

MINYUAN ZHAO

Olin Business School
Washington University in St. Louis
1 Brookings Drive, Knight Hall
St. Louis, MO 63130

Office: Bauer Hall 521
Email: minyuan@wustl.edu
Phone: 314-935-8313

ACADEMIC APPOINTMENTS

Associate Professor, Strategy Olin Business School, Washington University in St. Louis	July 2019 – present
Associate Professor, Management The Wharton School, University of Pennsylvania Senior Fellow, Mack Institute of Innovation Management	July 2014 – June 2019
Assistant Professor, Strategy Ross School of Business, University of Michigan	June 2019 - present
Assistant Professor, Strategic Management and Organization Carlson School of Management, University of Minnesota	June 2006 – May 2014
	June 2004 – May 2006

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	1996

RESEARCH

JOURNAL PUBLICATIONS

- Shopping as Locals: A Study of Conduit Acquisition by Multinational Enterprises, with S. Wang and J. Wei, forthcoming. *Journal of International Business Studies*.
- China's Intellectual Property Rights Policies: A Strategic View, 2020. *Journal of International Business Policy*, 3 (1): 73-77.
- Knowledge Sourcing by Multidivisional Firms, with P. Garg, 2018. *Strategic Management Journal*, 39(13): 3326–3354.
- Reaching through the Fog: Institutional Environment and Cross-border Giving of Corporate Foundations, with A. Hornstein, 2018. *Strategic Management Journal*, 39(10): 2666–2690.
- A Tale of Two Distances: A Study of Technological Distance, Geographic Distance, and Multilocation Firms, with S. Wang, 2018. *Journal of Economic Geography*, 18(5): 1091–1120.
- IP Litigation Is Local, But Those Who Litigate Are Global, with K. Beukel, 2018. *Journal of International Business Policy*, 1(1-2): 53-70.
- Cross-regional R&D Collaboration and Local Knowledge Spillover, with M. Islam, 2017.

Advances in Strategic Management, 36: 343-385.

- Zooming In: A Practical Manual for Identifying Geographic Clusters, with J. Alcácer, 2016. *Strategic Management Journal* 37: 10–21.
- Location Choices under Strategic Interactions, with J. Alcácer & C. Dezso, 2015. *Strategic Management Journal*, 36(2): 197–215.
- Firm Rivalry, Knowledge Accumulation, and MNE Location Choices, with J. Alcácer & C. Dezso, 2013. *Journal of International Business Studies*, 44(5): 504–520.
- Local R&D Strategies and Multi-location Firms: The Role of Internal Linkages, with J. Alcácer, 2012. *Management Science*, 58(4): 734–753.
- Corporate Capital Budgeting Decisions and Information Sharing, with A. Hornstein. 2011. *Journal of Economics & Management Strategy*, 20(4): 1135–1170.
- Trade Liberalization and Institutional Change, with K. Fogel, R. Morck and B. Yeung. 2010. *Asian Economic Papers*, 9(2): 44–71.
- Perspectives on China's Outward Foreign Direct Investment, with R. Morck and B. Yeung. 2008. *Journal of International Business Studies*, 39(3): 337–350.
- Conducting R&D in Countries with Weak Intellectual Property Rights Protection. 2006. *Management Science*, 56 (7): 1185–99.

BOOK CHAPTERS

- National IPR Policies and Multinational R&D Strategies: An Interactive Perspective, with B. Yeung, in R. Bird, ed. *Global Challenges of Intellectual Property Rights*, 2008. Edward Elgar Publishing.
- China's New Multinationals: Policy Implications for Host Countries, with R. Morck and B. Yeung, in R. Morck and T. Young, eds. *The Market for Corporate Control – Comparative Perspectives*, 2008, Korea Development Institute.

WORKING PAPERS

- Information and Integration: A Study of Emerging Market Multinationals, with L. Tang. 2nd round Revise & Resubmit at *Strategic Management Journal*.
- Home Bias and Patent Litigation by Multinational Enterprises, with B. An and S. Wang
- Why is Global Patent Litigation Geographically Concentrated, with B. An and S. Wang
- Competition and Collaboration: How China and India Participate in the Global Intellectual Property System, with B. An
- Can a Tiger Change Its Stripes? Reform of Chinese State-Owned Enterprises in the Penumbra of the State. with A. Harrison, M. Meyer, P. Wang, and L. Zhao. NBER Working Paper W25475.
- Investment as an Influencing Strategy
- Innovation Management and Employee Mobility: A Study of Scientist Departures Following Project Termination, with S. Ethiraj.
- 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: An Interactive Perspective

WORK IN PROGRESS

- IP Theft: What It Is vs. They Say, with L. Cheng and B. Yeung
- Seeking Credibility, with G. Santangelo
- Legal vs. Economic Ownership of IP in Multinational Enterprises, with C. Magelssen
- IP Litigation as Location Choice, with J. Alcacer
- The Role of Corporate Headquarters in Firms' Global R&D Networks, with K. Liu

HONORS & PRIZES

- Best Reviewer, *Strategic Management Journal*, 2017-2018
- International Theme Best Paper Prize, SMS Special Conference, Hong Kong 2016
- 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

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 Baosteel Scholarship, 1996

RESEARCH GRANTS

- McDonnell International Scholars Academy, 2020
- Wharton Global Initiatives Research Program, 2017
- Wharton Global Initiatives Research Program and Penn China Research and Engagement Fund, 2016
- Mack Institute Research Fellowship 2015
- University of Michigan CIBE Grant for Faculty Research in International Business, 2007 and 2012
- University of Michigan Center of Chinese Studies Research Grant, 2010-2011, 2013-2014
- 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 (excluding job talks, internal seminars, and large conferences)

Home Bias and Patent Litigation by Multinational Enterprises

- University of South Carolina, April 2021
- University of Miami, March 2021
- Strategy, Innovation, and Entrepreneurship Workshop, March 2021

Why is Global Patent Litigation Geographically Concentrated?

- University of Illinois Urbana-Champaign, April 2022
- Santa Clara University, February 2022
- National University of Singapore, January 2022
- Tsinghua University, November 2021
- Purdue University, September 2021
- University of Colorado Boulder, August 2021
- Taiwan Symposium on Innovation Economics and Entrepreneurship, April 2021

Can a Tiger Change Its Stripes?

- International Monetary Fund, December 2019

Investment as an Influencing Strategy

- London Business School, February 2020
- MIT Sloan China Seminar, September 2018
- Shanghai University of Finance and Economics, July 2018
- ShanghaiTech University, July 2018
- Harvard Business School, May 2018
- University of North Carolina, April 2018
- Rutgers Business School, February 2018

Information and Integration

- Mitsui Symposium, University of Michigan, October 2019

Giving across Borders

- Strategy and the Business Environment Conference, Duke University, May 2017
- HEC Montréal, Quebec, Canada, May 2017
- Columbia Business School, New York, November 2015
- University of North Carolina, Chapel Hill, February 2014
- The Wharton School, Philadelphia, January 2014
- HBS International Research Conference, Boston, May 2011

Scientist Departures after Project Termination

- Tsinghua University, Beijing, China, June 2016
- IESE Business School, Barcelona, Spain, March 2015
- National University of Singapore, Singapore, May 2012
- Management and HR seminar, Ohio State University, October 2011
- MIT Technological Innovation, Entrepreneurship & Strategy, Cambridge, October 2009
- UNC Strategy & Entrepreneurship, Chapel Hill, October 2009

Knowledge Sourcing by Multidivisional Firms

- Seoul National University, Seoul, Korea, June 2016
- Xi'an Jiaotong University, Xi'an China, June 2016
- UIUC International Business Seminar, November 2012
- INSEAD Global Strategy Seminar, Singapore, May 2012
- The Wharton School, Philadelphia, December 2011

Local R&D Strategies and Multi-location Firms

- Zhejiang University (Hangzhou) and Fudan University (Shanghai), China, June 2011
- National University of Singapore, Singapore, December 2008
- Technology, Innovation, and Learning Seminar, Tuck School of Business at Dartmouth, September 2007
- Interdisciplinary Committee on Organizational Studies (ICOS) seminar, February 2007
- Stern School of Management, New York University, New York, May 2006

Cross-Regional Ties within Firms

- Purdue University Workshop in Strategic Management, West Lafayette, September 2010
- Harvard Business School Strategy Seminar Series, Boston, October 2006
- MIT Sloan BPS mini conference, Boston, May 2006
- Ross School of Business, University of Michigan, Ann Arbor, March 2006

Global Standards, Multinational Firms, and National Policies

- Center for Chinese Studies Lunch Lecture Series, Ann Arbor, March 2009

Corporate Capital Budgeting Decisions and Information Sharing

- Wesleyan University Department of Economics, April 2006

National IPR policies and Multinational R&D Strategies

- 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
- 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
- CCC Doctoral Consortium, Toronto, Canada, April 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

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

- Society of Economics Dynamics, New York, June 2002

PUBLICATIONS IN CHINESE

Journal Articles

- COVID-19 and Its Impact on the Global Innovation and Intellectual Property System, *Peking University Business Forum*, June, 2020
- China's Lucky Corporate Governance, *Peking University Business Forum*, September, 2015
- 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

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

TEACHING EXPERIENCE

- Seminar for Strategy (Olin Ph.D.), 2020
- Global Immersion (WashU-Fudan EMBA), 2021
- Opportunities and Challenges In The Global Market (WashU-Fudan EMBA), 2021
- Corporate Strategy (Olin MBA and EMBA elective), 2019 – present
 - Winner of 2022 Reid Teaching Award
- Corporate and Global Strategy (Olin undergraduate elective), 2019 – present
- Managing Established Enterprises (Wharton MBA core), 2014-2019
 - Winner of 2018 Award for Teaching Excellence
- Multinational Business Strategy (Wharton Executive MBA elective, Philadelphia and San Francisco), 2015-2017
 - Keynote speaker on Sponsors' Night 2016
- Managing and Competing in China (Wharton MBA elective), 2014-2016
- Global Business Environment (Ross Executive MBA), 2012-2014
 - Winner of 2012 EMBA Teaching Award
- International Management Strategies (UCLA-NUS Executive MBA), 2011-2013
 - Winner of 2013 Best Educator Award
- World Economy (Ross full time MBA and weekend MBA core course), 2007-2014
- Study Abroad in China (Ross BBA), 2012-2014
- Seminar in International Business (Ross Ph.D.), 2009-2013
- International Environment (Carlson Executive MBA), 2004-2006
- Industry Analysis and Competitive Strategy (Carlson part-time MBA), 2004-2005
- International Financial Management (Stern undergraduate), 2002

PROFESSIONAL SERVICES AND MEMBERSHIP

- Associate Editor
 - *Strategic Management Journal*, 2020-present
- Editorial Review Board
 - *Administrative Science Quarterly*, 2014-2018

- *Global Strategy Journal*, 2011-present
- *Journal of International Business Studies*, 2004-2016
- *Organization Science*, 2008-present
- *Strategic Management Journal*, 2014-2019
- Ad hoc Referee, *Academy of Management Journal*, *Management Science*, *Journal of Economics and Management Strategy*, *Research Policy*, *Journal of Industrial Economics*, *International Journal of Industrial Organization*, *International Journal of Public Administration*, *Journal of Asian Business*, *Ricerche Economiche*, *Cambridge Journal of Economics*, *Scientometrics*.
- Professional associations:
 - Academy of Management (STR, TIM, IM)
 - Academy of International Business
 - Strategic Management Society
- Committee membership and association offices:
 - Representative-at-large, the Global Strategy Interest group at Strategic Management Society, 2021-
 - Executive Committee, Center for the Study of Contemporary China (CSCC) at the University of Pennsylvania, 2014-2019
 - Executive Committee, BPS (now STR), Academy of Management, 2014-2016
 - Executive Committee, Center for Chinese Studies (CCS) at the University of Michigan, 2012-2014
 - BPS Research Committee, 2006-08
 - TIM Best Dissertation Award Committee, 2007
- Senior Fellow, Leonard Davis Institute of Health Economics, University of Pennsylvania, 2014-2019
- Faculty representative
 - Academy of Management IM Doctoral Consortium 2022
 - Academy of Management BPS Doctoral Consortium, 2022
 - Academy of Management STR Teaching Consortium 2018
 - Academy of Management BPS Doctoral Consortium, 2006 and 2016, Junior Faculty Consortium 2016
 - Academy of Management TIM Junior Faculty Consortium 2015
 - Academy of Management BPS Midcareer Consortium 2015
 - Academy of Management IM Doctoral Consortium 2012
 - Academy of International Business Doctoral Consortium 2011 and 2013, AIB Chinese Doctoral Consortium 2006
 - Strategic Management Society Doctoral Consortium 2007 and 2009
 - NYU-PKU Strategy Research Camp 2007
- Conference co-organizer,
 - Innovation and IP Strategies in a Rapidly Changing World (Penn Wharton China Center), 2019
 - Strategic Research Forum annual conference 2010
 - CCC conference 2010

- Reviewer, INFORMS Dissertation Proposal Competition, 2004-2011; Judge in 2010
- Ph.D. dissertation committee member:
 - (from Minnesota) Mazhar Islam, Anna Lamin and Sharon James-Wade
 - (from Michigan) Pranav Garg, John Chen, Sanghee Lim, Keeyon Kim and Gianluigi Giustiziero
 - (from UPenn) Lisa Tang, Siyao Li
 - (from WashU) Parasuram Balasubramanian, Charlie An, Shirley Tang
 - Outside: Heesang Ryu
- Media engagements:
 - Frequent commentator at Wharton Business Radio:
 - Frequent contributor to Knowledge@Wharton:
 - Opinion page on New York Times: <https://www.nytimes.com/roomfordebate/2015/10/06/the-future-of-trans-pacific-trade/tpp-could-either-help-china-reform-or-dig-in-deeper>
 - Interviewed by NPR (Marketplace), PBS (the “Great Decisions” series produced by the Foreign Policy Association), Bloomberg, Quartz, WIRED, Philadelphia Inquirer, LA Times, and various Chinese media.

INDUSTRY EXPERIENCE

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