

SINZIANA DOROBANTU

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ACADEMIC POSITIONS

New York University, Leonard N. Stern School of Business, New York, NY

Assistant Professor, Department of Management and Organizations, July 2012-present (medical leave 2017-18)

EDUCATION

University of Pennsylvania, The Wharton School and The Lauder Institute, Philadelphia, PA

Post-doctoral fellow, June 2010-June 2012

Duke University, Durham, NC

M.A. in Economics, 2005

Ph.D. in Political Science, May 2010

Dissertation: Political Competition and the Regulation of Foreign Direct Investment

American University in Bulgaria, Blagoevgrad 2700, Bulgaria

B.A. in Political Science/International Relations and Mass Communication, 2001

RESEARCH

A. Publications in Refereed Journals

- [1] Henisz, Witold, Sinziana Dorobantu and Lite Nartey. 2014. Spinning Gold: The Financial Returns to Stakeholder Engagement. *Strategic Management Journal*. 35(12): 1727-1748. [Lead article.]
 - * Academy of Management Proceedings, 2011
 - * *Finalist*: Best Conference Paper Prize for Practice Implications, SMS Annual Meeting, 2011
 - * *Finalist*: Robert H. Schaffer Award for Best Paper in Applied International Management, AOM International Management Division, 2011
- [2] Sinziana Dorobantu, Aseem Kaul, and Bennet Zelner. 2017. Nonmarket Strategy through the Lens of New Institutional Economics: An Integrative Review and Future Directions, *Strategic Management Journal*. 38(1): 114-140.
- [3] Sinziana Dorobantu, Witold Henisz and Lite Nartey. 2017. Not All Sparks Light a Fire: Stakeholder and Shareholder Reactions to Critical Events in Contested Markets, *Administrative Science Quarterly* 62(3): 561-597.
 - * *Winner* of the Dale E. Zand Best Paper Award in Management, Stern School of Business, 2016
- [4] Sinziana Dorobantu and Kate Odziemkowska. 2017. Valuing Stakeholder Governance: Property Rights, Community Mobilization and Firm Value. *Strategic Management Journal*. 38(13): 2682-2703.
 - * *Winner*: Outstanding Conference Paper Award, Alliance for Research on Corporate Sustainability, 2017
- [5] Sinziana Dorobantu and Jakob Müllner. Forthcoming. Debt-Side Governance and the Geography of Project Finance Syndicates. *Journal of Corporate Finance*.
 - * *Finalist*: Alan M. Rugman Most Promising Scholar Award, AIB 2016 Annual Meeting
- [6] Lite Nartey, Witold Henisz and Sinziana Dorobantu. What Brings Us Together Tears Us Apart: The Inherent Tension in Stakeholder Engagement Strategies. Conditionally Accepted, *Strategy Science*.

B. Working Papers (including papers under review)

- [7] Interorganizational Diversity, Institutional Risk and the Formation of Multipartner Syndicates (with Thomas Lindner and Jakob Müllner). 2nd Revise & Resubmit, *Academy of Management Journal*.
- [8] A Participatory Approach to Stakeholder Engagement: Defining a Hierarchy of Strategic Action (with Lite Nartey and Witold Henisz). Revise & Resubmit, *Strategic Management Journal*.
 - * *Winner*: Best Conference Paper Prize, SMS Annual Meeting, 2013
 - * *Finalist*: Best Conference Paper for Practice Implications Prize, SMS Annual Meeting, 2013

- [9] Proactive Stakeholder Engagement and Stakeholder Preferences for Firm Investments (with Witold Henisz and Lite Nartey). Working Paper.
- [10] Contracting Beyond the Market: Property Rights, Externalities, Historical Conflict, and Contractual Agreements with Nonmarket Stakeholders (with Kate Odziemkowska). Working paper.
- [11] Pricing Institutional Distance: Evidence from Project Finance in Different Institutional Environments (with Jakob Müllner and Robert Salomon). Working paper.
- [12] Political Leverage in Interorganizational Partnerships (with Jakob Müllner). Working paper.
- [13] State-owned vs. Private Multinationals: Two Logics of International Expansion in the Electricity Supply Industry (with Bennet Zelner). Working paper.

C. Work in progress

- Political Context, Social Movements, and Uber's Challenges in Different Markets
- Global Entry: A Two-Sided Matching Approach in International Investment (with Thomas Lindner)
- Natural Language Processing (NLP) in Management Research (with Francis Park)

D. Teaching Cases

- Rosia Montana: Political and Social Risk Management in the Land of Dracula; Parts (A), (B), and (C) (with Witold Henisz and Tim Gray). The Wharton School. 2009.
- The Dakota Access Pipeline (with Ingo Walter). NYU Stern School of Business. 2017

E. Book Chapters & Other Publications

- It's Never Been More Important for Big Companies to Listen to Local Communities (with Dennis Flemming) *Harvard Business Review*, Online: November 10, 2017.
- Sketches of New and Future Research on Stakeholder Management. Forthcoming in the *Handbook of Stakeholder Theory*, edited by Jay B. Barney, R. Edward Freeman, Jeffrey S. Harrison, and Robert A. Phillips. Cambridge University Press.
- States, Markets, and the Undulating Governance of the Global Electric Power Supply Industry: Scholarship Meets Practice (with Bennet Zelner). In *The Routledge Companion to Non-Market Strategy*, Thomas Lawton and Tazeeb Rajwani (eds). 2015. <http://www.routledge.com/books/details/9780415712316/>
- Sustainability: New Perspective and Opportunities (with Mauro Guillen and Witold Henisz). Globalization TrendLab 2012 Report. The Lauder Institute, The Wharton School. Available: http://knowledge.wharton.upenn.edu/papers/download/2012_Sustainability_Book_E.pdf
- Global Risk: New Perspectives and Opportunities (with Mauro Guillen and Witold Henisz). Globalization TrendLab 2011 Report. The Lauder Institute, The Wharton. School. Available: http://knowledge.wharton.upenn.edu/papers/download/072011_GlobalRisk_Book.pdf

AWARDS & FELLOWSHIPS

Alliance for Research on Corporate Sustainability, Rotterdam, June 2017

Winner of the Outstanding Paper Award

Academy of International Business, New Orleans, June 2016

Finalist for the Alan M. Rugman Most Promising Scholar Award

Department of Management and Organizations, Stern School of Business, 2016

Winner of the Dale E. Zand Best Paper Award in Management

Center for the Global Economy and Business, New York, April 2015

Research grant for "License to Drill: Controversy in the Shale Oil and Gas Industry"

Strategic Management Society, Atlanta, GA, September 2013
Winner of the Best Conference Paper Prize
Finalist for the Best Conference Paper for Practical Implications

Strategic Research Foundation of the Strategic Management Society, July 2013
Research grant for “State-Owned Multinationals” (SRF-2013-019)

Center for the Global Economy and Business, New York, April 2013
Research grant for “The International Expansion of State-Owned Enterprises”

Strategic Management Society, Miami, FL, November 2011
Finalist for the Best Conference Paper for Practical Implications

Academy of Management, International Management Division, San Antonio, TX, August 2011
Finalist for the Robert H. Schaffer Best Paper in Applied International Management

Academy of International Business, Milan, Italy, July 2008
Finalist for the Best Doctoral Dissertation Proposal Award

National Science Foundation, Arlington, VA
Doctoral Dissertation Improvement Grant (no. 0720041), 2007-2008

Max Planck Institute for the Study of Societies, Cologne, Germany
Pre-doctoral research fellowship, 2006-2007

Duke University, Durham, NC
Fellowship for Dissertation Field Research, The Graduate School, 2007
Award for Field Research, Democratic Institutions and Political Economy Program, 2005, 2007
Dissertation Research Fellowship, The Graduate School, 2006
Provost’s Pre-Dissertation Grant for Fieldwork Research, 2003, 2005

INVITED SEMINARS & CONFERENCE PRESENTATIONS

2017

- Academy of Management Annual Conference, Atlanta, GA, August 4-8, 2017
- Society for Institutional and Organizational Economics, Columbia University, June 23-25, 2017
- Alliance for Research on Corporate Sustainability, Erasmus University, Rotterdam, June 14-16, 2017
- Bocconi University, Milan, Italy, June 2017
- Strategy and the Business Environment Conference, Duke University, May 18-19, 2017
- Questrom School of Business, Boston University, April 2017
- Aspen Institute Series on Energy Governance, Aspen, CO, February 24-27, 2017; and June 2-5, 2017
- The Newmont Mining Corporation, Denver, CO, June 2, 2017
- Marshall School of Business, University of Southern California, February 2017
- Ivey Business School, University of Western Ontario, January 13, 2017

2016

- Zicklin School of Business, Baruch College, November 10, 2016
- UCLA “Social Movements, Economic Innovation, and Institutional Change” Workshop, Nov. 3-5, 2016
- Business for Social Responsibility (BSR) Annual Conference, New York, NY, November 1-3, 2016
- Aspen Institute Series on Energy Governance, Aspen, CO, October 21-24, 2016
- Strategic Management Society Annual Meeting Extension Workshop, Zurich, September 21-22, 2016
- American Political Science Association Annual Meeting, Philadelphia, PA, September 2, 2016
- Academy of Management Annual Conference, Anaheim, CA, August 5-9, 2016
- WU Vienna Seminar Series, July 20, 2016
- Academy of International Business, New Orleans, June 27-30, 2016
- Strategy Symposium on Emerging Markets, Rice University, May 5-6, 2016
- Kenan-Flagler Business School, University of North Carolina, January 25, 2016

2015

- INFORMS Annual Meeting, Philadelphia, PA, November 1-4, 2015
- Strategic Management Society Annual Conference, Denver, CO, October 3-6, 2015
- Strategy and Entrepreneurship Seminar, INSEAD, September 24, 2015
- Rotterdam School of Management, September 22, 2015
- Academy of Management Annual Conference, Vancouver, Canada, August 7-11, 2015
- Strategy Junior Faculty Summer Camp, Tuck School of Business at Dartmouth, August 3-4, 2015
- Sumantra Ghoshal Conference, May 31-June 1, 2015
- Understanding Finance from an Organization Theory Perspective, IESE, May 22, 2015
- Text Analysis Conference II, Princeton, NJ, May 15-16, 2015
- Strategy and the Business Environment Conference, Boston, MA, May 1, 2015
- Santander Globalization TrendLab 2015, University of Pennsylvania, March 19-21, 2015
- Organization Science Winter Conference, Park City, UT, February 5-8, 2015

2014

- Strategic Management Society Annual Conference, Madrid, Spain, September 19-23, 2014
- Academy of Management Annual Conference, Philadelphia, PA, August 1-5, 2014
- Strategy Junior Faculty Summer Camp, Tuck School of Business at Dartmouth, July 29-31, 2014
- Columbia-Princeton-NYU Workshop on Computational Text Analysis in Organizational Research, New York University, May 23, 2014

2013

- University of Richmond, VA, November 15, 2013
- Strategic Management Society Annual Conference, Atlanta, Georgia, Sept. 28-Oct. 1, 2013
- Seoul National University, Seoul, Korea, September 3, 2013
- Center for Governance, Institutions & Organizations Annual Conference, NUS, August 27-28, 2013
- Academy of Management Annual Conference, Orlando, FL, August 9-13, 2013
- Strategy Junior Faculty Summer Camp, Tuck School of Business at Dartmouth, July 22-24, 2013
- Academy of International Business, Istanbul, Turkey, July 3-6, 2013
- Strategic Management Society Special Conference, Glasgow, UK, June 20-22, 2013
- Alliance for Research on Corporate Sustainability (ARCS) Annual Meeting, University of California, Berkeley, CA, April 30-May 1, 2013

2012

- University of Maryland, December 6, 2012
- Strategic Management Society, Prague, Czech Republic, October 6-9, 2012
- Academy of International Business, Washington, DC, June 30-July 3, 2012
- Medici Summer School, Florence, Italy, June 9-14, 2012
- Strategy and Business Environment Conference, Stanford University, May 18-19, 2012
- Alliance for Research on Corporate Sustainability (ARCS) Annual Meeting, Yale Univ., May 17-18, 2012
- NYU Stern School of Business, Management and Organizations Seminar, January 2012
- The McDonough School of Business, Georgetown University, January 2012

2011

- Desautels Faculty of Management, McGill University, December 2011
- Strategic Management Society, Miami FL, November 2011
- Corporate Identity/Associations International Conference, Drexel University, September 2011
- Strategy and Business Environment & Alliance for Research on Corporate Sustainability (ARCS), Joint Annual Conferences, the Wharton School, May 2011

2005-10

- The Moore School of Business, University of South Carolina, February 2010
- The McDonough School of Business, Georgetown University, February 2010
- The Wharton School, University of Pennsylvania, January 2010
- IE Business School, Madrid, January 2010

- Annual Meeting of the Academy of International Business, San Diego, June 27-30, 2009
- Annual Meeting of the Academy of Management, Chicago, IL, August 7-11, 2009
- Duke University Comparative Politics Workshop, October 22, 2008
- American Political Science Association Annual Meeting, Boston, August 28-31, 2008
- Academy of International Business Annual Meeting, Milan, Italy, June 30-July 3, 2008
- American Political Science Association Annual Meeting, Chicago, August 30-Sept. 2, 2007
- Political Competition and Government Policy conference, Duke University, May 4-5, 2007
- MNCs and Emerging Markets conference, Washington University in St. Louis, March 23-24, 2007
- American Political Science Association Annual Meeting, Philadelphia, August 31-Sept. 3, 2006
- Duke Comparative Politics Workshop, Duke University, April 7-8, 2006
- Workshop on Poverty and Democracy, Duke University, February 17-18, 2006
- 7th Graduate Retreat of the Society for Comparative Research, Budapest, July 3-4, 2005
- Economic Consequences of Political Institutions conference, Duke University, April 1-2, 2005

TEACHING

New York University, Stern School of Business, New York, NY

Global Strategy (MBA elective): Spring 2017; Spring 2016 (5.9 out of 7); Spring 2015 (6.7; 6.1 out of 7); Spring 2014 (5.9 out of 7)

International Business Management (advanced undergraduate seminar): Spring 2017; Spring 2016 (6.8; 7 out of 7); Spring 2015, (6.2 out of 7); Spring 2014 (6.7; 6.6 out of 7); Spring 2013 (6.8; 5.9 out of 7)

University of Pennsylvania, The Wharton School, Philadelphia, PA

The Political and Social Environment of the Multinational Firm, Spring 2011; Spring 2012

American University, Kogod School of Business, Washington, DC

The Global Marketplace, Fall 2009

Duke University, Durham, NC

Globalization and Development, Fall 2006

International Security (Teaching Assistant), Spring 2006

Political Applications of Game Theory (Teaching Assistant), Spring 2005

States, Markets, and Democratization (Teaching Assistant), Fall 2004

Political Applications of Game Theory (Teaching Assistant), Fall 2003

Humboldt University, Berlin, Germany

Strategic Interaction and Political Behavior: An Introduction to Game Theory, Summer 2004

Indiana University, Bloomington, IN

Political Parties and Interest Groups (Teaching Assistant), Spring 2002

Introduction to American Politics (Teaching Assistant), Fall 2001

PROFESSIONAL SERVICE & MEMBERSHIP

Co-editor (with Ruth Aguilera, Jiao Luo and Frances Milliken) of *Advances in Strategic Management* volume 38 on "Sustainability, Corporate Governance and CSR"

Editorial board, *Strategic Management Journal*

Ad-hoc Reviewer for *Organization Science*, *Management Science*, *Strategy Science*, *Journal of Management*, *Journal of International Business Studies*, and meetings of the Academy of Management, Academy of International Business, and Strategic Management Society.

Paper Development Workshop Organizer, "Research Frontiers in Non-Market Strategy, 2nd edition" AOM Annual Conference, Atlanta, GA, August 8-12, 2017

Paper Development Workshop Organizer, "Research Frontiers in Non-Market Strategy," AOM Annual Conference, Anaheim, CA, August 5-9, 2016

Panel Organizer, "Institutional Distance and Risk," AOM Annual Conference, Anaheim, CA, August 5-9, 2016

Panel Organizer, "The Governance of Large Projects," AOM Annual Conference, Vancouver, August 7-11, 2015
Panel Organizer, "The Power of Words: Media Content Analysis in Management Research," Academy of Management Annual Conference, Philadelphia, PA, August 1-5, 2014
Rep-at-large, Strategic Management Society, Stakeholder Strategy Interest Group, 2015-16
Member of the Academy of Management (2012-present); Strategic Management Society (2012-present); Academy of International Business (2012-present)

UNIVERSITY SERVICE

New York University, Stern School of Business

Steering Committee, Infrastructure Initiative, Stern School of Business, 2016-18
Stern Program for Undergraduate Research, Invited Faculty Speaker, May 2017
Management Department, Annual Merit Review Committee, 2016-2017
Co-organizer, Emerging Markets Multinationals Conference, Stern School of Business, September 2016
Management Department Seminar Series Coordinator, 2015-16
Junior Faculty Recruiting Committee, 2012-13, 2014-15, 2015-16
Undergraduate Honors Program Thesis Advisor, 2014-15
Stern Program for Undergraduate Research, 2014-15, 2015-16, 2016-17

University of Pennsylvania, The Lauder Institute, The Wharton School, Philadelphia, PA

Co-organizer of The Globalization TrendLab 2012 conference on *Sustainability: New Perspectives and Opportunities*
Co-organizer of The Globalization TrendLab 2011 conference on *Global Risks: New Perspectives and Opportunities*