

CURRICULUM VITAE

Paul Martin Vaaler

Office

Carlson School of Management and Law School
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IDENTIFYING INFORMATION

Academic Rank(s)

Associate Professor (Carlson School of Management), 2007-Present.
Professor (Law School), 2014-Present.
Graduate Faculty Status, 2007-Present.

Education

Degree	Institution	Year of Degree
BA	Carleton College History	1983
MA	Worcester College University of Oxford (Rhodes Scholar) Philosophy, Politics & Economics (Hons.).	1985
JD	Harvard Law School Harvard University Law	1988
PhD	Carlson School of Management Strategic Management & Organization	1997

Licenses, certifications, certificates

Admitted to Practice Law, US Eighth Circuit Court of Appeals, 1991.
Admitted to Practice Law, US District Court for the District of Minnesota, 1988.
Admitted to Practice Law, Supreme Court for the State of Minnesota, 1988.

Positions/Employment

University of Minnesota, Twin Cities, 2007 – Present.
Professor (Law School) and Associate Professor (Carlson School of Management).
John and Bruce Mooty Chair in Law & Business, 2014-Present.
Professor, Law School, 2014-Present.
Associate Professor, Carlson School, 2007-Present.
Affiliated Fellow, Saïd Business School, Oxford University, 2013-2016.
Lall Professor in Business & Development, Saïd Business School, University of Oxford, 2012
Visiting Fellow, Saïd Business School, Oxford University, 2010-2011.

Affiliated Faculty Member, Law School, 2010-2014.
Co-Director, University of Minnesota Center for Integrative Leadership, 2008-2012.

University of Illinois at Urbana-Champaign (UIUC), 2005-2007.
Associate Professor, 2005-2007.
Affiliated Faculty Member, UIUC College of Law, 2006-2007.
Affiliated Faculty Member, UIUC Institute for Genomic Biology, 2006-2008.

Fletcher School of Law & Diplomacy - Tufts University, 1996-2005.
Associate Professor, 2003-2005.
Assistant Professor, 1996-2003.
Research Fellow, Center for Business & Government, Kennedy School, Harvard University, 2002-2003.

University of Minnesota, Twin Cities, 1991-1996.
Carlson School of Management Doctoral Dissertation Fellow, 1995.
Carlson School of Management Lecturer, Research and Teaching Assistant, 1991-1995.

Faegre & Benson Law Firm, Minneapolis, MN, 1988-1991.
Associate Lawyer, 1988-1991.
Summer Clerk, 1987.

Minnesota Attorney General's Office, St. Paul, MN, 1987.
Summer Clerk, 1987.

Current Membership in Professional Organizations

American Law and Economics Association, Member, 2014-Present.
American Economic Association, Member, 2003-Present.
Strategic Management Society, Member, 1995-Present.
Academy of International Business, Member, 1993-Present.

Academy of Management, Member, 1993-Present

Admitted to Practice Law, US Eighth Circuit Court of Appeals, 1991.

Admitted to Practice Law, US District Court for the District of Minnesota, 1988.

Admitted to Practice Law, Supreme Court for the State of Minnesota, 1988.

American Bar Association, Member, 1988-Present.

HONORS AND AWARDS FOR RESEARCH/CREATIVE WORK, TEACHING, PUBLIC ENGAGEMENT, AND SERVICE

University of Minnesota

Carlson School of Management Distinguished Service Award, 2017.
John and Bruce Mooty Chair in Law & Business, Law School and Carlson School of Management, University of Minnesota, Paul M. Vaaler, 2014-Present.

Affiliated Faculty Member, University of Minnesota Law School, Paul M. Vaaler, 2010-2014.
Carlson School of Management Distinguished Service Award, 2008.

External Sources

Marshall M. Crier Distinguished Lecturer, University of Florida Levin School of Law, 2017.
Distinguished Lecturer, European Society for the New Institutional Economics, Cargese, Corsica, France, 2015.
Skolkovo Best Paper Award, Academy of Management Annual Meeting, International Division, Orlando, FL, 2013.
Distinguished Keynote Lecturer. Maastricht Business School, Maastricht, Netherlands, 2013.
Sanjaya Lal Visiting Professor in Business and Development, University of Oxford, Oxford, UK, 2012.
Faculty Affiliate, UIUC Institute for Genomic Biology, Champaign, IL, 2006-2009.
Faculty Affiliate, UIUC College of Law, Champaign, IL, 2006-2007.
Award for Excellence in Teaching, UIUC College of Law, Champaign, IL, 2006-2007.
James L. Paddock Best Teacher Award, Fletcher School of Law & Diplomacy, Tufts University, Medford, MA, 2005.
Research Fellow, Ctr. for Bus. & Govt., Kennedy School, Harvard University, 2002-2003.
Carlson School of Management Doctoral Fellow, 1995.
Rhodes Scholarship, University of Oxford, Oxford UK, 1983-1985.
NCAA Postgraduate Fellowship, University of Oxford, Oxford, UK 1983-1985.
National Football Foundation Hall of Fame Postgraduate Fellowship, University of Oxford, Oxford, UK, 1983-1985.

Visiting Professorships or Visiting Scholar Positions

Visiting Scholar, Monash University Center for Population, Migration and Social Inclusion, 2017.
Affiliated Fellow, Saïd Business School, University of Oxford, Oxford, UK, 2012-2016.
Sanjaya Lal Visiting Professor of Business and Development, Business School, University of Oxford, Oxford, UK, 2012.
Visiting Fellow, Saïd Business School, University of Oxford, Oxford, UK, 2010-2011.

RESEARCH, SCHOLARSHIP, AND CREATIVE WORK

Grants and Contracts

Carlson School of Management Dean's Small Research Grant (\$3,000), Minneapolis, MN, 2016-2017.
Carlson School of Management Dean's Small Research Grant (\$3,000), Minneapolis, MN, 2015-2016.
Carlson School of Management Dean's Small Research Grant (\$3,000), Minneapolis, MN, 2013-2014.
Carlson School of Management Dean's Small Research Grant (\$3,000), Minneapolis, MN, 2010-2011.

Received at the University of Minnesota – Student Grants

Carlson School International Program Development Research Grant (\$3,000), 1995-1996.
Carlson School Dissertation Fellowship (\$20,000), 1994-1995.
US Department of Education Area Studies Fellowship (\$7500), 1993-1994.

Received at another institution

UIUC Research Board Grant (\$3500), Champaign, IL, 2006-2007.
UIUC Ctr for Int'l Business Education and Research (\$15,000), Champaign, IL, 2006-2007.
Hitachi Ltd., Tokyo, Japan, 2004 (\$70,000).
Harvard Project on Negotiation, Harvard University (\$6,000), Cambridge, MA, 2003.
Booz-Allen & Hamilton, Inc. (\$60,000), 2001-2003.

Hitachi Foundation, Washington, DC (\$250,000), 1999-2003.
Booz-Allen & Hamilton, Inc. (\$73,000), 1998-1999.
Fletcher School of Law & Diplomacy, Tufts University (\$50,000), 1998-1999.
Fletcher School of Law & Diplomacy, Tufts University (\$33,000), 1998-1999.
Tufts University (\$5,000), 1998.
Rhodes Scholarship (\$80,000), University of Oxford, Oxford UK, 1983-1985.
NCAA Postgraduate Fellowship (\$2500), University of Oxford, Oxford, UK 1983-1985.
Nat'l Football Fdtn Postgrad Fellowship (\$2500), University of Oxford, Oxford, UK, 1983-1985.

University Sources

Carlson School of Management Distinguished Service Award (\$2500), For Local, National, and International Media Engagement and Commentary, Minneapolis, MN, 2017.
Carlson School of Management Dean's Small Research Grant (\$3,000), Mergers, Acquisitions and Law Suits in the US, Minneapolis, MN, 2016-2017.
Carlson School of Management Dean's Small Research Grant (\$3,000), Patent Prosecution Database Collection and Analysis, Minneapolis, MN, 2015-2016.
Carlson School of Management Dean's Small Research Grant (\$3,000), Corporate Executive Sudden Death and Variation in Firm Performance, Minneapolis, MN, 2013-2014.
Carlson School of Management Dean's Small Research Grant (\$3,000), Migrant Remittances and the Venture Investment Environment of Developing Countries, Minneapolis, MN, 2010-2011.
Carlson School of Management Distinguished Service Award (\$2500), For Direction of the University of Minnesota's Center for Integrative Leadership, Minneapolis, MN, 2008.

Publications

Books

The Ethical Professor: A Practical Guide to Research, Teaching and Professional Life, Lorraine Eden, Kathy Lund Dean and Paul M. Vaaler, authors, Routledge, Abingdon, UK (2018). Reviewed in the *Academy of Management Learning and Education*, forthcoming.

<https://journals.aom.org/doi/10.5465/amle.2018.0333>.

Creative Destruction: Business Survival and Success in the Global Internet Economy, Lee W. McKnight, Paul M. Vaaler and Raul Katz, eds., MIT Press, Cambridge, MA (2001); (paperback published by MIT Press) (2002); (Japanese edition published by Toyo-Kezai Press) (2003); (Chinese edition published by Central-South University Press) (2007).

Financial Innovations and the Welfare of Nations: How Cross-Border Transfers of Financial Innovations Nurture Emerging Capital Markets, Laurent Jacque and Paul M. Vaaler, eds., Kluwer Academic Publishers, Boston, MA (2001).

Refereed Journal Articles

"International Business Research on Corporate Governance Quality and MNE Strategies in Emerging-Market Countries," Sumon K. Bhaumik, Nigel Driffield, Tomasz Mickiewicz and Paul M. Vaaler. *Journal of World Business*, forthcoming.

"Explaining the Rise of Diaspora Institutions," Alan Gamlen, Michael E. Cummings and Paul M. Vaaler, *Journal of Ethnic and Migration Studies*, forthcoming, <https://doi.org/10.1080/1369183X.2017.1409163>.

"Minority Rules: Credible State Ownership and Investment Risk Around the World," Barclay

- E. James and Paul M. Vaaler, *Organization Science*, 29(4): 653-677 (2018),
<https://pubsonline.informs.org/doi/10.1287/orsc.2017.1186>.
- “Slack, Institutions and Innovation Effort Around the World,” Joel Malen and Paul M. Vaaler. *Journal of World Business*, 52(6): 782-797 (2017), <https://doi.org/10.1016/j.jwb.2017.07.001>.
- “Experience, Equity and Foreign Investment Risk: A PIC Perspective,” Barclay E. James and Paul M. Vaaler, *Management International Review*, 57(2): 209-241 (2017),
<https://link.springer.com/article/10.1007/s11575-016-0294-7>.
- “How Do Plural-Sourcing Firms Make and Buy? The Impact of Supplier Portfolio Design,” Mari Sako, George Chondrakis, and Paul M. Vaaler. *Organization Science*, 27(5): 1161-1182 (2016),
<https://doi.org/10.1287/orsc.2016.1079>.
- “Economic Informality and the Venture Funding Effect of Migrant Remittances to Developing Countries,” Candace Martinez, Michael Cummings, and Paul M. Vaaler, *Journal of Business Venturing*, 30(4): 526-545 (2015), <https://doi.org/10.1016/j.jbusvent.2014.10.004>.
- “Minority Rules: State Ownership and Foreign Direct Investment Risk Mitigation Strategy,” Barclay James and Paul M. Vaaler, *Columbia FDI Perspectives*, 111 (December 23) (2013),
http://ccsi.columbia.edu/files/2013/10/No_111_-_James_and_Vaaler_-_FINAL_-_with_Figure.pdf.
- “How Well Do Supra-National Regional Grouping Schemes Fit International Business Research Models?” Ricardo Flores, Ruth V. Aguilera, Arash Mahdian, and Paul M. Vaaler, *Journal of International Business Studies*, 44(5): 451-474 (2013), <https://link.springer.com/article/10.1057/jibs.2013.16>.
- “Credit Rating Agencies and Elections in Emerging Democracies: Guardians of Fiscal Discipline?” Marek Hanusch and Paul M. Vaaler, *Economics Letters*, 119: 251-254 (2013),
<https://doi.org/10.1016/j.econlet.2013.03.004>.
- “Diaspora Concentration and the Venture Investment Impact of Remittances,” Paul M. Vaaler, *Journal of International Management*, 19: 26-46 (2013), <https://doi.org/10.1016/j.intman.2012.11.004>.
- “Immigrant Remittances and the Venture Investment Environment of Developing Countries,” Paul M. Vaaler, *Journal of International Business Studies*, 42(9): 1121–1149 (2011),
<https://link.springer.com/article/10.1057/jibs.2011.36>.
- “Transactions Costs Economics, Knowledge Transfer and Universal Ethical Business Norms in Multinational Enterprises,” Paul M. Vaaler and Norman Bowie, *International Journal of Strategic Change Management*, 2(4): 269-297 (2010), <https://doi.org/10.1504/IJSCM.2010.035847>.
- “Chandler’s Living History: The Visible Hand of Vertical Integration in 19th Century America Viewed Under a 21st Century Transaction Costs Economics Lens,” Marcelo Bucheli, Joseph T. Mahoney, and Paul M. Vaaler, *Journal of Management Studies*, 47: 859-883 (2010),
<https://doi.org/10.1111/j.1467-6486.2010.00927.x>.

- “Are Technology-Intensive Industries More Dynamically Competitive? No and Yes,” Paul M. Vaaler and Gerry McNamara, *Organization Science*, 21(1): 271-289 (2010), <https://doi.org/10.1287/orsc.1080.0392>.
- “Changing Corporate Effects on US Business Performance Since the 1970s,” Paul M. Vaaler and Gerry McNamara, *International Journal of Strategic Change Management*, 1(4): 377-400 (2009), <https://doi.org/10.1504/IJSCM.2009.031412>.
- “Residual State Ownership, Policy Stability and Financial Performance Following Strategic Decisions by Privatizing Telecoms,” Paul M. Vaaler and Burkhard N. Schrage, *Journal of International Business Studies* 40(4): 621-641 (2009), <https://link.springer.com/article/10.1057/jibs.2008.104>.
- “Risk and Capital Structure in Asian Project Finance,” Paul M. Vaaler, Barclay James and Ruth V. Aguilera, *Asia Pacific Journal of Management* 25(1): 25-50 (2008), <https://link.springer.com/article/10.1007/s10490-007-9045-4>.
- “How Do MNCs Vote in Developing Country Elections?” Paul M. Vaaler, *Academy of Management Journal* 51(1): 21-44 (2008), <https://doi.org/10.5465/amj.2008.30679060>.
- “Elections, Opportunism, Partisanship and Sovereign Ratings in Developing Countries,” Paul M. Vaaler, Burkhard N. Schrage, and Steven A. Block, *Review of Development Economics* 10(1): 154-170 (2006), <https://doi.org/10.1111/j.1467-9361.2005.00307.x>.
- “Is Performance Driven by Industry- or Firm-Specific Factors? A Response to Hawawini, Subramanian and Verdin,” Gerry McNamara, Federico Aime, and Paul M. Vaaler, *Strategic Management Journal*, 26(11): 1075-1081 (2005), <https://doi.org/10.1002/smj.496>.
- “Counting the Investor Vote: Political Business Cycle Effects on Sovereign Bond Spreads in Developing Countries,” Paul M. Vaaler, Burkhard N. Schrage, and Steven A. Block, *Journal of International Business Studies*, 36(1): 62-88 (2005), <https://link.springer.com/article/10.1057/palgrave.jibs.8400111>.
- “Crisis and Competition in Expert Organizational Decision Making: Credit Rating Agencies and Their Response to Turbulence in Emerging Economies,” Paul M. Vaaler and Gerry McNamara, *Organization Science*, 15(6): 687-703 (2004), <https://doi.org/10.1287/orsc.1040.0089>.
- “The Price of Democracy: Sovereign Risk Ratings, Bond Spreads and Political Business Cycles in Developing Countries,” Steven A. Block and Paul M. Vaaler, *Journal of International Money and Finance*, 23(3): 917-946 (2004), <https://doi.org/10.1016/j.jimonfin.2004.05.001>.
- “Same as it Ever Was: The Search for Evidence of Increasing Hypercompetition,” Gerry McNamara, Paul M. Vaaler, and Cynthia Devers, *Strategic Management Journal*, 24(3): 261-278 (Selected by Emerald Management Reviews as one of the top 50 management research articles published in 2003) (2003), <https://doi.org/10.1002/smj.295>.
- “The International Control Conundrum with Exchange Risk: An EVA Framework,” Laurent Jacque and Paul M. Vaaler, *Journal of International Business Studies*, 32(4): 813-832 (2001), <https://link.springer.com/article/10.1057/palgrave.jibs.8490996>.

“Creative Destruction in the Internet Economy: The Internet’s Impact on Enterprise Valuation,” Paul M. Vaaler and Lee W. McKnight, *Communications & Strategies*, 40(4): 193-210 (2000), <https://ideas.repec.org/s/idt/journal.html>.

“The Influence of Competitive Positioning and Rivalry on Emerging Market Risk Assessment,” Gerry McNamara and Paul M. Vaaler, *Journal of International Business Studies*, 31(2): 337-348 (2000), <https://link.springer.com/article/10.1057/palgrave.jibs.8490910>.

Refereed Proceedings and Book Chapters (*), and Non-Refereed Publications

“Letter to the Editor: Remiss on Remittances,” Marek Hanusch and Paul M. Vaaler, *The Economist*, September 19, London, UK available electronically at: <http://www.economist.com/news/letters/21664925-letters-editor> (2015).

“Remittances Go Beyond Helping Families to Funding Small Businesses,” Marek Hanusch and Paul M. Vaaler, World Bank “Let’s Talk Development” Blog Entry, September 8. World Bank Group: Washington, DC. Available at: <http://blogs.worldbank.org/developmenttalk/remittances-go-beyond-helping-families-funding-small-businesses> (2015).

“Credit Ratings and Fiscal Responsibility,” Marek Hanusch and Paul M. Vaaler, World Bank Discussion Paper, MFM Global Practice, No. 4 (June). World Bank Group: Washington, DC. Available at: http://www-wds.worldbank.org/external/default/WDSContentServer/WDSP/IB/2015/06/25/090224b082f8b6bf/2_0/Rendered/PDF/Credit0ratings0and0fiscal0responsibility.pdf (2015).

“Cabbies and Capital: Migrants are Re-shaping the Developing World,” Paul M. Vaaler, EIX: Entrepreneur and Innovation Exchange Blog Entry, June 18. University of St. Thomas: Minneapolis, MN. Available at: <http://eixchange.com/content/79-cabbies-and-capital-migrants-are-re-shaping-the-developing> (2015).

*“Minority Rules: Credible State Ownership and Investment Risk Project Risk Around the World,” Barclay James and Paul M. Vaaler, *Academy of Management Annual Meetings Best Papers Proceedings*, Leslie Toombs, ed., Academy of Management: Pace University, NY (2013).

*“How and Why Credit Assessors ‘Get it Wrong’ When Judging the Risk of Borrowers: Past and Present Evidence at Home and Abroad,” Paul M. Vaaler and Gerry McNamara, *A Debtor World: Interdisciplinary Perspectives on Debt*, Robert Lawless, Ralph Brubaker and Charles Tabb, eds., Oxford University Press: New York, NY 107-143 (2012).

*“Political and Competitive Rivalry in Developing Country Sovereign Risk Assessment,” Paul M. Vaaler and Gerry McNamara, *Academy of International Business Annual Conference Proceedings* (2008).

*“Electoral and Market Rivalry in Developing Country Sovereign Risk Assessment,” Paul M. Vaaler and Gerry McNamara, *Academy of Management Annual Meetings Best Papers Proceedings*, George T. Solomon, ed., Academy of Management: Pace University, NY (2008).

- *“Legal System and Rule of Law Effects on US Cross-Listing to Bond by Emerging-Market Firms,” Paul M. Vaaler and Burkhard N. Schrage, *Academy of Management Annual Meetings Best Papers Proceedings*, George T. Solomon, ed., Academy of Management: Pace University, NY (2007).
- *“New Methods for *Ex Post* Evaluation of Regional Grouping Schemes in International Business Research: A Simulated Annealing Approach,” Paul M. Vaaler, Ruth V. Aguilera and Ricardo Flores in *Research Methodology in Strategy and Management*, David J. Ketchen and Donald D. Bergh, eds., Elsevier Science Publishers: Kidlington, UK, 161-190 (2007).
- *“Is It All a Matter of Grouping? Examining the Regional Effect in Global Strategy,” Ruth V. Aguilera, Ricardo Flores and Paul M. Vaaler in *International Strategic Management: A New Generation*, Stephen Tallman, ed., Edward Elgar Publishers: Northampton, MA, 209-228 (2007).
- *“Home Country Governance Quality and the “Bonding” Hypothesis: Evidence From Industrialized, Emerging-Market and Less-Developed Countries,” Paul M. Vaaler and Burkhard N. Schrage in *Transformations in Global Governance: Implications for Multinationals & Other Stakeholders*, Sushil Vachani, ed., Edward Elgar Publishers, London, England, 264-297 (2006).
- *“How Do Long-Term Project Investors ‘Vote’ in Developing Country Elections?” Paul M. Vaaler and Burkhard N. Schrage in *Academy of Management Annual Meetings Best Papers Proceedings*, K. Mark Weaver, ed., Academy of Management: Academy of Management: Pace University, NY (2006).
- *“Innovation and Creative Destruction in Emerging Markets: The Impact of State Commitments on Privatizing Telecoms,” Lee W. McKnight, Paul M. Vaaler, Burkhard N. Schrage and Raul L. Katz in *Rethinking Rights and Regulations: Institutional Responses to New Communication Technologies*, Lorrie Cranor and Steven Wildman, eds., MIT Press, Cambridge, MA, 367-396 (2003).
- *“Creative Destruction in Japanese Telecoms and Internet Issues: A Survey of Issues,” Lee W. McKnight, Paul M. Vaaler and Raul L. Katz in *Creative Destruction: Business Survival in the Global Internet Economy*, Lee W. McKnight, Paul M. Vaaler, Raul Katz and Asahiko Isobe eds., Toyo Kezai Press, Tokyo, Japan, v-x (2002).
- *“Strategic Decision-Making in the Entrepreneurial Millennium: Competition, Crisis and ‘Expert’ Risk Assessment of Emerging Market Sovereigns,” Gerry McNamara and Paul M. Vaaler, *Creating Value: Winners in the New Business Environment*, Michael A. Hitt, Raphael Amit, Charles Lucier and R. D. Nixon, eds., Blackwell Publishers, Oxford, England, 188-212 (Selected by Strategic Management Society as top 10 papers presented at 2000 SMS annual conference –McKinsey Prize finalist) (2002).
- *“A Tale of Two Citis: Understanding the Paradox of Product Innovation and Imitation Strategies in Multinational Financial Institutions,” Paul M. Vaaler, *Financial Innovations and the Welfare of Nations: How Cross-Border Transfers of Financial Innovations Nurture Emerging Capital Markets*, Laurent Jacque and Paul M. Vaaler, eds., Kluwer Academic Publishers, Boston, MA, 223-246 (2001).
- *“Creating and Destroying Shareholder Value Across Borders,” Paul M. Vaaler, *Creative Destruction: Business Survival in the Global Internet Economy*, Lee W. McKnight, Paul M. Vaaler and Raul Katz, eds., MIT Press, Cambridge, MA, 145-166 (2001).

*“Introduction to Creative Destruction,” Lee W. McKnight, Paul M. Vaaler and Raul L. Katz, *Creative Destruction: Business Survival in the Global Internet Economy*, Lee W. McKnight, Paul M. Vaaler and Raul Katz, eds., MIT Press, Cambridge, MA, 3-20 (2001).

*“Some Arguments for Universal Ethics within the Multinational Corporation,” Norman Bowie and Paul M. Vaaler, *International Business Ethics: Challenges and Approaches*, Georges Enderle, ed., University of Notre Dame and Hong Kong University Press, 231-250 (1999).

“Twilight of the Multinational Firm?,” Paul M. Vaaler, *Fletcher Forum of World Affairs*, 22(1): 117-124 (1998).

“Some Constructive Skepticism About the Origins of Profit”, Isaac Fox, Shaker Srinivasan and Paul M. Vaaler, *United States Federal Trade Commission, Bureau of Economics Line of Business Papers Series*, US Federal Trade Commission, Bureau of Economics, Washington, DC (1997).

“Some Constructive Skepticism About the Origins of Profit”, Isaac Fox, Shaker Srinivasan and Paul M. Vaaler, *United States Federal Trade Commission, Bureau of Economics Line of Business Papers Series*, US Federal Trade Commission, Bureau of Economics, Washington, DC (1997).

*“A Descriptive Alternative to Cluster Analysis: Understanding Strategic Group Performance with Simulated Annealing,” Isaac Fox, Shaker Srinivasan and Paul M. Vaaler, *Statistical Models for Strategic Management*, Michel Ghertman, ed., Kluwer Academic Publishers, Boston, MA, 81-111 (1997).

Teaching and Service-Related Publications

“The Privatization of Anatolia National Telekom,” (Negotiation Simulation Case Including: 1) General Instructions for Participants; 2) Confidential Instructions for Participants (6); 3) Note on Privatizing Enterprise Valuation in Emerging Markets; 4) Confidential Instructor’s Note; and 5) Spreadsheet Data and Program for Valuing Privatizing Enterprises) Banu Ozcan, Burkhard Schrage, Paul M. Vaaler and Michael Watkins, Harvard Business School Publishing Case Numbers 9-801-431 to 9-801-439 inclusive, Harvard Business School Publishing, Boston, MA (2001).

“LOT Polish Airlines (Teaching Case Including: 1) ‘Case A: Adapting to a Revolution;’ 2) ‘Case B: Competing with Private Challengers;’ and 3) Confidential Instructor’s Note), Daniel Wegiel, Paul M. Vaaler and Soumitra Dutta INSEAD Case Publishing Numbers 06/1999-4837 to 06/1999-4838 inclusive, INSEAD Case Publishing, Fontainebleau, France (1999).

“Judo Economics Exercise: Challenging a State-Owned Enterprise,” Daniel Wegiel, Paul M. Vaaler and Soumitra Dutta, INSEAD Case Publishing Number 12/1999-4869, INSEAD Case Publishing, Fontainebleau, France (1999).

Papers Under Journal Review

“Discriminatory Product Differentiation: The Case of Israel’s Omission from International Airline Route Maps,” Paul M. Vaaler and Joel Waldfogel. Re-Submitted and Under Third Round of Review.

“How Do International Bankers Vote in Developing Country Elections?” William Bernhard, Martin Chorzempa, Narae Lee, Sean Riley and Paul M. Vaaler. Under First Revision for Re-Submission.

“Why Do Emerging-Market Firms Shift Their Legal Presence?” Joel Malen, Paul M. Vaaler and Ivy Zhang. Under First Revision for Re-Submission.

“Gender and the Venture Investment Impact of Migrant Remittances in Developing Countries,” Michael E. Cummings and Paul M. Vaaler. Under Initial Review.

Working Papers

“Migrant Tenure Abroad and the Differential Impact of Remittances on Venture Investment in Developing Countries,” Michael E. Cummings and David Deeds.

“How Businesses Regulate Governments: Sovereign Credit Ratings, Watch Status, and the Budget Balances of National Governments in Election Years,” Marek Hanusch and Paul M. Vaaler.

“Messages, Money, and Messengers: Do Migrant Remittances Strengthen Corporate Governance in Developing Countries?” Michael Cummings, Michael Barnett, Paul M. Vaaler, Dan Forbes.

“Are National and International Legal Protections Substitutes or Complements? Theory and Evidence from Project Investment Announcements Around the World,” Barclay James, Joao Albino Pimentel and Paul M. Vaaler.

“Political Connections and Speed in Financing Large Projects,” Joao Albino Pimentel and Paul M. Vaaler.

Paper Research in Progress

“M&A Litigation: Luxury Tax on Value Creation or Excise Tax on Value Destruction?” Steven Davidoff, Joel Malen, J. Myles Shaver and Paul M. Vaaler.

“Franchise Breadth and the Magnitude of Political Budget Cycles in 19th Century Europe,” Paul M. Vaaler.

“Political Banking Cycles in China.” Eric Thun, Xin Sun, and Paul M. Vaaler.

“BITs and BLAs: Do Bilateral Economic Agreements Improve Sovereign Credit Ratings?” Kevin Kitchen, Joao Albino Pimentel, and Paul M. Vaaler.

“Do Foreign Investors Dislike Political Instability or Political Violence?” Scott Johnson, Miguel Ramos-Gonzalez, and Paul M. Vaaler.

“Network and Bandwagon Effects in the Selection of an Organizational Leader,” Pri Shah and Paul M. Vaaler.

Outside Invited (*) and Internal Seminar Presentation

*”Discriminatory Product Differentiation: The Case of Israel’s Omission from International Airline Route Maps,” University of Illinois at Urbana-Champaign, Urbana-Champaign, IL (2018).

*”Discriminatory Product Differentiation: The Case of Israel’s Omission from International Airline Route Maps,” University of South Carolina, Columbia, SC (2018).

*”Discriminatory Product Differentiation: The Case of Israel’s Omission from International Airline Route Maps,” ESADE Business School, Barcelona, Spain (2018).

- “Reverse Regulation? How Global Credit Rating Agencies Constrain Election-Year Borrowing By National Governments,” Strategic Management Society Annual Meeting, Paris, France (2018).
- “The Hindering Hand: Political Connections and Speed in Financing Large Investment Projects Around the World,” Academy of Management Annual Meeting, Chicago, IL (2018).
- “The Ethical Professor,” Academy of Management Annual Meeting, Chicago, IL (2018).
- “Venture Investment in Developing Countries: The Heterogeneity of Migrant Remittances,” AIB Annual Meeting, Minneapolis, MN (2018).
- ”Migrants, Migration Policies, and IB Research: A Research Agenda,” AIB Annual Meeting, Minneapolis, MN (2018).
- *”Discriminatory Product Differentiation: The Case of Israel’s Omission from International Airline Route Maps,” Sumantra Ghoshal Conference on Rigor and Relevance in Strategy Research, London Business School, London, UK (2018).
- *”Discriminatory Product Differentiation: The Case of Israel’s Omission from International Airline Route Maps,” Seoul National University, Seoul, South Korea (2018).
- *”Policy Reforms and Strategic Management in Developing Countries,” Waseda University, Tokyo, Japan (2018).
- *”Discriminatory Product Differentiation: The Case of Israel’s Omission from International Airline Route Maps,” Waseda University, Tokyo, Japan (2018).
- *Political Connections and Speed in Financing Large Investment Projects Around the World: A Helping or Hindering Hand?” Annual International Business Research Conference, Moore School of Business at University of South Carolina (2017).
- *”Differentiation (and some Discrimination) in Research and Careers that Span Disciplines,” University, Melbourne, Australia (2017).
- *”Explaining the Rise of Diaspora Institutions,” Monash University, Melbourne, Australia (2017).
- “Do Value-Destroying Mergers and Acquisitions Attract More Lawsuits? Yes then No,” Strategic Management Society Annual Meeting, Houston, TX (2017).
- “How Institutions Matter...But Don’t Rule International Entrepreneurship Research,” Strategic Management Society Annual Meeting, Houston, TX (2017).
- “Law, Corporate Governance, and Firm Strategy in International Strategy Research: A Law and Politics Perspective,” Academy of Management Annual Meeting, Atlanta, GA (2017).
- “How Institutions Matter...But Don’t Rule International Strategy Research,” Academy of Management Annual Meeting, Atlanta, GA (2017).

- “Discriminatory Product Differentiation: The Case of Israel’s Omission from International Airline Route Maps,” Society for Institutional and Organizational Economics Annual Meeting, New York, NY (2017).
- “Discriminatory Product Differentiation: The Case of Israel’s Omission from International Airline Route Maps,” American Law and Economics Association Annual Meeting, New Haven, CT (2017).
- *“Discriminatory Product Differentiation: The Case of Israel’s Omission from International Airline Route Maps,” Marshall M. Crier Distinguished Lecture, University of Florida Levin School of Law, Gainesville, FL (2017).
- “Minority Rules: Credible State Ownership in Project Investments Around the World,” International Law Seminar, University of Minnesota Law School, Minneapolis, MN (2017).
- “Discriminatory Product Differentiation: The Case of Israel’s Omission from International Airline Route Maps,” Law and Economics Seminar, University of Minnesota Law School, Minneapolis, MN (2017).
- “Transnational Business Regulating National Governments,” SME Department Research Seminar. Carlson School of Management, University of Minnesota, Minneapolis, MN (2017).
- *“Minority Rules: Credible State Ownership in Project Investments Around the World,” Faculty Research Seminar, Department of Business Administration, University of Illinois at Urbana-Champaign, Champaign, IL (2016).
- *“Discriminatory Product Differentiation: The Case of Israel’s Omission from International Airline Route Maps,” Freeman Center Research Seminar on International Affairs, Humphrey Institute, University of Minnesota, Minneapolis, MN (2016).
- .
- *“Discriminatory Product Differentiation: The Case of Israel’s Omission from International Airline Route Maps,” Faculty Works in Progress Seminar, Law School, University of Minnesota, Minneapolis, MN (2016).
- *“Slack, Institutions and Innovation Effort Around the World,” Law School Square Tables Research Seminar, University of Minnesota, Minneapolis, MN (2016).
- *“Slack, Institutions and Innovation Effort Around the World,” Freeman Center Research Seminar on International Affairs, Humphrey Institute, University of Minnesota, Minneapolis, MN (2015).
- “Legal Strategies for Managing Dispute Resolution with Large Investment Projects,” Academy of Management Annual Meeting, Vancouver, BC (2015)
- “Migrants, Remittances and Venture Investment in Developing Countries: What Can Business Research Contribute?” Academy of Management Annual Meeting, Vancouver, BC (2015)
- “How Do National Corporate Governance Institutions Affect Slack-Based Innovation Effort in Firms?” Academy of International Business Annual Meeting, Bangalore, India (2015)
- “The Institutional and Political Environment of International Business: Critical Comments and Calls for Research,” Academy of International Business Annual Meeting, Bangalore, India (2015)

- “Minority State Ownership and Investment Risk Management in Mega-Projects Around the World,” Academy of International Business Annual Meeting, Bangalore, India (2015)
- “What Alan Rugman Contributed to International Business...And What We Owe Him,” Academy of International Business Annual Meeting, Bangalore, India (2015)
- *“How Do Foreign Financial Actors Vote in Developing Democracies? Research Concepts, Frameworks, Evidence and Prospects,” Distinguished Lecture, Annual Meeting of the European Society for Institutional Economics, Cargese, France (2015).
- *“How Do National Corporate Governance Institutions Affect Slack-Based Innovation Effort in Firms?” Stern School of Management, Management Department Research Seminar, New York University, New York, NY (2015).
- *“Inequality and the Role of Business in Society,” Snider Center for Enterprise and Markets, University of Maryland, College Park (2015).
- *“How Do National Corporate Governance Institutions Affect Slack-Based Innovation Effort in Firms?” Smith College of Business, University of Maryland, College Park, MD (2015).
- *“Economic Informality and the Venture Funding Impact of Migrant Remittances,” Solvay Business School, Free University of Brussels, Brussels, Belgium (2014).
- *“Strategy and Structure, and 50+ Years,” Atlanta Competitive Advantage Conference, Atlanta, GA (2014).
- ”Legal Internationalization and Cross-Listing to Bond by Emerging-Market Firms,” American Law & Economics Association Annual Meeting, Chicago, IL (2014).
- *“The Best Negotiators? Migrants, Remittances and Venture Funding in Developing Countries,” Emerging Markets Forum, University of Maryland Center for International Business Education and Research, Washington, DC (2014).
- *“Private Regulation of Government Fiscal Policy: Sovereign Credit Ratings and Election-Year Borrowing Around the World,” Beyond Crisis-Driven Financial Regulation, University of St. Thomas Law School, Minneapolis, MN (2014).
- “How Well Do We Define Regions in International Business Research?” International Studies Association Annual Meeting, Toronto, Canada (2014).
- *“Explaining the Rise of Diaspora Engagement Institutions,” Freeman Center Research Seminar on International Affairs, Humphrey Institute, University of Minnesota, Minneapolis, MN (2013).
- “Resource Co-Specialization and Supplier Selection in Concurrent Sourcing: Theory and Evidence from Legal Services Sourcing at Fortune 500 Companies,” Academy of Management Annual Meeting, Orlando, FL (2013).
- “Minority Rules: Credible State Ownership and Investment Risk Project Risk Around the World,” Academy of Management Annual Meeting, Orlando, FL (2013).

- *“Minority Rules: Credible State Ownership and Investment Risk Project Risk Around the World,” University of Minnesota Law School, Minneapolis, MN (2013).
- “How Do Firms Make-and-Buy? The Case of Legal Services Sourcing by Fortune 500 Companies,” University of Minnesota Applied Economics Research Seminar, Minneapolis, MN (2013).
- *“Resource Co-Specialization and Supplier Selection in Concurrent Sourcing: Theory and Evidence from Legal Services Sourcing at Fortune 500 Companies,” Sumantra Ghoshal Conference on Rigor and Relevance in Strategy Research, London Business School, London, UK (2013).
- “Keynote Lecture: Migrants, Remittances and the Venture Investment Environment in Developing Countries,” Migrants: Transnational Entrepreneurs or Refugees, Maastricht Business School, Maastricht, Netherlands (2013).
- “Minority Rules: Credible State Ownership and Investment Risk Project Risk Around the World,” Strategic Management & Entrepreneurship Department Research Seminar, Minneapolis, MN, Minneapolis, MN (2013).
- *“How Well Do Supra-National Regional Grouping Schemes Fit International Business Research Models?” Freeman Center Research Seminar on International Affairs, Humphrey Institute, University of Minnesota, Minneapolis, MN (2013).
- “Does Corporate Leadership Matter Differently Around the World?” University of Minnesota Applied Economics Research Seminar, Minneapolis, MN (2012).
- “Can We Define Regions Better in International Business Research?” Strategic Management & Organization Department Research Seminar, Minneapolis, MN, Minneapolis, MN (2012).
- *“Political Banking Cycles in Developing Democracies,” University of St. Andrews, St. Andrews, Scotland (2012).
- *“How Much Does Corporate Leadership Matter Around the World?” University of Edinburgh Business School, Edinburgh, Scotland (2012).
- *“How Do Foreign Investors ‘Vote’ In Developing Countries? Sanjaya Lall Visiting Professor of Business & Development Professor Lecture, Saïd Business School, Oxford, UK (2012).
- *“Diaspora Structure and the Venture Investment Impact of Remittances,” EM Lyon Business School, Lyon, France (2012).
- *“How Do International Bankers ‘Vote’ in Developing Country Elections?” University of Minnesota Law School, Minneapolis, MN (2012).
- *“Two South Asias? Migrant Remittances and Venture Investing in the 2000s,” Harvard South Asia Initiative Research Panel Presentation, Harvard University, Cambridge, MA (2012).
- *“Country- and Firm-Level Determinants of Legal Internationalization by Emerging-Market Firms,” George Washington University School of Business Distinguished Researcher Seminar, Washington, DC (2012)

- “Diaspora Research Issues for Management Scholars,” Academy of Management Annual Meeting, San Antonio, TX (2011).
- *”Immigrant Remittances and the Venture Investment Environment in Developing Countries,” European Business School, Frankfurt, Germany (2011).
- ”Immigrant Remittances and the Venture Investment Environment in Developing Countries,” Carlson School of Management, Strategic Management & Organization Department Research Seminar, Minneapolis, MN (2010).
- *”Immigrant Remittances and the Venture Investment Environment in Developing Countries,” University of Bath, Bath, UK (2010).
- *”Risk and Investment in Emerging Markets: An International Business Strategy Research Agenda,” Universidad Pablo de Olavide, Seville, Spain (2010).
- *”How Well Do We Define Regions in International Business Research?” University of Reading, Reading, UK (2010)
- “How Well Do We Define Regions in International Business Research?” Academy of International Business Annual Meeting, Rio de Janeiro, Brazil (2010).
- *”Immigrant Remittances and the Venture Investment Environment in Developing Countries,” Simon Fraser University, Vancouver, BC (2010).
- *”Immigrant Remittances and the Venture Investment Environment in Developing Countries,” Western Washington University, Bellingham, WA (2010).
- *”Remittances and Entrepreneurship in Developing Countries,” International Political Economy Society Annual Meeting and Management Department Research Colloquium, Texas A&M University, College Station, TX (2009).
- *”Immigrant Remittances and the Venture Investment Environment in Developing Countries,” Humphrey Institute of Public Policy Workshop on Global Policy, Minneapolis, MN (2009).
- “Immigrant Remittances and the Venture Investment Environment in Developing Countries,” Academy of International Business Annual Meetings, San Diego, CA (2009).
- “Immigrant Remittances and the Venture Investment Environment in Developing Countries,” Academy of Management Annual Meetings, Chicago, IL (2009).
- “Political and Competitive Rivalry Effects on Emerging-Market Sovereign Risk Assessment,” Carlson School of Management, Strategic Management & Organization Department Research Seminar, Minneapolis, MN (2009).

- *“Residual State Ownership, Institutions and Financial Performance in Privatizing Telecoms Around the World,” University of Minnesota Law School Corporate Law and Finance Research Seminar, Minneapolis, MN (2009).
- “Political Competition and Sovereign Risk Assessment in Developing Countries,” University of Minnesota Political Science Department Research Seminar, Minneapolis, MN (2009).
- *“Residual State Ownership, Institutions and Financial Performance in Privatizing Telecoms Around the World,” Humphrey Institute of Public Policy Workshop on Global Policy, Minneapolis, MN (2008).
- “Electoral and Market Rivalry in Developing Country Sovereign Risk Assessment,” Paul M. Vaaler and Gerry McNamara, Academy of Management Annual Meetings, San Diego, CA (2008).
- “Political and Competitive Rivalry in Developing Country Sovereign Risk Assessment,” Paul M. Vaaler and Gerry McNamara, Academy of International Business Annual Meetings, Milan, Italy (2008).
- *“Legal System and Rule of Law Effects on Cross-Listing to Bond by Emerging-Market Firms,” Carlson School of Management, Marketing Department Research Seminar, Minneapolis, MN (2008).
- *“IP and Dynamic Competition in Technology Industries: What Can Asia Learn from the US,” Science and Technology in the Pacific Century, Center for Advanced Study, University of Illinois at Urbana-Champaign, Champaign, IL (2008).
- *“Legal System and Rule of Law Effects on Cross-Listing to Bond by Emerging-Market Firms,” Baruch College Management Research Seminar, City University of New York, New York, NY (2008).
- *“Legal System and Rule of Law Effects on Cross-Listing to Bond by Emerging-Market Firms,” University of Minnesota Law School Seminar on Corporate Governance, Minneapolis, MN (2008).
- “Political Banking Cycles in Developing Democracies,” University of Minnesota, Carlson School of Management, Finance Department Research Seminar, Minneapolis, MN (2007).
- “Political Banking Cycles and Left-Wing Incumbent Elections in Developing Countries,” International Political Economy Society Annual Meetings, Stanford, CA (2007).
- “Legal System and Rule of Law Effects on Cross-Listing to Bond by Emerging-Market Firms,” Academy of Management Annual Meetings, Philadelphia, PA (2007).
- “Elections and Bank Lending in Developing Countries,” Academy of Management Annual Meetings, Philadelphia, PA (2007).
- “International Lending, Elections and Political Banking Cycles in Developing Countries,” Academy of International Business Annual Meetings, Indianapolis, IN (2007).
- “Legal System and Rule of Law Effects on Cross-Listing to Bond by Emerging-Market Firms,” Academy of International Business Annual Meetings, Indianapolis, IN (2007).

- “How Do MNCs Vote in Developing Country Elections?” Midwest Political Science Association Annual Meetings, Chicago, IL (2007).
- *”How Do MNCs Vote in Developing Country Elections?” University of Minnesota, Humphrey Institute of Public Policy Trade Research Seminar, Minneapolis, MN (2007).
- *”How Do MNCs Vote in Developing Country Elections?” Washington University in St. Louis Conference on Political Economy of Foreign Direct Investment, Weidenbaum Center for Political Economy, Washington University, St. Louis, MO (2007).
- *”Pink Floods and Moody’s Blues in Latin America,” Washington University in St. Louis Conference on Political Economy of Foreign Direct Investment, Weidenbaum Center for Political Economy, Washington University, St. Louis, MO (2007).
- *”What’s Next for International Business Research on Asia? Up-and-Coming International Business Scholar Keynote Presentation,” and “Institutions and IB Research on Asia” *AIB/Journal of International Business Studies* Fourth Annual Frontiers Conference, San Diego, CA (2006).
- *”Pink Floods and Moody’s Blues in Latin America,” Northern Trust Forum on Democracy and Economic Development, UIUC Department of Political Science, Champaign, IL (2006)
- “Does Competitive Rivalry Among Sovereign Risk Rating Agencies Reinforce or Counteract Political Rivalry Effects on Agency Ratings in Emerging-Market Countries?” Strategic Management Society Annual Meetings, Vienna, Austria (2006)
- “Research Methods in Strategic Management,” Strategic Management Society Annual Meetings Doctoral Workshop, Vienna, Austria (2006)
- *”Legal System and Rule of Law Effects on Cross-Listing to Bond by Emerging-Market Firms” UIUC Law School Corporate Finance Seminar, Champaign, IL (2006)
- *Political Business Cycle Effects in Emerging-Market Countries: What They Are and Why They Matter,” UIUC Chancellor’s Conference on Russian Politics and Economics, Chicago, IL (2006)
- *”Russian Politics and Economics: Is Democracy Good for For Investment?” UIUC Chancellor’s Conference on Russian Politics and Economics, Chicago, IL (2006)
- “How Do Long-Term Project Investors ‘Vote’ in Developing Country Elections?” Academy of Management Annual Meetings, Atlanta, GA (2006)
- *”How Do MNCs Vote in Developing Country Elections?” UIUC Development Economics Workshop, Champaign, IL (2006)
- *”Is Dynamic Competition Greater in Technology-Intensive Industries? No and Yes,” Singapore Management University, Singapore (2005)
- *”Creative Destruction in Emerging Markets: Implications for Private and Public Organizations,” Singapore National Police Academy, Singapore (2005)

- *“Building a Research Stream in International Business,” National University of Singapore, Singapore (2005)
- “Hypercompetition: Have Performance Differences Become More Difficult to Sustain?” Academy of Management Annual Meetings, Honolulu, HA (2005)
- “Home Country Governance and the Bonding Hypothesis,” Academy of Management Annual Meetings, Honolulu, HA (2005)
- “Elections and Project Finance Investment in Off-Shoring Intensive Industries,” Academy of International Business Annual Meetings, Quebec, Canada (2005)
- “Home Country Governance and the Bonding Hypothesis,” Academy of International Business Annual Meetings, Quebec, Canada (2005)
- *“Can Foreign Firms Bond With US Governance Standards? Evidence from Industrialized, Emerging-Market and Less-Developed Countries,” University of Minnesota Humphrey Institute of Public Policy Trade Research Seminar, Minneapolis, MN (2005).
- *“Are Technology-Intensive Industries More Dynamically Competitive? No and Yes,” Organization Science Fall Research Conference, Tuck School of Business, Dartmouth College, Hanover, NH (2004).
- *“Counting the Investment Vote: Political Business Effects on Sovereign Bond Spreads and Risk Ratings in Developing Countries,” George Washington University Joint Business School-International Affairs School Research Seminar, George Washington University, Washington, DC (2004).
- *“Home Country Institutional Quality and the ‘Bonding’ Hypothesis: Evidence from Industrialized, Emerging-Market and Less-Developed Countries,” Boston University Business School’s Conference on Transformations in Global Governance: Implications for Multinationals and Other Stakeholders, Boston University, Boston, MA (2004).
- “Privatizing Firms and Residual State Influence on Financial Performance,” Academy of Management Annual Meetings, New Orleans, LA (2004).
- “Anticipating Institutional Policy Risk: A Political Business Cycle Perspective,” Academy of International Business Annual Meetings, Stockholm, Sweden (2004).
- “Emerging-Market Investment Risk and Expert Credit Raters: How Competition and Crisis May Skew Expert Risk Assessment When We Need Them Most,” Partners Managing Risk: International Finance and Business Issues Linking China, Japan and the US, Qingdao University, Qingdao, Peoples Republic of China (2004).
- “Political Business Cycle Effects on Sovereign Bond Spreads in Latin America During the 1990s,” Business Association of Latin American Studies (“BALAS”) Annual Meeting, Babson College, Boston, MA (2004).
- “Keynote Address: Strategy and Competitive Advantage in Telecoms and Other Dynamically Competitive Industries: How Much Has Really Changed?” The Second Jamaica Internet Forum: Accelerating

- Internet Access: National Development and Universal Access in the Social Sector, Ocho Rios, Jamaica (2004).
- “Shining in the TISP Sector: Merging Traditional Telecom and Emerging Internet Technologies and Services for Survival and Profit in Local Telephone Markets,” Rural Iowa Independent Telephone Association Annual Meetings, Des Moines, IA (2004).
- *“Counting the Investor Vote: Elections, Bond Spreads and Political Business Cycles in Developing Countries,” University of Minnesota Humphrey Institute of Public Policy Trade Research Seminar, Minneapolis, MN (2004).
- *“Counting the Investor Vote: Elections, Bond Spreads and Political Business Cycles in Developing Countries,” Brandeis University International Business School Research Seminar, Waltham, MA (2004).
- *“Myth and Reality of Schumpeterian Competition in US Technology Industries,” National Bureau of Economics, Productivity Seminar, Cambridge, MA (2003).
- “Is Dynamic Competition Greater in Technology Intensive Industries?” Academy of Management Annual Meetings, Seattle, WA (2003).
- “Home Country Corporate Governance and the Bonding Hypothesis: Evidence from Emerging Markets,” Academy of Management Annual Meetings, Seattle, WA (2003).
- “Democratization’s Risk Premium: Partisan and Opportunistic Business Cycle Effects on Sovereign Ratings in Developing Countries,” Academy of International Business Annual Meetings, Monterey, CA (2003).
- *“The Price of Democracy: Opportunistic and Partisan Political Business Cycle Effects on Sovereign Risk-Ratings and Bond Spreads in Developing Countries,” William Davidson Institute for International Business Seminar, School of Management, University of Michigan, Ann Arbor, MI (2003).
- *“The Price of Democracy: Opportunistic and Partisan Political Business Cycle Effects on Sovereign Risk-Ratings and Bond Spreads in Developing Countries,” Center for International Business Education and Research Seminar, Eli Broad School of Management, Michigan State University, East Lansing, MI (2003).
- *“Microsoft Myths and Empirical Evidence of Dynamic Competition in Technology Intensive Industries.” Regulatory Policy Seminar, Kennedy School of Government, Harvard University, Cambridge, MA (2003).
- *“The Price of Democracy: Opportunistic and Partisan Political Business Cycle Effects on Sovereign Risk-Ratings and Bond Spreads in Developing Countries,” Pamplin School of Management-College of Arts & Sciences Joint International Business Seminar Series, Virginia Technology Institute, Roanoke, VA (2003).

- *“Creative Destruction and Telecom Business Models”, IN+, Center for Innovation, Technology & Policy Research, Centro de Estudos em Inovação, Tecnologia e Políticas de Desenvolvimento, Instituto Superior Tecnico, Lisbon, Portugal (2003).
- “Keynote Address: Jamaica Internet Forum: Strategies for Enabling Access”, The Jamaica Internet Forum: Expanding Internet Access: Issues and Solutions, Ocho Rios, Jamaica (2003).
- “Innovation and Creative Destruction in Emerging Markets: The Impact of State Commitments on Privatizing Telecoms”, Telecommunications Policy and Research Consortium Annual Conference, Washington, DC (2002).
- “Strategic Decision-Making and Political Business Cycles in Emerging-Market Risk Assessment”, Strategic Management Society Annual Meetings, Paris, France (2002).
- “Have Technology Industries Become More Hypercompetitive: Evidence from the US in the 1980s and 1990s”, Sixth International Conference on Technology Policy and Innovation, Kyoto, Japan (2002).
- “Industry Deregulation and Enterprise Privatization: Valuation Concepts and Management Implications for Japanese Utilities”, National Regulatory Research Institute Seminar, Fletcher School of Law & Diplomacy (2002).
- “The Price of Democracy: Sovereign Risk Ratings, Bond Spreads and Political Business Cycles in Developing Countries”, Academy of International Business Annual Meetings, San Juan, PR (2002).
- “The Evolution of Corporate Effects on Business Unit Performance”, Strategic Management Society Annual Meetings, San Francisco, CA (2001).
- “In Search of Hypercompetition”, Academy of Management Annual Meetings, Washington, DC (2001).
- *“Creative Destruction in the Internet Economy: The Internet’s Impact on Enterprise Valuation”, IDATE Annual Meetings: Conference on the Net and the New Economy, IDATE Foundation, Montpellier, France (2000).
- “Crisis and Competition in Strategic Decision-Making: Credit-Rating Agencies and Their Responses to Turbulence in Emerging Economies”, Strategic Management Society Annual Meetings, Vancouver, BC (McKinsey Prize for Best Conference Paper, Honorable Mention) (2000).
- “The International Control Conundrum with Exchange Risk”, Academy of International Business Annual Meetings, Charleston, SC (1999).
- “Isomorphic Experts? An Institutional Perspective on Foreign Investment Risk Assessment”, Academy of International Business Annual Meetings, Charleston, SC, (1999).
- “Competitive Positioning and Rivalry in Emerging Market Risk Assessment”, Academy of Management Annual Meetings, Chicago, IL (1999).

- “Creative Destruction or Just Destruction? Enterprise Privatization and Foreign Direct Investment in Telecommunications”, Fletcher Hitachi Center for Technology & International Affairs Telecoms in Transition Symposium, Medford, MA (1999).
- “Competitive Positioning and Organizational Factors in Emerging Market Risk Assessment”, Strategic Management Society Annual Meetings, Orlando, FL (1998).
- “International Technology Transfer Challenges Facing Executives and their Legal Advisors in the 1990’s and in the New Millennium”, Symposium on Intellectual Property Litigation (Burns & Levinson LLP), Boston, MA (1997).
- “The Economics and Ethics of the Knowledge Intensive Multinational Corporation”, Academy of International Business Annual Meetings, Monterrey, Mexico (1997).
- “Some Arguments for Universal Ethics within the Multinational Corporation”, International Conference on Business Ethics, Tokyo, Japan (1996).
- “Redefining Industry and Reassessing the Origins of Profit”, Strategic Management Society Annual Meetings, Phoenix, AZ (1996).
- “Strategy Intra-Industry Structure and the Stability of Returns”, Academy of Management Annual Meetings, Cincinnati, OH (The Academy of Management Annual Meetings Best Papers Proceedings Selection) (1996).
- “A Descriptive Alternative to Cluster Analysis: Understanding Strategic Group Performance with Simulated Annealing”, Conference on Statistical Models for Strategic Management, Ecole des Hautes Etudes Commerciales du Nord, EDHEC Graduate School of Management, Nice, France (1996).
- “Once Is Not Enough: First Mover Advantage and Repeat Pioneering with Financial Innovations”, Academy of Management Annual Meetings, Vancouver, Canada (1995).
- “Efficiency and Ethics within the Multinational Corporation”, Caux Roundtable Conference on Business and the Environment, Caux, Switzerland (1995).
- “Domestic Regulation and International Competitiveness: The Case of US Banks”, Academy of International Business Annual Meetings, Maui, HA (1993).

Other Presentations, Posters, and Exhibits

- “What’s New at the University of Minnesota Law School?” University of Minnesota, Minneapolis, MN (2016).
- “What’s New at the University of Minnesota Law School?” Kirkland & Ellis Law Firm, Chicago, IL (2016).
- “What’s New at the University of Minnesota Law School?” Kaye, Scholer Law Firm, New York, NY (2015).
- “Political Risk Management for Corporate Diplomats,” Saïd Business School, University of Oxford, Oxford, UK (2010-Present).

“How Important Are Regions in Trade and Investment?” Wells Fargo Executive Development Program, Minneapolis, MN (2010).

“Developing Millennial Leaders: An Integrative Perspective,” Ameriprise Executive Development Program, Minneapolis, MN (2009).

“Leadership in the 21st Century: An Integrative Perspective”, University of Minnesota Student Association, Minneapolis, MN (2009).

“The Federal Stimulus Plan: What Does It Mean for You?”, *Minneapolis-St. Paul Business Magazine* Panel Forum, Bloomington, MN (2009).

“Integrative Leadership Development at the University of Minnesota,” University Leadership Development Program, Minneapolis, MN (2009).

“What is Integrative Leadership?” Humphrey Institute Seminar on Leadership for the Common Good, Minneapolis, MN (2008).

“Integrative Leadership for Community Development in Minnesota,” Carlson School of Management-Extension College Conference on Community Development and Education, Minneapolis, MN (2008).

“Leadership in the 21st Century: An Integrative Perspective,” Carlson School of Management International Program, Minneapolis, MN (2008).

“Identifying and Managing New Political Risks in the 21st Century,” Carlson School of Management Global MBA Program, Minneapolis, MN (2008).

“Alternative Scenario Analysis for Diversified Firms,” Land O’Lakes Annual Meeting, Minneapolis, MN (2008).

“Strategic Management, Industry Analysis and Competitive Interaction Concepts and Techniques,” Land O’Lakes Executive Education, Brainerd, MN (Presenter) (2007).

“International Business Strategy in Emerging Markets and Emerging Energy Industries,” Archer Daniels Midland Executive Education, Decatur, IL (Presenter) (2007).

“Partners Managing Risk: International Finance and Business Issues Linking China, Japan and the US,” Qingdao University, Qingdao, Peoples Republic of China (Conference Co-Chair) (2004).

“Creative Destruction in Japan: The State of Telecoms and the Internet in 2002,” Hitachi Ltd., Tokyo (Conference Co-Chair) (2002).

Consulting

Expert Witness, Hawala-Based Migrant Remittance Practices, US District Court for the District of Minnesota, 2018.

Expert Witness, Contingent Employment Patterns in Business, US District Court for the District of Minnesota, 2016.

World Bank Consulting Advisor, Migrant-Related Economic Development Initiatives for Guinea-Bissau, 2014-2015.

Marengo Research, Senior Consultant, 2001-2010.

Jamaican Office of Utilities Regulation, 2001.

United States Federal Trade Commission, Bureau of Economics, Special Consultant, 1994-1998.

Various Firms, 2001-Present.

Media Quotes and Commentary

“TCF Financial Corp., Detroit-Based Bank to Merge and Headquarter in Detroit.” KSTP Television.

Broadcast on January 29 (Interviewing Paul M. Vaaler on motivations for proposed bank merger).

Available at:

<https://kstp.com/business/tcf-financial-corp-wayzata-chemical-financial-corp-detroit-to-merge/5224901/>.

“Give the Northwest Angle to Canada? Minnesotans Say No Way, No How.” *Twin Cities Business Magazine*.

Printed January 9 (Quoting Paul M. Vaaler on legal impediments to any transfer of “Northwest Angle” territory of Minnesota to Canada). Available at:

<http://tcbmag.com/news/articles/2019/january/give-the-northwest-angle-to-canada-minnesotans-say-no-way-no-how> (2019).

“Discriminatory Product Differentiation: An Interview with Professors Paul Vaaler and Joel Waldfogel.”

Wharton School: "Measured Thoughts," a weekly podcast hosted by Wharton Professor David Reibstein. Broadcast on December 17 (Interviewing Paul M. Vaaler and Joel Waldfogel on their research documenting subtle forms of product design-based customer discrimination by certain Middle East-based airlines). Available at:

<https://businessradio.wharton.upenn.edu/shows/measured-thoughts/>.

“More Store Closings Greet Holiday Shoppers: Sears, Payless to Close its Doors.” *Echo Press* (Alexandria, Minnesota). Printed on December 12 (Quoting Paul M. Vaaler on impending Sears bankruptcy and related store closings in Greater Minnesota). Available at:

<https://www.echopress.com/business/retail/4541724-more-store-closings-greet-holiday-shoppers-sears-payless-close-its-doors>.

“Employees Blame Cutbacks and Poor Communication for Frontier's Problems.” Minnesota Public Radio News. Broadcast October 24 (Quoting Paul M. Vaaler on Frontier Communications' performance problems following a string of small telecom acquisitions). Available at:

<https://www.mprnews.org/story/2018/10/24/employees-blame-cutbacks-poor-communication-for-frontiers-woes>.

“VERIFY: Ad attacks Angie Craig's Employers.” KARE Television. Broadcast on September 18 (Quoting Paul M. Vaaler on a misleading political advertisement put out by the Minnesota Republican Party about the business career of Democratic US Congressional candidate Angie Craig). Available at:

<https://www.kare11.com/article/news/verify-ad-attacks-angie-craigs-employers/89-596002282>.

“Activist Investors are Targeting Minnesota's Public Companies, and They're Getting Better at It.”

Minneapolis-St. Paul Business Journal. Printed August 30 (Quoting Paul M. Vaaler on the apparent attraction of Minnesota-based firms for corporate acquisitions and break up). Available at:

<https://www.bizjournals.com/twincities/news/2018/08/30/activist-investors-are-targeting-minnesotas-public.html>.

“Echoing Trump's Emphasis, former Gov. Tim Pawlenty Focuses on Immigration in Bid for Old Job.” *Star Tribune*. Printed July 14 (Quoting Paul M. Vaaler on rates of entrepreneurship and crime among migrants in the US). Available at: <http://www.startribune.com/echoing-trump-s-emphasis-former-gov-tim-pawlenty-focuses-on-immigration-in-bid-for-old-job/488199891/> (2018).

“If Supervalu's Activist Investor Wins, Big Changes Will Likely Follow.” *Minneapolis-St. Paul Business Journal*. Printed June 11 (Quoting Paul M. Vaaler on differences in likely corporate strategies for Super Valu between management and hedge-fund investors). Available at: <https://www.bizjournals.com/twincities/news/2018/07/11/if-supervalus-activist-investor-wins-big-changes.html> (2018).

“Starkey Trial Talk of Town as Legal, Business Experts Dissect Split Verdict.” *Star Tribune*. Printed March 10 (Quoting Paul M. Vaaler on apparent corporate governance failings and potential legal liability Starkey CEO). Available at: <http://www.startribune.com/starkey-trial-talk-of-town-as-legal-business-experts-dissect-split-verdict/476432743/> (2018).

“6pm News: Starkey Laboratories Owner Wraps Up Testimony.” KSTP Television. Broadcast on February 14 (Quoting Paul M. Vaaler on apparent corporate governance failings at Starkey). Available at: <http://kstp.com/news/starkey-laboratories-owner-wraps-up-testimony-embezzlement-trial/4789161/> (2018).

“Super Bowl Will Dump A Lot of Money into the Twin Cities.” *Star Tribune*. Printed January 28 (Quoting Paul M. Vaaler on the questionable economic impact of US Bank Stadium and the Super Bowl on the Twin Cities). Available at: <http://www.startribune.com/super-bowl-will-dump-a-lot-of-money-in-the-twin-cities-fast-and-furiouly/471466294/> (2018).

“Minnesota Firm Tricked into Illegal Technology Shipment to Iran, Feds Say.” *Star Tribune*. Printed September 2 (Quoting Paul M. Vaaler on how import-export intermediary firms like the one indicted by the US Attorney in Minnesota dupe legitimate US firms into exporting controlled dual-use technologies to illegitimate importers abroad.) Available at: <http://m.startribune.com/feds-say-minnesota-firm-was-tricked-into-illegal-shipment-of-technology-to-iran/442520733/?section=business> (2017).

“Business by Carlson Quarterly Report: More Than a Game --The Business of Sports in Minnesota.” WCCO Radio 830AM. Broadcast on August 31 ((With Paul M. Vaaler co-moderating a discussion of current business issues affecting professional and amateur athletes and sports organizations in Minnesota, broadcast at the WCCO Radio booth at the Minnesota State Fairgrounds with panelists from academia and industry.) Available at: <http://minnesota.cbslocal.com/audio/business-by-carlson/> (2017).

“Steel Tariffs Win Backing from Minnesota Politicians, but Trade Watchers Wary.” *Star Tribune*. Printed July 24 (Quoting Paul M. Vaaler about the international and trade implications of President Trump’s threatened imposition of tariffs on steel imports.) Available at:

<http://www.startribune.com/steel-tariffs-win-backing-from-minnesota-politicians-but-trade-watchers-wary/436201033/> (2017).

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“Unchartered Territory: Why Some Airlines Remove Israel from their Online Route Maps --and What it Suggests.” *Economist*. Printed March 8 (Noting findings from new working paper by Joel Waldfogel and

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- “6pm Evening News: 5 Executives Indicted, Accused of \$20 Million Fraud Against Starkey Laboratories.” KSTP Television. Broadcast on December 5 (Quoting Paul M. Vaaler on theories for criminal indictments against former senior executives at Starkey Technologies). Available at: <http://kstp.com/news/starkey-laboratories-fraud-indictment/4270027/>.
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- “News and Views with Roshini Rajkumar” WCCO Radio. Aired August 23 (Interviewing Paul M. Vaaler on Target’s proposed legal settlement with Visa credit card for losses related to massive credit card hacking at Target stores in November-December 2013). Available at: <http://minnesota.cbslocal.com/audio/news-and-views-with-roshini-rajkumar/> (2015).
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- “Rating Africa for Investors,” *African Business* magazine. Printed May 16 (Quoting Paul M. Vaaler on processes by which major credit rating agencies influence fiscal policy of African governments), Available at: <http://africanbusinessmagazine.com/finance/rating-africa-for-investors/> (2015).
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- “A Look At The Minnesotans On Forbes’ Billionaires List,” WCCO Television 6pm News. Aired March 4 (Interviewing Paul M. Vaaler on Minnesotans named to the *Forbes* magazine billionaire list), Available at: <http://minnesota.cbslocal.com/2015/03/04/a-look-at-the-minnesotans-on-forbes-billionaires-list/> (2015).
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- “Business by Carlson with Paul Vaaler,” WCCO Radio Dave Lee Show. Airing Weekly on Wednesdays Since January 28, 2015 (Discussing current business issues with Paul M. Vaaler), Available at: <http://minnesota.cbslocal.com/audio/business-by-carlson/> (2015).
- “Good Question: Why Do We Still Have Fuel Surcharges?” WCCO Television News at 10pm. Aired on January 5 (Interviewing Paul M. Vaaler on the decrease in oil prices and how soon the decrease will affect fuel prices), Available electronically at: <http://minnesota.cbslocal.com/2015/01/05/good-question-why-do-we-still-have-fuel-surcharges/> (2015).
- “Mike McFadden: A Career in the Cross-Hairs,” *Pioneer Press*, October 6 (Quoting Paul M. Vaaler on work of middle-market investment bankers), Available electronically at: http://www.twincities.com/politics/ci_26676303/mike-mcfadden-career-cross-hairs (2014).
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- “Medtronic Likely to Be Booted from Fortune 500 Over Deal to Move Headquarters to Ireland,” *Twin Cities Business*, June 18 (Quoting Paul M. Vaaler on tax implications of proposed merger between Medtronic and Covidien), Available electronically at: <http://tcbmag.com/News/News-Elsewhere/Medtronic-Likely-To-Be-Booted-From-Fortune-500-Over> (2014).

- “Medtronic Merger Means HQ Move from Minnesota, No Job Losses,” KSTP News at 6pm, Aired on June 16, 2014 (Interviewing Paul M. Vaaler on tax and business strategy implications of proposed merger between Medtronic and Covidien), Available electronically at: <http://kstp.com/news/stories/S3476313.shtml?cat=1> (2014).
- “Good Question: Why Do We Pay CEOs So Much to Leave?, WCCO News at 10pm, Aired on May 5, 2014 (Interviewing Paul M. Vaaler on CEO compensation and severance packages), Available electronically at: <http://minnesota.cbslocal.com/2014/05/05/good-question-why-do-we-pay-ceos-so-much-to-leave/> (2014).
- “Cultivating Leadership,” (Discussing in print Paul Vaaler’s work as former Academic Director of the University of Minnesota’s Center for Integrative Leadership). Available in print in Carlson School magazine, September volume (2013).
- “Building Business in the Old Country,” (Discussing in print and on video research by Paul M. Vaaler on migrant remittances and venture investing in developing countries). Available electronically at: <http://www.carlonschool.umn.edu/news/07/12/13/Building-Businesses-in-the-Old-Country.aspx>. Also available in print in Carlson School magazine, July volume (2013).
- “SEC Should Adopt Franken Plan on Credit Rating Agencies,” *Star-Tribune* Editorial Published (page A8) and Posted Electronically on May 24, 2013 (Quoting Paul M. Vaaler on the merits of the proposed Franken-Wicker bill to reform the way that credit rating agencies engage client borrowers for initial bond rating services.) Available electronically at: <http://www.startribune.com/opinion/editorials/208740301.html?refer=y> (2013).
- “State Credit Rating and the Minnesota Budget,” KSTP News at 10pm, Aired on April 4, 2010 (Interviewing Paul M. Vaaler on how major credit rating agencies formulate and review sovereign risk ratings and what the current Minnesota state budget process and likely outcome means for the state’s credit rating.) (2010).
- “CEOs of Failing Wall Street Don’t Deserve Their Wages,” Fox Twin Cities *News at 10pm*, Aired and Posted Electronically September 24, 2008 (Interviewing Paul M. Vaaler about standards for executive pay in US investment banking and prospective policy responses to financial crisis in US financial institutions). Available electronically at: <http://www.myfoxtwincities.com/myfox/pages/ContentDetail?contentId=7507869> (2008).
- “Corporate Minnesota Antes Up for the RNC: It’s All About Civic Pride, Donors Say, But Critics Say More Is at Stake,” *St. Paul Pioneer Press*, Published and Posted Electronically on July 11, 2008 (Quoting Paul M. Vaaler about political motivations for substantial donations to RNC convention organizers by Twin Cities-based corporations). Available electronically at: <http://www.twincities.com/> (2008).
- “Conversation with Professors Amir Sufi and Paul Vaaler,” American Bankruptcy Institute, *ABI Podcasts with Interesting Figures in the Insolvency World*, Aired and Posted on April 15, 2008 (Discussing with Paul M. Vaaler the role of credit rating agencies in recent sub-prime mortgage and sovereign credit rating crises). Available electronically at: <http://podcast.abiworld.org/?p=84> (2008).

“Relearning the Significance of Risk,” American Public Media’s (National Public Radio’s) *Marketplace*, Aired and Posted on December 26, 2007 (Quoting Paul M. Vaaler on competition among major credit rating agencies making poor risk assessments of bonds based on collateralized mortgage obligations).

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http://marketplace.publicradio.org/display/web/2007/12/26/year_of_subprime_q/ (2007).

“Eastern Promises,” *Twin Cities Business*, Posted November 2007 (Quoting Paul M. Vaaler on Russian economic growth, investment and politics). Available electronically at:

<http://tcbmag.blogs.com/btw/2007/10/eastern-promise.html> (2007)

“The Current State of the Russian Business Environment” WILL 580 AM’s *Focus 580*, Aired and Posted on September 18, 2006 (Interviewing Paul M. Vaaler about current Russian politics and implications for foreign direct investors). Available electronically at:

<http://www.will.uiuc.edu/am/focus/archives/06/060918.htm> (2006).

“Preconceito pode influenciar agencia de risco, diz economista” (Preconceptions are Influencing Credit Rating Agencies, Say Economists), BBC Brasil, *BBC World Service*, Aired and Posted on July 15, 2002 (Quoting Paul M. Vaaler on sovereign risk rating trends tied to forthcoming presidential elections in Brazil). Available electronically at:

http://www.bbc.co.uk/portuguese/economia/020715_entrevistaep.shtml (2002).

“Agencias de risco temem eleicoes, diz pesquisa” (Credit Rating Agencies See Risk in Elections, Say Researchers), BBC Brasil, *BBC World Service*, Aired and Posted on July 4, 2002 (Citing Harvard CID Working Paper by Steven Block and Paul M. Vaaler to analyze sovereign risk rating trends tied to forthcoming presidential elections in Brazil). Available electronically at:

http://www.bbc.co.uk/portuguese/economia/020703_pesquisaep.shtml (2002).

“Creative Destruction,” MSNBC’s *Moneyworld*, Aired on November 15, 2001 (Interviewing Paul M. Vaaler on *Creative Destruction* book) (2001).

“Old Theory Helps Explain New Reality,” *Boston Globe*, Published on July 20, 2001, Pages B1, B2 (Quoting Paul M. Vaaler and discussing *Creative Destruction* book) (2001).

“Aftershocks of (Microsoft) Ruling,” *Boston Globe*, Published on November 6, 1999, Pages B1, B3 (Quoting Paul M. Vaaler on Microsoft antitrust court ruling) (1999).

TEACHING AND CURRICULUM DEVELOPMENT

Published Teaching Cases

“The Privatization of Anatolia National Telekom,” (Negotiation Simulation Case Including: 1) General Instructions for Participants; 2) Confidential Instructions for Participants (6); 3) Note on Privatizing Enterprise Valuation in Emerging Markets; 4) Confidential Instructor’s Note; and 5) Spreadsheet Data and Program for Valuing Privatizing Enterprises) Banu Ozcan, Burkhard Schrage, Paul M. Vaaler and Michael Watkins, Harvard Business School Publishing Case Numbers 9-801-431 to 9-801-439 inclusive, Harvard Business School Publishing, Boston, MA (2001).

“LOT Polish Airlines (Teaching Case Including: 1) ‘Case A: Adapting to a Revolution;’ 2) ‘Case B: Competing with Private Challengers;’ and 3) Confidential Instructor’s Note), Daniel Wegiel, Paul M. Vaaler and Soumitra

Dutta INSEAD Case Publishing Numbers 06/1999-4837 to 06/1999-4838 inclusive, INSEAD Case Publishing, Fontainebleau, France (1999).

“Judo Economics Exercise: Challenging a State-Owned Enterprise,” Daniel Wegiel, Paul M. Vaaler and Soumitra Dutta, INSEAD Case Publishing Number 12/1999-4869, INSEAD Case Publishing, Fontainebleau, France (1999).

Courses Taught

2014-Present	<p><i>University of Minnesota (2007-Present)</i> LAW SCHOOL UNIVERSITY OF MINNESOTA Integrative Leadership (JD) Grand Challenges Course: Leading Across Sectors (JD) Complex and Cross-Cultural Negotiation (JD) Strategic Management for Legal Professionals (JD) MBA Essentials for Lawyers (JD) International Business Operations and Negotiations for Lawyers (JD) Legal Perspectives (JD) International Business Transactions (JD)</p>	Minneapolis, MN
2007-Present	<p>CARLSON SCHOOL OF MANAGEMENT UNIVERSITY OF MINNESOTA International Business PhD Seminar International Environment of Business (Undergraduates, MBA, Executive MBA) Business, Government and Macroeconomics (Executive MBA) Global Discovery (MBA) Integrative Leadership (MBA, Masters) Grand Challenges Course: Leading Across Sectors (MBA, Masters) Strategic Management of Intellectual Property (MBA) Complex and Cross-Cultural Negotiation (MBA) Industry and Regulatory Analysis (Online IMBA) International Business (Executive Education) Strategic Management (Executive Education) Corporate Governance (Executive Education) Corporate Ethics (Executive Education)</p>	Minneapolis, MN
2010-Present	<p><i>Outside Institutions</i> SAID BUSINESS SCHOOL UNIVERSITY OF OXFORD Political Risk Management (Executive Education)</p>	Oxford, UK
2005-2007	<p>COLLEGE OF BUSINESS UNIVERSITY OF ILLINOIS AT URBANA-CHAMPAIGN Global and Transnational Strategy (Executive MBA) International Intellectual Property Management (Undergraduates, Masters)</p>	Champaign, IL
1996-2005	<p>FLETCHER SCHOOL OF LAW & DIPLOMACY TUFTS UNIVERSITY</p>	Medford, MA

Strategy and Policy for Competitive Advantage (Masters)
International Business Strategy and Operations (Masters)
Seminar on International Technology Transfer (Masters)
Strategic Management in Privatizing and Deregulating Industries (Masters)
Privatization in International Business and Finance (Masters)
Global Management (Tufts University Joint MD/Masters)
Strategy (Fletcher Summer School Certificate)
Corporate Diplomacy (Harvard Business School MBA, Guest Lecturer)

Curriculum Development Initiatives

Undergraduate Minor Designer and Law School Advisor: Business Law. Carlson School of Management and Law School, 2016-Present.

Collaborative Efforts and Activities

Grand Challenges Course (Leading Across Sectors) Co-Instructor, University of Minnesota Provosts Office, 2018.

Integrative Leadership Seminar Designer and Co-Instructor, Carlson School of Management, Humphrey School of Public Affairs, Law School, College of Education, School of Public Health, 2008-2017.

Undergraduate Minor Designer and Law School Advisor: Business Law. Carlson School of Management and Law School, 2016-Present.

ADVISING AND MENTORING

Undergraduate Student Activities

Law School Undergraduate Business Law Minor Ind. Study Advisor, Emerald Egwim, 2017-2018.

Undergraduate Summa Theses or Honors Projects Directed

Carlson School of Management Undergraduate Honors Thesis Advisor, Madelyn Carpentier, 2018.

Carlson School of Management Undergraduate Honors Thesis Advisor, Steven Vogel, 2018-2019.

Carlson School of Management Undergraduate Honors Thesis Advisor, Stephen Schultz, 2018-2019.

Carlson School of Management Undergraduate Honors Thesis Advisor, Neha Upadhyaya, 2018-2019.

Carlson School of Management Undergraduate Honors Thesis Advisor, Bhavesh Viswanath, 2017-2018.

Carlson School of Management Undergraduate Honors Thesis Advisor, Faheem Jabir, 2017-2018.

Carlson School of Management Undergraduate Honors Thesis Advisor, Kyle Tompkins, 2017-2018.

Carlson School of Management Undergraduate Honors Thesis Advisor, Joshua Sletten, 2013-2014.

Carlson School of Management Undergraduate Honors Thesis Advisor, Martin Chorzempa, 2009-2010.

Masters Advising and Theses Directed

Fletcher School of Law & Diplomacy, Tufts University Masters Thesis Advisor to and or Examiner for 10-12 Second-Year Masters Candidates Annually, 1996-2005.

JD Second-Year Paper Advisor

Law School JD Degree Program Second-Year Paper Advisor and Examiner to 3-4 Second-Year JD Students Annually, 2014-Present.

Executive Certificate Advising and Theses Directed

Saïd Business School, University of Oxford Thesis Advisor to and or Examiner for 1-2 Executive Education Certificate Candidates Annually, 2011-Present.

Doctoral Dissertations Directed

Carlson School of Management PhD Co-Advisor, Michael Cummings, Remittances, Diaspora Engagement Institutions and Venture Capital in Developing Countries, 2013-2015.

Carlson School of Management PhD Co-Advisor, Joel Malen, National Corporate Governance Institutions and Business Performance, 2012-2013.

UIUC PhD Thesis Committee Co-Chair, Shawn Riley, Worker Training and Firm Performance, 2009-2011.

UIUC PhD Thesis Committee Co-Chair, Barclay James, Transaction Hazards and Project Investment Risk Around the World, 2007-2008.

Fletcher School of Law & Diplomacy, Tufts University PhD Committee Co-Chair, Burkhard Schrage, Three Essays on Foreign Investment and Risk Management in Emerging Economies, 2001-2002.

Fletcher School of Law & Diplomacy, Tufts University PhD Committee Co-Chair, Nicole Monter, International Business Management in Europe as the European Community Consolidates, 2001-2002.

Doctoral Students Advised

Carlson School of Management PhD Co-Advisor, Michael Cummings, 2013-2015.

Carlson School of Management PhD Co-Advisor, Joel Malen, 2012-2013.

UIUC PhD Thesis Committee Co-Chair, Shawn Riley (Business Administration), 2009-2011.

UIUC PhD Thesis Committee Co-Chair, Barclay James (Business Administration), 2007-2008.

Fletcher School of Law & Diplomacy, Tufts University PhD Committee Co-Chair, Burkhard Schrage, 2000-2002.

Fletcher School of Law & Diplomacy, Tufts University PhD Committee Co-Chair, Nicole Monter, 2003-2005.

Doctoral Committees Member

Carlson School of Management PhD Committee Member, Nicholas Poggioli, 2018-Present.

Law School SJD Committee Member, Abdullah Al Dosari, 2017-Present.

Law School SJD Committee Member, Muhammed Al Muhim, 2017-2018.

Law School SJD Committee Member, Nasser Altwayan, 2017-Present.

University of Minnesota Political Science Department PhD Committee Member, Florencia Montal, 2017-Present.

University of Minnesota Political Science Department PhD Committee Member, Lucas Lockhart, 2016-2017.

Saïd Business School, University of Oxford DPhil Thesis Committee Member, Masahiro Kotosaka, 2013.

UIUC PhD Thesis Committee Member, Candace Martinez, 2006.

Fletcher School of Law & Diplomacy, Tufts University PhD Thesis Committee Member, Phil Uhlmann, 2000-2001.

Fletcher School of Law & Diplomacy, Tufts University PhD Thesis Committee Member, Brant Simonsen, 2000-2002.

Fletcher School of Law & Diplomacy, Tufts University PhD Thesis Committee Member, Manoj Shahi, 1998-1999.

SERVICE AND PUBLIC OUTREACH

Service To The Discipline/Profession/Interdisciplinary Area(s)

Editorships

Co-Editor, Social Science Research Network Working Papers, Global Strategy, 2010-Present.

Consulting Editor, *Journal of World Business*, 2019-Present

Associate (Area) Editor, *Journal of World Business*, 2018.

Associate Editor, *Journal of International Business Policy*, 2017-Present.

Associate Editor, *Academy of Management Perspectives*, 2010-2012.

Editorial Review Board Member, *Global Strategy Journal*, 2017-Present.
Editorial Review Board Member, *Academy of Management of Journal*, 2007-2016.
Editorial Review Board Member, *Int'l Journal of Strategic Change Management*, 2006-Present.
Editorial Review Board Member, *Journal of International Business Studies*, 2005-2014.

Journal Reviewer Experience

Academy of Management Journal, 2007-Present.
Academy of Management Perspectives, 2010-Present.
Administrative Science Quarterly, 2017.
Community of European Management Schools Business Review, 2009.
Economic Modeling, 2014.
Elsevier Publishing, 2006-Present.
European Journal of Finance, 2007-2008.
Harvard Business School Publishing, 2006-Present.
International Journal of Strategic Change Management, 2006-Present.
International Organization, 2013-Present.
International Studies Quarterly, 2010-Present.
Management International Review, 2012-Present.
Journal of Business Research, 2004-Present.
Journal of International Business Studies, 2004-Present.
Journal of International Management, 2012-Present.
Journal of Organizational Behavior, 2009-Present.
Latin American Politics and Society, 2008-Present.
Management Science, 2008-Present.
Organization Science, 2006-Present.
Oxford University Press, 2008-Present.
Quarterly Review of Economics and Finance, 2004-Present.
Strategic Management Journal, 2005-Present.
University of Chicago Press, 2006-2008.

Committee and Professional Association Memberships

Ethics Review Committee (Investigating violations of association code of conduct), Chair, Academy of International Business (AIB), 2018-Present.
Code of Conduct Drafting Committee (Drafting association code of conduct), Member, AIB, 2013-2018.
American Law & Economics Association Member, 2016-Present.
American Bar Association Member, 2014-Present.
Strategic Management Society Member, 1998-Present.
Academy of Management Member, 1994-Present.
AIB Member, 1993-Present.

Review panels for external funding agencies, foundations

Slovakian Government Educational Grant Outside Reviewer, 2009.

Organization of conferences, workshops, panels, symposia [indicate if served as chair or co-chair,

Academy of International Business Annual Meeting Track Chair, 2012.
Business Association of Latin America Annual Meeting Track Chair, 2004.

Service To The University/College/Department

University of Minnesota (2007-Present)

University Committee on Committees, Member, 2018-Present.

Center for Integrative Leadership Executive Director Search Committee, 2013.

Center for Integrative Leadership, Academic Director, 2008-2012.

Post-Graduate Scholarship Advisory Committee (Rhodes, Marshall, Gates Scholarships), Occasional Member, 2009-2013.

Carlson School and Law School

Carlson School of Management Faculty Consultative Committee Member, 2014-2018.

Law School Strategic Planning Committee, 2014-2016.

Law School Adjunct Faculty Appointment Committee, 2014-Present.

Carlson School of Management Fourth-Year Review Committee Member or Chair, 2008-Present.

Carlson School of Management Tenure Review Research Committee Member, 2008-Present.

Humphrey School of Public Affairs Faculty Search Committee Member, 2008-2012.

Department of Strategic Management & Entrepreneurship/Organization Service

SME Department P&A Faculty Search Committee Chair, 2017-2018.

SME Department MBA Advisor, 2012-2013.

SMO Department Anderson Chair Faculty Search Committee Chair, 2008-2009.

SMO Department Anderson Chair Faculty Search Committee Member, 2007-2008.

SMO/SME Department Faculty Search Committee Member (Various), 2007-Present.

Outside Institutions (UIUC, 2005-2007; Fletcher School-Tufts, 1996-2005)

UIUC Conference Co-Organizer: Business in Russia, 2006.

Fletcher School of Law & Diplomacy, Tufts University Dean's Search Committee, 2000-2001.

Tufts University Teacher Training Director Search Committee Member, 1997-1998.

Fletcher School of Law & Diplomacy, Tufts University Masters Thesis Advisor to and or Examiner for 10-12 Second-Year Masters Candidates Annually, 1996-2005.

Public And Other Service

Boy Scout Troop 476 Committee Member (Spirit of Hope Lutheran Church, Golden Valley, MN), 2012-2018.

"Business by Carlson" Weekly Radio Broadcast Commentator, WCCO Radio 830AM, Minneapolis, MN, 2014-Present.