

Robert M. Salomon

Stern School of Business
New York University
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ACADEMIC POSITIONS

- 2005-present **New York University**, Stern School of Business
Associate Professor of Management (2008-present)
Assistant Professor of Management (2005-2008)
- 2002-2005 **University of Southern California**, Marshall School of Business
Assistant Professor of Management

EDUCATION

- 2002 **New York University**, Stern School of Business
Ph.D. in International Business and Management
M.Phil., International Business and Management (2000)
- 1995 **University of Michigan**, Ross School of Business
B.B.A., Finance

HONORS AND AWARDS

- Nominated: NYU Stern Professor of the Year, 2010
- Finalist: AOM Emerald Best Symposium Award, 2010
- Winner: IABS Best Published Article Award, 2006
- Winner: Haynes Best Paper Prize, AIB, 2003
- Finalist: Gunnar Hedlund Medal, EIBA, 2003
- Winner: Barry M. Richman Dissertation Award, AOM, 2003
- Finalist: Richard N. Farmer Dissertation Award, AIB, 2003
- Winner: Newman Dissertation Prize, Academy of Management Meetings, 2002
- Runner-up: INFORMS/Organization Science Dissertation Competition, 2001-02
- Nominated: Best Paper, Academy of Management Meetings – IM Div., 2008
- Nominated: Best Paper, Academy of Management Meetings – IM Div., 2003
- Nominated: Best Paper, Academy of Management Meetings – TIM Div., 2003
- Nominated: Best Paper, Academy of Management Meetings – SIM Div., 2002
- Dean's Commendation for "Excellence in Teaching", USC, 2003
- Dean's Commendation for "Excellence in Teaching", NYU, 2000, 2006
- Nichols Fellowship (competitive fellowship), New York University, 2001
- Taggart Fellowship (competitive fellowship), New York University, 2001

- Marcus Nadler Fellowship, New York University, 1997-2000
- Nominee: Rhodes and Marshall Scholarship Competitions, 1995
- Magna Cum Laude Graduate, University of Michigan, 1995
- Dean's List, University of Michigan, 1992-1995
- University of Michigan Undergraduate Scholar, 1991-1995

REFEREED PUBLICATIONS

Salomon, R. & B. Jin. 2010. Do Leading or Lagging Firms Learn More from Exporting? *Strategic Management Journal*, 31 (10): 1088-1113.

Martin, X., R. Salomon & Z. Wu. 2010. The Institutional Determinants of Location Choice: An Examination of Agglomeration in the Global Semiconductor Industry. *Industrial and Corporate Change*, 19 (6): 1769-1800.

Salomon, R. & X. Martin. 2008. Learning, Knowledge Transfer and Technology Implementation Performance: A Study of Time-to-Build in the Global Semiconductor Industry. *Management Science*, 54 (7): 1266-1280.

Salomon, R. & B. Jin. 2008. Does Knowledge Spill to Leaders or Laggards? Exploring Industry Heterogeneity in Learning by Exporting. *Journal of International Business Studies*, 39 (1): 132-150.

Barnett, M. & R. Salomon. 2006. Beyond Dichotomy: The Curvilinear Relationship Between Social Responsibility and Financial Performance. *Strategic Management Journal*, 27: 1101-1122.

Mayer, K. & R. Salomon. 2006. Capabilities, Contractual Hazards, and Governance: Integrating Resource-based and Transaction Cost Perspectives. *Academy of Management Journal*, 49 (5): 942-959.

Salomon, R. 2006. Spillovers to Foreign Market Participants: Assessing the Impact of Export Strategies on Innovative Productivity. *Strategic Organization*, 4(2): 135-164.

Salomon, R. & J. M. Shaver. 2005. Export and Domestic Sales: Their Interrelationship and Determinants. *Strategic Management Journal*, 26: 855-871.

Salomon, R. & J. M. Shaver. 2005. Learning by Exporting: New Insights from Examining Firm Innovation. *Journal of Economics and Management Strategy*, 14 (2): 431-460.

Martin, X. & R. Salomon. 2003. Tacitness, Learning, and International Expansion: A Study of Foreign Direct Investment in a Knowledge-intensive Industry. *Organization Science*, 14 (3): 297-311.

Martin, X. & R. Salomon. 2003. Knowledge Transfer Capacity: Implications for the Theory of the Multinational Corporation. *Journal of International Business Studies*, 34: 356-73.

Barnett, M. & R. Salomon. 2003. Throwing a Curve at Research on Socially Responsible Investing: A New Pitch at an Old Debate. *Organization and Environment*, 16 (3): 381-89.

REFEREED CONFERENCE PROCEEDINGS

Salomon, R. & Z. Wu. 2008. When in Rome? Examining the Institutional Determinants of Agglomeration for Foreign Entrants. In *Best Paper Proceedings of the Academy of Management*.

Salomon, R. & J. M. Shaver. 2003. Can Firms Learn from Exporting? A New Perspective. In *Best Paper Proceedings of the Academy of Management*.

Salomon, R. & X. Martin. 2003. Technology Transfer and Implementation: Exploring the 'Time-to-Build' Fabrication Facilities in the Global Semiconductor Industry. In *Best Paper Proceedings of the Academy of Management*.

Barnett, M. & R. Salomon. 2002. Unpacking Social Responsibility: The Curvilinear Relationship between Social Performance and Financial Performance. In *Best Paper Proceedings of the Academy of Management*.

BOOKS

Salomon, R. 2007. Learning from Exporting: New Insights, New Perspectives. Cheltenham, UK: Edward Elgar.

BOOK CHAPTERS & OTHER PUBLICATIONS

Garcia-Perez, F., B. Jin & R. Salomon. 2011. El Efecto de la Inversión Directa Extranjera Recibida Sobre la Actividad Innovadora de las Empresas Locales. In ICEX (ed.), *Claves de la Economía Mundial, 11th Edition*, Ministry of Industry Publications, Spain.

Bae, J. H. & R. Salomon. 2010. Institutional Distance and International Business Research. In T.M. Devinney, T. Pedersen, & L. Tihanyi (eds.), *Advances in International Management: The Past, Present and Future of International Business and Management*. 23, New York: Emerald.

Salomon, R. & Z. Wu. 2007. The Institutional and Cultural Determinants of Location Choice. In Stephen Tallman (ed.) *A New Generation in International Strategic Management*. Cheltenham, UK: Edward Elgar.

Salomon, R. & J. M. Shaver. 2004. The Effects of Exporting on Firm Innovation. In M. A. Trick (ed.) *Global Corporate Evolution: Looking Inward or Looking Outward?* Pittsburgh, PA: Carnegie Mellon University Press.

Martin, X. & R. Salomon. 2002. When Should Firms Leverage Knowledge through Cooperative Entry Modes? Implications of Knowledge Tacitness and Transfer Capacity. In F. Contractor and P. Lorange (eds.) *Cooperative Strategies and Alliances*. London, UK: Elsevier Science.

Salomon, R. 2006. Bridging the Divide – Information and Communications Technologies: The Missing Piece in the Globalization Puzzle? *SAP INFO*, No. 138.

Barnett, M. & R. Salomon. 2003. Opening the Screen Door Toward a Middle Ground on Socially Responsible Investing. *The Corporate Citizen*, 3 (2): 16-20.

WORKING PAPERS

“Institutional Distance and Local Isomorphism Strategy: Foreign Investment in the U. S. Banking Industry,” 2nd Revise and Resubmit at *Journal of International Business Studies*, with Zheyang Wu.

“Does it Pay to be Really Good? Addressing the Shape of the Relationship between Social and Financial Performance” Under 2nd Review at *Strategic Management Journal*, with Michael Barnett.

“Does Inward Foreign Direct Investment Increase the Innovative Productivity of Local Firms?” Revise and Resubmit at *Research Policy*, with Francisco Garcia-Perez and Byungchae Jin.

“When in Rome? Exploring the Agglomeration Patterns of Foreign Entrants in the Global Semiconductor Industry” Revise and Resubmit at *Journal of International Business Studies*, with Xavier Martin and Zheyang Wu

“Signaling, Cheap Talk, and the Cost of Crying Wolf: How Informal Institutions Govern Publicity Activity?” in preparation for submission to *Academy of Management Journal*, with Mark Kennedy and Edward Zajac.

“Medal Performance Convergence at the Olympic Games: Knowledge Spillovers versus Learning-by-Doing,” in preparation for submission to *Journal of Development Economics*, with Jin-Hyun Bae.

“Bias in Judging? Evidence from the Olympic Games,” in preparation for submission to *Administrative Science Quarterly*, with Jin-Hyun Bae and Dave Waguespack.

“Institutional Distance, Local Isomorphism, and Foreign Subsidiary Performance,” in preparation for submission to *Strategic Management Journal*, with Zheyang Wu.

“Inward FDI, Firm Heterogeneity, and Firm Innovation,” in preparation for submission to *Strategic Management Journal*, with Francisco Garcia-Perez and Byungchae Jin.

TEACHING EXPERIENCE

PROFESSOR, *Strategy / Corporate Strategy / International Business Management*

Dean’s Commendations for “Excellence in Teaching” – 2000, 2003, 2006

Nominated for NYU Stern Professor of the Year, 2010

Teaching Ratings:

- Fall 2000: Overall teaching rating: 6.6/7.0
- Spring 2003: Average teaching rating: 4.7/5.0
- Spring 2004: Average teaching rating: 4.5/5.0
- Spring 2005: Average teaching rating: 4.8/5.0
- Spring 2006: Overall teaching rating: 6.7/7.0
- Spring/Summer 2007: Overall teaching rating: 6.5/7.0
- Spring 2008: Overall teaching rating: 6.5/7.0
- Fall 2008: Overall teaching rating: 6.3/7.0
- Fall 2009/Winter 2010: Overall teaching rating: 6.5/7.0
- Fall 2010: Overall teaching rating: 6.3/7.0

DOCTORAL COMMITTEE MEMBERSHIP

- Zheyang Wu (Co-Chair), Management, USC, placed at Tilburg University
- Jin-Hyun Bae (Chair), Management, Stern School of Business
- Andrea Prado, Management, Stern School of Business
- Byungchae Jin, Management, Smith School of Business, University of Maryland
- Ji-Hyun Kim, Management, Stern School of Business
- Jose Perrea, Economics Department, USC

PRESENTATIONS

Academy of International Business

Academy of Management

Anderson School of Management, UCLA

Atlanta Competitive Advantage Conference (ACAC)

Baruch College, City University of New York

Bocconi University

Boston University

Carnegie Mellon University

Columbia Business School

Consortium on Competitiveness and Competition (CCC)

Fuqua School of Business, Duke University

George Washington University

Harvard Business School

Harvard International Business Conference

Hebrew University
HEC Paris
INFORMS Organization Science Conference
International Association of Business and Society
Israel Strategy Conference
London Business School
Marshall School of Business, USC
Ross School of Business, Michigan
Rutgers University
Saïd School of Business, Oxford University
Smith School of Business, University of Maryland
Smith Entrepreneurship Research Conference
Sorbonne International Conference on Multinational Firms
Stern School of Business, NYU
Strategy Research Forum (SRF)
Temple University
The Wharton School, University of Pennsylvania
Tilburg University
Tuck School of Business, Dartmouth
University of Washington
Washington University
Wharton Technology Conference

PROFESSIONAL SERVICE AND MEMBERSHIPS

Reviewing:

- Editorial Review Board, *Academy of Management Journal*
- Editorial Review Board, *Journal of International Business Studies*
- Editorial Review Board, *Strategic Management Journal*
- Ad Hoc Reviewer, *Management Science*
- Ad Hoc Reviewer, *Organization Science*
- Ad Hoc Reviewer, *Journal of Economics Behavior and Organization*
- Ad Hoc Reviewer, *Review of Industrial Organization*
- Ad Hoc Reviewer, *Administrative Science Quarterly*
- Reviewer, Academy of International Business, 1999-2005 meetings
- Reviewer, Academy of Management 1999-2005 meetings
- Reviewer, Israel Strategy Conference 2007-2010 meetings
- Member, Academy of Management, Academy of International Business, Strategic Management Society, Strategy Research Forum

Committees:

- Executive Committee Member (elected), TIM Division, Academy of Management
- Executive Committee Member (elected), IB, Strategic Management Society
- Executive Committee Member, Strategy Research Forum
- Division Chair, Knowledge and Innovation Management, AIB 2011
- Organizing Committee (Doctoral Consortium), Israel Strategy Conference

- Ph.D. Committee, University of Southern California, 2003-2005
- Ph.D. Committee, New York University, 2006-2007, 2009-2010
- Recruiting Committee, New York University, 2007-2010
- Research Committee, New York University, 2010
- Curriculum Committee, New York University, 2005, 2011
- NYU Stern Task Force on Doctoral Programs, 2010
- NYU Stern Task Force on Research Centers, 2010

Panels:

- Panelist and Featured Speaker, Symposium on Institutional Distance in International Business Research, IM Division, AOM 2010
- Panelist and Featured Speaker, Symposium on Cross-industry, Cross-border Research, BPS and IM Divisions, Academy of Management 2004
- Panelist, PDW on Frontiers of International Business Research, AOM 2010
- Faculty Panelist, Israel Strategy Conference Doctoral Consortium
- Faculty Panelist, TIM Division Doctoral Consortium
- Discussant, IM Division, Academy of Management 2005, 2007, 2010
- Discussant, Academy of International Business 2006, 2007