

## 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
Bachelor of Technology, Indian School of Mines (ISM), Dhanbda, India	1998

### Employment

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Rutgers Business School, Newark and New Brunswick – Associate Professor (2015-)  
Rutgers Business School, Newark and New Brunswick – Assistant Professor (2009-2015)  
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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Five times winner and nine times finalist/nominee for various awards based on scholarship.

- 2014: Winner, Temple/AIB Best Paper Award, Academy of International Business, Vancouver.
- 2014: Nominated for Junior Faculty Research Award, by the Department of Management and Global Business, Rutgers Business School.
- 2014: Nominated for IM division GWU-CIBER Best Paper Award, Academy of Management, Philadelphia.
- 2013: Nominated for IM division Best Paper Award, Academy of Management, Orlando.
- 2012: Winner, Junior Faculty Research Award, Rutgers Business School.
- 2012: Nominated for the Best Conference Paper Award (Practice), SMS Annual Conference, Prague.
- 2011: Winner, 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: Winner, Richard N. Farmer Best Dissertation Award, Academy of International Business, Milan.
- 2006: Winner, 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.

## Recognition

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- President, Asia Academy of Management (2015-2017)
- Departmental editor, Journal of World Business (From October 2014)
- Departmental editor, Asia Pacific Journal of Management (From July 2014)
- Special issue editor, Journal of Management Studies (Boundary Spanning in Global Organizations)
- Special issue editor, Journal of World Business (Business Group Affiliation and Internationalization of Emerging Market Firms)
- Co-Program chair, Biennial Conference of Asia Academy of Management, Hong Kong, 2015.
- Visiting scholar, University of Sydney (Summer 2014, 2010)
- Secretary (Elected), Asia Academy of Management 2013-2015.
- Professional development workshop chair, AAOm division, Academy of Management 2012.
- Co-Track chair, Alliances and Business Clusters, Academy of International Business 2009.

## Grants

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Total external grants US\$107,200 as principal- or co-investigator; total internal (Rutgers) grants US\$31,750.

- 2015: Rutgers Business School Research Resources Committee (RRC)'s summer research grant (US\$4200)
- 2014: University of Sydney, Visiting Scholar Grant (AUD5400)
- 2014: Rutgers University Research Council Award (US\$750)
- 2013: Rutgers University Research Council Award (US\$1000)
- 2013: Rutgers Business School Research Resources Committee (RRC)'s summer research grant (US\$4200)
- 2012: Rutgers University Research Council Award (US\$3000)
- 2012: Rutgers Business School Research Resources Committee (RRC)'s summer research grant (US\$4200)
- 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 (HKD 410,840)

- 2011: Technology Management Research Center Faculty Research Support Award (US\$5000)
- 2011: Rutgers University Research Council Award, (US\$2200)
- 2011: Rutgers Business School Dean's Fund for hiring summer research assistant (US\$4200)
- 2010: University of Sydney, Visiting Scholar Grant (AUD5000)
- 2010: Rutgers University Research Council Award (US\$3000)
- 2006: Asia Research Institute Fieldwork Grant (SGD4500)
- 2004, 2005, 2006, 2007: President's Graduate Award, consecutively for four years (2004-2007) for research excellence (SGD32000, in addition to the research fellowship).

## Research Focus

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The primary focus of my research is to study institutional influences on different aspects of a firm's internationalization behavior such as mode, timing, and location of foreign entry and performance consequences of international expansion. A secondary focus of my research is to study the institutional influences on firm governance and growth strategies in different institutional contexts.

## Publications

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### Journal Articles

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**Total Citations:** 1164 (Google Scholar, h-index of 15)

#### 2015

- [29] Popli, M., Akbar, M., Kumar, V., & Gaur, A. S. Resultant cultural distance and cross-border deal abandonment: Role of cultural friction, Conditionally accepted, *Journal of World Business*.
- [28] Anderson, U., Gaur, A. S., Mudambi, R., & Persson, M. 2015. Inter-unit knowledge transfer in multinational enterprises. Forthcoming, *Global Strategy Journal*.
- [27] Gaur, A. S. & Delios, A. 2015. International diversification of emerging market firms: The role of ownership structure and group affiliation. *Management International Review*, 55: 235-253.

#### 2014

- [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] 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.
- [22] 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.
- [21] 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.
- [20] Singh, D., & Gaur, A. S. 2013. Governance Structure, innovation and internationalization: Evidence from India. *Journal of International Management*, 19(3): 300-309.
- [19] 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.
- [18] 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.

**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. 2011. 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 & Chapters**

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- [5] Singh, D. & Gaur, A. S. 2012. Institutional Distance and International Strategy. In Verbeke, A. & Merchant, H. (Eds.), *Handbook of Research on International Strategic Management*, Edward 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. 2013. 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**

- Gaur, A. S., Malhotra, S., & Zhu, P. Institutional distance as a source of arbitrage and learning: The case of ownership decision in foreign acquisitions. (Revise and resubmit, Journal of International Business Studies)
- Contractor, F., Yang, Y., & Gaur, A. S. Firm-specific intangible assets and subsidiary profitability: The moderating role of distance. (under review, Journal of Management Studies)
- Gaur, A. S., Ma, X., & Ding, Z. Perceived home country supportiveness/unfavorableness and emerging market firms' outward FDI. (Revise and resubmit, JIBS; Nominated for IM Division's GWU/CIBER Best Paper Award 2014)
- Popli, M., Akbar, M., Kumar, V., & Gaur, A. S. Persistence of superior performance: Impact of internationalization and its entrainment with reforms. (Under 2nd review, Journal of Management Studies)
- Gaur, A. S. & Malhotra, S. Payment method and equity ownership in foreign acquisitions: A contingency perspective. (Revise and resubmit, Global Strategy 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, Technovation)

### **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. (Winner of AIB/Temple Best Paper Award 2014)
- Gaur, A. S., Bruton, G., & Kumar, V. Learning and strategic change in the internationalization of emerging economy firms.
- Schotter, A., Gaur, A. S., Mudambi, R., & Doz, Y. Boundary spamming in global organizations. (Guest Editorial for Journal of Management Studies special issue)
- Choi, G., Christmann, P., & Gaur, A. S. How shareholder responses to differences in environmental regulations between acquirer and target countries in cross-border acquisition change over time.
- Choi, G., Christmann, P., Gaur, A. S., & Kim, T-N. Is Target CSR used as Signal in Acquisitions? Its Effect on Acquisition Premium.

### **Teaching Portfolio**

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- Doctoral Seminars:      Global Political Economy (Rutgers)  
                                   Organization Theory (Old Dominion University, VA)

	Quantitative Methods (Indian Institute of Foreign Trade, India)
Executive MBA:	Strategies for Emerging Markets (Rutgers)
MBA:	Strategic Management (Rutgers) Global Management Strategy (Rutgers) International Business (Rutgers) Strategies for Emerging Markets (Rutgers)
Undergraduate:	International Business (Rutgers) Business Strategy and Policy (Rutgers)

## **Professional Service**

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### **Service to the Workplace**

#### **At the University and School level**

- Courses of study committee, Management and Global Business Department representative, 2014-2015.
- College committee on internationalization of undergraduate education, 2014.

#### **At the Department (Management and Global Business) level**

- Coordinator – International Business area (2015-)
- Undergraduate curriculum revision committee, 2015.
- Departmental seminar organizer, Spring 2014.
- Ph. D. Qualifying Exam Committee for Marketing Department, 2014.
- International Business faculty search committee member, 2013-14.
- Department representative in the MBA Open House, 2013.
- MBA curriculum revision committee, 2013.
- Revised department brochures.
- IB Ph. D. Qualifying Exam committee, 2011, 2012.
- Department representative in the Rutgers' Day activities (2010-2012).
- Department representative in the MBA Open House, 2011.

#### **At Old Dominion University**

- Member, Recruitment, Retention and Placement Committee, Business School, ODU.
- Undergraduate advising, Management Department, ODU.

### **Service to the Profession**

#### **Leadership in Professional Associations and Conferences**

- **President**, Asia Academy of Management
- **Co-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**, Asia Academy of Management 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

- **Senior Editor**, Journal of World Business (October 2014 onwards)
- **Senior Editor**, Asia Pacific Journal of Management (July 2014 onwards)
- **Guest Editor** (with Andreas Schotter, Ram Mudambi and Yves Doz) – Journal of Management Studies Special Issue on “Boundary Spanning in Global Organizations” (expected publication date 2016).
- **Guest Editor** (with Jane Lu, Vikas Kumar and Robert Hoskisson) – Journal of World Business Special Issue on “Business Group Affiliation and Internationalization of Emerging Market Firms” (expected publication date 2017).
- **Editorial board member**
  - Journal of World Business (2013 - 2014)
  - Management International Review (2012-)
  - Journal of Management Studies (2010-)
  - Journal of International Business Studies (2011-2013; 2015-)
  - Corporate Governance: An International Review (2010-)
  - IIM B Management Review (2010-)
  - International Journal of Multinational Corporation Strategy (2015-)
  - Canadian Journal of Administrative Sciences (2008-2011)
- **Panelist, New Doctoral Student Consortium**, AOM 2007 (Philadelphia).
- Ad-hoc Reviewer
  - Social Science and Humanities Research Council (SSHRC) of Canada Grants.
  - Academy of Management Journal
  - Strategic Management Journal.
  - Journal of International Business Studies
  - Journal of Economic Geography
  - Asia Pacific Journal of Management
  - Group and Organization Management
  - International Business Review
  - International Marketing Review
  - International Journal of Emerging Markets
  - Human Relations
  - Journal of Asia Business Studies
  - Journal of International Management

- Journal of World Business
- Management International Review
- Multinational Business Review
- Organization Studies

### Supervision

- [8] **Ph. D. Committee**, Emine Beyza Satoglu (Rutgers Business School, Thesis proposal planned for Fall 2014)
- [7] **Ph. D. Committee**, Gunae Choi (Rutgers Business School, Thesis proposal defended in 2013)  
Thesis title: Three essays on market reactions to corporate social responsibility (CSR) in mergers and acquisitions.
- [6] **Advisor**, Mengying Xie (**Ph. D. Dissertation**, Rutgers Business School, Thesis Started in 2012)
- [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

- [8] 2014 - Pramod Gupta, Motilal Nehru National Institute of Technology, Allahabad, India.
- [7] 2014 - Neha Agarwal, Jaypee University of Information Technology, Wagnaghat, 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

- October 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.

### **Invited Talks**

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July 2015: Kristu Jayanti College, Bangalore

May 2015: Discussant at JIBS special issue conference at Harvard Business School

October 2014: University of Sydney Business School

October 2010: Williamson College of Business Administration, Youngstown State University

July 2010: University of Sydney Business School

### **Conference Participation**

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

#### **2014**

[62] Gaur, A. S. & malhotra, S. 2014. Payment Method and Equity Ownership in Cross-Border Acquisitions: A Contingency Perspective. Strategic Management Society Annual Conference, Madrid, Spain.

[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.

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