

GONGMING QIAN, Ph.D.

Academic qualification: Ph.D. (Lancaster University, Britain), 1994

Present position: Chairman and Associate Professor, CUHK, 2013-

Previous position: Associate Professor, CUHK, 2001-2013

Assistant Professor, CUHK, 1996-2001

Address for correspondence: Department of Management, The Chinese University of Hong Kong; Shatin, N.T., Hong Kong

Tel: (852) 3843-7827

Fax: (852) 2603-6840

E-mail: qian@baf.msmail.cuhk.edu.hk

I. MAIN PUBLICATIONS

1. Boschma, R., Makino, S., Qian, G., Ma, X., Li, L., & Mudambi, R. 2016. "Zoom in, zoom out, and beyond: Locational boundaries in international business." Guest editors for Special Issue of the *Journal of International Business Studies*.
(Citation in Google Scholar: NA; Journal impact factor: 3.563; Journal 5-year impact factor: 6.067; JCR rank: 1/16 in International Business and Area Studies; SJR rank: 1/33 in International Business and Area Studies; SNIP rank: 1/34 in International Business and Area Studies; JCR rank by impact factor: 10/115 in Business, 17/185 in Management; JCR rank by 5-year impact factor: 6/115 in Business, 11/185 in Management; link: <http://aib.msu.edu/resources/cfp.asp?ID=29163>)
2. Li, L., Qian, G., & Qian, Z. 2015. Why do small 'born globals' internationalize faster than small non-'born globals'? *Global Strategic Journal* (in press).
3. Li, L., Qian, G., & Qian, Z. 2015. Should small, young technology-based firms internalize transactions in their internationalization. *Entrepreneurship: Theory and Practice*, 39(4): 839-862.
(Citation in Google Scholar: 2; Journal impact factor: 3.144; Journal 5-year impact factor: 5.073; JCR rank: 2/8 in Entrepreneurship and Small Business Management; SJR rank: 2/16 in Entrepreneurship and Small Business Management; SNIP rank: 2/16 in Entrepreneurship and Small Business Management; JCR rank by impact factor: 15/115 in Business; JCR rank by 5-year impact factor: 13/115 in Business; link: <http://onlinelibrary.wiley.com/doi/10.1111/etap.12081/abstract>)
4. Zhu, H., & Qian, G. 2015. High-tech firms' international acquisition performance: The influence of host country property rights protection. *International Business Review*, 24: 556-566.
(Citation in Google Scholar: 0; Journal impact factor: 1.713; Journal 5-year impact factor: 2.433; JCR rank: 4/16 in International Business and Area Studies; SJR rank: 9/33 in

International Business and Area Studies; SNIP rank: 12/34 in International Business and Area Studies; JCR rank by impact factor: 43/115 in Business; JCR rank by 5-year impact factor: 41/115 in Business; link: <http://www.sciencedirect.com/science/article/pii/S0969593114001632>)

5. Li, L., Qian, G., & Qian, Z. 2014. Inconsistencies international product strategies and their performance. *Journal of International Marketing*, 22(3): 94-113.
(Citation in Google Scholar: 3; Journal impact factor: 3.100; Journal 5-year impact factor: 3.540; JCR rank: 8/24 in Marketing; SJR rank: 10/61 in Marketing SNIP rank: 6/63 in Marketing; JCR rank by impact factor: 17/115 in Business; JCR rank by 5-year impact factor: 21/115 in Business; link: <http://journals.ama.org/doi/abs/10.1509/jim.13.0111>)
6. Qian, G., Li, L., & Tallman, S. 2014. The roles of strategic alliances in dynamic environments: An organizational inertia perspective. In J. Miles (Ed.), *New Directions in Management and Organization Theory*: 315-338. Newcastle upon Tyne, UK: Cambridge Scholars Publishing.^b
7. Qian, G., Li, L., & Rugman, A. 2013. Liability of country foreignness and liability of regional foreignness on geographical diversification and firm performance. *Journal of International Business Studies*, 44(6): 635-647.
(Citation in Google Scholar: 17; Journal impact factor: 3.563; Journal 5-year impact factor: 6.067; JCR rank: 1/16 in International Business and Area Studies; SJR rank: 1/33 in International Business and Area Studies; SNIP rank: 1/34 in International Business and Area Studies; JCR rank by impact factor: 10/115 in Business, 17/185 in Management; JCR rank by 5-year impact factor: 6/115 in Business, 11/185 in Management; link: <http://www.palgrave-journals.com/jibs/journal/v44/n6/abs/jibs201321a.html>)
8. Li, L., Qian, G., & Qian, Z. 2013. Do partners in international strategic alliances share resources, costs and risks? *Journal of Business Research*, 66: 489-498.
(Citation in Google Scholar: 14; Journal impact factor: 1.480; Journal 5-year impact factor: 2.324; JCR rank: 12/18 in General Management, Ethics and Social Responsibility; SJR rank: 9/35 in General Management, Ethics and Social Responsibility; SNIP rank: 11/35 in General Management, Ethics and Social Responsibility; JCR rank by impact factor: 55/115 in Business; JCR rank by 5-year impact factor: 48/115 in Business; link: <http://www.sciencedirect.com/science/article/pii/S0148296311004085>)
9. Li, L., Qian, G., & Qian, Z. 2012. Early internationalization and performance of small high-tech “born-globals”. *International Marketing Review*, 29(5): 536-561.
(Citation in Google Scholar: 15; Journal impact factor: 1.865; Journal 5-year impact factor: 2.206; JCR rank: 17/24 in Marketing; SJR rank: 17/61 in Marketing SNIP rank: 17/63 in Marketing; JCR rank by impact factor: 35/115 in Business; JCR rank by 5-year impact factor: 51/115 in Business; link: <http://www.emeraldinsight.com/doi/pdf/10.1108/02651331211260377>)

10. Li, L., Qian, G., & Qian, Z. 2012. The performance of small and medium-sized technology-based enterprises: Do product diversity and international diversity matter? *International Business Review*, 21: 941-956.
(Citation in Google Scholar: 12; Journal impact factor: 1.713; Journal 5-year impact factor: 2.433; JCR rank: 4/16 in International Business and Area Studies; SJR rank: 9/33 in International Business and Area Studies; SNIP rank: 12/34 in International Business and Area Studies; JCR rank by impact factor: 43/115 in Business; JCR rank by 5-year impact factor: 41/115 in Business; link: <http://www.sciencedirect.com/science/article/pii/S0969593111001843>)
11. Qian, G., Khoury, T., Peng, M., & Qian, Z. 2010. The performance implications of intra- and inter-regional geographic diversification. *Strategic Management Journal*, 31(9): 1018-1030.
(Citation in Google Scholar: 80; Journal impact factor: 3.341; Journal 5-year impact factor: 6.061; JCR rank: 1/6 in Strategy; SJR rank: 1/9 in Strategy; SNIP rank: 1/9 in Strategy; JCR rank by impact factor: 13/115 in Business, 20/185 in Management; JCR rank by 5-year impact factor: 7/115 in Business, 12/185 in Management; link: <http://onlinelibrary.wiley.com/doi/10.1002/smj.855/full>)
12. Qian, G., Li, L., Li, J., & Qian, Z. 2008. Regional diversification and firm performance. *Journal of International Business Studies*, 39(2): 197-214.
(Citation in Google Scholar: 123; Journal impact factor: 3.563; Journal 5-year impact factor: 6.067; JCR rank: 1/16 in International Business and Area Studies; SJR rank: 1/33 in International Business and Area Studies; SNIP rank: 1/34 in International Business and Area Studies; JCR rank by impact factor: 10/115 in Business, 17/185 in Management; JCR rank by 5-year impact factor: 6/115 in Business, 11/185 in Management; link: <http://www.palgrave-journals.com/jibs/journal/v39/n2/abs/8400346a.html>)
13. Li, J., Qian, G., Liao, S., & Chu, W.L. 2008. Human resource management and the globalness of firms: An empirical study in China. *International Journal of Human Resource Management*, 19(5): 828-839.
(Citation in Google Scholar: 11; Journal impact factor: 0.916; Journal 5-year impact factor: 1.375; JCR rank: 7/21 in Human Resource Management and Employment Studies; SJR rank: 11/30 in Human Resource Management and Employment Studies; SNIP rank: 16/30 in Human Resource Management and Employment Studies; JCR rank by impact factor: 121/185 in Management; JCR rank by 5-year impact factor: 109/185 in Management; link: <http://www.tandfonline.com/doi/abs/10.1080/09585190801991293#.VZUov00ViUk>)
14. Li, J., Lam, K., Qian, G. & Fang, Y. 2006. The effects of Institutional ownership on corporate governance and performance: An empirical assessment in Hong Kong. *Management International Review*, 46(3): 259-276.
(Citation in Google Scholar: 30; Journal impact factor: 1.118; Journal 5-year impact factor: 1.798; JCR rank: NA; SJR rank: 8/33 in International Business and Area Studies; SNIP rank: 17/34 in International Business and Area Studies; JCR rank by impact factor: 100/185 in

Management; JCR rank by 5-year impact factor: 89/185 in Management; link: <http://link.springer.com/article/10.1007/s11575-006-0047-0>)

15. Lee, K.H., Qian, G., Yu, J. & Ho, Y. 2005. Trading favors for marketing advantage: Evidence from Hong Kong, China and the United States. *Journal of International Marketing*, 13(1): 1-35.
(Citation in Google Scholar: 4; Journal impact factor: 3.100; Journal 5-year impact factor: 3.540; JCR rank: 8/24 in Marketing; SJR rank: 10/61 in Marketing; SNIP rank: 6/63 in Marketing; JCR rank by impact factor: 17/115 in Business; JCR rank by 5-year impact factor: 21/115 in Business; link: <http://journals.ama.org/doi/abs/10.1509/jimk.13.1.1.58535>)
16. Qian, G., & Li, L. 2003. Profitability of small- and medium-sized enterprises in high-tech industries: The case of the biotechnology industry. *Strategic Management Journal*, 24(9): 881-887.
(Citation in Google Scholar: 209; Journal impact factor: 3.341; Journal 5-year impact factor: 6.061; JCR rank: 1/6 in Strategy; SJR rank: 1/9 in Strategy; SNIP rank: 1/9 in Strategy; JCR rank by impact factor: 13/115 in Business, 20/185 in Management; JCR rank by 5-year impact factor: 7/115 in Business, 12/185 in Management; link: <http://onlinelibrary.wiley.com/doi/10.1002/smj.344/abstract>)
17. Qian, G., & Li, L. 2003. Technology industry success: Strategic options for small and medium firms. *Business Horizons*, 46(5): 41-46.
(Citation in Google Scholar: 5; Journal impact factor: 1.163; Journal 5-year impact factor: 2.450; JCR rank: NA; SJR rank: 18/35 in General Management, Ethics and Social Responsibility; SNIP rank: 16/35 in General Management, Ethics and Social Responsibility; JCR rank by impact factor: 70/115 in Business; JCR rank by 5-year impact factor: 40/115 in Business; link: <http://www.sciencedirect.com/science/article/pii/S0007681303000703>)
18. Li, J., Lam, K., Karakowsky, L., & Qian, G. 2003. Firm resource and first movers' advantages – A case of foreign direct investment (FDI) in China. *International Business Review*, 12: 625-645.
(Citation in Google Scholar: 30; Journal impact factor: 1.713; Journal 5-year impact factor: 2.433; JCR rank: 4/16 in International Business and Area Studies; SJR rank: 9/33 in International Business and Area Studies; SNIP rank: 12/34 in International Business and Area Studies; JCR rank by impact factor: 43/115 in Business; JCR rank by 5-year impact factor: 41/115 in Business; link: <http://www.sciencedirect.com/science/article/pii/S0969593103000799>)
19. Qian, G. 2002. Multinationality, product diversification and profitability of emerging U.S. small and medium sized enterprises. *Journal of Business Venturing*, 17: 611-633.
(Citation in Google Scholar: 181; Journal impact factor: 3.678; Journal 5-year impact factor: 5.305; JCR rank: 1/8 in Entrepreneurship and Small Business Management; SJR rank: 1/16 in Entrepreneurship and Small Business Management; SNIP rank: 1/16 in Entrepreneurship

and Small Business Management; JCR rank by impact factor: in 9/115 Business; JCR rank by 5-year impact factor: 12/115 in Business; link: <http://www.sciencedirect.com/science/article/pii/S0883902601000805>)

20. Qian, G., & Li, J. 2002. Multinationality, global market diversification, and profitability for the largest U.S. firms. *Journal of Business Research*, 55: 325-335
21. Li, J., Lam, K., & Qian, G. 2001. Does culture affect behavior and performance of firms: The case of joint venture in China. *Journal of International Business Studies*, 32(1): 115-131.
(Citation in Google Scholar: 191; Journal impact factor: 3.563; Journal 5-year impact factor: 6.067; JCR rank: 1/16 in International Business and Area Studies; SJR rank: 1/33 in International Business and Area Studies; SNIP rank: 1/34 in International Business and Area Studies; JCR rank by impact factor: 10/115 in Business, 17/185 in Management; JCR rank by 5-year impact factor: 6/115 in Business, 11/185 in Management; link: <http://www.jstor.org/stable/3069513>)
22. Li, J., Qian, G., Lam, K. & Wang, D. 2000. Breaking into China: Strategic considerations for multinational corporations. *Long Range Planning*, 33(5): 675-689.
(Citation in Google Scholar: 44; Journal impact factor: 2.718; Journal 5-year impact factor: 5.765; JCR rank: 3/6 in Strategy; SJR rank: 4/9 in Strategy; SNIP rank: 2/9 in Strategy; JCR rank by impact factor: 20/115 in Business, 26/185 in Management; JCR rank by 5-year impact factor: 9/115 in Business, 14/185 in Management; link: <http://www.sciencedirect.com/science/article/pii/S0024630100000777>)
23. Qian, G. 2000. Performance of U.S. FDI in different world regions. *Asia-Pacific Journal of Management*, 17(1): 67-83.
(Citation in Google Scholar: 10; Journal impact factor: 2.091; Journal 5-year impact factor: 2.5; JCR rank: NA; SJR rank: 2/33 in International Business and Area Studies; SNIP rank: 8/34 in International Business and Area Studies; JCR rank by impact factor: 42/185 in Management; JCR rank by 5-year impact factor: 60/185 in Business; link: <http://link.springer.com/article/10.1023/A:1015436920505>)
24. Qian, G., & Li, J. 1998. Multinationality, global market diversification, and risk performance for the largest U.S. firms. *Journal of International Management*, 4(2): 149-170.
(Citation in Google Scholar: 15; Journal impact factor: 1.648; Journal 5-year impact factor: 2.566; JCR rank: NA; SJR rank: 7/33 in International Business and Area Studies; SNIP rank: 14/34 in International Business and Area Studies; JCR rank by impact factor: 67/185 in Management; JCR rank by 5-year impact factor: in 57/185 Management; link: <http://www.sciencedirect.com/science/article/pii/S1075425398000076>)

25. Qian, G. 1997. Assessing product-market diversification of U.S. firms. *Management International Review*, 37(2): 127-149.
(Citation in Google Scholar: 121; Journal impact factor: 1.118; Journal 5-year impact factor: 1.798; JCR rank: NA; SJR rank: 8/33 in International Business and Area Studies; SNIP rank: 17/34 in International Business and Area Studies; JCR rank by impact factor: 100/185 in Management; JCR rank by 5-year impact factor: 89/185 in Management; link: <http://www.jstor.org/stable/40228393>)
26. Qian, G. 1996. The effect of multinationality measures upon the risk-return performance of US firms. *International Business Review*, 5(3): 247-265.
(Citation in Google Scholar: 62; Journal impact factor: 1.713; Journal 5-year impact factor: 2.433; JCR rank: 4/16 in International Business and Area Studies; SJR rank: 9/33 in International Business and Area Studies; SNIP rank: 12/34 in International Business and Area Studies; JCR rank by impact factor: 43/115 in Business; JCR rank by 5-year impact factor: 41/115 in Business; link: <http://www.sciencedirect.com/science/article/pii/0969593196000091>)

II. INTERNATIONAL CONFERENCE PAPERS

2014 Academy of Management (Philadelphia, USA)

Information Technology Firms' International Acquisition Performance (with Susan Zhu)

2014 Academy of International Business (Vancouver, Canada)

Regionalization and the Multinational Enterprise: Resolving Contentions and Identifying Blindspots (with Lee Li and Zhengming Qian)

2013 Academy of International Business (Istanbul, Turkey)

How should MNCs Control the Breadth and Depth of their International Diversification (with Lee Li)

2012 Academy of International Business (Washington DC, USA)

Alliance or Going Alone: The Choice for Internationalizing Small- and Medium-sized Technology Enterprises (with Lee Li).

2012 Academy of International Business (Washington DC, USA)

The Dissolution of International Joint Ventures: A Legitimacy Perspective (with He Chong).

2008 Academy of Management (California, USA)

Resource combinations behind entrepreneurial internationalization (with Theodore Khoury, Mike Peng and Lee Li)

2008 Academy of International Business (Milan, Italy)

Interactive effects of multinationality and country involvement on the performance of multinational enterprises (with Lee Li and Zhengming Qian)

2006 Academy of International Business (Beijing, China)

Do organizational resources matter? (with Lee Li)

2003 Strategic Management Society (Baltimore, USA)

What Determines the Internationalization of Small Technology Firms? (with Mike Peng)

III. OTHER RESEARCH-RELATED ACTIVITIES

A. Chairing International Conferences

Co-chairing (with JT Li and Kevin Zhou) of 2016 Strategic Management Society (SMS) Special Conference to be held at CUHK on December 10-12, 2016.

Will co-chair the forum on *Journal of International Business Studies* Special Issue (coedited by a team of co-authors including myself) at the 2016 AIB annual conference.

B. Research Grants

“What Strategies Should Small- and Medium-sized Enterprises Use: A Comparison of Technology Industries and Traditional Industries?” Y CU03139, RGC, 01/09/03 - 01/09/07,

“Canadian Technology Firms’ Internationalization Strategies”, International Opportunity Fund, Social Sciences and Humanities Research Council (SSHRC), Canada, 2010-2013, Co-investigator.

The Determinants of the Internationalization of Chinese Small and Medium-sized Enterprises in Technology Industries. 01/12/08 - 30/11/10.

Partnerships and Resource/Cost Sharing in Different Technology Industries: Do Environmental Conditions Matter? 15/12/09 - 14/12/11.

Should Small Exporting Technology Enterprises Use Niche, Strategic Alliances, or Both? 01/01/12 - 31/12/13.

How can Chinese Enterprises Balance between Intra-and Inter-regional Diversification in Their Foreign Expansion? 01/12/13 - 30/11/14.

Environmental Dynamism, Competitive Advantages and Resource Constraints: What Determines the Success of Small- and Medium-sized Technology-based Enterprises in the United States and Hong Kong, (Direct grant), 2001.

Innovation, Strategies, and Performance of Small- and Medium-sized Technology-based Enterprises (Direct grant), 2000.

Determinants of the performance of Foreign, 1998

C. Editorial/Advisory Board

Used to and/or currently be member of *Journal of Asia Business, Studies Journal of Small Business Management, China Management Studies*.

D. Reviewing for International Academic Journals

Ad hoc Reviewer for Academy of Management Journal

Ad hoc Reviewer for Asia Pacific Journal of Management

Ad hoc Reviewer for British Journal of Management

Ad hoc Reviewer for International Business Review

Ad hoc Reviewer for Journal of Asia Business Studies

Ad hoc Reviewer for Journal of Business Research

Ad hoc Reviewer for Journal of Business Venturing

Ad hoc Reviewer for Journal of International Business Studies

Ad hoc Reviewer for Journal of International Management

Ad hoc Reviewer for Journal of Management Studies

Ad hoc Reviewer for Journal of Small Business Management

Ad hoc Reviewer for Journal of World Business

Ad hoc Reviewer for Long Range Planning

Ad hoc Reviewer for Management International Review

Ad hoc Reviewer for Strategic Management Journal

E. Reviewing for International Conferences

Reviewer for Academy of Management (AoM) annual meeting

Reviewer for Academy of International Business (AIB) annual meeting

Reviewer for Strategic Management Society (SMS) annual meeting

Reviewer for Asia Academy of Management (AAoM) annual meeting

Reviewer for Asia Academy of International Business (AAIB) annual meeting

IV. TAUGHT COURSES

Used to teach and currently teaching for BBA, MBA and Ph.D. programs. The courses taught include:

Business Policy & Strategic Management;

Global Enterprise Management;

International Banking & Management;

International Financial Management;

Introduction to International Business; and

Research Methodology