

## MARIANNA MAKRI, PH.D.

### HIGHER EDUCATION

#### Institutional:

Doctor of Philosophy – Business Administration, Arizona State University, May 2003  
Master of Arts - Mathematics, University of South Florida, May 1996  
Bachelor of Arts - Mathematics, University of South Florida, May 1996

### ACADEMIC EXPERIENCE

*Associate Professor – Strategic Management* June 2010 - present  
University of Miami, School of Business Administration, Coral Gables, FL

*Assistant Professor – Strategic Management* May 2003-May 2010  
University of Miami, School of Business Administration, Coral Gables, FL

*Faculty Associate* Summer 1999 - Spring 2003  
Arizona State University, Main Campus, Tempe, AZ

*Faculty Associate* January 1995 - May 1996  
University of South Florida, Tampa, FL

### PUBLICATIONS

#### Books and Monographs Published:

Makri, M. 1999. Exploring the dynamics of learning alliances. *Academy of Management Executive*, v13 (3): 113-115.

Makri, M. & Gomez-Mejia, L.R., 2001. Rewarding Executives. In R. Silzer (ed.) *The 21st Century Executive: Innovative Practices for Building Leadership at the Top* (pp. 200-226). San Francisco: Jossey Bass.

Makri, M., & Gomez-Mejia, L.R. 2007. Executive compensation; Something old, something new. In S. Werner (ed.) *Managing Human Resources in North America: Current Issues and Perspectives* (pp. 158-170). London, U.K.: Routledge.

Makri, M., M. Junkunc & J. Eckhardt, 2007. Technological Diversification, Cumulativeness and Venture Capital Exit: M&A versus IPO. *Frontiers of Entrepreneurship Research*, v27(1): 1-14. Wellesley, MA: Babson College Press.

Makri, M. 2008. Incentives for innovation in a global context. In L.R. Gomez-Mejia & S. Werner (eds.) *Global Compensation: Foundations and Perspectives* (pp.72-83). London, UK: Routledge. .

Hitt, M., King, D. Krishnan, H., Makri, M., Schijven, M. , K., & Shu, K. Mergers and Acquisitions: Overcoming Pitfalls, Building Synergy and Creating Value. In S. Teerikangas (ed.) *The Handbook of M&A Research*. Oxford University Press. Forthcoming.

Hitt, M., King, D. Krishnan, H., Makri, M., Schijven, M., Shimizu, K., & Shu, K. 2010. Mergers and Acquisitions: Overcoming Pitfalls, Building Synergy and Creating Value. *Business Horizons*. Volume 52, Issue 6, November-December 2009, Pages 523-529.

Makri, M. 2010. Reconceptualizing Relatedness in R&D: A Knowledge-based View. ISBN 978-3-639-24872-2

**Juried or Refereed Journal Articles:**

Gomez-Mejia, L.R., Larraza, M. & Makri, M., 2003. The determinants of executive compensation in family controlled public corporations. *Academy of Management Journal*, v46 (2): 226-239.

Makri, M., Lane, P.J., & Gomez-Mejia, L. 2006. CEO Incentives, innovation, and performance in technology-intensive firms. *Strategic Management Journal*, v27 (11): 1057-1080.

Geiger, S. & Makri, M. 2006. The role of organizational slack in science search. *Journal of High Technology Management Research*. v17 (1): 97-124.

Makri M., & Lane, P.J. 2007. Responding to technological maturity: A socio-cognitive model of science and innovation in technological communities. *Journal of High Technology Management Research*. v18 (1): 1-28.

Makri M., & Lane, P.J. 2007. A search theoretic model of productivity, science and innovation. *R&D Management*.v37 (4): 303-317.

Berrone, P., Makri, M., & Gomez-Mejia, L.R. 2008. Executive pay in high-technology firms: A contextual approach. *International Journal of Human Resource Management*. v19(8): 1534-1552.

Jones, C., Makri, M. & Gomez-Mejia, L.R. 2008. Affiliate directors and perceived risk bearing in publicly traded, family-controlled firms: The case of diversification. *Entrepreneurship Theory and Practice*. v32 (6): 1007-1026.

Makri, M., & Scandura, T. 2010. Exploring the effects of creative CEO leadership on innovation in high-technology firms. *Leadership Quarterly*. Vol. 21, Iss. 1; p. 75.

Gomez-Mejia, L.R., Makri, M. & Larraza, M. 2010. Diversification decisions in family controlled firms. *Journal of Management Studies*. Vol. 47, Iss. 2; p. 223.

Makri, M., Hitt, M. & Lane, P. J. 2010. Complementary technologies, knowledge relatedness and innovation outcomes in high-technology M&As. *Strategic Management Journal*. Vol. 31, Iss. 6; p. 602

**PROFESSIONAL**

**Funded Research Performed:**

McLamore Research Award 2004, 2006, 2008, 2010  
Arsht Research in Ethics and Community Award 2009, 2010

**Editorial Responsibilities:**

**Reviewer:**

Journal of High Technology Management Research  
Journal of Management Studies  
Organization Science  
Strategic Management Journal  
Strategic Entrepreneurship Journal  
Entrepreneurship Theory and Practice

### **Professional and Honorary Organizations:**

Business Policy and Strategy Division of the Academy of Management, 1999-2011

The Council for Accountable Advertising – Member of Academic Committee (<http://councilinsider.com/>)

### **Media Mentions**

Interview on the Psychology of Apple at Wired Science August 26, 2011:  
(<http://www.wired.com/wiredscience/2011/08/psychology-of-apple>)

### **Selected Paper Presentations:**

Koyuncu, B., Makri, M., & Gomez-Mejia, L. 2010. Who monitors the monitor? Agency problems between shareholders and board of directors. Paper presented at the 2010 Academy of Management Conference, Montreal, Canada.

Gomez-Mejia, L., Hoskisson, B., Makri, M. & Sirmon, D. 2010. Corporate Entrepreneurship in Family-Owned Firms. Paper presented at the 2010 Academy of Management Conference, Montreal, Canada at a symposium on “Corporate Ownership and Ownership Heterogeneity: Conflicts of Interest, Conflicts of Behavior and Ways out of the Dilemma”. Organizers: Amy Hillman (Arizona State University) and Anja Tuschke (University of Munich).

Gomez-Mejia, L.R., Makri, M., Berrone, P., & Fosse, S. 2010. Does family egoism increase social welfare? The effects of family ownership on corporate social performance. Paper presented at the 2010 Academy of Management Conference, Montreal, Canada.

Makri, M. & Hitt, M. 2010. Knowledge relatedness and performance outcomes in high technology M&As. Paper presented at the 2010 Strategic Management Society Conference, Rome, Italy.

Washburn, N. T., Makri, M. & Gomez-Mejia, L. R. 2008. Not all risks are equal: Causes and consequences of desire versus efficacy motivated executive risk taking. Paper presented at the Academy of Management Annual Conference, Anaheim, 2008.

Makri, M., Junkunc, M., & Eckhardt, J. 2007. Knowledge Complementarities, Asset Complementarities and Mode of Growth of Venture Capital-Backed Firms. Paper presented at Babson Conference, June 2007, Madrid as well as the Academy of Management Conference, Philadelphia, August 2007.

Jones, C., Makri, M. & Gomez-Mejia, L. R. 2007. The role of affiliate directors in the growth strategies of family-controlled firms. Paper presented at Theories of Family Enterprise Conference, May 2007, Mississippi State University.

Gomez-Mejia, L., Makri, M. & Larraza, M. 2005. Growth strategies of family controlled public corporations. Paper presented at the Academy of Management Annual Conference, Hawaii, 2005.

Makri, M. & Lane, P. 2004. *A Knowledge-based approach to predicting innovation outcomes of high-technology M&As*. Paper presented at the Strategic Management Society Conference, Puerto Rico, November 2004. The paper was nominated for the Best Paper Award and appeared in the conference proceedings.

Makri, M. and Lane, P.J. 2004. Science Relatedness, Technology Relatedness, and Collaborative Innovation. 2004 Academy of Management meeting, New Orleans.

Lane, P.J., Makri, M., and El-Hakim, S. 2000. Science Quality, Patent Quality, and Firm Performance. 2000 Strategic Management Society Conference, Vancouver.

Makri, M., Lane, P.J., and Gomez-Mejia, L.R. 1999. Science, Innovation, and CEO Pay in High Technology Firms. 1999 Strategic Management Society meeting, Berlin.

## **TEACHING**

### **Teaching Specialization**

MGT 677 Corporate Strategy & Organization

MGT 401 Strategic Management

### **Thesis and Dissertation Advising:**

Member of Dissertation Committee for Patricio Mori at Florida International University

## **SERVICE**

### **University Committees and Administrative Responsibilities:**

Member of the Hiring Committee for an IB/Strategy position for Fall 2011

I have been appointed by Interim Dean Sevilla-Sacasa to partner with Dr. Ken Colwell, Director of the Entrepreneurship Program in order to create collaborative opportunities with The Launch Pad.

### **Community Activities**

- Judge for the Staples Win-Win Business Competition, June 2008
- Technical Expert for EUROSTARS Joint Program for the benefit of R&D performing SMEs, June 2008
- Center for International Education and Research at the University of Miami (CIBER): I provided input and secured commitment letters from two universities in Cyprus in order to facilitate the FDIB program in the Middle East, October 2009.
- I developed the 2010 Census report for the Women in Executive Leadership (WEL) organization.