

## Hongxin “John” Zhao

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### EDUCATION

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| Ph.D. | International Science & Technology Policy.<br>Graduate School, George Washington University                             |
| M.A.  | International Science & Technology Policy. The Elliott School of<br>International Affairs, George Washington University |
| B.A.  | University of International Business and Economics, China   |

### RECOGNITION & AWARD

- Ranked the 26th out of 45 "Most prolific authors published in *Management International Review*" (the total number of authors appeared in the journal is 451) 61st out of 107 "Most prolific authors in all 6 leading IB journals" (the total number of authors appeared is 2,381 in these IB journals) – *APJM* 2008.
- Ranked the 13<sup>th</sup> most productive researcher on China business and management – *APJM* 2007
- As a co-principal investigator, awarded Strategic Research Grant of HK\$153,000 by the City University of Hong Kong 2006 and 2009.
- As a co-principal investigator, awarded Strategic Research Grant of HK\$450,000 by the City University of Hong Kong 2013 and 2014.
- Identified by the research project of Michigan State University as one of the 89 most prolific researchers in international business.
- Inaugural Research Excellence Award of John Cook School 2005
- *Nokyoon Kwak* Annual Research Excellence Award of John Cook School 2009
- *Nokyoon Kwak* Annual Research Excellence Award of John Cook School 2016

### EDITORSHIP

- Editorial Board Member, *Management International Review* since 2013.
- Consulting Editor, *Multinational Business Review* since 2002.
- Founding Editorial Board Member, International Academy of E-Business since 2001.

### PUBLICATIONS (Selected Refereed Journal Publications)

Zhou, K., Gao, Y., **Zhao, H.** (*forthcoming*). State Ownership and Firm Innovation in China: An Integrated View of Institutional and Efficiency Logics. *Administrative Science Quarterly*.

**Zhao, H.**, Lu, J. (2016). Contingent value of political capital in bank loan acquisition: Evidence from founder-controlled private enterprises in China. *Journal of Business Venturing*, 31, 153-174.

**Zhao, H.** (2015). Are Social Ties Always Valuable to Knowledge Search? Contextualizing Knowledge Search by Foreign Subsidiary Executives. *Management International Review*, 65, 511-538.

- Wu, J., **Zhao**, H. (2015). The Dual Effects of State Ownership on Export Activities of Emerging Market Firms: An Inducement-Constraint Perspective. *Management International Review*, 55, 421-451.
- Ju, M. **Zhao**, H. Wang, T. (2014). The Boundary Conditions of Relational Governance: A 'Strategy Tripod' Perspective, *Journal of International Marketing*, 22, 89-106.
- Mondejar, R. **Zhao**, H. (2013). Antecedents to Government Relationship building in a transition economy and the institutional contingencies. *Management International Review*, 53, 579-605.
- Keven, L. **Zhao**, H. (2013) FDI Inflow and Human Development: Analysis of FDI's Impact on Host Countries' Social Welfare and Infrastructure. *Thunderbird International Business Review*, 55, 285-298.
- Chao, C.-H., Kim, S. H., **Zhao**, H. (. (2012). Performance Implications of MNEs' Diversification strategies and Institutional Distance. *Thunderbird International Business Review*, 54, 667-681.
- Luo, Y., **Zhao**, H., Wang, Y. and Xi, Y. (2011). Venturing Abroad by Emerging Market Enterprises: A Test of Dual Strategic Intents. *Management International Review*. 51, 433-459.
- Zhao**, H. and Kim, S. (2011). An explorative examination of the social capital and FDI linkage and the moderating role of regulatory quality: A cross-country study. *Thunderbird International Business Review*. 53, 5, 629-646.
- Xe, H., **Zhao**, H., Xie, Q. and Arnold, M. (2011). On the Determinants of Post-Entry Strategic Positioning of Foreign Firms in a Host Market: A "Strategy Tripod" Perspective. *International Business Review*. 20, 4, 477-490.
- Suh, T., Bae, M., Kim, SH., and Arnold, M., (2010). A multi-level investigation of international marketing projects: The roles of experiential knowledge and creativity on performance. *Industrial Marketing Management*, 39 211-220.
- Luo, Y. and **Zhao**, H. (2009). Doing Business in a Transitional Society: Economic Environment and Relational Political Strategy for Multinationals. *Business & Society*, 8.
- Ju, M. and **Zhao**, H. (2009). Behind organizational slack and firm performance in China: the moderating role of ownership and competitive intensity. *Asia-Pacific Journal of Management*, 26: 701-717.
- Suh, T.W., Kim, S.H. Kim and **Zhao**, H. (2009). A Multi-Level investigation of international marketing projects: The Role of experiential knowledge and creativity in performance. *International Marketing Management*.
- Magnusson, P., Hass, S. and **Zhao**, H. (2008). A branding strategy for emerging market firms entering developed markets, *Journal of International Consumer Marketing*, 20(3).
- Zhao**, H., and Hsu, V. (2007). Social ties and foreign market entry: An empirical inquiry. *Management International Review*, 47(6):815-845.
- Zhao**, H. Taewon Suh, Seung Kim and Jianjun Du. (2007). Social institutional explanation of global internet diffusion: Across-country analysis. *Journal of Global Information Management*, 15(2): 28-51.
- Nitish S., Georg, F.t, **Zhao**, H. Boughton, P.D. (2006). A cross-cultural analysis of German, Chinese and Indian consumers' perception of web site adaptation, *Journal of Consumer Behavior*, 5(1); 56-69.

- Zhao, H.**, Tong, X., Zhu, J. (2005). Technology sourcing types and innovative capability: an empirical study of manufacturing firms in Singapore. *Journal of High Technology Management Research*, 16(2): 209.
- Luo, Y., **Zhao, H.**, Du, J. (2005). The Internationalization Speed of E-Commerce Companies: An Empirical Analysis. *International Marketing Review*, 22(6):693-710.
- Singh, N., **Zhao, H.** and Hu, X. (2005) Analysing the Cultural Content of Websites: A Cross National Comparison of China, India, Japan, and US, *International Marketing Review*, 22(2):129-147.
- Zhao, H** and Luo, Y. (2005). Antecedents of Knowledge Sharing With Peer Subsidiaries in other Countries: A Perspective from Subsidiary Managers in a Foreign Emerging Market. *Management International Review*, 45(1): 71-98.
- Singh, N., **Zhao, H.**, Hu, S. (2005) Cultural adaptation on the web: A study of American companies domestic and Chinese websites. *Journal of Global Information Management*, 22(2): 129-147.
- Zhao, H.**, Luo, Y., Suk, T. (2004). Transaction cost determinants and ownership-based entry mode: a meta analytical review. *Journal of International Business Studies*, 35(6): 524-544.

### Conference Papers

- Ma, J., **Zhao, H.** (2015). Power makes voice: Political capital and corporate voice, *Academy of Management* annual conference, (August 11), Vancouver, Canada.
- Ma, J., **Zhao, H.**, Yang, J. (2015). Institutional distance, social ties, trustworthiness and performance: Evidence from China. *Academy of International Business* (June 27), Bangalore, India.
- Zhao, H., Ma, J. Yang, J. (2014). Ownership-based Entry Mode, Political Strategy and Performance: A Moderated-Mediating Explanation. *Academy of International Business*, Vancouver, Canada, June 25.
- Ju, M., **H. Zhao**, Wang, T. (2014). The Changing value of relational governance and control mechanisms. *Academy of International Business*, Vancouver, Canada, June 24.
- Ju, M., **Zhao, H.**, Wang, T. (2013). The Boundary Conditions of Relational Governance: A 'Strategy Tripod' Perspective. *Academy of International Business*, Istanbul, Turkey July 3-6.
- Zhao, H.**, Ma, J., Kim, S. (2013). The impact of institutional imprinting on inward internationalization diversity. *Academy of International Business*, Istanbul, Turkey July 3-6.
- Cowden, B. and **Zhao, H.** (2012). Academy of Management, "Regulatory Focus and The Venture Types," *Academy of Management*, Boston, USA.
- Zhao, H.** and Rong, W. (2011). Academy of International Business Annual Conference, "A Sensemaking Approach to Corporate Social Responsibility in Emerging Market: Is Guanxi a Missing Link?" *Academy of International Business*, Japan. (July).
- Zhao, H.** and Lu, J. (2009). Academy of Management Annual Conference, "Political ties and resource acquisition," Academy of Management, Chicago.

- Zhao, H., Rong, W.** (July 2009). Academy of International Business, "Moderating Effects of Multinationality and Firm size on CSR-FP Relationship," AIB.
- Zhao, H. Lehnert, K.** (2009). Academy of International Business - US Southwest Chapter, "FDI and Social Welfare? A Structural Analysis of FDI's Impact on Host Country Development," AIB US Southwest Chapter, Oklahoma City.
- Ju, M., H. **Zhao**, and Pan, Y. (June 2008). "Organizational Slack and Firm Performance in China: Impact of Ownership and Competition", *Proceedings of Academy of International Business*, Milan, Italy.
- Zhao, H. and Kim, S. H.** (August 2008). Academy of Management Annual Conference, "International and Product Diversifications, MNE Performance, and Institutional Distance," Academy of Management, Los Angeles, USA.
- Lehnert, K. and **Zhao, H.** (July 2008). Academy of International Business Annual Conference, "Reputation's Effects on Diversification and Performance," Academy of International Business, Milan, Italy.
- Magnusson, P. and **Zhao, H.** (2006). Brand extension decisions in international marketplace and the extended eclectic paradigm (vol. 13, pp. 232-235). American Marketing Association Proceedings: Enhancing knowledge development in marketing.
- Chao, M., Kim, S.H., **Zhao, H.** (2008). "International and Product Diversifications, MNE Performance, and Institutional Distance," 2008 Annual Meeting of the AOM (Academy of Management), Anaheim, CA.
- Chao, M., Kim, S.H., **Zhao, H.** (2007). and Chin-Chun Hsu, International Diversity, Product Diversity, Institutional Distance and Firm Performance of Multinational Corporations: An Integrated Framework," Annual Conference of the AIB (Academy of International Business), Indianapolis, Indiana.
- Magnusson, P., Haas, S., **Zhao, H.** (. (2006). *A branding strategy for emerging firms entering in developed markets* (vol. 17, pp. 254-256). American Marketing Association.
- Suh, T., **Zhao, H.**, Kim, S.H., Arnold, M., Bae, M. (2005). *The Impact of Experiential Knowledge and Creativity on Performance of International Project* (vol. 16, pp. 234). Chicago: American Marketing Association.
- Xu, H. and **Zhao, H.** (2005). Generalist or Specialist: Foreign Firms' Strategic Positioning In A Partitioned Host-Market Industry. Academy of International Business, Quebec, Canada. July.
- Xie, Y., **Zhao, H.** (2005). "Generalist or Specialist: Foreign Firms' Strategic Positioning In A Partitioned Host-Market Industry," Academy of International Business Annual Conference Proceedings, Quebec City, Canada.
- Xie, Y., **Zhao, H.** (2005). "Resource Partitioning and Firm Resources: The Dynamic Impact of Foreign Entrants on Firms' Strategy," American Marketing Association 2005 Summer Marketing Educators' Conference, San Francisco.
- Xie, Y., **Zhao, H.** (2004). "Brand Extension Decision in International Marketplace and the Eclectic Paradigm," American Marketing Association Summer Marketing Educators' Conference Proceedings, Boston, MA.