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Academic Positions

2014 - Present Professor, Marshall School of Business, University of Southern California
2006 - 2014 Associate Professor, Marshall School of Business, USC
1999 - 2006 Assistant Professor, Marshall School of Business, USC

Administrative Positions

2009 – present PhD Coordinator, Department of Management and Organization
2007 – 2009 Faculty Director, Marshall MBA Program

Editorial Positions

2010 (July 1) – 2013 (June 30) Associate Editor, Academy of Management Journal

Education

Ph.D. Business and Public Policy (Strategy Emphasis), Walter A. Haas School of Business, University of California, Berkeley, June 1999.
M.S. Business Administration, Walter A. Haas School of Business, University of California, Berkeley, June 1996.
B.S. Highest Honors, Agricultural and Managerial Economics (English Minor), University of California, Davis, June 1991.

Journal Publications

- (19) Jia, Nan and Mayer, Kyle. (Forthcoming in 2016). Complementarity in Firms' Market and Political Capabilities: An Integrated Theoretical Perspective. Advances in Strategic Management. Available at SSRN: <http://ssrn.com/abstract=2621787>.
- (18) Jia, Nan, and Kyle J. Mayer. (Forthcoming in 2016) "Political hazards and firms' geographic concentration." Strategic Management Journal .
- (17) Harmon, D.J., Kim, P.H. and Mayer, K.J. (2015). Breaking the Letter vs. the Spirit of the Law: How Interpretation of Contract Violation Affects Trust and the Management of Relationships. Strategic Management Journal.
- (16) Weber, L. & Mayer, K.J. (2014). Transaction Cost Economics and the Cognitive Perspective: Investigating the Sources and Governance of Interpretive Uncertainty. Academy of Management Review, 39: 344-363.

- (15) Arino, A., Reuer, Jeffrey J., Mayer, K.J. and Jane, J. (2014). Contracts, Negotiation, and Learning: An Examination of Alliance Termination Provisions. Journal of Management Studies, 51(3): 379-405
- (14) Mayer, K.J., D. Somaya, and I. Williamson. (2012). Firm-specific, Industry-specific, and occupational human capital and the sourcing of knowledge work. Organization Science, 23: 1311-1329.
- (13) Weber, L., Mayer, K.J., & Macher, J. T. (2011). An Analysis of Extendibility and Early Termination Provisions: The Importance of Framing Duration Safeguards, Academy of Management Journal, 54: 182-202.
- (12) Weber, L. & Mayer, K.J. (2011). Designing Effective Contracts: Exploring the Influence of Framing and Expectations, Academy of Management Review, 36: 53-75.
- (11) Mayer, K.J. & Teece, D.J. (2008). Unpacking Strategic Alliances: The Structure and Purpose of Alliance vs. Supplier Relationships. Journal of Economic Behavior and Organization, 66: 106-127.
- (10) Mayer, K.J. & Bercovitz, J. (2008). The Influence of Prior Interaction on Contract Design: The Extent of Contingency Planning in Information Technology Service Contracts. Managerial & Decision Economics, 29 (Special Issue: Frontiers of Strategic Management Research): 149-163.
- (9) Argyres, N.A. & Mayer, K.J. (2007). Contract Design Capabilities and Contract Performance for High Technology Firms: Implications for the Roles of Lawyers, Managers and Engineers, Academy of Management Review, 32: 1060-1077.
- (8) Argyres, N.A., Bercovitz, J., & Mayer, K.J. (2007). Complementarity and Evolution of Contractual Provisions: An Empirical Study of Information Technology Services Contracts. Organization Science, 18: 3-19.
- (7) Mayer, K.J. & Salomon, R. (2006). Capabilities, Contractual Hazard and Governance: Integrating Resource-Based and Transaction Cost Perspectives. Academy of Management Journal, 49: 942-959.
- (6) Mayer, K.J. (2006). Spillovers and Governance: An Analysis of Knowledge and Reputational Spillovers in Information Technology. Academy of Management Journal, 49:69-84.
- (5) Mayer, K.J. & Nickerson, J.A. (2005). Antecedents and Performance Consequences of Contracting for Knowledge Workers: Evidence from Information Technology Services. Organization Science, 16: 225-242.
- (4) Kalnins, A. & Mayer, K.J. (2004). Franchising, Ownership and Experience: A Study of Pizza Restaurant Survival. Management Science, 50: 1716-1728.
- (3) Mayer, K.J. & Argyres, N. (2004). Learning to Contract: Evidence from the Personal Computer Industry. Organization Science, 15: 394-410.

- (2) Mayer, K.J., Nickerson, J.A., & Owan, H. (2004). Are Supply and Supplier Plant Inspections Complements or Substitutes? A Strategic and Operational Assessment of Inspection Practices in Biotechnology. Management Science, 50: 1064-1081.
- (1) Kalnins, A. & Mayer, K.J. (2004). Relationships and Hybrid Contracts: An Analysis of Contract Choice in Information Technology. Journal of Law, Economics and Organization, 20: 207-229.

Papers Under Review

- (20) Mayer, K.J. & Weber, L. Unpacking Contract Capabilities: Shaping Behavior by Implementing Appropriate Contract Framing. Revising for third round submission to Organization Science.

Publications in Refereed Conference Proceedings

Mayer, K.J. & Nickerson, J.A. (1998). Buyer-Supplier Contracting in Biotechnology: Governance Costs, Measurement Costs, and Complementarities. Proceedings of the Administrative Sciences Association of Canada.

Kalnins, A. & Mayer, K.J. (2002). Franchising, Ownership and Experience: A Study of Pizza Restaurant Survival. Academy of Management Annual Conference Best Paper Proceedings.

Working Papers

- (21) Mayer, K.J. Xing, Z. & Mondal, P. Contracting for Innovation: Defining an Exchange that Fosters Creativity While Mitigating Opportunism. Preparing for submission to Strategic Management Journal.
- (22) Xing, Z. & Mayer, K.J. The Effect of Contract Detail and Prior Ties on Contract Change: A Learning Story.
- (23) Selby, J. & Mayer, K.J. Startup Firm Acquisitions as a Human Resource Strategy for Innovation: The Acquire Phenomenon
- (24) Mayer, K.J., Dutta, S., and Janakiraman, R. The Dynamic Effect of Governance Misalignments on Inter-firm Relationships: When and How They Matter.
- (25) Selby, J. & Mayer, K.J. When to Gobble Little Fish: The Role of CVC Investments in Dissolving Acquisitions
- (26) Mayer, K.J., Weber, L., Wu, R., Comings, A. & Xing, A. Distance and Contract Design: Inter-firm and Intra-firm Effects.

Book Chapters

- Mayer, K.J. (2009). Construct Validity and Other Issues in Transaction Cost Economics Empirical Research. In D. Bergh and D. Ketchen (Eds.) Research Methodology in Strategy and Management (Volume 5).
- Weber, L., Mayer, K.J. & Wu, R. (2009). The Future of Inter-firm Contract Research: Opportunities Based on Prior Research and Nontraditional Tools. In J. Nickerson and B. Silverman (Eds.) Economic Institutions of Strategy: 123-146.
- Mayer, K.J. (2006). Designing Alliance Contracts: The Role of Detailed Task Descriptions. In A. Arino and J. Reuer (Eds.) Strategic Alliances: Governance and Contracts. Palgrave.
- Argyres, N.A. and Mayer, K.J. (2006). Learning to Govern by Contract. In A. Arino and J. Reuer (Eds.) Strategic Alliances: Governance and Contracts. Palgrave.

Other Publications

- Mayer, Kyle J., and Libby Weber. (2015). Transaction Cost Economics and the Cognitive Perspective: Investigating the Sources and Governance of Interpretive Uncertainty—A Response to Zardkoohi and Bierman. Academy of Management Review 40: 470-473.
- Mayer, K.J. and Sparrowe, R.T. (2013). Integrating theories in *AMJ* articles. *Academy of Management Journal*, 56: 917-922.
- Sparrowe, R.T., and Mayer, K.J. (2011). Publishing in *AMJ*—Part 4: Grounding Hypotheses. *Academy of Management Journal*, 54: 1098-1102.
- Mayer, K.J. (2003). Book review of The Dynamics of Knowledge Regimes by Dengjian Jin. *Administrative Science Quarterly*, 48: 345-347.

Conference Presentations

- Xing, Z. & Mayer, K.J. (2015) “The Purpose of an M&A Contract: Setting Terms for Exchange versus Acquisition.” *Strategic Management Society*, Denver, CO.
- Mayer, K.J., Xing, Z. & Raveendhran, R. (2015). “Understanding Contracting Behavior: The Role of Power.” *Academy of Management Conference*, Vancouver, Canada.
- Mayer, K.J., Xing, Z. & Mondal, P. (2015). “Contracting for Innovation: Defining an Exchange that Fosters Creativity While Mitigating Opportunism.” *Academy of Management Conference*, Vancouver, Canada.
- Xing, Z. & Mayer, K.J. (2015) “The Effect of Contract Detail and Prior Ties on Contract Change: A Learning Story.” *International Society of the New Institutional Economics*, Cambridge, MA.
- Mayer, K.J., Xing, Z. & Mondal, P. (2015). “Contracting for Innovation: Defining an Exchange that Fosters Creativity While Mitigating Opportunism.” *Atlanta Competitive Advantage Conference*, Atlanta, GA.
- Mayer, K.J., Raveendhran, R., Wakslak, C., & Xing, Z. (2014) “Power and Contracts.” *Institutions and Innovation Conference*, Cambridge, MA.

- Xing, Z. & Mayer, K.J. (2014) “The Effect of Contract Detail and Prior Ties on Contract Change: A Learning Story.” *Strategic Management Society*, Madrid, Spain.
- Mayer, K.J. (2014) “How Cognitive Factors Influence Decision Making in Inter-Firm Contexts.” *Conference on Decision-making and the Boundaries of the Firm*, Copenhagen, Denmark.
- Mayer, K.J. & Selby, J. (2013) “Startup Firm Acquisitions as a Human Resource Strategy for Innovation: The Acquire Phenomenon.” *Strategic Management Society*, Atlanta, GA.
- Mayer, K.J., Xing, Z. & Mondal, P. (2013). “Contracting for Innovation: Defining an Exchange that Fosters Creativity While Mitigating Opportunism.” *Strategic Management Society*, Atlanta, GA.
- Mayer, K.J. & Selby, J. (2013) “Startup Firm Acquisitions as a Human Resource Strategy for Innovation: The Acquire Phenomenon.” *Academy of Management*, Orlando, FL.
- Mayer, K.J. & Selby, J. (2013) “Startup Firm Acquisitions as a Human Resource Strategy for Innovation: The Acquire Phenomenon.” *Wharton Technology Conference*, Philadelphia, PA.
- Mayer, K.J. (2012). “Using Experiments to Examine Inter-firm Exchange.” *Academy of Management*, Boston, MA.
- Mayer, K.J. & Selby, J. (2012). “When to Gobble Little Fish: A Resource-based Examination of CVC Incentives to Dissolve Acquisition Targets.” *Atlanta Competitive Advantage Conference*, Atlanta, GA.
- Mayer, K.J. & Mondal, P. (2011). “Contracting for Innovation.” *Wharton Technology Conference*, Philadelphia, PA.
- Mayer, K.J. & Mondal, P. (2011). “Contracting for Innovation.” *Atlanta Competitive Advantage Conference*, Atlanta, GA.
- Mayer, K.J. & Mondal, P. (2011). “Contracting for Innovation.” *Academy of Management*, San Antonio, TX.
- Mayer, K.J. (2011). “Building Organizational Capability: Learning and the Alliance Function.” *Academy of Management*, San Antonio, TX.
- Mayer, K.J. & Weber, L. (2011). “Unpacking Contracting Capabilities.” *Academy of Management*, San Antonio, TX.
- Mayer, K.J. & Weber, L. (2011). “Expanding the Concept of Bounded Rationality in Transaction Cost Economics.” *International Society for the New Institutional Economics*, Stanford University, Palo Alto, CA.
- Mayer, K.J., Weber, L. & Wu, R. (2010). “Distance and Contract Design.” *Academy of Management*, Montreal, Canada.
- Mayer, K.J., Weber, L. & Wu, R. (2008). “Does Technology Vitiolate the Effects of Distance?” *Academy of Management*, Anaheim, CA.

- Mayer, K.J. & Weber, L., and Macher, J. T. (2007). "Planning for Extending and Terminating Inter-Firm Relationships: Bringing Psychology into the Study of Contractual Governance." *Academy of Management*, Philadelphia, PA.
- Mayer, K.J. & Weber, L., and Macher, J. T. (2006). "Planning for Extending and Terminating Inter-Firm Relationships: Bringing Psychology into the Study of Contractual Governance." *International Society for the New Institutional Economics*, Boulder, CO.
- Mayer, K.J. (2006). "Future Directions in Contracts Research: Capabilities and Cognition." *Academy of Management*, Atlanta, GA.
- Mayer, K. J. and Weber, L. (2006). "Designing Contracts that Help Develop Inter-Firm Relationships: The Use of Extendibility Provision in Information Technology Contracts." *Strategy Research Forum*, Egg Harbor, NJ.
- Argyres, N., J. Bercovitz and K. J. Mayer. (2005). "Designing Complex Contracts: An Empirical Analysis of IT Outsourcing Agreements." *Strategic Management Society*, Orlando, FL.
- Argyres, N., J. Bercovitz and K. J. Mayer. (2005). "Designing Complex Contracts: An Empirical Analysis of IT Outsourcing Agreements." *Academy of Management*, Honolulu, HI.
- Argyres, N., J. Bercovitz and K. J. Mayer. (2005). "Designing Complex Contracts: An Empirical Analysis of IT Outsourcing Agreements." *Atlanta Competitive Advantage Conference*, Atlanta, GA.
- Argyres, N., J. Bercovitz and K. J. Mayer. (2005). "Designing Complex Contracts: An Empirical Analysis of IT Outsourcing Agreements." *IESE Strategic Alliances Conference*, Barcelona, Spain.
- Mayer, K. J. (2004). "The Role of Prior Relationships on Contract Design: An Analysis of Early Termination Provisions." *INFORMS College on Organization Science*, Hanover, NH.
- Argyres, N. and K. J. Mayer. (2005). "Contract Design Capabilities and Contract Performance for High Technology Firms: Implications for the Roles of Lawyers, Managers and Engineers." *Academy of Management*, New Orleans, LA.
- Argyres, N. and K. J. Mayer. (2005). "Contract Design Capabilities and Contract Performance for High Technology Firms: Implications for the Roles of Lawyers, Managers and Engineers." *Atlanta Competitive Advantage Conference*, Atlanta, GA.
- Mayer, K. J. and L. Weber. (2005). "Designing Contracts That Help Develop Inter-Firm Relationships: The Use of Extendibility Provisions in Information Technology Contracts." *Atlanta Competitive Advantage Conference*, Atlanta, GA.
- Bercovitz, J. and K. J. Mayer. (2003). "The Influence of Transaction Attributes and Relationship History on Contract Design: The Extent of Contingency Planning in Information Technology Service Contracts." *Academy of Management*, Seattle, WA.
- Mayer, K. J. (2003). "Managing Positive and Negative Spillovers: Evidence from Information Technology." *Academy of Management*, Seattle, WA.
- Mayer, K. J. and N. Argyres. (2003). "Learning to Contract: Evidence from the Personal Computer Industry." *Academy of Management*, Seattle, WA.
- Bercovitz, J. and K. J. Mayer. (2003). "The Influence of Relationships, Learning and Inertia on Contract Design: Contingency Planning in Information Technology." *Strategy Research Forum*, St. Louis, MO.

- Kalnins, A. and K. J. Mayer. (2002). "Relationships and Hybrid Contracts: An Analysis of Contract Choice in Information Technology." *International Society for the New Institutional Economics*, Boston, MA.
- Kalnins, A. and K. J. Mayer. (2002). "Relationships and Hybrid Contracts: An Analysis of Contract Choice in Information Technology." *Academy of Management*, Denver, CO.
- Kalnins, A. and K. J. Mayer. (2002). "Organizational Forms as Complements: The Case of Multi-Outlet Hierarchies Within and Across Franchise Chains." *Academy of Management*, Denver, CO.
- Kalnins, A. and K. J. Mayer. (2002). "Organizational Forms as Complements: The Case of Multi-Outlet Hierarchies Within and Across Franchise Chains." *Marketing Science Conference*, Edmonton, Canada.
- Mayer, K. J. (2002). "Can Contracts Facilitate Trusting Relationships? A Case Study of Software Contracting." *BYU-Univ. of Utah Strategy Conference*, Provo, UT.
- Mayer, K. J. and D. J. Teece. (2001). "Unpacking Strategic Alliances: Collaboration in the World Aerospace Industry." *INFORMS College on Organization Science*, Miami, FL.
- Mayer, K. J. (2001). "Can Contracts Facilitate Trusting Relationships? A Case Study from the Software Industry." *Academy of Management*, Washington, D.C.
- Mayer, K. J. (2001). "Governance, Capabilities and Project Performance: Evidence from Information Technology." *Academy of Management*, Washington, D.C.
- Mayer, K. J. and D. J. Teece. (2001). "Unpacking Strategic Alliances: Collaboration in the World Aerospace Industry." *Academy of Management*, Washington, D.C.
- Mayer, K. J. and D. J. Teece. (2000). "Unpacking Strategic Alliances: Collaboration in the World Aerospace Industry." *Decision Sciences Institute*, Orlando, FL.
- Mayer, K. J. (2000). "Determinants of Project Performance: Evidence from Information Technology." *International Society for the New Institutional Economics*, Tubingen, Germany
- Mayer, K. J. (2000). "Strategic Subcontracting in High Technology Service Industries." *Academy of Management*, Toronto, Canada.
- Mayer, K. J. and D. J. Teece. (2000). "Distinguishing Alliances from Subcontracts: Collaboration in the World Aerospace Industry." *Western Economic Association*, Vancouver, Canada.
- Mayer, K. J. (2000). "The Evolution of Complex Buyer-Supplier Relationships." *Western Academy of Management*, Waikoloa Beach, HI.
- Mayer, K. J. (1999). "Strategic Subcontracting in High Technology Service Industries: Evidence from Information Technology." *INFORMS College on Organization Science*, Philadelphia, PA.
- Mayer, K. J. (1999). "The Evolution of Buyer-Supplier Relationships: Contracts as Repositories of Interorganizational Learning." *Western Economic Association*, San Diego, CA.
- Mayer, K. J. and J. A. Nickerson. (1998). "Buyer-Supplier Contracting in Biotechnology: Governance Costs, Measurement Costs, and Complementarities." *Strategic Management Society*, Orlando, FL.
- Mayer, K. J. (1998). "Strategic Use of Subcontractors in the Provision of Information Technology Services." *INFORMS*, Seattle, WA.

- Mayer, K. J. and J. A. Nickerson. (1998). "Buyer-Supplier Contracting in Biotechnology: A Joint Transaction Cost and Measurement Cost Perspective." *Academy of Management*, San Diego, CA.
- Mayer, K. J. and J. A. Nickerson. (1998). "Buyer-Supplier Contracting in Biotechnology: A Joint Transaction Cost and Measurement Cost Perspective." *Western Economic Association*, Lake Tahoe, NV.
- Mayer, K. J. and J. A. Nickerson. (1998). "Buyer-Supplier Contracting in Biotechnology." *Administrative Sciences Association of Canada*, Saskatoon, Canada.
- Mayer, K. J. (1998). "Strategic Use of Subcontractors in Information Technology." *Consortium on Competition and Cooperation*, Boston, MA.
- Mayer, K. J. (1998). "Contracting for Software Development: The Evolution of Complex Buyer-Supplier Relationships." *The Second World Congress on the Management of Intellectual Capital (Canadian National Business Conference)*, Hamilton, Ontario, Canada.
- Mayer, K. J. (1997). "The Organization of Development: Does Organizational Form Matter?" *Consortium on Competition and Cooperation*, Ann Arbor, MI.

Invited Presentations

- Mayer, K.J., Xing, Z. & Mondal, P. (2016). "Contracting for Innovation: Defining an Exchange that Fosters Creativity While Mitigating Opportunism." *Tuck School of Business*, Dartmouth College.
- Mayer, K.J., Xing, Z. & Mondal, P. (2015). "Contracting for Innovation: Defining an Exchange that Fosters Creativity While Mitigating Opportunism." *Fuqua School of Business*, Duke University.
- Mayer, K.J., Xing, Z. & Mondal, P. (2015). "Contracting for Innovation: Defining an Exchange that Fosters Creativity While Mitigating Opportunism." *Carlson School of Business*, University of Minnesota.
- Mayer, K.J., Xing, Z. & Mondal, P. (2015). "Contracting for Innovation: Defining an Exchange that Fosters Creativity While Mitigating Opportunism." Stanford University.
- Mayer, K.J., Xing, Z. & Mondal, P. (2014). "Contracting for Innovation: Defining an Exchange that Fosters Creativity While Mitigating Opportunism." *Leavey School of Business*, Santa Clara University.
- Xing, Z. & Mayer, K.J. (2014) The Effect of Contract Detail and Prior Ties on Contract Change: A Learning Story. *Marriott School of Business*, Brigham Young University.
- Mayer, K.J., Xing, Z. & Mondal, P. (2014). Contracting for Innovation: Defining an Exchange that Fosters Creativity While Mitigating Opportunism. *J. Reuben Clark School of Law*, Brigham Young University.
- Xing, Z. & Mayer, K.J. (2014) "The Effect of Contract Detail and Prior Ties on Contract Change: A Learning Story." *David Eccles School of Business*, University of Utah.
- Xing, Z. & Mayer, K.J. (2014) "The Effect of Contract Detail and Prior Ties on Contract Change: A Learning Story." *Wharton School of Business*, University of Pennsylvania.

- Mayer, K.J., Xing, Z. & Mondal, P. (2014). "Contracting for Innovation: Defining an Exchange that Fosters Creativity While Mitigating Opportunism." *Ross School of Business, University of Michigan*.
- Xing, Z. & Mayer, K.J. (2014) "The Effect of Contract Detail and Prior Ties on Contract Change: A Learning Story." *Foster School of Business, University of Washington (Seattle)*.
- Weber, L. & Mayer, K.J. (2011) "Expanding the Concept of Bounded Rationality in Transaction Cost Economics: Incorporating Perceptual Uncertainty into Governance Choice." *W. P. Carey School of Business, Arizona State University*.
- Mayer, K.J. & Weber, L., and Wu, R. (2010) "The Effects of Distance on Contract Design." *Center for Law, Economics and Organization, University of Southern California*.
- Mayer, K.J. & Weber, L., and Macher, J. T. (2009) "Planning for Extending and Terminating Inter-Firm Relationships: Bringing Psychology into the Study of Contractual Governance." *McCombs School of Business, University of Texas at Austin*.
- Mayer, K.J. & Weber, L., and Wu, R. (2009) "The Effects of Distance on Contract Design." *Carlson School of Business, University of Minnesota*.
- Mayer, K.J. & Weber, L., and Macher, J. T. (2009) "Planning for Extending and Terminating Inter-Firm Relationships: Bringing Psychology into the Study of Contractual Governance." *Krannert School of Business, Purdue University*.
- Mayer, K. J. and Weber, L. (2006). "Designing Contracts that Help Develop Inter-Firm Relationships: The Use of Extendibility Provision in Information Technology Contracts." *INSEAD (Singapore Campus)*.
- Mayer, K. J. and Weber, L. (2006). "Designing Contracts that Help Develop Inter-Firm Relationships: The Use of Extendibility Provision in Information Technology Contracts." *McDonough School of Business, Georgetown University*.
- Mayer, K.J. & Salomon, R. (2006). "Capabilities, Contractual Hazard and Governance: Integrating Resource-Based and Transaction Cost Perspectives." *Kenan-Flagler School of Business, University of North Carolina*.
- Mayer, K.J. & Salomon, R. (2005). "Capabilities, Contractual Hazard and Governance: Integrating Resource-Based and Transaction Cost Perspectives." *London Business School*.
- Mayer, K.J. & Salomon, R. (2005). "Capabilities, Contractual Hazard and Governance: Integrating Resource-Based and Transaction Cost Perspectives." *Stern School of Business, New York University*.
- Mayer, K.J. (2005). "Managing Positive and Negative Spillovers: Evidence from Information Technology." *School of Management, Boston University*.
- Mayer, K.J. & Salomon, R. (2005). "Capabilities, Contractual Hazard and Governance: Integrating Resource-Based and Transaction Cost Perspectives." *College of Business, University of Illinois at Urbana-Champaign*.
- Mayer, K.J. & Salomon, R. (2005). "Capabilities, Contractual Hazard and Governance: Integrating Resource-Based and Transaction Cost Perspectives." *Stanford Technology Ventures Program, Stanford University*.
- Mayer, K.J. & Weber, L. (2005). "Building Capabilities with Standard Form Contracts." *John M. Olin School of Business, Washington University*.

- Mayer, K.J. & Weber, L. (2005). "Designing Contracts That Help Develop Inter-Firm Relationships: The Use of Extendibility Provisions in Information Technology Contracts." *John M. Olin School of Business*, Washington University.
- Mayer, K.J. & Weber, L. (2005). "Designing Contracts That Help Develop Inter-Firm Relationships: The Use of Extendibility Provisions in Information Technology Contracts." *Ross School of Business*, University of Michigan.
- Argyres, N. and K. J. Mayer. (2005). "Contract Design Capabilities and Contract Performance for High Technology Firms: Implications for the Roles of Lawyers, Managers and Engineers." *Fisher College of Business*, Ohio State University, Columbus, OH.
- Mayer, K. J. and L. Weber. (2005). "Designing Contracts That Help Develop Inter-Firm Relationships: The Use of Extendibility Provisions in Information Technology Contracts." *School of Management*, Boston University, Boston, MA.
- Mayer, K. J. (2004). "The Role of Prior Relationships on Contract Design: An Analysis of Early Termination Provisions." *Fisher College of Business*, Ohio State University, Columbus, OH.
- Kalnins, A. and K. J. Mayer. (2003). "Franchising, Ownership and Experience: A Study of Pizza Restaurant Survival." *Anderson School of Management*, University of California, Los Angeles, CA.
- Mayer, K. J. and N. Argyres. (2002). "Learning to Contract: Evidence from the Personal Computer Industry." *Graduate School of Industrial Administration*, Carnegie Mellon University, Pittsburgh, PA.
- Mayer, K. J. (1999). "The Evolution of Buyer-Supplier Relationships: Contracts as Repositories of Interorganizational Learning." *RAND Corporation*, Santa Monica, CA.
- Mayer, K. J. (1998). "Toyota, Just-in-Time Manufacturing, and Supply Chain Management." Guest Lecturer for MBA Production and Operations Management core class, Haas School of Management, University of California, Berkeley.
- Mayer, K. J. (1997). "Managing Subcontractors during New Product Development." *Berkeley Software Forum*, Berkeley, CA.
- Mayer, K. J. (1997). "The Organization of Software Development." *Berkeley Software Forum*, San Rafael, CA.

Research Interests

- Inter-Firm Relationships
- Contracts
- The Development of Firm Capabilities
- Strategic Alliances
- Vertical Integration/Subcontracting

Teaching Interests

- Competitive Strategy
- Corporate Strategy
- Global Strategy
- Strategic Alliances

Teaching Experience

- Fall 2015 GSBA552 Problem Solving and Decision-Making: An Integrated Perspective
* MBA Core Project-based Course
* Overall assessment of 4.47 out of 5.0
- Fall 2015 MOR565 Alliances and Cooperative Strategy
* MBA elective course
* Overall assessment of 4.8 out of 5.0
- Spring 2015 MOR603 Seminar in Strategic Management
* PhD Seminar
* Overall assessment of 4.86 out of 5.0
- Spring 2015 MOR565 Alliances and Cooperative Strategy
* MBA elective course
* Overall assessment of 4.75 out of 5.0
- Spring 2015 MOR580B The Global Context of Business (3 Sections)
* MBA core course
* Overall assessment of 4.34 out of 5.0 (Mean across all sections)
- Spring 2014 MOR603 Seminar in Strategic Management
* PhD Seminar
* Overall assessment of 5.0 out of 5.0
- Spring 2014 MOR565 Alliances and Cooperative Strategy
* MBA elective course
* Overall assessment of 4.31 out of 5.0
- Spring 2013 MOR603 Seminar in Strategic Management
* PhD Seminar
* Overall assessment of 5.0 out of 5.0
- Spring 2013 MOR565 Alliances and Cooperative Strategy
* MBA elective course
* Overall assessment of 4.81 out of 5.0
- Spring 2013 MOR603 Seminar in Strategic Management
* PhD Seminar
* Overall assessment of 5.0 out of 5.0
- Spring 2013 MOR565 Alliances and Cooperative Strategy
* MBA elective course
* Overall assessment of 4.81 out of 5.0
- Fall 2011 GSBA540 Contemporary Issues in Competitive Strategy (3 sections)
* Full-time MBA core course on competitive strategy
* Overall assessments 4.5, 4.5, 4.6 out of 5.0

- Fall 2011 MOR603 Seminar in Strategic Management
 * PhD Seminar
 * Overall assessment of 4.8 out of 5.0
- Fall 2010 MOR565 Alliances and Cooperative Strategy
 * MBA elective course
 * Overall assessment of 4.6 out of 5.0
- Fall 2010 GSBA540 Contemporary Issues in Competitive Strategy (3 sections)
 * Full-time MBA core course on competitive strategy
 * Overall assessments 4.5, 4.6, 4.6 out of 5.0
 * I received the Golden Apple Teaching Award for this course.
- Fall 2010 MOR603 Seminar in Strategic Management
 * PhD seminar
 * Overall assessments of 4.9 out of 5.0.
- Fall 2009 MOR565 Alliances and Cooperative Strategy
 * MBA elective course
 * Overall assessment of 4.3 out of 5.0
- Fall 2009 GSBA540 Contemporary Issues in Competitive Strategy (3 sections)
 * Full-time MBA core course on competitive strategy
 * Overall assessments 4.0, 4.0, 4.2 out of 5.0
- Fall 2008 GSBA540 Contemporary Issues in Competitive Strategy (3 sections)
 * Full-time MBA core course on competitive strategy
 * Overall assessments of 4.4, 4.4 and 4.4 out of 5.0.
- Spring 2008 GSBA515 Contemporary Issues in Global Economic Strategy (3 sections)
 * Full-time MBA core course on global strategy
 * Overall assessment of 4.4, 4.5 and 4.5 out of 5.0.
- Spring 2008 MOR565 Alliances and Cooperative Strategy
 * MBA elective course
 * Overall assessment of 4.7 out of 5.0
- Spring 2007 GSBA515 Contemporary Issues in Global Economic Strategy (3 sections)
 * Full-time MBA core course on global strategy
 * Overall assessment of 4.3, 4.5 and 4.4 out of 5.0.
- Spring 2007 MOR565 Alliances and Cooperative Strategy
 * MBA elective course
 * Overall assessment of 4.5 out of 5.0
- Spring 2006 GSBA515 Contemporary Issues in Global Economic Strategy (3 sections)
 * Full-time MBA core course on global strategy
 * Overall assessment of 4.4, 4.5 and 4.6 out of 5.0.

- Spring 2006 MOR599 Alliances and Cooperative Strategy
 * MBA elective course—a new elective that I designed
 * Overall assessment of 4.9 out of 5.0
- Spring 2005 GSBA515 Contemporary Issues in Global Economic Strategy (2 sections)
 * Full-time MBA core course on global strategy
 * Overall assessment of 4.5 and 4.6 out of 5.0.
- Fall 2004 GSBA540 Contemporary Issues in Competitive Strategy (2 sections)
 * Full-time MBA core course on business strategy
 * Overall assessment of 4.8 and 4.9 out of 5.0
- Spring 2004 GSBA515 Contemporary Issues in Global Economic Strategy (2 sections)
 * Full-time MBA core course on global strategy
 * Overall assessment of 4.7 and 4.86 out of 5.0.
 * Winner of the Golden Apple Teaching Award for the MBA core.
- Fall 2003 GSBA540 Contemporary Issues in Competitive Strategy (2 sections)
 * Full-time MBA core course on business strategy
 * Overall assessment of 4.2 and 4.6 out of 5.0
 * Students rated this course as the most valuable course in the MBA core.
- Spring 2003 GSBA515 Contemporary Issues in Global Economic Strategy (2 sections)
 * Full-time MBA core course on global strategy (65-70 students per section)
 * Overall assessment of 4.75 and 4.85 out of 5.0.
- Fall 2002 GSBA540 Contemporary Issues in Competitive Strategy (2 sections)
 * Full-time MBA core course on business strategy (65-70 students per section)
 * Overall assessment of 4.0 and 4.25 out of 5.0.
 * Students rated this course as the most valuable course in the MBA core.
- Spring 2002 GSBA515 Contemporary Issues in Global Economic Strategy (2 sections)
 * Full-time MBA core course on global strategy (75 students per section)
 * Overall assessment of 4.4 and 4.5 out of 5.0.
 * Students rated this course as the third most valuable course in the MBA core.
- Fall 2001 GSBA540 Contemporary Issues in Competitive Strategy (2 sections)
 * Full-time MBA core course on business strategy (75 students per section)
 * Students rated this course as the most valuable course in the MBA core.
- Spring 2001 GSBA515 Contemporary Issues in Global Economic Strategy (2 sections)
 * Full-time MBA core course on global strategy (75 students per section)
 * Honorable Mention for MBA Core Golden Apple Teaching Award
- Fall 2000 GSBA540 Contemporary Issues in Competitive Strategy (2 sections)
 * Full-time MBA core course on business strategy (75 students per section)

- 1999-2000 BUAD497 Managerial Decision Making and Strategic Planning, University of Southern California (3 sections)
 * Undergraduate capstone course on business and corporate strategy
 * Overall assessments of 4.50, 4.47, and 4.82 out of 5.0 (school mean of 4.0).
- Spring 1998 Graduate Student Instructor. Production and Operations Management, University of California, Berkeley
 * Full-time MBA core course
 * Overall assessment of 6.6 out of 7.0 (school mean of 5.2).
- Fall 1996 Graduate Student Instructor. International Business (Undergraduate course), University of California, Berkeley
 * Overall assessment of 6.7 out of 7.0 (school mean of 5.3).
 * Awarded the Outstanding Graduate Student Instructor Award.

New Courses Created

- 2001 GSBA515 Contemporary Issues in Global Economic Strategy. Required first year course in the full-time Marshall MBA program.
- 2006 MOR565 Alliances and Cooperative Strategy. Second year MBA elective.
- 2013-14 Created competitive strategy, and corporate and global strategy modules for the new Masters of Business for Veterans program (degreed program).
- 2015 GSBA552 Problem Solving and Decision-Making: An Integrated Perspective (required class for the MBA program)

Executive Teaching

Courses Taught (for both Marshall Executive Education and the Center for Telecommunications Management):

- Strategy & Strategic Thinking
- Alliances
- Organization Design & Development
- Organizational Change
- Strategy Implementation

Custom programs for firms in many industries, including (but not limited to):

- Aerospace
- Entertainment/Technology
- Banking/Credit Unions
- Biotechnology
- Automobile
- Software

Industry Experience

- 1997-1998 **Law and Economics Consulting Group, Emeryville, CA**
Consultant
* Consulted on economic and legal issues, primarily in the aerospace industry.
 Focused on the use of alliances during new product development.
- 1994 - 1999 **Amdahl Corporation, Santa Clara, CA**
Consultant
* Part-time consultant to manufacturing operations on issues of new product
 development, supply chain management, and inventory management.
- 1991-1994 **Amdahl Corporation, Santa Clara, CA**
Manufacturing New Product Development Project Manager

Academic Awards

- * USC Marshall School of Business Evan C. Thompson Mentoring and Leadership Award (2015)
- * Outstanding Researcher Award from the Department of Management and Organization (2013)
- * Academy of Management (Business Policy and Strategy Division) Outstanding Reviewer (2011, 2013)
- * Winner of the Golden Apple, voted by students as the most popular instructor in the MBA core, full-time program (2010)
- * Outstanding Teacher Award from the Department of Management and Organization (2010)
- * Top Gun Award from the Department of Management and Organization at the Marshall School of Business, signifying accomplishments in research, teaching and service (2007)
- * Academy of Management (Business Policy and Strategy Division) Outstanding Reviewer (2006)
- * Academy of Management Journal Outstanding Reviewer Award (2006)
- * Organization Science Outstanding Reviewer Award (2006, 2009)
- * Educator of the Year Award from the Marshall School of Business for excellence in research, teaching and service (2006)
- * Top Gun Award from the Department of Management and Organization at the Marshall School of Business, signifying accomplishments in research, teaching and service (2006)
- * USC Mellon Mentoring Award (2006)
- * USC Marshall School of Business Management and Organization Research Award (2005)
- * Academy of Management Journal Outstanding Reviewer Award (2005)
- * Academy of Management Journal Emergency Reviewer Award (2005)
- * Winner of the Golden Apple, voted by students as the most popular instructor in the MBA core, full-time program (2004)
- * Top Gun Award from the Department of Management and Organization at the Marshall School of Business, signifying accomplishments in research, teaching and service (2004)
- * Voted Most Effective Instructor in the MBA core, full-time program (2003)
- * Academy of Management (Business Policy and Strategy Division) Outstanding Reviewer (2003)
- * Academy of Management (Business Policy and Strategy Division) Outstanding Reviewer (2002)
- * Honorable Mention for Golden Apple Teaching Award in the MBA core (2001)
- * Best Paper Award, Administrative Sciences Association of Canada, Technology and Innovation Management Division (1998)
- * Outstanding Graduate Student Instructor Award, University of California, Berkeley (1996)
- * Received distinction on Field Examination (1996)
- * Outstanding Senior in Agricultural and Managerial Economics, University of California, Davis (1991)

Professional Activities

- * Leader of the Cooperative Strategies Interest Group of the Strategic Management Society—three year term (Associate Program Chair, Program Chair, and President) (2013-2016)
- * Involved in PhD student and junior professor training sessions at several conferences including Atlanta Competitive Advantage Conference (2012-14), West Coast Research Symposium (2013-14), Academy of Management (2013-15), and Strategic Management Society (2012-14).
- * Member of the Executive Committee for the Business Policy and Strategy Division of the Academy of Management (2010-2012).
- * Member of the Research Committee for the Business Policy and Strategy Division of the Academy of Management (2009-2011).
- * Co-Chair of the Doctoral Consortium for the Business Policy and Strategy Division of the Academy of Management, 2007 and 2008.
- * Organized Professional Development Workshops for Academy of Management Annual Conference in 2004 and 2005

Editorial Duties and Editorial Board Memberships

- * *Associate Editor, Academy of Management Journal (July 2010- June 2013)*
- * *Editorial Board Member, Academy of Management Journal (2004 – 2010, 2013-present)*
- * *Editorial Board Member, Organization Science (2005 – Present)*
- * *Editorial Board Member, Academy of Management Review (2005 – Present)*
- * *Editorial Board Member, International Journal of Strategic Change Management (2006 – Present)*
- * *Editorial Board Member, Strategic Management Journal (2007 – Present)*
- * *Editorial Board Member, Strategic Organization (2008 – Present)*
- * *Editorial Board Member, Managerial and Decision Economics (2008 – Present)*
- * *Editorial Board Member, Strategy Science (2014 – Present)*

- * Occasional Reviewer, *Management Science*
- * Occasional Reviewer, *Administrative Science Quarterly*