

JOANNE E. OXLEY

Rotman School of Management
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EDUCATION

- 1995 ***Ph.D., Business Administration***, University of California, Berkeley.
Dissertation Advisor & Chair: Oliver Williamson (2009 Nobel Laureate, Economics)
- 1992 ***MA in Economics***, University of California, Berkeley.
- 1989 ***MBA***, Haas School of Business, University of California, Berkeley.
- 1984 ***BSc/BA (Hons) Engineering and Business Studies***, Trent Polytechnic, Nottingham, U.K., First Class Honors.

ACADEMIC APPOINTMENTS

University of Toronto, Rotman School of Management, 2004- present

Acting Vice Dean, Research, Strategy, and Resources (2020-21)
Vice Dean, Faculty (2020-21)
Associate Dean, Faculty (2016-2019)
Director of Faculty Recruiting (2015-16)
Professor of Strategic Management (2012 to present)
Associate Professor of Strategic Management (2004-2012)

University of Michigan Business School, 1995-2004

Assistant Professor of Corporate Strategy and International Business,

ACADEMIC SERVICE

University of Toronto

University bargaining team for salary, benefits and workload negotiations with UTFA, 2020-21
Provostial Advisory Group on Faculty Gender Pay Equity (Core member), 2017-2019
[UofT Faculty Gender Pay Equity Report.pdf](#)
[UofT Librarian Gender Pay Equity Report.pdf](#)
Toronto Initiative on Diversity and Excellence (Core member), 2017-2020
UofT Research Advisory Board, 2013-14; 2020-21
Connaught Social Sciences Review Panel, 2013-14
UofT Research Awards & Honours Committee, 2013-14

Rotman School of Management

Executive Leadership Team, 2016-2021
Management Committee, 2015-2021
Rotman Equity, Diversity and Inclusion (REDI) Committee, 2015-2020
Promotions Committee, 2013-16
Acting PhD Director, 2013-14
PhD Coordinator, Strategy Area, and Chair, PhD Committee, 2009-13
Deputy Speaker, Faculty Council, 2011-13
Learning Resources Committee, 2009-11
Taskforce on Gender Equity and Diversity, 2010
Executive Committee, 2005-07
Complement Advisory Committee, 2005-07

Selected External Service

Editorships:

Strategy Science, Senior Editor (2017-2021)
Strategic Management Journal, Associate Editor (2014-2017)
Journal of International Business Studies, Consulting Editor (2013-2016)
Management Science, Associate Editor, Strategy Division (2010-2015)

Evaluation Committee, Social Sciences and Humanities Research Council, Standard / Insight Grants Competition 2011, 2012, 2020

Board member, International Society for the New Institutional Economics 2009-2012 and 2015-2018.

President, Strategy Research Initiative 2014- 2016; member since 2007; elected as Fellow in 2013; elected to serve on Executive Board, 2014.

Academy of Management: - Divisional Officer, BPS/STR Division (Asst.Program Chair, Program Chair, Division Chair, Past Division Chair) 2006-2011

External evaluator, Strategic Management and Globalization, World-Class Research Environment Initiative, mid-term review, Copenhagen Business School, December 2011

HONORS, AWARDS & ELECTED POSITIONS (selected)

2017	Dan and Mary Lou Schendel Best Paper Prize, Strategic Management Society
2015-20	McCutcheon Professorship in International Business, University of Toronto
2015	SO!What award, Strategic Organization
2015-18	International Society for the New Institutional Economics, Board of Directors
2014-16	President, Strategy Research Initiative
2013	Fellow, Strategy Research Initiative
2010	Academy of Management, Chair, Business Policy & Strategy Division
2009-12	International Society for the New Institutional Economics, Board of Directors
2005	Finalist, Best Paper Award, Academy of International Business Annual Meetings
1999	First Chicago NBD Corporation (Bank One) Assistant Professorship in Business Administration, University of Michigan.
1996	Finalist, Richard N. Farmer Dissertation Award, Academy of International Business

RESEARCH

JOURNAL ARTICLES

- [1] Relational Contracts and Managerial Delegation: Evidence from Foreign Entrepreneurs in Russia, with Elena Kulchina, *Organization Science*, 31(3), 2020.
- [2] “International Business and Strategy in an Era of Global Flux,” with Myles Shaver, Witold Henisz and Ruth Aguilera,” *Strategy Science* (Introduction to Special Issue), 2019.
- [3] “Equity-Based Incentives and Collaboration in the Modern Multibusiness Firm,” with Gurupesh Pandher, *Strategic Management Journal*, 37(7), 2016.
- [4] “Learning by Supplying,” with Juan Alcacer, *Strategic Management Journal*, 35(2), 2014.
- [5] “Overcoming the Dual Liabilities of Foreignness and Privatness in International Corporate Citizenship Partnerships,” with Zahra Bhanji, *Journal of International Business Studies* 44, 2013.
- [6] “Vertical Relationships, Hostages, and Supplier Performance in the Japanese Automotive Industry,” with Christina L. Ahmadjian, *Journal of Law, Economics and Organization* 29(3), 2013.
- [7] “Let’s Work it Out (Or We’ll See You in Court): Litigation and Private Dispute Resolution in Vertical Exchange Relationships,” with Fabrice Lumineau, *Organization Science* 23, 2012.
- [8] “Arms Race or Détente? How Inter-Firm Alliance Announcements Change the Stock Market Valuation of Rivals,” with Rachelle C. Sampson and Brian S. Silverman, *Management Science* 55(8), 2009.
- [9] “Alliance Structure and the Scope of Knowledge Transfer: Evidence from US-Japan Agreements,” with Tetsuo Wada, *Management Science* 55(4), 2009.
- Reprinted in Michael A. Witt (Ed.), Asian Business and Management. Thousand Oaks, CA: SAGE Publications, 2012.
- [10] “Using Hostages to Support Exchange: Dependence Balancing and Equity Ties in Japanese Automotive Supply Relationships,” with Christina L. Ahmadjian, *Journal of Law, Economics and Organization* 22(1), 2006.
- [11] “The Scope and Governance of International R&D Alliances,” with Rachelle C. Sampson, *Strategic Management Journal* 25 (8-9), 2004.
- Reprinted in Michael Leiblein & Arvids Ziedonis (Eds.) Technology Strategy and Innovation. Cheltenham, U.K. : Edward Elgar, 2011.
- [12] “International Franchising Practices in Mexico: Do Franchisors Customize Their Contracts?” with Francine Lafontaine, *Journal of Economics and Management Strategy* 13 (1), 2004.
- [13] "E-Commerce Readiness: Institutions and International Competitiveness," with Bernard Yeung, *Journal of International Business Studies* 32 (4), 2001.

- [14] "Globalization Derailed? Multinational Investors' Response to the 1997 Denial of Fast-Track Trade Negotiating Authority," with Karen E. Schnietz, *Journal of International Business Studies*, 32 (3), 2001.
- [15] "Institutional Environment and the Mechanisms of Governance: The Impact of Intellectual Property Protection on the Structure of Inter-firm Alliances," *Journal of Economic Behavior and Organization* 38 (3), 1999.
- [16] "Technological Overlap and Interfirm Cooperation: Implications for the Resource-Based View of the Firm," with David C. Mowery and Brian S. Silverman, *Research Policy* 27 (5), 1998.
- [17] "Appropriability Hazards and Governance in Strategic Alliances: A Transaction Cost Approach," *Journal of Law, Economics, and Organization* 13 (2), 1997.
- Reprinted in:
- Claude Menard & Mary Bohman (Eds.), The International Library of the New Institutional Economics. Cheltenham, U.K. : Edward Elgar, 2005.
 - B.S. Silverman and J. Nickerson (Eds.) Economic Institutions of Strategy. *Advances in Strategic Management*, Vol. 26, 2009.
 - Jeffrey J. Reuer, Shivaram Devarakonda & Elko Klijn (Eds.) Cooperative Strategies: Alliance Governance. Cheltenham, UK: Edward Elgar, 2010.
- [18] "Strategic Alliances and Interfirm Knowledge Transfer," with David C. Mowery and Brian S. Silverman, *Strategic Management Journal* 17 (S2), 1996.
- Winner of Dan and Mary Lou Schendel Best Paper Prize, Strategic Management Society, 2017
- [19] "Inward Technology Transfer and Competitiveness: The Role of National Innovation Systems," with David C. Mowery, *Cambridge Journal of Economics* 19 (1), 1995.
- Reprinted in:
- Daniele Archibugi and Jonathan Michie, (Eds.), Technology, Globalisation and Economic Performance. Cambridge, UK: Cambridge University Press. 1997.
 - Sanjaya Lall (Ed.), The Economics of Technology Transfer. Cheltenham, UK: Edward Elgar Publishing. 2001.
 - Stephen Young (Ed.), Multinationals and Public Policy. Cheltenham, UK: Edward Elgar Publishing. 2003.
- BOOKS & EDITED VOLUMES**
- [20] Collaboration and Competition in Business Ecosystems. *Advances in Strategic Management*, Vol. 30. (Edited, with Ron Adner and Brian Silverman), Bingley UK: Emerald Group. 2013.
- [21] Governance of International Strategic Alliances: Technology and Transaction Costs. London, U.K.: Routledge. 1999.

- [22] Structural Change, Industrial Location and Competitiveness. (Edited, with Bernard Yeung). Cheltenham, UK: Edward Elgar. 1998.

BOOK CHAPTERS & OTHER PUBLICATIONS

- [23] “Addressing Endogeneity Issues in Alliance Research” with Octavio Martinez and Brian Silverman, in Luiz Mesquita, Roberto Ragozzino and Jeffrey J. Reuer (Eds) Collaborative Strategy: Critical Issues for Alliances and Networks. Cheltenham, UK: Edward Elgar. 2017.
- [24] “Competition and Collaboration in Business Ecosystems,” (with Ron Adner and Brian Silverman) in R. Adner, J.E. Oxley and B.S. Silverman (Eds.) Competition and Collaboration in Business Ecosystems, *Advances in Strategic Management*, Volume 30. Bingley UK: Emerald Group. 2013.
- [25] “The Strategy Research Initiative: Recognizing and Encouraging High Quality Research in Strategy,” with Jan Rivkin, Michael Ryall and the Strategy Research Initiative, *Strategic Organization* 8, 2010.
- Winner of SO!What Award for best So!apbox essay published in *Strategic Organization* in 2010
- [26] “Alliances and Performance,” in B.S. Silverman and J. Nickerson (Eds.) Economic Institutions of Strategy, *Advances in Strategic Management*, Vol. 26, 2009.
- [27] “Interfirm Alliances: A New Institutional Economics Approach,” with B. Silverman, in Eric Brousseau and Jean-Michel Glachant (Eds.) New Institutional Economics: A Guidebook. Cambridge: Cambridge University Press. 2008.
- [28] “Identifying and Fixing the Problem Outsourcing Relationship,” Report prepared for the Centre for Outsourcing Research and Education, Toronto, ON. April 2007.
- [29] “Licenses And Joint Ventures as Knowledge Acquisition Mechanisms: Evidence From US-Japan Alliances,” with T. Wada, in A. Arino and J. Reuer (Eds.) Strategic Alliances, Governance and Contracts. Basingstoke, UK: Palgrave. 2006.
- [30] “Learning versus Protection in Interfirm Alliances: A False Dichotomy,” in Torben Pedersen and Volke Mahnke (Eds.) Knowledge, Governance and the MNC. Basingstoke, UK: Palgrave Macmillan. 2003.
- [31] “The Two Faces of Partner-Specific Absorptive Capacity: Learning and Co-specialization in Strategic Alliances,” with David C. Mowery and Brian S. Silverman, in Farok Contractor and Peter Lorange (Eds.), Cooperative Strategies and Alliances. London, UK: Elsevier. 2002.
- [32] “Recreating the Company: Four Contexts for Change,” with Laurence Capron and Will Mitchell, *Financial Times* “Mastering Strategy” series, October 1999; reprinted in *Financial Times* MBA Companion Volume, Mastering Strategy. London, UK: Prentice Hall. 2000; also translated and reprinted in *Les Echos*, Spring 2000

GRANTS

2013, SSHRC Insight Grant, for “Outsourcing, innovation and competitiveness,” 5 years, CAN \$201,460
Principal Investigator, with Juan Alcacer (collaborator).

2010, AIC Institute for Corporate Citizenship grant, Rotman School of Management, “Corporate
Citizenship through Public/Private/Non-Profit Partnerships: Lessons from MNC Investment in
Developing Country Education Systems,” CAN \$11, 252.

2006, SSHRC Standard Research Grant, for “Interfirm alliances, learning and competition,” 3 years, CAN
\$62,860, Principal Investigator, with Brian Silverman (co-investigator).

1997, U.S. Department of Commerce, Advanced Technologies Program, for “Evaluating ATP-Sponsored
Consortia,” 9 months, \$69,050 US, with David Mowery (Principal Investigator) and Brian Silverman.

1997, Center for International Business Education, University of Michigan, for “Learning and Leakage in
Strategic Alliances,” 12 months, \$7,000 US, with Rachelle Sampson

TEACHING

COURSES TAUGHT

University of Toronto

Undergraduate Commerce program:
International Strategy (elective)

MBA program:
Strategic Management (core course)
International Business (elective)
Outsourcing (elective)

Executive MBA and Global MBA programs:
International Business (core course)

PhD program:
Strategy and Economics.
International Strategy

Executive education programs:
Essentials of Outsourcing
Directors Education Program

University of Michigan

Undergraduate program:
International Management.(elective)

MBA program:
World Economy (core course).
Management of International Firms (elective).

PhD program:
International Business and Management.
*Technology and Know-how in International
Business.*

Executive education programs:
International Alliances and Technology Transfer

DOCTORAL ADVISING

Jieun Shin, “Essays on the Drivers of Firms’ Environmental Performance,” Rotman School of Management, University of Toronto, current; Dissertation Committee Member.

Carlos Inoue, “Organizational Governance in the Public Interest,” Rotman School of Management, University of Toronto, 2020; Dissertation Committee Member. Placement: University of Illinois, Urbana Champaign

Brooklynn Zhu, “Start-ups as Buyers in Technology Markets: Evidence from the Bio Pharmaceutical Industry,” Rotman School of Management, University of Toronto, 2020; Dissertation Committee Member. Placement: BI Norwegian Business School

Octavio Martinez, “Essays on Vertical Coordination,” Rotman School of Management, University of Toronto, 2014; Dissertation Advisor / Chair. Placement: INCAE, Nicaragua.

Laurina Zhang, “Digitization and the Market for Intangibles” Rotman School of Management, University of Toronto, 2014; Dissertation Committee Member. Placement: Western University (now at Boston University).

Elena Kulchina, “Three Essays on Foreign Entrepreneurs,” Rotman School of Management, University of Toronto, 2012; Dissertation Advisor / Co-chair (with Olav Sorenson). Placement: Duke University (now at North Carolina State)

- NFIB Doctoral Dissertation Award Winner, Entrepreneurship Division, Academy of Management (2013).
- Finalist, Peter J. Buckley and Mark Casson AIB Dissertation Award, Academy of International Business (2013)

Joel Blit, “Multi-location Firms as a Medium for the Geographic Diffusion of Knowledge,” Department of Economics, University of Toronto, 2010; Dissertation Committee Member; Placement: George Mason University (now at U Waterloo).

Alexander Oettl, “A New Taxonomy for Star Scientists: Three Essays,” Rotman School of Management, University of Toronto, 2009; Dissertation Committee Member. Placement: Georgia Institute of Technology (now tenured).

- Finalist, Wiley-Blackwell Dissertation Award, Business Policy and Strategy Division, Academy of Management (2010).

Zahra Banji, “Transnational Private Authority in Education Policy: A Case Study of Microsoft,” OISE, University of Toronto, 2009; Dissertation Committee Member. Placement: York University, Canada.

Nan Jia, “Non-Market Strategies as Institutional Substitutions,” Rotman School of Management, University of Toronto, 2008; Dissertation Advisor / Chair. Placement: University of Southern California, USA (now tenured)

- Finalist, Farmer Dissertation Award, Academy of International Business (2009).

Fabrice Lumineau, “Essays on Opportunism and Contract Disputes,” HEC Paris, 2008; Dissertation Committee Member. Placement: University of Technology, Sydney (now tenured, University of Hong Kong).

Renata Kosova, "Do Foreign Firms Crowd Out Domestic Firms? Evidence from the Czech Republic," University of Michigan Business School, 2004; Dissertation Committee Member. Placement: Cornell University (now tenured, Imperial College).

- Farmer Dissertation Award winner, Academy of International Business (2005).
- Finalist, Barry Richman Best Dissertation Award, International Management Division, Academy of Management (2005)
- Finalist, Gunnar Hedlund Award for best doctoral dissertation, European International Business Association (2005)

Nandini Lahiri, "Geography and Knowledge Transfer," University of Michigan Business School, 2003; Advisor / Dissertation Committee Member. Placement: Indian Business School (now at American University)

- Free Press Best Dissertation Award winner, Business Policy and Strategy Division, Academy of Management (2004).
- Finalist, Gunnar Hedlund Award for best doctoral dissertation, European International Business Association (2005)

Anne Parmigiani, "Concurrent Sourcing: When Do Firms Both Make and Buy?" University of Michigan Business School, 2003; Dissertation Advisor / Co-Chair (with Will Mitchell). Placement: University of Oregon (now tenured)

- INFORMS dissertation competition winner (2002)

Charles Williams, "Information and Incentives in the Transfer of Technical Capabilities in Cross-Border Telecommunications Investments," University of Michigan Business School, 2002; Dissertation Committee Member. Placement: Duke University.

Glenn Hoetker, "The Role of Technical and Relational Capabilities in the Selection of Suppliers for Technically Innovative Components in the U.S. and Japan," University of Michigan Business School, 2001; Dissertation Advisor / Co-Chair (with Will Mitchell). Placement: University of Illinois, Urbana-Champaign (now tenured, Melbourne Business School)

- Free Press Best Dissertation Award winner, Business Policy and Strategy Division, Academy of Management (2002).

Juan Alcacer, "Strategy and Geography," University of Michigan Business School, 2001; Dissertation Committee Member. Placement: New York University (now tenured, HBS).

- Barry Richman Best Dissertation Award winner, International Management Division, Academy of Management (2002).

Glen Dowell, "A Routine Based View of Constrained Organizational Change: The Impact of Product Line Breadth and Firm Experience on Survival of US Bicycle Companies," University of Michigan Business School, 2000; Dissertation Committee Member. Placement: Notre Dame University (now tenured, Cornell)

Rachelle Sampson, "International R&D Alliances: The Role of Governance in Realizing Innovative Potential," University of Michigan Business School, 1999; Dissertation Committee Member. Placement: New York University (now tenured, Maryland).