

Fabrice LUMINEAU

Purdue University, Krannert School of Management
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ACADEMIC POSITIONS

| | |
|---|--------------|
| Purdue University, USA <i>Associate professor (with tenure)</i> | 2017-Present |
| <i>Assistant professor</i> | 2012-2017 |
| University of Technology Sydney, Australia – <i>Lecturer</i> | 2010-2012 |
| IMD International, Switzerland – <i>Research fellow</i> | 2008-2010 |
| University of Toronto – Rotman School of Management, Canada – <i>Visiting scholar</i> | 2006-2007 |

EDUCATION

| | |
|--|------|
| Ph.D. in Strategic Management – HEC Paris, France | 2009 |
| MSc in Management & Economics – University of Paris-Dauphine, France | 2003 |
| MA in Business Administration – Audencia Nantes, France | 2002 |

RESEARCH INTERESTS

Inter-Organizational Partnerships – Governance Design – Contracting – Trust – Dispute Negotiation Strategies

PUBLICATIONS

- [1] Oliveira N. & Lumineau F. Forthcoming. “How Coordination Trajectories Influence the Performance of Interorganizational Project Networks.” *Organization Science*.
- [2] Schilke O. & Lumineau F. Forthcoming. “The Double-Edged Effect of Contracts on Alliance Performance.” *Journal of Management*. [Schilke and Lumineau contributed equally to the work and both are co-first authors]
- [3] Lumineau F. 2017. “How Contracts Influence Trust and Distrust.” *Journal of Management*, 43(5): 1553-1577.
- [4] Guo S. L., Lumineau F., & Lewicki, R.J. 2017. “Revisiting the Foundations of Organizational Distrust.” *Foundations and Trends in Management*, 1(1): 1-88.
- [5] Bertrand O. & Lumineau F. 2016. “Partners in Crime: The Effects of Diversity on the Longevity of Cartels.” *Academy of Management Journal*, 59(3): 983-1008. [Bertrand and Lumineau contributed equally to the work and both are co-first authors]
- [6] Lumineau F. & Verbeke A. 2016. “Let’s Give Opportunism the Proper Back Seat.” *Academy of Management Review*, 41(4): 739-741.
- [7] Duplat V. & Lumineau F. 2016. “Third Parties and Contract Design: The Case of Contracts for Technology Transfer.” *Managerial and Decision Economics*, 37: 424-444.
- [8] Cao Z. & Lumineau F. 2015. “Revisiting the Interplay between Contractual and Relational Governance: A Qualitative and Meta-Analytic Investigation.” *Journal of Operations Management*, 33: 15-42.
- [9] Lumineau F., Eckerd S., & Handley S. 2015. “Interorganizational Conflict: Overview, Challenges, and Opportunities.” Invited contribution for the inaugural issue. *Journal of Strategic Contracting and Negotiation*, 1(1): 42-64.

- [10] Bertrand O., Lumineau F., & Fedorova E. 2014. “The Supportive Factors of Firms’ Collusive Behavior: Empirical Evidence from Cartels in the European Union.” *Organization Studies*, 35(6): 881-908. [Bertrand and Lumineau contributed equally to the work and both are co-first authors]
- [11] Lumineau F. & Oxley J. 2012. “Let’s Work It Out (Or We’ll See You in Court): Litigation and Private Dispute Resolution in Vertical Exchange Relationships.” *Organization Science*, May/June 23: 820-834.
- [12] Lumineau F. & Henderson J. 2012. “The Influence of Relational Experience and Contractual Governance on the Negotiation Strategy in Buyer-Supplier Disputes.” *Journal of Operations Management*, 30(5): 382-395.
- [13] Lumineau F. & Quélin B. 2012. “An Empirical Investigation of Interorganizational Opportunism and Contracting Mechanisms.” *Strategic Organization*, 10(1): 55-84.
- [14] Malhotra D. & Lumineau F. 2011. “Trust and Collaboration in the Aftermath of Conflict: The Effects of Contract Structure.” *Academy of Management Journal*, 54(5): 981-998.
- [15] Lumineau F. & Malhotra D. 2011. “Shadow of the Contract: How Contract Structure Shapes Inter-Firm Dispute Resolution.” *Strategic Management Journal*, 32(5): 532-555.
- [16] Lumineau F., Fréchet M., & Puthod D. 2011. “An Organizational Learning Perspective on Contract Design.” *Strategic Organization*, 9(1): 8-32.
- [17] Bertrandias L., Fréchet M., & Lumineau F. 2010. “The Role of Contract Framing in the Emergence of Trust: Evidence from Franchise Contract Experiment.” *Academy of Management Best Paper Proceedings*.
- [18] Lumineau F. & Henderson J. 2009. “The Influence of Governance on Negotiation Strategies in Buyer-Supplier Disputes.” *Academy of Management Best Paper Proceedings*.
- [19] Lumineau F. & Fréchet M. 2008. “Managing Discrepancies Between Formal and Psychological Sides of Alliance Contracting.” *Academy of Management Best Paper Proceedings*.
- [20] Moingeon B., Lumineau F., & Perrin A. 2008. “Managing Knowledge Across Boundaries: A Learning Mix Perspective.” In P.R. Sparrow (Ed.) *Handbook of International Human Resource Management*, pp. 251–270. New York: Wiley.
- [21] Lumineau F. & Landais C. 2005. Narrating the Leader: An Hermeneutic Approach [in French]. *Revue Française de Gestion*, 31(159): 71–81.

RESEARCH AWARDS AND HONORS

- 2017 **40 Under 40 Most Outstanding Business School Professors** – Poets & Quants
- 2016 **Jay Ross Faculty Scholar Award** – Purdue University (USD 10,000)
- 2016 **Journal of Strategic Contracting and Negotiation’s Best Paper Award** (GBP 2,000 / USD 2400)
- 2014 **Honorary Faculty Member** – Pi Delta Phi, Purdue University
- 2013 Finalist for the **Emerald Best International Symposium Award – Academy of Management**
Lumineau F. & Vanneste B. “Interorganizational Trust: Revisiting Core Assumptions”
- 2013 Nominated for the **Practice Implications Award – Strategic Management Society**
Oliveira N. & Lumineau F. “Reinforcing Cycles of Cooperation and Coordination in Interorganizational Relationships”
- 2011 Nominated for the **Best Conference Paper Award – Strategic Management Society**
Duplat V. & Lumineau F. “Control and Coordination Misalignments in Licensee-Licensor Agreements”
- 2011 Nominated for the **Practice Implications Award – Strategic Management Society**
Duplat V. & Lumineau F. “Control and Coordination Misalignments in Licensee-Licensor Agreements”
- 2011 Nominated for the **Practice Implications Award – Strategic Management Society**
Malhotra D. & Lumineau F. “Antecedents and Consequences of Competitive Arousal in Business Disputes”
- 2011 Finalist for the **Early Career Research Excellence Award** (university level) – University of Technology Sydney
- 2009 **Distinguished Paper Award – BPS Division – Academy of Management**
Lumineau F. & Henderson J. “The Influence of Governance on Negotiation Strategies in Buyer-Supplier Disputes”
- 2009 Nominated for the **Carolyn Dexter Award – Academy of Management**
Academy of Management all-academy award for the best internationally-oriented paper: Lumineau F. & Malhotra D. “Resolving Inter-Firm Disputes: The Efficacy of Contractual vs. Relational Governance”
- 2009 Nominated for the **Carolyn Dexter Award – Academy of Management**
Academy of Management all-academy award for the best internationally-oriented paper: Lumineau F. & Henderson J. “The Influence of Governance on Negotiation Strategies in Buyer-Supplier Disputes”
- 2008 Nominated for the **HEC Foundation Best Dissertation Award**
- 2003 **Graduation magna cum laude** – MSc in Management & Economics – University of Paris-Dauphine

GRANTS AND SCHOLARSHIPS

- 2017-2022 *University Faculty Scholar* for outstanding mid-career faculty – Purdue University (USD 50,000)
- 2016 *Study Abroad and International Learning Grant* – Purdue University’s International Programs (USD 7,000)
- 2016 *Purdue Research Foundation* – International Travel Grant (USD 800)
- 2015 *Purdue Research Foundation* – International Travel Grant (USD 500)
- 2012-2014 *Discovery Early Career Research Award* – Australian Research Council (AUD 375,000 / USD 353,000)
Only recipient in “Business & Management” at the national level
- 2012 *Faculty Research Grant* – University of Technology Sydney (AUD 9,854 / USD 9,300)
- 2011 *Faculty Research Grant* – University of Technology Sydney (AUD 9,953 / USD 9,400)
- 2011 Support for *Early Career Researcher Award* – University of Technology Sydney (AUD 3,000 / USD 2,800)
- 2003-2008 *PhD scholarship* – HEC Paris (EUR 78,000 / USD 105,000)
- 2002-2003 *Master scholarship* – University of Paris-Dauphine (EUR 3,000 / USD 4,000)
- 2001 *Erasmus Exchange Student Scholarship* (EUR 1,500 / USD 2,000)

INVITED PRESENTATIONS AND CONFERENCES

143 presentations

[*] Presented by my co-author

Argyres N., Oliveira N., & Lumineau F. “Adaptation in Multi-Organization Projects: Evidence from the U.K. Construction Industry”

- *Strategic Management Society (SMS)* Special Conference, San Jose, Costa Rica, December 2017
- 37th Conference of the *Strategic Management Society (SMS)*, Houston, USA, October 2017 [*]
- Paul Merage School of Business, *University of California Irvine*, USA, May 2017 [*]
- *Tilburg University*, Netherlands, March 2017 [*]
- 76th *Academy of Management (AOM)* Annual Meeting, Anaheim, USA, August 2016
- Midwest Strategy Meeting (*MSM*), University of Kansas, USA, June 2016
- 16th *European Academy of Management (EURAM)* Conference, Paris, France, June 2016 [*]
- Henley Business School, *University of Reading*, UK, May 2016 [*]

Keller A., Lumineau F., Mellewigt T., Ariño A. “On the Importance of Informal Contractual and Formal Relational Governance: Towards a Revised Typology of Alliance Governance”

- *Strategic Management Society (SMS)* Special Conference, San Jose, Costa Rica, December 2017
- 77th *Academy of Management (AOM)* Annual Meeting, Atlanta, USA, August 2017 [*]
- Strategy Department Research Seminar, *HEC Paris*, France, May 2017 [*]
- *Entrepreneurship and Collaboration Conference*, University of Colorado Boulder, USA, February 2017 [*]

Guo S. L. & Lumineau F. “The Role of Executives in Franchise Contract Design”

- 77th *Academy of Management (AOM)* Annual Meeting, Atlanta, USA, August 2017 [*]

Guo S. L. & Lumineau F. “An Asymmetric View on Franchise Contract”

- 77th *Academy of Management (AOM)* Annual Meeting, Atlanta, USA, August 2017 [*]
- *National Chengchi University*, Taiwan, March 2017 [*]
- Whitman School of Management, *Syracuse University*, USA, November 2016 [*]
- *Freie Universität Berlin*, School of Business & Economics, Germany, July 2016
- Midwest Strategy Meeting (*MSM*), University of Kansas, USA, June 2016 [*]
- Krannert School of Management, *Purdue University*, USA, May 2016 [*]

- Lumineau F., Bertrand O., & Gnekpe C. “Can You Keep a Secret? How Governance Mechanisms Impact the Longevity of Interfirm Misconduct”
- 36th Conference of the *Strategic Management Society (SMS)*, Berlin, Germany, September 2016
 - 76th *Academy of Management (AOM)* Annual Meeting, Anaheim, USA, August 2016
- Graebner M., Lumineau F., & Fudge-Kamal D. “Unrequited Trust: Asymmetry in Inter-Organizational Relationships”
- 9th First International Network on Trust (**FINT**) Conference, Dublin, Ireland, November 2016 [*]
- Schilke O. & Lumineau F. “The Double-Edged Effect of Contracts on Alliance Performance”
- **RWTH Aachen University**, Germany, October 2016 [*]
 - **London School of Economics**, Department of Management Research Seminar, UK, January 2016
 - **King’s College London**, UK, January 2016
 - Faculty of Economics and Business Administration, **VU University Amsterdam**, Netherlands, January 2016
 - **Telecom Business School**, Paris, France, January 2016
 - 35th Conference of the *Strategic Management Society (SMS)*, Denver, USA, October 2015
 - 12th *Atlanta Competitive Advantage Conference (ACAC)* Annual Meeting, Atlanta, USA, May 2015
 - 74th *Academy of Management (AOM)* Annual Meeting, Philadelphia, USA, August 2014 [*]
- Oliveira N. & Lumineau F. “Reinforcing Cycles of Cooperation and Coordination in Interorganizational Relationships”
- **Tilburg University**, Netherlands, February 2016 [*]
 - **University of Groningen**, Netherlands, November 2015 [*]
 - **Warwick Business School**, UK, November 2014 [*]
 - **University of Bath**, School of Management, UK, September 2014 [*]
 - **Lancaster University**, Management School, UK, August 2014 [*]
 - Faculty of Economics and Business Administration, **VU University Amsterdam**, Netherlands, June 2014 [*]
 - 14th *European Academy of Management (EURAM)* Conference, Valencia, Spain June 2014 [*]
 - Católica Lisbon School of Business & Economics, **Católica University**, Portugal, May 2014 [*]
 - **Journal of Management Studies Conference**, Cambridge University, UK, March 2014 [*]
 - Amsterdam Business School, **University of Amsterdam**, Netherlands, February 2014 [*]
 - 33rd Conference of the *Strategic Management Society (SMS)*, Atlanta, USA, September 2013
 - 73rd *Academy of Management (AOM)* Annual Meeting, Orlando, USA, August 2013 [*]
 - Research Workshop, **HEC Lausanne**, Switzerland, June 2013 [*]
 - **London School of Economics**, Department of Management Research Seminar, UK, January 2013 [*]
- Handley S., Lumineau F., & Eckerd S. “The Influence of Conflict and Governance on Trust in Buyer-Supplier Relations”
- **IUPUI**, USA, January 2017 [*]
 - **International Workshop on Distrust and Conflict Escalation**, Groningen, Netherlands, January 2016
 - **Production and Operations Management Society Conference (POMS)**, Washington D.C., USA, May 2015 [*]
 - **University at Buffalo**, School of Management, USA, March 2015 [*]
- Oliveira N. & Lumineau F. “Contractual Voids: A Process of Coordination Problems in Multiparty Collaborations”
- 35th Conference of the *Strategic Management Society (SMS)*, Denver, USA, October 2015
- Bertrand O. & Lumineau F. “Partners in Crime – Effects of Diversity on Performance in Interfirm Misconduct”
- 75th *Academy of Management (AOM)* Annual Meeting, Vancouver, Canada, August 2015
 - **University of Hong Kong**, School of Business, China, February 2015
 - Midwest Strategy Meeting (**MSM**), University of Wisconsin Madison, USA, June 2014
- Guo S. L. & Lumineau F. “Organizational Distrust: Conceptual Foundations and Empirical Approaches”
- 74th *Academy of Management (AOM)* Annual Meeting, Philadelphia, USA, August 2014 [*]
 - Centre for Trust Research, **University of Surrey**, UK, May 2014
 - **Skema Business School**, France, May 2014

- Duplat V. & Lumineau F. “Third Parties and Contract Design: The Case of Contracts for Technology Transfer”
- Paul Merage School of Business, *University of California Irvine*, USA, March 2014
 - Argyros School of Business and Economics, *Chapman University*, USA, March 2014
 - *BYU / University of Utah Winter Strategy Conference*, USA, February 2014
 - Pamplin College of Business, *Virginia Tech*, USA, February 2014
 - *Tilburg University*, Netherlands, November 2013 [*]
 - IAE – *University of Lille*, France, November 2013 [*]
 - IAG-Louvain School of Management, *Catholic University of Louvain*, Belgium, November 2013 [*]
 - Krannert School of Management, *Purdue University*, USA, April 2013 [*]
 - 9th *Atlanta Competitive Advantage Conference (ACAC) Annual Meeting*, Atlanta, USA, May 2012 [*]
- Cao Z. & Lumineau F. “Complements or Substitutes? A Meta-Analysis Review of the Relationship between Contractual and Relational Governance”
- 74th *Academy of Management (AOM) Annual Meeting*, Philadelphia, USA, August 2014 [*]
- Lumineau F. “How Contracts Influence Both Trust and Distrust Outcomes: An Information-Processing View”
- 73rd *Academy of Management (AOM) Annual Meeting*, Orlando, USA, August 2013
 - IAG-Louvain School of Management, *Catholic University of Louvain*, Belgium, July 2013
 - 29th *EGOS Colloquium*, Montreal, Canada, July 2013
 - Midwest Strategy Meeting (*MSM*), University of Illinois at Urbana-Champaign, USA, June 2013
 - *University of Sydney*, Australia, June 2012
- Bertrand O., Lumineau F., & Fedorova E. “Why Do Firms Enter Illegal Alliances? An Analysis of Cartels’ Antecedents”
- 73rd *Academy of Management (AOM) Annual Meeting*, Orlando, USA, August 2013
 - 32nd Conference of the *Strategic Management Society (SMS)*, Prague, Czech Republic, October 2012 [*]
- Duplat V., Lumineau F., & Lo D. “Why the Type of Transaction Misalignment Matters? Evidence from Technology Licensing Agreements”
- Leavey School of Business, *Santa Clara University*, USA, April 2013 [*]
 - 31st Conference of the *Strategic Management Society (SMS)*, Miami, USA, November 2011
- Lumineau F. & Henderson J. “The Influence of Governance on Negotiation Strategies in Buyer-Supplier Disputes”
- Foster School of Business, *University of Washington*, USA, January 2012
 - Robinson College of Business, *Georgia State University*, USA, January 2012
 - Fox School of Business, *Temple University*, USA, January 2012
 - Tuck School of Business, *Dartmouth College*, USA, January 2012
 - *IESE Business School*, Spain, January 2012
 - *IE Business School*, Spain, January 2012
 - *Bocconi University*, Italy, January 2012
 - *INSEAD*, France, January 2012
 - *London Business School*, UK, December 2011
 - Krannert School of Management, *Purdue University*, USA, November 2011
 - *University of Technology Sydney*, Australia, May 2011
 - 69th *Academy of Management (AOM) Annual Meeting*, Chicago, USA, August 2009 [*]
- Malhotra D. & Lumineau F. “Antecedents and Consequences of Competitive Arousal in Business Disputes”
- 31st Conference of the *Strategic Management Society (SMS)*, Miami, USA, November 2011
 - 70th *Academy of Management (AOM) Annual Meeting*, Montreal, Canada, August 2010 [*]
- Bonardi J-P., Bouquet C., & Lumineau F. “Why Do Firms Fight Legal Battles? Signaling Toughness in Dispute Resolution”
- 71st *Academy of Management (AOM) Annual Meeting*, San Antonio, USA, August 2011
 - 29th Conference of the *Strategic Management Society (SMS)*, Washington DC, USA, October 2009
- Lumineau F., Fréchet M., & Puthod D. “An Organizational Learning Perspective on the Contracting Process”
- Centre for Organisation and Management Studies, *University of Technology Sydney*, Australia, October 2010
 - *Audencia Nantes*, France, January 2010
 - 68th *Academy of Management (AOM) Annual Meeting*, Anaheim, USA, August 2008

Fréchet M., Lumineau F., & Bertrandias L. “The Role of Contract Framing in the Emergence of Trust: Evidence from Franchise Contract Experiment”

- **University of Groningen**, Netherlands, April 2012 [*]
- 70th *Academy of Management (AOM)* Annual Meeting, Montreal, Canada, August 2010 [*]
- 19th Conference of the *Association Internationale de Management Stratégique (AIMS)*, Luxembourg, June 2010 [*]
- **University of Toulouse**, France, April 2010 [*]

Lumineau F. & Malhotra D. “Shadow of the Contract: How Contractual Governance Shapes Inter-Firm Dispute Resolution”

- **EDHEC**, France, January 2010
- **HEC Montreal**, Canada, January 2010
- **Tilburg University**, Netherlands, January 2010
- **University of Technology Sydney**, Australia, December 2009
- 69th *Academy of Management (AOM)* Annual Meeting, Chicago, USA, August 2009 [*]
- 21st Annual Conference of the *International Association for Conflict Management (IACM)*, Kyoto, Japan, June 2009

Lumineau F. & Henderson J. “Timing and Buyer-Supplier Negotiations”

- 29th Conference of the *Strategic Management Society (SMS)*, Washington DC, USA, October 2009
- 21st Annual Conference of the *International Association for Conflict Management (IACM)*, Kyoto, Japan, June 2009
- 6th *Atlanta Competitive Advantage Conference (ACAC)* Annual Meeting, Atlanta, USA, May 2009

Malhotra D. & Lumineau F. “In Pursuit of Coordination and Control: Revisiting the Effects of Contracts on Trust”

- Wharton School, **University of Pennsylvania**, USA, October 2009 [*]
- Kellogg School of Management, **Northwestern University**, USA, September 2009 [*]

Lumineau F. & Oxley J. “Working Together and Working It Out: Dispute Resolution in Repeated Vertical Exchange Relationships”

- 13th *International Society for New Institutional Economics (ISNIE)* Annual Conference, University of California at Berkeley, USA, June 2009 [*]
- **BYU / University of Utah Winter Strategy Conference**, USA, March 2009 [*]
- **ESMT**, Germany, June 2008 [*]
- 5th *Atlanta Competitive Advantage Conference (ACAC)* Annual Meeting, Atlanta, USA, June 2008
- 2nd **Sumantra Ghoshal Strategy Conference**, London Business School, London, UK, May 2008 [*]
- *Workshop “Theories of the Firm and Contracting Issues,”* ADIS – ISNIE – EconomiX, **University Paris X – Nanterre**, France, May 2008 [*]
- **INSEAD**, France, May 2008 [*]
- **Tilburg University**, Netherlands, April 2008 [*]
- EconomiX Seminar, **University Paris X – Nanterre**, France, March 2008 [*]
- The Oliver E. Williamson Seminar on Institutional Analysis, Institute of Management, Innovation & Organization, **University of California Berkeley**, USA, October 2007 [*]
- 67th *Academy of Management (AOM)* Annual Meeting, Philadelphia, USA, August 2007
- Strategy Department Research Seminar, **HEC Paris**, France, May 2007

Lumineau F. & Fréchet M. “Managing Discrepancies between Formal and Psychological Sides of Alliance Contracting”

- 68th *Academy of Management (AOM)* Annual Meeting, Anaheim, USA, August 2008

Lumineau F. “Disputes Settlement: A Structure and Process Approach of Interfirm Governance Dimensions”

- 68th *Academy of Management (AOM)* Annual Meeting, Anaheim, USA, August 2008
- ATOM Seminar, **University Paris I – Sorbonne**, France, January 2008
- 27th Conference of the *Strategic Management Society (SMS)*, San Diego, USA, October 2007
- 67th *Academy of Management (AOM)* Annual Meeting, Philadelphia, USA, August 2007
- 7th *European Academy of Management (EURAM)* Conference, Paris, France, May 2007
- Ivey Research Series, Richard Ivey School of Business, **University of Western Ontario**, Canada, April 2007

Lumineau F., Perrin A., & Moingeon B. “Managing Knowledge across Boundaries: The Paradox of Inter-organizational Communities of Practice”

- 28th Conference of the *Strategic Management Society (SMS)*, Cologne, Germany, October 2008 [*]
- 67th *Academy of Management (AOM)* Annual Meeting, Philadelphia, USA, August 2007
- 23rd *European Group for Organisational Studies (EGOS)* Colloquium, Vienna, Austria, July 2007 [*]
- 7th *European Academy of Management (EURAM)* Conference, Paris, France, May 2007 [*]

Lumineau F. & Quélin B. “Contractual Governance and Opportunism: Disentangling the Effects on Enforcement Costs”

- Amsterdam Business School, *University of Amsterdam*, Netherlands, February 2008
- IAG-Louvain School of Management, *Catholic University of Louvain*, Belgium, February 2008
- ERIM, *Erasmus University*, Netherlands, December 2007
- 11th *International Society for New Institutional Economics (ISNIE)* Annual Conference, Reykjavik, Iceland, June 2007 [*]
- 26th Conference of the *Strategic Management Society (SMS)*, Vienna, Austria, October 2006
- 10th *International Society for New Institutional Economics (ISNIE)* Annual Conference, Boulder, USA, September 2006 [*]
- *BI Oslo*, Norway, August 2006 [*]
- 66th *Academy of Management (AOM)* Annual Meeting, Atlanta, USA, August 2006
- 6th *European Academy of Management (EURAM)* Conference, Oslo, Norway, May 2006 [*]
- 6th *London Business School Trans-Atlantic Doctoral Conference*, London, UK, May 2006
- CRORA Research Seminar, *Bocconi University*, Milan, Italy, March 2006 [*]

Lumineau F. “The Transfer of Organizational Innovation within MNCs: A Dynamic View”

- 5th *INSEAD / HEC Ph.D. Forum*, HEC Paris, Jouy-en-Josas, France, March 2004

TEACHING INTERESTS

Strategic Management – Global Strategy – Alliances & Partnerships

TEACHING AWARDS AND HONORS

- 2017 *Distinguished Teacher* – MBA Spring 2017 – Krannert School of Management, Purdue University
- 2017 *Distinguished Teacher* – PhD Spring 2017 – Krannert School of Management, Purdue University
- 2016 *Outstanding Teacher* – Weekend MBA Fall 2016 – Krannert School of Management, Purdue University
- 2016 *Distinguished Teacher* – MBA Fall 2016 – Krannert School of Management, Purdue University
- 2016 *Distinguished Teacher* – MBA Spring 2016 – Krannert School of Management, Purdue University
- 2015 *Distinguished Teacher* – MBA Fall 2015 – Krannert School of Management, Purdue University
- 2015 *Distinguished Teacher* – PhD Fall 2015 – Krannert School of Management, Purdue University
- 2015 *Distinguished Teacher* – Undergraduates Fall 2015 – Krannert School of Management, Purdue University
- 2015 *Outstanding Teacher* – Weekend MBA Fall 2015 – Krannert School of Management, Purdue University
- 2015 *Outstanding Teacher* – MBA Spring 2015 – Krannert School of Management, Purdue University
- 2014 *Outstanding Teacher* – MBA Fall 2014 – Krannert School of Management, Purdue University
- 2014 *Distinguished Teacher* – Weekend MBA Fall 2014 – Krannert School of Management, Purdue University
- 2014 *Distinguished Teacher* – Undergraduates Fall 2014 – Krannert School of Management, Purdue University
- 2014 *Outstanding Teacher* – MBA Spring 2014 – Krannert School of Management, Purdue University
- 2013 *Outstanding Teacher* – MBA Fall 2013 – Krannert School of Management, Purdue University
- 2013 *Outstanding Teacher* – Undergraduates Fall 2013 – Krannert School of Management, Purdue University

TEACHING

PHD

- Since 2015 *Doctoral Seminar – Collaborative Strategy* (24 hours * 1 section)
Purdue University
- Since 2013 *Doctoral Seminar – Psycho-Cognitive Foundations of Strategy* (24 hours * 3 sections)
Purdue University
- 2011 *Doctoral Seminar – Inter-Organizational Relationships* (3 hours * 1 section)
University of Technology Sydney

MASTER

- Since 2014 *Weekend MBA – Global Strategic Management* (18 hours * 3 sections)
Purdue University
- Since 2012 *MBA – Global Strategic Management* (21 hours * 10 sections)
Purdue University
- 2016 *MBA – Independent Study*
Purdue University
- 2013 *MSIA – Global Strategic Management* (21 hours * 1 section)
Purdue University
- 2011 *MBA – Channel Analysis and Management* (26 hours * 1 section)
Taught course and coordinated tutors – University of Technology Sydney
- 2006-2010 *MSc – Strategic Alliances and Partnerships* (18 hours * 5 sections)
Audencia Nantes Graduate School of Management
- 2005 *MBA – Strategy* (30 hours * 1 section)
French American Business School in Paris

UNDERGRADUATE

- Since 2017 *BBA – Strategic Management* (30 hours * 1 section)
Summer Program in Paris (France), Purdue University
- Since 2012 *BBA – International Strategy* (38 hours * 4 sections)
Purdue University
- Since 2012 *Business French* (1 hour * 4 sections)
Invited guest speaker (in French) – Purdue University
- 2011 *BBA – Channel Analysis and Management* (26 hours * 2 sections)
Taught course and coordinated tutors – University of Technology Sydney
- 2004-2005 *BBA – Strategic Management* (24 hours * 3 sections)
Reims Management School TEMA

EXECUTIVE EDUCATION

- 2009 *Team Dynamics* (4 hours * 1 section)
Facilitated sessions (Everest Simulation) – IMD International
- 2001 *Implementing a Reporting System* (2 days * 3 sections)
Instructed an executive education program (in French) – AXA Corporate Solutions

SUPERVISION

- Since 2016 **Faculty advisor – Executive MBA**
 Krannert School of Management, Purdue University
 The Active Learning Project is a consulting assignment for a team of executive MBA students
- Since 2014 **Doctoral dissertation advisor**
 Shiau-Ling Guo – Purdue University
 Recipient of the *Bilsland Dissertation Fellowship* and *Robert W. Johnson Award for Distinguished Research Proposal* from the Purdue Research Foundation
- Since 2013 **Doctoral dissertation committee**
 Goran Calic – Purdue University
 Recipient of the *2015 Max Henry Boisot Award*
 Placement: McMaster University, Canada
 Wonsang Ryu – Purdue University
 Recipient of the *2015 Strategic Management Society Best PhD Paper Award*
 Placement: Chinese University of Hong Kong
- 2014-2016 **Faculty advisor – AIESEC Purdue**
 AIESEC is the world’s largest student organization dedicated to the development of global leadership and cross-cultural skills
- 2013-2014 **Faculty of record – CIBER Global Business Project**
 Krannert School of Management, Purdue University
 The Global Business Project (GBP) is an action-based learning course that includes MBAs from multiple universities working on a consulting project for an international client company (such as Boeing, GE, Eli Lilly, SAP, or Google)
- 2006-2008 **MSc – Advisor** of a final-year student in writing his Master’s thesis
 Participated in Master’s theses defence committees
 HEC Paris School of Management
- 2003-2005 **MSc – Advisor** of 7 final-year students in writing their Master’s theses
 Participated in Master’s theses defence committees
 Reims Management School

PROFESSIONAL SERVICE

ACADEMIC SERVICES

- 2017-2019 ***Elected as Representative-as-Large of the Cooperative Strategies Interest Group***
Strategic Management Society
- 2016-2018 ***Participated in the BPS Research Committee***
Business Policy and Strategy Division, Academy of Management
- 2016-2017 ***Participated in the All Academy Theme (AAT) Committee***
Academy of Management
- 2016-2017 ***Led the committee to redesign the website of the PhD Program in Strategic Management***
Development of a promotional video, interviews with alumni, coordination of the committee
Krannert School of Management, Purdue University
- 2015-2016 ***Participated in the Strategic Management area recruiting committee***
Full professor position. Krannert School of Management, Purdue University
- 2015-2016 ***Participated in the Strategic Management area recruiting committee***
Assistant professor position. Krannert School of Management, Purdue University
- 2015-2016 ***Participated in the doctoral admission committee***
Screening of 42 extensive applications and interviewing 7 candidates
Krannert School of Management, Purdue University
- 2015-2016 ***Organized the PhD preliminary exams in Strategic Management***
Krannert School of Management, Purdue University
- 2015-2016 ***Evaluated Purdue Research Foundation research grant proposals***
Krannert School of Management, Purdue University
- 2015-2016 ***Evaluated the equivalency for four courses***
Krannert School of Management, Purdue University
- 2015 ***Represented the Strategic Management department***
Krannert weekend faculty discussion and reception
Krannert School of Management, Purdue University
- 2014-2015 ***Participated in the Strategic Management area recruiting committee***
Associate professor position. Krannert School of Management, Purdue University
- 2014-2015 ***Organized the PhD preliminary exams in Strategic Management***
Krannert School of Management, Purdue University
- 2014-2015 ***Participated in the undergraduate standing committee***
Krannert School of Management, Purdue University
- 2014-2015 ***Participated in the doctoral admission committee***
Screening of 47 extensive applications and interviewing 8 candidates
Krannert School of Management, Purdue University
- 2014 ***Represented the Krannert School of Management***
Winter Commencement Ceremony, Purdue University

- Since 2013 **Participated in comprehensive exam committees**
Joonhyung Bae – Purdue University
Kubilay Cirik – Purdue University
Hsin-Ju Bien – Purdue University
Goran Calic – Purdue University
Rama Devarakonda – Purdue University
Anparasas Mahalingam – Purdue University
Wonsang Ryu – Purdue University
Moon Shin – Purdue University
Mingtao Xu – Purdue University
Dalee Yoon – Purdue University
- 2012 **Coordinated research seminars**
University of Technology Sydney

REVIEWING ACTIVITIES

Editorial board member

- Academy of Management Journal* (since 2017)
Journal of Strategic Contracting and Negotiation (since 2015)
Strategic Management Journal (since 2013)
Strategic Organization (since 2012)

Reviewer

- Strategic Management Journal* (24 reviews)
Strategic Organization (12 reviews)
Academy of Management Journal (10 reviews)
Organization Science (10 reviews)
Journal of Management Studies (8 reviews)
Journal of Operations Management (6 reviews)
Organization Studies (4 reviews)
Less than 3 reviews: *Administrative Science Quarterly*, *Management Science*, *Journal of Management*, *Journal of Product Innovation Management*, *Production and Operations Management*, *Journal of Business Research*, *Journal of Strategic Contracting and Negotiation*, *Small Business Economics*, *Journal of Public Policy*, *Production Planning & Control*, *M@n@gement*, *Management International*, *Routledge Academy of Management Conferences* (BPS and OMT divisions)
Strategic Management Society Conferences
Purdue Research Foundation
Excellence in Research for Australia – Australian Research Council

CONFERENCE ACTIVITIES

- 2017 **Symposium co-chair and discussant** “Revisiting Franchising Research: A Multidisciplinary Conversation” (with Shiao-Ling Guo)
Speakers: Rosemary Batt, Gary Castrogiovanni, Assâad El Akremi, Tashlin Lakhani, Melih Madanoglu, Karim Mignonac.
Academy of Management (AOM) Annual Meeting, Atlanta, USA
- 2017 **Panelist** at the Professional Development Workshop “Alliance Dynamics and Instability”
Academy of Management (AOM) Annual Meeting, Atlanta, USA
- 2017 **Panelist** at the Professional Development Workshop “Trust Between Individuals and Organizations”
Academy of Management (AOM) Annual Meeting, Atlanta, USA
- 2016 **Invited speaker** – Session on “Unpacking Organizational Roles in the Contract Design Process”
Conference of the Strategic Management Society, Berlin, Germany

- 2016 **Symposium co-chair and organizer** “The Dark Side of Inter-Organizational Relationships” (with Ilgaz Arikan).
Discussant: Aks Zaheer. Speakers: Nicholas Argyres, Janet Bercovitz, Olivier Bertrand, Anna Brattström, Alex Eapen, Christian Gnekpe, Rekha Krishnan, Giorgio Zanarone.
Academy of Management (AOM) Annual Meeting, Anaheim, USA
- 2016 **Panelist** – OM Joint Junior Faculty and Doctoral Student Consortium
Academy of Management (AOM) Annual Meeting, Anaheim, USA
- 2016 **Session chair** – Session on “Alliance Ecosystems, Adaptation, and Business Models”
Academy of Management (AOM) Annual Meeting, Anaheim, USA
- 2016 **Track co-chair and organizer** “Organizational Control and Distrust” (with Bart de Jong)
International Workshop on Distrust and Conflict Escalation, Groningen, Netherlands
- 2016 **Invited speaker** – Organization of a workshop on “Publishing in Top Management Journals”
Telecom Business School, Paris, France
- 2015 **Discussant** at the Professional Development Workshop “Trust Between Individuals and Organizations”
Academy of Management (AOM) Annual Meeting, Vancouver, Canada
- 2014 **Symposium chair and organizer** “Trust and Distrust: Two Sides of the Same Coin”
Discussant: Roy Lewicki. Speakers: Nabila Boukef, Mohaned Hedi Charki, James Emery, Shiau-Ling Guo, Alison Legood, Ann Marie Nienaber, Rosalind Searle, Sim Sitkin, Antoinette Weibel
Academy of Management (AOM) Annual Meeting, Philadelphia, USA
- 2014 **Discussant** – Doctoral Pre-Conference Meeting
Session on the “Boundaries of the Firm” (with Joe Mahoney)
Midwest Strategy Meeting (MSM), University of Wisconsin Madison, USA
- 2014 **Invited speaker** – Organization of a workshop on “Collecting Data on Contracts: Challenges and Opportunities”
European School on New Institutional Economics (ESNIE), Cargese, France
- 2014 **Invited speaker** – Organization of a workshop on “Dissertation and Being on the Job Market”
European School on New Institutional Economics (ESNIE), Cargese, France
- 2013 **Symposium co-chair and organizer** “Interorganizational Trust: Revisiting Core Assumptions” (with Bart Vanneste). Discussant: Deepak Malhotra. Speakers: Ben Bensaou, Ilya Cuypers, Gokhan Ertug, Darcy Fudge-Kamal, Bill McEvily, Niels Noorderhaven, Akbar Zaheer
Academy of Management (AOM) Annual Meeting, Orlando, USA
- 2013 **Session chair** – Session on “Selected or Adapted? Imprinting, Inertia, Imitation”
Academy of Management (AOM) Annual Meeting, Orlando, USA
- 2012 **Panelist** at the Professional Development Workshop “A Variety of Theoretical Approaches to Address Contractual Issues: Complementarities and Overlaps”
Academy of Management (AOM) Annual Meeting, Boston, USA
- 2012 **Panelist** at the Professional Development Workshop “Publish or Perish Goes Global: International Scholars’ Strategies for Publishing in Top Journals”
Academy of Management (AOM) Annual Meeting, Boston, USA
- 2011 **Session chair** – Session on “Dealing with Uncertain Environments”
Conference of the Strategic Management Society (SMS), Miami, USA
- 2011 **Invited guest speaker** at the Workshop for Early Career Researchers
University of Sydney, Australia
- 2011 **Panelist** at the Professional Development Workshop “Contracts, Relationships, and Performances: Challenges and Opportunities in Studying Inter-firm Contracts”
Academy of Management (AOM) Annual Meeting, San Antonio, USA

- 2010 **Co-organizer** of the Workshop “The Academic Job Market” (with Guilhem Bascle)
HEC Paris PhD Program, France
- 2008 **Co-organizer** of the Workshop “Being a Visiting PhD Student” (with Guilhem Bascle and Déborah Philippe)
HEC Paris PhD Program, France
- 2007 **Symposium co-chair and organizer** “After the Ink Has Dried: Post-Contracting Processes in Inter-firm Relationships” (with Joanne Oxley). Discussant: Laura Poppo. Speakers: Africa Ariño, Marc Fréchet, Jeffrey Macher, Kyle Mayer, Jeffrey Reuer, Libby Weber
Academy of Management (AOM) Annual Meeting, Philadelphia, USA
- 2007 **Program chair and facilitator** – Track “Organization”
European Academy of Management (EURAM) Conference, Paris, France
- 2005 **Co-organizer** of the Workshop “Inter-organizational Communities of Practice” (with Frédéric Dalsace, Bertrand Moingeon, and Bertrand Quélin)
HEC Paris, France

OTHER PROFESSIONAL EXPERIENCE

- 2002 **Project manager** – Société Générale Investment Banking, La Défense, France
Developed a financial website
- 2001 **Assistant project manager** – AXA Corporate Solutions, Paris, France
Implemented a new financial reporting system
- 2000 **Manager** of a wine sales outlet – Nicolas, Villiers-en-Bière, France
- 1999 **Assistant** for bidding procedure in public markets – Ministry of Defense, Paris, France