

**NAN JIA, Ph.D**

Assistant Professor of Strategic Management  
Marshall School of Business • University of Southern California  
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**ACADEMIC EMPLOYMENT**

- 2009 – Assistant Professor of Strategic Management, Marshall School of Business, University of Southern California
- 2008 –2009 Postdoctoral Fellow, Joseph L. Rotman School of Management, University of Toronto

**EDUCATION**

- 2008 *Ph.D., in Strategic Management*, Joseph L. Rotman School of Management, University of Toronto, Toronto, Canada
- 2002 *B.A., Major Economics (First Class Honors)*, Guanghua School of Management, Peking University, Beijing, China

**PUBLICATIONS**

- [9] Haveman H., Jia N., Shi J., Wang Y., 2016. The Dynamics of Political Embeddedness in China. Accepted by the *Administrative Science Quarterly*, OnlineFirst June 23, 2016, doi: 10.1177/0001839216657311
- [8] Jia N., Mayer K. 2016. Political Hazards and Firms' Geographic Concentration. *Strategic Management Journal*, doi: 10.1002/smj.2474
- [7] Jia N., Mayer K. 2016. Complementarity in Firms' Market and Political Capabilities: An Integrated Theoretical Perspective. *Advances in Strategic Management*, Volume 34 (Strategy Beyond Markets), 435-468
- [6] Jia N., 2016. Political Strategy and Market Capabilities: Evidence from the Chinese Private Sector. *Management and Organization Review*, 12(1):75-102
- [5] Choi S., Jia N., Lu J. 2015. The Structure of Political Institutions and Effectiveness of Corporate Political Lobbying. *Organization Science* 26(1): 158-179
- [4] Jia N. 2014. Are Collective and Private Political Actions Substitutes or Complements? Empirical Evidence from China's Private Sector. *Strategic Management Journal* 35: 292-315
- [3] Ang Y, Jia N. 2014. Perverse Complementarity: Political Connections & the Use of Courts Among Private Firms in China. *Journal of Politics* 76(2): 318-332
- [2] Jia N. 2013. Competition, governance, and relationship-specific investments: Theory and implications for strategy. *Strategic Management Journal* 34(13): 1551–1567

[1] Jia N., Shi J., Wang Y. 2013. Coinsurance Within Business Groups: Evidence from Related Party Transactions in an Emerging Market. *Management Science* **59**(10): 2295–2313

### CONFERENCE PROCEEDINGS

[1] Jia N., Huang K., Zhang CM. 2015. Agency Incentives and Firm Innovation: Analyzing the Patenting Behavior of State-owned Firms in China. *Academy of Management Meeting Best Paper Proceedings*.

- Nominated for the Carolyn Dexter Award at the 2016 Academy of Management Conference.
- 2016 DRUID Asia Conference Best Paper Award

### WORKING PAPERS

• *Political Governance and Managerial Agency: Evidence from Chinese State-Controlled Firms* (with Catherine Thomas and Yongxiang Wang)

(R&R)

• *State Capitalism and Firm Innovation: An Agency Perspective* (with Kenneth G. Huang and Cyndi M. Zhang)

(R&R)

• *“Value Creation and Value Capture in Governing Shareholder Relationships: Evidence from a Policy Experiment in an Emerging Market”* (with Nandini Rajagopalan, Jing Shi, and Yongxiang Wang)

(R&R)

• *The “Make and/or Buy” Decisions of Corporate Political Lobbying: An Integration of Economic Efficiency and Legitimacy Perspectives*

(R&R)

• *Treachery from Within: Conflicts of Interest among Minority Shareholders in an Emerging Market* (with Jing Shi, Changyun Wang, Yongxiang Wang)

(Under review)

• *The Interdependence of Public and Private Stakeholder Influence: A Study of Political Patronage and Corporate Philanthropy in China*

(with Yongxiang Wang)

(In preparation for submission)

• *The “Strategic” Use of Political Connections: The Role of Political Connections in Firms’ Location Choices*

(with Bo Zhao, Jiangyong Lu, Wei Zheng)

(in preparation for submission)

### CONFERENCE AND SEMINAR PRESENTATIONS

- 2016 The Global Strategy and Emerging Markets (GSEM) Annual Conference (Miami, FL); The Strategy and Business Environment Conference (Rochester, NY); The 15th Institutional and Organizational Economic Academy (formerly known as the “European School on New Institutional Economics,” Corsica, France); the 2016 Conference of Society for Institutional and Organizational Economics (SIOE, formerly known as the “International Society for New Institutional Economics” ISNIE; Paris, France); HEC Paris - SnO 2016 Research Day (Paris, France); the 2016 Strategic Management Society Annual Conference (Berlin); Olin School of Business, Washington University at St. Louis (St. Louis, MO)
- 2015 The 5th Rice Strategy Symposium on Emerging Markets (Houston, TX); International Society for New Institutional Economics (ISNIE) Annual Conference (Boston, MA); Academy of Management Annual Conference (Vancouver, Canada); 13<sup>th</sup> West Coast Research Symposium (Seattle, WA); University of Michigan Micro-enterprises and SMEs Conference (Ann Arbor, Michigan); Seminar at the Rotman School of Management, University of Toronto (Toronto, Canada)
- 2014 INFORMS 2014 Annual Meeting (San Francisco, CA)
- 2013 Center for Economics and Strategy (CRES) conference (Washington University at St. Louis); the NYU Strategy and Economics seminar (New York); Academy of Management Annual Conference (Buena Lake, FL); Conference of Centre for Institutions, Organizations, & Governance (COIG) Conference of the National University of Singapore (Singapore); Strategy seminar, College of Business at the University of Illinois Urbana Champaign; the Strategic Management Society Annual Conference (Atlanta, GA)
- 2012 Atlanta Competitive Advantage Conference (Atlanta); International Society for New Institutional Economics (ISNIE) Annual Conference (Los Angeles); Academy of International Business Annual Conference (Washington D.C.); Academy of Management Annual Conference (Boston)
- 2011 National University of Singapore; Atlanta Competitive Advantage Conference (Atlanta); International Society for New Institutional Economics (ISNIE) Annual Conference (Stanford)
- 2010 Atlanta Competitive Advantage Conference (Atlanta); Academy of Management Annual Conference (Montreal); International Association for Chinese Management Research (IACMR) Conference (Shanghai)
- 2009 Wharton School, University of Pennsylvania; Marshall School of Business, University of Southern California; George Mason University; Lee Kong Chian School of Business, Singapore Management University; School of Business, the University of Hong Kong; College of Business Administration, Northeastern University; International Society for New Institutional Economics (ISNIE) Annual Conference (Berkeley)
- 2008 McGill-Cornell Conference on Institutions and Entrepreneurship; International Society for New Institutional Economics (ISNIE) Annual Conference (Toronto); Annual Strategy & the Business Environment Conference (Duke University); Academy of Management Annual Conference (Anaheim); Conference of The Globalization of Chinese Enterprises: Transformational Politics, Business Strategies, and Future Paths (Boston)
- 2007 Annual AIBS Conference on Emerging Research Frontiers in International Business (Miami) Academy of Management Annual Conference (Philadelphia); CCC Conference (Georgia Institute of Technology).

## **SERVICE**

Served on a review panel for the National Science Foundation

Representative-at-Large, Cooperative Strategy Interest Group, the Strategic Management Society, 2016-2018

Executive Committee Member, Business Policy and Strategy (BPS) Division, the Academy of Management, 2016-2018

Board of Directors, Society for Institutional and Organizational Economics (SIOE; formerly known as ISNIE, International Society of New Institutional Economics), 2016-2019

Editorial board member of the *Strategic Management Journal* and the *Journal of International Business Studies*

Ad hoc reviewer for *Management Science*, *Organization Science*, *Academy of Management Journal*, *Journal of Management Studies*

2017 Co-chair of the Business Policy and Strategy (BPS) Doctoral Consortium, the Academy of Management 2017 annual conference (expected); Associate Editor of the Conference Program of the Social Issues in Management (SIM) Division, the Academy of Management 2017 annual conference (expected);

2016 Faculty panelist and workshop organizer of the 15th Institutional and Organizational Economic Academy (formerly known as the “European School on New Institutional Economics”); Co-chair of Track 12 (MNEs, Governments, and Non-Market Strategies), the Academy of International Business 2016 Annual Conference; Faculty panelist of the Doctoral Consortium, the Academy of International Business 2016 Annual Conference; Co-chair of the Business Policy and Strategy (BPS) Doctoral Consortium, the Academy of Management 2016 annual conference.

2015 Faculty Panelist of 13<sup>th</sup> West Coast Research Symposium Doctoral Workshop; Faculty Panelist of the Business and Public Policy (BPS) Division Doctoral Consortium, Annual Conference of the Academy of Management; Program Committee Member, 19<sup>th</sup> Annual Conference of International Society for New Institutional Economics (ISNIE); Co-chair of Track 11 (Corporate Governance in International Business), the Academy of International Business 2015 Annual Conference;

2013 Organizing Committee Member of the Doctoral Consortium, the 11<sup>th</sup> West Coast Research Symposium (WCRS)

2012 Program Committee Member, 16<sup>th</sup> Annual Conference of International Society for New Institutional Economics (ISNIE)

2011 Program Committee Member, 15<sup>th</sup> Annual Conference of International Society for New Institutional Economics (ISNIE)

## **HONORS, AWARDS, AND GRANTS**

2016-2017 USC Marshall Outlier Research Award

2015-2016 The Dean’s Award for Research Excellence by the USC Marshall School of Business; The Award for Research Excellence by the Department of Management and Organization, USC Marshall School of Business

2015 The Strategic Management Journal Outstanding Editorial Board Member Award by the Strategic Management Society

2009-2015 Gilbert Foundation Fund

2009-2015 USC Marshall School of Business Research Fund

2011-2012 Greif Faculty Research Grant by the USC Greif Center for Entrepreneurial Studies

2011-2012 CIBER Research Grant by the USC’s Center for International Business Education and Research

2010-2011	Greif Faculty Research Grant by the USC Greif Center for Entrepreneurial Studies
2010	Finalists, Dissertation Competition of the International Society for New Institutional Economics (ISNIE)
2009	Finalist, Richard N. Farmer Dissertation Award Competition, Academy of International Business (AIB).
2006-2008	The AIC Institute Corporate Citizenship Grant by the AIC Institute at the Rotman School of Management, University of Toronto
2003-2008	The University of Toronto Open Doctoral Fellowship by the Rotman School of Management at the University of Toronto

### OTHER RESEARCH EXPERIENCE

2006	<p><b>Research Assistant</b>, Rotman School of Management, University of Toronto Supervisor: Prof. Andrea Wojnicki</p> <ul style="list-style-type: none"> <li>Completed a working paper (co-authored) “<i>Balance and Word-of-Mouth Communication: A Signed Digraph Analysis of Consumers’ Cognitive Networks</i>”</li> </ul>
July – Aug., 2004	<p><b>Research Assistant</b>, Rotman School of Management, University of Toronto Supervisor: Prof. Mara Lederman</p>
May – June, 2004	<p><b>Research Intern</b>, The World Bank Group, Washington D.C., USA Supervisor: Mr. Edward Mountfield</p> <ul style="list-style-type: none"> <li>Completed a World Bank Internal Working paper: “<i>Study of Public Service Sector Reforms in Transitional Economies for China’s Reference</i>”</li> </ul>
April, 2003	<p><b>Research Intern</b>, The World Bank Group, Beijing, China Supervisor: Dr. Chunlin Zhang</p> <ul style="list-style-type: none"> <li>Completed a World Bank Internal Working paper (co-authored) “<i>The Economics of Nonprofit and its Relevance to China’s Public Service Unit Reform: A Survey on Literature</i>”</li> </ul>

### TEACHING EXPERIENCE

2009—	<p><b>Course Instructor</b>, Marshall School of Business, University of Southern California</p> <ul style="list-style-type: none"> <li>Undergraduate course “Strategic Management” (2009-)</li> <li>Ph.D seminar “Strategic Management” (2014-)</li> </ul>
Fall, 2006	<p><b>Course Instructor</b>, Rotman School of Management, University of Toronto</p> <ul style="list-style-type: none"> <li>Undergraduate course “International Business”</li> </ul>
2004 – 2009	<p><b>Teaching Assistant</b>, Rotman School of Management, University of Toronto</p> <ul style="list-style-type: none"> <li>MBA-level courses in Global Managerial Perspective, Strategic Management, Technology Management, Macroeconomics</li> </ul>
2006	<p><b>Rotman Certificate for Teaching Business in Colleges and Universities</b>, Rotman School of Management, University of Toronto</p>

- Completed a 10-week course “Teaching Business in Colleges and Universities”

2001                    **Teaching Assistant** , Guanghua School of Management, Peking University (Beijing, China)

- Undergraduate-level course in Industrial Economics

### TEACHING INTERESTS

Strategic Management, International Business, Managerial Economics, Business Management and Public Policy

### OTHER EXPERIENCE

June – Aug., 2001        **Summer Analyst**, Morgan Stanley Dean Witter Asia Limited, Hong Kong  
- China Corporate Finance Group, Investment Banking Division

Jan. – Sept., 2002        **Part-time Analyst**, Morgan Stanley Dean Witter Asia Limited, Beijing  
- China Corporate Finance Group, Investment Banking Division

2000-2001                Mingde Scholarship, Peking University  
Pricewaterhouse&Coopers-Longtao Scholarship, Peking University  
ESEC (Educational Services Exchange with China) scholarship  
Student Excellency Award, Peking University

1999-2000                Yuxi Scholarship, Peking University  
Student Excellency Award

1998-1999                Yuxi Scholarship, Peking University

1998                        Ranked No.1 in the National College Entrance Examination in 1998 in Beijing out of 40,000 candidates

### PROFESSIONAL AFFILIATIONS

The Academy of Management, the Academy of International Business, the Strategic Management Society, INFORMS, the American Economic Association, the International Society of New Institutional Economics, the International Association for Chinese Management Research