JIAO LUO

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CURRENT POSITION

Carlson School, University of Minnesota 2012 TO PRESENT
Assistant Professor, Strategic Management & Entrepreneurship Dept.

EDUCATION

Columbia Business School
Ph.D. Candidate in Management 2006 - 2012

Columbia University, School of International and Public Affairs
MPA in Public and Economic Policy (Dual Degree Program) 2005

London School of Economics
MPA in Public and Economic Policy (Dual Degree Program) 2004

Renmin University of China
B.S. in Economics 2002

PUBLICATIONS

Lori Qingyuan Yue, Jiao Luo, Paul Ingram (2013), The failure of private regulation: Elite control and market crises in the Manhattan banking industry, *Administrative Science Quarterly,* 58 (1), 37-68

Ko Kuwabara, Jiao Luo, Oliver Sheldon (2010), Multiplex exchange relations, in S.R.Thye and Edward Lawler (ed.) *Advances in Group Processes, Volume 27*, Emerald Group Publishing Limited, pp.239-268

Paul Ingram, Jiao Luo, Joseph P. Eshun (2010), Institutional rivalry and the entrepreneurial strategy of economic development: business incubator foundings in three states, in Lisa A. Keister (ed.) *Institutions and Entrepreneurship (Research in the Sociology of Work, Volume 21)*, Emerald Group Publishing Limited, pp.127-155

MANUSCRIPTS

Jiao Luo, Paul Ingram (2013), Contractual governance and transaction outcomes in repeated vertical exchanges, R&R at *Management Science*

Paul Ingram, Arik Lifschitz, Jiao Luo (2012), Casting a Net: network leverage and relational exchange in Clyde river shipbuilding, R&R at *Organization Science*

Jiao Luo (2013), Air trade: Cultural values, norms and firm participation in morally contested markets

Jiao Luo, Stephan Meier, Felix Oberholzer-Gee (2012), When no news is good news: CSR strategy and newspaper headlining of negative firm events

WORKING PROJECTS

Banks vs. credit unions after the financial crisis (with Aaron Chatterji and Robert Sermans)
What explains corporate donation? (with Jerry Kim and Stephan Meier)

PROCEEDINGS

Lori Qingyuan Yue, Jiao Luo, Paul Ingram (2009), Self-Governance, Community Structures, and the Survival of Commercial Banks in Manhattan, 1840-1980. *Academy of Management Best Paper Proceedings*. Chicago, Illinois

TEACHING

Mgmt 3010 Introduction to Entrepreneurship (Undergraduate)

CASE DEVELOPMENT

Jiao Luo, Paul Ingram (2011) There will be Oil, *Columbia Caseworks*

AWARDS

Grant-in-Aid of Research, Artistry & Scholarship Program, University of Minnesota, May 2013
Dean's Small Research Grant, Carlson School of Management, University of Minnesota, Dec 2012
Best Paper Award, Tenth Transatlantic Doctoral Student Conference, Strategy Track, London Business School, May 2010
Donald C. Hambrick Award for Excellence in the Ph.D. Program, January 2009
Doctoral Student Fellowship, Columbia Business School, 2006-Present
Dean's List, Renmin University of China, 1998-2002

INVITED TALKS

2011: Rice University (Jones Graduate School of Business: Strategy); University of Texas Austin (McCombs School of Business: Management Department); National University of Singapore (Business School: Strategy & Policy); Peking University (Guanghua School of Management: Strategic Management)

2012: University of Minnesota (Carlson School of Management: Strategic Management & Organizations); Berkeley Haas School of Business (Management & Organizational Studies); New York University (Stern: Management); University of Pennsylvania (Wharton: Management); University of North Carolina (Kenan-Flagler Business School: Strategy & Entrepreneurship); Duke University (Fuqua School of Business: Strategy)

CONFERENCE PRESENTATIONS

Halos and Horns: Understanding Corporate Reputations for Social and Environmental Responsibility (Symposium). August, 2013. Academy of Management Annual Conference, Orlando, FL.

Nonmarket strategy. June, 2013. Strategy Junior Faculty Camp. Tuck School of Business at Dartmouth, Hanover, NH.

Repeated Ties and Transaction Outcomes. June, 2010. Northwestern Law School. Chicago, IL.

Too Legit to Quit?: Banks vs. Credit Unions After the Financial Crisis. June, 2013. The Inaugural Paul R. Lawrence Conference: Connecting Rigor and Relevance in Institutional Analysis, Boston, MA.

Air Trade: Cultural Values, Norms and Firm Participation in Morally Contested Markets. August, 2012. Academy of Management Annual Conference, Boston, MA.

When No News is Good News: CSR Strategy and Newspaper Headlining of Negative Firm Events. August, 2011. Academy of Management Annual Conference, San Antonio, TX.

When No News is Good News: CSR Strategy and Newspaper Headlining of Negative Firm Events. April, 2011. Fifth Annual Manhattan Management Doctoral Conference, New York, NY.

High Maintenance Relationships: Experience Transfer, Contractual Governance and Transaction Outcomes in Repeated Vertical Exchanges. May, 2010. Tenth Transatlantic Doctoral Student Conference, London Business School, May 2010, London, UK.

What's News? CSR and Corporate Reputation Management. May, 2010. Tenth Annual Strategy and the Business Environment Conference, May 2010, Kellogg School of Business, Evanston, Illinois.

High Maintenance Relationships: Experience Transfer, Contractual Governance and Transaction Outcomes in Repeated Vertical Exchanges. April, 2010. Fourth Annual Manhattan Management Doctoral Conference, New York, NY.

Self-Governance, Community Structures, and the Survival of Commercial Banks in Manhattan, 1840-1980. August, 2009. American Sociological Association Annual Conference, San Francisco, CA.

Measuring Structural Characteristics of Corporate Hierarchy: A Network Approach. August, 2008. Academy of Management Annual Conference, Los Angeles, CA.

Repeated Ties and Transaction Outcomes: Evidence from a Glasgow Shipbuilder 1844-1964. March, 2008. Divisional Seminar at Columbia Business School, New York, NY.

PROFESSIONAL MEMBERSHIP

Academy of Management (OMT/BPS/SIM); American Sociological Association; International Association for Chinese Management Research; Strategic Management Society

PROFESSIONAL SERVICE

Ad hoc Reviewer for Administrative Science Quarterly, Journal of Management Studies, Academy of Management Conference, SMS Annual International Conference

LANGUAGE

English; Mandarin (native)