

**Glenn Hoetker**  
HMSTrust Chair in Social Innovation &  
Professor of Business Strategy  
Melbourne Business School  
University of Melbourne

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Australia  
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## **I. EDUCATION**

Ph.D., International business, University of Michigan, 2001  
Committee: Will Mitchell, Joanne Oxley, Mark Mizruchi, Robert Franzese (political science), Mark West (law)  
M.S., Economics, University of Michigan, 1999  
M.S., Library and information science, University of Illinois, 1991  
B.A., Japanese studies and mathematics, Earlham College, 1988

## **II. ACADEMIC POSITIONS**

### *Melbourne Business School*

HMSTrust Chair in Social Innovation & Professor of Business Strategy, 2018 to present

### *Arizona State University*

Professor and Dean's Council Distinguished Scholar, Department of Management, W.P. Carey School of Business, 2014 to 2018  
Affiliate Professor, Department of Supply Chain Management, W.P. Carey School of Business, 2013 to 2018  
Senior Sustainability Scholar, Julie Ann Wrigley Global Institute of Sustainability, 2011 to 2018  
Faculty Fellow, Center for Science, Law and Innovation, Arizona State University, 2011 to 2018  
Faculty Affiliate, Center for Organization Research and Design, Arizona State University, 2014 to 2018  
Affiliate Professor, Sandra Day O'Connor College of Law, 2011 to 2018  
Associate Professor and Dean's Council Distinguished Scholar, Department of Management, W.P. Carey School of Business, 2011 to 2014

### *University of Illinois*

Associate professor of strategy & international business, 2007 to 2011, and Julian Simon Faculty Fellow in Business, 2009 to 2011  
Director, Center for International Business Education and Research (CIBER), 2009 to 2011  
Associate professor of law (by courtesy), 2007 to 2011  
Associate professor, Institute for Genomic Biology, 2007 to 2011  
Assistant professor of strategy, 2001 to 2007  
Resident associate, Center for Advanced Study, 2007 to 2008  
Faculty affiliate, Academy for Entrepreneurial Leadership, 2005 to 2011  
Faculty affiliate, Center for East Asian and Pacific Studies, 2001 to 2011

### III. PUBLICATIONS

#### A. Articles in Refereed Journals

1. Mellewigt, Thomas, Glenn Hoetker, and Martina Lütkevitte. "Avoiding high opportunism is easy, achieving low opportunism is not: A QCA study on curbing opportunism in buyer-supplier relationships." *Organization Science* 29, no. 6 (December 2018): 1208–1228.  
  
Finalist, 2019 Industry Studies Association Ralph Gomory Best Industry Studies Paper Award.
2. Lee J, Hoetker G, Qualls W. 2015. "Alliance experience and governance flexibility". *Organization Science* 26(5): 1536–1551
3. Sears J, Hoetker G. 2014. "Technological overlap, technological capabilities, and resource recombination in technological acquisitions". *Strategic Management Journal* 35(1): 48-67
4. Krzeminska A, Hoetker G, Mellewigt T. 2013. "Reconceptualizing plural sourcing". *Strategic Management Journal* 34: 1614-1627
5. Qian, L., Agarwal, R., & Hoetker, G. "Configuration of value chain activities: The effect of pre-entry capabilities, transaction hazard and industry evolution on the decision to internalize." *Organization Science*, 2012, 23(5): 1330-1349.
6. Hoetker, G., Ginsburg, T., "Liberalization and litigation: Evidence from Japan", *Washington University Global Studies Law Review*, Vol. 8, 2009, pp. 303-315. Reprinted in  
  
Antons, Christopher and Roman Tomasic, eds. *Law and Society in East Asia*, 2011.
7. Ganco, M, Hoetker, G., "NK modeling methodology in the strategy literature: Bounded search on a rugged landscape." *Research Methodology in Strategy and Management*, 2009, pp. 237-268.
8. Hoetker, G., Mellewigt, T., "Choice and performance of governance mechanisms: Matching alliance governance to asset type", *Strategic Management Journal*, Vol. 30, No. 10, 2008, pp. 1025-1044.
9. Agarwal, R, Hoetker, G., "A Faustian bargain? The growth of management and its relationship with related disciplines. *Academy of Management Journal* Vol. 50, No. 6, 2007, 1304-1322.
10. Hoetker, G., "The use of logit and probit models in strategic management research: Critical issues", *Strategic Management Journal*, Vol. 28, No. 4, 2007, pp. 331-343.
11. Hoetker, G., Agarwal, R, "Death hurts, but it isn't fatal: The post-exit diffusion of knowledge created by innovative companies", *Academy of Management Journal*, Vol. 50, No. 2, April, 2007. [Stephan Schrader Best Paper award, Academy of Management]
12. Hoetker, G., Swaminathan, A., Mitchell, W., "Modularity and the impact of buyer-supplier relationships on the survival of suppliers", *Management Science*, Vol. 53, No. 2, 2007, pp. 171-191.
13. Ginsberg, T., Hoetker, G., "The unreluctant litigant? An empirical analysis of Japan's turn to litigation", *Journal of Legal Studies*, Vol. 35, No. 1, January, 2006, pp. 31-59. Reprinted in  
  
Merryman, John, John Haley and David S. Clark, *The Contemporary Civil Law Tradition: Europe, Latin America, and East Asia*, Matthew Bender & Co., 2015.  
  
De Geest, Gerrit, *Economics of Comparative Law*, Edward Elgar, 2009.  
  
Milhaupt, Curtis, J. Mark Ramseyer and Mark D. West, *The Japanese Legal System: Cases, Codes and Commentary*, Foundation Press, 2006, pp. 169-177.  
  
Scheiber, Harry N. and Laurent Mayal, *Emerging Concepts of Rights in Japanese Law*, University of California-Berkeley (Robbins Collection) 2006.

14. Hoetker, G., "Do modular products lead to modular organizations?" *Strategic Management Journal*, Vol. 27, No. 6, June, 2006, pp. 501-518.
15. Mellewigt, T., Hoetker, G., Weibel, A., "Governing inter-organizational relationships: Balancing formal governance mechanisms and trust (Guest editor's introduction to the special issue)", *Management Revue*, Vol. 17, No. 1, January, 2006, pp. 5-9.
16. Hoetker, G., "How much you know versus how well I know you: selecting a supplier for a technically innovative component", *Strategic Management Journal*, Vol. 26, No. 1, 2005, pp. 75-96.
17. Hoetker, G., "Same rules, different games: Variation in the outcomes of "Japanese-style" supply relationships", *Advances in International Management*, Vol. 17, 2004, pp. 187-214.

#### B. Invited publications

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

#### C. Proceedings

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

#### D. Book chapters

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

#### E. Under review

1. Hoetker, G., Woo, H. "Potentially diminishing returns: Curvilinearity in strategy research" (Revision invited, *Strategic Management Journal*).
2. "Ties that bind? Pre-entry experience and the ability to leverage external relationships in the face of disruptive innovation" with P. Chen and R. Agarwal (Revision invited, *Strategic Management Journal*)
3. "Doing well by 'doing good' and 'saying good': The effects and mechanisms of environmental actions and language on employees' taking charge" with H. Gao, S. Kim and L. Mesquita (Under 1st review, *Academy of Management Journal*)

#### F. Advanced development

1. "Imitation? Environmental Signals and Similarity of Behavior in Hiring by Japanese Firms, 1974-2011" with D. Uchida (Preparing for submission, *Strategic Management Journal*)

2. Kim, J., Woo, H., Balven, R., Hoetker, G. "Putting The RBV Back Into NRBV: A Meta-Analysis Of Moderating Effects Between Environmental Strategy And Financial Performance" (Preparing for submission, *Academy of Management Journal*)
3. Decker, C., Mellewigt, T. Hoetker, G. "Does it matter if you get it wrong? Governance misalignment in buyer-supplier relationships" (Under preparation for submission, *Organization Science*)
4. "Institutional opportunities and constraints for exploration and exploitation: A cross-country analysis" with D. Mindruta and J. Albino-Pimentel (Preparing for submission to *Strategic Management Journal*)
5. "'I think I can' or 'I think I am': Untangling self-efficacy from identification, with an application to nascent entrepreneurship" with J. Kim and L. Mesquita. (Under preparation for submission, *Strategic Management Journal*)

#### IV. RECENT PRESENTATIONS

Ohio State University, 2017. "Imitation? Environmental Signals and Similarity of Behavior in Hiring by Japanese Firms, 1974-2011" with D. Uchida.

Melbourne Business School, 2017. "Imitation? Environmental Signals and Similarity of Behavior in Hiring by Japanese Firms, 1974-2011" with D. Uchida.

Melbourne Business School, 2017. "Ties that bind? Pre-entry experience and the ability to leverage external relationships in the face of disruptive innovation" with P. Chen and R. Agarwal.

Academy of Management, 2017. "The Evolution of System Architectures: Products, Organizations, and Industries."

Academy of Management, 2017. "Curbing Opportunism in Concurrent Sourcing: Which Governance Approaches are Most Effective?" with S. Bruhs and T. Mellewigt.

Academy of Management, 2017. Engaging with the Private, Public, and Nonprofit Sectors: Understanding Multisectoral Governance. Discussant.

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

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

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

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

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

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

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

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

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

- Strategic Management Society, 2015. "A Multilevel Test of Internal Mechanisms behind the Corporate Social Responsibility-Performance Link" with H. Gao, J. Kim and L. Mesquita.
- Strategic Management Society, 2014. "Can Wrong Ever Be Right? Governance Misalignment in Buyer-Supplier Relationships" with T. Mellewigt and C. Decker.
- Academy of Management, 2014. "Does It Matter If You Got It Wrong? Governance Misalignment, Opportunism and Performance " with C. Decker and T. Mellewigt
- Academy of Management, 2014. "Driving Entrepreneurial Intentions by Integrating Self-efficacy and Identification" with J. Kim and L. Mesquita.
- Stanford Project of Japanese Entrepreneurship Conference, 2014. "Who imitates when? Moderation of primary and secondary signals".
- Academy of Management, 2013. "Curbing opportunism in buyer-supplier relationship: A QCA study on effective governance mechanisms" with M. Lütkewitt and T. Mellewigt.
- Academy of Management, 2013. "Making the Pie and Splitting the Pie: Joint Value Creation and Opportunism in Volatile Environment" with H. Jiang
- Stanford Project of Japanese Entrepreneurship Conference, 2013. Discussant for S. Braguinsky *et al*, "Acquisitions, productivity, and profitability: Evidence from the Japanese cotton spinning industry".
- University of California, Irvine. 2013. "The differential ability of *de alio* and *de novo* firms when confronted with a disruptive technology" with R. Agarwal and P. Chen.
- Hitotsubashi University, Tokyo, Japan. 2013. "The differential ability of *de alio* and *de novo* firms when confronted with a disruptive technology" with R. Agarwal and P. Chen.
- Hitotsubashi University, Tokyo, Japan. 2013. "Alliance experience and accommodation in the choice of alliance governance structure" with J. Lee and W. Qualls.
- Arizona State University, Supply Chain Management Group, 2012. "The differential ability of *de alio* and *de novo* firms when confronted with a disruptive technology" with R. Agarwal and P. Chen.
- West Coast Research Symposium on Innovation and Entrepreneurship, 2012. "The differential ability of *de alio* and *de novo* firms when confronted with a disruptive technology" with R. Agarwal and P. Chen.
- Stanford Project on Japanese Entrepreneurship Conference, 2012. "Dinosaurs in the mist: Entrepreneurship with Japanese characteristics after 3/11"

## V. EDITORIAL SERVICE

### *Associate Editor*

- Strategic Management Journal, 2013 to present
- Strategic Management Review, 2018 to present

### *Editorial review boards*

- Academy of Management Journal, 2006 to 2010, 2013 to 2016
- Academy of Management Review, 2011 to 2013
- Organization Science, 2007 to present
- Strategic Management Journal, 2007 to 2013
- Strategic Organization, 2009 to present
- Strategic Science, founding member of the editorial review board, 2013 to present

*Editor for special issue*

Management Revue, 2006

*Ad hoc reviewing*

IEEE Technology and Society

Journal of International Business Studies

Management Revue

Management Science

National Science Foundation

Organizational Research Methods

Research Policy

**VI. RESEARCH GRANTS**

<i>Name</i>	<i>Funding Agency</i>	<i>Years</i>	<i>Role</i>	<i>Amount</i>
Establishment of a university center of excellence: Civilian-military dual-use technology transfer	U.S. Department of Defense	2013-2014	Co-Principal Investigator	USD997,491
The post-exit diffusion of innovation in the solar industry	ASU Global Institute of Sustainability	2013	Principal Investigator	USD27,999
Other people's failure: The benefits from failed companies for the evolution of solar technology	ASU LightWorks	2013	Principal Investigator	USD37,766
Center for International Business Education and Research	U.S. Department of Education	2011-2014	Principal Investigator	JSD1,512,000
Research grant	Kauffman Foundation	2005-2008	Co-investigator	USD665,511

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

	<i>Initial Employment</i>	<i>Significant recognition</i>
Joffa Applegate (Applied mathematics for the life and social sciences)	Arizona State University (Post-doc)	
Jisun Kim*	University of Mississippi	

	<i>Initial Employment</i>	<i>Significant recognition</i>
Sarah Brus (Freie Universität Berlin)*	Freie Universität Berlin	Tiburtius Prize for Outstanding Doctoral Dissertation
Hyun-Soo Woo	University of Mississippi	
Han Jiang	University of Memphis	
Marleen McCormick*	Visiting professor, Marquette University	
Joshua Sears*	Visiting professor, Georgia State	Robert J. Litschert Best Doctoral Student Paper Award, Academy of Management (Finalist). Distinguished Doctoral Student Paper Award, Academy of Management. Best Conference Paper Award, Strategic Management Society (Finalist).
Min-young Kim*	University of Kansas	Barry M. Richman Best Dissertation Award, International Management Division, Academy of Management
I-chen Wang*	Suffolk University	Best Student Paper Award, Technology and Innovation Management division, Academy of Management (finalist).
Sai Lan*	Peking University	
Lihong Qian*	Portland State University	
Martin Ganco	University of Minnesota	Wiley Blackwell Outstanding Dissertation Award, Business Policy and Strategy Division, Academy of Management.
Jongkuk Lee	Ehwa Women's University, South Korea	
Marko Madunic*	Western Washington University	
Barclay James	Louisiana State University	

	<i>Initial Employment</i>	<i>Significant recognition</i>
Denisa Mindruta*	HEC, Paris, France	Dissertation Fellowship, Ewing Marion Kauffman Foundation. INFORMS/Organization Science Dissertation Competition (Finalist). AOM Technology and Innovation Management Division Best Conference Paper Award (Finalist).
Pao-lien Chen	National Chengchi University	
Yong Li	SUNY Buffalo	
Jinyu He	Hong Kong University of Science and Technology	

### **VIII. HONORS AND AWARDS**

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

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

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

Steven Schrader Best Paper Award, Academy of Management, 2005

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

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

Fellow, Thomas J. Watson Foundation, 1988-1989

### **IX. TEACHING ACCOMPLISHMENTS AND EXPERIENCE**

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

Undergraduate: Strategy, international economy

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

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

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

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

### **X. PROFESSIONAL EXPERIENCE**

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



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

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

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

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

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

## **XI. SERVICE**

### *International*

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

Workshop on Scholarly Writing, University of Illinois, 2013

Panelist, doctoral student workshop, West Coast Research Symposium on Innovation and Entrepreneurship, 2011-2016

Panelist, doctoral student workshop, Strategic Management Society, 2010, 2011, 2017

Panelist, doctoral student/junior faculty workshop, Academy of Management, 2001, 2006-2009, 2011, 2017

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

### *Arizona and Arizona State University*

Member, Faculty Council, Management Department, 2015-present

Member, Personnel Committee, Management Department, 2014-2016

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

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

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

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

### *University of Illinois*

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

Member, University international advisory committee, 2009-2011

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

Member, University licensing advisory committee, 2007-2009

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

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

## **XII. MEDIA MENTIONS**

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

**XIII. MEMBERSHIP IN ACADEMIC AND PROFESSIONAL ORGANIZATIONS**

Academy of International Business

Academy of Management

American Economics Association

Strategic Management Society

**XIV. LANGUAGES**

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