

UW GLOBAL BUSINESS CENTER

Faculty Research & Curriculum Projects Funded 1990-2011

Funded Projects 2011

Bigley, Gregory "The culturally situated nature of employee organizational identification"

Chen, Xiao-ping "Why do business leaders pursue political connections in China?"

Dewenter, Kathryn "Did the adoption of the euro affect market quality and trading costs?"

Hernandez, Morela "Cross-Culture differences in intergenerational resource allocations"

Koski, Jennifer "Did the adoption of the euro affect market quality and trading costs?"

Schlosser, Ann "Cross-Cultural differences in preference for consistency: Implications for interpersonal persuasion"

Siegel, Stephan "Pricing of political risk"

Funded Projects 2010

Bigley, Gregory "Cultural context and high reliability organizations"

Chen, Xiao-ping "Controlling freaks? Authoritarian chief executive officers and firm performance"

Dewenter, Kathryn "Bank regulation, market structure, and the financial performance of the world's largest banks"

Fan, Ming "Comparing different advertising models for global E-Commerce"

Kamara, Avi "Market design and the efficiency of a stock market under liquidity stress"

Karpoff, Jonathon "Bribery: Business as usual?"

Muller, Alan "Corporate social action and inaction in the face of humanitarian events: Firm donations to Haiti."

Schlosser, Ann "Cross cultural differences in preference for consistency: Implications for interpersonal persuasion."

Siegel, Stephan "Determinants of financial integration within the US versus other countries"

Steensma, Kevin "The influence of innovation and managerial discretion on export intensity: A contingency perspective"

Funded Projects 2009

Bigley, Gregory "Effects of cultural diversity on knowledge work via intra-team relationship quality"

Chen, Xiaoping "Trust in paternalistic leaders in China: differentiating affective vs. cognitive trust and their consequences on employee job performance"

Dewenter, Kathryn "Firm value and sovereign wealth fund investments"

Kamara, Avi "Market design and efficiency of a stock market under liquidity stress. Data for Israel"

Kumar, Subodha "Managing effort for agile software development in an IT offshoring project"

Schlosser, Ann "Cross cultural differences in preference for consistency: Implications for persuasion"

Siegel, Stephan "Determinants of financial integration in Europe"

Steensma, Kevin "The influence of innovation and managerial discretion on export intensity: A contingency perspective. Plus two others."

Tripathi, Arvind "Effect of developer motivations and culture on acceptance of financial rewards in open source software"

Funded Projects 2008

Bigley, Gregory "Effects of Collectivist orientation on identification processes and outcomes"

Chen, Xiaoping "Communication and social interaction style across cultures: Scale development"

Dewenter, Kathryn "Effects of Banks' equity investments on their financial performances"

Fan, Ming "A study on supply chain outsourcing contracts"

Kumar, Subodha "Optimal assignment of sub-projects of an IT project to different foreign firms"

Schlosser, Ann "Cross-cultural differences in the persuasiveness of online product reviews: The effect of individualism-collectivism on consistency versus consensus effects"

Siegel, Stephan "Value differentials around the world; Nature vs. nurture: What determines individuals' investment behavior?"

Steensma, Kevin "The influence of innovation and managerial discretion on export intensity: A contingency perspective; The influence of FDI on human development; Influence of national culture on knowledge transfer in cross-border acquisitions"

Tripathi, Arvind "The Role of developer motivations and culture in accepting financial rewards in open source software"

Funded Projects 2007

Bigley, Gregory "Self-regulatory effects of two major forms of trust across cultural contexts"

Bradford, William "Ownership structure, control chains, and cash dividend policy: Evidence from China"

Chen, Xiaoping "Communication and social interaction patterns across cultures"

Dewenter, Kathryn "Performance effects of banks' soft-budget constraint"

Fan, Ming "A study on global participation of open source software development"

Hess, Alan "Performance effects of banks' soft-budget constraint"

Kumar, Subodha "Coordinating client-developer efforts in the projects outsourced to foreign firms"

Sadka, Ronnie "Seasonal predictability in the cross-section of international stock returns"

Schlosser, Ann "Cross-cultural differences in the persuasiveness of online product reviews: The effect of individualism-collectivism on consistency versus consensus effects"

Schmitt, Thomas "Simulating disruptions in supply chains"

Steensma, Kevin "Influence of national culture on knowledge transfer in cross-border acquisitions," and "The influence of institutional environments on the relationship between diversification and firm performance"

Tan, Yong "An investigation on IT adoption, outsourcing, and productivity in China"

Tripathi, Arvind "Understanding bidding strategies in online auctions"

Zhou, Yong-Pin "The use of service resolution measures in service outsourcing contract"

Funded Projects 2006

Bigley, Gregory "Individualism/Collectivism, relational identification, and work behavior. US, S'pore, S Korea data"

Ceranic, Tara "Ethical and cross cultural decision-making and norm transmission"

Chen, Xiaoping "An organizational perspective of multi-level cultural integration: HRM practices in cross-cultural contexts"

Desa, Geoffrey "Technology social enterprise"

Dewenter, Kathryn "Performance differences between relationship and transactional banks"

Fan, Ming "A study on contracts in offshore software development"

Hess, Alan "Performance differences between relationship and transactional banks"

Jain, Apurva "Supply chain technology adoption in developing economies"

Kamara, Avi "Pre-Opening price discovery: Information or manipulation? Israeli data"

Kumar, Subodha "Outsourcing tasks in IT projects: Offshore or onshore"

Sadka, Ronnie "Liquidity pricing on Bolsa and Borse: Evidence from Madrid and Zurich 1902-1925"

Schmidt, Tom "The life cycle of a plant closure: Extracting key lessons"

Steensma, Kevin "Influence of national culture on knowledge transfer in cross-border acquisitions"

Tan, Yong "An investigation of technology upgrades and adoptions in telecommunications industries of China and Japan"

Tripathi, Arvind "An investigation of voluntary monetary contributions to a for-profit corporation. Donors are from around the world"

Youn, Nara "An investigation of technology upgrades and adoptions in telecommunications industries of China and Japan"

Funded Projects 2004 – 2005

Bigley, Greg "The moderating effects of individualism/collectivism on the relationship between procedural justice perceptions and organizational citizenship behavior"

Chen, Xiaoping "In the name of the group: Cross-cultural differences in ethical decision making"

Fan, Ming "A study on the adoption of online financial services in China"

Hess, Alan "Why do loan losses differ between transactional and relationship banks?"

Higgins, Chad "Achieving Person-Group Fit: The Effective Use of Influence Tactics in the US and Japan"

Huber, Vandra and Patricia Kelley, "Role of opening offers and counter offers in Global negotiations: comparative analysis of Japan, Bosnia, Korea, and United States"

Jain, Apurva "Operating contracts in global supply-chains"

Phelps, Corey "Cross-border acquisitions and firm innovation"

Steensma, Kevin "The influence of power, learning, and conflict on the internationalization of international joint ventures"

Tan, Yong "An investigation of technology upgrades in China's telecommunication industry"

Zhou, Yong-Pin "Study of call center outsourcing contract"

Funded Projects 2003 – 2004

Dewenter, Kathryn and Hess, Alan, "Are relationship and transactional banks different? Evidence from loan loss provisions and write-offs"

Higgins, Chad, "Developing person-group fit: an investigation of Japanese and US cultural differences"

Kamara, Avi, "The Non-tradability Premium of Derivatives Contracts"

Kamara, Avi, "Production Flexibility and the interaction of real and financial options"

Karpoff, Jonathan, "Penalizing Corporate Misconduct: Empirical Evidence"

Steensma, Kevin and Kotha, Soresh, "International market entry by US Internet firms: An empirical analysis of country risk, national culture, and market size"

Steensma, Kevin, "The evolving value of foreign partnerships in transitional economies"

Steensma, Kevin, "The Impact of management control structure on conflict in international joint ventures: An organizational justice-based contingency perspective"

Steensma, Kevin, "Managing the dynamics of tacit and explicit learning in IJVs: The role of social embeddedness and the impact on performance"

Steensma, Kevin, "The influence of industry and home country characteristics on firm's pursuit of innovation"

Funded Projects 2002 – 2003

Greg Bigley, "How individualism/collectivism influences trust-based identification processes and subsequent follower helping behavior in leader-follower relationships"

William Bradford, "Targeted business support for South Africa's township entrepreneurs"

Xiao-Ping Chen, "Cultural effect on supervisor-subordinate interaction: Universalism-Particularism and the norm of reciprocity"

Chad Higgins, "How national culture affects the way in which person-group fit is established"

Jonathan Karpoff, "Enforcement actions through the foreign corrupt practices act,"

Suresh Kotha "Internationalization of E-commerce firms: Empirical analysis of country factors that determine country choice"

Tom Lee, "Diffusion of contemporary human resource (HR) practices across Thai managers and executives"

Erica Okada, "Cross cultural comparison of managerial decision making in project innovations"
Kevin Steensma, "International joint venture transitions"

Funded Projects 2000 – 2001

Boeker, Warren. (Management and Organization Department, University of Washington Business School) Mechanisms for governance, ownership, and control in new venture startups across three countries: France, the United Kingdom, and the United States.

Chen, Xiao-Ping. (Management and Organization Department, University of Washington Business School) Leader behaviors and employee turnover: A cross-culture study.

Ingene, Charles. (Marketing and International Business Department, University of Washington Business School) Grocery shopping behavior in Shanghai: lifestyle and demographic factors.

Kotha, Suresh. (Management and Organization Department, University of Washington Business School) Internationalization of E-commerce firms: Empirical analysis of firm and country factors that drive internationalization.

Lee, Tom. (Management and Organization Department, University of Washington Business School) Human resource management in Asia.

Louie, Therese. (Marketing and International Business Department, University of Washington Business School) The role of celebrities in consumer culture: An international perspective.

Sarasvathy, Saras. (Management and Organization Department, University of Washington Business School) International outsourcing of software development.

Siegel, Andrew (Management Science Department, University of Washington Business School) Overoptimistic bias in internationally diversified portfolios optimized in the presence of estimation error.

Funded Projects 1999 – 2000

Boeker, Warren. (Management and Organization Department, University of Washington Business School) Changes in founding, ownership, and control in new ventures across three countries.

Ingene, Chuck. (Marketing and International Business Department, University of Washington Business School) Consumer expenditure patterns in China: Food retailing in Shanghai.

Jones, Tom. (Management and Organization Department, University of Washington Business School) A computer simulation to model trust and cooperation in economic relationships within national economies.

Kamara, Avi. (Finance and Business Economics, University of Washington Business School) Term structure of eurodollar rates.

Schulz, Martin. (Management and Organization Department, University of Washington Business School) Comparison of organizational rule changes in the United States and Germany.

Wicks, Andy. (Management and Organization Department, University of Washington Business School) Facilitating optimal trust: The operating environment of business and trust creation.

Funded Projects 1998 – 1999

Kotha, Suresh. (Management and Organization Department, University of Washington Business School) Internet and Global Strategies: The Case of Yahoo!'s Global Operations.

Rindova, Violina. (Management and Organization Department, University of Washington Business School) Internet and Global Strategies: The Case of Yahoo!'s Global Operations. Rindova, Violina (Management and Organization Department, University of Washington Business School) IPO Markets and Market Makers

Schulz, Martin. (Management and Organization Department, University of Washington Business School) Exploring Interunit Knowledge Flows in Multinational Corporations.

Tamura, Kim. (Management Science Department, University of Washington Business School) Developing Cases for Forecasting International Financial Data.

Funded Projects 1997 – 1998

Colleran, Robert M.; Johnston, Maragaret; Richwagen, Susan. (University of Washington School of Business) "Convergent Devices."

Gautschi, David A. (Marketing & Int'l Business Department, University of Washington School of Business) "Convergent Devices in Computing and Communications: Market Context Considerations."

Jacobsen, Helge; Lo, Nancy; Pacquer, Ken; Wilburn, Donnelly. (University of Washington) "Genline: Challenges in Creating an Online Medical Database."

Karpoff, Jonathan M. (Finance Department, University of Washington School of Business) "Financial Prospects and Policy Considerations for the LN2000."

Pagon, Roberta A. (Department of Pediatrics, University of Washington School of Medicine) "Genline: Medical Genetics Knowledge Base."

Rokke, Jonathan L. (University of Washington School of Business) Administration, Scott, Carmen A. (University of Washington School of Business) Administration, Wang, Johnny C. (University of Washington College of Engineering) "Alternative Fuel Vehicles: The LN-2000 Opportunity."

Funded Projects 1995 – 1996

Dewenter, Kathryn. (Finance and Business Economics Department) "Cross Border Investment Flows and Stock Issues Privatizations."

Gautschi, David. (Marketing and International Business Department) "Global Information and Telecommunications Industries (GiTi)."

Malatesta, Paul. (Department of Finance and Business Economics) "Stock Issue Privatizations."

Novaes, Walter. (Finance and Business Economics Department) "Debt Control in Multinational Firms."

Ruth, Julie. (Marketing and International Business Department) "Impact of Strategic Alliances on Consumer Behavior."

Schulz, Martin. (Management and Organization Department) "Organizational Learning in Multinational Enterprises."

Simonin, Bernard. (Marketing and International Business Department) "Multinational Organizational Learning and Impact of Strategic Alliances on Consumer Behavior."

Funded Projects 1994 – 1995

Anchordoguy, Marie. (Jackson School of International Studies) "Studies of Japanese Industrial Policy." Salary support.

Dewenter, Kathryn and Malatesta, Paul. (Department of Finance and Business Economics) "International Comparisons of Pricing of Initial Public Offerings" and "International Acquisitions." Salary support.

Gautschi, David. (Marketing and Int'l Business Department) "Strategic Developments in the Global Information and Telecommunications Industry." RA support.

Hansen, Gary. (Management & Organization Department), Funding for research on U.S. and Asian aircraft manufacturing companies. Travel to Japan to China.

Ilinitch, Anne, UW Bothell Campus, "Value Enhancing Export Strategies for Small and Mid-Sized Firms." Travel to Chile.

Moxon, Richard. (Management and Organization Department), Research on emerging Market economies. RA support.

Novaes, Walter. (Finance and Business Economics Department) "Cross-Country Analysis of Capital Structure Choice." Travel to Brazil, plus RA support.

Ruth, Julie and Simonin, Bernard. (Management and Int'l Business Department) "Consumer Effects of International Strategic Alliances." Support for surveys in three languages. Travel to Korea and Japan.

Schulz, Martin. (Management and Organization Department) "Organization Learning in Multinational Enterprises." Travel to Denmark and in U.S., plus RA support.

Simonin, Bernard. (Management & Int'l Business Department) "Organizational Learning in International Strategic Alliances." Salary support.

Funded Projects 1993 – 1994

Anchordoguy, Marie. (Jackson School of International Studies) "The Japanese Software Industry: A Failure of Institutions?" Travel to Japan, Japanese database search and RA support.

Dewenter, Kathryn. (Finance and Business Economics Department) "Cross-Border Acquisitions." RA support.

Gil, Carlos. (History Department) "Development of Private Business Sector in Mexico and Spain." Travel to Mexico.

Hamilton, Gary. (Sociology Department) "The Institutional Foundations of Chinese Capitalism." Travel to Taiwan.

Ilinitch, Anne. (Management & Organization Department) "Export Trading Companies." U.S. travel support plus salary support.

Mitchell, Katharyne. (Geography Department) "Chinese Business Networks and Urbanization in Southeast Asia." Travel to Hong Kong and Malaysia.

Peterson, Richard. (Management & Organization Department) "International HRM in Latin American Subsidiaries." Travel to Mexico, Brazil and Argentina.

Ph.D. Dissertation Support:

Brunel, Fred. (Marketing and International Business Department) "Family Purchase Decision Making: A Cross-Cultural Study."

Campbell, Kate. (Accounting Department) "An Empirical Investigation of Countertrade" And "The International Transfer of Environmental Accounting and Technology in Multinational Firms."

Peng, Mike. (Management and Organization Department) "Export Trading Companies: A New Organizational Form."

"TWAIN 1994" Participants:

Dewenter, Kathryn. (Finance and Business Economics Department)

Hansen, Gary. (Management & Organization Department)

Ilinitch, Anne. (Management & Organization Department)

Malatesta, Paul. (Finance and Business Economics Department)

Ramanathan, Kavasseri. (Accounting Department)

Funded Projects 1992 – 1993

Hess, Alan & Thornton, Judith. (Finance and Business Economics Department), "Financial Market Reforms in the Russian Far East." Salary and travel support.

Hill, Charles. (Management & Organization Department) "Managing the Multi- National Enterprise." Travel support.

Ilinitch, Anne. (Management & Organization Department) "The Impact of Changes in European Wood Products Standards on U.S. Firms' Ability to Compete." Travel support plus RA.

Jacobson, Robert. (Marketing & Int'l Business Department) "Cross-National Differences in Asymmetric Information About Business Performance." Salary support.

Peterson, Richard. (Management & Organization Department) "The Role of International Human Resource Management in Foreign Subsidiaries of American, German and Japanese MNCs." Travel support.

Ruth, Julie & Simonin, Bernard. (Marketing & Int'l Business Department) "An Investigation of the Effects of International Strategic Alliances on Consumers' Behavior and Attitudes." Travel support.

Sullivan, Jeremiah. (Marketing & Int'l Business Department) "Critical Success Factors for U.S. Software Marketing in Japan." Travel support and RA.

Ph. D. Dissertation Support

Helleloid, Duane. (Marketing & Int'l Business Department) "International Acquisitions: A Resource-Based Approach."

Sargent, John. (Management & Organization Department) "Human Resource Management in Maquiladora Manufacturing Plants in Mexico."

Funded Projects 1991 – 1992

Hill, Charles. (Management & Organization Department) "Strategy, Structure and Economic Performance in the Multinational Firm." Travel to Japan plus RA support.

Ilinitch, Anne. (Management & Organization Department) "The Impact of Changes in European Wood Product Standards on U.S. Firms' Ability to Compete." Travel support and RA support.

Peterson, Richard. (Management & Organization Department) "Strategy and International Human Resource Management: Judging its Effectiveness in A Select Number of MNCs." Travel support to Germany, Britain, Japan and within the U.S.

Ruth, Julie and Simonin, Bernard. (Marketing & Int'l Business Department) "An Investigation of the Effects of International Strategic Alliances on Consumers' Behavior and Attitudes." Survey and interview support.

Sullivan, Jeremiah. (Marketing & Int'l Business Department) "Success Factors in U.S. Franchising in Japan." Travel to Japan plus RA support.

Funded Projects 1990 – 1991

Gist, Marilyn. (Management & Organization Department) "Managing Employee Productivity in the Multinational Context." Salary supports two months RA.

Hansen, Gary. (Management & Organization Department) "Comparison of Business Unit Performance Evaluation Systems among American, German and Japanese Firms." Travel to Japan and Germany plus RA support.

Hill, Charles. (Management & Organization Department) "Comparison of Buyer-Supplier Relations in the U.S. and Japanese Auto Industries." Travel to Japan.

Klastorin, Ted and Moinzadeh, Kamran. (Management Science Department) "Quality Control and Manufacturing Processes: A Look at Japanese Manufacturing Practices." Salary support plus two months RA support, travel to Japan for co-Researchers and RA.

Moxon, Richard. (Management & Organization Department, joint with researchers at Columbia University and Portland State University) "Transfer of Human Resource Practices to American and Japanese Manufacturing Plants in Mexico." Travel to Mexico.

Waggener, Thomas. (College of Forest Resources) "Japan-Soviet Trade in Forest Products." Travel to Japan for two researchers.