

Hongxin “John” Zhao
David Orthwein Professor of International Business
Boeing Institute of International Business
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EDUCATION

Ph.D. 1992 International Science & Technology Policy and Management.
Graduate School, *George Washington University*, USA.
M.A. 1987 International Science & Technology Policy. Elliot School of
International Affairs, *George Washington University*, USA.
B.A. 1978 International Trade and Business, *University of International
Business & Economics*, Beijing, China.

CERTIFICATE

Harvard University: Certificate of Negotiation, Harvard Program on Negotiation 2013.

EMPLOYMENT

1997 – now Boeing Institute of International Business, Richard A. Chaifetz School of
Business, *Saint Louis University*.
1992 – 1997 Dept. of Business Policy, Faculty of Business Administration, *National
University of Singapore*.
1990 – 1992 Research Analyst, National Rehabilitation Hospital Research Center,
Washington, D.C. U.S.A.
1982 – 1984 Dept. of International Cooperation, *Ministry of Science and Technology*,
Beijing, China.

CONSULTING WORK

March 2004 Market entry and business operations in China, *Emerson
Electric*, St Louis, MO
1997 – 2003 Forming international joint ventures in East Asia, *Boeing
Aircraft Corporation*, St Louis, MO

RECOGNITION

- Invited Reviewer by Advanced Laureate Awards Programmed of Irish Research Council (2018 – 2019).
- Invited Assessor by Government of Ireland Postgraduate Scholarship Programme (2019).
- Ranked the 26th out of 45 "Most prolific authors published in *Management International Review*" (the total number of authors appeared in the journal is 451) 61st out of 107 "Most prolific authors in all 6 leading IB journals" (the total number of authors appeared is 2,381 in these IB journals) – *APJM* 2008.
- Ranked the 13th most productive researcher on China business and management – *APJM* 2007
- As a co-principal investigator, awarded Strategic Research Grant of HK\$153,000 by the City University of Hong Kong 2006 and 2009.

- As a co-principal investigator, awarded Strategic Research Grant of HK\$450,000 by the City University of Hong Kong 2013 and 2014.
- Identified by the research project of Michigan State University as one of the 89 most prolific researchers in international business.

AWARD

- Recipient of Diamond Journal Publication Awards (two) **2017**.
- Recipient of Nokyoon Kwak Annual Research Award **2017**.
- Recipient of Nokyoon Kwak Annual Research Award **2016**
- Recipient of Nokyoon Kwak Annual Research Award **2009**.
- Recipient of *Inaugural* Research Excellence Award of John Cook School **2005**.

COURSES TAUGHT

- Undergraduate course:
 - Asian Business
 - International Business Strategy
 - Introduction to International Business
- MBA courses:
 - International Business Negotiations
 - Global Business Strategy
- PhD courses:
 - Survey of International Business Theory
 - Regional and Global Research

PUBLICATIONS (Partial list since 2004)

- Yang, J., Ma, JQ., Arnold, M., Zhao, H. & Cater, J. (forthcoming). Family involvement, environmental turbulence, and R&D investment: Evidence from Chinese Listed SMEs, *Small Business Economics*.
- Zhao, H., Ma, J. & Yang, J. (2018). 30 years of research on entry mode and performance: A meta-analytic review. *Management International Review*. (**Gold**)
- Yang, J., J. Ma & Zhao, H. (2017). Power makes voice: Political capital and corporate voice in China. *Journal of Applied Management and Entrepreneurship*, 22: 54-69.
- Zhou, Z., Gao, Y. Zhao, H. (2017) State ownership and firm innovation in China: An integrated view of institutional and efficiency logics. *Administrative Science Quarterly*, 62(2): 375-404. (**Diamond**)
- Zhao, H. & Ma, J. (2016). Founding environment, inward internationalization, and firm performance: Evidence from Chinese private enterprises. *Journal of East-West Business*, 22(4): 296-323.
- Zhao, H., & Lu, J. (2016). Contingent value of political capital in bank loan acquisition: Evidence from founder-controlled private enterprises in China. *Journal of Business Venturing*, 31, 153-174. (**Diamond**)
- Zhao, H. (2015). Are social ties always valuable to knowledge search? Contextualizing knowledge search by foreign subsidiary executives. *Management International Review*, 65, 511-538. (**Gold**)
- Wu, J., & Zhao, H. (2015). The dual effects of state ownership on export activities of emerging market firms: An inducement-constraint perspective. *Management International Review*, 55, 421-451. (**Gold**)
- Ju, M. Zhao, H. & Wang, T. (2014). The boundary conditions of relational governance: A 'Strategy Tripod' perspective. *Journal of International Marketing*, 22, 89-106. (**Gold**)

- Mondejar, R. & Zhao, H. (2013). Antecedents to government relationship building in a transition economy and the institutional contingencies. *Management International Review*, 53, 579-605. **(Gold)**
- Lehnert, K., Benmamoun, M., and Zhao, H. (2013). FDI Inflow and Human Development: Analysis of FDI's Impact on Host Countries Social Welfare and Infrastructure. *Thunderbird International Business Review*, 55, 3: 285–298, May/June.
- Chao, C.-H., Kim, S. H., & Zhao, H. (. (2012). Performance implications of MNEs' diversification strategies and institutional distance. *Thunderbird International Business Review*, 54, 667-681.
- Luo, Y., Zhao, H., Wang, Y. & Xi, Y. (2011). Venturing abroad by emerging market enterprises: A test of dual strategic intents. *Management International Review*. 51, 433-459. **(Gold)**
- Zhao, H. & Kim. S. (2011). An explorative examination of the social capital and FDI linkage and the moderating role of regulatory quality: A cross-country study. *Thunderbird International Business Review*. 53, 5, 629-646.
- Xe, H., Zhao, H., Xie, Q. & Arnold, M. (2011). On the determinants of post-entry strategic positioning of foreign firms in a host market: A "Strategy Tripod" perspective. *International Business Review*. 20, 4, 477-490. **(Gold)**
- Suh, T., Bae, M., Kim, S.H., & Arnold, M., (2010). A multi-level investigation of international marketing projects: The roles of experiential knowledge and creativity on performance. *Industrial Marketing Management*, 39, 211-220. **(Silver)**
- Luo, Y. & Zhao, H. (2009). Doing business in a transitional society: Economic environment and relational political strategy for multinationals. *Business & Society*, 8, 519-549.
- Ju, M. & Zhao, H. (2009). Behind organizational slack and firm performance in China: the moderating role of ownership and competitive intensity. *Asia-Pacific Journal of Management*, 26, 701-717. **(Silver)**
- Suh, T.W., Kim, S.H. Kim & Zhao, H. (2009). A Multi-Level investigation of international marketing projects: The role of experiential knowledge and creativity in performance. *Industrial Marketing Management*, 3(2): 211-220. **(Silver)**
- Magnusson, P., Hass, S. & Zhao, H. (2008). A branding strategy for emerging market firms entering developed markets. *Journal of International Consumer Marketing*, 20(3): 95-107.
- Zhao, H., & Hsu, V. (2007). Social ties and foreign market entry: An empirical inquiry. *Management International Review*, 47(6):815-845. **(Gold)**
- Zhao, H., Suh, T., Kim, S. & Du, J. (2007). Social institutional explanation of global internet diffusion: Across-country analysis. *Journal of Global Information Management*, 15(2): 28-51. **(Gold)**
- Nitish S., Georg, F.T, Zhao, H. & Boughton, P.D. (2006). A cross-cultural analysis of German, Chinese and Indian consumers' perception of web site adaptation, *Journal of Consumer Behavior*, 5(1); 56-69.
- Zhao, H., Tong, X. & Zhu, J. (2005). Technology sourcing types and innovative capability: an empirical study of manufacturing firms in Singapore. *Journal of High Technology Management Research*, 16(2): 209-224.
- Luo, Y., Zhao, H., & Du, J. (2005). The internationalization speed of E-Commerce companies: An empirical analysis. *International Marketing Review*, 22(6):693-710. **(Gold)**
- Singh, N., Zhao, H. & Hu, X. (2005). Analysing the cultural content of websites: Across national comparison of China, India, Japan, and US. *International Marketing Review*, 22(2):129-147. **(Gold)**
- Zhao, H & Luo, Y. (2005). Antecedents of knowledge sharing with peer subsidiaries in other countries: A perspective from subsidiary managers in a foreign emerging market. *Management International Review*, 45(1): 71-98. **(Gold)**
- Singh, N., Zhao, H. & Hu, S. (2005). Cultural adaptation on the web: A study of American

companies domestic and Chinese websites. *Journal of Global Information Management*, 22(2): 129-147. (**Silver**)

Zhao, H., Luo, Y. & Suk, T. (2004). Transaction cost determinants and ownership-based entry mode: a meta analytical review. *Journal of International Business Studies*, 35(6): 524-544. (**Diamond**)

PAPER PRESENTED (since 2011)

Zhao, H. (2016). Does entry mode matter in firm performance? International Business and Management Conference, Prague, Czech Republic. Nov. 11-12.

Ma, J. & Zhao, H. (2015). Power makes voice: Political capital and corporate voice, *Academy of Management Annual Conference*, (August 11), Vancouver, Canada.

Ma, J., Zhao, H. & Yang, J. (2015). Institutional distance, social ties, trustworthiness and performance: Evidence from China. *Academy of International Business* (June 27), Bangalore, India.

Zhao, H., Ma, J. Yang, J. (2014). Ownership-based entry mode, political strategy and performance: A moderated-mediating explanation. *Academy of International Business*, Vancouver, Canada, June 25.

Ju, M., Zhao, H. & Wang, T. (2014). The Changing value of relational governance and control mechanisms. *Academy of International Business*, Vancouver, Canada, June 24.

Ju, Min, Zhao, H. & Wang, T. (2013). The boundary conditions of relational governance: A 'Strategy Tripod' perspective. *Academy of International Business*, Istanbul, Turkey July 3-6.

Zhao, H., Ma, J. & Kim, S. (2013). The impact of institutional imprinting on in Turkey July 3-6.

Cowden, B. & Zhao, H. (2012). Regulatory focus and the venture types. *Academy of Management Annual Conference*, Boston, USA.

Zhao, H. & Rong, W. (2011). Academy of International Business Annual Conference, A sensemaking approach to corporate social responsibility in emerging market: Is Guanxi a missing link?" *Academy of International Business*, Japan.

RESEARCH IN PROGRESS

- Managerial spillover, management innovation, and firm performance under review at *Management International Review*.
- On the impacts of social value orientation on CSR and the moderating role of stakeholder pressures: A cross-country study.

EDITORSHIP

- Editorial Board Member, *Management International Review* since 2013.
- Consulting Editor, *Multinational Business Review* since 2002.
- Founding Editorial Board Member, International Academy of E-Business since 2001.

SERVICES (selected)

At school

- Member Steering Committee for PhD program
- Member of Rank & Tenure committee
- Member of Research & Scholarship committee

For academic organizations

- ad hoc reviewer for: *Academy of Management Journal*, *Journal of International Business Studies*, *Strategic Management Journal*, *Journal of Management*, *Management International Review*, *Journal of Business Venturing*, *Journal of Business Research*, and *Journal of International Marketing*.