

## **Robert M. Salomon**

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### **ACADEMIC POSITIONS**

- 2005-present **New York University**, Stern School of Business  
Vice Dean (2018-present)  
Professor of Management (2018-present)  
NEC Faculty Fellow (2019-present)  
NYU Stern Faculty Scholar (2014-present)  
Faculty Director, EMBA Programs (2016-2019)  
Associate Professor of Management (2008-2018)  
Daniel P. Paduano Faculty Fellow of Business & Ethics (2011-2013)  
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., 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**

- Silver Medal for Outstanding Scholarship, AIB, 2019
- Bright Idea Award, NJPRO, 2019
- AOM IM Division Thought Leader, 2019
- Favorite Professors List, 2018, Poets & Quants
- Best Business Books, 2016, Strategy + Business Magazine
- Best Business Books, 2016, Soundview Executive
- Emerald Citations of Excellence Award, 2015
- JIBS Best Reviewer Award, 2015
- NYU Stern Faculty Scholar Award, 2014
- NYU Stern Faculty Leadership Award, 2013
- AOM IM Division Thought Leader, 2013

- 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, ‘00, ‘06, ’11-17
- 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

Jin, B., F. Garcia & R. Salomon. 2019. Inward Foreign Direct Investment and Local Firm Innovation: The Moderating Role of Technological Capabilities. *Journal of International Business Studies*, 50 (5): 847-855.

Barnett, M., J. Hartmann, & R. Salomon. 2018. Have You Been Served? Extending the Relationship between Corporate Social Responsibility and Lawsuits. *Academy of Management Discoveries*, 4 (2): 109-126.

Wu, Z. & R. Salomon. 2017. Decomposing the Liability of Foreignness: Regulatory Enforcement Actions Against Foreign Banks in the United States. *Journal of International Business Studies*, 48 (7): 837-861.

Wu, Z., R. Salomon, & X. Martin. 2017. Complex Strategic Choices: A New Approach with an Application to Adaptive Agglomeration Strategies among Foreign Entrants. *Global Strategy Journal*, 7 (3): 286-311.

Wu, Z. & R. Salomon. 2016. Does Imitation Reduce the Liability of Foreignness? Linking Distance, Isomorphism, and Performance. *Strategic Management Journal*, 37 (12): 2441-2462.

Waguespack, D. & R. Salomon. 2016. Quality, Subjectivity, and Sustained Superior Performance at the Olympic Games. *Management Science*, 62 (1): 286-300.

Garcia, F., B. Jin & R. Salomon. 2013. Does Inward Foreign Direct Investment Increase the Innovative Productivity of Local Firms? *Research Policy*, 42: 231-244.

Salomon, R. & Z. Wu. 2012. Institutional Distance and Local Isomorphism Strategy: Foreign Investment in the U.S. Banking Industry. *Journal of International Business Studies*, 43: 343-367.

Barnett, M. & R. Salomon. 2012. Does it Pay to be Really Good? Addressing the Shape of the Relationship between Social and Financial Performance. *Strategic Management Journal*, 33 (11): 1304-1320.

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. 2016. *Global Vision: How Companies Can Overcome the Pitfalls of Globalization*. New York: Palgrave MacMillan.

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

### **BOOK CHAPTERS & OTHER PUBLICATIONS**

Jin, B., F. Garcia & R. Salomon. 2013. Do Host Countries Really Benefit from Inward FDI? *Columbia FDI Perspectives*, No. 98.

Garcia, 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, 11<sup>th</sup> 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**

Miao, Y., R. Salomon, R. & J. Song. Learning from Successful Peers: Technological Catch-up among Asian Laggards. 2<sup>nd</sup> R&R at *Organization Science*.

Salomon, R. & D. Sands. Patterns of Corporate Giving Around CEO Turnover Events. Under Review at *Strategic Management Journal*.

Dorobantu, S., J. Müllner & R. Salomon. The Costs of Distance: Institutional Risks in Project Finance Agreements. In preparation for submission to *Management Science*.

Cho, Y. & R. Salomon. Explaining Dynamics in the Liability of Foreignness: The Relative Roles of Learning by Doing and R&D Investment. In preparation for submission to *Journal of International Business Studies*.

Pyun, L. & R. Salomon. Medal Performance Convergence at the Olympic Games: Knowledge Spillovers and Learning by Doing. In preparation for submission to *Journal of Development Economics*.

## **TEACHING EXPERIENCE**

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

Dean's Commendations for "Excellence in Teaching" – 2000, 2003, 2006, 2010, 2011, 2012, 2013, 2014, 2016, 2017, 2018

Nominated for NYU Stern Professor of the Year, 2010

Teaching Ratings:

- 2000: Overall teaching rating: 6.6/7.0
- 2003: Average teaching rating: 4.7/5.0
- 2004: Average teaching rating: 4.5/5.0
- 2005: Average teaching rating: 4.8/5.0
- 2006: Overall teaching rating: 6.7/7.0
- 2007: Overall teaching rating: 6.5/7.0
- 2008: Overall teaching rating: 6.4/7.0
- 2009: Overall teaching rating: 6.5/7.0
- 2010: Overall teaching rating: 6.3/7.0
- 2011: Overall teaching rating: 6.2/7.0
- 2012: Overall teaching rating: 6.2/7.0
- 2013: Overall teaching rating: 6.4/7.0
- 2014: Overall teaching rating: 6.7/7.0
- 2015: Overall teaching rating: 6.2/7.0
- 2016: Overall teaching rating: 6.6/7.0
- 2017: Overall teaching rating: 6.5/7.0
- 2018: Overall teaching rating: 4.4/5.0
- 2019: Overall teaching rating: 4.9/5.0

## **DOCTORAL COMMITTEE MEMBERSHIP**

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

## **PRESENTATIONS**

Academy of Management, 1999-2018

Academy of International Business, 2000-2016

Anderson School of Management, UCLA, 2005

Atlanta Competitive Advantage Conference, 2006

Baruch College, City University of New York, 2009

Bocconi University, 2015

Boston University, 2001

Columbia Business School, 2005; 2007

Copenhagen Business School, 2008; 2013

Cornell University, 2016

Drexel University, 2012  
European Business School, 2016  
Fuqua School of Business, Duke University, 2008; 2014  
George Washington University, 2010  
Harvard Business School, 2002; 2007  
Hebrew University, 2010  
HEC Paris, 2012  
Global Citizen Forum (with Barack Obama), 2017  
International Business Frontiers Conference, 2010  
IESE Business School, 2015  
Indian School of Business, 2020  
INFORMS, 2001; 2015  
Israel Strategy Conference, 2009; 2010; 2014  
London Business School, 2009; 2011; 2013; 2015  
Marshall School of Business, USC, 2001; 2008  
National University of Singapore, 2012  
Northeastern University, 2016  
NYU Stern School of Business, 2000; 2001; 2005; 2007; 2010; 2014; 2017  
Ohio State University, 2014  
Oxford University, 2012; 2013  
Ross School of Business, Michigan, 2002; 2014; 2017  
Rutgers University, 2006; 2010  
Smith School of Business, University of Maryland, 2012  
Shanghai Connect Conference, 2013  
Strategic Management Society, 2011; 2014  
Strategy Research Forum, 2005; 2008; 2009; 2010  
Tel-Aviv University, 2008  
Temple University, 2011  
The Wharton School, University of Pennsylvania, 2002; 2007; 2011; 2014  
Tilburg University, 2008; 2010; 2011; 2012  
Tuck School of Business, Dartmouth, 2010  
University of Washington, 2001  
University of Illinois, 2014  
Vienna University, 2019  
Washington University, 2002  
Winter Strategy Conference (Utah/BYU) 2017

## **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*
- Editorial Review Board, *Strategy Science*
- Editorial Review Board, *Global Strategy 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*

Committees:

- AMR Committee, NYU Stern Management Department, 2019
- Faculty Council, NYU Stern Center for Sustainable Business, 2016-2018
- NYU Stern Dean's Advisory Committee, 2015-2017
- NYU Stern EMBA Curriculum Review Committee (Chair), 2016-2017
- NYU Stern MSRM Curriculum Review Committee, 2017-2018
- Organizing Committee (Doctoral Consortium), SMS Tel Aviv, 2014
- NYU Stern Ph.D. Coordinator, Management Department, 2012-2014
- NYU Stern ISP Review Committee, 2014-2016
- Executive Committee Member (elected), IB Division, SMS, 2013-2014
- NYU Stern Launch Committee 2010-2013
- Division Chair, Knowledge and Innovation Management, AIB 2011
- NYU Stern Undergraduate Curriculum Committee 2011
- NYU Stern Task Force on Doctoral Programs, 2010
- NYU Stern Task Force on Research Centers, 2010
- Executive Committee Member (elected), TIM Division, AOM, 2007-2009
- Executive Committee Member (elected), KM Division, SMS, 2009-2010
- Executive Committee Member, Strategy Research Forum, 2006-2008
- Organizing Committee (Doctoral Consortium), Israel Strategy Conference
- Ph.D. Committee, NYU & USC, 2003-2007, 2009-2010
- Recruiting Committee, New York University, 2007-2010
- Research Committee, New York University, 2010
- Curriculum Committee, New York University, 2005, 2011