

DONGHUN “DON” LEE

Ph.D. candidate (2010) in Strategic Management/International Business

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CV date: 2009

CURRENT RESEARCH INTERESTS

- Disclosure of innovative knowledge and its effects on competitors' strategic actions
- International strategic alliance experience
- Meta-analysis of firms' divestiture and its effect on firm performance
- Mechanisms of multinational enterprises in competing with local firms
- The relationship between international strategic alliances and M&As

EDUCATION

Ph.D. candidate (2010) in Strategic Management

Katz Graduate School of Business, University of Pittsburgh

- Dissertation: “Allowing Imitation to Prevent Substitution: Incumbents' Knowledge Disclosure and Its Effect on Competitive Opportunities in the Hard Disk Drive Industry” (Susan K. Cohen, chair)
- In my dissertation, under the direction of Professor Susan K. Cohen, I offer a new approach on investigating how leading incumbents' efforts to manage their knowledge advantages affect competitors' innovation opportunities and their viability in the hard disk drive (HDD) industry. Namely, by disclosing component technologies via channels of knowledge flow (i.e. publications, joint research, licensing, strategic alliances, trade associations, etc.), leading incumbents can promote imitation rather than substitution by following competitors. For the leading incumbents, imitation by following competitors may result in some loss of market share, but it is more manageable and easier to predict.

MA, Seoul National University, Graduate School of International Studies

- International Economics with *Highest Honors*, February 2004
- Concentration: Strategy and International Business
- Thesis: “The global competitiveness of multinational firms: A double diamond approach of Samsung Electronics and Sony”
Thesis Adviser: Professor Hwy-Chang Moon, Seoul National University

BA, Seoul National University

- French language and Literature, February 2002
- Military service, February 1998 to June 2000
- Exchange student at the University of British Columbia in 1996

DISSERTATION

Dissertation: “Allowing Imitation to Prevent Substitution: Incumbents’ Knowledge Disclosure and Its Effect on Competitive Opportunities in the Hard Disk Drive Industry”
(Susan K. Cohen, chair)

This study looks into the knowledge disclosing activity of firms in the hard disk drive industry and its effect on imitation and substitution activities by competitors. I suggest that leading incumbents can prolong their technological playing field by inducing imitation and preventing substitution by following firms.

PUBLICATIONS

The Competitiveness of Multinational Firms: A Case Study of Samsung Electronics and Sony (with Hwy-Chang Moon). *Journal of International and Area Studies* 11 (1): 1-22, 2004

PAPERS UNDER REVIEW

Divestiture and firm performance: A meta-analysis (with Ravi Madhavan)

R&R for *Journal of Management*

This study is a systematic review on the effects of firm divestiture on firm performance

WORKING PAPERS

Industry factor markets and sources of innovation (with Susan Cohen)

Targeted for journal submission

The effect of international alliance composition and alliance experience on firm performance (with Min-young Kim)

Selected for the 2009 Academy of International Business (AIB) conference, San Diego, CA

Acquirer-target experience and post-acquisition performance across institutional, cultural, and economic distance (with Jeremy Suiter)

Selected for the 2009 Academy of Management (AOM) conference, Chicago, IL

The pace of new product introduction and competitive dynamics (with Weilei Shi)

Submitted to the 2009 Strategic Management Society (SMS) conference, Washington DC

The effect of CEO hubris on foreign divestment and institutional pressure (with Sangyoon Shin)

Targeted for journal submission

CONFERENCE PRESENTATIONS

Allowing Imitation to Prevent Substitution: Firms' knowledge disclosing activities and the effect on imitation of competitors in the hard disk drive industry (with Susan Cohen)

Presented at the 2008 Academy of Management (AOM) conference, Anaheim, CA

COURSES TAUGHT

Instructor (independent), University of Pittsburgh

- Strategic Management, Fall 2008
 - Received 3.83/5 in teaching evaluation (over 3.5 shows competence according to business school guidelines)
 - Mentored student group for their participation in the Ohio State University CIBER Case Challenge Wrote recommendation letters for students towards graduate school
 - Teaching interests in strategic management, international management, innovation and technology

1-day instructor, University of Pittsburgh

- Strategic Management (MBA), Spring 2009

Teaching Assistant, University of Pittsburgh

- Strategic Management, MBA Core, for Professor Susan Cohen, 2008
- Technical Strategy and Intelligence, MBA Core, for Professor Susan Cohen, 2008
- Strategic Management, MBA Core, for Professor G. Richard Patton, 2007

AWARDS AND DISTINCTIONS

The Deans Small Grant fund, Katz Graduate School of Business, awarded \$4,000 for study, "Incumbents' knowledge disclosing activities and the effect on new firms' innovation opportunities and market entry in the global hard disk drive industry," 2009

International Business Center (IBC) Grant, Katz Graduate School of Business, awarded \$2,000 for study, "Incumbents' knowledge disclosing activities and the effect on new firms' innovation opportunities and market entry in the global hard disk drive industry," 2009

Outstanding Student, Student Honoree at Honors Convocation, University of Pittsburgh, February, 2008

Fellow, GAR Foundation Fellowship, Katz Graduate School of Business, 2007-8

Full Scholarship, Katz Graduate School of Business, 2005

Highest Honors, Graduate School of International Studies, Seoul National University, February 2004

Full Scholarship, 1st place scholarship for four consecutive semesters, Graduate School of International Studies, Seoul National University, March 2002 to February 2004

2004-05 Academic Year Ambassadorial Scholarship, Rotary International, December 2003

PROFESSIONAL EXPERIENCE

Katz Graduate School of Business, Pittsburgh PA

Research Assistant to Professor Susan Cohen, April 2007 to Present

- Studies in factor markets, innovation, and entrepreneurship. “Factor market conditions and entrepreneurial innovation (working title).” This study explores the general question, “What drives entrepreneurial activity across industries?” and focuses specifically on technological invention as a form of entrepreneurship

Research Assistant to Professors John Prescott and Ravi Madhavan, 2005 to 2007

- Studies in the global steel industry. Worked with POSCO Research Institute in, “Models of Collaboration in the Global Steel Industry.” This study was designed as the first phase of an ongoing investigation into the role that Strategic Alliances play in the globalization of the steel industry

Institute for Industrial Policy Studies, Seoul, Korea

Research Associate (National Competitiveness), March 2004 to December 2004

- Contributions in data compilation, organization, partial analysis, and writing (implications) of research project titled, *National Competitiveness*. This study evaluates the theories of competition and competitiveness from Adam Smith to Michael Porter, and evaluates the competitiveness reports of IMD and WEF

Seoul National University, Seoul, Korea

Research Assistant to Hwuy-Chang Moon, January 2003 to December 2004

- Worked with Professor Hwuy-Chang Moon at Graduate School of International Studies, Seoul National University. Involvement in multiple research projects focused on understanding the strategy of multinational enterprise and analyzing the factors surrounding the multinational enterprise.
- Cross-border Mergers & Acquisitions: Case Studies of Korea; China; and Hong Kong
- The International Order of East Asia and the Evolution of Private Corporations
- The Role of Inward Foreign Direct Investment: A Case Study of Foreign Firms in Korea
- Case Study of Samsung Camera Entering the Chinese Market

Research Assistant to Taeho Bark, March 2002 to June 2002

- Worked with Professor Taeho Bark at Graduate School of International Studies, Seoul National University. Involvement in multiple research projects focused on understanding the multilateral trade agreements of APEC economies, and free trade agreements of Korea, Japan and Singapore
- Assisted Chairman (Taeho Bark) of Investor Experts Group of Asia-Pacific Economic Cooperation (APEC) in data management, correspondence, and presentation. Wrote Chairman’s draft for the IEGII-APEC meeting at Lima, Peru

SERVICE

Colloquium Coordinator of the Katz Doctoral Student Organization (DSO)

- Service role as liaison for faculty and doctoral students and organizer of doctoral student social events, August 2008 – present

Organizer for Katz Graduate School Reception at 2008 AOM

Reviewer for Academy of International Business, 2008-2009

Editorial coordinator, Journal of International Business and Economy, 2003-2004

- Assisted Professor Hwy-Chang Moon in evaluating and selecting publications, and edited eight publications in the Fall 2003 edition. Responsible for correspondence of editorial board and authors

REFERENCES

Susan K. Cohen
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Katz Graduate School of Business
University of Pittsburgh
Phone: 412-648-1707
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Associate Professor of Business Administration
236 Mervis Hall
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John E. Prescott
Thomas O'Brien Chair of Strategy
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