

ALEX EAPEN

The University of Sydney Business School
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EDUCATION

PhD in Business (June 2007)

CentER Graduate School, Tilburg University, The Netherlands

Dissertation Committee: Profs. Jean-Francois Hennart (Chair), Xavier Martin, Filippo Wezel, Niels Noorderhaven, Beth Rose

Dissertation title: “Essays on International Market Entry: Strategic Alliance Governance and Product Segment Entry”

- Finalist for the *Gunnar Hedlund Dissertation Award*, 2007

- *Best Dissertation Proposal Award*, Academy of International Business, UK, 2003

Masters in Business Economics (January 2000)

Tilburg University, The Netherlands & Cochin University, India

With distinction and University topper

B.A in Economics (July 1997)

Mahatma Gandhi University, Kerala, India

With distinction and University second rank

ACADEMIC POSITIONS

2010 - : Lecturer (Assistant Professor) in International Business and Program Director, Master of International Business (MIB), The University of Sydney Business School, Australia

2005 - : Lecturer (Assistant Professor) in International Business, The University of Sydney Business School, Australia

2002 - 2005: Doctoral student, Tilburg University, The Netherlands

2000 - 2002: Research Associate, Development Research Institute (IVO), The Netherlands

AWARDS AND HONOURS

1. One of the four finalists for the *Gunnar Hedlund Award* given by the Stockholm School of Economics for the best PhD thesis in the world in the field of International Business (2007)
2. *Verity International Award* for the overall outstanding paper in the

field of Management published in the Canadian Journal of Administrative Sciences (2009)

3. Best Reviewer, Academy of International Business Annual Meeting, Nagoya, Japan (2011). There were only twenty scholars selected for this honour from the 1160 who reviewed papers for the conference
4. Best research paper awards at the Australia New Zealand International Business Academy Annual conference (2006, 2010)
5. Best dissertation proposal award, Academy of International Business Doctoral Colloquium, UK (2003)
6. Jan Tinbergen Scholarship awarded by NUFFIC - Netherlands organization for International Co-operation in Higher Education (1999)
7. AIACHE Scholar Award awarded by the All India Association for Christian Higher Education to few selected students with exceptional academic potential (1994 - 1997)

RESEARCH INTERESTS

Phenomena: Knowledge spillovers among firms (particularly FDI spillovers, i.e., spillovers from foreign to domestic firms), technology upgrading in emerging market firms, entry (via strategic alliances) and evolution of foreign MNEs in host markets

Theoretical lenses: Transaction cost theory for my work on strategic alliances, but also sociologically-oriented perspectives, e.g., social network theory, for my work on knowledge spillovers

Methodologies used: Quantitative analysis, survey, simulation modelling

PUBLICATIONS AND MANUSCRIPTS UNDER REVISION

1. Eapen, A. (forthcoming). Social Structure and Technology Spillovers from Foreign to Domestic Firms. *Journal of International Business Studies*.
 - 2010 journal impact factor: 4.184
 - Journal rank (JCR Social Science Edition): 3/101 in Business and 8/140 in Management

2. Eapen, A., & Krishnan, R. 2009. Conform or Rebel: When Does Keeping to the Rules Enhance Firm Performance? *Canadian Journal of Administrative Sciences*, 26: 95-108.
-*Verity International Award* for the overall outstanding paper in the field of Management
-*Most downloaded paper* from the journal in 2010
3. Eapen, A. FDI Spillover Effects in Incomplete Datasets (Revise-and-resubmit at *Journal of International Business Studies*)
4. Wang, S. & Eapen, A. Banking Sector Foreign Direct Investment and Productivity Growth in Chinese Firms, 1999 - 2006 (Revise-and-resubmit at *Journal of International Business Studies*)
5. Eapen, A. 2010. Delivering High Quality, Individualized Feedback Reports to Large Classes of Students. *Synergy*, 30: 69-74. (Teaching publication)

MANUSCRIPTS UNDER REVIEW

1. Eapen, A. & Hennart, J-F. Are Appropriability Hazards or Information Costs Driving the Choice between Licensing and Joint Ventures in Technology Upgrading? Evidence from India (Under review at *Asia Pacific Journal of Management*)

OTHER MANUSCRIPTS (WORK-IN-PROGRESS)

1. Eapen, A. & Krishnan, R. Is Opportunism Really Redundant in the Theory of the Multinational Enterprise? An Empirical Test
Target journal: *Organization Science*
Status: First draft completed and sent out for friendly peer review
2. Eapen, A. & Hennart, J-F. Momentum, Multi-segment Competition, Density Dependence, and Entry Deterrence: Product Segment Entry in the US Automobile Industry, 1980-2008
Target journal: *Strategic Management Journal*
Status: Being prepared for submission
3. Eapen, A. Social Structure and FDI Spillovers: A Computational Agent Based-Model
Target journal: *Academy of Management Journal*

Status: Preliminary modelling and data collection in progress.

SELECTED CONFERENCE PRESENTATIONS

“FDI Spillover Effects in Incomplete Datasets”:

- Academy of International Business Annual Conference, Nagoya, Japan (2011)
- Australia New Zealand International Business Academy annual conference, Melbourne (2011)

“Do Foreign Banks Really Lend a Hand? Banking Sector FDI and Productivity Growth in Chinese Firms, 1999 - 2006”:

- Australia New Zealand International Business Academy annual conference, Sydney (2010) (*Best paper Award*)

“Social structure, inertia and technology spillovers from foreign to domestic firms”:

- Academy of International Business Annual Conference, San Diego, USA (2009)
- Academy of Management Annual Conference, Chicago, USA (2009)

“Boundaries of density dependence: Foreign market entry in the US automobile industry, 1986-2003”:

- Academy of International Business Annual Conference, Indianapolis, USA (2007)

“Foreign firms market segment entry the US automobile industry, 1986-2003”:

- Academy of International Business Annual Conference, Beijing (2006)
- Academy of Management Annual Conference, Atlanta, USA (2006)
- Australia New Zealand International Business Academy annual conference, Wellington, New Zealand (2006) (*Best paper Award*)

REVIEWING ACTIVITIES

Ad-hoc reviewer for:

- Journal of International Business Studies (JIBS)
- Journal of Management Studies (JMS)
- Journal of World Business (JWB)
- Canadian Journal of Administrative Sciences (CJAS)
- Journal of Economic Geography (JEG)

TEACHING EXPERIENCE

Courses taught:

1. International Strategic Alliances (undergraduate and masters levels)
Typical class size: 150 – 200 students
Domestic postgraduate students usually have solid business work experience. Past students have included employees of KPMG, Aon Insurance, Ernest & Young, Fuji-Xerox, IBM, and FedEx.
Recent student evaluations: 4.30 (out of 5) for undergrad and 4.21 (out of 5) for masters
Scores on specific items on classroom teaching: 4.33 (out of 5) for undergrad and 4.49 (out of 5) for masters
2. Regression Analysis using Stata (Honours-level module)
Class size: usually less than 10 students (The honours program is highly selective)
Recent student evaluations: Not available.
3. Global Business Management (Masters level)
Will be taught in 2012.
4. International Management (Masters level)
(Co-taught at the Dept. of Organization & Strategy, Tilburg University, The Netherlands during Fall 2002, 2003)
Taught portions related to International Strategy, Alliances, Joint Ventures, Acquisitions, and Franchising

Teaching leadership:

1. Program Director, Master of International Business (2010-)
 - Constituted an advisory board consisting of executives from Boston Consulting Group, ANZ Bank, WIPRO Australia, AUSTRADE, and the Australian Institute of Export (AIEX)
 - Oversaw a complete revision of the curriculum to reposition the program competitively. Got buy-in for the curriculum changes from various Business School academic curriculum committees
 - Strengthened the linkages within the program with industry
2. Part of the Business School leadership team (on invitation from the Associate Dean, Teaching and Learning) that attended the AACSB forum on Applied Assurance of Learning, 10-11 July, Melbourne

3. Coordinator for the Honours year program in International Business (2007, 2008). This was the first year the program was offered, so my role included setting up the curriculum from scratch, as well as overseeing its delivery

Teaching scholarship & Innovation:

1. Developed innovative software for delivering high-quality feedback to large cohorts of students
 - This resulted in a thirty percentage point increase in student satisfaction with feedback in my classes
 - Was showcased one of the innovative practices of the Business School at the University of Sydney (International) Learning and Teaching Forum (Nov 2010)
2. Teaching publication: Eapen, A. 2010. Delivering High Quality, Individualized Feedback Reports to Large Classes of Students. *Synergy*, 30: 69-74.
3. Successfully completed a course on “Principles and Practice of Teaching and Learning in Higher Education” at University of Sydney

RESEARCH SUPERVISION

- Rhys Pogonoski
“Foreign Direct Influence on Corruption”
(Honours year thesis, November 2011)
- Markus Hausberger (currently at KPMG, Munich)
“The Effects of Group Affiliation on FDI Spillover Effects in India”
(Masters Diploma thesis, University of Innsbruck, Austria)
- Susan Wang (currently at ANZ Bank)
“Foreign Investment in China’s Banking Sector: Are there Spillovers?”
(Honours year thesis, November 2010)
- Si Min Foo
“FDI inflows, Catalysts, and Performance: How do Domestic Firms, Governments and MNCs influence Performance of Local Firms?”
(Honours year thesis, November 2007)

PROFESSIONAL SERVICE

- Conference co-chair, Academy of International Business (AIB) Australia-New Zealand Chapter annual conference, Sydney (December 2008)
- Research Ethics Committee University of Sydney Business School (2007, 2008)
- Special considerations committee, University of Sydney Business School (until 2009)
- Coordinator, Honours-year program in International Business (2007, 2008)
- Program Director, Master of International Business (2010 -)

REFERENCES

Available upon request

(Resume last revised: January 22, 2012)