**DEVI R. GNYAWALI**

Department Head and R. B. Pamplin Professor of Management

**OFFICE ADDRESS**

2007 Pamplin Hall, Department of Management (0233)

Virginia Tech, Blacksburg, VA 24061

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**EDUCATION**

* Ph.D. in Strategic Management, Katz Graduate School of Business, University of Pittsburgh
* MS in Business Administration and Management, Tribhuvan University, Nepal
* BS in Commerce, Tribhuvan University, Nepal

**POSITIONS AT COLLEGES AND UNIVERSITIES**

#### 12/2016-Current Department Head and R. B. Pamplin Professor of Management, Pamplin College of Business, Virginia Tech

#### 8/2011-12/2016 R. B. Pamplin Professor of Management and Director of Graduate Studies, Department of Management, Pamplin College of Business, Virginia Tech

2013-current **Member of the International Advisory Board,** Umea School of Business and Economics, Umea University, Sweden

#### 6/2010 – 8/2011 Professor and Director of Graduate Studies, Department of Management, Pamplin College of Business, Virginia Tech

#### 6/03 – 6/10 Associate Professor with Tenure, Department of Management, Pamplin College of Business, Virginia Tech

#### 8/97- 6/03 Assistant Professor, Department of Management, Pamplin College of Business, Virginia Tech

1/97-5/97 **Visiting Instructor**, College of Business and Commerce, West Virginia University, Morgantown, West Virginia.

6/96-6/97 **Assistant Director**, Institute for Industrial Competitiveness, University of Pittsburgh, Pittsburgh, Pennsylvania.

#### PUBLICATIONS

#### \* Indicates current/former Ph.D. students whose dissertations I have chaired/co-chaired

* Authorship is by contribution unless stated otherwise

**Referred Journal Articles**

\*Song, Y., Gnyawali, D.R., and Qian, L. 2024. From Early Curiosity to Space Wide Web: The Emergence of the Small Satellite Innovation Ecosystem. Forthcoming, *Research Policy, 53.*

Rai, R., Gnyawali, D.R., & Bhatt, H. 2023. Walking the Tightrope: Coopetition Capability Construct and its Role in Value Creation. *Journal of Management, 49, 7: 2354-2386.*

Ryan-Charleton, T. and Gnyawali, D.R. In-Press. ‘Value Creation Tension in Coopetition: Virtuous Cycles and Vicious Cycles. *Strategic Management Review, Forthcoming in 2025 (Vol 6, Number 1)*.

Ryan Charleton, T. Gnyawali, D.R., & Oliveria, N. 2022. “Strategic Alliance Outcomes: Consolidation and New Directions.” *Academy of Management Annals,* 16:2: 719-758.

Raza-Ullah, T., Bengtsson, M., & Gnyawali, DR. (2020). The nature, consequences, and management of emotions in interfirm paradoxical relationships—A conceptual framework. Scandinavian Journal of Management, 36 (4): 101-127.

Czakon, W. \*Srivastava, M.K., Le Roy, F. Gnyawali, D.R. 2020. Coopetition Strategies: Critical Issues and Research Directions. *Long Range Planning,* volume 53 (1) hal-02517434.

Gnyawali, D. R., & Ryan Charleton, T. 2018. Nuances in the Interplay of Competition and Cooperation: Towards a Theory of Coopetition. *Journal of Management*, 44: 2511-2535.

\*Song, Y., Gnyawali, D. R., \*Srivastava, M. K., & \*Asgari, E. 2018. In Search of Precision in Absorptive Capacity Research: A Synthesis of the Literature and Consolidation of Findings. *Journal of Management*, 44(6), 2343-2374.

Gnyawali, D. R. and \*Song, Y. 2016. Pursuit of Rigor in Research: Illustration from the Coopetition Literature. *Industrial Marketing Management, 57: 12-22*

Sanou, F.H., Le Roy, F. and Gnyawali, D. R. 2016. “How Does Centrality in Coopetition Network Matter? Empirical Investigation in the Mobile Telephone Industry”. *British Journal of Management, 27, 1: 143-160.* DOI: 10.1111/1467-8551.12132

Gnyawali, D. R., Madhavan, R.M., He, J. and Bengtsson, M. 2016. “The Competition-Cooperation Paradox in Inter-Firm Relationships: A Conceptual Framework." *Industrial Marketing Management, 53: 7-18. DOI:* [10.1016/j.indmarman.2015.11.014](http://dx.doi.org/10.1016/j.indmarman.2015.11.014)

\*Srivastava, M.K., Gnyawali, D.R. & Hatfield, D.E. 2015. “Unpacking the Behavioral Aspects of Absorptive Capacity: Impact of Alliance Portfolio Resources on Innovation.” *Technological Forecasting & Social Change,* 92: 346-358.

\*Park, B.J., \*Srivastava, M. K. and Gnyawali, D. R. 2014. “Impact of Balanced Coopetition and Coopetition Experience on Firm Innovation”. *Technology Analysis and Strategic Management, 26, 8: 893-907.*

\*Park, B.J., \*Srivastava, M.K. and Gnyawali, D. R. 2014. Walking the Tight Rope of Coopetition: Impact of Competition and Cooperation Intensities and Balance on Firm Innovation Performance. *Industrial Marketing Management,* 43: 210-221*.*

Fernandez, A.S., Le Roy, F., and Gnyawali, D. R. 2014. Sources and Management of Tension in Coopetition: Case Evidence from Telecommunications Satellites Manufacturing in Europe. *Industrial Marketing Management,* 43: 222-235.

Gnyawali, D. R. and \*Srivastava, M. K. 2013. ”Complementary Effects of Clusters and Networks on Firm Innovation: A Conceptual Model.” *Journal of Engineering and Technology Management*, 30, 1: 1-20 (Lead Article).

**This paper received the Journal’s ”Highly Cited Paper” Recognition in 2016**

Shrestha, B. and Gnyawali, D. R. (2014). ”Strategic Management in Nepal: Insights from Business and Non-Government Organizations.” *South Asian Journal of Global Business Research*, 2: 191-210 (Lead Research Article)*.*

**This paper received the Journal’s ”Highly Commended Paper” Award**

\*Srivastava, M. K. and Gnyawali, D.R. 2011. “When Do Relational Resources Matter? Leveraging Portfolio Technological Resources for Breakthrough Innovation.” *Academy of Management Journal, 54, 4: 797-810.*

**This paper received the Faculty Research Excellence Award (2012) from the Department of Management, Virginia Tech.**

Gnyawali, D.R. and \*Park, B. J. 2011. “Co-opetition between Giants: Drivers and Consequences of Collaboration between Large Competitors.” *Research Policy*, 40*: 650-663.*

Gnyawali, D.R., Fan, W., & Penner, J. 2010. “Competitive Actions and Dynamics in the Digital Age: An Empirical Investigation of Social Networking Firms.” *Information Systems Research, 21, 3: 594-613.*

**This paper received the Faculty Research Excellence Award (2011) from the Department of Management, Virginia Tech.**

Gnyawali, D. R. and \*Park, B.J. 2009. “Co-opetition and Technological Innovation in Small and Medium Enterprises: A Multi-Level Conceptual Model.” *Journal of Small Business Management, 47, 3: 308-330.*

**This paper received the Warren Holtzman Research Award (2009) from the Department of Management, Virginia Tech.**

Gnyawali, D. R. \*Singal, M. and \*Mu, S. 2009. “Knowledge Ties among Subsidiaries in MNCs: A Multi-level Conceptual Model.” *Journal of International Management, 15, 4: 387-400.*

Tyler, B. and Gnyawali, D. R. 2009. “Managerial Collective Cognitions: An Examination of Similarities and Differences of Cultural Orientations.” *Journal of Management Studies, 46, 1: 93-126.*

Gnyawali, D. R. \*Offstein, E. H., Lau, R. 2008. “The Impact of the CEO Pay Gap on Firm Competitive Behavior.” *Group & Organization Management, 33:* 453-484.

**This paper received the Best Paper Award (2008, macro category) from *Group & Organization Management*.**

Bonsi, R.,Gnyawali**,** D. R. and Hammett, A.L.2008**. “**Achieving Sustained Competitive Advantage in the Forest Products Firm: The Importance of the Resource-Based View.” *Journal of Forest Products Business Research, 5, 3:* 1-14.

\*Mu, S., Gnyawali, D. R. and Hatfield, D.E. 2007. “Foreign Subsidiaries’ Learning from Local Environments: An Empirical Test.” *Management International Review*, 47, 1: 79-102.

Gnyawali, D. R., He, J. and Madhavan, R. 2006. “Impact of Co-opetition on Firm Competitive Behavior: An Empirical Examination”. *Journal of Management, 32*: 507-530*.*

**This paper received the “Influential Work on Coopetition” Recognition from the Global Coopetition Research Network, 2014.**

\*Offstein, E. H. and Gnyawali, D. R. 2006. “A Humanistic Perspective on Firm Competitive Behavior”, Competitiveness Review, 16, 3/4: 248-261.

Gnyawali, D. R., Stewart, A., and Grant, J. 2005. “Differentiated Learning Processes for Enhancing Organizational Knowledge across Environmental Contexts.” *International Journal of Organizational Analysis,* 13, 3: 216-243.

\*Offstein, E. H., Gnyawali, D. R., and Cobb, A. T. 2005. “A Strategic Human Resource Perspective of Firm Competitive Behavior.” *Human Resource Management Review, 15:* 305-318.

\*Offstein, E. H. and Gnyawali, D. R. 2005. “Firm Competitive Behavior as a Determinant of CEO Pay: Empirical Evidence from the U.S. Pharmaceutical Industry.” *Journal of Managerial Psychology,* 20: 335-354.

\*Offstein, E. H. and Gnyawali, D. R. 2005. “CEO Compensation and Firm Competitive Behavior: Empirical Evidence from the U.S. Pharmaceutical Industry.” *Journal of Engineering and Technology Management,* 22, 3: 201-225.

Madhavan, R., Gnyawali, D.R., and He, J. 2004. “Two’s Company, Three’s A Crowd”? Triads in Cooperative-Competitive Networks. *Academy of Management Journal*, 47: 918-927.

**This paper received the Faculty Research Award (2005) from the Department of Management, Virginia Tech.**

\*Mu, S. & Gnyawali, D. R. 2003. "Developing Synergistic Knowledge in Student Groups.” *Journal of Higher Education,* 74: 689-711.

Gnyawali, D. R. & Stewart, A. C. 2003. "A Contingency Perspective on Organizational Learning: Integrating Environmental Context, Organizational Learning Processes, and Types of Learning." *Management Learning, 34, 1: 63-89.*

Tyler, B. B. & Gnyawali, D. R. 2002. “Mapping Managers’ Market Orientations Regarding New Product Success.” *Journal of Product Innovation Management,* 19, 4: 259-276.

Gnyawali, D. R. & Madhavan, R. 2001. "Cooperative Networks and Competitive Dynamics: A Structural Embeddedness Perspective.” *Academy of Management Review*, 26: 431-445.

**This paper was runner-up for the Best Paper Award (2001) from *Academy of Management Review*.**

Gnyawali, D. R. & Grant, J. H. 1997. “Enhancing Corporate Venture Performance through Organizational Learning.” *International Journal of Organizational Analysis*, 5, 1: 74-98.

Grant, J. H. & Gnyawali, D. R. 1996. "Strategic Process Improvement through Organizational Learning." *Strategy & Leadership* (formerly *Planning Review*), May-June: 28-33.

Gnyawali, D. R. 1996. “Corporate Social Performance: An International Perspective.” *Advances in International Comparative Management*, 11: 251-273.

Gnyawali, D. R. & Fogel, D. S. 1994. "Environments for Entrepreneurship Development: Key Dimensions and Research Implications." *Entrepreneurship: Theory and Practice*, 18, 4: 43-62.

Reprinted in Westhead, P. & Wright, M. 2000. (Eds.). *Advances in Entrepreneurship*, volume II, part III, 229-249. Gloucestershire, England: Edward Elgar Publishing.

**Book Chapters**

Ryan Charleton, T., Gnyawali, D. R., & Galavan, R. J. 2018. “Theoretical Perspectives on Coopetition: Review and Integration.”. The *Routledge Companion to Coopetition Strategies.* Fernandez et al (Editors), pages 23-35.

\*Srivastava, M. K., Bruyaka, O., & Gnyawali, D. R. 2012. “Overcoming Innovation Barriers: Alliance Portfolio Characteristics and Technological Innovations.” In B. Ran (Ed.), *Contemporary Perspectives on Technological Innovation, Management and Policy,* Vol. 1: 121-156. Charlotte, NC: Information Age Publishing.

Gnyawali, D. R., He, J., and Madhavan, R. 2008. “Co-Opetition: Promises and Challenges.” Chapter in the *21st Century Management: A Reference Handbook,* Wankel, C. (Ed), pages 386-398

***Translated and published in French language in the book titled “Les stratégies de coopétition. Rivaliser et coopérer simultanément", Yami S., Le Roy F. & Pellegrin-Boucher E (Editors).***

\*Offstein, E. H., Madhavan, R. and Gnyawali, D. R. 2006. “Pushing the Frontier of LMX Research: The Contribution of Triads.” Chapter 5 in *Sharing Network Leadership, 4:* 95-117. George B. Graen (Ed.), Greenwich CT: Information Age Publishing, Inc.

Gnyawali, D. R. and Tyler, B. 2005. “Cause Mapping In Strategic Management Research: Processes, Issues, and Observations.” *Research Methodology in Strategy and Management*, 2: 225-258.

#### Published Conference Proceedings

\* Song, Y, Gnyawali, DR, and Qian, L. 2021. “From Early Curiosity to Space Wide Web: Emergence of the Small Satellite Innovation Ecosystem". *Best Paper Proceedings,* Academy of Management.

Ritala, P., Stenroos, LA., & Gnyawali, DR. 2020. “Co-evolution of ecosystem value proposition across institutional fields: Longitudinal Case Study. *Best Paper Proceedings,* Academy of Management.

\*Srivastava, M. K., Gnyawali, D.R., and Tallman, S. 2010 “Differential Impact of Alliance and Cluster Technological Resources on Breakthrough Innovation.” *Best Paper Proceedings,* Academy of Management.

Gnyawali, D. R. \*Singal, M. and \*Mu, S. 2007. “Inter-Subsidiary Collaboration for Knowledge: A Conceptual Model.” *Best Paper Proceedings,* Academy of Management.

\*Mu, S. & Gnyawali, D. R. 2000. "Synergistic Knowledge Development in Cross-Major Student Groups: An Empirical Examination." *Best Paper Proceedings,* Academy of Management, C1-C6.

**This paper received the MED Division’s Best Paper Award (2000).**

Gnyawali, D. R., Stewart, A. C., & Grant, J. H. 1997. “Creation and Utilization of Organizational Knowledge: An Empirical Study of the Effects of Organizational Learning on Strategic Decision Making.” *Best Paper Proceedings,* Academy of Management, 16-20.

**\*** Offstein, E. H., & Gnyawali, D. R. 2004. "A Humanistic Perspective of Firm Competitive Behavior.” *Competition Forum,* Proceedings of the American Society for Competitiveness.

Gnyawali, D. R. 1999. "Inter-Organizational Learning Dynamics: Roles of Networks on Knowledge Creation." *Proceedings of the 3rd International Conference on Organizational Learning*, 465-478. Lancaster University, Lancaster, UK.

Sheetz, S. D., Tegarden, D. P., Tegarden, L. F., Poppo, L., & Gnyawali, D. R. 1999. "A WWW-Based Group Cognitive Mapping Approach to Support Case-Based Learning." *Best Paper Proceedings of the Association for Information Systems,* 148-150. Americas Conference on Information Systems (AMCIS), Milwaukee, WI.

Gnyawali, D. R. 1994. "Organizational Learning for Corporate Entrepreneurship: An Integrated Perspective." *Managing for Our Future: Proceedings of the Thirty-First Annual Meeting*, 167-170. Eastern Academy of Management, Albany, NY.

**Other Publications**

Singal, M. and Gnyawali, D.R. 2016. “Strategy and Ethics”. Forthcoming in *Encyclopedia of Business Ethics and Society*, Kolb, R.W. (Editor)., Sage publications, 2nd Edition.

Gnyawali, D. R. and \*Offstein, E. H. 2008. “Human Capital”. *Encyclopedia of Business Ethics and Society.* Colb, R. W. (Editor). Sage Publications, pp. 1073-1076.

Gnyawali, D. R. and \*Singal, M. 2008. “Strategy and Ethics”. *Encyclopedia of Business Ethics and Society.* Colb, R. W. (Editor). Sage Publications, pp. 2014-2018.

##### EDITORIAL SERVICE

## Editorship

* Associate Editor, *Journal of Management,* July 2014 – 2018
* Special Issue Editor, *Long Range Planning* (2017-2019)

## Editorial Board Memberships

## *Academy of Management Review*, 2009-2017

## *Journal of Management*, 2008-2014, 2018-2020

## *Small Enterprise Research*, 2008-2012

## *Information Systems Research*, Special Issue on Digital Systems and Competition (2008-2009)

## *Organizational Analysis (*2003-2006*)*

## Reviewer for Best Papers/ Research Awards

* Strategic Management Research Foundation, 2015, 2016, 2017
* Strategic Management Society conference, 2015, 2016
* *Academy of Management Review,* 2011

## Reviewer for Journals, Conferences, and Awards

* Ad-hoc Reviewer, *Research Policy*
* Ad-hoc Reviewer, *Academy of Management Journal*
* Ad-hoc Reviewer, *Organization Science*
* Ad-hoc Reviewer, *Journal of Management Studies*
* Ad-hoc Reviewer, *Strategic Management Journal*
* Ad-hoc Reviewer, *Management Learning*
* Reviewer, *Journal of Small Business Management,* Special Issue on Technology and Innovation, 2008
* Reviewer, Strategic Management Society Annual Conferences
* Reviewer, Strategy Research Foundation, 2015
* Reviewer, SMS Special Conference in Rome, 2015-2016
* Reviewer, BPS Division, Academy of Management Meetings
* Reviewer, OMT Division, Academy of Management Meetings
* Reviewer, MOC Division, Academy of Management Meetings

**Other Review Services**

* University of Texas, Arlington. External Review for Promotion to Associate Professor, 2021
* New Jersey Institute of Technology. External Review for Tenure and Promotion, 2021
* University of Kentucky. External Review for Promotion to Associate Professor, 2019
* IIM Bangalore. External Review for Promotion to Full Professor, 2019
* University of Central Florida, External Review for Promotion to Associate Professor
* George Mason University, External Review for Promotion to Full Professor, 2018
* University of Kentucky, External Review for Promotion to Full Professor, 2016
* Israel Science Foundation, Research Proposal for Competitive Research Grant 2016
* Korea Advanced Institute of Science and Technology (KAIST) Business School, review for promotion to professor 2015
* External Dissertation Examiner, University of Catania, Italy, 2012 (2 dissertations)
* Queen’s University, Canada. Review of assistant professor, 2011
* Rensselaer Polytechnic Institute, review for tenure and promotion to associate professor, 2011
* University of Texas Arlington, review for tenure and promotion to associate professor, 2010
* Social Sciences and Humanities Research Council of Canada, research proposal titled “Information Technology and Managerial Peripheral Vision: A Network Analysis Perspective”, 2010
* Lappeenranta Institute of Technology, Finland, External Examiner and Opponent of Doctoral Dissertation, 2010

#### CONFERENCE PRESENTATIONS

Gnyawali, D.R. “Managing Interdependence in Strategic Alliances”. Presented at a Symposium at the 2023 International Conference of the Strategic Management Society, Toronto, Canada.

Roehrich, J., Squire, B., Taubeneder, R., Tyler, B., & Gnyawali, D.R. 2023. “Managing Coopetition in a Multiparty Supplier Alliance”. 2023 Academy of Management Conference, Boston.

Gnyawali, D.R. & Oliveira, N. 2022. “Toward a Behavioral Theory of Partner Interdependence in Strategic Alliances.” Presented at the 2022 International Conference of the Strategic Management Society, London, England.

Ryan Charleton, T. Gnyawali, D.R., and Oliveira, N. 2021. “Integrating Strategic Alliance Outcomes and Illuminating the Frictions that Derail Them.”. 2021 Strategic Management Society International Conference, Toronto, Canada.

\* Song, Y, Gnyawali, DR, and Qian, L. 2021. “The Emergence and Evolution of the Small Satellite Innovation Ecosystem.” 2021 Strategic Management Society International Conference, Toronto, Canada.

Ryan Charleton, T. & Gnyawali, D.R. 2021. Value Creation and Tension in Coopetition: The Emergence of Virtuous and Vicious Cycles. 2021 Annual Meeting of the Academy of Management (Virtual Conference).

\* Song, Y, Gnyawali, DR, and Qian, L. 2021. “From Early Curiosity to Space Wide Web: Emergence of the Small Satellite Innovation Ecosystem". 2021 Annual Meeting of the Academy of Management (Virtual Conference).

Ryan Charleton, T. & Gnyawali, D.R. 2020. “Value Creation and Value Capture in Strategic Alliances: Review, Integration and a Research Agenda.” Strategic Management Society International Conference, London.

Ritala, P., Stenroos, LA., & Gnyawali, DR. 2020. “Co-evolution of Ecosystem Value Proposition across Institutional Fields: Longitudinal Case Study. Academy of Management Conference, Vancouver, BC.

\* Song, Y, Gnyawali, DR, and Qian, L. 2020. “How Does the Innovation Ecosystem Influence Industry Evolution? Evidence from the Satellite Industry.” SMS Special Conference in Berkeley.

\*Asgari, E., Gnyawali, D., & \*Srivastava, M.K. 2019. “Novel Pursuits: The Interactive Role of CEO’s Scientific Knowledge and Scientist’s Business Knowledge.” Presented at the Academy of Management Annual Conference, Boston, MA.

Raza-Ullah, T., Bengtsson, M. & Gnyawali, D. R. 2019. “Paradoxical Tension and Firm Performance: The Contingent Role of Coopetition Capability”. Presented at the Academy of Management Annual Conference, Boston, MA.

Raza-Ullah, T., Bengtsson, M. & Gnyawali, D. R. 2019. “Dealing with the Dark Side of Coopetition”. Presented at the EURAM 2019 Conference Lisbon, Portugal.

**This paper received the 2019 Best Paper Award from the Strategic Management Collaborative Strategies Track.**

Gnyawali, D.R. & Ryan Charleton, T. 2018. Unpacking Coopetition: Nuances of Simultaneity and Value Creation. Paper Presentation at the 2018 Academy of Management Conference, Chicago.

Ryan Charleton, T. & Gnyawali, D.R., 2018. “Divergence and Convergence of Coopetition Research: Bridging the Conversations and Shaping the Research Agenda. Paper Presentation at the 2018 Annual Conference of the European Academy of Management, Reykjavik, Iceland.

Gnyawali, D. R. 2018. “Exploring the Coopetition Paradox: Bridging Paradox and Coopetition Research”. Professional Development Workshop Presentation at the 2018 Academy of Management Conference, Chicago.

Gnyawali, D. R. 2018. “Mechanisms for Value Creation in Coopetition”. Presentation at the Symposium titled The Role of Coopetition on Innovation, Value Creation and Value Capture. 2018 Academy of Management Conference, Chicago.

\*Song, Y., Gnyawali, D.R., \*Srivastava, M., \*Asgari, E. 2017. “Role of Absorptive Capacity: Meta-Analysis Findings and Implications”. Presented at the kick-off session of the Strategic Management Track, European Academy of Management, Glasgow, UK.

Bez, S. M., Le Roy, F., Dameron, S. & Gnyawali, D. R. 2017. “Unconventional Strategy: Why Enabling a Competitor can be Beneficial for Innovation”. 2017 conference of the Strategic Management Society, Houston, TX.

Gnyawali, D.R. and Ryan Charleton, T. 2017. “Divergence and Convergence of Coopetition Research: Bridging the Conversations and Shaping the Research Agenda”. Annual Meeting of the Academy of Management, Atlanta, GA.

\*Song, Y, and Gnyawali, D.R. 2017. “Innovation Choices in Emerging Industries” Annual Meeting of the Academy of Management, Atlanta, GA.

\*Song, Y, and Gnyawali, D.R. 2016. “The Absorptive Capacity Spectrum: An Investment, a Capability, and a Process Which Matters the Most?” Annual Meeting of the Academy of Management, Anaheim, CA.

\*Srivastava, M. K., Gnyawali, D. R. and Tallman, S. 2016. “Firm Technological Capability, Geographic Cluster and Alliance Network Resources, and their Differential Effects on Firm Innovation.” Presented at the 2016 Fourth Pan – IIM World Management Conference, India.

**This paper received the Best Paper Award from the conference**

Luo, Y. Gnyawali, DR, and Bu, J. 2016. “Co-opetition, capabilities, and environments: How do they work together in shaping firm performance?” Annual Meeting of the Academy of Management, Anaheim, CA.

Bez, S.M., Le Roy, F. Dameron, S. and Gnyawali, D. R. 2016. “Open innovation between competitors.” 2nd World Open Innovation Conference, Barcelona, Spain.

\*Song, Y. and Gnyawali, D. R. 2015. “Does Absorptive Capacity Really Matter? Insights from Meta-Analysis.” 2015 conference of the Strategic Management Society, Denver.

\*Zhou, S., Gnyawali, D. R., and \*Srivastava, M.K. 2015. “When does Familiarity Matter? Benefitting from Alliance Partners’ Pioneering Knowledge for Innovation”. 2015 conference of the Strategic Management Society, Denver.

\*Song, Y. and Gnyawali, D. R. 2015. “How Does Absorptive Capacity Matter in Leveraging External Knowledge? Insights from Meta-Analysis”. Annual Meeting of the Academy of Management, Vancouver, Canada.

\*Zhou, S., Gnyawali, D. R., and \*Srivastava, M.K., Song, Y. 2015. "When Do Alliances Become Unattractive for Knowledge Search? The Role of Innovation Performance" Annual Meeting of the Academy of Management, Vancouver, Canada.

\*Zhou, S., Gnyawali, D. R., and \*Srivastava, M.K., Song, Y. 2014. “How Prior Performance and Technological Strength Impact Knowledge Utilization: A Behavioral Explanation.”. Annual Meeting of the Academy of Management, Philadelphia.

Ritala, P., Gnyawali, D. R., and Jarvi, K. 2014. “Configuration of Innovation Networks: A Conceptual Framework.” Annual Meeting of the Academy of Management, Philadelphia.

\*Zhou, S. and Gnyawali, D. R. 2013. Pooling and Leveraging Knowledge in Changing Networks: The Role of Network Vitality on Innovation. Annual Meeting of the Academy of Management, Orlando, FL

\*Srivastava, M., and Gnyawali, D.R. 2012. Trapped By Your Knowledge Competencies? Impact of Alliance Portfolio Unique Patents On Firm Innovation Quality. International Conference of the Strategic Management Society, Prague, Czech Republic.

Gnyawali, D. R., Madhavan, R.M., He, J. and Bengtsson, M. 2012. “Contradictions, Dualities and Tensions in Cooperation and Competition: A Capability Based Framework." Annual Meeting of the Academy of Management, Boston, MA.

\*Ji, X. and Gnyawali, D. R. 2012. “An International Ambidexterity Model to Understand New Venture Internationalization and Growth.” Annual Meeting of the Academy of Management, Boston, MA.

\*Zhou, S., Gnyawali, D. R. and \*Srivastava, M.K. 2012. “Network Dynamism and Firm Innovation: A Knowledge Based Perspective”. Annual Meeting of the Academy of Management, Boston, MA.

Gnyawali, D. R. 2011. “Role of Tension in Co-Opetition” Presentation in the Showcase Symposium titled “From Cooperation and Competition to Co-Opetition Strategy.” International Conference of the Strategic Management Society, Miami, FL.

\*Srivastava, M., Gnyawali, D. R., and Hatfield, D.E. 2011. “Lost In Your World? Role of Behavioral Orientation On The Impact Of Alliance Portfolio On Innovation.” Annual Meeting of the Academy of Management, San Antonio, TX.

\*Ji, X (Fiona), Gnyawali, D. R., and Hatfield, D. E. 2011. “Ambidexterity of International New Ventures: A Conceptual Model.” Annual Meeting of the Academy of International Business, Nagoya, Japan.

Gnyawali, D. R. and \*Park, B.J. 2010. “Co-opetition between Sharks: Drivers and Consequences of Collaboration between Large Competitors.” Mid-Atlantic Strategy Colloquium, College Park, MD.

Gnyawali, D. R., and \*Park, B.J. 2010. “Tensions are High When Giants Engage in Co-Opetition.” International conference of the Strategic Management Society, Rome, Italy.

\*Srivastava, M.K, Gnyawali, D.R. and \*Lan, H 2010. “Making the Most of What You Have: Impact of Alliance Portfolio Characteristics on Technological Innovations.” International Conference of the Strategic Management Society, Rome, Italy.

•Srivastava, M. K. and Gnyawali, D.R., and Tallman, S. 2010. “Differential Impact of Alliance Network and Cluster Resources on Breakthrough Innovation”. Annual Meeting of the Academy of Management, Montreal, Canada.

\*Srivastava, M. K. and Gnyawali, D.R. 2009. “Impact of Relational Resources on Breakthrough Innovation: Evidence from U.S. Semiconductor Industry.” Annual meeting of the Academy of Management, Chicago, IL.

\*Park, B.J., Gnyawali, D. R., and \*Srivastava, M. K. 2009. “Collaborate, Compete, and Innovate: Effects of Alliance Portfolio Resources and Competitive Attributes on Firm Innovation.” Annual meeting of the Academy of Management, Chicago, IL.

Gnyawali, D.R. and \*Park, B.J. 2009. “Co-Opetition and Technological Innovation in Small and Medium Enterprises.” International Workshop on Co-Opetition and Entrepreneurship, Montpellier, France.

\*Ji, X (Fiona) and Gnyawali, D.R. 2009. “New Ventures in the Flat World: Role of Learning and Opportunity Identification on New Venture Internationalization.“ Academy of International Business, San Diego, CA.

Gnyawali, D.R., Fan, W., & Penner, J. 2009. “Competitive Actions and Dynamics in the Digital Age: An Empirical Investigation of Social Networking Firms.” Symposium held at Rensselaer Polytechnic Institute, NY.

\*Srivastava, M. K. and Gnyawali, D. R. 2008. “All That Glitters is Not Gold: The Impact of Network and Cluster Technological Resources on the Breakthrough Innovations.” International Conference of the Strategic Management Society, Cologne, Germany.

Gnyawali, D.R. and \*Park, B.J. 2008. “Co-Opetition and Technological Innovation in SMEs: A Multi-Level Conceptual Model.” Annual Meeting of the Academy of Management, Anaheim, CA.

\*Srivastava, M. K. and Gnyawali, D. R. 2008. “Reach Out to Innovate: The Effects of Network and Cluster Resources On Firm Innovation.” Annual Meeting of the Academy of Management, Anaheim, CA.

Gnyawali, D. R. and \*Park, B.J. 2008. “Drivers of Co-Opetition for Technological Innovation.” Conference on Co-Opetition Strategy Organized by the European Institute for Advanced Studies in Management (EIASM), Madrid, Spain.

**This paper received the Best Paper Award from the conference**

Gnyawali, D. R. and \*Srivastava, M. 2007. “Leverage Your Network and Innovate: The Effects of Inter-Firm Network Orientations on Breakthrough Innovations.” International Conference of the Strategic Management Society, San Diego, CA.

Gnyawali, D. R. and \*Park, B. 2007. “Co-Opetition for Technological Innovation: An In-Depth Exploratory Study.” International Conference of the Strategic Management Society, San Diego, CA.

Gnyawali, D. R. \*Singal, M. and \*Mu, S. 2007. “Inter-Subsidiary Collaboration for Knowledge: A Conceptual Model.” Annual Meeting of the Academy of Management, Philadelphia, PA.

\*Park, B. and Gnyawali, D. R. 2007. “Co-opetition in the Context of Technological Innovation: A Conceptual Model.” Annual Meeting of the Academy of Management, Philadelphia, PA.

\*Srivastava, M. and Gnyawali, D. R. 2007. “Redundant or Complementary? Effects of Inter-Firm Network and Cluster On Firm Innovation.” Annual Meeting of the Academy of Management, Philadelphia, PA.

\*Srivastava, M. and Gnyawali, D. R. 2006. “Collaborate or Co-Locate? Effects of Inter-Organizational Network and Cluster On Firm Innovation.” International Conference of the Strategic Management Society, Vienna, Austria.

\*Offstein, E., Madhavan, R. and Gnyawali, D.R. 2006. “Pushing the Frontier of LMX Research: The Contribution of Triads.” Annual Meeting of the Academy of Management, Atlanta, GA.

\*Offstein, E., Shah, A. and Gnyawali, D. R. 2006. “Effects of CEO-BOD Mentoring on Firm Competitive Behavior.” Annual Meeting of the Academy of Management, Atlanta, GA.

\*Srivastava, M. and Gnyawali, D. R 2006. “Overcoming Innovation Barriers: An Ego Network Perspective.” 3rd Annual Meeting of the Atlanta Competitive Advantage Conference, Atlanta, GA.

\*Srivastava, M. and Gnyawali, D. R. 2005. “Restructure Your Network to Innovate: The Importance of Network Dynamics on Firm Innovation.” International Conference of the Strategic Management Society, Orlando, FL.

Gnyawali, D.R. and Tyler, B. 2005. “Cause Mapping In Strategic Management Research: Processes, Issues, And Observations.” Annual Meeting of the Academy of Management, Honolulu, HI.

\*Offstein, E. H. and Gnyawali, D. R. 2005. "You Get What You Pay For: Impact of Top Management Team Incentive Pay on Firm Competitive Behavior." Annual Meeting of the Academy of Management, Honolulu, HI.

\*Mu, S. & Gnyawali, D. R. 2005. “Exploration Exploitation: The Effects of Subsidiary Learning Strategy on Knowledge Outcomes.” Annual Meeting of the Academy of Management, Honolulu, HI.

\*Offstein, E. H. & Gnyawali, D.R. 2004. “It Pays To Behave: Firm Competitive Behavior As A Determinant of CEO Pay.” Annual Meeting of the Academy of Management, New Orleans, LA.

**This paper won the Best Doctoral Student Paper Award (selected among all papers in which the first author or the sole author is a doctoral student).**

\*Offstein, E. H. and Gnyawali, D. R. 2004. "A Humanistic Perspective of Firm Competitive Behavior." Annual Meeting of the American Society for Competitiveness, Washington D. C.

**This paper received the Best Conceptual Paper Award from the Conference.**

\*Srivastava, M. & Gnyawali, D. R. 2004. “Toward an Ego Network Theory of Innovation”. Annual Meeting of the Academy of Management, New Orleans, LA.

Gnyawali, D. R., \*Offstein, E. and \*Srivastava, M. 2003. “Intersection between Executive Compensation and Competitive Strategy: Empirical Evidence From The U.S. Pharmaceutical Industry.” International Conference of the Strategic Management Society, Baltimore, MD.

**This paper was selected as one of the finalists for the SMS/McKinsey Best Paper Award.**

\*Mu, S. & Gnyawali, D. R. 2003. “Inter-Subsidiary Tie Formation: Administrative Manipulation of the HQ or Voluntary Choice of Subsidiaries?” Annual Meeting of the Academy of Management, Seattle, WA.

\*Offstein, E., Gnyawali, D. R., and \*Srivastava, M. 2003. “Executive Compensation and Firm Competitive Behavior.” Annual Meeting of the Academy of Management, Seattle, WA.

Madhavan, R., Gnyawali, D. & He, J. 2003. “Learning In Competitor Alliance Networks: An Empirical Investigation.” Annual Meeting of the Academy of Management, Seattle, WA.

Gnyawali, D. R. 2002. “Learning by Collaboration: Roles of Interfirm Networks in Enhancing Knowledge Advantage.” Annual Meeting of the Academy of Management, Denver, CO.

Gnyawali, D. R., He, J., & Madhavan, R. 2002. “Network Structure and Competitive Behavior: Empirical Evidence from the Global Steel Industry.” Annual Meeting of the Academy of Management, Denver, CO.

Gnyawali, D. R. 2001. **“**Inter-Organizational Learning: Enhancing Knowledge Advantage Through Inter-Firm Networks.” International Conference of the Strategic Management Society, San Francisco, CA.

Gnyawali, D. R. & Madhavan, R. 2000. "The Structural Embeddedness of Competitive Behavior: Theory and Empirical Evidence." International Conference of the Strategic Management Society, Vancouver, Canada.

Gnyawali, D. R. & Madhavan, R. 2000. "The Network Structure of Competition: A Structural Embeddedness Perspective of Competitive Dynamics." *Showcase Symposium* entitled "The Embeddedness of Competitive Behavior: Emerging Perspectives" Annual Meeting of the Academy of Management, Toronto, Canada.

\*Mu, S. & Gnyawali, D. R. 2000. "Synergistic Knowledge Development in Cross-Major Student Groups: An Empirical Examination." Annual Meeting of the Academy of Management, Toronto, Canada.

Tyler, B. & Gnyawali, D. R. 1999. "Innovative Capabilities: The Role of Manager’s Knowledge, Learning, and Perception of New Product Performance." International Conference of the Strategic Management Society, Berlin, Germany.

Sheetz, S. D, Gnyawali, D. R., Tegarden, L. F., Tegarden, D. P., & Poppo, L. 1999. "Visualizing and Evaluating Student Understanding of Strategic Management: Using Cognitive Maps for Case Analysis." Annual Meeting of the Academy of Management, Chicago, IL.

Sheetz, S. D., Tegarden, D. P., Tegarden, L. F., Poppo, L., & Gnyawali, D. R. 1999. "A WWW-Based Group Cognitive Mapping Approach to Support Case-Based Learning." Association for Information Systems 1999 Americas Conference on Information Systems (AMCIS), Milwaukee, WI.

Gnyawali, D. R. 1999. "Dynamics of Inter-Organizational Learning: Learning Processes and Organizational Knowledge." 3rd International Conference on Organizational Learning, Lancaster, England.

Gnyawali, D. R. 1998. "Dynamics of Collaboration and Competition: How Inter-Firm Networks Influence Knowledge Flows and Competition." Annual Meeting of the Strategic Management Society, Orlando, FL.

Gnyawali, D. R. 1998. "Competition through Collaboration: Roles of Inter-Organizational Networks on Competitive Dynamics." Annual Meeting of the Academy of Management, San Diego, CA.

Gnyawali, D. R. & Stewart, A. C. 1998. "Addressing Measurement Challenges in Organizational Learning Research: Use of A Rich Organizational Simulation." Academy of Management Midyear Conference on “Organizational Learning: Moving from Theory to Research” held at George Washington University.

Stewart, A. C. & Gnyawali, D. R. 1998. "Examining the Organizational Learning System: Measurement and Data Aggregation Issues at Three Levels of Analysis." Academy of Management Midyear Conference on “Organizational Learning: Moving from Theory to Research" held at George Washington University.

Gnyawali, D. R., Stewart, A. C., & Grant, J. H. 1997. “Creation and Utilization of Organizational Knowledge: An Empirical Study of the Effects of Organizational Learning on Strategic Decision Making.” Annual Meeting of the Academy of Management, Boston, MA.

Stewart, A. C. & Gnyawali, D. R. 1997. “Facilitating Knowledge in Multinational Corporations: Configuring MNC Intra-Organizational Networks to Enhance Organizational Learning.” Annual Meeting of theAcademy of Management, Boston, MA**.**

Gnyawali, D. R., Grant, J. H., & Stewart, A. C. 1996. "Organizational Learning Effects on Strategic Decision Outcomes: An Empirical Examination.” International Conference of the Strategic Management Society, Phoenix, AZ.

Stewart, A. C. & Gnyawali, D. R. 1996. "Knowledge Flows in Multinational Organizations: The Role of Organizational Learning." International Conference of the Strategic Management Society, Phoenix, AZ.

Gnyawali, D. R. & Stewart, A. C. 1996. “An Empirical Examination of the Effects of Organizational Learning on Strategic Decision Outcomes.” Center for Creative Leadership, Greensboro, NC. A related presentation was made in December 1994.

Gnyawali, D. R. 1995. "Toward a Theory of Competitive Dynamics." Annual Meeting of the Academy of Management, Vancouver, Canada.

Gnyawali, D. R. & Stewart, A. C. 1994. "An Integrative Framework of Organizational Learning: Content, Process, and Outcomes.” Annual Meeting of the Academy of Management, Dallas, TX.

Gnyawali, D. R. & Grant, J. H. 1994. "Organizational Learning and Decision-Making in the Process of Corporate Venture Development.” Annual Meeting of the Academy of Management, Dallas, TX.

Gnyawali, D. R. 1994. "Organizational Learning for Corporate Entrepreneurship: An Integrated Perspective." Eastern Academy of Management Meetings, Albany, NY.

Ray, D. M. et al. 1992. "Evaluation of CEFE Entrepreneurship Training Programs in Asia.” Babson Entrepreneurship Research Conference, INSEAD, France.

**CONFERENCE ORGANIZER**

* Co-organizer, Special Conference of the Strategic Management Society, Rome 2016
* Organizer, Doctoral Student Workshop, Strategic Management Society Special Conference in Rome, 2016
* Co-Organizer, Conference on co-opetition strategy, Umea, Sweden, 2014
* Organizer, Mid-Atlantic Strategy Colloquium held at Virginia Tech, February 15-16, 2013

**DISCUSSANT, SESSION CHAIR, PANELIST**

* Session Chair, Expanding the Toolbox for Improving Exchange Relationships. Strategic Management Society Conference, London, England.
* Session Chair, “Ecosystems”. Strategic Management Society Conference, Toronto, Canada (virtual conference), 2021
* Panelist, “The Dynamics of Cooperation and Competition in Ecosystems versus

Alliances and Networks.” Strategic Management Society Professional Development Workshop, London, 2020

* Panelist, “the Interplay of Competition and Cooperation”. Strategic Management Society Professional Development Workshop, Minneapolis, 2019
* Session Organizer, “Building a Stronger Strategic Management Community: Lessons from the Past Forty Years”. 2018 Conference of the Strategic Management Society. This session brought together over a dozen scholars who were attendees at the landmark Pittsburgh Conference held in 1977 in Pittsburgh, PA that coined the term “Strategic Management”
* Panelist, Professional Development Workshop at the 2017 Academy of Management on “The Interplay of Competition and Cooperation: Current Issues and Future Research Agenda”.
* Invited Presenter, “Developing Papers for Top-Tier Journals” Doctoral Workshop, 2017 EURAM Conference, Glasgow, UK.
* Panelist, Symposium on “Managing the Age of Disruption. 2016 Academy of Management
* Panelist, BPS Division Doctoral Student Workshop, Academy of Management, Vancouver, 2015
* Panelist, Academy of Management Professional Development Workshop on Co-Opetition Strategy, August 2013
* Panelist, Academy of Management Professional Development Workshop on Alliance Portfolios, August 2012.
* Coordinator, Doctoral Student Workshop at the Mid-Atlantic Strategy Colloquium, University of North Carolina, Chapel Hill, 2011
* Coordinator, Doctoral Student Workshop at the Mid-Atlantic Strategy Colloquium, University of Maryland, College Park, 2010
* Session Chair, Coopetition Tension: Emerging Conceptual Issues, Panel discussion at the International Conference of the Strategic Management Society, Rome, Italy, September 2010.
* Session Co-Chair, Interfirm Ties and Nodes: Strategic Alliances, Joint Ventures, Regional Systems, and Business Groups. International Conference of the Strategic Management Society, Rome, Italy, September 2010.
* Co-Coordinator, Doctoral Student Workshop at the Mid-Atlantic Strategy Colloquium, North Carolina State University, 2009
* Co-Organizer, Professional Development Workshop on “Coopetition Strategy: Current Issues and Future Research Directions”, Academy of Management, Chicago, 2009
* Discussant, Mid-Atlantic Strategy Conference, 2008
* Session Chair, Strategic Management Society International Conference, 2008
* Session Chair, Strategic Management Society International Conference, 2007
* Session Chair, Strategic Management Society International Conference, 2006
* Session Chair, Strategic Management Society International Conference, 2005
* Co-Organizer, Professional Development Workshop on “The Embeddedness of Competitive Behavior: Emerging Perspectives,” Academy of Management, 2000

**DOCTORAL DISSERTATION COMMITTEES**

**Chair or Co-Chair**

1. Elham Asgari, MGT, graduated in July 2019, placed at Michigan Tech.
2. Yue Song, MGT, graduated in May 2017, placed at Auburn University
3. Shihao Zhou, MGT 2016, placed at Xian Jiao Tong-Liverpool University
4. David Thornblad, MGT 2014, placed at University of Central Oklahoma
5. Robert Park, MGT 2011, Placed at Hanyang University, Korea, now Associate Professor there
6. Fiona Ji, MGT 2011
7. Manisha Singal, MGT 2008, placed at Virginia Tech, now Associate Professor there
8. Manish Srivastava, MGT 2007, Placed at Michigan Tech, now Associate Professor there
9. Yang Xu, MGT 2006, Placed at Pennsylvania State University, New Kensington, now Associate Professor there
10. Evan Offstein, MGT 2005, Placed at Frostburg State University, now Full Professor there
11. Carolyn (Shaohua) Mu, MGT 2003, placed at Baylor University

**Committee Member**

1. Bini Maurice, Envt Design & Planning, 2016
2. Gabriel Saucedo, Accounting & Info Systems 2014
3. Jae Wan Yang, MGT 2014
4. Hanko Zeitzmann, MGT 2012
5. Xiaoping Zhao, MGT 2013
6. Angela (Yu) Zhou, College of Natural Resources, 2014
7. Amy Jahnke, College of Natural Resources, 2012
8. Richard Bonsi, College of Natural Resources 2009
9. Andy Herdman, MGT 2008
10. Ines Ghorbal, Hospitality and Tourism 2008

# SERVICE

**Professional**

* Organizer, Doctoral Student Workshop, SMS Special Conference, Rome 2016
* Co-Organizer, SMS Special Conference in Rome Strategy Challenges in the 21st Century: Innovation, Entrepreneurship and Coopetition.
* Panelist, Doctoral Student Workshop of the BPS Division of the Academy of Management, 2015
* Reviewer, Strategy Research Foundation Research Proposals, 2015
* Member, Best Paper Evaluation Committee, *Academy of Management Review* (2010)
* Member, Membership Committee of the Academy of Management (1998-2003)
  + The President of the Academy of Management sent a letter (dated June 26, 2002) to Dean Sorensen appreciating my contributions to the Committee
* Member, Internal Evaluation Team of the South East Rural Capacity Assistance Project (1999)

**Department**

* Chair, Faculty Search Committee (2013, 2015-2016)
* Chair, Graduate Studies Committee (2010-2016)
* Co-Chair, Search Committee Associate Professor of Practice (2012)
* Member, Personnel Committee (2010-2016)
* Member, Graduate Studies Committee (2008-2010)
* Member, Awards Committee (1999-2000, 2008-2009)
* Member, Faculty Search Committee (2007, 2008, 2009, 2011, 2012)
* Co-Chair, Departmental Research Seminar Coordination Committee (2002-2005)
* Faculty Advisor, Entrepreneurial Leadership Initiative to Train and Educate (ELITE) (2002-2006)
* Member, Undergraduate Committee (1999-2002)
* Faculty Advisor, Leadership Conference Planning Committee (1999)
* Honors Research Advisor to Laura Bruno (a management major) (2004-2005)
* Academic Advisor (1998-2005)

**College**

* Member, Search Committee, Director of Diversity and Inclusion (2018)
* Member, Academic Committee (2017-current)
* Member, Research Committee (2014-2016)
* Member, Promotion and Tenure Committee (2011-2013), ex-officio member (2014-2016)
* Chair, Department Head Review Committee (2012)
* Member, Graduate Studies Committee (2010-2015)
* Ex-Officio member, International Programs Committee (2010-2012)
* Member, Strategic Planning Committee (2005-2006, 2010-2012)
* Chair, International Programs Committee (2007-2008)
* Member, Department Head Search Committee (2007-2008)
* Member, International Programs Committee (2002-2008)
* Member, Diversity Committee (2004)

**University**

* Member, Promotion and Tenure Committee, Virginia Tech (2014-2016)
* Member of the Search Committee, Vice President for Outreach and International Affairs, Virginia Tech (2012)
* Member of the Search Committee, Vice President for Outreach and International Affairs, Virginia Tech (2011)
* Member of the Search Committee, Associate Vice President for International Affairs, Virginia Tech (2010-2011)
* Member of the Search Committee, Assistant Professor on East Asian Religions, Department of Religion and Culture, Virginia Tech (2010)
* Member, Commission on Outreach and International Affairs, Virginia Tech (2006-2012), representing the Pamplin College of Business
* Co-Organizer, Japan Fest Program, Virginia Tech (2008)
* Co-Organizer, Korea Workshop, Virginia Tech (2006)
* Member/Participant, East Asia Committee, Virginia Tech (2004-2013)
* Member/Commissioner, Commission on Equal Opportunity and Diversity (CEOD), Virginia Tech (2003- 2005), representing International Faculty/Staff
* Chair, CEOD Committee on Faculty Recruitment and Retention (2003-2004)
* Member, Faculty Advisory Committee, Virtual Corporation of Virginia Tech (1999-2003).
* Founding Member and Faculty Advisor, Nepalese Student Association at Virginia Tech (2004-current)

#### HONORS, AWARDS, RECOGNITIONS

**International Advisory Board**

* Member of the International Advisory Board, Umea School of Business and Economics, Umea University, Umea, Sweden (2013-current)

**Distinguished Visiting Scholar**

* Erasmus Mundus Visiting Scholar, Umea University, Umea, Sweden, Summer 2011

**Invited Research Seminar Speaker**

* University of Montpellier, France, September 2017
* University of Groningen, Netherlands, September 2016
* Lappeenranta University of Technology, Finland October 2016
* Montpellier Business School, France, July 2013
* University of Catania, Catania, Italy, March 2012
* Copenhagen Business School, Copenhagen, Denmark, May 2010
* Lappeenranta University of Technology, Finland, May 2010

**Invited Conference Speaker and University Presentations**

* Invited Research Presentation, Jagiellonian University, Poland June 2018
* Invited Research Presentation, Korea University, Korea, May 2018
* Invited Research Presentation, Hanyang University, Korea, May 2018
* Invited Speaker (with Professor Maria Bengtsson) on Co-Opetition Strategy, Ericsson Corporate Headquarters, Stockholm, Sweden, May 2016
* Keynote speaker, Global Space Innovation Conference of the International Astronautical Federation, Munich, Germany, June 2015
* Invited conference speaker, Conference on Co-Opetition Strategy, Umea University, Sweden, May 2014
* Keynote speaker, Conference on Co-Opetition Strategy, University of Economics, Katowice, Poland, September 2012
* Keynote speaker, Conference on Co-Opetition Strategy organized by the European Institute for Advanced Studies in Management, Montpellier, France, June 2010.

**External Research Awards/Recognitions**

* External Examiner of a Doctoral Dissertation, Hanken School of Economics, Finland, 2017
* Most-Cited Published Paper Award, Co-opetition Strategy Conference, Umea, Sweden 2014.
* External Committee Member on two doctoral dissertations, University of Catania, Catania, Italy, March 2012
* Opponent and External Examiner on a Ph.D. Dissertation, Lappeenranta University of Technology, Finland, May 2010
* Best Paper Award (2008, macro category), *Group & Organization Management*
* Best Paper Award (2008), Conference on Co-Opetition Strategy Organized by the European Institute for Advanced Studies in Management (EIASM), Spain
* Best Conceptual Paper Award (2005), American Society for Competitiveness
* HR Division’s Best Student Paper Award (2004), for a paper co-authored with Evan Offstein (a Ph.D. Student at Virginia Tech)
* Finalist, SMS/McKinsey Best Paper Award (2003), Strategic Management Society
* Runner-Up for the Best Paper Award (2001), *Academy of Management Review*
* Best Paper Award (2000), Management and Education Development Division, Academy of Management

**Internal (Virginia Tech) Research Awards/Recognitions**

* Research Download Award, Pamplin College of Business, 2012-2013.
* Faculty Research Excellence Award, Department of Management, 2011
* Virginia Tech Scholar of the Week, March 2010
* Warren Holtzman Research Award (2008-2009) for research on entrepreneurship, Department of Management, Virginia Tech
* Faculty Research Award (2007), Department of Management, Virginia Tech
* Faculty Research Award (2004), Department of Management, Virginia Tech

**Teaching and Service Awards**

* Excellence in International Programs (2012, 2013), Pamplin College of Business, Virginia Tech
* Outstanding Faculty in Doctoral Education Award (2011), Pamplin College of Business, Virginia Tech
* Pamplin Excellence in Teaching Award (2010), Pamplin College of Business, Virginia Tech
* Warren Holtzman Outstanding Educator Award (2010), Pamplin College of Business, Virginia Tech
* Alumni Award for Excellence in International Education (2008), Virginia Tech
* Excellence in International Programs Award (2008), Pamplin College of Business, Virginia Tech
* Pamplin Excellence in Teaching Award (2004), Pamplin College of Business, Virginia Tech
* Warren Holtzman Outstanding Educator Award (2004), Pamplin College of Business, Virginia Tech

**Other Honors/Recognitions**

* Inducted to Phi Beta Delta, International Honor Society, Gamma Omega Chapter (2005), Virginia Tech
* Outstanding Reviewer (2001), BPS Division of the Academy of Management
* Hubert Humphrey Fellow (1990-1991), University of Pittsburgh
* Biographee, 11th edition of Marquis Who Is Who in the World (1993)
* Biographee, 25th edition of Marquis Who Is Who in the East (1994)

**MEMBERSHIP IN ACADEMIC ORGANIZATIONS**

* Academy of Management, 1993-current
* Strategic Management Society, 1996-current
* Academy of International Business

**POSITIONS HELD IN PROFESSIONAL ORGANIZATIONS PRIOR TO JOINING THE ACADEMIA**

* International Consultant, Technonet Asia, Singapore (August-December, 1991)
  + Initiated and conducted several programs in the Asia-Pacific Region for the promotion of entrepreneurial businesses.
  + Conducted a Training of Trainers’ Course in Bali, Indonesia, for a group of international trainers.
* International Consultant/Trainer, Technonet Asia, Singapore (June 1990)
  + Conducted a Training of Trainers’ course for a group of international trainers in Bangkok, Thailand
* International Consultant/Trainer, German Agency for Technical Cooperation, Germany (March-April, 1990).
  + Conducted a Training of Trainers’ Course for Turkish officials in Germany
* Consultant, The World Bank, Washington D.C. (May-June, 1991).
  + Conducted research on small and micro enterprise development programs and prepared a report
* Project Manager(1989-1990), Kathmandu, Nepal
  + Chief Executive Officer of the Small Business Promotion Project, a joint undertaking of the Government of Nepal and the German Agency for Technical Cooperation, Germany.
* Assistant Secretary and Consultant(1986-1989), Kathmandu, Nepal
  + Assistant Secretary, Ministry of Industry, Government of Nepal. Worked as Project In-Charge at the Small Business Promotion Project, which was responsible for the design and implementation of a wide variety of entrepreneurship and small business development programs throughout the country. Also worked as a short-term consultant German Agency for Technical Cooperation, GTZ, in Malawi, (Aug.-Oct., 1987).
* Manager/Project In-Charge(1984-1986), Kathmandu, Nepal
  + Small Business Promotion Project, New Business Creation. Responsible for the planning and implementation of training and counseling services in a joint program of the Government of Nepal and German Agency for Technical Co-operation, Germany.
* Small Business Development Officer(1980-1984), Kathmandu Nepal.
  + Officer of the Government of Nepal. Responsible for the development and administration of small scale-enterprises in two regions.