

Vita

JOHN E. PRESCOTT

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Katz Graduate School of Business
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122 Wilmar Drive
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EDUCATION:

Ph.D. - 1983 The Pennsylvania State University
Major: Strategic Management
Minor: Economics and Quantitative Business Analysis

M.S. - 1978 Stevens Institute of Technology
Concentration: Industrial/Organizational Psychology

B.A. - 1976 Indiana University of Pennsylvania
Major: Psychology
Concentration: Personnel Management

PROFESSIONAL POSITIONS:

September 2004 – present	Thomas O'Brien Chair of Strategy Director, Doctoral Program
September 1994-present:	Professor of Business Administration Joseph M. Katz Graduate School of Business University of Pittsburgh
September 1989-August 1994:	Associate Professor of Business Administration Joseph M. Katz Graduate School of Business University of Pittsburgh
January 1982-August 1989:	Instructor, then Assistant Professor of Business Administration Joseph M. Katz Graduate School of Business University of Pittsburgh
September 1978-December 1981:	Teaching and Research Assistant The Pennsylvania State University
February 1978-September 1978:	Consultant American Telephone and Telegraph
January 1977-February 1978:	Research Associate Center for Municipal Studies and Services

Hoboken, New Jersey

DISSERTATION:

"Competitive Environments, Strategic Types, and Business Performance: An Empirical Analysis," The Pennsylvania State University, 1983

PUBLICATIONS:**Journal Articles:**

Designing Alliance Networks: The influence of network position, environmental change and strategy on firm performance– (with Balaji Koka) 2008 in *Strategic Management Journal*

"An exploratory comparative study on competitive intelligence of Korean and American companies" 2006 (with Kwangsoo Kim and Ravi Madhavan) *Korean International Business Review*, Vol. 10, No. 3, pp.153-169

"The Evolution of Interfirm Networks: Environmental Effects on Patterns of Network Change" (with Balaji Koka and Ravi Madhavan) *Academy of Management Review*, 31, 3, 2006

"Differentiated governance of foreign subsidiaries in transnational corporations: An agency theory perspective" (with Bongjin Kim and Sun Min Kim) *Journal of International Management*, volume 11, 1, March 2005, 43-66

"Forms of Deregulation, Variations in Speed of Governance Adaptation and Performance" (with Bongjin Kim) *Academy of Management Review*, 30, 2, April, 2005, 414-425

"The Global Acquisition, Leverage and Protection of Technological Capabilities" (with Susan McEvily and Kathleen Eisenhardt) *Strategic Management Journal*, July 2004.

"The Global Integration of Business Functions: A Study of Multinational Business Units in Global Industries," (with Kwangsoo Kim and Jong-Hun Park). *Journal of International Business Strategy*. 2003, 34, 4, 327 – 344. **(An earlier version was the 1999 Winner of the Carolyn Dexter Best International Paper Award)**

"Strategic Alliances as Social Capital" (with Balaji Koka) *Strategic Management Journal*, 23, 2002

"Contagion Influence on Trade and Investment Policy: A Network Perspective" (with Balaji Koka and Ravi Madhavan), *Journal of International Business Studies*, (30, 1, 1999).

"Competitive Intelligence: Designing a Process for Action," *APMP Professional Journal*, (1999).

"A Manager's Guide to the Ethics of Competitive Intelligence," *Ethics in Economics*, (1999)

"Small Business Solutions: Building and Leveraging a Competitive Intelligence Capability Without Going Broke" (with Cynthia E. Miree), *Journal of Small Business Strategy*, (Fall/Winter 1998).

“Networks in Transition: How Industry Events (re)Shape Interfirm Relationships” (with Ravi Madhavan and Balaji Koka), Strategic Management Journal, May 1998.

“Parallel Competitive Intelligence Processes in Organizations” (with Patrick Gibbons), The International Journal of Technology Management, 1996

“Market Value Impact of Joint Ventures: The Effect of Industry Information Processing Load” (with Ravi Madhavan), Academy of Management Journal, June 1995

“Antecedents and Consequences of Project Team Cross-Functional Cooperation” (with Mary Beth Pinto and Jeffrey Pinto), Management Science, October 1993.

“Towards an Objective Classification Scheme for Organizational Task Environments” (with Abdul Rasheed), British Journal of Management, 3, 197-206, 1992

“Europe 1992: A New Dimension for Competitive Intelligence” (with Patrick Gibbons), The Journal of Business Strategy. November-December 1991.

“Planning and Tactical Factors in the Project Implementation Process” (with Jeffrey K. Pinto), Journal of Management Studies, May 1990.

“The Effects of Technological Sophistication on Strategic Profiles, Structure and Firm Performance” (with Jeffrey G. Covin and Dennis P. Slevin), Journal of Management Studies (November 1990).

“Determinants of Top Management Compensation: Explaining the Impact of Economic, Behavioral and Strategic Constructs and the Moderating Effects of Industry” (with Nandini Rajagopalan), Journal of Management vol. 16, 3, 503-526, 1990.

“The Market Share-Profitability Relationship: Testing Temporal Stability Across Business Cycles” (with N. Venkatraman), Journal of Management vol. 16, 4, 1990.

“Environment-Strategy Coalignment: An Empirical Test of Its Performance Implications” (with N. Venkatraman), Strategic Management Journal January-February 1990

“Strategies, Styles, and Structures of Small Product Innovative Firms in High and Low Technology Industries” (with Jeffrey G. Covin), Journal of High Technology Management Research, Vol. 1, 1, 1990

“The Largest Survey of “Leading-Edge” Competitor Intelligence Managers” (with Daniel C. Smith), Planning Review, Vol. 17, 3, pp. 6-13, May-June 1989. (Reprinted in From Vision to Reality, 1989 Proceedings of the Planning Forum International Conference)

“Variations in Critical Success Factors Over the Stages in the Project Life Cycle” (with Jeffrey K. Pinto), Journal of Management, Vol. 14, 1, pp. 5-18, 1988.

“A Manager’s Guide for Evaluating Competitive Analysis Techniques” (with John H. Grant), Interfaces, May-June 1988. Reprinted in Strategic Management Practice: Readings in Strategic Management by John Pearce II and Richard Robinson, Jr. Irwin: Boston 1991.

“De-Mystifying Competitive Analysis” (with Daniel C. Smith), Planning Review, September-October 1987.

“A Project-Based Approach to Competitive Analysis” (with Daniel C. Smith), Strategic Management Journal, September-October 1987 Reprinted in I.E.E.E. Engineering Management Review, June 1988, 16, 2, pp. 25-37

“Couple Competitive Analysis to Sales Force Decisions” (with Daniel C. Smith), Industrial Marketing Management, February 1987.

“Environment as a Moderator of the Strategy-Performance Relationship,” Academy of Management Journal, June 1986.

“The Market Share-Profitability Relationship: An Empirical Assessment of Major Assertions and Contradictions” (with Ajay Kohli and N. Venkatraman), Strategic Management Journal, July-August 1986

Books:

Establishing A World-Class Competitive intelligence Function: Workbook. (with Alessandro Comai) EMECOM Ediciones, (April 2007)

Competitive Intelligence: A Guide for Your Journey to Best-Practice Processes. (with Farida Hasanali, Paige Leavitt and Darcy Lemons) APQC (March 2004)

Proven Strategies in Competitive Intelligence: Lessons from the Trenches (John E. Prescott and Steve Miller, editors), New York: John Wiley & Sons (April 2001). Translated into Chinese, Korean, Russian and Portuguese (For the Brazilian Market)

Global Perspectives on Competitive Intelligence (John E. Prescott and Patrick Gibbons, editors), Alexandria, VA: Society of Competitive Intelligence Professionals (August 1993).

Advances in Competitive Intelligence (John E. Prescott, editor; also, author of two chapters), Vienna, Virginia: Society of Competitor Intelligence Professionals (March 1989).

Chapters in Books:

“Bringing the firm back in: networking as antecedent to network structure” (with Ravi Madhavan, Balaji Koka and Turanay Caner) **Advances in Strategic Management, volume 25, Network Strategy** – Editors Joel Baum and Timothy Rowley 2008

A Temporal Perspective of Corporate M&A and Alliance Portfolios (with WeiLei (Stone) Shi - Forthcoming chapter for **Advances in Mergers and Acquisitions, Volume 7** Editors: Sydney Finkelstein and Cary Cooper Elsevier Publishers

“Shared Mental models and Conflict in Boards of Directors: Implications for Board Effectiveness” in M. A. Rahin (editor) 2007 Current Topics in Management, volume 12, Transaction Publishers; New Brunswick, N.J.

“Competitive Intelligence: An Introduction” In X. Tao & Z. Zhang (Eds.), 2006 Competitive Environment Scanning, Beijing, China, Hua Xia Press

“Competitive Intelligence and Ethics: Either You Have It or You Don’t”, In Competitive Intelligence: Navigating the Grey Zone, Vienna, VA: Society of Competitive Intelligence Professionals, 2006

“Afterword – The Role of CI in Academia”, In Working the Web in Competitive Intelligence: Analytical Strategies for Management and Staff by Conor Vibert. Mason, Ohio: South-Western, 2003.

“John Prescott: CI Teacher”. In Super Searchers on Competitive Intelligence: the online and offline secrets of top CI researchers Edited by Reva Basch.. Medford, New Jersey: Information Today, Inc.; CyberAge Books, 2003 pp 245-262.

“Preface to Competitive Intelligence Series,” Series of Competitive Intelligence (Professor Bao, editor). China: Huaxia Publishing House. (23 pages) (2001).

“Competitive Intelligence: Lessons from the Trenches,” in Proven Strategies in Competitive Intelligence: Lessons from the Trenches (John E. Prescott and Steve Miller, editors), New York: John Wiley & Sons (February 2001).

“Patterns of Strategic Alliance Activity in the Global Steel Industry” (with Ravi Madhavan and Balaji Koka) in Advances in Strategic Management. New York: Wiley (1996).

“Reinventing the (Competitive Intelligence) Wheel – In Navigating in a Sea of Change.” SCIP Publications, 1996.

“Evolution of Competitive Intelligence” in Rethinking Strategic Management (edited by David Hussey, Wiley, 1995).

“Self-Deception in Strategic Management: Conceptualizing the Influence” (with Reginald Litz) in Advances in Applied Business Strategies (edited by L. Foster, 1995).

“The Role of Competitive Intelligence in Maintaining Strategic Leadership in High Technology Settings” (with Jeffrey Allenby) in Gomez-Majia & Lawless (editors), Management of Competitive Strategy in High Technology (Greenwich, CT: JAI Press, Inc.; 1995).

“Global Competitive Intelligence: An Overview” (with Patrick Gibbons) in Global Perspectives on Competitive Intelligence (John E. Prescott and Patrick Gibbons, editors), 1993.

“A Framework for the Design and Implementation of Competitive Intelligence Systems” in Charles C. Snow (editor), Strategy, Organization Design, and Human Resource Management (Greenwich, CT: JAI Press, Inc.; 1989).

“Competitive Intelligence: Its Role and Function in Organizations” in John E. Prescott (editor), Advances in Competitive Intelligence (Vienna, VA: Society of Competitor Intelligence Professionals), 1989.

“A Survey of Competitor Intelligence Professionals” (with Daniel C. Smith) in John E. Prescott (editor), Advances in Competitive Intelligence (Vienna, VA: Society of Competitor Intelligence Professionals), 1989.

“A Process for Applying Analytic Models in Competitive Analysis” in King, William R. and Cleland, David (editors), Strategic Planning and Management Handbook (New York: Van Nostrand and Reinhold Company), 1987.

Other Publications:

The CI Professionals’ Competency Framework (with Richard Herko), Competitive Intelligence Magazine, January-February, 2009

“Competitive Intelligence and Ethics: Either You Have It or You Don’t”, Competitive Intelligence Magazine, March-April, 2006 (an expanded version is in the book “Competitive Intelligence: Navigating the Grey Zone)

“The User-Driven Competitive Intelligence Model: A New Paradigm for CI (with Rachele Williams) Competitive Intelligence Magazine, volume 6, 5, 2003

“CI Field Research: Moving the Field Forward by Setting a Research Agenda” (with Usha Ganesh and Cynthia Miree). Journal of Competitive Intelligence and Management, 2003

“The Social Capital of CI Professionals”. Competitive Intelligence; volume 6, 1, 33-35, 2003

“Consortium Benchmarking of CI Practices” (with Rachele Williams) Competitive Intelligence Magazine (2002)

“The P&G Dilemma: Espionage and Ethics” Competitive Intelligence Magazine, 4, 6, November-December 2001, 22-24. (Reprint in PPG.)

“Competitive Intelligence: Lessons from the Trenches, Competitive Intelligence Review, 12, 2, 5-19, 2001.

China: Competitive Intelligence Practices in an Emerging Market Environment,” (with Tom Tao), Competitive Intelligence Review (11 (4) April 2000).

“Products of the Mind: Assessment and Protection of Intellectual Property” (with Jennifer Doviak Brown), Competitive Intelligence Review (11(3), March 2000).

“TAP-IN to Strategic and Tactical Intelligence in the Sales and Marketing Function” (with Cynthia Miree), Competitive Intelligence Review, 11, 1, 2000. (Reprinted in Proven Strategies in Competitive Intelligence.)

“Debunking the ‘Academic Abstinence’ Myth of Competitive Intelligence,” Competitive Intelligence Magazine, 2, 4, 1999.

“Leveraging Information for Action: A Look into the 1996 Consortium Benchmarking Study” (with Jan Herring and Pegi Panfely), Competitive Intelligence Review, January-March 1998

“Lessons Learned and the Road Ahead,” Competitive Intelligence Review, Spring 1997 (with L. Fuld, J. Herring, L. Kahaner, and L. Kight).

“Introduction to the Special Issue on Fundamentals of Competitive Intelligence,” Competitive Intelligence Review, 1996

“Competitive Intelligence Practices: A Survey” (with Gaurab Bhardwaj), Competitive Intelligence Review (1995).

“The Seven ‘Seas’ of Global Competitive Intelligence” (with Patrick Gibbons), Competitive Intelligence Review, (Fall 1993).

“The Parallel Processing of Competitive Intelligence: Why It Exists and What Can We Do About It?” (with Patrick Gibbons), Competitive Intelligence Review (Summer 1992).

“The Role of Competitive Intelligence for U. S Competitiveness,” Competitive Intelligence Review, 2, #3, Winter 1992 (Also in Congressional Record).

“SCIP: Who We Are, What We Do,” Competitive Intelligence Review (Spring 1991).

“A Process for Designing Competitive Intelligence Workshops,” (with Patrick Gibbons), Competitive Intelligence Review, (Spring 1991)

“Getting the Global Perspective,” Managing (Spring 1990).

Book review of “Monitoring the Competition: Finding Out What’s Really Going on Over There” (by Leonard Fuld), in Academy of Management Executive (November 1989).

“Designing Strategic Intelligence Programs,” Managing (June 1988)

“Government’s Role in High Technology via Industry Analysis” (with John H. Grant), Harvard International Review, 10, 2 (January 1988)

Proceedings Papers Refereed:

The Taxonomy of Sequence of firms’ M&A and Alliance Behaviors:
An Exploratory Analysis (with WeiLei (Stone) Shi) 2008 Academy of Management Best Paper Proceeding

"Rhythm and Synchronization of Firms' M&A and Alliance Behaviors: An Entrainment View" (with WeiLei Shi) 2007 Academy of Management Best Paper Proceeding

“The Global Integration of Distinctive Competencies: A Study of Multinational Businesses in Global Industries” (with Kwangsoo Kim and Jong-Hun Park), National Academy of Management Proceedings, 1999 (**Winner of the Carolyn Dexter Best International Paper Award.**)

“Intermediary Agents’ Roles in Interorganizational Exchange Transactions” (with Steve Osborne), Eastern Academy of Management Proceedings, 1993.

“Lagged Impact of Market-Share on Profitability: A Distributed Lag Analysis” (with Abdul Rasheed), Southwest Academy of Management Proceedings, 1992.

“Investment Intensity Effects Across Business Cycles: A Panel Data Analysis” (with Kunal Sadhu and John Grant), National Academy of Management Proceedings, 1990

“The Market Share-Profitability Relationship: Testing Temporal Stability Across Business Cycles” (with N. Venkatraman), National Academy of Management Proceedings, 1989.

“A Comparison of the Strategic Profiles, Structure, and Performance of Small Firms in High- and Low-Tech Industries” (with Jeffrey Covin and Dennis Slevin), 1989 Southern Management Association Proceedings.

“An Empirical Test of the Performance Implications of Environment-Strategy Coalignment” (with N. Venkatraman), National Academy of Management Best Paper Proceedings, 1988.

“Strategic Patterns of Small Product Innovative Firms in High and Low Technology Industries” (with Jeffrey G. Covin), Proceedings of Managing the High Technology Firm, 1988.

“Changes in Critical Success Factor Importance over the Life of a Project” (with Jeffrey K. Pinto), National Academy of Management Proceedings, 1987.

“Top Management Compensation: An Integration of Economic, Behavioral and Strategic Perspectives” (with Nandini Rajagopalan), Eastern Academy of Management Proceedings, 1987.

“The Role of Trade Associations in Transorganizational Development: A Strategy for Survival in Declining Industries” (with Frances Amatucci), Eastern Academy of Management Proceedings, 1987.

“The Relative Importance of Corporate and Business Strategy for Performance: An Assessment of the Strength and Form of Their Interaction” (with Barry McClune), Eastern Academy of Management Proceedings, 1986.

“Comparison of Intra-Industry Membership of Strategic Groups Along Five Alternative Perspectives” (with Kunal K. Sadhu), Eastern Academy of Management Proceedings, 1986.

“Feedforward and Feedback in Strategic Management: A Comparative Analysis” (with Rajaram Veliyath and John C. Camillus), Midwest American Institute for Decision Sciences Conference Proceedings, 1986.

“Is the Relationship Between Market Share and Business Profitability Spurious?: An Empirical Assessment” (with Ajay K. Kohli and N. Venkatraman), Academy of Management Best Paper Proceedings, 1984.

“An Integration of Market Structure, Business Strategy, and the Product Life Cycle,” Proceedings of Eastern Academy of Management, 1981.

WORK IN PROGRESS OR UNDER REVIEW (subject to modification)

Competitive intelligence body of knowledge competency framework – author of book – final data being collected this summer and book should be out by end of year or early next year – Society of Competitive Intelligence Professional

World-class competitive intelligence – book with Alessandro Comai – ¾ of the book is completed – contract with John Wiley

THE PARADOX OF BOARD STRUCTURE ADAPTATION AND FIRM PERFORMANCE FOLLOWING DEREGULATION: AN INTEGRATIVE FRAMEWORK OF AGENCY AND STEWARDSHIP THEORIES (with Bongjin Kim)

“Geographical Clusters, Alliance Networks, and Innovation in the US Biopharmaceutical Industry” (with Turanay Caner) under review Strategic Management Journal

AMBIDEXTROUS ORGANIZATIONS AND PERFORMANCE: THE MEDIATING EFFECT OF FUNCTIONAL IMPLEMENTATION (with Matthew Sarkees and John Hulland) under review Strategic Organization

"Rhythm and Synchronization of Firms' M&A and Alliance Behaviors: An Entrainment View" (with WeiLei Shi) Strategic Management Journal

"Strategic pacing and performance: A contingent view" (with Weilei Shi)

“Value Creation Through “Going Together”: An Event Study on Market Response to Technology Alliance Formation in Global Pharmaceutical Industry” (with Emery Yao and Dingkun Ge)

‘Symbolism versus Substance in Executives’ Incentive Plans: Why Boards of Directors and Blockholders Matter’ (with Bongjin Kim)

"Do Alliance Networks Really Affect Performance" (with Balaji Koka)

“Technological Environment and Its Effect on the Intensity of Multimarket Competition” (with Raja Roy) working paper

"The Roads to Success--Sustained Inter-firm Performance Differences In China’s Auto Market” (with Tom Tao) (gathering additional data)

"CEO Duality, Board Composition, and the Speed and Breadth of Strategic Behavior" (with Bongjin Kim)

"Board Configuration, Strategic Decision Making Capabilities and Firm Performance: A Contingency Perspective," (with Bongjin Kim).

SELECTED ACADEMIC PRESENTATIONS (excludes those in Proceedings Section):

"Governance Adaptation under the Interactional Impact of Regulatory and Institutional Forces," (with Bongjin Kim) Academy of Management Conference, 2008

"Boards of Directors and External Crisis: A Time for Action or a Time to Retreat?" (with Bongjin Kim) Academy of Management Conference, 2008

"Geographical Clusters, Alliance Networks, and Innovation in the US Biopharmaceutical Industry" (with Turanay Caner) Academy of Management Conference, 2007

"Do Alliance Networks Really Affect Firm Outcomes?" (with Balaji Koka) Academy of Management Conference, 2007

"The Typology of Sequence of Firms' M&A and Alliance Behaviors: An Exploratory Analysis" (with WeiLei Shi) Strategic Management Society conference 2007

"Bringing the Firm Back In: Networking as an Antecedent to network Structure" (with Ravi Madhavan, Turanay Caner & Balaji Koka) Advances in Strategic Management: Network Strategy Conference, Rotman School of Management, University of Toronto 2007

"The Roads to Success--Sustained Inter-firm Performance Differences In China's Auto Market" (with Tom Tao) Academy of Management Meetings 2005

"CEO Duality, Board Composition, and the Speed and Breadth of Strategic Behavior" (with Bongjin Kim) Academy of Management Meetings 2005

"The Compatriot Syndication Effect: Exercising Call Options in International Joint Ventures" (with Akie Iriyama and Ravi Madhavan) Academy of Management Meetings 2005

"Extent of Regulation, Speed of Governance Adaptation and Firm Performance" (with Bongjin Kim) Academy of Management Annual Conference, August 2003.

"Government regulation as an intermediary in the principal-agent relationship" (with Bongjin Kim). Western Academy of Management Conference, 2003

"Diffusing the shadow of the future: Technological Innovation and (Non) Mutual Forbearance" (with Raja Roy). Academy of Management Conference, August, 2002.

"Establishing Corporate Governance Structures for Foreign Subsidiaries of

Multinational Corporations” (with Bongjin Kim). Academy of Management Conference, August 2002.

“The Information Dimensions of Social Capital and Firm Performance” (with Balaji Koka), Academy of Management conference, August 2001.

“Differentiating Corporate Governance Structures for MNC’s Foreign Subsidiaries as a Contingency Requirement for MNC Support Performance” (with Bongjin Kim), Academy of International Business Conference, Charleston, SC, November 1999.

“Coordinating Strategic and Tactical Intelligence in Organizations” (with Cynthia Miree), Strategic Management Society, 1998.

“The Interactive Effects of Board Attributes on Strategic Behavior and Organizational Performance” (with Bongjin Kim), 1998 Annual Academy of Management Meeting

“Towards a Theory of Social Capital” (with Balaji Koka), 1998 Annual Academy of Management Meeting

“Integrating Competitive Intelligence in Organizations” (with Mohinder Dugal) National Academy of Management Meetings, 1997

“Strategic Flexibility in Interfirm Networks: An Empirical Analysis” (with Ravi Madhavan) Academy of Management Meeting, 1997

“Towards a Theory of Network Evolution” (with Balaji Koka and Ravi Madhavan) National Academy of Management Meetings, 1996

“Contingency Theory: Past, Present and Future.” Symposium at National Academy of Management Meetings, 1996

“Determinants of National Trade and Investment Policies: A Network Perspective” (with Balaji Koka and Ravi Madhavan) National Academy of Management Meetings, 1996

“Knowledge Maps and Relationship Maps: Linking Knowledge Architecture with Network Structure.” Strategic Management Society, 1996

“Network Analysis for Competitive Intelligence” (with Ravi Madhavan), Society of Competitive Intelligence Professionals, 1995.

“A Structuration Theory Analysis of Strategic Change” (with Patrick Gibbons and Usha Ganesh) International Eastern Academy of Management, 1995

“Patterns of Strategic Alliance Activity in the Global Steel Industry” (with Ravi Madhavan and Balaji Koka), SMS, 1994.

“Governance Structure, Strategy and Performance in the Commercial Banking Industry: A Longitudinal Study” (with James Mulick and John Grant), Strategic Management Society, 1993

“Structuration Theory and the Strategy Process” (with Patrick Gibbons and Usha Ganesh), National Academy of Management Meeting, 1993

“The Impact of 1992 on the Banking Industry: Integrating Findings from Three Field Studies,” Academy of Marketing Science, Istanbul, Turkey, 1993.

“Competitive Intelligence and Intelligence Gathering in the Environmental Industry,” Environmental Marketing and Contracting Conference, Washington, DC, 1992

“Making the Most of Your Competitive Intelligence Efforts,” Life Insurance Marketing and Research Association, Baltimore, MD, 1992.

“Lagged Impact of Market Share on Profitability: A Distributed Lag Analysis” (with Abdul Rasheed), Southwest Academy of Management Meetings 1992.

“Parallel Competitive Intelligence Processes in Organizations,” (with Patrick Gibbons), Strategic Processes: State-of-the-Art Research Issues, Oslo, Norway, 1991.

“Environmental Attributes: Their Impact on the Content of Business Strategies” (with Abdul Rasheed), Southwest Academy of Management, 1991

“Managing the Competitive Intelligence Function,” 1990 Special Library Association Conference, Pittsburgh, PA.

“SCIP: Who We Are, What We Do,” 1990 Society of Competitor Intelligence Professionals International Conference, San Francisco, CA.

“Competitive Intelligence: What Companies Are Doing,” 1989 International Planning Forum Annual Conference

“Economic, Behavioral and Strategic Determinants of Top Management Compensation” (with Nandini Rajagopalan), 1988 National Academy of Management Meetings.

“Dimensions of Organizational Task Environments: Revisited” (with Abdul Rasheed), 1987 National Academy of Management Meetings.

“Competitor Intelligence Models” (with John H. Grant), 1986 TIMS/ORSA National Meetings.

“Strategic Adjustment: A Longitudinal Analysis,” 1986 National Academy of Management Meetings

“The Influence of Business Strategy on the Entrepreneurship-Performance Relationship” (with Jeffrey S. Covin), 1985 National Academy of Management Meetings

“A Framework for Project-Based Competitive Analysis” (with Daniel C. Smith), 1985 National Academy of Management Meetings

“The Environment’s Role as a Moderator of the Strategy-Performance Relationship,” 1985 National Academy of Management Meetings

“A Longitudinal Analysis of Strategic Fit,” paper presented at the International Strategic Management Society Conference, Philadelphia, October 1984.

“Environmental Fit and Performance,” paper presented at the National Academy of Management Meetings, Boston, 1984 (W/P #560).

“The Development of an Industry Typology,” paper presented at the National Academy of Management, San Diego, 1981.

“Job Satisfaction and Organizational Effectiveness: An Examination of a Relationship,” First Annual National Conference of Graduate Students in I/O Psychology and Organizational Behavior, 1980

REPORTS AND TECHNICAL STUDIES:

“User Driven Competitive Intelligence” American Productivity and Quality Center, 2002

“Science and Technology Intelligence: Driving Business Results” American Productivity and Quality Center, 2001.

“Designing a CI Program,” American Productivity and Quality Center, 1999.

“Effective Strategic and Tactical Competitive Intelligence for the Sales and Marketing Functions,” American Productivity and Quality Center, 1998

“Managing Competitive Intelligence Knowledge,” American Productivity and Quality Center, 1997

“Leveraging Information for Action,” American Productivity and Quality Center, 1996.

“A Survey of Competitor Intelligence Professionals” (with Daniel C. Smith), Working Paper #686, 1988

“Collective Actions Undertaken by Trade Associations in Declining Industries” (with Frances M. Amatucci), Strategic Management Institute, Graduate School of Business, University of Pittsburgh, 1985

“Employee Compensation and Business Profitability: An Examination of Some Key Relationships” (with John H. Grant), Strategic Management Institute, Graduate School of Business, University of Pittsburgh, 1985

“Some Values of Bankers,” working paper, Stevens Institute of Technology, 1976.

“Analysis of the Structured Interviews and Validation of the Hoboken Travel Demand Survey of 1976,” Center for Municipal Studies and Services, 1976.

“Attitudinal Assessment Appendix: Waterfront Redevelopment Project: Report #2, Research Findings,” Center for Municipal Studies and Services, 1976

HONORS AND AWARDS:

2005 – 2007 Elected to Competitive Intelligence Foundation, Trustee and Vice President

2004 – 2006 Elected to Board of Directors, Society of Competitive Intelligence Professionals

2000 Fay Brill Service Award finalist from the Society of Competitive Intelligence Professionals

1999 Winner of the Carolyn Dexter Best International Paper

United Nations participant in China Program on Competitive Intelligence

Received the 1994 Meritorious Award from the Society of Competitive Intelligence Professionals

Elected to Board of Director of Strategic Leadership Forum, Pittsburgh Chapter 1993-2000

International Advisor to the Society of Competitive Intelligence Professionals, China

Elected President of the Society of Competitive Intelligence Professionals, 1991-1992

Invited as part of Expert Panel on Competitive Intelligence by United Nations Industrial Development Organization - Vienna, Austria, 1991

Elected to Beta Gamma Sigma, 1990

Elected as a “Fellow” of the Society of Competitor Intelligence Professionals, 1990

Participated as a Faculty Leader in the 1988 Doctoral Consortium of the Business Policy and Planning Division of the Academy of Management

Received the 1986 Valley Forge Honor Certificate for Excellence in the category of Economic Education for designing and implementing the MBA elective in Competitive Analysis

Won Honorable Mention in the 1986 Foundation for Administrative Research/ Planning Forum “Best Paper in Corporate and Organizational Planning” Competition for the paper “De-Mystifying Competitive Analysis”

Participated in the Junior Faculty Consortium of the Business Policy and Planning Division of the Academy of Management, 1984.

Finalist in the 1984 Doctoral Dissertation Award Contest of the Business Policy and Planning Division of the Academy of Management.

Participated in the Doctoral Consortium of the Business Policy and Planning Division of the Academy of Management, 1982.

FUNDING AND GRANTS:

The Globalization of the Steel Industry (with Ravi Madhavan and Frank Giarratani) \$10,000 from IBC with matching funds from Steel Industry Center (2005)

“Global Knowledge Agents and the State of Globalization in the Steel Industry” (with Ravi Madhavan and Frank Giarratani (Economics). Global Academic Partnership Grant, 2003 \$20,000

“The Geography of Competition” (with Ravi Madhavan), International Business Center, \$7,000 (2002).

“The Acquisition, Protection and Leveraging of Technological Capabilities” (with Sue McEvily) Carnegie Bosch Institute - \$40,000 (2001 – 2002).

Supplemental funding for above projects by:

- Institute for Industrial Competitiveness - \$5,000
- International Business Center - \$5,000

“Science and Technology Intelligence: Driving Business Results” American Productivity and Quality Center, 2001 - ~ \$202,000 Consortium sponsor funding.

“Competitive Intelligence in China (with Tom Tao), International Business Center, \$5,000 (3001).

Sloan Foundation Steel Industry Project, 1995-1996. Funded doctoral student (~ \$9,000) and two terms of faculty (~\$60,000).

Previous years funding needs to be added

PROFESSIONAL SERVICE:

- Evaluation and review of Drexel’s Business School’s PhD Program, 2008 – Team leader
- “The Global Acquisition, Leverage and Protection of Technological Capabilities” (guest editor for *Strategic Management Journal* with Susan McEvily and Kathleen Eisenhardt) – July 2004 (conference held at University of Pittsburgh, October 2003)
- Co-editor of Journal of Competitive Intelligence and Management
- Executive Editor for Competitive Intelligence Review. (1994 – 2001)
- International advisor to Society of Competitive Intelligence in China – 1999 - present

- Editorial Review Board for Academy of Management Journal, 1997-1999.
- 1991-1993 Executive Committee of BPP Division of Academy of Management.
- 1991-1992 President of Society of Competitive Intelligence Professionals.
- Editorial Review Board for Journal of Management (1989-1992).
- Editorial Review Board For International Journal for Commerce and Management.
- Research Committee of the Business Policy and Planning Division of the Academy of Management, 1990-1993.
- Editorial Board, Journal of Small Business Strategy.
- 1987 Vice President, Society of Competitor Intelligence Professionals (Founding Member); also Board of Directors (1985 to 1992)
- Academy of Management
- Strategic Leadership Forum, Board of Directors, Pittsburgh chapter (1994-present)
- Strategic Management Society
- Board of Directors, Foxwall - Emergency Medical Service (1988-1992)(1996-2000)

Program Coordination

Globalization in the Steel Industry (with Ravi Madhavan and Frank Giaratani) GAP funded conference at University of Pittsburgh - April, 2003 (John Surma, President of USS keynote speaker)

The Global Acquisition, Leverage and Protection of Technological Capabilities (with Susan McEvily and Kathleen Eisenhardt) – conference held at the University of Pittsburgh as part of our special issue in *Strategic Management Journal* – October, 2002.

Research Track chair for SCIP-Drexel University Academic Conference on CI, December 2000. (Also Keynote Speaker.)

Dean of Texas Instruments Virtual University – Business Analyst Program (1997-current).

Subject Matter Expert in Competitive Intelligence for the American Productivity and Quality Center (APQC) (1996-present).

Program Director for the 1988 Annual Conference of The Society of Competitor Intelligence Professionals. Two-day conference attended by 270 practitioners and academics featuring 30 presentations (April, in Atlanta).

Track Chairperson in Business Policy/Planning for The 1988 Eastern Academy of Management Meetings.

Current Editorial Boards

Journal of Management
Service Business

Ad hoc Reviewing

Academy of Management Review
Academy of Management Journal
Management Science
Planning Review
European Journal of Operational Research
Sloan Management Review
Journal of Management Studies
Organization Science
Strategic Management Journal
National Academy of Management Meetings
Eastern Academy of Management Meetings
Administrative Science Quarterly
Eastern Academy of Management Meetings
Group and Organization Studies

COMMITTEES AND UNIVERSITY SERVICE:

Current

Director, Doctoral Program
Executive Committee (2007 – 2009), Chair 2007
Promotion and Tenure Committee (2005 – 2008, elected member)
University Council on Graduate Study (2004 -)

Past

Executive Committee (2003 – 2005)
Promotions and Tenure Committee (2000 – 2003, elected member)
Doctoral Admissions and Policy Committee (1994 - 2003)
University Research Council (2000-2003)
Executive Committee (1999-2002), Co-chair (1999-2001)
SEO Interest Group Coordinator (1990-2000)
Small Business Administration
Interim MBA Director (1994)
New Curriculum Committee (Chairperson)
Master ' s Programs Policy Committee (Chairperson)
Affirmative Action Committee
Executive Committee, 1989-1992
Doctoral Admissions Committee
Executive Programs Committee (Chairperson)
Library Committee

Physical Plant Committee
Ad Hoc Committee on Research Methodology
EMBA Admissions Committee
MBA Admissions Committee
MBA Policy Committee
Undergraduate Programs Committee
Acting Coordinator, SPP Interest Group, 1982-83

DISSERTATION COMMITTEES:

In Progress

Akie Iriyama – member - completed get title

Marcel Mnutolo – member

Jason Park - member

Completed

WeiLei (Stone) Shi (Chair) RHYTHM AND SYNCHRONIZATION OF M&A AND ALLIANCE BEHAVIOR: AN ENTRAINMENT VIEW

Christopher Groening (committee member) – A marketing perspective of stakeholders influence on long and short term financial measures - 2008

Jonathan Pinto (Chair) Biases and Heuristics in Team-Member Selection Decisions - 2008

Jay Lee (committee member) STRATEGIC ACTION PORTFOLIOS AND FIRM PERFORMANCE IN THE US TELECOM INDUSTRY (1984~2004) - 2008

Matthew E. Sarkees (committee member) EXPLOITATION VERSUS EXPLORATION: GETTING THE MIX RIGHT - 2007

Enrique Mu (Committee member) The Role of Scanning, Evaluation, and Mindfulness in the Assimilation of Information Technology: The Case of Enterprise Resource Planning (ERP) Systems - 2007

Tim Few – (committee member) Competitor Identification: Integrating the Categorization, Economic and Organizational Identity Perspectives (Penn State – branch campus) - 2007

Kathy Tully – (Chair) Déjà Vu: Why Firms Respond More Than Once To A Competitor Action (Wells Fargo)-2007

Turanay Caner – (Chair) Geographical Clusters, Alliance Networks, and Innovation in the US Biopharmaceutical Industry (North Carolina State University) - 2007

Emery Yao (committee member) Knowledge flow and value creation: integrating structural embeddedness and knowledge embeddedness in alliance networks (currently at University of Kentucky) - 2006

Tom Tao (Chair) The Road to Success: A Resource-based View of joint Venture Evolution in China's Auto Industry (currently at Leigh University) - 2004

Vivian W. Y. Lee (committee member) CI Values: the Relationship Between E-Business Information and Competitive Intelligence (CI) in the Digital Era Studying the CI Speed, Width and Depth of Intelligence in five digital Networks (Capella University www.capella.edu) - 2004

Natashi Munshi (committee member) Where is the Money?: How entrepreneurs Search for New Venture Funding in the Biotech Industry – Currently at London University - 2003

Raja Roy (committee member) Incumbent Resurgence: The Case of the Machine Tool Industry – Currently at Tulane University – *finalist in the BPS division dissertation award* - 2003

Carey Durkin Treado (member) Economics in the Steel Industry, 2002 (need the correct title)

Bongjin Kim (Chairperson), “Boards of Directors, Managerial Incentive Compensation and Deregulation: A Longitudinal Study of the U.S. Banking Industry,” 2000. Currently at Tilburg University, The Netherlands. Finalist in BPS dissertation contest, winner of OMT dissertation paper, 2002.

Sanjay Seth (External Reviewer), “Competitive Intelligence Measurement and Its Relationship with Market Orientation, Competitive Strategic Orientation and Performance,” 2000. Currently at Southern Cross University, Australia.

Cynthia Miree (Chairperson), “Coordinating Strategic and Tactical Intelligence in Organizations,” 1999. Currently at Oakland University.

Balaji Koka (Chairperson), “Strategic Alliances as Social Capital: The Strategic Implications of Social Capital for Firm Performance,” 1999. Currently at Arizona State University.

Sven Hamrefors (Opponent), “Spontaneous Environmental Scanning,” 1999. Currently at Stockholm School of Economics.

Diana Burley Gant (CMU, Member), “The Web of Affiliation: Theoretical Motives for the Strategic Establishment of Inter-organizational Relationships on the World Wide Web,” 1998. Currently at Indiana University

K.S. Kim (Member), “Distinctive Competencies, Global Integrating Modes, and Economic Performance of MNEs in Global Industries,” 1997. Currently at the City University of Hong Kong.

John Zhang (Chairperson), “Adapting to Nowhere? An Empirical Study of U.S. Manufacturing Firms’ Strategies for Adaptation to Competition from Foreign Firms During 1984-1993,” 1996. Currently at Long Island University

Bob Atkin, “The Finances of U.S. Labor Unions,” 1996. Currently at the University of Pittsburgh.

Mohinder Dugal (Chairperson), “Integrating Competitive Intelligence in Organizations,” 1996. Currently at Moody’s.

Ravi Madhavan (Chairperson), “Strategic Flexibility and Performance in the Global Industry: The Role of Interfirm Linkages,” 1996. Finalist for the BPS dissertation awards –Academy of Management.

Debbie Good. “Human Resource Strategies in Small Business: Definition and Determinants,” 1995. Currently at Seton Hill College and the University of Pittsburgh.

James Mulick (Chairperson), “Governance Structure, Firm Product-Market Strategy and Performance: A Longitudinal Study of The Banking Industry During Delegation,” 1993. Currently Vice President of Strategic Planning at PNC Bank, Pittsburgh, PA.

Patrick Gibbons (Chairperson), “The Integration of Formal and Personalized Competitive Intelligence: A Comparative Analysis of Organizational Responses to Europe 1992,” 1992. Currently at University College, Dublin, Ireland.

Steve Osborne (Chairperson), “The Use of the Intermediate Agent Function in Interorganizational Exchange Transactions: An Examination of the International Oil Trading Industry,” 1992. Currently at Indiana University of Pennsylvania.

Jeff Sampler, “An Experimental Study of the Efforts of Expertise and Problem Solving Cues on the Formulation of Strategic Information Systems,” 1992. Currently at London Business School.

John Ryan, “Management of Personal Computing and Organization Structure: Towards a Contingency Approach,” 1992. Currently at Indiana University of Pennsylvania.

Ken Calhoun, "The Application of Information Technology in Decision Making," 1991. Currently at Slippery Rock State University.

Amy Fried, "The Effects of Causal Information and Attributional Style on Escalation Behavior," 1991.

Tom Hawk, "Collateral/Parallel Organizing for Strategic Change," 1990. Currently at Frostburgh State University.

Rajiv Sabherwal, "Strategic Utilization of Information Resources: A Contingency Approach," 1990. Currently at Florida International University.

Kunal Sadhu (Chairperson), "Strategies for Investment Intensive Businesses: Contrasting Performance Across Economic Conditions," 1989. Late of Temple University.

Vijay Sethi, "Development of Measures to Assess the Extent to Which an Information Technology Application Provides Competitive Advanges," 1989. Currently at SUNY-Buffalo.

Abdul Rasheed (Chairperson), "Environmental Attributes: Their Impact on the Content of Business Strategies and Performance," 1988. Currently at the University of Texas, Arlington.

Nandini Rajagopalan, "Strategic Adaptation Under Uncertainty: An Empirical Study of Electrical Utility Firms," 1988. Currently at University of Southern California.

Daniel Smith, "Creating Synergy Across Product Lines: The Role of Marketing Operating Resources and Brand Reputation," 1988. Currently at Indiana University.

Mary Beth Barber, "Cross-functional Cooperation in the Implementation of Marketing Decisions: The Effect of Superordinate Goals, Rules and Procedures, and Physical Environment," 1988. Currently at the Pennsylvania State University, Behrend Campus.

Mary Jane Saxton (Chairperson), "The Validation of the Kilmann-Saxton Culture-Gap Survey to Test a Theory of Work Group Cultural Norms and an Exploration of a Nomological Network of Culture," 1987. Currently at the University of Houston.

Daniel Sands, "Strategic Control Through a Multiple Objectives Model," 1987. Formerly at Pennsylvania State University, Behrend Campus (Retired).

Thomas Kirk, "Effects of Contingency Variables on Strategy Formulation in Mature Natural Resources Industries." Currently at Rhone Poulenc Corporation.

Deepak Datta, "Assimilation of Acquired Organizations: An Empirical Assessment of the Impact of Selected Organizational and Behavioral Factors on Acquisition Performance," 1986. Currently at the University of Kansas.

Jeffrey Pinto, "Project Implementation: A Determination of its Critical Success Factors, Moderators, and Their Relative Importance Across the Project Life Cycle," 1986. Currently at the Pennsylvania State University, Behrend Campus.

Jeffrey Covin, "The Influence of Business Strategy and Environmental Uncertainty on Top Management Style Effectiveness," 1985. Currently at Georgia Institute of Technology.

Ari Ginsberg, "Strategic Adaptation During a Period of Industry Transition: An Empirical Investigation of Strategic Changes Among Financial Depository Institutions," 1985. Currently at New York University.

Natarajan Venkatraman, "Strategic Orientation of Business Enterprises: The Construct and its Measurement," 1985. Currently at Boston University.

Rajaram Veliyath, "Feedforward Orientation in the Strategic Management Process: A Contingent Choice," 1985. Currently at Virginia Polytechnic Institute.

Ravi R. Chinta, "Competitive Advantage from Pooling Divisional Activities: Theory and Empirical Tests for Strategy Implications," 1985. Currently at Sentron Medical, Inc., Cincinnati, Ohio.

PERSONAL:

Birthdate: October 7, 1954

REFERENCES:

Furnished upon request.

Courses taught as a member of the Katz Graduate School of Business, University of Pittsburgh:

Ph.D.:

SPP 325 – Theory Development and Strategic Management Research

SPP 313 - Foundations of Strategic Management Research

SPP 312 - Strategic Environmental Analysis (now Competitive Strategy)

SPP 389 - The Interface of Industrial Organization Economics and Strategic Management

Reading Courses in Strategic Alliances and Interorganizational Networks.

MBA or EMBA:

SPP xxx Chindia

SPP xxx Transition to a General Manager

SPP xxx Strategic Management

IND 2001 - Competing in a Global Environment

SPP 250 - Management Policy

SPP 231 - Planning and Control

SPP 201 - Management Systems and Decision Making

SPP 2525 - Competitive Intelligence

SPP 2011 – Technology Strategy and Intelligence

SPP 2045 - Managing Strategic Performance (full time and executive MBA)

SPP 2525 - Web-Based Course on Competitive Intelligence (first of its kind at the University of Pittsburgh)

IND 2500 - International Research Course (including 10 days in Eastern Europe and separate course in Asia)

UNDERGRADUATE:

BUS 161 - Management Policy

BUS 861 - Management Policy and Administration

SELECTED INTERNATIONAL TEACHING: Update

2003 -2005 – IEMBA – International Project course

2001 – IEMBA – Czech Republic – Competitive Intelligence elective

2000 – 2004 Executive MBA Program in Brazil (Katz School)

1997-1996 - Samsung Program

1996 - POSCO Program

1992 - Czechoslovakia - Czechoslovakian Management Center, Prague

1991 - Hungary - International Management Center - Strategic Management four-week program.

1988 - Yugoslavia - Executive Training in Strategic Management

Additional lectures/presentations in countries including Japan, Korea, England, China, Belgium, Brazil, France, Mexico, and Austria.

EXECUTIVE DEVELOPMENT:

Numerous sessions in Strategic Management and Competitive Intelligence. Available upon request

CONSULTING CLIENTS (representative set)

General Motors, Samsung, POSCO, General Electric, IBM, APQC, Texas Instruments, Intel, Pfizer, Astra Zenatec, Westinghouse, Cigna