

## Fabrice LUMINEAU

Purdue University, Krannert School of Management  
West Lafayette, IN 47907-2056 – USA

Email: [lumineau@purdue.edu](mailto:lumineau@purdue.edu)

Academic website: <http://www.krannert.purdue.edu/faculty/flumineau/>

### ACADEMIC POSITIONS

---

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

### EDUCATION

---

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

### RESEARCH INTERESTS

---

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

### MAIN PUBLICATIONS

---

- [1] Oliveira N. & Lumineau F. 2019. “The Dark Side of Interorganizational Relationships: An Integrative Review and Research Agenda.” *Journal of Management*, forthcoming. [Oliveira and Lumineau contributed equally]
- [2] Lumineau F. & Oliveira O. 2018. “A Pluralistic Perspective to Overcome Major Blind Spots in Research on Interorganizational Relationships.” *Academy of Management Annals*, 12(1): 440-465.
- [3] Cao Z, Li Y, Jayaram J, Liu Y, & Lumineau F. 2018. “A Meta-Analysis of the Exchange Hazards – Interfirm Governance Relationship: An Informal Institutions Perspective.” *Journal of International Business Studies*, 49(3): 303-323.
- [4] Schilke O. & Lumineau F. 2018. “The Double-Edged Effect of Contracts on Alliance Performance.” *Journal of Management*, 44(7): 2827-2858. [Schilke and Lumineau contributed equally]
- [5] Oliveira N. & Lumineau F. 2017. “How Coordination Trajectories Influence the Performance of Interorganizational Project Networks.” *Organization Science*, 28(6): 1029-1060.
- [6] Lumineau F. 2017. “How Contracts Influence Trust and Distrust.” *Journal of Management*, 43(5): 1553-1577.
- [7] 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]
- [8] Lumineau F. & Verbeke A. 2016. “Let’s Give Opportunism the Proper Back Seat.” *Academy of Management Review*, 41(4): 739-741.
- [9] 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.
- [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 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] 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.
- [14] Lumineau F. & Malhotra D. 2011. “Shadow of the Contract: How Contract Structure Shapes Inter-Firm Dispute Resolution.” *Strategic Management Journal*, 32(5): 532-555.

## OTHER PUBLICATIONS

---

- [15] Graebner M., Lumineau F., & Fudge-Kamal D. 2019. “Unrequited: Asymmetry in Interorganizational Trust.” *Strategic Organization*, forthcoming.
- [16] Oliveira N. & Lumineau F. 2019. “The Time is Ripe! Using Time Conceptualizations to Advance Research on Interorganizational Relationships.” In T. K. Das (Ed.) *Time Issues in Strategy and Organization*, Charlotte, NC: Information Age Publishing.
- [17] Lumineau F. & Schilke O. 2018. “Trust Development Across Levels of Analysis: An Embedded-Agency Perspective.” *Journal of Trust Research*, 8(2): 238-248.
- [18] Guo S. L., Lumineau F., & Lewicki, R.J. 2017. “Revisiting the Foundations of Organizational Distrust.” *Foundations and Trends in Management*, 1(1): 1-88.
- [19] Duplat V. & Lumineau F. 2016. “Third Parties and Contract Design: The Case of Contracts for Technology Transfer.” *Managerial and Decision Economics*, 37: 424-444.
- [20] 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.
- [21] Lumineau F. & Quélin B. 2012. “An Empirical Investigation of Interorganizational Opportunism and Contracting Mechanisms.” *Strategic Organization*, 10(1): 55-84.
- [22] Lumineau F., Fréchet M., & Puthod D. 2011. “An Organizational Learning Perspective on Contract Design.” *Strategic Organization*, 9(1): 8-32.
- [23] 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*.
- [24] Lumineau F. & Henderson J. 2009. “The Influence of Governance on Negotiation Strategies in Buyer-Supplier Disputes.” *Academy of Management Best Paper Proceedings*.
- [25] Lumineau F. & Fréchet M. 2008. “Managing Discrepancies Between Formal and Psychological Sides of Alliance Contracting.” *Academy of Management Best Paper Proceedings*.
- [26] 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.
- [27] 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

---

- 2018 *Blake Ethics Research Grant* – Purdue University (USD 5,000)
- 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

---

155 presentations

[\*] Presented by my co-author

Oliveira N. & Lumineau F. “The Dark Side of Interorganizational Relationships: An Integrative Review and Research Agenda”

- 78<sup>th</sup> *Academy of Management (AOM)* Annual Meeting, Chicago, USA, August 2018
- *Tilburg University*, Netherlands, February 2018 [\*]

Lumineau F. & Oliveira N. “Reinvigorating the Analysis of Opportunism in Strategy Research”

- *West Virginia University*, USA, October 2018
- *University of Passau*, Germany, June 2018

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 [\*]
- 37<sup>th</sup> 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 [\*]
- 76<sup>th</sup> *Academy of Management (AOM)* Annual Meeting, Anaheim, USA, August 2016
- Midwest Strategy Meeting (*MSM*), University of Kansas, USA, June 2016
- 16<sup>th</sup> *European Academy of Management (EURAM)* Conference, Paris, France, June 2016 [\*]
- Henley Business School, *University of Reading*, UK, May 2016 [\*]

Oliveira N. & Lumineau F. “The Time is Ripe! Using Time Conceptualization to Advance Interorganizational Research”

- *Tilburg University*, Netherlands, February 2018 [\*]

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”

- *Alpen-Adria Universität*, Klagenfurt, Austria, May 2018 [\*]
- *Strategic Management Society (SMS)* Special Conference, San Jose, Costa Rica, December 2017 [\*]
- *77<sup>th</sup> 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 [\*]

Lumineau F. & Oliveira N. “A Pluralistic Perspective to Overcome Major Blind Spots in Research on Interorganizational Relationships”

- *George Washington University*, USA, November 2017
- HEC Lausanne, *University of Lausanne*, Switzerland, September 2017
- Rotterdam School of Management, *Erasmus University*, Netherlands, September 2017
- *Tilburg University*, Netherlands, February 2017 [\*]

Guo S. L., Lumineau F., & Bercovitz J. “The Role of Executives’ Experience in Franchise Contract Design”

- 38<sup>th</sup> Conference of the *Strategic Management Society (SMS)*, Paris, France, September 2018 [\*]
- *77<sup>th</sup> Academy of Management (AOM)* Annual Meeting, Atlanta, USA, August 2017 [\*]

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

- *National Taiwan University*, Taiwan, April 2018 [\*]
- *77<sup>th</sup> 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”

- 36<sup>th</sup> Conference of the *Strategic Management Society (SMS)*, Berlin, Germany, September 2016
- *76<sup>th</sup> Academy of Management (AOM)* Annual Meeting, Anaheim, USA, August 2016

Graebner M., Lumineau F., & Fudge-Kamal D. “Unrequited Trust: Asymmetry in Inter-Organizational Relationships”

- 9<sup>th</sup> 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
- 35<sup>th</sup> Conference of the *Strategic Management Society (SMS)*, Denver, USA, October 2015
- 12<sup>th</sup> *Atlanta Competitive Advantage Conference (ACAC)* Annual Meeting, Atlanta, USA, May 2015
- *74<sup>th</sup> Academy of Management (AOM)* Annual Meeting, Philadelphia, USA, August 2014 [\*]

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”

- 35<sup>th</sup> 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”

- *75<sup>th</sup> 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

- 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 [\*]
  - 14<sup>th</sup> *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 [\*]
  - 33<sup>rd</sup> Conference of the *Strategic Management Society (SMS)*, Atlanta, USA, September 2013
  - 73<sup>rd</sup> *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 [\*]
- Guo S. L. & Lumineau F. “Organizational Distrust: Conceptual Foundations and Empirical Approaches”
- 74<sup>th</sup> *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 [\*]
  - 9<sup>th</sup> *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”
- 74<sup>th</sup> *Academy of Management (AOM) Annual Meeting*, Philadelphia, USA, August 2014 [\*]
- Lumineau F. “How Contracts Influence Both Trust and Distrust Outcomes: An Information-Processing View”
- 73<sup>rd</sup> *Academy of Management (AOM) Annual Meeting*, Orlando, USA, August 2013
  - IAG-Louvain School of Management, *Catholic University of Louvain*, Belgium, July 2013
  - 29<sup>th</sup> *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”
- 73<sup>rd</sup> *Academy of Management (AOM) Annual Meeting*, Orlando, USA, August 2013
  - 32<sup>nd</sup> 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 [\*]
  - 31<sup>st</sup> 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
  - 69<sup>th</sup> *Academy of Management (AOM)* Annual Meeting, Chicago, USA, August 2009 [\*]
- Malhotra D. & Lumineau F. “Antecedents and Consequences of Competitive Arousal in Business Disputes”
- 31<sup>st</sup> Conference of the *Strategic Management Society (SMS)*, Miami, USA, November 2011
  - 70<sup>th</sup> *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”
- 71<sup>st</sup> *Academy of Management (AOM)* Annual Meeting, San Antonio, USA, August 2011
  - 29<sup>th</sup> 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
  - 68<sup>th</sup> *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 [\*]
  - 70<sup>th</sup> *Academy of Management (AOM)* Annual Meeting, Montreal, Canada, August 2010 [\*]
  - 19<sup>th</sup> 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
  - 69<sup>th</sup> *Academy of Management (AOM)* Annual Meeting, Chicago, USA, August 2009 [\*]
  - 21<sup>st</sup> Annual Conference of the *International Association for Conflict Management (IACM)*, Kyoto, Japan, June 2009
- Lumineau F. & Henderson J. “Timing and Buyer-Supplier Negotiations”
- 29<sup>th</sup> Conference of the *Strategic Management Society (SMS)*, Washington DC, USA, October 2009
  - 21<sup>st</sup> Annual Conference of the *International Association for Conflict Management (IACM)*, Kyoto, Japan, June 2009
  - 6<sup>th</sup> *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”

- 13<sup>th</sup> *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 [\*]
- 5<sup>th</sup> *Atlanta Competitive Advantage Conference (ACAC)* Annual Meeting, Atlanta, USA, June 2008
- 2<sup>nd</sup> *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 [\*]
- 67<sup>th</sup> *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”

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

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

- 68<sup>th</sup> *Academy of Management (AOM)* Annual Meeting, Anaheim, USA, August 2008
- ATOM Seminar, *University Paris I – Sorbonne*, France, January 2008
- 27<sup>th</sup> Conference of the *Strategic Management Society (SMS)*, San Diego, USA, October 2007
- 67<sup>th</sup> *Academy of Management (AOM)* Annual Meeting, Philadelphia, USA, August 2007
- 7<sup>th</sup> *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”

- 28<sup>th</sup> Conference of the *Strategic Management Society (SMS)*, Cologne, Germany, October 2008 [\*]
- 67<sup>th</sup> *Academy of Management (AOM)* Annual Meeting, Philadelphia, USA, August 2007
- 23<sup>rd</sup> *European Group for Organisational Studies (EGOS)* Colloquium, Vienna, Austria, July 2007 [\*]
- 7<sup>th</sup> *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
- 11<sup>th</sup> *International Society for New Institutional Economics (ISNIE)* Annual Conference, Reykjavik, Iceland, June 2007 [\*]
- 26<sup>th</sup> Conference of the *Strategic Management Society (SMS)*, Vienna, Austria, October 2006
- 10<sup>th</sup> *International Society for New Institutional Economics (ISNIE)* Annual Conference, Boulder, USA, September 2006 [\*]
- *BI Oslo*, Norway, August 2006 [\*]
- 66<sup>th</sup> *Academy of Management (AOM)* Annual Meeting, Atlanta, USA, August 2006
- 6<sup>th</sup> *European Academy of Management (EURAM)* Conference, Oslo, Norway, May 2006 [\*]
- 6<sup>th</sup> *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”

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



**TEACHING INTERESTS**

---

Strategic Management – Global Strategy – Alliances &amp; Partnerships

**TEACHING AWARDS AND HONORS**

---

Spring 2018     *Distinguished Teacher* – MBA

Spring 2018     *Distinguished Teacher* – Undergraduates

Fall 2017        *Distinguished Teacher* – MBA

Fall 2017        *Outstanding Teacher* – Weekend MBA

Summer 2017    *Distinguished Teacher* – Undergraduates

Spring 2017     *Distinguished Teacher* – MBA

Spring 2017     *Distinguished Teacher* – PhD

Fall 2016        *Outstanding Teacher* – Weekend MBA

Fall 2016        *Distinguished Teacher* – MBA

Spring 2016     *Distinguished Teacher* – MBA

Fall 2015        *Distinguished Teacher* – MBA

Fall 2015        *Distinguished Teacher* – PhD

Fall 2015        *Distinguished Teacher* – Undergraduates

Fall 2015        *Outstanding Teacher* – Weekend MBA

Spring 2015     *Outstanding Teacher* – MBA

Fall 2014        *Outstanding Teacher* – MBA

Fall 2014        *Distinguished Teacher* – Weekend MBA

Fall 2014        *Distinguished Teacher* – Undergraduates

Spring 2014     *Outstanding Teacher* – MBA

Fall 2013        *Outstanding Teacher* – MBA

Fall 2013        *Outstanding Teacher* – Undergraduates

**TEACHING**

---

**PHD**

- Since 2017 *Doctoral Seminar – Alliances & Networks* (12 hours \* 2 sections)  
Purdue University
- Since 2013 *Doctoral Seminar – Psycho-Cognitive Foundations of Strategy* (24 hours \* 3 sections)  
Purdue University
- 2015 *Doctoral Seminar – Collaborative Strategy* (24 hours \* 1 section)  
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 \* 5 sections)  
Purdue University
- Since 2012 *MBA – Global Strategic Management* (21 hours \* 13 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 \* 5 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 2014     **Doctoral dissertation committee**  
 Joonhyung Bae – Purdue University  
 Recipient of the *2018 Strategic Management Society Best PhD Paper Award*  
 Placement: Ulsan National Institute of Science and Technology, South Korea
- Christian Gnekpe – Catholic University of Louvain  
 Placement: Toulouse Business School, France
- 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, China
- 2014-2017     **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  
 Placement: National Chengchi University, Taiwan
- 2016-2017     **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
- 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)
- 2003-2008     **MSc thesis advisor**  
 HEC Paris School of Management (1 student)  
 Reims Management School (7 students)

**INTERNAL PROFESSIONAL SERVICES**

---

- 2018-2019 *Chaired the Strategic Management area recruiting committee*
- 2018-2019 *Chaired the ethics at Krannert's committee*
- 2018-2019 *Participated in the reappointment and promotion committee*
- Fall 2018 *Organized the proseminar and speaker series*
- 2017-2018 *Participated in the Strategic Management area recruiting committee*
- 2017-2018 *Participated in the doctoral admission committee*
- 2017-2018 *Participated in the reappointment and promotion committee*
- 2017-2018 *Chaired the undergraduate clubs oversight committee*
- 2017-2018 *Participated in the Strategic Management area recruiting committee*
- 2017-2018 *Participated in the graduate clubs oversight committee*
- 2016-2017 *Chaired the committee to redesign the website of the PhD Program in Strategic Management*
- 2015-2016 *Participated in the Strategic Management area recruiting committee*
- 2015-2016 *Participated in the doctoral admission committee*
- 2015-2016 *Organized the PhD preliminary exams in Strategic Management*
- 2015-2016 *Evaluated Purdue Research Foundation research grant proposals*
- 2014-2015 *Participated in the Strategic Management area recruiting committee*
- 2014-2015 *Organized the PhD preliminary exams in Strategic Management*
- 2014-2015 *Participated in the undergraduate standing committee*
- 2014-2015 *Participated in the doctoral admission committee*
- Since 2013 *Participated in comprehensive exam committees*  
 Joonhyung Bae – Purdue University  
 Hsin-Ju Bien – Purdue University  
 Goran Calic – Purdue University  
 Kubilay Cirik – Purdue University  
 Rama Devarakonda – Purdue University  
 Anparasan Mahalingam – Purdue University  
 Wonsang Ryu – Purdue University  
 Moon Shin – Purdue University  
 Mingtao Xu – Purdue University  
 Dalee Yoon – Purdue University
- 2012 *Coordinated research seminars*

## EXTERNAL PROFESSIONAL SERVICES

---

### LEADERSHIP ROLES

- 2017-2019 ***Elected as Representative-as-Large of the Cooperative Strategies Interest Group***  
Strategic Management Society
- 2016-2018 ***BPS Research Committee***  
Business Policy and Strategy Division, Academy of Management
- 2016-2017 ***All Academy Theme (AAT) Committee***  
Academy of Management

### 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* (31 reviews)  
*Strategic Organization* (14 reviews)  
*Academy of Management Journal* (13 reviews)  
*Organization Science* (11 reviews)  
*Journal of Management Studies* (8 reviews)  
*Journal of Operations Management* (6 reviews)  
*Organization Studies* (5 reviews)  
Less than 3 reviews: *Academy of Management Review*, *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*, *IEEE Transactions on Engineering Management*, *International Journal of Research  
in Marketing*, *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 AND WORKSHOP ACTIVITIES

- 2018 ***Organizer*** – Panel on “Crossing the Chasms between Dyadic, Portfolio, and Network Research”  
Speakers: Glenn Hoetker, Dovev Lavie, Denisa Mindruta, Francisco Polidoro  
Conference of the Strategic Management Society (SMS), Paris, France
- 2018 ***Session chair*** – Session on “Networks, Bounding and Trust”  
Conference of the Strategic Management Society (SMS), Paris, France
- 2018 ***Panelist*** – International Management Doctoral Student Consortium  
Academy of Management (AOM) Annual Meeting, Chicago, USA
- 2018 ***Panelist*** – Professional Development Workshop on “Inter-Organizational Behavior”  
Academy of Management (AOM) Annual Meeting, Chicago, USA
- 2018 ***Co-organizer*** of the session “Cross-Generational Match-Making” (with Javier Gimeno and Umit Ozmel)  
Krannert Strategy Alumni Conference, Purdue University, USA
- 2017 ***Panelist*** – Showcase panel “Alliances and M&A in Emerging Economies: The Role of Formal and Informal  
Institutions”  
Strategic Management Society (SMS) Special Conference, San Jose, Costa Rica

- 2017 **Panelist** – Doctoral workshop  
Strategic Management Society (SMS) Special Conference, San Jose, Costa Rica
- 2017 **Invited speaker** – Organization of a workshop on “Publishing in Top Management Journals”  
Rotterdam School of Management, Erasmus University, Netherlands
- 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** – Professional Development Workshop “Alliance Dynamics and Instability”  
Academy of Management (AOM) Annual Meeting, Atlanta, USA
- 2017 **Panelist** – 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** – Operations Management 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** – 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, Shiao-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** – 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** – 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** – Workshop for Early Career Researchers  
University of Sydney, Australia
- 2011 **Panelist** – 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

## SELECTED MEDIA COVERAGE

---

- 2018 How to Write a Contract that Last, Harvard Law School  
<https://www.pon.harvard.edu/daily/dealmaking-daily/how-to-write-a-contract-that-lasts/>
- 2018 The Dark Side of Interorganizational Relationships, SCM Research  
<https://scmresearch.org/2018/11/02/the-dark-side-of-interorganizational-relationships/>
- 2017 The 40 Most Outstanding MBA Professors Under 40, Poets & Quants  
<https://poetsandquants.com/2017/03/26/40-outstanding-mba-professors-40/3/>

## OTHER EMPLOYMENT

---

- 2002 Project manager – Société Générale Investment Banking, La Défense, France
- 2001 Assistant project manager – AXA Corporate Solutions, Paris, France
- 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