

Robert M. Salomon

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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

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
- 2000-2002 **New York University**, Stern School of Business
Instructor

RESEARCH INTERESTS

My research investigates how firms expand internationally, and how those expansion decisions subsequently affect firm performance. Topics of current interest include:

- Impacts of knowledge-based assets on international expansion
- Entry mode selection and location decisions
- Knowledge transfer across international borders
- The influence of entry mode decisions on firm profit and innovation

TEACHING INTERESTS

- International Business Strategy
- Strategic Management
- Technology and Innovation Management

HONORS AND AWARDS

- 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. & 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

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 Michael 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.

PAPERS UNDER REVIEW

Salomon, R. & B. Jin. 2008. Do Leading or Lagging Firms Learn More from Exporting? Under 3rd Review at *Strategic Management Journal*

Martin, X., R. Salomon & Z. Wu. 2008. The Institutional Determinants of Location Choice: An Examination of Agglomeration in the Global Semiconductor Industry. Revise and Resubmit at *Industrial and Corporate Change*

WORKING PAPERS

“When in Rome? Exploring the Agglomeration Patterns of Foreign Entrants in the Global Semiconductor Industry,” in preparation for submission to *Strategic Management Journal*, with Xavier Martin and Zheyong Wu.

“Institutional Distance and Local Isomorphism Strategy: Foreign Investment into the U. S. Banking Industry,” in preparation for submission to *Academy of Management Journal*, with Zheyong Wu.

“The Role of Heterogeneity in Technology Transfer Capacity: Time-to-Build as a Strategic Consideration,” in preparation for submission to *Strategic Management Journal*, with Xavier Martin.

“Seek or Conquer? Technology, Technology Spillovers, and Competitive Interaction as Determinants of Location Decisions for Multinational Corporations,” in preparation for submission to *Journal of International Business Studies*, with Xavier Martin and J. Myles Shaver.

“Knowledge Diffusion and Convergence: Medal Performance at the Olympic Games,” in preparation for submission to *Journal of International Economics*, with Jin-Hyun Bae.

PRESENTATIONS

Institutional Determinants of Location Choice...

- Academy of Management, Atlanta, GA, 2006
- Academy of International Business, Beijing, 2006
- Stern School of Business Management Seminar, 2006
- Columbia Business School Management Seminar, 2007
- Fuqua School of Business (Duke University) Strategy Seminar, 2008
- Tuck School of Business (Dartmouth College) Strategy Seminar, 2008

When in Rome...

- University of Southern California Management Seminar, 2005
- Academy of International Business, Milan, 2008
- Academy of Management, Anaheim, 2008
- Israel Strategy Conference, Tel-Aviv, 2008
- London Business School Strategy Seminar, 2009

Technology Transfer and Implementation...

- Anderson School of Business (UCLA) Management Seminar, June 2005
- Stern School of Business Management Seminar, January 2005
- Strategy Research Forum, Toronto, ONT, May 2004
- Academy of Management, Seattle, WA, 2003
- Academy of International Business, Monterey, CA, 2003
- University of Southern California Management Seminar, Oct. 2003

Learning by Exporting/Spillovers to Foreign Market Participants...

- University of Minnesota Marketing Seminar, 2003
- Carnegie Mellon Bosch Institute, 2003
- Harvard Business School Strategy Seminar, 2002
- The Wharton School International Business Seminar, 2002
- University of Washington Management Seminar, 2002
- Washington University Strategy Seminar, 2002
- University of Michigan International Business Seminar, 2002
- University of Southern California Management Seminar, 2002
- Boston University Strategy & Policy Seminar, 2001
- Bocconi University Management Seminar, 2001

Knowledge Transfer Capacity...

- Academy of Management, Toronto, ONT, 2000
- Academy of International Business, Phoenix, AZ, 2000
- Sorbonne International Conference on Multinational Firms, Paris, FR, 1999
- Academy of Management, Chicago, IL, 1999
- Academy of International Business, Charleston, SC, 1999

Tacitness, Learning, and International Expansion...

- Academy of Management, Denver, CO, 2002
- Academy of International Business, San Juan, PR, 2002

Beyond Dichotomy...

- Academy of Management, Denver, CO, 2002
- International Association of Business and Society, Sedona, AZ, 2001

TEACHING EXPERIENCE

PROFESSOR, *Corporate Strategy / International Business Management*
Stern School of Business, NYU

Corp. Strategy – Core MBA course, 110 students across 2 sections

Int'l Bus. Mgmt. – Elective undergrad course, 57 students across 2 sections

Dean's Commendations for "Excellence in Teaching"

- Fall, 2000: Overall teaching rating: 6.6/7.0
- 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

PROFESSOR, *Managerial Decision Making and Planning*
Marshall School of Business, USC

Core Corporate Strategy course, 142-144 students across 3 sections

Dean's Commendation for "Excellence in Teaching"

- 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

PROFESSIONAL SERVICE AND MEMBERSHIPS

Reviewing:

- Editorial Review Board, *Academy of Management Journal*
- Editorial Review Board, *Journal of International Business Studies*
- Reviewer, *Strategic Management Journal*
- Ad Hoc Reviewer, *Management Science*
- Ad Hoc Reviewer, *Organization Science*
- Ad Hoc Reviewer, *Review of Industrial Organization*
- Reviewer, Academy of International Business, 1999-2005 meetings
- Reviewer, Academy of Management 1999-2005 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
- Organizing Committee (Doctoral Consortium), Israel Strategy Conference
- Ph.D. Committee, University of Southern California, 2003-2005
- Ph.D. Committee, New York University, 2006-2007
- Recruiting Committee, New York University, 2007-2009

Panels:

- Panelist and Featured Speaker, Symposium on Cross-industry, Cross-border Research, BPS and IM Divisions, Academy of Management, New Orleans, 2004
- Discussant, IM Division, Academy of Management, Honolulu, 2005
- Discussant, IM Division, Academy of Management, Philadelphia, 2007

DOCTORAL COMMITTEE MEMBERSHIP

- Jose Perrea, USC – Economics Department, Proposal Committee
- Andrea Prado, Management, Stern School of Business
- Byungchae Jin, Management, Smith School of Business, University of Maryland
- Zheyang Wu, Management, Marshall School of Business (Co-Chair)