010. Emerging Economy Firm Internationalization: Changing International Operating Strategy of INVs. Academy of International Business, Brazil.

## **2009**

- [42] Gaur, A. S., Kumar, V. & Singh D. A. 2009. Strategic shift from exports to FDI in the internationalization of emerging economy firms. European International Business Academy, Valencia, Spain.



- [41] Gaur, A. S., Kumar, V. & Singh D. A. 2009. Resources, institutions and internationalization process of emerging market firms. Academy of Management, IM Division, Chicago, USA.
- [40] Li Shaomin, & Gaur, A. S. 2009. Financial giants and moral pygmies? Multinational corporations and human rights. Academy of Management, SIM Division, Chicago, USA.
- [39] Li Shaomin, & Gaur, A. S. 2009. Financial giants and moral pygmies? Multinational corporations and human rights. Academy of International Business, San Diego, USA.
- [38] Gaur, A. S., Kumar, V. & Singh D. A. 2009. Internationalization process of emerging market firms: Analyzing the shift from exports to FDI. Academy of International Business, San Diego, USA.
- [37] Gaur, S. S., Bathula, H., & Gaur, A. S. 2009. Corporate governance and firm performance. Academy of International Business, San Diego, USA.

## **2008**

- [36] Gaur, A. S. 2008. Strategic choices, governance structure and firm performance. Academy of Management, Business Policy Division. Anaheim, USA.
- [35] Hwang, P. & Gaur, A. S. 2008. Transaction costs, transaction value and the MNE governance structure. Academy of Management, IM Division. Anaheim, USA.
- [34] Singh, D. A., Gaur, A. S., & Gaur, S. S. 2008 Product and geographic diversification, TMT experience and the SME performance. Academy of Management, Entrepreneurship Division. Anaheim, USA.
- [33] Gaur, A. S. 2008. Strategic adaptation and firm performance: The role of ownership structure and business group affiliation. Academy of International Business. Milan, Italy.
- [32] Gaur, A. S. & Merchant, H. 2008. International joint ventures and stock market reactions: Impact of strategy, structure and size. Academy of International Business. Milan, Italy.
- [31] Hwang, P. & Gaur, A. S. 2008. Organization efficiency, firm capabilities, and economic organization of MNEs. Academy of International Business. Milan, Italy.
- [30] Delios, A., Kamal S., & Gaur, A. S. 2008. The globalization of firms from India. Expansion of FDI in Asia and implications for the regulation of international investment. World Trade Institute (NCCR IP 11), Berne, Switzerland, & National Institute of Development Administration, Bangkok, Thailand (Jan 18, 2008)
- [29] Singh, D. A., & Gaur, A. S. 2008. Business group affiliation, firm governance and firm performance: Evidence from China and India. Research Symposium on Corporate Governance in China and India. Virginia Beach, USA
- [28] Muller-Kahle, M., & Gaur, A. S. 2008. Antecedents and effects of CEO duality: An empirical study of firms in Anglo-American and emerging governance environments. Research Symposium on Corporate Governance in China and India. Virginia Beach, USA

## **2007**

- [27] Gaur, A. S. 2007. Firm governance, international diversification and performance. Academy of Management, International Management Division. Philadelphia, USA.
- [26] Gaur, A. S. 2007. Strategic adaptation during institutional transition. Academy of Management, Business Policy Division. Philadelphia, USA.
- [25] Gaur, A. S. 2007. Ownership, group affiliation and international diversification: the determinants and the performance consequence. Academy of International Business. Indianapolis, USA.
- [24] Gaur, A. S. & Delios, A. 2007. Impact of ownership and group affiliation on firms' strategic choices during institutional transition. Academy of International Business. Indianapolis, USA.
- [23] Gaur, A. S. & Delios, A. 2007. Firm governance, international diversification and performance. Proceedings, Administrative Science Association of Canada, Ottawa, Canada.

### **2006**

- [22] Gaur, A. S. & Delios, A. 2006. Business group affiliation and firm performance during institutional transition. Academy of Management, Business Policy Division. Atlanta, USA.
- [21] Gaur, A. S., Schmid, F. & Delios, A. 2006. Top management team characteristics and performance of SMEs. Academy of Management, Business Policy Division. Atlanta, USA.
- [20] Gaur, A. S. & Kumar, V. 2006. International Diversification, Firm Performance and Business Group Affiliation: Empirical Evidence from India. Academy of Management, IM Division, Atlanta, USA.
- [19] Gaur, A. S., Singh, D. A. & Kumar, V. 2006. Resource based view and export performance of emerging market firms. Academy of International Business, Beijing, China.
- [18] Gaur, A. S., & Delios, A. 2006. Firm Performance during Institutional Transition: Effect of Group Affiliation for Emerging Market Firms. Academy of International Business, Beijing, China.

### **2005**

- [17] Gaur, A. S. & Kumar, V. 2005. Role of business group affiliation on international diversification - firm performance relationship. Strategic Management Society Conference, Florida, USA.
- [16] Gaur, A. S., Delios, A. & Singh, K. 2005. Institutional environments, staffing strategies and subsidiary performance: Lessons from Japanese MNCs. Academy of Management, International Management Division. Hawaii, USA.
- [15] Gaur, A. S. & Lu, J. 2005. Ownership strategies and subsidiary performance: Impact of institutions and experience. Academy of Management, International Management Division. Hawaii, USA.
- [14] Gaur, A. S., Delios, A. & Singh, K. 2005. Foreign subsidiary staffing, institutional environment and performance implications: experiences from Japanese MNCs. Academy of International Business, Quebec city, Canada.

- [13] Gaur, A. S., Kumar, V. & Singh D. A. 2005. International diversification and firm performance: effect of business group affiliation in an emerging market context. Academy of International Business, Quebec city, Canada.
- [12] Gaur, A. S. & Hwang, P. 2005. Institutional environment and global expansion: choice between FDI and licensing. Academy of International Business, Quebec City, Canada.
- [11] Gaur, A. S. & Lu, J. 2005. Ownership strategies and subsidiary performance: impact of institutional distance and experience. Journal of International Business Studies Paper Development Workshop at the Academy of International Business, Quebec City, Canada.
- [10] Singh, D. A. & Gaur, A. S. 2005. Resource-based view and export performance of emerging market firms. Asia Pacific Journal of Management, Special Issue Conference, Singapore.
- [9] Gaur, A. S. & Gaur, S. S. 2005. International diversification by firms from developing countries: A practitioners approach. International Conference on Globalization and Competitiveness, Academy of International Business – India Chapter.

#### **Before 2004**

- [8] Gaur, A. S. & Delios, A. 2004. A longitudinal study of performance difference of Japanese FDI in different world markets. Academy of International Business, Stockholm, Sweden.
- [7] Gaur, A. S. 2003. Changing demands of leadership in new economy – Critical competencies for e-leadership. Proceedings, Third International Conference on Electronic Business (ICEB 2003), Singapore.
- [6] Gaur, A. S. & Wali, O. P. 2003. E-Learning in India: Experiences, issues & challenges. Proceedings, Third International Conference on Electronic Business (ICEB 2003), Singapore.
- [5] Gaur, A. S., Gaur, S. S. & Gopinath S. 2002. Value marketing of IT solutions in construction industry. International Conference on ‘Marketing of Technology Oriented Products and Services in the Global Environment’, Academy of Marketing Science, USA; DuPree College of Management, USA; and Indian Institute of Management, Bangalore, India.
- [4] Gaur, A. S., Dasgupta, P. Gaur, A. S. & Singh, S. 2002. Branding in pharmaceutical industry: An empirical study on the industry situational analysis and implications for domestic brands. International Conference on ‘Marketing of Technology Oriented Products and Services in the Global Environment’, Academy of Marketing Science, USA; DuPree College of Management, USA; and Indian Institute of Management, Bangalore, India.
- [3] Gaur, A. S., Gaur, S. S., Khanna, N. & Singh S. 2002. An assessment of the innovative marketing practices in Indian pharmaceutical industry. International Conference on ‘Marketing of Technology Oriented Products and Services in the Global Environment’, Academy of Marketing Science, USA; DuPree College of Management, USA; and Indian Institute of Management, Bangalore, India.
- [2] Gaur, A. S. & Shanker, R. 2002. Global marketing of research and development services: Some conceptual issues. Presented at the National Workshop on Global Marketing of Research and Development Services, Indian Institute of Foreign Trade, New Delhi, India.

- [1] Waheed K. A., Gaur S. S. & Gaur A. S. 2001. Globalization of agribusiness firms: challenges and solutions for the Indian market. International Conference on Globalization of Business and Markets, Strategies for the 21st Century, Academy of Marketing Science, USA; DuPree College of Management, USA; and Indian Institute of Management, Bangalore, India.

## Teaching Interests

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Doctoral Seminars:	Organization Theory Global Political Economy Quantitative Methods
Executive MBA:	Strategies for Emerging Markets
MBA:	Strategic Management Global Management Strategy International Business Strategies for Emerging Markets
Undergraduate:	International Business Business Strategy and Policy

## Professional Service

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### External

- **Program Chair**, Biennial Conference of Asia Academy of Management, Hong Kong, 2015.
- **Panel Organizer**, Boundary Spanning in Global Organizations. Academy of International Business 2014 and Academy of Management 2014.
- **Secretary** (Elected), Asia Academy of Management 2013-2014.
- **PDW chair**, AAoM division, AOM 2012.
- **Co-Track Chair**, Alliances and Business Clusters, AIB 2009.
- Organizer, New Doctoral Student Consortium, AOM 2007, Philadelphia.
- Competitive Session Chair, Alliances and Business Clusters, AIB 2008, Milan.
- Discussant, AIB 2006, APJM Special Issue Conference, 2005.

### Review work

- **Guest Editor** (with Andreas Schotter, Ram Mudambi and Yves Doz) – Journal of Management Studies Special Issue on Boundary Spawning in Global Organizations (expected publication date 2015/2016).
- **Editorial board member**
  - **Journal of World Business** (2013 - )
  - **Management International Review** (2012-)
  - **Journal of Management Studies** (2010-)
  - **Journal of International Business Studies** (2011-2013)
  - **Corporate Governance: An International Review** (2010-)

- **IIM B Management Review** (2010-)
- **Canadian Journal of Administrative Sciences** (2008-2011)
- **Panelist, New Doctoral Student Consortium**, AOM 2007 (Philadelphia).
- Ad-hoc Reviewer  
Academy of Management Journal, Asia Pacific Journal of Management, Group and Organization Management, International Business Review, International Marketing Review, Journal of Asia Business Studies, Journal of Economic Geography, Journal of International Business Studies, Journal of International Management, Journal of World Business, Management International Review, Organization Studies, Strategic Management Journal.

### University Level

- MBA curriculum revision committee – Management and Global Business Department, 2012-2013.
- IB Ph D Qualifying Exam committee, 2011, 2012.
- Represented Management and Global Business in the Rutgers's Day (2011) activities.
- Represented Management and Global Business in the MBA Open House – NB (2011).
- Represented Management and Global Business in the Rutgers's Day (2010) activities.
- Member, Recruitment, Retention and Placement Committee, Business School, ODU.
- Undergraduate advising, Management Department, ODU.

### Supervision

- [5] **Advisor**, Hyon-Gon Kim (**Ph D Dissertation**, Rutgers Business School, Thesis Started in 2012)
- [4] **Ph D Committee**, Matthew Smith (Rutgers Business School, Thesis defended in 2012)  
Thesis title: Doing it under the table: Hidden sales in India's manufacturing sector.
- [3] **Ph D Committee**, Maureen Muller (Old Dominion University, Thesis defended in March 2010)  
Thesis title: What is influencing financially-driven shareholder activism in the US and the UK – Principal-agent or Principal-principal problems?
- [2] **Co-Advisor**, Halimin Herjanto (**Master's thesis**, Faculty of Business, Auckland University of Technology, Auckland, New Zealand, Thesis defended in Dec 2009)  
Thesis title: Intercultural interaction and Personal selling in the banking industry.
- [1] **Co-Advisor**, Hanoku Bathula (**Ph D Dissertation**, Faculty of Business, Auckland University of Technology, Auckland, New Zealand, Thesis defended in June 2008)  
Thesis Title: Board Characteristics and Firm performance: Evidence from New Zealand

### Thesis Examination

- [7] 2014 - Neha Agarwal, Jaypee University of Information Technology, Waknaghat, India.
- [6] 2013 - Swati Sharma, Jaypee University, Noida, India.
- [5] 2012 - Rinku Gupta, Malaviya National Institute of Technology, Jaipur, India.

- [4] 2011 - Vinky Sharma, Jaypee University, Noida, India.
- [3] 2011 - Amit Srivastava, Jaypee University, Noida, India.
- [2] 2011 - Tanu Sharma, Jaypee University, Noida, India.
- [1] 2009 - Vandana Ahuja, Jaypee University, Noida, India.

## **Other Assignments**

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- July 2014: Visiting Scholar, Discipline of International Business, University of Sydney.
- 2012 onward: Member, Emerging Market Internationalization Research Group, University of Sydney.
- October 2010: Invited as Faculty Expert: The Emerging Market Initiative, Sponsored by U.S. Department of Education (CFDA No. 84.153A) and Williamson College of Business Administration, Youngstown State University.
- July 2010: Visiting Scholar, Discipline of International Business, University of Sydney.
- January 2010: External Examiner for Ph. D. thesis at Jaypee University, Noida, India.
- December 2008: Guest faculty, Ivey Training and Consulting Associates, Mumbai, India.  
(Two-day works shops on “Cruising your way to Academic Success” in New Delhi and Mumbai)
- December 2008: Visiting faculty, Indian Institute of Foreign Trade, New Delhi, India.  
(Ph D course on Advanced Research Methods for the doctoral students.)
- January – May 2006: Visiting Faculty, Indian Institute of Foreign Trade, New Delhi, India.  
(Ph D course on Advanced Research Methods for the doctoral students.)
- May 2005: Visiting Faculty, SP Jain Institute of Management and Research, Mumbai, India.
- May 2005: Visiting Faculty, National Institute of Industrial Engineering, Mumbai, India.
- 2002/2003: Guest Faculty, National Institute of Banking Studies & Corporate Management, Noida, India (Training institute of the Reserve Bank of India).
- January – June 2002: Visiting Faculty, Institute for Integrated Learning in Management, New Delhi, India.
- April 2002: Guest Faculty, Staff Training College, Vijaya Bank, India.