

Faculty Publications – International

1998 - Forthcoming

Faculty Publications Forthcoming

Chen, Xiao-ping "A multilevel investigation of motivational cultural intelligence, organizational diversity climate, and cultural sales: Evidence from the U.S. real estate firms" with D. Liu and R. Portnoy

Chen, Xiao-ping "Affective trust in Chinese leaders: Linking paternalistic leadership to employee performance" with M. Eberly, T-J Chiang, J.L. Farh and B.S. Cheng

Siegal, Stephan "Nature or Nurture: What determines investor behavior?" with Amir Barnea and Henrik Cronqvist

Faculty Publications 2012

Hernandez, Morela "Toward an understanding of the psychology of stewardship"

Faculty Publications 2011

Chen, Xiao-ping "From autonomy to creativity: A multilevel investigation of the mediating role of harmonious passion" with D. Liu and X. Yao

Chen, Xiao-ping "Cooperative and competitive orientations in China: Scale development and validation" with X.F. Xie and S.Q. Chang

Hernandez, Morela "Who is leading the leader? Follower influence of leader ethicality" with S. B. Sitkin

Hernandez, Morela "The loci and mechanisms of leadership: Exploring a more comprehensive view of leadership theory" with M.B. Eberly, B.J. Avolio and M.D. Johnson

Faculty Publications 2010

Dewenter, Kathryn "Firm Values and Sovereign Wealth Fund investments" with Xi Han and Paul Malatesta

Koski, Jennifer "Short Selling Around Seasoned Equity Offerings" with T. Henry

Faculty Publications 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"

Siegel, Stephan, "Foreign Listings, US Equity Markets, and the Impact of the Sarbanes-Oxley Act" (2009), joint with Jefferson Duarte, Katie Kong and Lance A. Young (under review)

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"

Faculty Publications 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 evolution and internalization of international joint ventures," with Jeffrey Barden, Marjorie Lyles, Charles Dhanaraj, and Laszlo Tihanyi, *Journal of International Business Studies*, Vol. 39, 2008, pp. 491–507.

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"

Faculty Publications 2007

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

Bradford, William D., "Distinguishing Economically from Legally Formal Firms: Targeting Business Support to Entrepreneurs in South Africa's Townships" *Journal of Small Business Management*, January 2007.

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"

Harford, Jarrad, "Monitoring: Which Institutions Matter?" with X. Chen and K. Li, *Journal of Financial Economics*, November 2007.

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

Kotha, Suresh, "Standing out: how new firms in emerging markets build reputation and Knowledge Creation" *Strategic Organization*, 2007, 5:31, 31-70 (with V. Rindova and A. P. Petkova)

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”

Siegel, Stephan, “Global growth opportunities and market intergration,” with Geert Bekaert, Cam Harvey and Chris Lundblad, *Journal of Finance*, July 2007.

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. “Narrowcasting of Wireless Advertising in Malls,” *European Journal of Operational Research*, 2007 (Arvind Tripathi, Suresh Nair)

Tripathi, Arvind “Understanding bidding strategies in online auctions”

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

Faculty Publications 2006

Chen, Xiao Ping, & Li, S, “Culture and competitive decision making in mixed-motive business contexts: The mediating and moderating effects of vertical and horizontal individualism.” *Journal of International Business Studies*. 2006.

Hess, Alan. Banks’ Equity Holdings and the Soft Budget Problem: Evidence from Major Japanese Banks” with Kathryn Dewenter and Yasushi Hamao. Presented at the Second FIRS Conference on Banking, Corporate Finance and Intermediation held in Shanghai from June 1-3, 2006.

Huber, Vandra, “Redevelopment of a War-ravaged Economy: The Case of Bosnia-Herzegovina,” published by Global Business Center, University of Washington Business School. Case was used in 2006 Undergraduate Global Business Challenge.

S. Kumar, V. S. Jacob, and C. Sriskandarajah, “Scheduling Advertisements on a Web Page to Maximize Revenue,” *European Journal of Operational Research*, Sep 2006

Tripathi, Arvind. “Advertising via Wireless Networks,” *International Journal of Mobile Communications*, 2006 (Ram D. Gopal and Arvind Tripathi). Order of Authors—Alphabetical

Tripathi, Arvind “An investigation of voluntary monetary contributions to a

for-profit corporation. Donors are from around the world”

Faculty Publications 2005

Hill, Charles, “International Business: Competing in the Global Market Place”, Sixth Edition, *McGraw-Hill*, 2005.

Steensma, Kevin, "The evolving value of foreign partnerships in transitional economies," with L. Tihanyi, M.A. Lyles, and C. Dhanaraj, *Academy of Management Journal*, 2005.

Steensma, Kevin, “The Impact of management control structure on conflict in international joint ventures: An organizational justice-based contingency perspective,” with J. Barden and M.A. Lyles, *Journal of International Business Studies*, 2005.

Faculty Publications 2004

Chen, Xiao-ping and Chen, C.C., "On the intricacies of Chinese guanxi: A process model of guanxi development," *Asia Pacific Journal of Management*.

Dewenter, Kathryn and Higgins, Robert and Simin, Timothy, "Can Event Study Methods Solve the Currency Exposure Puzzle?", *Pacific Basin Finance Journal*, Accepted July 2004.

Dewenter, Kathryn, "Does the market react differently to domestic and foreign takeover announcements? Evidence from the US chemical and retail industries," *Journal of Financial Economics*. Will be reprinted in *Corporate Restructuring* as part of the *International Library of Critical Writings in Financial Economics*, Edward Elgar Publishing.

Dewenter, Kathryn and Malatesta, Paul, 2001, "State-owned and privately-owned firms: An empirical analysis of profitability, leverage, and labor intensity," *American Economic Review*, to be included in *Governance: An International Perspective*, as part of the series *Corporate Governance in the New Global Economy*, published by Edward Elgar Publishing.

Fan, Ming and Li, Qi and Peng, Hui and Whinston, Andrew, *Financial Electronic Commerce*, in Chinese, China Higher Education Press.

Glassman, Debra and Webb, Alan, "CyberSpeed Technologies," case study used for 2004 Global Business Challenge.

Hadjimichalakis, Karma and Hadjimichalakis, Michael, *Contemporary Money, Banking, and Financial Markets* text translated into Chinese by Shanghai People's Publishing House.

Haley, Charles and Duhaneanu, Marcel, "Creating a Business School in Romania," *International Journal of Public Administration*.

Kamara, Avraham and Eldor, Hauser, and Kahn, "The Nontradability Premium of Derivatives Contracts," forthcoming, *Journal of Business*.

Lee, Tom and Butler, J.E., "Regional recovery and development: the role of HRM in east and southeast Asia," *Human Resource Management Review*.

MacLachlan, Doug and Haley, Charles and Duhaneanu, Marcel, "Creating a Business School in Romania," *International Journal of Public Administration*.

MacLachlan, Doug, "Segment Optimization: An Empirical Comparison," ESOMAR 2004 Conference Proceedings, selected as best paper in conference.

Siegel, Andrew, *Practical Business Statistics*, translated into Chinese, McGraw-Hill/Irwin.

Steensma, H.K. and Barden, J. and Lyles, M. and Dhanaraj, C, "The influence of power, learning and conflict on the internationalization of international joint ventures," Academy of Management, August 2004, nominated to the Best Paper Proceedings.

Faculty Publications 2003

Full list not available; if you seek a specific publication, please [contact us](#).

Faculty Publications 2002

Sullivan, Jeremiah, "The Future of Corporate Globalization, From the Extended Order to the Global Village." Westport, CT: Quorum, 2002.

Faculty Publications 2001

Dewenter, Kathryn L. and Paul Malatesta, "State-Owned and Privately-Owned Firms: An Empirical Analysis of Profitability, Leverage, and Labor Intensity," *The American Economic Review*, forthcoming.

Dewenter, Kathryn L. and R. Pettway and Walter Novaes, "Visibility Versus Complexity in Business Groups: Evidence from IPOs of Japanese Keiretsu Firms," *The American Economic Review*, forthcoming.

Glassman, Debra and Leigh Riddick, "What Explains Home Asset Bias and How Should It Be Measured?" *Journal of Empirical Finance*, forthcoming.

Glassman, Debra and Karen Freeze, "Marathon Ceramics," University of Washington, case for the Global Business Challenge Competition, 2001.

Hillier, Mark, "The Costs and Benefits of Commonality in Assemble-to-Order Systems with a (Q,r)-Policy for Component Replenishment." *European Journal of Operational Research* (forthcoming, conditionally accepted).

Hillier, Mark, and Fred Hillier, "Conventional Optimization Techniques. Evolutionary Optimization." Ed. Ruhul Sarker, Xin Yao, and Masoud Mahammadian, *International Series in Operations Research & Management Science*, Kluwer Academic (forthcoming).

Karpoff, Jonathan M. "Public Versus Private Initiative in Arctic Exploration: The Effects of Incentives and Organizational Structure," *Journal of Political Economy*, forthcoming.

Kotha, S. with A. Nair, "Do Groups Matter? The Case of the Japanese Steel industry," forthcoming in *Strategic Management Journal*.

Kotha, S. with S. Rajgopal and M. Venkatachalam, "Managerial Actions, Stock Returns and Earnings: The Case of Business-to-Business Internet Firms," forthcoming in *Journal of Accounting Research*.

Mookerjee, Vijay, "Policies for Data Archival in Hierarchical Storage Management." *European Journal of Operational Research*, (forthcoming).

Pontiff, Jeffrey, "Excess Volatility and Close-End Funds," Reprinted in *International Library of Critical Writings in Financial Economics, Behavioral Finance, 2001*, edited by Harold Shefrin, Series Editor: Richard Roll, (Edward Elgar Publishing Limited: United Kingdom).

Faculty Publications 2000

Dewan, Sanjeev and Kenneth Kraemer, "Information Technology and Productivity: Evidence from Country-Level Data," *Management Science*, Vol. 46, No. 4, pp. 548-562, April 2000.

Dewenter, Kathryn L., Robert C. Higgins and Timothy T. Simin, "Estimating the Exchange Rate Exposure of U.S. Multinational Firms: Evidence from an Event Study Methodology," in *Risk: Challenge and Opportunity*, Markus Rudolf and Ulrich Hommel, eds. Springer, 357-371.

Dewenter, Kathryn L., and Alan C. Hess, "Risks and Returns in Relationship and Transaction Banks: Evidence from Banks' Returns in Germany, Japan, the U.K. and the U.S.," *Performance of Financial Institutions: Efficiency, Innovation, Regulation*, Patrick d. Harker and Stavros Zenios, eds. 2000. Cambridge University Press, 443-461.

Glassman, Debra and Karen Freeze, "RealNetworks Inc.," University of Washington,

case for the Global Business Challenge Competition, 2000.

Kotha, S. with R. Dunbar, "Exploiting Institutional and Cultural Constraints: The Case of Sanyo Electric in the United States," *Advances in International Comparative Management*, Vol. 13, 2000, pp. 149-174.

Moinzadeh, Kamran and Emre Berk, "An Archiving Model for a Hierarchical Information Storage Environment." *European journal of Operational Research*, Vol. 123, No. 3, pp. 421-435, March 2000. Roley, V. Vance with Catherine

Bonser-Seal and Gordon H. Sellon, Jr., "The Effect of monetary Policy Actions on Exchange Rates under Interest-Rate Targeting," *Journal of International Money and Finance*, (XIX), October 2000.

Steensma, H.K. and M.A. Lyles, "Explaining IJV Survival in a Transitional Economy Through Social Exchanged and Knowledge-Based Theories," *Strategic Management Journal*, Vol. 21, 2000, pp. 831-851.

Steensma, H.K., L. Marina, K.M. Weaver, and P.H. Dickson, "The Influence of National Culture on the Formation of Technology alliances by Entrepreneurial Firms," *Academy of Management Journal*, Vol. 43, 2000, pp. 951-973.

Steensma, H.K., L. Marino, and M. Weaver, "Attitudes Toward Interfirm Cooperation: A Cross-Cultural Comparison of Entrepreneurs," *Journal of International Business Studies*, Vol. 31, 2000, pp. 591-609.

Song, X. Michael, and Jinhong Xie, "Does Product Innovativeness Moderate Relationship between the Cross-Functional Integration and Performance: A Comparative Study of Japanese and U.S. Firms," *Journal of International Marketing*, 17 (4).

Faculty Publications 1999

Butler, John E. with Suthisak Kraisornsuthasinee, "Green Strategies in Developing Economies; A Southeast Asian Perspective," in Michael Jay Polonsky and Martin Charter (Eds.), *Greener Marketing: A Global Perspective to Greening Marketing Practice*, Sheffield, IK: Greenleaf Publishing, 1999, pp. 351-361.

Butler, John E. with Suthisak Kraisornsuthasinee, "The Tainting of a Green Titan: The Petroleum Authority of Thailand," in Michael Jay Polonsky and Martin charter (eds.), *Green Marketing: A Global Perspective to Greening Marketing Practice*, Sheffield, IK: Greenleaf Publishing, 1999, pp. 351-361.

Butler, John E., "All the Other Kids Were Doing It: The Asian Financial Crisis From a Managerial Perspective," *Global Outlook (formerly Journal of conternporary Business)*, Vol. 11(2), 1999, pp. 1-12.

Butler, John E., Review of "Small Business Entrepreneurs in Asia and Europe: Towards a Comparative Perspective," *Journal of Asian Business*, 1999.

Butler, John E., "The Rise of Aisa: Economics, Society and Politics in Contemporary Asia," *The Journal of Asian Studies*, Vol. 58(2), 1999, pp. 471-472

Dewenter, Kathryn L., with Catherine Bonser-Neal, "Does Stock Market Development Stimulate Savings?: Evidence from Emerging Stock Markets," *Contemporary Economic Policy*, 1999, Vol. 17, No. 3, 370-380.

Ferson, Wayne E. with C. R. Harvey, "Economic, Financial and Fundamental Global Risk In and Out of EMU," *Swedish Economic Policy Review*, Vol. 6, pp. 123-184, 1999.

Glassman, Debra and Karen Freeze, "Novo Nordisk" University of Washington, case for the Global Business Challenge Competition, 1999.

Hill, C.W.L., *International Business: Competing in the Global Market Place* (3rd edition), Chicago: McGraw Hill, 1999.

Hillier, M.S., "Component Commonality in a Multiple-Period Inventory Model with Service Level Constraints," *International Journal of Production Research*, Vol. 37, No. 12, 15 August 1999, pp. 2665-2683.

Huber, V.L., "Human Resource Management in North America," in Malcolm Warner (ed.), *IEBM Handbook of Business*, London, England: International Thomson Business Press, 1999.

Jacobson, Robert L., "Market Share and Customers' Perceptions of Quality: When Can Firms Grow Their Way to Higher Versus Lower Quality?", with Linda Hellofs, (Reprinted in Russian), *Marketing and Marketing Research in Russia*, June 1999, pp. 29-41.

Lee, T.W., with T.R. Mitchell and B.C. Holtom, "Decisions Regarding Organizational Attachment: Why People Leave and Why People Stay," In C. Zopounidis (di.), *Integrating Technology and Human Decisions: Global Bridges into the 21st Century*, Proceedings from the 5th Annual International Conference of the Decisions Sciences Institute. Athens, Greece, July 4-7, 1999.

Vesper, Karl with William Gartner, *University Entrepreneurship Programs Worldwide*, 1999, Los Angeles, The University of South California, 1999.

Vesper, Karl with Byung Ju Cho, *Opportunity Discovery and Entrepreneurial Mechanics* (In Korean), Chung Ah Publishing Company, Seoul Korea, 1999.

Vesper, Karl, *New Venture Strategies*(Japanese Edition), Doyukan Publishing, Tokyo, Japan, 1999.

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Dewan, Sanjeev, and Haim Mendelson, "International Dimensions of the Productivity Paradox," *Communications of the ACM*, August 1998.

Dewenter, Kathryn L., and Vincent Warther, "Dividends, Asymmetric Information, and Agency Conflicts: Evidence from a Comparison of the Dividend Policies of Japanese and US Firms," *The Journal of Finance*, Vol. 53, No. 3, 1998, pp. 879-904.

Dewenter, Kathryn L., and Alan Hess, "An International Comparison of Banks' Equity Returns," *The Journal of Money, Credit, and Banking*, Vol. 30, No. 3, Part 2, August 1998.

Dey, Debabrata, S. Sarkar, and P. De, "Identifying Predictive Attributes for Entity Matching in Heterogeneous Databases," *Proc. Hawaii International Conference on System Sciences (HICSS '98)*, Hawaii, January 1998.

Haley, Charles W., *BankExec98 International Version*, American Bankers Association (Decision Manual, Administration and operations Manual).

Hill, Charles W.L., *Global Business Today*, Chicago, IL Irwin-McGraw, 1998.

Jones, Thomas M., Shawn L. Berman, and A.C. Wicks, "A Plan to Lend Theoretical Coherence and Conceptual Rigor to Research Relating Corporate Social Performance to Financial Performance," *International Association for Business and Society - 1998 Proceedings*, June 1998, pp. 159-164.

Karpoff, Jonathan M. and Paul Malatesta, "The Wealth Effects of Second Generation State Takeover Legislation," reprinted in *The International Library of Management Takeovers*, Vol. II, A. Cosh and A. Hughes, (Eds.), Dartmouth Publishing Co., Hampshire, U.K., 1998.

Kotha, Suresh, and P.M. Swamidass, "Advanced Manufacturing Technology Use: Exploring the Effect of the Nationality Variable," *International Journal of Production and Operations Research*, Vol. 36, No. 11, 1998, pp. 3135-3146.

Kotha, Suresh, and M. Schilling, "Starbucks Corporation (A)," *Strategic Management*, Hitt, M.A., et al., West Publishing, 1998.

Kotha, Suresh, and R.L.M., Dunbar, "Sanyo Manufacturing," *Strategic Management*, Hitt, M.A., et al., West Publishing, 1998.

Kotha, Suresh, and M. Johnston, "Realnetworks," *University of Washington Business School Case*, March 1998.

Lee, Thomas W., and S.S. Seteroff, "Impact on the Firm of Voluntary Employee

Turnover Among Well Educated, Highly Skilled Professionals," SOLE (The International Society of Logistics) '98 3rd Annual Proceedings, August 1998.

Mitchell, Terence R., et al., "Power, Accountability, and Inappropriate Actions," *Applied Psychology: An International Review*, Vol. 47, No. 4, 1998, pp. 497-517.

Moxon, Richard W., et al., "The Changing Demand for International Expertise in Business," *International Educational in the New Global Era*, Hawkins, John et al. (Eds.), 1998.

Peterson, Richard B., and Joseph L. C Cheng (Eds.), *Advances in International Comparative Management*, Vol. 12, 1998.

Rindova, Violina, and C. Fombrun, "Reputation Management in Global 1000 Firms: A Benchmarking Study," *Identity in Organization: Developing Theory Through conversation*, Whetton, D. and Godfrey, P. (Eds.), Thousand Oaks, CA 1998.

Ruth, Julie A., and Bernard L. Simonin, "Restructuring Japanese Business Through Kyosei: Capitalizing on International Strategic Alliances at the Consumer Level," in ed. Raj Aggarwal, *Japan in the Post-Bubble Era*, forthcoming Spring 1999.

Vesper, Karl H., and William Gartner, "University Entrepreneurship Programs Worldwide," Los Angeles, the University of Southern California, 1998.

Tamura, Hirokuni, "Fundamental Strategy of US Business Schools," *Business Insight*, Spring 2004.