

## SINZIANA DOROBANTU

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### ACADEMIC POSITIONS

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**New York University**, Leonard N. Stern School of Business, New York, NY  
Associate Professor (without tenure), Department of Management and Organizations, 2019-present  
Assistant Professor, Department of Management and Organizations, 2012-2019 (medical leave 2017-18)

### EDUCATION

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**University of Pennsylvania**, The Wharton School and The Lauder Institute, Philadelphia, PA  
Post-doctoral fellow, June 2010-June 2012

**Duke University**, Durham, NC  
M.A. in Economics, 2005  
Ph.D. in Political Science, May 2010  
Dissertation: Political Competition and the Regulation of Foreign Direct Investment

**American University in Bulgaria**, Blagoevgrad 2700, Bulgaria  
B.A. in Political Science/International Relations and Mass Communication, 2001

### RESEARCH

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#### A. Publications in Refereed Journals

- [1] Henisz, Witold, Sinziana Dorobantu and Lite Nartey. 2014. Spinning Gold: The Financial Returns to Stakeholder Engagement. *Strategic Management Journal*. 35(12): 1727-1748. Lead article.
  - \* Academy of Management Proceedings, 2011
  - \* *Finalist*: Best Conference Paper Prize for Practice Implications, SMS Annual Meeting, 2011
  - \* *Finalist*: Robert H. Schaffer Award for Best Paper in Applied International Management, AOM, 2011
- [2] Sinziana Dorobantu, Aseem Kaul, and Bennet Zelner. 2017. Nonmarket Strategy through the Lens of New Institutional Economics: An Integrative Review and Future Directions, *Strategic Management Journal*. 38(1): 114-140.
- [3] Sinziana Dorobantu, Witold Henisz and Lite Nartey. 2017. Not All Sparks Light a Fire: Stakeholder and Shareholder Reactions to Critical Events in Contested Markets, *Administrative Science Quarterly* 62(3): 561-597.
  - \* *Winner* of the Dale E. Zand Best Paper Award in Management, Stern School of Business, 2016
- [4] Sinziana Dorobantu and Kate Odziemkowska. 2017. Valuing Stakeholder Governance: Property Rights, Community Mobilization and Firm Value. *Strategic Management Journal*. 38(13): 2682-2703.
  - \* Academy of Management Proceedings, 2016
  - \* *Winner* of the Outstanding Paper Award, Alliance for Research on Corporate Sustainability, 2017
- [5] Lite Nartey, Witold Henisz and Sinziana Dorobantu. 2018. Status Climbing vs. Bridging: Multinational Stakeholder Engagement Strategies. *Strategy Science*. 3(2): 367-392.
  - \* *Winner* of the 2018 Ralph Gomory Best Industry Studies Paper Award, Industry Studies Association
- [6] Sinziana Dorobantu and Jakob Müllner. 2019. Debt-Side Governance and the Geography of Project Finance Syndicates. *Journal of Corporate Finance*, 57:161-179. Special issue on "Corporate Governance of a Multinational Enterprise: Firm, Industry and Institutional Perspectives."
  - \* Academy of Management Proceedings, 2016
  - \* *Finalist*: Alan M. Rugman Most Promising Scholar Award, AIB 2016 Annual Meeting
- [7] Sinziana Dorobantu, Thomas Lindner and Jakob Müllner. Political Risk and Alliance Diversity: A Two-Stage Model of Partner Selection in Multipartner Alliances. *Forthcoming*, *Academy of Management Journal*.
  - \* Academy of Management Proceedings, 2016
  - \* *Winner* of the Dale E. Zand Best Paper Award in Management, Stern School of Business, 2018

- [8] Sinziana Dorobantu and Kate Odziemkowska. Contracting Beyond the Market. Conditionally accepted, *Organization Science*.  
\* Academy of Management Proceedings, 2019

## **B. Working Papers (including papers under review)**

- [9] A Participatory Approach to Stakeholder Engagement: Defining a Hierarchy of Strategic Action (with Lite Nartey and Witold Henisz). Revise & Resubmit, *Strategic Management Journal*.  
\* *Winner*: Best Conference Paper Prize, SMS Annual Meeting, 2013  
\* *Finalist*: Best Conference Paper for Practice Implications Prize, SMS Annual Meeting, 2013
- [10] Electoral Uncertainty and Multinational Entry (with Martin Fraissler, Jakob Müllner and Jonas Puck). Working paper.  
\* Academy of Management Best Paper Proceedings, 2019  
\* *Winner* of the Best Conference Paper Award, Academy of International Business, 2019  
\* *Distinguished Paper Award*, Academy of Management Strategy Division, 2019  
\* *Nominated* for the Carolyn B. Dexter Award, Academy of Management, 2019
- [11] Pricing Institutional Distance: Evidence from Project Finance in Different Institutional Environments (with Jakob Müllner and Robert Salomon). Working paper.
- [12] Political Context, Social Movements, and Uber's Challenges in Different Markets. Working paper.  
\* *Nominated* for the Best Conference Paper Prize, SMS Annual Meeting, 2018
- [13] Proactive Stakeholder Engagement and Stakeholder Preferences for Firm Investments (with Witold Henisz and Lite Nartey). Working Paper.

## **C. Work in progress**

- Global Entry: A Two-Sided Matching Approach to Multinational Investments (with Thomas Lindner)
- Political Uncertainty and Firm Value (with Ariel Cassarin and Angel Saz-Carranza)
- License to Drill: Support and Opposition for Shale Development in the U.S. (with Michelle Namkoong)
- Stakeholder Governance: A Theoretical Framework
- Interests and Identity in Community Mobilization (with Vanessa Burbano and Kate Odziemkowska)
- The Path to Sustainability in the Mining Industry (with Lilach Trabelsi)

## **D. Teaching Cases**

- The Dakota Access Pipeline (with Ingo Walter). NYU Stern School of Business. 2017
- Rosia Montana: Political and Social Risk Management in the Land of Dracula; Parts (A), (B), and (C) (with Witold Henisz and Tim Gray). The Wharton School. 2009.

## **E. Books, Book Chapters & Other Publications**

- Sinziana Dorobantu. 2019. Sketches of New and Future Research on Stakeholder Management. In *The Handbook of Stakeholder Theory*, edited by Jay B. Barney, R. Edward Freeman, Jeffrey S. Harrison, and Robert A. Phillips. Cambridge University Press.
- Sinziana Dorobantu, Ruth V. Aguilera, Jiao Luo and Frances J. Milliken (Editors). 2018. Sustainability, Stakeholder Governance and Corporate Social Responsibility, *Advances in Strategic Management*, volume 38.
- Sinziana Dorobantu, Ruth V. Aguilera, Jiao Luo and Frances J. Milliken. 2018. Introduction: Contemplating the Connections between Sustainability, Stakeholder Governance and Corporate Social Responsibility. In *Advances in Strategic Management*, volume 38, "Sustainability, Stakeholder Governance and Corporate Social Responsibility," edited by Sinziana Dorobantu, Ruth V. Aguilera, Jiao Luo and Frances J. Milliken.
- Sinziana Dorobantu and Dennis Flemming. It's Never Been More Important for Big Companies to Listen to Local Communities. *Harvard Business Review*, Online: November 10, 2017.

- Sinziana Dorobantu and Bennet Zelner. States, Markets, and the Undulating Governance of the Global Electric Power Supply Industry: Scholarship Meets Practice. In *The Routledge Companion to Non-Market Strategy*, Thomas Lawton and Tazeeb Rajwani (eds). 2015. <http://www.routledge.com/books/details/9780415712316/>
- Sustainability: New Perspective and Opportunities (with Mauro Guillen and Witold Henisz). Globalization TrendLab 2012 Report. The Lauder Institute, The Wharton School.
- Global Risk: New Perspectives and Opportunities (with Mauro Guillen and Witold Henisz). Globalization TrendLab 2011 Report. The Lauder Institute, The Wharton School.

## **AWARDS & GRANTS**

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- Winner of the *AIB/Temple Best Conference Paper Award*, Academy of International Business, 2019
- Winner of the *Distinguished Paper Award*, Academy of Management Strategy Division, 2019
- Finalist for the *Carolyn B. Dexter Award*, Academy of Management, 2019
- Winner of the *Ralph Gomory Best Industry Studies Paper Award*, Industries Studies Association, 2019
- Winner of the *FIU Emerging Scholar Award*, Academy of Management International Management Division, 2018
- Nominated for the *Best Conference Paper Prize*, Strategic Management Society, 2018
- Winner of the *Dale E. Zand Best Paper Award in Management*, Stern School of Business Department of Management and Organizations, 2018
- Research grant for “License to Drill: Controversy in the Shale Oil and Gas Industry,” Stern School of Business Infrastructure Initiative, April 2018
- Research grant for “A Path to Sustainability in the Mining Industry and Beyond,” Stern School of Business Center for Sustainable Business, April 2018
- Winner of the *Outstanding Paper Award*, Alliance for Research on Corporate Sustainability, 2017
- Finalist for the *Alan M. Rugman Most Promising Scholar Award*, Academy of International Business, 2016
- Winner of the *Dale E. Zand Best Paper Award in Management*, Stern School of Business Department of Management and Organizations, 2016
- Research grant for “License to Drill: Controversy in the Shale Oil and Gas Industry,” Stern School of Business Center for the Global Economy and Business, April 2015
- Winner of the *Best Conference Paper Prize*, Strategic Management Society, 2013
- Finalist for the *Best Conference Paper for Practical Implications*, Strategic Management Society, 2013
- Research grant for “State-Owned Multinationals” (SRF-2013-019), Strategic Research Foundation, July 2013
- Research grant for “The International Expansion of State-Owned Enterprises,” Stern School of Business Center for the Global Economy and Business, April 2013
- Finalist for the *Best Conference Paper for Practical Implications*, Strategic Management Society, 2011
- Finalist for the *Robert H. Schaffer Best Paper in Applied International Management*, Academy of Management, 2011
- Finalist for the *Best Doctoral Dissertation Proposal Award*, Academy of International Business, 2008
- Doctoral Dissertation Improvement Grant (no. 0720041), National Science Foundation, 2007-2008
- Pre-doctoral research fellowship, Max Planck Institute for the Study of Societies, 2006-2007
- Fellowship for Dissertation Field Research, Duke University Graduate School, 2007
- Award for Field Research, Duke University Democratic Institutions & Political Economy Program, 2005 & 2007
- Dissertation Research Fellowship, Duke University Graduate School, 2006
- Provost’s Pre-Dissertation Grant for Fieldwork Research, Duke University, 2003 & 2005

## INVITED SEMINARS & CONFERENCE PRESENTATIONS

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### 2020

- Globalizing Organization Theory Conference, University of South Carolina, January 8-11, 2020

### 2019

- Darla Moore School of Business, University of South Carolina, November 2019
- Strategic Management Society Annual Meeting, Minneapolis, MN, October 19-22, 2019
- INSEAD, Fontainebleau, France, September 2019
- Academy of Management Annual Conference, Boston, MA, August 9-13, 2019
- Strategy Junior Faculty Summer Camp, Dartmouth University, August 5-7, 2019
- Society for Institutional and Organizational Economics, Stockholm, Sweden, June 27-29, 2019
- Academy of International Business, Copenhagen, Denmark, June 25-27, 2019
- Industries Studies Association Annual Meeting, Nashville, May 30-June 1, 2019
- Strategy and the Business Environment Conference, Stanford University, April 26-27, 2019
- Rutgers Business School, Newark and New Brunswick, March 2019
- Winter Strategy Conference, Park City, UT, March 7-9, 2019
- Macro Meets Macro Conference, Arizona State University, February 21-22, 2019

### 2018

- Ross School of Business, University of Michigan, Ann Arbor, MI, December 2018
- Beedie School of Business, Simon Fraser University, Vancouver, Canada, October 18, 2018
- Aspen Institute Energy Governance Forum, Aspen, CO, October 15-17, 2018
- Olin School of Business, Washington University in St. Louis, September 11, 2018
- Strategic Management Society Annual Meeting, Paris, September 22-15, 2018
- Academy of Management Annual Conference, Chicago, IL, August 10-14, 2018
- Strategy Junior Faculty Summer Camp, Dartmouth University, August 6-8, 2018
- Alliance for Research on Corporate Sustainability, MIT, June 11-13, 2018
- Strategy Science Annual Conference, Univ. of Pennsylvania, June 15-16, 2018
- Strategy and the Business Environment Conference, Univ. of Pennsylvania, April 20-21, 2018

### 2017

- Academy of Management Annual Conference, Atlanta, GA, August 4-8, 2017
- Society for Institutional and Organizational Economics, Columbia University, June 23-25, 2017
- Alliance for Research on Corporate Sustainability, Erasmus University, Rotterdam, June 14-16, 2017
- Bocconi University, Milan, Italy, June 2017
- Strategy and the Business Environment Conference, Duke University, May 18-19, 2017
- Questrom School of Business, Boston University, April 2017
- Aspen Institute Series on Energy Governance, Aspen, CO, February 24-27, 2017; and June 2-5, 2017
- The Newmont Mining Corporation, Denver, CO, June 2, 2017
- Marshall School of Business, University of Southern California, February 2017
- Ivey Business School, University of Western Ontario, January 13, 2017

### 2016

- Zicklin School of Business, Baruch College, November 10, 2016
- UCLA “Social Movements, Economic Innovation, and Institutional Change” Workshop, Nov. 3-5, 2016
- Business for Social Responsibility (BSR) Annual Conference, New York, NY, November 1-3, 2016
- Aspen Institute Series on Energy Governance, Aspen, CO, October 21-24, 2016
- Strategic Management Society Annual Meeting Extension Workshop, Zurich, September 21-22, 2016
- American Political Science Association Annual Meeting, Philadelphia, PA, September 2, 2016
- Academy of Management Annual Conference, Anaheim, CA, August 5-9, 2016
- WU Vienna Seminar Series, July 20, 2016
- Academy of International Business, New Orleans, June 27-30, 2016

- Strategy Symposium on Emerging Markets, Rice University, May 5-6, 2016
- Kenan-Flagler Business School, University of North Carolina, January 25, 2016

## 2015

- INFORMS Annual Meeting, Philadelphia, PA, November 1-4, 2015
- Strategic Management Society Annual Conference, Denver, CO, October 3-6, 2015
- Strategy and Entrepreneurship Seminar, INSEAD, September 24, 2015
- Rotterdam School of Management, September 22, 2015
- Academy of Management Annual Conference, Vancouver, Canada, August 7-11, 2015
- Strategy Junior Faculty Summer Camp, Tuck School of Business at Dartmouth, August 3-4, 2015
- Sumantra Ghoshal Conference, May 31-June 1, 2015
- Understanding Finance from an Organization Theory Perspective, IESE, May 22, 2015
- Text Analysis Conference II, Princeton, NJ, May 15-16, 2015
- Strategy and the Business Environment Conference, Boston, MA, May 1, 2015
- Santander Globalization TrendLab 2015, University of Pennsylvania, March 19-21, 2015
- Organization Science Winter Conference, Park City, UT, February 5-8, 2015

## 2014

- Strategic Management Society Annual Conference, Madrid, Spain, September 19-23, 2014
- Academy of Management Annual Conference, Philadelphia, PA, August 1-5, 2014
- Strategy Junior Faculty Summer Camp, Tuck School of Business at Dartmouth, July 29-31, 2014
- Columbia-Princeton-NYU Workshop on Computational Text Analysis in Organizational Research, New York University, May 23, 2014

## 2013

- University of Richmond, VA, November 15, 2013
- Strategic Management Society Annual Conference, Atlanta, Georgia, Sept. 28-Oct. 1, 2013
- Seoul National University, Seoul, Korea, September 3, 2013
- Center for Governance, Institutions & Organizations Annual Conference, NUS, August 27-28, 2013
- Academy of Management Annual Conference, Orlando, FL, August 9-13, 2013
- Strategy Junior Faculty Summer Camp, Tuck School of Business at Dartmouth, July 22-24, 2013
- Academy of International Business, Istanbul, Turkey, July 3-6, 2013
- Strategic Management Society Special Conference, Glasgow, UK, June 20-22, 2013
- Alliance for Research on Corporate Sustainability (ARCS) Annual Meeting, University of California, Berkeley, CA, April 30-May 1, 2013

## 2012

- University of Maryland, December 6, 2012
- Strategic Management Society, Prague, Czech Republic, October 6-9, 2012
- Academy of International Business, Washington, DC, June 30-July 3, 2012
- Medici Summer School, Florence, Italy, June 9-14, 2013
- Strategy and Business Environment Conference, Stanford University, May 18-19, 2012
- Alliance for Research on Corporate Sustainability (ARCS) Annual Meeting, Yale Univ., May 17-18, 2012
- NYU Stern School of Business, Management and Organizations Seminar, January 2012
- The McDonough School of Business, Georgetown University, January 2012

## 2011

- Desautels Faculty of Management, McGill University, December 2011
- Strategic Management Society, Miami FL, November 2011
- Corporate Identity/Associations International Conference, Drexel University, September 2011
- Strategy and Business Environment & Alliance for Research on Corporate Sustainability (ARCS), Joint Annual Conferences, the Wharton School, May 2011

## 2005-10

- Darla Moore School of Business, University of South Carolina, February 2010
- The McDonough School of Business, Georgetown University, February 2010
- The Wharton School, University of Pennsylvania, January 2010
- IE Business School, Madrid, January 2010
- Annual Meeting of the Academy of International Business, San Diego, June 27-30, 2009
- Annual Meeting of the Academy of Management, Chicago, IL, August 7-11, 2009
- Duke University Comparative Politics Workshop, October 22, 2008
- American Political Science Association Annual Meeting, Boston, August 28-31, 2008
- Academy of International Business Annual Meeting, Milan, Italy, June 30-July 3, 2008
- American Political Science Association Annual Meeting, Chicago, August 30-Sept. 2, 2007
- Political Competition and Government Policy conference, Duke University, May 4-5, 2007
- MNCs and Emerging Markets conference, Washington University in St. Louis, March 23-24, 2007
- American Political Science Association Annual Meeting, Philadelphia, August 31-Sept. 3, 2006
- Duke Comparative Politics Workshop, Duke University, April 7-8, 2006
- Workshop on Poverty and Democracy, Duke University, February 17-18, 2006
- 7th Graduate Retreat of the Society for Comparative Research, Budapest, July 3-4, 2005
- Economic Consequences of Political Institutions conference, Duke University, April 1-2, 2005

## TEACHING

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### **New York University**, Stern School of Business, New York, NY

Global Strategy (MBA elective): Spring 2020; Spring 2019; Spring 2017 (6.4 out of 7); Spring 2016 (5.9 out of 7); Spring 2015 (6.7; 6.1 out of 7); Spring 2014 (5.9 out of 7)

International Business Management (advanced undergraduate seminar): Spring 2020; Spring 2019; Spring 2017 (6.4, 6.4 out of 7); Spring 2016 (6.8; 7 out of 7); Spring 2015, (6.2 out of 7); Spring 2014 (6.7; 6.6 out of 7); Spring 2013 (6.8; 5.9 out of 7)

### **University of Pennsylvania**, The Wharton School, Philadelphia, PA

The Political and Social Environment of the Multinational Firm, Spring 2011; Spring 2012

### **American University**, Kogod School of Business, Washington, DC

The Global Marketplace, Fall 2009

### **Duke University**, Durham, NC

Globalization and Development, Fall 2006

International Security (Teaching Assistant), Spring 2006

Political Applications of Game Theory (Teaching Assistant), Spring 2005

States, Markets, and Democratization (Teaching Assistant), Fall 2004

Political Applications of Game Theory (Teaching Assistant), Fall 2003

### **Humboldt University**, Berlin, Germany

Strategic Interaction and Political Behavior: An Introduction to Game Theory, Summer 2004

### **Indiana University**, Bloomington, IN

Political Parties and Interest Groups (Teaching Assistant), Spring 2002

Introduction to American Politics (Teaching Assistant), Fall 2001

## PROFESSIONAL SERVICE & MEMBERSHIP

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Co-editor (with Ruth Aguilera, Jiao Luo and Frances Milliken) of *Advances in Strategic Management* volume 38 on “Sustainability, Corporate Governance and CSR”

Editorial board, *Strategic Management Journal*, 2015-present

Editorial board, *Organization Science*, 2019-present

Ad-hoc Reviewer for *Management Science*, *Strategy Science*, *Journal of Management*, *Journal of International Business Studies*,

*Regulation and Governance*, and meetings of the Academy of Management, Academy of International Business, Alliance for Research on Corporate Sustainability, and Strategic Management Society  
Research Committee, STR Division of the Academy of Management, 2018-2020  
Paper Development Workshop Organizer, "Research Frontiers in Non-Market Strategy, 3rd edition" AOM Annual Conference, Boston, MA, August 9-13, 2019  
Paper Development Workshop Organizer, "Research Frontiers in Non-Market Strategy, 2nd edition" AOM Annual Conference, Atlanta, GA, August 8-12, 2017  
Paper Development Workshop Organizer, "Research Frontiers in Non-Market Strategy," AOM Annual Conference, Anaheim, CA, August 5-9, 2016  
Panel Organizer, "Institutional Distance and Risk," AOM Annual Conference, Anaheim, CA, August 5-9, 2016  
Panel Organizer, "The Governance of Large Projects," AOM Annual Conference, Vancouver, August 7-11, 2015  
Panel Organizer, "The Power of Words: Media Content Analysis in Management Research," Academy of Management Annual Conference, Philadelphia, PA, August 1-5, 2014  
Rep-at-large, Strategic Management Society, Stakeholder Strategy Interest Group, 2015-16  
Member of the Academy of Management (2012-present); Strategic Management Society (2012-present); Academy of International Business (2012-present)

## **UNIVERSITY SERVICE**

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### **New York University, Stern School of Business**

Management Department Ph.D. Admissions Committee, 2018-2019, 2019-2020  
Research Committee and Management Department Seminar Coordinator, 2015-2016, 2018-2019, 2019-2020  
Management Department Brown Bag Co-organizer, 2018-2019  
Faculty Advisory Council, Stern Center for Sustainable Business, 2018-2020  
Steering Committee, Infrastructure Initiative, Stern School of Business, 2016-2020  
Stern Program for Undergraduate Research, Invited Faculty Speaker, May 2017  
Doctoral Committee of Francis Park, 2015-2018  
Management Department, Annual Merit Review Committee, 2016-2017  
Co-organizer, Emerging Markets Multinationals Conference, Stern School of Business, September 2016  
Junior Faculty Recruiting Committee, 2012-2013, 2014-2015, 2015-2016  
Undergraduate Honors Program Thesis Advisor, 2014-2015  
Stern Program for Undergraduate Research, 2014-2019

### **University of Pennsylvania, The Lauder Institute, The Wharton School, Philadelphia, PA**

Co-organizer of The Globalization TrendLab 2012 conference on *Sustainability: New Perspectives and Opportunities*  
Co-organizer of The Globalization TrendLab 2011 conference on *Global Risks: New Perspectives and Opportunities*