

DAVID AHLSTROM**(CV-August 2016)**

Professor

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Summary:

David Ahlstrom (PhD, New York University) is a professor at The Chinese University of Hong Kong. Research interests include managing in Asia, innovation and entrepreneurship, and management and organizational history. Professor Ahlstrom has published over 120 peer-reviewed articles and book chapters in journals such as *Strategic Management Journal*, *Academy of Management Review*, *Journal of International Business Studies*, *Academy of Management Perspectives*, *Journal of Management Studies*, *Entrepreneurship Theory & Practice*, *Organization Science* and the *Brown Journal of World Affairs*. His work has also appeared on multiple occasions in *The Wall Street Journal*. Professor Ahlstrom co-authored the textbook *International Management: Strategy and Culture in the Emerging World* and guest edited two Special Issues of *Entrepreneurship: Theory & Practice*. also guest edited four Special Issues of *Asia Pacific Journal of Management*: ‘Turnaround in Asia’ (2004), ‘Managing in Ethnic Chinese Communities’ (2010), ‘Asia & Poverty: Closing the Great Divide through Entrepreneurship & Innovation’ (2015) and ‘Innovation and Entrepreneurship in India’ (2015). He was Senior Editor of *APJM* 2007–2009, before serving as *APJM*’s Editor-in-Chief from 2010–2012, and is currently a Consulting Editor for *APJM*. Professor Ahlstrom is also Senior Editor of *Journal of World Business*. Professor Ahlstrom also spent several years in start-up firms and government before entering academia. Current research interests are innovation and new venture creation, emotion and decision-making in new ventures, management and organizational history, and management and entrepreneurship education.

EDUCATION

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| 1996 | Ph.D. , New York University, Stern School of Business (Management and IB) |
| 1994 | M.Phil. , New York University, Stern School of Business (Management and IB) |
| 1988 | M.B.A. , University of Hawaii (International Business {IB}) |
| 1982 | B.A. (Hons.) , New York University (History & Economics) |
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RESEARCH INTERESTS

Entrepreneurship
 Venture Capital
 International Entrepreneurship
 Entrepreneurship in East Asia
 Emotions and Entrepreneurship
 Strategic Entrepreneurship
 Innovation
 New Venture Creation
 Innovation and Firm Growth
 Strategy
 Strategic HR
 Strategic Leadership
 Organizational and Economic History
 Management Education

COURSES TAUGHT

at The Chinese University of Hong Kong, CUHK School of Business

Strategic Management of Innovation (EMBA, MBA)
 Strategy (MBA, Undergraduate)
 Global Strategy (EMBA)
 Leadership (One MBA {Global EMBA}, MBA)
 Organizational Behavior (EMBA, MBA, MSc, undergraduate programs)
 Entrepreneurship (EMBA, MBA)
 International Business (MSc)
 International Relations for Global Managers (MSc)
 Introduction to Management (Undergraduate)
 Sport Management (MSc, Sociology Department)
 Seminar in Organizational Theory (PhD and MPhil)
 Healthcare Management (MPH program, Jockey Club School of Public Health and Primary Care—CUHK Medical School)

Additional courses taught outside of The Chinese University of Hong Kong

Global Strategy and International Strategic Marketing (undergraduate – Georgetown University, Georgetown Summer Program--Hong Kong)
 Mathematics (Mercer County Community College, NJ, USA)
 Mathematics and Statistics (Peirce College, Philadelphia, PA, USA)
 Corporate Finance (Rutgers University, NJ, USA)

ACADEMIC EXPERIENCE

- 1996-present **The Chinese University of Hong Kong, Faculty of Business**
 Professor of Management (2004- present)
 Associate Professor of Management (2001- 2004)
 Assistant Professor of Management (1996–2001)
- 1997-2010 **Georgetown University, McDonough School of Business, Summer Program (HKG)**
 Professor--Georgetown University Summer Program–China (Program Director, 2000-2007, 2010 – summer session in Hong Kong).
 Courses: Global Strategy, International Strategic Marketing.
- 1993-1996 **New York University, Stern School of Business**
 Instructor (Management - various courses)
- 1992-1996 **Mercer County Community College (New Jersey, USA)**
 Instructor (Mathematics – various courses)
- 1988-1989 **Peirce College (Philadelphia, USA)**
 Instructor (Statistics, mathematics)
- 1988-1989 **Rutgers University (New Jersey, USA)**
 Instructor (Finance)

PROFESSIONAL EXPERIENCE

- 1981-1987 **Avant-Garde Computing (now a division of BMC Software), Mount Laurel, NJ USA**
 Marketing Associate, Marketing Manager – small systems group
- 1988-1989 **General Nutrition Corporation, Pittsburgh, PA, USA**
 Sales (1988), Assistant Store Manager (1989)

PROFESSIONAL AWARDS, LEADERSHIP AND SERVICE

Teaching Awards

- 2016 1st annual Faculty Teaching Excellence Award (2014-15), CUHK Business School, The Chinese University of Hong Kong
- 2012 Nominated for The Economist magazine's First worldwide 'Business Professor of the Year' award
- 2011 Faculty Outstanding Teaching Award, 2009/10, The Chinese University of Hong Kong
- 2005 OneMBA Global EMBA program – Teacher of the Year Award (Program-level award)
- 2003 The Chinese University Faculty of Business Outstanding Teacher Award
- 2000 1st annual Vice Chancellor's Exemplary Teaching Award, The Chinese University of Hong Kong (University-level award)
- 1995 New York University, Stern School of Business -- The Outstanding Teaching Award (Business College award)

Research Awards

- 2015 Best Paper Award, Asia Academy of Management Biennial Conference and Taiwan

- Academy of Management, June 22-24. (Entrepreneurship, Technology, and Innovation Management track).
- 2007 Best Paper Award, History Division – Academy of Management Annual Meeting, August

Research Grants

- 2014 Risk-based Decision-Making and Emotional Dynamics (Total Project amount: RMB 540,000) (BS13396) sponsored by National Natural Science Foundation of China (NSFC) during the period 2014-01-01 to 2017-12-31 for the sum of HKD 682,020
- 2013 Internal Ownership Structure and Risk-Taking Behavior in Family Business: Based on the Theoretical Framework of Dual Agency. (Total Project amount : RMB 205,000) (BS13504) sponsored by National Natural Science Foundation of China (NSFC) during the period 2013-10-15 to 2015-12-31 for the sum of HKD 315,750
- 2011 Ahlstrom, D. 2011. Global Startups in East Asia: Resources, networks, and institutional proximity. CUHK Research Committee Funding (HKD 50,000)
- 2010 Honig, Benson; Ahlstrom, D. et al. 2010. International Study of Entrepreneurship Education Outcomes (ISEEO). The grant (Canadian \$73,840) was awarded by the Social Science Humanities Research Council of Canada (Federal government of Canada).
- 2002-6 Chua, B.L. Ahlstrom, D., Au, K., Law, C.K., Low, C.K., Makino, S. & Thomas, H. 2002-2006. "Global Entrepreneurship Monitor: Hong Kong Entrepreneurship Study 2002-4." HKD \$1.4 million. Sponsors: *Hong Kong Government SME Development Fund of the Trade and Industry Department (TDU – Kowloon), and the Chinese Executives Club of the Hong Kong Management Association, Hong Kong. Externally awarded*
- 2002-3 Ahlstrom, D. 2002-3. "Strategic alliances in developing countries: how entrepreneurs select alliance partners for success. *Lee Hysan Foundation Research Grant and Endowment Fund Research Grant* for 2002/2003, HKD \$24,000. **Externally awarded**
- 2000 Ahlstrom, David, Sapienza, Harry (University of South Carolina, USA) & Bruton, Garry D. (Texas Christian University, Fort Worth, Texas, USA). 2000. "Venture Capital in Hong Kong: Its Role in High Technology Development" *CUHK Direct Grant*, HKD \$38,000.
- 1999 Ahlstrom, David, Hitt, Michael A. (Arizona State University, USA) & Dacin, Tina (Texas A&M, USA). 1999. "Partner Selection in Strategic Alliances in Greater China: What Are the Most Important Selection Criteria and Success Factors?" *RGC Earmarked Grant*, HKD \$148,000. Externally awarded. Research Grants Council of the Hong Kong Special Administrative Region (Project no. CUHK4047/99H)
- 1998 Ahlstrom, David, Bruton, Garry D. (Texas Christian University, Fort Worth, Texas, USA) & Wan, Johnny C.C. (Hong Kong Police Dept). 1998. "Corporate Turnaround in Hong Kong" *CUHK Direct Grant* HKD \$100,000.
- 1998 Ahlstrom, David; Neupert, Kent & Bruton, Garry D. (Texas Christian University, Fort Worth,

Texas, USA). 1998. "The Globalization Strategies of Hong Kong Firms: Extent and Implications" *Lee Hysan Foundation Research Grant and Endowment Fund Research Grant for 1998/1999*, \$20,000. **Externally awarded.**

- 1997 Ahlstrom, David; Hitt, Michael A. (Arizona State University) & Dacin, M. Tina (Texas A&M, USA). 1997. "Partner Selection and Knowledge Transfer in Strategic Alliances: What Are the Most Important Criteria and Success Factors" *CUHK Direct Grant*, HKD \$38,000.
- 1998 Ahlstrom, David & Garud, Raghu (New York University, New York, USA). 1998. "Technology Assessment in Healthcare: An Empirical Investigation" *CUHK Direct Grant*, HKD \$20,100.
- 1996 Ahlstrom, David & Garud, Raghu (New York University) 1996. "Technology Assessment in Bioscience" *CUHK Direct Grant*, HKD \$20,000.
- 1996 Wan, Johnny C.C., Bruton, Garry D. (Texas Christian University) & Ahlstrom, David 1996-8. "The Global Strategies of Hong Kong Firms: Development and Performance Implications" *RGC Earmarked Grant*, HKD \$480,000. **Externally awarded.**
- 1996 Ahlstrom, David & Garud, Raghu (New York University, New York, USA). 1996. "The Neglect of Useful Technologies" *Lee Hysan Foundation Research Grant and Endowment Fund Research Grant for 1996/1997*, HKD \$16,000. **Externally awarded.**
- 1996 Ahlstrom, David. 1996. "Technology Assessment in Bioscience." *CUHK Incentive Grant*, HKD \$10,000.

1 USD = 7.75 HKD; 1USD = 6.5 Chinese Yuen

Editorial Service

- 2013-present Senior Editor—*Journal of World Business*
 2013-present Consulting Editor -- *Asia Pacific Journal of Management*
 2010-2012 Editor-in-Chief – *Asia Pacific Journal of Management*
 2007-2009 Senior Editor -- *Asia Pacific Journal of Management*

Special Issue Guest Editor

- 2015 *Asia Pacific Journal of Management* - Innovation and Entrepreneurship in India
 2015 *Asia Pacific Journal of Management* - Asia & Poverty: Closing the Great Divide through Entrepreneurship & Innovation
 2010 *Entrepreneurship Theory and Practice* - Institutions and Entrepreneurship
 2010 *Asia Pacific Journal of Management* - Managing in Ethnic Chinese Communities
 2008 *Entrepreneurship Theory and Practice* - Entrepreneurship in Emerging Economies
 2004 *Asia Pacific Journal of Management* - Turnaround in Asia

Editorial Board

- 2000-present *Asia Pacific Journal of Management*
 2008-2011 *Journal of International Business Studies*
 2002-8, 2014-present *Journal of Small Business Management*
 2006-2010 *International Journal of Innovation and Technology Management*
 2012-present *International Journal of Emerging Markets*

2002-present *SAM Advanced Management Journal*
 2015-present *Cross Cultural Management*

Conference Organization:

2008 Program Chair, Entrepreneurship and Technology Management Division, Asia Academy of Management, Academy of Management Conference (December 2008)
 2006 Program Chair, Entrepreneurship and Technology Management Division, Asia Academy of Management Conference (December 2006)
 2004 Newman Chair, Academy of Management Annual Meeting, New Orleans (August 2004)
 2002 Program Chair – IPS Division, Academy of Management Annual Meeting (August 2002)
 2002 Organizing Committee, Academy of Management Annual Meeting-Denver (August 2002)

University Service and Hong Kong Educational Service

2015 Hong Kong Council for Accreditation of Academic and Vocational Qualifications
 2010 - Present Hong Kong government and program evaluation (various terms)
 2010 - Present RGC Grants Committee – grant evaluation, Hong Kong (various terms)
 1997-2001 Coach – English Debating Team, The Chinese University of Hong Kong
 1996-present Multiple student competitions, Hong Kong, Singapore, Thailand, U.S. (mostly strategy or entrepreneurship case competitions)

PhD Student Supervision

2010 - 2013 Co-chair for Ding, Zhujun -- currently Assistant Professor, Reading University, UK.
 2009- 2014 Local Supervisor for Chak, Almaz -- currently Senior Instructor, The Chinese University of Hong Kong
 2006-2008 Chair for Li, Yan -- currently Associate Professor – Beijing Institute of Technology
 2004-2006 Committee member for Chan, Christine -- currently professor, University of Hong Kong

Conference Keynote Speeches

2016 Sun Yat-sen University, Guangzhou, China
 2015 National Taiwan Normal University (Taipei, Taiwan), November 2015
 2015 National United University (Miaoli, Taiwan), November 2015
 2014 University of Macau (various dates, 2009 – 2014).
 2014 National United University (Miaoli, Taiwan) – publishing and paper organization, May 2014; November 2015, November 2016.
 2012 Tongji University, Shanghai – paper organization and Special Issue conference on poverty and entrepreneurship, Asia Pacific Journal of Management.
 2012 International Small Business Journal Special Issue conference on 25-26 August 2012 in Shenzhen, China
 2011 Sun Yat-sen University, Guangzhou, China.
 2011 Shanghai Jiaotong University, June 2011 and various through 2014
 2011 Xian Jiaotong University, Xian, China, March 2011
 2010 Royal Melbourne Institute of Technology (Melbourne, Australia), November 2010
 2009 2009 Annual Conference of the American Association for Chinese Studies, Rollins College, Orlando, FL USA
 2006 Asia Academy of Management biennial Conference (Tokyo, December 2006)
 1999-present (various years) – National Sun Yat-sen University (Kaohsiung, Taiwan) – Paper organization & research design talks

REFEREEING ACTIVITIES

Journals: Academy of Management Review; Academy of Management Journal, Academy of Management Perspectives, Australian Journal of Management; Entrepreneurship Theory & Practice; Global Strategic Management; Human Relations; Human Resources Management; International Business Review; International Journal of Technology Management; Journal of Business Research; Journal of Business Venturing; Journal of Engineering and Technology Management, Journal of International Business Studies; Journal of Management; Journal of Management History; Journal of Management; Journal of Management Studies; Journal of Small Business Management; Journal of World Business; Long Range Planning; Management International Review, Management and Organizational Review, Organization Science; R&D Management, Research Policy; SAM Advanced Management Journal; Small Business Economics; Strategic Entrepreneurship Journal; Strategic Management Journal, Thunderbird International Business Review, Venture Capital: An International Journal of Entrepreneurial Finance;

Other: Academy of Management-BPS Division, Academy of Management-ENT Division, Academy of Management-TIM; Cambridge University Press; Kauffman Foundation, Kluwer Academic Publishers, McGraw-Hill; Oxford University Press, Pearson-Prentice Hall, Research Council of Norway, Routledge, Taylor & Francis Press, Yale University Press.

University Appointments External Program Review Committees:

University of London (2012)

Academic Citations:

Google Scholar

Citations: Approximately **6500** (Sept 2016)

H-index: 38

i10-index: 72

PUBLICATIONS

JOURNAL ARTICLES

Peng, M. W., Ahlstrom, D., Carraher, S. M., & Shi, W. S. 2016. An institution-based view of global IPR history. *Journal of International Business Studies*, under review.

Peng, M. W., Ahlstrom, D., Carraher, S. M., & Shi, W. S. 2016. History and the debate over intellectual property. *Management and Organizational Review*, under review (revised).

Guo, H., Su, Z., & Ahlstrom, D. 2016. Business model innovation: The effects of exploratory orientation, opportunity recognition, and entrepreneurial bricolage in an emerging economy. *Asia Pacific Journal of Management*, 33(2): 533-549.

Stan, C., Ahlstrom, D., Peng, M. W., Xu, K., & Bruton, G. D. 2016. State control can result in good performance for firms. *LSE Business Review*, January 4: 1-3.

Li, Y. & Ahlstrom, D. 2016. Emotional stability: A new construct and its implications for individual behavior in organizations. *Asia Pacific Journal of Management*, 33(1): 1-28.

Huang, L-C., Ahlstrom, D., Lee, A. Y-P., Chen, S-Y., Hsieh, M-J. 2016. High performance work systems, employee well-being, and job involvement: an empirical study. *Personnel Review*,

45(2), 296-314.

- Jain, S., Nair, A., & Ahlstrom, D. 2015. Introduction to the Special Issue: Towards a theoretical understanding of innovation and entrepreneurship in India. *Asia Pacific Journal of Management*, 32(4): 835-841.
- Bruton, G.D., Peng, M.W., Ahlstrom, D., Stan, C. & Xu, K. 2015. State-owned enterprises around the world as hybrid organizations. *Academy of Management Perspectives*, 29(1): 92–114.
- Ahlstrom, D. 2015. Successful publishing in academic and scientific journals: Framing and organizing the scholarly paper. *International Journal of Higher Education Management*, 2(1): 106-120.
- Ahlstrom, D. 2015. From the Editors: Publishing in the Journal of World Business. *Journal of World Business*, 50(2): 251-255.
- Bruton, G.D., Ahlstrom, D. & Si, S. 2015. Entrepreneurship, poverty, and Asia: Moving beyond subsistence entrepreneurship. *Asia Pacific Journal of Management*, 32(1): 1-22.
- Li, Y., Yao, F.K. & Ahlstrom, D. 2015. The social dilemma of bribery in emerging economies: A dynamic model of emotion, social value, and institutional uncertainty. *Asia Pacific Journal of Management*, 32(2): 311-334.
- Uen, J. F., Ahlstrom, D., Chen, S. & Liu, J. 2015. Employer brand management, organizational prestige and employees' word-of-mouth referrals in Taiwan. *Asia Pacific Journal of Human Resources*, 53(1): 104–123.
- Ahlstrom, D. 2014. The hidden reason why the First World War matters today: The development and spread of modern management. *Brown Journal of World Affairs*, 21(1): 201-218.
- Ahlstrom, D., Levitas, E., Hitt, M.A., Dacin, M.T. & Zhu, H. 2014. The three faces of China: Strategic alliance partner selection in three ethnic Chinese economies. *Journal of World Business*, 49(4): 572–585.
- Yu, B., Hao, S., Ahlstrom, D., Si, S. & Liang, D. 2014. Entrepreneurial firms' network competence, technological capability, and new product development performance. *Asia Pacific Journal of Management*, 31(3): 687-704.
- Ahlstrom, D. & Ding, Z. 2014. Entrepreneurship in China: An overview. *International Small Business Journal*, 32(6): 610-618.
- Young, M.N., Tsai, T., Wang, X., Liu, S. & Ahlstrom, D. 2014. Strategy in emerging economies and the theory of the firm. *Asia Pacific Journal of Management*, 31(2): 331-354.
- Li, Y., Ashkanasy, N. M. & Ahlstrom, D. 2014. The rationality of emotions: A hybrid process model of decision-making under uncertainty. *Asia Pacific Journal of Management*, 31(1): 293-308.
- Su, Z., Ahlstrom, D., Li, J., & Cheng, D. 2013. Knowledge creation capability, absorptive capacity, and product innovativeness. *R&D Management*, 43(5): 473-485.
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- Zhao, L., Gu, H., Yue, C. & Ahlstrom, D. 2013. Consumer welfare and GM food labeling: A simulation using an adjusted Kumaraswamy distribution. *Food Policy*, 42: 58-70.
- Liu, Y., Wang, L. C., Zhao, L. & Ahlstrom, D. 2013. Board turnover In Taiwan's public firms: An empirical study. *Asia Pacific Journal of Management*, 30(4): 1059-1086.
- Chak, A. M., Nesbit, P. L., & Ahlstrom, D. 2013, The boundaryless career form: Its nature and driving forces. *Employment Relations Record*, 13(2), 44-55.
- Ahlstrom, D., Bruton, G. D., & Zhao, L. 2013, Turning good research into good publications. *Nankai Business Review International*, 4(2), 92-106.
- Ahlstrom, D. 2012, Continuing the progress at the *Asia Pacific Journal of Management*. *Asia Pacific Journal of Management*, 29(4), 841-848
- Ahlstrom, D. 2012, Several key reasons why a paper is likely to be rejected at the *Asia Pacific Journal of Management*. *Asia Pacific Journal of Management*, 29(3), 519-524
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- Li, Y., Hui, C., Ashkanasy, N. M. & Ahlstrom, D. 2012. A multi-level study of emergent group leadership: Effects of emotional stability and group conflict. *Asia Pacific Journal of Management*, 29, 351-366.
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- Ahlstrom, D. 2012. Contributing to the *Asia Pacific Journal of Management*. *Asia Pacific Journal of Management*, 29(2): 191-194.
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- Lohrke, F.T., Ahlstrom, D. & Bruton, G.D. 2012. Extending turnaround process research: Important lessons from the U.S. Civil War. *Journal of Management Inquiry*, 21(2): 217-234.
- Ahlstrom, D. 2012. On the types of papers the *Asia Pacific Journal of Management* generally publishes. *Asia Pacific of Journal Management*, 29 (1), 1-7
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- Uen, J.F., Ahlstrom, D., Chen, S. Y. & Tseng, P.W. 2012. Increasing HR's strategic participation: The effect of HR service quality and contribution expectations. *Human Resource Management*, 51(1): 3-24.
- Ahlstrom, D. 2011, Some helpful sources for prospective authors in Asia. *Asia Pacific Journal of Management*, 28(4), 661-665.
- Ahlstrom, D. 2011. A checklist for prospective authors of *Asia Pacific Journal of Management*. *Asia Pacific Journal of Management*, 28(3): 449-452.
- Gong, Y., Chow, I. H-S. & Ahlstrom, D. 2011. Cultural diversity in China: Dialect, job embeddedness, and turnover. *Asia Pacific Journal of Management*, 28 (2), 221-238
- Ahlstrom, D. 2011. On the aims and scope of the *Asia Pacific Journal of Management*: What does APJM really seek to publish? *Asia Pacific Journal of Management*, 28(2): 215-219.
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- Young, M. N., Ahlstrom, D., Bruton, G. D. & Rubanik, Y. 2011. What do firms from transition economies want from their strategic alliance partners? *Business Horizons*, 54(2), 163—174.
- Ahlstrom, D. 2010. Geef voorrang aan innovatie en groei, ook in het belang van de samenleving. *Holland Management Review*, 28(134), November-December: 49-60.
- Ahlstrom, D. 2010. Avoiding common missteps: Writing papers suitable for the *Asia Pacific Journal of Management*. *Asia Pacific Journal of Management*, 27(4), 583-586.
- Ahlstrom, D., Chen, S. J., & Yeh, K. S. 2010. Managing in ethnic Chinese communities: Culture, institutions, and context. *Asia Pacific Journal of Management*, 27(3), 341–354.
- Ahlstrom, D. 2010. Innovation and growth: How business contributes to society. *Academy of Management Perspectives*, 24(3), 10-23.
- Ahlstrom, D. 2010. Clearing the first hurdle at the *Asia Pacific Journal of Management*. *Asia Pacific Journal of Management*, 27(2), 171-177.
- Li, Y., Ahlstrom, D. & Ashkanasy, N.M. 2010. A multilevel model of affect and organizational commitment. *Asia Pacific Journal of Management*, 27(2), 193–213.
- Ahlstrom, D. 2010. Publishing in the *Asia Pacific Journal of Management*. *Asia Pacific Journal of Management*, 27(1): 1-8.
- Ahlstrom, D. & Bruton, G.D. 2010. Rapid institutional shifts and the co-evolution of entrepreneurial firms in transition economies. *Entrepreneurship Theory and Practice*. 34(3), 531-554
- Bruton, G. D., Ahlstrom, D. & Li, H. 2010, Institutional theory and entrepreneurship: Where are we now and where do we need to move in the future? *Entrepreneurship Theory and Practice*, 34 (3), 421-440
- Bruton, G.D., Ahlstrom, D. & Lu, Y. 2009. Before heading to China...Make sure you know what you're trying to do there. *The Wall Street Journal*. Monday, November 30: R6-R7.
- Ahlstrom, D., Lamond, D. & Ding, Z. 2009. Reexamining some management lessons from military history. *Asia Pacific Journal of Management*. 26(4): 617-642.
- Bruton, G.D., Ahlstrom, D. & Puky, T. 2009. Institutional differences and the development of entrepreneurial ventures: A comparison of the venture capital industries in Latin America and Asia. *Journal of International Business Studies*, 40(5), 762-778.
- Ahlstrom, D. & Wang, L.C. 2009. Groupthink and France's defeat in the 1940 campaign. *Journal of Management History*, 15(2): 159-177.
- Bruton, G.D., Ahlstrom, D., Young, M.N. & Rubanik, Y, 2008. In Emerging Markets, Know What Your Partners Expect. *The Wall Street Journal*, 33(76), December 15, R3.

- Nair, A. and Ahlstrom, D. 2008. Balancing Hamiltonian and Jeffersonian Contradictions Within Organizations. *Journal of Management Inquiry*. 17(4): 306-317.
- Ahlstrom, D., Bruton, G. D. & Yeh, K. S. 2008. Private firms in China: Building legitimacy in an emerging economy. *Journal of World Business*, 43(4): 385–399.
- Wang, L. C., Ahlstrom, D., Nair, A. & Hang, R. Z. 2008. Creating globally competitive and innovative products: China's next Olympic challenge. *SAM Advanced Management Journal*, 73(3): 4-15.
- Young, M. N., Peng, M. W., Ahlstrom, D., Bruton, G. D., & Jiang, Y. 2008. Corporate Governance in Emerging Economies: A Review of the Principal-Principal Perspective. *Journal of Management Studies*, 45(1): 196-220.
- Bruton, G. D., Ahlstrom, D., & Oblój, K. 2008. Entrepreneurship in emerging economies: Where are we today and where should the research go in the future? *Entrepreneurship: Theory and Practice*, 32(1): 1-14.
- Ahlstrom, D., Bruton, G. D. & Yeh, K. S. 2007. Venture Capital in China: Past, Present, and Future. *Asia Pacific Journal of Management*, 24: 247-268.
- Nair, A., Ahlstrom, D. & Filer, L. 2007. Localized Advantage in a Global Economy: The Case of Bangalore. *Thunderbird International Business Review*, 49(5): 591–618.
- Ahlstrom, D., Nair, A., Young, M.N. & Wang, L.C. 2006. China: Competitive myths and realities. *S.A.M. Advanced Management Journal*. 71(4): 4-10.
- Liu, Y., Ahlstrom, D. Yeh, K.S. 2006. The separation of ownership and management in Taiwan's public companies: An empirical study. *International Business Review*. 15(4): 415-435.
- Foley, S., Ahlstrom, D. & Young, M.N. 2006. HR strategies for competitive advantage. *BusinessForum China*. March/April: 14-17.
- Ahlstrom, D. & Bruton, G.D. 2006. Venture Capital in Emerging Economies: Networks and Institutional Change. *Entrepreneurship: Theory and Practice*. 30(2), 299-320.
- Ahlstrom, D., Foley, S. Young, M. N., & Chan, E. S. 2005. Human resource strategies for competitive advantage in post-WTO China. *Thunderbird International Business Review*, 47(3): 263-285.
- Hitt, M.A., Ahlstrom, D., Dacin, M.T., Levitas, E. & Svobodina, L. 2004. The institutional effects on strategic alliance partner selection in transition economies: China vs. Russia. *Organization Science*, 15(2): 173–185.
- Bruton, G.D., Ahlstrom, D. & Yeh, K.S. 2004. Understanding venture capital in East Asia: The impact of institutions on the industry today and tomorrow. *Journal of World Business*, 39(1), 72–88.

- Maheshwari, S.K. & Ahlstrom, D. 2004. Turning Around a State Owned Enterprise: The Case of Scooters India Limited. *Asia Pacific Journal of Management*, 21 (1/2), 75–101.
- Bruton, G.D. & Ahlstrom, D. 2004. Turnaround in Asia: What do we know? *Asia Pacific Journal of Management*. 21 (3/4), 5–24.
- Ahlstrom, D., Young, M.N., Ng, F. & Chan, C. 2004. High technology and globalization challenges facing Overseas Chinese entrepreneurs. *SAM Advanced Management Journal*, 69(2), 28-37.
- Young, M.N., Ahlstrom, D. & Bruton, G.D. 2004. The globalization of corporate governance in East Asia: the transnational solution. *Management International Review*, 44 (2): 31-50.
- Ahlstrom, D., Young, M.N., Chan, E.S. & Bruton, G.D. 2004. Facing constraints to growth? Overseas Chinese entrepreneurs and traditional business practices in East Asia. *Asia Pacific Journal of Management*, 21(3), 263–285.
- Bruton, G.D., Ahlstrom, D. & Wan, J.C.C. 2003. Turnaround in East Asian firms: Evidence from ethnic overseas Chinese communities. *Strategic Management Journal*, 24(6): 519–540.
- Nair, A. & Ahlstrom, D. 2003. Delayed creative destruction and the coexistence of technologies. *Journal of Engineering and Technology Management*. 20(4): 345-365.
- Bruton, G.D. & Ahlstrom, D. 2003. An institutional view of China's venture capital industry: Explaining differences of China from the west. *Journal of Business Venturing*, 18(2): 233–259.
- Young, M.N., Buchholtz, A.K. & Ahlstrom, D. 2003. How can board members be empowered if they are spread too thin? *SAM Advanced Management Journal*. 68(4), 4-11.
- Si, S.X. & Ahlstrom, D. 2003. A study of the effects of organizational image on firm's risks, expected profits and strategic opportunities. *Review of Business Research*. 1(2), 204-207.
- Ahlstrom, D., Young M. N. & Nair A. 2003. Navigating China's feudal governance structures: Some guidelines for foreign enterprises. *SAM Advanced Management Journal*, 68(3), 4-13.
- Ahlstrom D., Young M. N., Nair A. & Law, P. 2003. Managing the institutional environment: Challenges for foreign firms in post-WTO China. *SAM Advanced Management Journal*, 68(1), 41-49.
- Young, M.N., Peng, M.W., Ahlstrom, D. & Bruton, G.D. 2003. Principal-Principal Agency. *Web Journal of Chinese Management Review*. 6(1), 18-45.
- Ahlstrom, D., Young, M.N. & Nair, A. 2002. Deceptive managerial practices in China: Strategies for foreign firms. *Business Horizons*, 45(6), 49-59.
- Bruton, G.D., Ahlstrom, D. & Singh, K. 2002. The impact of the institutional environment on the venture capital industry in Singapore. *Venture Capital: An International*

Journal of Entrepreneurial Finance. 4 (3): 197-218.

- Ahlstrom, D. & Bruton, G.D. 2002. An Institutional Perspective on the Role of Culture in Shaping Strategic Actions by Technology Focused Entrepreneurial Firms in China. *Entrepreneurship Theory & Practice*. 26(4): 53-69.
- Young, M.N., Ahlstrom, D., Bruton, G.D. & Chan, E.S. 2001. The resource dependence, service and control functions of boards of directors in Hong Kong and Taiwanese firms. *Asia Pacific Journal of Management*, 18(2), 223–244.
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- Ahlstrom, D. & Bruton, G.D. 2000. "An Institutional Entrepreneurship Framework of Private Firms in the People's Republic of China" Paper presented at the *Academy of Management Annual Meeting*, Toronto, Canada, August 4-9. RTAO: 32-2
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- of Management Annual Meeting, Chicago, USA, August 6-10. RTAO: 32-1
- Bruton, G., Wan, J. & Ahlstrom, D. 1999. "Turnaround in Southeast Asian Firms: Evidence From An Ethnic Chinese Community." Paper presented at the Seoul National University/Organization Science Conference – From Innovative Management to New Organization, LG Academy, Seoul, Korea, May 27-30. RTAO: 32-1
- Kane, J.S., Neupert, K.E. & Ahlstrom, D. 1998. The Role of Human Resources Management in Staffing for Competitive Business Strategy. Paper presented at the Management of Human Resources Annual Management Conference, University of Hawaii at Manoa/Pacific Asian Management Institute (PAMI), Honolulu Hawaii, USA, November 27-30, 1998. RTAO: 32-1
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- Nair, A. & Ahlstrom, D. 1998. "Understanding Impediments to the Effective Use of Organizational Knowledge: The Importance of Know-Why" Paper presented at the Conference on Knowledge Creation in Asia (with Proceedings), Asia-Pacific Journal of Management and National University of Singapore, Singapore, February 28-30. RTAO: 32-1
- Ahlstrom, D. 1997. "The Early Adoption and Diffusion of Medical Technology: Impelling Factors and Consequences" Paper Presented at the INFORMS National Conference, Dallas, USA, October 21-24. RTAO: 32-2
- Ahlstrom, D. & Garud, R. 1997. "Technology Assessment: A Socio-Cognitive Perspective" Paper presented at INFORMS National Conference, Dallas, USA, October 21-24. RTAO: 32-2
- Ahlstrom, D. & Makino, S. 1997. "Finding Stability in Revolutionary Technological Change: The Introduction of Sound in Motion Pictures" Paper Presented at the Conference on Technological Path Dependence and Path Creation, Copenhagen, Denmark, August 18-21. RTAO: 32-1
- Ahlstrom, D., Si, S. & Kennelly, J. 1997. "A Test of Equity and Expectancy Predictions on the Performance of Free Agents in Major League Baseball" Paper presented at the Academy of Management Annual Meeting, Boston, USA, August 4-10. RTAO: 32-2
- Garud, R. & Ahlstrom, D. 1996. "Optimistic Insiders and Nettlesome Outsiders: Assessing New Technologies in Health Care" Paper presented at the INFORMS National Conference, Atlanta, USA, November. RTAO: 32-2
- Abzug, R. & Ahlstrom, D. 1996. "Top Employers in Major US. Cities: An Empirical Analysis" Paper presented at the American Sociological Association Annual Meeting, New York, USA, August. RTAO: 32-1

- Ahlstrom, D. & Garud, R. 1995. "A Socio-Cognitive View of Technology Assessment in Medicine" Paper presented at Symposium on The Role of the Actor in Institutional Theory, Vancouver, Canada, August. RTAO: 32-2
- Ahlstrom, D. & Garud, R. 1995. "Forgotten Paths in Medicine" Paper presented at the Academy of Management Conference, Vancouver, Canada, August 4-9. RTAO: 32-2
- Ahlstrom, D. & Yao, J. 1995. "The Chinese Reforms: Market Liberation and Feudalistic Empowerment" Paper presented at the Academy of International Business (SE Asia) Conference (with Proceedings), Perth, Australia, June 22-24. RTAO: 32-1
- Ahlstrom, D. & Garud, R. 1994. "Opening Pandora's Box: Exploding Myths about Technological Reality" Paper presented at the Conference on the Social Construction of Industries and Markets (with Proceedings), University of Illinois, Chicago IL, April 14-16. RTAO: 32-1
- Ahlstrom, D. 1996. *Neglecting Useful Technologies in Bioscience: Forces that Impel and Constrain Technological Trajectories*. Dissertation, New York University – Stern School of Business. New York: UMI, 332 pages. Advisors: Professors Raghu Garud & Roger L.M. Dunbar (New York University).

CONSULTING AND TRAINING EXPERIENCE

Cialdini Method Certified Trainer in the Science and Practice of Influence
(Tempe, Arizona, USA – 2007-Present)

United States Navy, US Naval Air Station, Fort Worth, Texas, USA.

Hong Kong government (IT Department)

Hong Kong Housing Authority

Hong Kong Hospital Authority

Mass Transit Railway (MTR), Hong Kong (and various satellite offices –
Europe, Australia)

Gammon Construction, Hong Kong

Hang Seng Bank, Hong Kong

VTech, Tai Po, Hong Kong

Hong Kong Department of Health

Hong Kong Hospital Authority

Indian Institute of Management (IIMA)

The Chinese University School of Medicine, Dept. of Oncology

Hong Kong Jockey Club

Maxim's Restaurant Group, Hong Kong

Glen Eagles Hospital, Singapore

Sakura Engineering, Tokyo, Japan

Schering Plough, Singapore

Shinhan Bank, Korea

JP Morgan Chase, New York

Caterpillar, Dallas, Texas

Multiple Looker Programs (Mainland Chinese undergraduate students
visiting Hong Kong for a multiple-week program)