# TAILAN CHI

Sheldon B. Lubar School of Business

University of Wisconsin-Milwaukee

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**EDUCATION**

**Ph.D.** in Business Administration, University of Washington, 1990.   
Major: International Business.   
Minors: Business Economics and Business Research Methods.

**M.A.** in Economics, University of Washington, 1988.   
Fields of Specialization: Finance and International Economics.

**M.B.A.**, University of San Francisco, 1985.

**B.E.** in International Trade, University of International Business & Economics, Beijing, China, 1983.

**EMPLOYMENT HISTORY**

**Professor**, Sheldon B. Lubar School of Business, University of Wisconsin-Milwaukee, August 2019 to present**.**

**Professor,** School of Business Administration, University of Kansas, July 2011 to July 2019.

**Associate Professor**, School of Business Administration, University of Kansas, August 2003 to July 2011.

**Associate Professor**, Department of Business Administration, College of Commerce and Business Administration, University of Illinois at Urbana-Champaign, January 2000 to August 2003.

**Associate Professor**, School of Business Administration, University of Wisconsin–Milwaukee, August 1997 to December 1999.

**Assistant Professor**, School of Business Administration, University of Wisconsin–Milwaukee, August 1990 to August 1997.

**Research/Teaching Associate**, Department of Marketing and International Business, University of Washington, September 1985 to March 1990.

**Business Negotiator**, Tianjin Chemicals Import & Export Corp., Tianjin, China, December 1974 to August 1978.

**HONORS AND AWARDS**

* **Richard C. Notebaert Distinguished Professor of International Business & Global Studies**, Sheldon B. Lubar School of Business, University of Wisconsin-Milwaukee, August 2019 to present.
* **Carl A. Scupin Professorship**, School of Business, University of Kansas, 2017-2019.
* **Outstanding Editorial Board Member Award**, *Strategic Management Journal*, 2017.
* **Fellow**, Academy of International Business, since 2015.
* **Carl A. Scupin Faculty Fellow**, School of Business, University of Kansas, 2010-2017.
* **Guy O. and Rosa Lee Mabry Best Paper Award**, School of Business, University of Kansas, 2010 and 2014.
* **Charley Oswald Faculty Fellow**, School of Business, University of Kansas, 2004-2009.
* **PhD Mentor Awards**, School of Business, University of Kansas, 2007, 2011 and 2016.
* **Best Reviewer Award**, *Journal of International Business Studies*, 2009.
* **Annual Research Award**, sponsored by the Business Advisory Council in recognition of research excellence, School of Business Administration, University of Wisconsin–Milwaukee, 1997.
* **Finalist**, Richard N. Farmer Dissertation Competition in International Business, Academy of International Business, 1992.

# PROFESSIONAL MEMBERSHIPS

* Academy of International Business (AIB), January 1, 1989 - Present
* Academy of Management (AOM), August 8, 1989 - Present
* Asian Academy of Management (AAOM), March 27, 2015 - Present
* Strategic Management Society (SMS), January 1, 1993 - Present
* American Economic Association (AEA), October 1, 1990 - September 30, 2002
* INFORMS, January 1, 1998 - December 31, 1998
* International Association of Chinese Management Research (IACMR), September 10, 2001 - December 31, 2007
* Western Economic Association International (WEA), January 1, 1991 - December 31, 1992

**RESEARCH RECORD**

1. **Research Publications**

Articles in Peer-Refereed Journals

1. Rajneesh Narula, Christian Geisler Asmussen, Tailan Chi & Sumit Kundu. 2019. Applying and advancing internalization theory: The multinational enterprise in the 21st century. *Journal of International Business Studies*, 50: [doi.org/10.1057%2Fs41267-019-00260-6](https://link.springer.com/article/10.1057/s41267-019-00260-6?wt_mc=Internal.Event.1.SEM.ArticleAuthorOnlineFirst&utm_source=ArticleAuthorOnlineFirst&utm_medium=email&utm_content=AA_en_06082018&ArticleAuthorOnlineFirst_20190829).
2. Tailan Chi, Jing Li, Lenos G. Trigeorgis & Andrianos E. Tsekrekos. 2019. Real options theory in international business. *Journal of International Business Studies*, 50: 525–553.
3. Tailan Chi. 2015. Commentary: Internalization theory and its relation to RBV and TCE. *Journal of World Business*, 50: 634–636.
4. Tailan Chi & Jane Zhao. 2014. Equity structure of MNE affiliates and scope of their activities: Distinguishing the incentive and control effects of ownership. *Global Strategy Journal*, 50: 634-636.
5. Yong Li & Tailan Chi. 2013. Venture capitalists’ decision to withdraw: The role of portfolio configuration from a real options lens. *Strategic Management Journal*, 34 (11): 1351-1366.
6. Edward Levitas & Tailan Chi. 2010. A look at the value creation effects of patenting and capital investment though a real options lens: The moderating role of uncertainty. *Strategic Entrepreneurship Journal*: 4: 212-233.
7. Tailan Chi & Anju Seth. 2009. A dynamic model of the choice of mode for exploiting complementary capabilities. *Journal of International Business Studies*, 40(3): 365-387.
8. Moses Acquaah & Tailan Chi. 2007. A longitudinal analysis of the impact of firm resources and industry characteristics on firm-specific profitability. *Journal of Management and Governance*, 11:179–213.
9. Tailan Chi, Paul C. Nystrom & Philipp Kircher. 2004. Knowledge-based resources as determinants of MNC structure: Tests of an integrative model. *Journal of International Management*, 10: 219-238.
10. Edward Levitas & Tailan Chi. 2002. Rethinking Rouse and Daellenbach’s rethinking: Isolating versus testing for sources of sustainable competitive advantage. *Strategic Management Journal*, 23: 957-962.
11. Tailan Chi & John Liu. 2001. Product life cycle, and market entry and exit decisions under uncertainty. *IIE Transactions*, 33 (9): 695-704.
12. Tailan Chi. 2000. Option to acquire and divest a joint venture. *Strategic Management Journal*, 21: 665-687.
13. Tailan Chi & Paul C. Nystrom. 1998. An economic analysis of matrix structure, using multinational corporations as an illustration. *Managerial and Decision Economics*, 19: 141-156.
14. Tailan Chi & Thomas W. Roehl. 1997. The structuring of interfirm exchanges in business know-how: Evidence from international collaborative ventures. *Managerial and Decision Economics*, 18: 279-294.
15. Tailan Chi & Dashan Fan. 1997. Cognitive limitations and ‘investment myopia’. *Decision Sciences*, 28(1): 27-57.
16. Tailan Chi, John Liu & Hong Chen. 1997. Optimal stopping rule for a project with uncertainty completion time and partial salvageability. *IEEE Transactions on Engineering Management*, 44(1): 54-66.
17. Tailan Chi & Donald J. McGuire. 1996. Collaborative ventures and value of learning: Integrating the transaction cost and strategic option perspectives on the choice of market entry modes. *Journal of International Business Studies*, 27(2): 285-307.
18. Tailan Chi. 1996. Performance verifiability and output sharing in collaborative ventures. *Management Science*, 42(1): 93-109.
19. Tailan Chi & Paul C. Nystrom. 1995. Decision dilemmas facing managers: Recognizing the value of learning while making sequential decisions. *Omega—The International Journal of Management Science*, 23(3): 303-312.
20. Tailan Chi. 1994. Trading in strategic resources: Necessary conditions, transaction cost problems, and choice of exchange structure. *Strategic Management Journal*, 15(4): 271-290.

Books

1. Oded Shenkar, Yadong Luo & Tailan Chi. 2015. *International Business* (3rd Ed). Routledge, NY.

Invited Book Chapters

1. Tailan Chi & Anju Seth. 2019. Rationality in theoretical modeling of collaborative ventures. In Farok Contractor & Jeffrey Reuer, editors, *Frontiers of Strategic Alliance Research: Negotiating, Structuring and Governing Partnerships*. Cambridge University Press, U.K.: 55-66.
2. Tailan Chi & Anju Seth. 2017. Real Option Considerations in Devising a Collaborative Strategy. In L. Mesquita, R. Ragozzino, & J. J. Reuer, editors, *Collaborative Strategy: Critical Issues for Alliances and Networks*. Edward Elgar, U.K.: 46-52.
3. Tailan Chi. 2009. Subsidiary operations in China: Learning in an evolving institutional environment. In Joseph L. C. Cheng, Elizabeth Maitland & Stephen Nicholas, editors, *Advances in International Management: Managing, Subsidiary Dynamics: Headquarters Role, Capability Development, and China Strategy*. Emerald Group Publishing, U.K., 241-247.
4. Tailan Chi & Edward Levitas. 2007. Resource complementarity, institutional compatibility, and some ensuing methodological issues in testing the RBV. In David Ketchen & Donald Bergh, editors, *Research Methodology in Strategy and Management*. Elsevier Science, The Netherlands: 19-35.
5. Tailan Chi. & Edward Levitas. 2007. An examination of options embedded in a firm’s patents: The value of dispersion in citations. In Jeffrey J. Reuer & Tony W. Tong, editors, *Advances in Strategic Management: Real Options Theory of Strategic Alliances*. Elsevier Science, The Netherlands: 405-427.
6. Anju Seth & Tailan Chi. 2005. What does a real options perspective add to the understanding of strategic alliances? In Oded Shenkar & Jeffrey J. Reuer, editors, *Handbook of Strategic Alliances*. Sage Publications, Thousand Oaks, CA: 101-116.
7. Anju Seth, Tailan Chi & Sarabjeet Seth. 2003. Operational and motivational efficiency in international strategy and structure. In Alan Rugman, editor, *Leadership in International Business Education and Research*. Elsevier Science, The Netherlands: 177-194.
8. Tailan Chi & Anju Seth. 2002. Joint ventures through a real options lens. In Farok J. Contractor & Peter Lorange, editors, *Cooperative Strategies and Alliances*. Elsevier Science, The Netherlands: 71-87.

Peer-Reviewed Proceedings

1. Shuangying Chen, Tailan Chi & Laura Poppo. 2014. Role of political ties and its contingency on individual and market factors: A study of R&D investment by private firms in China. *Academy of Management Best Paper Proceedings*. doi:10.5465/AMBPP.2014.222.
2. Edward Levitas & Tailan Chi. 2001. A real option perspective on the market valuation of a firm’s technological competence. In Dennis H. Nagao, *Academy of Management Best Paper Proceedings*. BPS: F1-F6.

Book Reviews

1. Tailan Chi. 2001. Business Strategies in Transition Economies, by Michael W. Peng. *Academy of Management Review*, 26: 311-313.
2. **Working Papers and Work in Progress**
3. Yong Li, Tailan Chi & Sai Lan. 2018. *To Cash Out or Not? Venture Capital Exit After Investee IPO*. Under revision for submission to *Academy of Management Journal*.
4. Benoît Chevalier-Roignant, Tailan Chi & Lenos Trigeorgis. 2018. *Innovation, Licensing and Coopetition Under Imperfect Appropriation Regime and Market Uncertainty*. Under revision.
5. Minyoung Kim, Midam Kim, Ann Bradlow & Tailan Chi. 2017. *Bridge over Troubled Water: Language Distance, Convergence, and the Microfoundation of the Theory of the MNC*. Under revision.
6. Zheng Cheng & Tailan Chi. 2017. *Reexamining the Internalization Theory: Are Wholly-Owned Subsidiaries More Efficient in Exploiting Intangible Assets than Alliances?”*
7. Zheng Cheng & Tailan Chi. 2017. *The Formation of Equity Joint Ventures: An Empirical Examination of the “Hybrid” and “Asset Bundling” Views in Transaction Cost Economics*. Under revision.
8. Peter J. Buckley & Tailan Chi. 2016. *Internalization Theory and the Governance and Measurement Branches of Transaction Cost Economics: Some Theoretical and Empirical Issues*. Under revision.
9. Minyoung Kim, Midam Kim, Tailan Chi & Ann Bradlow. 2014. *Strategic Choice of Functional Language in MNCs: Implications for Communicative Efficiency*. Under revision.
10. Shuangying Chen, Tailan Chi & Laura Poppo. 2014. *The Role of Entrepreneurs’ Political Ties in Private Firms R&D Investment and the Contingency Value*. Under revision.
11. Tailan Chi & Jing Li. 2013. *A Dynamic Game of Learning Races in Joint Ventures: A Combined Game-Theoretic and Real Options Model*. Work in progress targeted at *Management Science*. Model already developed and programmed, and simulation analysis is in process.
12. **Scholarly Presentations**

Major Presentations

1. Tailan Chi. “International Management Research in the Age of Rising Technological and Institutional Turbulence,” IM Division Thought Leader Panel, Annual Meetings of the Academy of Management, Boston, MA, August 2019.
2. Tailan Chi. “Sino-U.S. Economic Relations in the Era of Anti-Globalization, and Implications for the Internationalization of Chinese Firms” Research Symposium, D&C Think and Tsinghua University Center for Research on Globalization, Beijing, China, June 2019.
3. Yong Li, Tailan Chi & Sai Lan. “Why do venture capital investors retain equity stakes in startups after IPO? Insight from a study of IPO firms in China.” Biannual Meetings of the Asian Academy of Management, Bali, Indonesia, June 2019.
4. Tailan Chi. “Real Option Theory in Strategic Management and Entrepreneurship Research: Applicability and its Boundaries,” PDW Panel, Annual Meetings of the Academy of Management, Chicago, IL, August 2018
5. Tailan Chi. “Theory Integration in IB Research,” Panel Session, Annual Meetings of the Academy of International Business, Minneapolis, MN, June 2018.
6. Tailan Chi, Anju Seth & Yan Huang. “Differential Effects of Exogenous and Endogenous Uncertainty on a Joint Venture,” Paper Session, Annual Real Options Conference, Dusseldorf, Germany, June 2018.
7. Tailan Chi. “Applications of Real Option Theory in International Business and Strategy Research,” Panel Session, Annual Real Options Conference, Dusseldorf, Germany, June 2018.
8. Minyoung Kim, Midam Kim, Tailan Chi & Ann Bradlow. “Choice of Functional Language in MNCs: Trade-offs and Potential Remedies,” Annual Meetings of the Academy of Management, Atlanta, GA, August 2017.
9. Tailan Chi. “Role of Theory Development in IB Research,” Panel Session, Annual Meetings of the Academy of International Business, Dubai, UAE, July 2017.
10. Zheng Cheng & Tailan Chi. “Reexamining the Internalization Theory: Are Wholly-Owned Subsidiaries More Efficient in Exploiting Intangible Assets than Alliances?” Annual Meetings of the Academy of International Business, Dubai, UAE, July 2017.
11. Yong Li, Tailan Chi & Sai Lan. “Why Do Venture Capital Funds Retain Equity Stakes in Startups After IPO? Information Economics and Growth Option Explanations,” Annual Meetings of the Academy of International Business, Dubai, UAE, July 2017.
12. Tailan Chi. “Real Option Theory and Implications for the Strategy of Asian Firms.” Biannual Meetings of the Asian Academy of Management, Kitakyushu, Japan, June 2017.
13. Zheng Cheng & Tailan Chi. “Revisiting Morck and Yeung (1992): An Empirical Reexamination of Internalization Theory,” SMS Annual International Conference, Berlin, Germany, September 2016.
14. Zheng Cheng & Tailan Chi. “The Formation of Equity Joint Ventures: An Empirical Examination of the “Hybrid” and “Asset Bundling” Views in Transaction Cost Economics,” Annual Meetings of the Academy of International Business, Louisiana, LA, June 2016.
15. Tailan Chi. “Theory Development in IB Research: Criteria, Pitfalls and Processes,” Professional Development Workshop (PDW), Annual Meetings of the Academy of Management, Anaheim, CA, August 2016.
16. Minyoung Kim, Midam Kim, Tailan Chi & Ann Bradlow. “MNC Strategies and Choice of Functional Language,” SMS Annual International Conference, Denver, CO, October 2015.
17. Tailan Chi. “Deepening Economic and Legal Reforms, and Implications for Corporate Governance in China,” Annual Meetings of the Academy of Management, Vancouver, Canada, August 2015.
18. Tailan Chi. “How to Contribute to Theory in IB Research,” Professional Development Workshop (PDW), Annual Meetings of the Academy of Management, Vancouver, Canada, August 2015.
19. Tailan Chi. “Corporate Governance amid Deepening Economic and Legal Reforms in China: Implications for Multinationals,” Annual Meetings of the Academy of International Business, Bangalore, India, June 2015.
20. Tailan Chi. “Theory, Methodology and Crafting in Management Research: A Strategy and IB Perspective,” Plenary Showcase Panel, Biannual Meetings of the Asian Academy of Management, Hong Kong SAR, China, June 2015.
21. Zheng Cheng & Tailan Chi. “Internalization Theory and the Governance and Measurement Branches of Transaction Cost Economics,” Reading-UNCTAD International Business Conference, Reading, UK, June 2015.
22. Minyoung Kim, Midam Kim, Tailan Chi & Ann Bradlow. “International Expansion Strategy and Choice of Functional Language,” Reading-UNCTAD International Business Conference, Reading, UK, June 2015.
23. Tailan Chi. “Designing Alliance Agreements: Trade-off between Flexibility and Commitment,” Annual Meetings of the Academy of Management, Philadelphia, Pennsylvania, August 2014.
24. Minyoung Kim, Midam Kim, Ann Bradlow & Tailan Chi. “The Microfoundations of the Theory of the MNC: New Insight from a Psycholinguistic Study,” Annual Meetings of the Academy of Management, Philadelphia, Pennsylvania, August 2014.
25. Shuangying Chen, Tailan Chi & Laura Poppo. “The Role of Entrepreneurs’ Political Ties in Private Firms R&D Investment and the Contingency Value,” Annual Meetings of the Academy of Management, Philadelphia, Pennsylvania, August 2014.
26. Minyoung Kim, Midam Kim, Ann Bradlow & Tailan Chi. “Language Distance and Communication Efficiency in MNCs: Moderating Role of Convergence,” Annual Meetings of the Academy of Management, Orlando, Florida, August 2013.
27. Minyoung Kim, Midam Kim, Ann Bradlow & Tailan Chi. “How MNCs May Improve the Efficiency of Language Communications and its Global Competitiveness: Implications from a Laboratory Study,” Annual Meetings of the Academy of International Business, Istanbul, Turkey, July 2013.
28. Tailan Chi, Panelist at Paper Development Workshop (PDW), Strategic Management Society Special Conference, Guangzhou, China, December 2012.
29. Yong Li & Tailan Chi. “Venture capitalists’ decision to withdraw.” Research Forum on Strategic Management, Shanghai University of Finance and Economics, Shanghai, China, May 2012.
30. Tailan Chi. “IB’s contributions to social science disciplines: A review,” Annual Meetings of the Academy of International Business, Nagoya, Japan, June 2011.
31. Jane Zhao & Tailan Chi. “Does foreign equity ownership necessarily result in greater technology transfer from multinational corporations?” Annual Meetings of the Asian-Pacific Economic Association, Pusan, Korea, June 2011.
32. Alex Martynov & Tailan Chi. “Complexity, dynamic capabilities, and boundaries of the firm: A study of optimal governance modes,” Annual Meetings of the Academy of Management, Montreal, Canada, August 2010.
33. Jane Zhao & Tailan Chi. “Equity ownership as means of incentive and control equity ownership: A study of cross-border knowledge collaboration in the Chinese automotive industry,” Annual Meetings of the Academy of International Business, Rio de Janeiro, Brazil, June 2010.
34. Jane Zhao & Tailan Chi. “Equity ownership as means of incentive and control in cross-border knowledge collaboration,” Annual Meetings of the Academy of Management, Anaheim, CA, August 2008.
35. Tailan Chi, Jing Li & Hui Lin. “A dynamic game of learning race in joint ventures,” Annual Meetings of the Academy of International Business, Milan, Italy, June-July 2008.
36. Anju Seth & Tailan Chi. “Interfaces and interactions in the theory of the MNE,” Annual Meetings of the Academy of International Business, Milan, Italy, June-July 2008.
37. Tailan Chi. “Product and international diversification of business groups in China: Is it antecedent or consequence of superior performance,” Annual Meetings of the Academy of Management, Philadelphia, August 2007.
38. Xin Liang, Tailan Chi & Sibin Wu. “How dynamic are the sources of dynamic capabilities? Learning from Huawei's success,” Annual Meetings of the Academy of Management, Philadelphia, August 2007.
39. Tailan Chi. “China’s economic reform and the creation and development of business groups: A comparative institutional perspective,” Annual AIB/JIBS Emerging Research Frontiers in International Business Conference, San Diego, November 2006.
40. Anju Seth, Bart Taub & Tailan Chi. “Modeling strategic alliances as a dynamic game,” Annual Meetings of the Academy of International Business, Beijing, China, June 2006.
41. Edward Levitas & Tailan Chi. “An examination of options embedded in a firm’s patents: Value of dispersion in citations,” Real Options in Entrepreneurship and Strategy Conference, University of North Carolina, Chapel Hill, June 2006. This is a small, invitation-only conference involving leading scholars in the application or real option theory to the study of strategic management.
42. Anju Seth & Tailan Chi. “Combining complementary capabilities: A discrete-time model of the choice among acquisition, joint venture and licensing,” Annual Conference on Corporate Strategy, Vallendar, Germany, March 2005.
43. Tailan Chi & Anju Seth. “Exploiting complementary capabilities: A dynamic model of the choice of investment mode,” Annual Meetings of the Financial Management Association, New Orleans, LA, October 2004.
44. Tailan Chi & Anju Seth. “Knowledge, incentives and mode of investment: Discrete and continuous time models,” Annual Meetings of the Academy of International Business, Stockholm, Sweden, July 2004.
45. Moses Acquaah & Tailan Chi. “Firm resources, industry structure and profitability: A longitudinal analysis,” Annual Meetings of the Academy of Management, Seattle, WA, August 2003.
46. Shyam Kumar, Anju Seth & Tailan Chi. “Diversification and performance: A dynamic perspective,” Annual Meetings of the Academy of Management, Seattle, WA, August 2003.
47. Anju Seth & Tailan Chi. “What does a real options perspective add to the understanding of strategic alliances?” Strategic Alliance Conference, Ohio State University, Columbus, OH, June 2003. This is a small, invitation-only conference involving leading scholars in the study of interfirm alliances.
48. Tailan Chi, Paul Nystrom & Philipp Kircher. “Knowledge, scope, and internal organization of MNCs,” Fourth Fox International Business Research Forum, Temple University, Philadelphia, PA, March 2003.
49. Tailan Chi & Anju Seth. “The trade-off between flexibility and commitment in the choice of market entry mode under uncertainty,” Annual Meetings of the Academy of International Business, San Juan, Puerto Rico, June-July 2002.
50. Tailan Chi, Paul Nystrom & Philipp Kircher. “Firm expansion across geographic and product markets and choice of organization structure: An empirical study,” Annual Meetings of the Academy of International Business, Sydney, Australia, November 2001.
51. Tailan Chi & Anju Seth. “A dynamic model of inter-partner learning in knowledge-intensive joint ventures,” Annual Meetings of the Academy of Management, Washington, DC, August 2001.
52. Edward Levitas & Tailan Chi. “A real option perspective on the market valuation of a firm’s technological competence,” Annual Meetings of the Academy of Management, Washington, DC, August 2001.
53. Tailan Chi, Paul Nystrom & Philipp Kircher. “Major determinants of the organizational structures of multinational corporations: An empirical test,” Annual Meetings of the Academy of Management, Washington, DC, August 2001.
54. Tailan Chi & Anju Seth. “Joint ventures through a real options lens: new insights and future directions,” Joint Rutgers/IMD Conference on Cooperative Strategies and Alliances, Lausanne, Switzerland, June 2001. This is a small, invitation-only conference involving leading scholars in the study of interfirm alliances.
55. Wenyu Dou & Tailan Chi. “Emergence of e-commerce and choice of distribution strategy in geographical expansion.” Annual Meetings of the Academy of International Business, Phoenix, November 2000.
56. Wenyu Dou & Tailan Chi. “Optimal pricing policy for manufacturers selling online,” INFORMS National Meetings**,** Seattle, October 1998.
57. Tailan Chi. “Evaluating joint ventures with embedded strategic options,” Annual Meetings of the Academy of International Business, Monterrey, Mexico, October 1997.
58. Mike W. Peng & Tailan Chi. “The growth of the firm in China: A comparative perspective,” Annual Meetings of the Academy of Management, Boston, August 1997.
59. Mike W. Peng & Tailan Chi. “Management and organization in china: insiders looking from outside,” All-Academy Symposium Discussion at Annual Meeting of the Academy of Management, Boston, August 1997.
60. Tailan Chi & Thomas W. Roehl. “An examination of collaborative venture structuring under a two-dimensional framework,” Annual Meetings of the Academy of Management, Vancouver, B.C., Canada, August 1995.
61. Donald J. McGuire & Tailan Chi. “A strategic option framework for the evaluation of market entry decisions,” Annual Meetings of the Academy of International Business, Boston, November 1994.
62. Tailan Chi & Paul C. Nystrom. “Learning while making sequential decisions: A dynamic model for project management,” Annual Meetings of the Academy of Management, Dallas, August 1994.
63. Tailan Chi. “Imitability and tradability of strategic resources,” Annual Meetings of the Academy of Management, Atlanta, August 1993.
64. Tailan Chi. “Organizational structure of multinational enterprises: A new institutionalist economics perspective,” Annual Meetings of the Academy of International Business, Miami, October 1991.
65. Tailan Chi. “Choice of transaction modes and allocation of residual share in international business: An empirical investigation,” Annual Meetings of the Academy of International Business, Toronto, Canada, October 1990.
66. Tailan Chi & Thomas W. Roehl. “Transaction costs, modal choice, and the optimum share structure of joint ventures,” Annual Meetings of the Academy of International Business, Singapore, November 1989.

Minor Presentations

1. Tailan Chi. “Making a Theoretical Contribution to IB Research – Some Personal Observations” Professional Development Workshop, School of International Economics & Trade, University of International Business & Economics, Beijing, China, June 2019.
2. Yong Li, Tailan Chi & Sai Lan. “Why Do Venture Capital Investors Retain Equity Stakes in Startups After IPO? Insight from a Study of IPO Firms in China.” University of Wisconsin–Milwaukee, Milwaukee, WI, November 2018.
3. Yong Li, Tailan Chi & Sai Lan. “Why Do Venture Capital Investors Retain Equity Stakes in Startups After IPO? Insight from a Study of IPO Firms in China.” University of Texas at Dallas, Dallas, TX, October 2018.
4. Zheng Cheng & Tailan Chi. “An Empirical Test of the Asset Specificity and Measurement Cost Perspectives on the Formation of Equity Joint Ventures.” Waseda University, Tokyo, Japan, June 2017.
5. Tailan Chi. “What Top-Tier IB and Strategy Journals Expect from a Manuscript and How One May Strive to Meet the Expectations?” Professional Development Workshop, UIBE Business School, University of International Business & Economics, Germany, June 2017.
6. Zheng Cheng & Tailan Chi. “Assessing Two Transaction Cost-Based Theories of Equity Joint Ventures: Asset Specificity versus Measurement Cost.” Guanghau School of Management, Peking University, Beijing, China, June 2017.
7. Tailan Chi. “What Top-Tier IB and Strategy Journals Expect from a Manuscript and How One May Strive to Meet the Expectations?” Professional Development Workshop, WHU - Otto Beisheim School of Management, Vallendar, Germany, September 2016.
8. Tailan Chi. “Integration of real option theory with transaction cost economics and property rights paradigm in strategic management research.” Research Forum on Strategic Management, Shanghai University of Finance and Economics, Shanghai, China, May 2012.
9. Jane Zhao & Tailan Chi. “Equity ownership as means of incentive and control in cross-border knowledge collaboration” Xidian University, Xi’an, China, May 2012.
10. Jane Zhao & Tailan Chi. “Does foreign equity ownership necessarily result in greater technology transfer from multinational corporations?” Groupe ESC Clermont, Clermont-Ferrand, France, March 2012.
11. Tailan Chi. “Developing Curriculum on Asia, with an Emphasis on China,” Workshop on New Directions in Research and Teaching in Asian Studies, University of Costa Rica, San Jose, Costa Rica. March 2010.
12. Tailan Chi. “International Business and China,” Workshop on New Directions in Research and Teaching in Asian Studies, University of Costa Rica, San Jose, Costa Rica, March 2010.
13. Ed Levitas & Tailan Chi. “How does investment in appropriable technology create value? A look at patents in the biotechnology industry through a real options lens,” School of Management, Nanjing University, Nanjing, China, October 2009.
14. Jane Zhao & Tailan Chi. “Equity ownership as means of incentive and control in cross-border knowledge collaboration,” School of Management, State University of New York at Buffalo, Amherst Hill, September 2008.
15. Tailan Chi. “Testing theories that involve unobservables,” The International Association of Chinese Management Research Workshop, Xian, China, July 2005.
16. Tailan Chi. “The choice among joint venture, acquisition and licensing in combining complementary assets: A discrete-time model,” Business Research Seminar Series, School of Business Administration, University of Wisconsin–Milwaukee, Milwaukee, WI, December 2004.
17. Tailan Chi & Anju Seth. “A stochastic model of mode choice in combining complementary capabilities,” Strategic Management Research Seminar Series, Fisher College of Business, The Ohio State University, Columbus, OH, January 2004.
18. Tailan Chi. “The challenges of theoretical integration in international business research,” Workshop on the Current State and Future Directions of International Business and International Management Research, Issaquah, WA, August 2003. Sponsored by the Center for Corporate Change at the Australian Graduate School of Management and the Center for International Business Education and Research (CIBER) at the University of Illinois.
19. Anju Seth, Tailan Chi and Sarabjeet Seth. “International strategy and structure: The tradeoff between operational and motivational efficiency,” IU/IB: Symposium on the Development of International Business at Indiana University and the Kelley School of Business, Indiana University, October 2002.
20. Tailan Chi. “Modeling interfirm exchange structures and intrafirm organizational structures,” Workshop on Modeling and Measurement Issues in International Business Research, St Thomas, U.S. Virgin Islands, June 2002. Sponsored by the Center for Corporate Change at the Australian Graduate School of Management and the Center for International Business Education and Research (CIBER) at the University of Illinois.
21. Tailan Chi, Paul Nystrom & Philipp Kircher. “Major determinants of the organizational structures of multinational corporations: An empirical test,” Purdue University, West Lafayette, Indiana, November 2001.
22. Tailan Chi, Paul Nystrom & Philipp Kircher. “Firm expansion across geographic and product markets and choice of organization structure: An empirical study,” Bond University, Gold Coast, Australia, November 2001.
23. Tailan Chi. “Learning through multiple forms of rationality,” Panel Discussion at the Midwest Academy of Management Meetings, Chicago, Illinois, March 2000.
24. Kanti Prasad & Tailan Chi. “A strategic marketing approach to attracting foreign direct investment: The case of Zhuhai,” Plenary Session Presentation at Conference on Foreign Direct Investment in China and Zhuhai, Zhuhai City, China, December 1998.
25. Tailan Chi. “Information asymmetry and cost of capital: A theoretical examination of the relationship between entrepreneurs and capital owners,” Annual Meetings of the Western Economic Association, San Francisco, July 1992.
26. Tailan Chi. “Transaction costs and choice of market entry modes: An empirical investigation,” International Business Research Seminar Series, Newark, NJ, January 1991.
27. Tailan Chi. “Transaction costs and the structure of international collaborative ventures,” Annual Meetings of the Western Economic Association, Seattle, July 1991.
28. **Grants and/or other Funded Projects**

**External Funding**

1. **Funded Proposals**
2. **Proposals Under Review**
3. **Other Proposals Submitted, Not Funded**
4. PI, University of Kansas Center for International Business Education & Research (CIBER) Grant Proposal, submitted to the U.S. Department of Education, 2009.
5. Co-PI, “Theoretical Modeling of Manufacturing Technology Life Cycle Under Uncertainty,” Submitted to National Science Foundation (with John Liu as PI), 1996.

**Internal Funding**

1. PI, “Explaining Knowledge-Acquisitions by MNEs from Emerging Economies,” University of Kansas School of Business International Research Competition, 2015. Received $9,195 for data collection. Co-PI: Minyoung Kim.
2. PI, “A reexamination of the relationships among intangible assets, international expansion and firm value: the mediating role of modal choice,” University of Kansas General Research Fund, 2014. Received $5,200 for database purchase and research assistance.
3. PI, “A reexamination of the relationships among intangible assets, international expansion and firm value: the mediating role of modal choice,” University of Kansas School of Business International Research Competition, 2014. Received $8,500 for data collection.
4. PI, “How intafirm complexity and interfirm dependence affect the choice of optimal organizational form: An empirical study,” University of Kansas General Research Fund, 2010. Received $5,200 for summer research assistance.
5. PI, “Learning to transact: A simulation model of adaptive behavior in interfirm exchanges,” University of Kansas General Research Fund, 2009. Received $5,200 for summer research assistance.
6. PI, “Product and international diversification of business groups in china: Is it antecedent or consequence of superior performance?” University of Kansas School of Business International Research Competition, 2008. Received $16,500 for data collection.
7. PI, “Choice of market entry modes under uncertainty: An empirical investigation,” University of Kansas General Research Fund, 2006. Received $5,200 for summer salary support.
8. PI, “Organizational designs for multinational firms: An empirical test of design choices and performance,” University of Wisconsin–Madison CIBER and University of Wisconsin–Milwaukee International Business Center (with Paul Nystrom as Co-PI), 1998. Received $1,500 for data purchase.
9. PI, “Business and cultural environment of greater china,” University of Wisconsin–Milwaukee Institute of Global Studies Task Force (with Yea-Fen Chen as Co-PI), 1998. Received $4,000 for joint research and new course development.
10. PI, “Rigidity in human decision making under uncertainty,” University of Wisconsin–Milwaukee Graduate School Research Committee, 1992. Received $7,865 for research assistance and summer support.
11. PI, “Technology Transfer from Multinational Enterprises to Developing Countries,” University of Washington Pacific Rim Project, 1989. Received $1,000 for data collection.

**TEACHING RECORD**

1. **List of Courses Taught**

*University of Kansas*

* IBUS 701 International Business. A required course for MBA students receiving the Certificate in International Business.
* IBUS 702 International Business Strategy. A required course for MBA students receiving the Certificate in International Business.
* IBUS 720 (formerly IBUS 895) Business in China. An MBA elective.
* IBUS 740 (formerly IBUS 895) Business Practices in China. An MBA study abroad course.
* IBUS 410 Introduction to International Business. A required course for undergraduate students receiving the Certificate in International Business.
* IBUS 425/EALC 431 Business in China. An undergraduate elective.
* IBUS 950 Research in International Management and Strategy. A doctoral seminar required for PhD students in Strategic Management.

*University of Illinois at Urbana-Champaign*

* B ADM 389 Business Policy. The capstone course of all undergraduate programs in the College of Commerce and Business Administration.
* B ADM 382 Introduction to International Business. A course that satisfies the international component of all undergraduate programs in the College of Commerce and Business Administration.
* B ADM 482 (IM) International Business Operations. A required course in the Masters of Science Program in Business Administration.
* B ADM 482 International Business Operations I: Assessing Opportunities in Trade and Investment. An elective course for second year MBA students.
* B ADM 483 International Business Operations II: International Business Negotiations. An elective course for second year MBA students.
* B ADM 490 Economic Theories of International Business. A required course for all doctoral students with a major or minor area of concentration in International Business in the Department of Business Administration.
* MBA 405 Topics in Management: International Business. One of the elective core courses for first year MBA students.

*University of Wisconsin–Milwaukee*

* 216-496 International Business. A course that satisfies the international component of all undergraduate programs in the School of Business Administration.
* 216-794 Enterprise Integration: Multinational Management. A one-credit module for MBA students.
* 216-795 Seminar in Depth: International Business. An elective course that satisfies the writing component of the MBA Program.
* 216-800 International Business Operations. A required course in the Masters of Science Program in International Business.
* 216-808 International Business Negotiations. An elective course in the Masters of Science Program in International Business.
* 216-809 International Business Strategy. A required course in the Masters of Science Program in International Business.

*University of Washington*

* I BUS 300 The International Environment of Business. A required undergraduate course.
* I BUS 490 Special Topics in International Business: Doing Business in China. An elective undergraduate course.

1. **Undergraduate Advising Record Honors and Awards for Research**

**Honors Thesis Supervisor**: Carolina Taborga, 2008.

1. **Graduate and Postgraduate Advising Record**

**Committee Chair: Doctoral**. Yan Huang, in progress; Zheng Cheng, 2016; Alex Martynov, 2011; Moses Acquaah, 2000 (University of Wisconsin-Milwaukee).

**Committee Chair: Masters**. Paola Ghezzo, 2014; Brian Mellor, 2010; Lori-Lin Shipman, 2007.

**Other graduate committee service**: **Doctoral**. Dongni Wan, 2017; David Wangrow, 2016; Wonyong, Oh, 2013; Patrick McClelland, 2008; Sheela Pandey, 2008 (Temple University); Xin Liang, 2007; Hiroshi Murao, 2007 (KU Economics); Haryanto, 2007 (University of Illinois at Urbana-Champaign or UIUC); Tag Mehmet, 2006 (UIUC); Mujitaba Ahsan, 2006 (University of Wisconsin-Milwaukee or UWM); Jongwook Kim, 2004 (UIUC); Sung Min Kim, 2003 (UIUC); Shyam Kumar, 2001 (UIUC); Chang-Ho Lee, 1999 (UWM); Wenyu Dou, 1999 (UWM); Donald J. McGuire, 1998 (UWM); George C. Mueller, 1998 (UWM); Laurence G. Weinzimmer, 1993 (UWM).

**Other graduate committee service**: **Masters**. Nguvitjita Kahiha, 2007.

**SERVICE RECORD**

1. **University of Kansas Service**

**Department**

* Member, Management Area PhD Program Redesign Task Force, 2017-2018
* Member, Strategic Management Recruitment Committee, 2017-2018
* Member, Human Resource Management Recruitment Committee, 2015-2016
* Member, Strategic Management Recruitment Committee, 2014-2015
* Chair, International Business Recruitment Committee, 2010-2011 and 2011-2012
* Member, Finance Recruitment Committee, 2007-2008
* Member, Development Committee, Center for East Asian Studies, 2007-2008
* Member, FLAS Fellowship Screening Committee, East Asian Studies Center, 2007
* Member, Strategic Management Recruitment Committee, 2005-2006 and 2006-2007
* Departmental Ambassador, KU Center for Teaching Effectiveness, 2005-2007
* Chair, International Business Recruitment Committee, 2005-2006
* Member, International Business Recruitment Committee, 2004-2005
* Member, Management Major Program Design Committee, 2004
* Member, Kansas Scholar Screening Committee, Center for East Asian Studies, 2004

**School**

* Chair (elected), Promotion and Tenure Committee, January-May, 2018
* Member, Strategic Planning Outreach Committee, 2017-2018
* Co-Director, Center for Global Business Studies (CGBS), 2015-2018
* Member (elected), Promotion and Tenure Committee, 2016-2017
* Chair, Center for Global Business Studies (CGBS) Team, 2014-2015
* Chair (elected), Promotion and Tenure Committee, 2014-2016
* Member, Post-Tenure Review Committee, 2014-2015
* Chair, the Institute for International Business (IIB) Team, 2006-2014
* Member (elected), Research Evaluation & Development Team, 2010-2011
* Member, Guy O. and Rosa Lee Mabry Best Paper Award Committee, 2011
* Chair (elected), Promotion and Tenure Committee, June-December 2008
* Member (elected), Promotion and Tenure Committee, 2007-2009
* Member, Research Award Committee, 2004 and 2005
* Chair, CIBER Research Award Committee, 2004 and 2005
* Member, General Research Fund (GRF) Committee, 2004 and 2005

## **University**

* Member, University Senate Libraries Committee, 2018-2019
* Member, University Committee on Promotion and Tenure, 2011-2014
* Member, Faculty Senate and University Senate, 2011-2014
* Member, University Senate Task Force on the Composition and Charges of a newly constituted International Affairs Committee, 2013
* Member, International Affairs Committee, 2008-2010 (on sabbatical in Fall 2009)
* Member, The Provost’s ad hoc CIBER Committee, November 2006 to January 2007

1. **Professional Service outside the University**

**National and International**

Editorships

* **Area Editor**, *Journal of International Business Studies*, June 2016-present
* **Editor**, Special Issue on Applying and Advancing Internalization Theory, *Journal of International Business Studies*, 2016-2019
* **Consulting Editor**, *Journal of International Business Studies*, 2010-2016
* **Editor**, Special Issue on Building Competitive Advantages in China's Emerging Market, *Management and Organization Review*, 2006-2007

Editorial Boards

* *Academy of Management Review*, 2017-present
* *Global Strategy Journal*, 2015-present
* *Cross Cultural and Strategic Management*, 2015-present
* *Strategic Management Journal*, 2007-present
* *Journal of International Business Studies*, 2007-2010
* *Journal of World Business*, 2006-present
* *International Journal of Strategic Change Management*, 2005-present
* *Management and Organization Review*, 2003-2007
* *Journal of International Business & Economy*, 1999-present
* *Advances in International Management*, 1997-2005
* *Korean Economic & Business Review*, 1997-1999

External Evaluators of Candidates Seeking Promotion with Tenure

* University of Massachusetts Lowell, 2019
* Georgia State University, 2019
* University of Indiana Bloomington, 2017
* Portland State University, 2017
* University of Texas at Dallas, 2016
* University of Missouri – Kansas City, 2015 and 2016
* College of Management, Academic Studies, Israel, 2014
* University of Texas at Dallas, 2014
* University of Minnesota-Twin Cities, 2013
* Rensselaer Polytechnic Institute, 2013
* University of Texas at Dallas, 2012
* Northeastern University, 2012
* Northeastern University, 2011
* Loyola University Chicago, 2009
* University of Western Ontario, 2008
* Brandeis University, 2004

External Evaluators of Research Grants and Prizes

* An Zijie Prize for Research in International Trade, University of International Business & Economics, Beijing, China, 2016
* An Zijie Prize for Research in International Trade, University of International Business & Economics, Beijing, China, 2014
* Research Grant Council, Hong Kong, 2008-2014
* World Class University Program, Korean Ministry of Education, Science and Technology, Republic of Korea, 2012-2013
* An Zijie Prize for Research in International Trade, University of International Business & Economics, Beijing, China, 2012
* University of International Business & Economics, Beijing, China, 2003
* City University of Hong Kong, Hong Kong, 2000, 2002, 2003

Speaker or Advisory Panels

* **Advisor**, Paper Development Workshop (PDW), Asia Academy of Management Biannual Meetings, Kitakyushu, Japan, June 2017.
* **Member of Faculty Panel**, Doctoral Consortium, Academy of Management Annual Meetings, Anaheim, CA, August 2016.
* **Advisor**, Paper Development Workshop (PDW), Academy of International Business Annual Meetings, New Orleans, LA, June 2016.
* **Advisor**, Paper Development Workshop (PDW), Academy of International Business Annual Meetings, Bangalore, India, June 2015.
* **Member of Senior Faculty Panel**, Junior Faculty Consortium, Academy of Management Annual Meetings, Philadelphia, PA, August 2014.
* **Member of Faculty Panel**, Doctoral Consortium, Academy of International Business Annual Meetings, Vancouver, Canada, June 2014.
* **Advisor**, Paper Development Workshop (PDW), Academy of International Business Annual Meetings, Istanbul, Turkey, July 2013.
* **Advisor**, Paper Development Workshop (PDW), Strategic Management Society Special Conference, Guangzhou, China, December 2012.
* **International Advisor** (one of four), Symposium for the Activation of the Core Project Cluster on Chinese Management Practice-Based Theoretical Innovation and Research (《基于中国管理实践的理论创新研究》重点顶目群顶目启动会), National Natural Science Foundation of the People’s Republic of China, Guangzhou, China, December 2012.
* **Advisor**, Workshop on New Directions in Research and Teaching in Asian Studies, University of Costa Rica, San Jose, Costa Rica, March 2010.
* **Advisor**, Chinese Management Scholar Research Methods Workshop, International Association of Chinese Management Research, Xi’an, China, July 2005.
* **Advisor**, Junior Faculty Consortium, Academy of International Business Annual Meetings, Sydney, Australia, November 2001.

Media Interviews

* Interviewed and quoted by *US-China Press* in a report titled “US-China Trade War May Start but Cannot Last Long,” June 4, 2018.
* Interviewed and quoted by *China Daily USA* in a report titled “Qualcomm fine may affect trade talks, increase tensions: Analysts,” February 11, 2015 (front page).

**Local, State and Regional**

* Presented “China’s Transition to a Market Economy,” Workshop on the World Economy for the International Officers Program of the U.S. Army Command and General Staff College, University of Kansas, Lawrence, Kansas, February 2005, February 2006, September 2006, February 2007, February 2008, March 2009, March 2010, March 2011, March 2012, March 2013, March 2014, March 2015, March 2016, March 2017, March 2018, March 2019.
* Presented “Venture Communism and the Future of US-China Relations,” Curriculum-Development Workshop for Community College Faculty organized by University of Kansas Center for East Asian Studies and Johnson Community College, April 2017.
* Presented “China’s Education System and its Effects on the International Competitiveness of Chinese Businesses,” Conference on East Asia and Education, School of Education and Center for East Asian Studies, University of Kansas, October 2016.
* Served as the principal organizer of the Inaugural International Business Conference, School of Business, University of Kansas, Overland Park, Kansas, March 2013.
* Presented “China at Crossroads,” Inaugural International Business Conference, School of Business, University of Kansas, Overland Park, Kansas, March 2013.
* Presented “The Impact of Globalization on the Kansas Economy,” Workshop on the World Economy for the International Officers Program of the U.S. Army Command and General Staff College, University of Kansas, Lawrence, Kansas, March 2011, March 2012.
* Presented “China in the World Economy: Does the Dragon Spit Fire, Water or Money?” at the “China Forum” of the Greater Kansas Chinese New Year Celebration, Lawrence, KS, January 2012.
* Presented “Recent Chinese Economic Performance” at the “East Asia Today: Leading the World Economic Recovery” symposium organized by Institute of Developing Economies, Japan External Trade Organization, and the KU Center for East Asian Studies, February 2010.
* Presented “China’s Cultural Revolution: Will There Be Another One?” at the “Revolution in China” panel discussion organized by the KU Center for East Asian Studies, May 2009.
* Presented “Recent Developments in China: Growth, Economic Policies and Role in World Economy” at the CIBER Business Language Conference, Kansas City, KS, April 2009.
* Presented “China’s Economic Reform” to the Advanced Operational Arts Studies Fellowship, School of Advanced Military Studies, U.S. Army Command and General Staff College International Officer Program, Leavenworth, Kansas, March 2007.
* Presented “Private Sector Development in China” at the World Trade Seminar Series of the International Trade Council of Greater Kansas City, Kansas City, Kansas, May 2005.
* Presented “China’s Economic Reform and Implications for Entrepreneurship” to EALC 320 Entrepreneurship in East Asia, University of Kansas, Lawrence, KS, May 2005.
* Presented “China’s Economic Development and Implications for Central Asia” to GEOG 590 Understanding Central Asia, University of Kansas, Lawrence, KS, April 2005.
* Presented “Navigating China’s Evolving Business Environment” at Commercial Law Development Program for delegates from Oman, Qatar and UAE, organized jointly by the Office of The General Counsel of the United States Department of Commerce and the School of Law, University of Kansas, Lawrence, Kansas, March 2005.
* Presented “China’s Break-Neck Economic Growth: Is it Sustainable?” KU School of Business Conference on Investing in China, Overland Park, KS, September 2004.
* Commentator for Japan External Trade Organization (JETRO) Symposium, University of Kansas, Lawrence, Kansas, May 2004.
* Moderated an Illinois CIBER Business Outreach Workshop “Doing Business in China: Opportunities and Challenges under WTO,” University Club, Chicago, Illinois, May 2002.
* Interviewed by *The News Gazette*, Champaign, Illinois, on China’s business environment and an overseas study trip of Illinois MBA students, Champaign, June 2002.
* Interviewed by WISN Channel 12, Milwaukee, Wisconsin, on the reversion of Hong Kong to China, July 1997.
* Interviewed by *The Business Journal*, Milwaukee, Wisconsin, on the structuring of the strategic alliances, August 1995.
* Interviewed by The Milwaukee Journal-Sentinel, Milwaukee, Wisconsin, on economic reforms in China, June 1993.
* Appeared as an international business expert at the Kathleen Dunn Show of WTMJ AM 620 Radio, Milwaukee, Wisconsin, to discuss the implications of President Bush’s visit to Japan, January 1992.
* Spoke to international business career seminars organized by the Milwaukee World Trade Association, March 1992, and the UW–Milwaukee International Relations Program, 1991 to 1994.