

MINYUAN ZHAO (赵敏渊)

Stephen M. Ross School of Business
University of Michigan
701 Tappan St.
Ann Arbor, MI 48109-1234

Email: myzhao@umich.edu
Phone: (734) 647-6978
Fax: (734) 764-2555
Office: R4416

EDUCATION

Ph.D., New York University Economics and International Business	2004
M.Phil., New York University Economics and International Business	2001
M.S., Fudan University, Shanghai, China International Finance	1999
B.E., Xi'an Jiaotong University, Xi'an, China. International Trade and Finance	1996

ACADEMIC APPOINTMENTS

Assistant Professor, Strategy Ross School of Business, University of Michigan	June 2006 – present
Assistant Professor, Strategic Management and Organization Carlson School of Management, University of Minnesota	June 2004 – May 2006

TEACHING EXPERIENCE

- World Economy (Ross MBA core course), 2007-2011
 - Average student evaluations: 4.8/5.0
- Seminar in International Business (Ross Ph.D. elective), 2009, 2011
 - Average student evaluations: 4.9/5.0
- International Environment (Carlson China Executive MBA), December 2004, April 2006
- Industry Analysis and Competitive Strategy (Carlson part-time MBA), Fall 2004, 2005
- International Financial Management (NYU undergraduate course), Fall 2002
- Managerial Economics, International Trade and Finance (Fudan University), 1997-1998

RESEARCH

PUBLICATION

- Zhao, M. 2006. Conducting R&D in Countries with Weak Intellectual Property Rights Protection. *Management Science*, 56 (7): 1185-99.
- Morck, R., B. Yeung and M. Zhao. 2008. Perspectives on China's Outward Foreign Direct Investment. *Journal of International Business Studies*, 39(3): 337-350.
- Zhao, M. 2008. National IPR Policies and Multinational R&D Strategies: An Interactive Perspective, in R. Bird, ed. *Global Challenges of Intellectual Property Rights*, Edward Elgar Publishing.
- Morck, R., B. Yeung and M. Zhao. 2008. China's New Multinationals: Policy Implications for Host Countries, in R. Morck and T. Young, eds. *The Market for Corporate Control – Comparative Perspectives*, Korea Development Institute.
- Ethiraj, S. and M. Zhao. 2010. Macro Practices of R&D Management and Micro Behaviors of Scientists. *Academy of Management Best Paper Proceedings*.
- Zhao, M., K. Fogel, R. Morck and B. Yeung. 2010. Trade Liberalization and Institutional Change. *Asian Economic Papers*, 9(2): 44-71.
- Hornstein, A. and M. Zhao. 2011. Corporate Capital Budgeting Decisions and Information Sharing. *Journal*

of Economics & Management Strategy, 20(4).

- Alcacer, J. and M. Zhao. 2011. Local R&D Strategies and Multi-location Firms: The Role of Internal Linkages. *Management Science*, forthcoming.

WORKING PAPERS

- Shopping for the Family: How Intra-firm Heterogeneity Affect External Knowledge Sourcing, with P. Garg
- Policy Complements to the Strengthening of IPRS in Developing Countries: A Firm-Level Perspective. OECD Trade Policy Working Papers, No. 105, OECD Publishing.
- Global Standards, Multinational Firms, and National Policies: A Game Theoretical Perspective
- Cross-Regional Ties within Firms: Promoting Knowledge Flow or Discouraging Knowledge Spillover? with M. Islam
- Giving across Borders: Philanthropy or Business as Usual? with A. Hornstein.
- To Avert or to Confront: The Impact of Firm Rivalry on Market Entry Decisions of Multinational Firms, with J. Alcacer & C. Dezso

WORK IN PROGRESS

- Staying away while Collocating, with J. Alcacer
- Integration Decision after Global M&A, with A. Chiwara

HONORS & PRIZES

- Winner, Strategic Management Society Best Conference Paper, 2006
- Finalist, Haynes Prize for Most Promising Scholars, Academy of International Business conference, 2006
- The Glueck Best Paper Award, BPS Division of the Academy of Management, 2004
- International Student Leadership Award, NYU, 2004
- First Place, INFORMS/Organization Science Dissertation Proposal Competition, 2003
- New York University President's Service Award 2001 and 2002
- First Prize, Maximum Exposure Business Plan Competition, Stern, NYU, 2001
- Best Graduates of the Shaanxi Province, Xi'an, 1996

MERIT-BASED SCHOLARSHIP & FELLOWSHIP

- Willensky Fellowship, 2003-2004
- Stern School of Business Doctoral Fellowship, 1999 – 2002
- Ryoichi Sasakawa Young Leaders Fellowship, 1997 and 1998
- Shanghai Bao Steel Scholarship (highest level), 1996

RESEARCH GRANTS

- University of Michigan Center of Chinese Studies Research Grant, 2010-2011
- University of Michigan CIBE Grant for Faculty Research in International Business, 2006-2007
- Mellon Foundation Research Grant, 2005-2006
- Grant-In-Aid Research Fund, University of Minnesota Graduate School, 2005-2006
- McKnight Business and Economics Research Grants, Summer 2005
- AIB-CIBER Dissertation Research Fund, 2003
- Stern School of Business Dissertation Research Fund, 2003

PAPER PRESENTATIONS

Giving across Borders: Philanthropy or Business as Usual?

- Academy of International Business, Nagoya, June 2011
- HBS International Research Conference, Boston, May 2011

Macro Practices of R&D Management and Micro Behaviors of Scientists

- Academy of Management, Montreal, August 2010
- Strategic Research Forum, Iceland, May 2010
- MIT Technological Innovation, Entrepreneurship & Strategy seminar, Cambridge, October 2009
- UNC Strategy & Entrepreneurship seminar, Chapel Hill, October 2009

Shopping for the Family: How Firms' Internal Organization Affect External Knowledge Sourcing

- Strategic Management Society annual conference, Washington D.C., September 2009
- NUS Summer Strategy Conference, Singapore, August 2009
- Academy of Management, Chicago, August 2009
- Strategic Research Forum annual conference, Annapolis, May 2009
- BYU-Utah Winter Strategy Conference, February 2009

3G in China: A Game Theoretical Perspective

- Academy of International Business, Rio de Janeiro, 2010
- Center for Chinese Studies Lunch Lecture Series, March 2009

Local R&D Strategies and Multi-location Firms: The Role of Internal Linkages

- Strategic Management Society annual conference, Washington D.C., October 2009
- Technology, Innovation, and Learning Seminar, Tuck School of Business at Dartmouth, September 2007
- Hosmer Faculty Luncheon, March 2007
- Interdisciplinary Committee on Organizational Studies (ICOS) seminar, February 2007
- Academy of Management, Atlanta, August 2006
- Academy of International Business, Beijing, June 2006
- Stern School of Management, New York University, New York, May 2006

Corporate Capital Budgeting Decisions and Information Sharing

- Academy of Management, Philadelphia, August 2007
- Wesleyan University Department of Economics, April 2006

Cross-Regional Ties within Firms: Promoting Knowledge Flow or Discouraging Knowledge Spillover?

- Purdue University Workshop in Strategic Management, West Lafayette, September 2010
- Strategic Research Forum annual conference, Cape Cod, May 2007
- Harvard Business School Strategy Seminar Series, Boston, October 2006
- Academy of Management, Atlanta, August 2006
- Academy of International Business, Beijing, June 2006
- The first annual MIT Sloan BPS Mini Conference, Boston, May 2006
- Ross School of Business, University of Michigan, Ann Arbor, March 2006

National IPR policies and Multinational R&D Strategies: An Interactive perspective

- Conference on the Global Challenge of Intellectual Property Rights, Storrs, CT, May 2007

Conducting R&D in Countries with Weak IPR Protection

- International Society for New Institutional Economics, Tucson, September 2004
- Academy of Management, New Orleans, August 2004
- Economics of Intellectual Property, NBER Summer Summit, Boston, July 2004
- Wharton Management Strategy and Business Environment, Philadelphia, March 2004
- Harvard Business School Strategy Conference, Boston, October 2003
- Carnegie-Mellon University GSIA Seminar, Pittsburgh, March 2003

Openness and Institutional Changes

- Conference on Business and its Social Environment, Evanston, IL, June 2005
- Global Scholarships Conference, Concord, MA, November 2004

Essays on Multinational R&D, Intellectual Property Rights, and Knowledge Spillover

- Organization Science Winter Conference, Steamboat Springs, CO, February 2004
- CCC Doctoral Consortium, Toronto, Canada, April 2003

Learning or Doing: When Does Openness Fail to Make a Miracle?

- Society of Economics Dynamics Annual Conference, New York, June 2002

OTHER PUBLICATIONS

Media Articles

China's Lucky Corporate Governance (with R. Morck and B. Yeung), *PKU Business Review*, August 2005.
Dragons and Stones, *National Post* (Canada), October 2004

Journal Articles (in Chinese)

Asset Backed Securities and China's International Financing, *World Economic Situations*, 17, 1998
Visualization of Multinational Corporations, *World Economic Situations*, 13, 1998
On the Appropriate Size of Foreign Exchange Reserves, *World Economic Situations*, 12, 1997
The Double Surplus Phenomenon in China, *World Economic Situations*, 11, 1998
Channels of Foreign Capital Inflow: a Comparative Analysis, *Economic Review*, 5, 1998
Supply Chains in China's Emerging Automotive Industry, *Shanghai Economic Studies*, 4, 1998
Multinational Banking and the Transfer of Economic Fluctuations, *World Economic Forum*, 3, 1998
Economies of Scale and Intangible Assets in International Investment, *Investment Research*, 1, 1998

Book Chapters (in Chinese)

The Virtual Economy, Chapter 4-6, Sichuan People's Publishing House, February 1999
APEC and the 21st Century, Chapter 5-6, Sichuan People's Publishing House, January 1997
Risk Management, Chapter 1, 2 and 3, Shanghai Li Xin Publishing House, January 1997

SERVICES AND MEMBERSHIP

- Editorial Review Board, *Journal of International Business Studies*, 2004 to present, *Organization Science*, 2009 to present, *Global Strategy Journal*, 2010 to present.
- Ad hoc Referee, *Academy of Management Journal*, *Management Science*, *International Journal of Industrial Organization*, *International Journal of Public Administration*, *Journal of Asian Business*, *Journal of Economics and Management Strategy*, *Research Policy*, *Ricerche Economiche*
- Faculty representative, Academy of International Business Doctoral Consortium 2011, SMS Doctoral Consortium 2007 and 2009, NYU-PKU Strategy Research Camp 2007, Academy of Management BPS Doctoral Consortium 2006, Academy of International Business Chinese Doctoral Consortium 2006
- Judge, INFORMS Dissertation Proposal Competition 2010
- Member, BPS Research Committee, 2006-08, TIM Best Dissertation Award Committee, 2007
- Faculty Associate, International Policy Center and Center for Chinese Studies, University of Michigan
- Professional associations: Academy of Management (BPS, TIM, IM), Academy of International Business, American Economic Association, Strategic Management Society, and the International Association for Chinese Management Research (IACMR)
- Ph.D. dissertation committee member:
 - Mazhar Islam (University of Minnesota)
 - Sharon James-Wade (University of Minnesota)
 - Anna Lamin (University of Minnesota)
 - Pranav Garg (University of Michigan)

INDUSTRY EXPERIENCE

Co-Founder, Nanocs International, Inc	2001-2003
Economic Consultant (part-time), Shanghai Economic Research Institute	1997-1999
Strategic Analyst, Shanghai Automobile Industrial Group	1997-1999