

## SINZIANA DOROBANTU

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### ACADEMIC POSITIONS

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**New York University**, Leonard N. Stern School of Business, New York University, New York, NY  
Department of Management and Organizations  
Associate Professor, 2019-present; with tenure, 2022-present  
Assistant Professor, 2012-2019 (medical leave 2017-18)

### EDUCATION

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**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

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#### A. Publications in Refereed Journals (in chronological order)

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.

\* *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, 2011

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

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.

Sinziana Dorobantu and Kate Odziemkowska. 2017. Valuing Stakeholder Governance: Property Rights, Community Mobilization and Firm Value. *Strategic Management Journal*. 38(13): 2682-2703.

\* *Winner* of the Outstanding Paper Award, Alliance for Research on Corporate Sustainability, 2017

Lite Nartey, Witold Henisz and Sinziana Dorobantu. 2018. Status Climbing vs. Bridging: Multinational Stakeholder Engagement Strategies. *Strategy Science*. 3(2): 367-392.

\* *Winner* of the 2019 Ralph Gomory Best Industry Studies Paper Award, Industry Studies Association

\* *Invited reflection* published as "Status Climbing vs. Bridging: Multinational Stakeholder Engagement Strategies—Recipient of the 2018 Ralph Gomory Best Industry Studies Paper Award." 2020. *Strategy Science*. 5(2): 71-145.

Sinziana Dorobantu and Jakob Müllner. 2019. Debt-Side Governance and the Geography of Project Finance Syndicates. *Journal of Corporate Finance*, 57:161-179. Special issue on "Corporate Governance of a Multinational Enterprise: Firm, Industry and Institutional Perspectives."

\* *Finalist*: Alan M. Rugman Most Promising Scholar Award, AIB 2016 Annual Meeting

Sinziana Dorobantu, Thomas Lindner and Jakob Müllner. 2020. Political Risk and Alliance Diversity: A Two-Stage Model of Partner Selection in Multipartner Alliances. *Academy of Management Journal* 63(6): 1775-1806.

\* *Winner* of the Dale E. Zand Best Paper Award in Management, Stern School of Business, 2018

Thomas Lawton, Sinziana Dorobantu, Tazeeb Rajani, and Pei Sun. 2020. The Implications of COVID-19 for Nonmarket Strategy Research. *Journal of Management Studies*, 57(8): 1732-1736.

Kate Odziemkowska and Sinziana Dorobantu. Contracting Beyond the Market. 2021. *Organization Science* 32(3): 776-803. *Note:* Authors contributed equally and are listed in reverse alphabetical order.

Lite Nartey, Witold Henisz and Sinziana Dorobantu. 2022. Reciprocity in Firm Stakeholder Dialogue: Timeliness, Valence, Richness and Topicality. *Journal of Business Ethics*.

\* *Winner:* Best Conference Paper Prize, SMS Annual Meeting, 2013

\* *Finalist:* Best Conference Paper for Practice Implications Prize, SMS Annual Meeting, 2013

## **B. Books, Book Chapters & Other Publications**

Sinziana Dorobantu, Abhishek Gupte and Sam Yuqing Li. 2022. Stakeholder Governance: Aligning Stakeholder Interests on Complex Sustainability Issues. Book chapter in the *Handbook on the Business of Sustainability: The Organization, Implementation, and Practice of Sustainable Growth*, edited by Gerard George, Martine R. Haas, Havovi Joshi, Anita McGahan, and Paul Tracey, Edward Elgar Publishing.

Sinziana Dorobantu. 2019. Sketches of New and Future Research on Stakeholder Management. In *The Handbook of Stakeholder Theory*, edited by Jay B. Barney, R. Edward Freeman, Jeffrey S. Harrison, and Robert A. Phillips. Cambridge University Press.

Sinziana Dorobantu, Ruth V. Aguilera, Jiao Luo and Frances J. Milliken (Editors). 2018. Sustainability, Stakeholder Governance and Corporate Social Responsibility, *Advances in Strategic Management*, volume 38.

Sinziana Dorobantu, Ruth V. Aguilera, Jiao Luo and Frances J. Milliken. 2018. Introduction: Contemplating the Connections between Sustainability, Stakeholder Governance and Corporate Social Responsibility. In *Advances in Strategic Management*, volume 38, "Sustainability, Stakeholder Governance and Corporate Social Responsibility," edited by Sinziana Dorobantu, Ruth V. Aguilera, Jiao Luo and Frances J. Milliken.

Sinziana Dorobantu and Dennis Flemming. It's Never Been More Important for Big Companies to Listen to Local Communities. *Harvard Business Review*, Online: November 10, 2017.

Sinziana Dorobantu and Bennet Zelner. States, Markets, and the Undulating Governance of the Global Electric Power Supply Industry: Scholarship Meets Practice. In *The Routledge Companion to Non-Market Strategy*, edited by Thomas Lawton and Tazeeb Rajwani. 2015.

Sustainability: New Perspective and Opportunities (with Mauro Guillen and Witold Henisz). Globalization TrendLab 2012 Report. The Lauder Institute, The Wharton School.

Global Risk: New Perspectives and Opportunities (with Mauro Guillen and Witold Henisz). Globalization TrendLab 2011 Report. The Lauder Institute, The Wharton. School.

## **C. Working Papers (including papers under review)**

Proactive Engagement, the Informational Environment, and a Stakeholder's Beliefs about a Firm (with Witold Henisz and Lite Nartey).

Political Uncertainty, Firm Place Identity, and Firm Value: Evidence from the Catalan Secession Crisis (with Ariel Casarin and Angel Saz-Carranza).

\* *Nominated* for the Best Conference Paper Prize, SMS Annual Meeting, 2021

Electoral Uncertainty and Cross-Border Investments (with Martin Fraissler, Jakob Müllner and Jonas Puck).

\* Academy of Management Best Paper Proceedings, 2019

\* *Winner* of the Best Conference Paper Award, Academy of International Business, 2019

\* *Distinguished Paper Award*, Academy of Management Strategy Division, 2019

\* *Nominated* for the Carolyn B. Dexter Award, Academy of Management, 2019

Pricing Institutional Distance: Evidence from Project Finance in Different Institutional Environments (with Jakob Müllner and Robert Salomon).

## **D. Work in progress**

Worlds Apart: Stakeholder Governance in Different Institutional Environments

License to Drill: Support and Opposition to Fracking in the US (with Michelle Namkoong and Thomas Lindner)

The Path to Sustainability in the Mining Industry (with Lilach Trabelsi)

From Stakeholder to Activist: Interests, Identity and Community Mobilization (with Vanessa Burbano and Kate Odziemkowska)

Political Context, Social Movements, and Uber's Challenges in Different Markets.

\* *Nominated* for the Best Conference Paper Prize, SMS Annual Meeting, 2018

Global Entry: A Two-Sided Matching Approach to Multinational Investments (with Thomas Lindner)

## **E. Teaching Cases**

The Dakota Access Pipeline (with Ingo Walter). NYU Stern School of Business. 2017

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.

## **RESEARCH AWARDS & RECOGNITIONS**

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Nominated for the *Best Conference Paper Prize*, Strategic Management Society, 2021

Named *2020 SRF Research in Strategic Management (RSM) Scholar*, Strategic Research Foundation, 2020

Winner of the *AIB/Temple Best Conference Paper Award*, Academy of International Business, 2019

Winner of the *Distinguished Paper Award*, Academy of Management Strategy Division, 2019

Finalist for the *Carolyn B. Dexter Award*, Academy of Management, 2019

Winner of the *Ralph Gomory Best Industry Studies Paper Award*, Industries Studies Association, 2019

Winner of the *FIU Emerging Scholar Award*, Academy of Management International Management Division, 2018

Winner of the *Dale E. Zand Best Paper Award in Management*, Stern School of Business, 2018

Nominated for the *Best Conference Paper Prize*, Strategic Management Society, 2018

Winner of the *Outstanding Paper Award*, Alliance for Research on Corporate Sustainability, 2017

Finalist for the *Alan M. Rugman Most Promising Scholar Award*, Academy of International Business, 2016

Winner of the *Dale E. Zand Best Paper Award in Management*, Stern School of Business, 2016

Winner of the *Best Conference Paper Prize*, Strategic Management Society, 2013

Finalist for the *Best Conference Paper for Practical Implications*, Strategic Management Society, 2013

Finalist for the *Best Conference Paper for Practical Implications*, Strategic Management Society, 2011

Finalist for the *Robert H. Schaffer Best Paper in Applied International Management*, Academy of Management, 2011

Finalist for the *Best Doctoral Dissertation Proposal Award*, Academy of International Business, 2008

## **RESEARCH GRANTS**

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Research grant, Strategic Research Foundation, 2020 (SRF-2020-RSM-6194)

Research grant, Stern School of Business Infrastructure Initiative, April 2018

Research grant, Stern School of Business Center for Sustainable Business, April 2018

Research grant, Stern School of Business Center for the Global Economy and Business, April 2015

Research grant, Strategic Research Foundation, July 2013 (SRF-2013-019)

Research grant, Stern School of Business Center for the Global Economy and Business, April 2013

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

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

Fellowship for Dissertation Field Research, Duke University Graduate School, 2007

Field Research Grant, Duke University Democratic Institutions & Political Economy Program, 2005 & 2007

Dissertation Research Fellowship, Duke University Graduate School, 2006

Provost's Pre-Dissertation Grant for Fieldwork Research, Duke University, 2003 & 2005

## **INVITED SEMINARS & CONFERENCE PRESENTATIONS**

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### **2021**

- Strategic Management Society, September 2021
- Academy of Management, August 2021
- HEC Paris, June 2021
- Sumantra Ghoshal Conference, May 2021

### **2020**

- Strategic Management Society, Virtual Conference, October 2020
- Academy of Management, Virtual Conference, August 2020
- Globalizing Organization Theory Conference, University of South Carolina, January 8-11, 2020

### **2019**

- Darla Moore School of Business, University of South Carolina, November 2019
- Strategic Management Society Annual Meeting, Minneapolis, MN, October 19-22, 2019
- INSEAD, Fontainebleau, France, September 2019
- Academy of Management Annual Conference, Boston, MA, August 9-13, 2019
- Strategy Junior Faculty Summer Camp, Dartmouth University, August 5-7, 2019
- Society for Institutional and Organizational Economics, Stockholm, Sweden, June 27-29, 2019
- Academy of International Business, Copenhagen, Denmark, June 25-27, 2019
- Industries Studies Association Annual Meeting, Nashville, May 30-June 1, 2019
- Strategy and the Business Environment Conference, Stanford University, April 26-27, 2019
- Rutgers Business School, Newark and New Brunswick, March 2019
- Winter Strategy Conference, Park City, UT, March 7-9, 2019
- Macro Meets Macro Conference, Arizona State University, February 21-22, 2019

### **2018**

- Ross School of Business, University of Michigan, Ann Arbor, MI, December 2018
- Beedie School of Business, Simon Fraser University, Vancouver, Canada, October 18, 2018
- Aspen Institute Energy Governance Forum, Aspen, CO, October 15-17, 2018
- Olin School of Business, Washington University in St. Louis, September 11, 2018
- Strategic Management Society Annual Meeting, Paris, September 22-15, 2018
- Academy of Management Annual Conference, Chicago, IL, August 10-14, 2018
- Strategy Junior Faculty Summer Camp, Dartmouth University, August 6-8, 2018
- Alliance for Research on Corporate Sustainability, MIT, June 11-13, 2018
- Strategy Science Annual Conference, Univ. of Pennsylvania, June 15-16, 2018
- Strategy and the Business Environment Conference, Univ. of Pennsylvania, April 20-21, 2018

### **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, 2013
- 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

- Darla 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

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

**Corporate Strategy, MBA core:** June 2022; September 2021; January 2020

**Global Strategy, MBA elective:** Spring semester 2022; 2021; 2020; 2019; 2017; 2016; 2015; 2014

**Global Strategy, advanced undergraduate seminar:** Spring semester 2022; 2021; 2020; 2019; 2017; 2016; 2015; 2014; 2013

**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

## UNIVERSITY SERVICE

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### New York University, Stern School of Business

#### *Department of Management and Organizations*

Internal Advisory Board, Center for the Future of Management, 2020-present  
Research Committee, 2015-16; 2018-2022  
Management Department, Annual Merit Review Committee, 2016-2017; 2021-2022  
Ph.D. Admissions Committee, 2018-2020  
Macro Brown Bag Co-organizer, 2018-2019  
Doctoral Committee of Francis Park, 2015-2018  
Faculty Recruiting Committee, 2012-2013, 2014-2015, 2015-2016

#### *Leonard N. Stern School of Business*

Faculty Advisory Council, Stern Center for Sustainable Business, 2018-present  
Steering Committee, Infrastructure Initiative, Stern School of Business, 2016-2020  
Stern Program for Undergraduate Research, Invited Faculty Speaker, May 2017  
Co-organizer, Emerging Markets Multinationals Conference, Stern School of Business, September 2016  
Undergraduate Honors Program Thesis Advisor, 2014-2015  
Stern Program for Undergraduate Research, 2014-2019, 2021

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

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

## PROFESSIONAL SERVICE & MEMBERSHIP

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### Editorial Boards and Reviewing

Editorial board, *Strategic Management Journal*, 2015-present  
Editorial board, *Organization Science*, 2019-present  
Ad-hoc Reviewer for *Academy of Management Journal*, *Academy of Management Review*, *Administrative Science Quarterly*, *Management Science*, *Strategy Science*, *Journal of Management*, *Journal of International Business Studies*, *Regulation and Governance*

### Service in Professional Organizations

#### *Academy of Management*

Executive Committee, STR Division of the Academy of Management, 2020-2022  
Research Committee, STR Division of the Academy of Management, 2018-2020  
Paper Development Workshop Organizer, "Research Frontiers in Non-Market Strategy" AOM Annual Conferences, 2016, 2017, and 2019  
Panel Organizer, "Institutional Distance and Risk," AOM Annual Conference, Anaheim, 2016  
Panel Organizer, "The Governance of Large Projects," AOM Annual Conference, Vancouver, 2015  
Panel Organizer, "The Power of Words: Media Content Analysis in Management Research," AOM Annual Conference, Philadelphia, PA, 2014

#### *Strategic Management Society*

Program Chair, SMS Corporate Strategy Interest Group, 2022  
Associate Program Chair, SMS Corporate Strategy Interest Group, 2021  
Rep-at-large, Strategic Management Society, Stakeholder Strategy Interest Group, 2015-16

#### *Academy of International Business*

Ethics Review Committee, Academy of International Business, 2020-present  
Panel Organizer, "IB Research and the Global Connectedness Index," AIB Annual Conference, 2020

***Nonmarket Strategy Research Community***

Steering Committee, Non-Market Strategy Research Community, 2020-present

Faculty Coordinator, Virtual PhD Seminar on Nonmarket Strategy, 2021-2022

***Alliance for Research on Corporate Sustainability***

Board Member, 2021-present

**Professional Membership**

Academy of Management, 2012-present

Strategic Management Society, 2012-present

Academy of International Business, 2012-present

Alliance for Research on Corporate Sustainability, 2010-present

Society for Institutional and Organizational Economics, 2019-2020

Industry Studies Association, 2019-2020