DAN LI
Assistant Professor of International Business
Department of Management, Kelley Business School
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ACADEMIC EXPERIENCE

2005-Present Assistant Professor of International Business, Kelley School of Business, Indiana University
2007- Present Visiting Professor at the Instituto Politécnico de Leiria, Portugal.

EDUCATION

Ph.D. Texas A&M University
Strategic Management/International Business. 2005

M.S. Tsinghua University
Management with specialization in Corporate Management. 1999

B.A. Peking (Beijing) University
Economics with specialization in International Economics. 1997

RESEARCH INTERESTS

- Strategic alliance networks
- Knowledge management in multinational firms
- Foreign direct investment & International business environment

PUBLICATIONS

Refereed Journal Articles

Li, D., Eden, L., Hitt, M. & D. Ireland. Forthcoming. Friends, Acquaintances or Strangers? Partner Selection in R&D Alliances. *Academy Management Journal.*

Miller, S., Li, D., Eden, L. & M.A. Hitt. Forthcoming. Insider Trading and the Valuation of International Strategic Alliances in Emerging Stock Markets. *Journal of International Business Studies.*

Li, D. & Ferreira, Manuel P. 2006. The evolutionary model of entrepreneurial firms' dependence on networks: Going beyond the start-up stage, Notas Económicas, 24 (December): 48-63.

Campos, E. B., Li, D., & Salmador, M. P. 2006. “Guanxi”: Implications for Spanish companies in China. *Economía Industrial*, 362: 93-101.

Eden, L., Juarez Valdez, L., & D. Li. 2005. Talk Softly but Carry a Big Stick: Transfer Pricing Penalties and the Market Valuation of Japanese Multinationals in the United States. *Journal of International Business Studies*. 36(5): 1-17.

Lin, Z., Yang, H., Arya, B., Huang, Z., & D. Li. 2004. Structural vs. Individual Perspectives on the Dynamics of Group Performance: Theoretical Exploration and Empirical Investigation. *Journal of Management*. 31(3): 354-380.

Li, L., Li, D., & T. Dalgic. 2004. Internationalization Process of Small and Medium-sized Enterprises: Toward a Hybrid Framework of Experiential Learning and Planning. *Management International Review*. 44(1): 93-116

Lin, Z. & D. Li. 2004. The Performance Consequences of Top Management Successions: The Roles of Organizational and Environmental Contexts. *Group and Organization Management*. 29(1): 32-66.

Lin, Z. & D. Li. 2003. Does Competency-Based Trust Benefit Organizational Performance: A Meso Exploration Using Computer Modeling. *Journal of Mathematical Sociology*. 27(4): 219-261.

Book Chapters

Li, D. Forthcoming. Non-transitive Decision Making about Partner Selection in International R&D Alliances. In *International Strategic Management: A New Generation*, edited by Steve Tallman. Edward Elgar Publishing, Ltd.

Li, L. & D. Li. Forthcoming. Global and regional strategies of multinational enterprises: A comparison between an integrated global industry and a multidomestic industry. In *Research in Global Strategic Management (Volume 13): Regional Aspects of Multinationality and Performance*, edited by Alan Rugman. Elsevier Science.

Li, Y., Li, D., Li, H. & Y. Zhao. 2006. The Effect of Organizational Reward and Control on Firm Innovation and Financial Performance in Chinese Technology Firms. In *Growth of New Technology Ventures in China's Emerging Market*, edited by Haiyang Li. Northampton, MA Edward Elgar Publishing, Ltd.

Hitt, M., Boyd, B. & D. Li. 2005. The State of Strategic Management Research and a Vision of the Future. In *Research Methodology in Strategy and Management*, edited by Dave Ketchen and Don Bergh. JAI Press book series.

Eden, L. & D. Li. 2004. The New Regionalism and Foreign Direct Investment in the Americas. In *Strengthening the North American Community: NAFTA at Ten*, edited by Sidney Weintraub. Washington, DC: Center for Strategic and International Studies.

Li, D. 1998. The Unique Management of Toyota. *The Yearbook of the World's Economy*, Chinese Economy and Development Committee (Eds.), 761-766, Beijing, China (In Chinese).

Li, D. 1997. An Analysis of the Japanese Transnational Banks' Development. *Japan-China Exchanges*, Kale B Foundation of Japan (Eds.), 69-78, Beijing, China (In Chinese).

Articles in Conference Proceedings

Lin, Z. & D. Li. 2002. Strategic Alliance Formations: Internal Dynamics and Parent Firm Performance. *Proceedings of the 2002 Computational Social and Organizational Science Conference*. Pittsburgh, Pennsylvania.

Richard, O. C., Ford, D., Huang, Z., & D. Li. 2002. Alternative modes of theorizing on the performance impact of visible attribute diversity: Evidence from a field study and computer simulation. *Proceedings of the Southern Academy of Management.* Atlanta, Georgia.

Sethi, D. & D. Li. 2002. Firm Capabilities to Keep Strategy in sync with the International Business Environment. *Southwest Review of International Business Research*, 13: 32-43.

CONFERENCE AND WORKSHOP PRESENTATIONS

Li, D., Miller, S. & L. Eden. 2006. Alliance or Acquisition Decisions of Emerging Market Firms: Imitation and the Effect of Uncertainty. Presented at *Academy of International Business Annual Meeting*, Beijing, China.

Li, L., Shi, W. & D. Li. 2006. Internationalization Path, Pace and Performance of Non-diversified U.S. Pharmaceutical Firms. Presented at *Academy of Management Annual Meeting*, Atlanta, Georgia.

Ferreira, M. P. & D. Li. 2006. Knowledge Strategies & Structural Forms of Cross-border Acquisitions. Presented at *Academy of Management Annual Meeting*, Atlanta, Georgia.

Miller, S., Li, D., Eden, L. & M.A. Hitt. 2005. Insider Trading and the Valuation of International Strategic Alliances in Emerging Stock Markets.

- EIBA annual conference in Oslo, Norway
- US-China Conference, Beijing, China

Ferreira, M. P. & D. Li. 2005. Firm Characteristics and Country Institutional Development: Business relationships with foreign firms in transition economies.

- 1st Iberian International Business Conference, Porto, Portugal, 30th September - 1st October 2005
- 4th Iberoamerican Academy of Management International Conference, Lisboa, Portugal, 8th December – 11th December 2005

Ferreira, M. P., Tallman, S. & D. Li. 2005. Innovation, Knowledge Sharing, and Clustered Firms. 4th Iberoamerican Academy of Management International Conference, Lisboa, Portugal, 8th December – 11th December 2005

Li, D. & L. Eden. 2005. Knowledge Protection in Non-conventional International R&D Alliances. Presented at the *Strategic Management Society Annual Meeting*, Orlando, Florida.

Li, D., Eden, L., & D. Ireland. 2005. Friends, Acquaintances, and Strangers? Partner Selection in R&D Alliances. Presented at *Academy of Management Annual Meeting*, Honolulu, Hawaii, August, 2005.

Collins, J., Li, D., & P. Kansal. 2005. Which Dimension Matter? Testing "Institutional Pillars" as Predictors of FDI in India. Presented at *Academy of Management Annual Meeting*, Honolulu, Hawaii, August 2005.

Li, D. & J. Collins. 2005. Alliance Network Diversity and Alliance Capabilitiy: Gaining Performance Benefits from International Strategic Alliances. Presented at *Academy of International Business Annual Meeting*, Quebec City, Canada, July 2005.

Li, D. 2005. Partner Selection for International Strategic Alliances in Emerging Economies. Paper accepted for presentation at *Academy of International Business Annual Meeting.*

Eden, L. & D. Li. Bring Case Studies back in Qualitative Research in International Business.

- Presented at the 46th Annual International Studies Association Convention, Honolulu, Hawaii, March 2005
- Presented at the 2nd Annual JIBS/AIB/CIBER Invitational Conference on Emerging Research Frontiers in International Studies, Lansing, Michigan, September 16-19, 2004

Li, D., Devers, C. & E. Umphress. 2004. Social Deviation and Corporate Governance. Presented at *Strategic Management Society Annual Meeting.*

Li, D. & M. P. Ferreira. 2004. The Impact of Type of Innovation and Knowledge Sharing on the Appropriability of Rents from Innovation of Co-located Firms. Accepted for presentation at *Academy of Management Annual Meeting.*

Li, H. & D. Li. 2004. Getting out of Organizational Decline: Does Strategic Alliance Formation Help? Presented at *Academy of Management Annual Meeting.*

Li, D. & M. P. Ferreira. 2004. Business Environment and Firms' Networks for Financial Resources in Eastern Europe. Presented at *Academy of International Business Meetings and Academy of International Business Annual Meeting.*

Ferreira, M. P. & D. Li. 2004. Firms' Business Networks: A multi-country Study in Developing Economies. Presented at *Academy of International Business Annual Meeting*, Stockholm, Sweden.

Eden, L. & D. Li. Do Insiders Contribute More than Outsiders? FDI and NAFTA.

- Presented at the 9th Annual conference on "Trade and Investment in the Americas: The Challenge of Globalization", Texas A&M International University, Laredo, Texas, March 11-12, 2004.
- Invited presentation, Center for Research on Globalization, Université du Quebec à Montreal (UQAM), March 18, 2004.

Li, D & Z. Huang. 2003. Composition of Strategic Alliance Network. Paper presented at *the 23rd Annual International Conference of Strategic Management Society*, Baltimore, Maryland.

Eden, L. & D. Li. 2003. Who Should Set Transfer Prices? Paper presented at *the 23rd Annual International Conference of Strategic Management Society*, Baltimore, Maryland.

Eden, L. & D. Li. 2003. The New Regionalism and Foreign Direct Investment in Americas. Paper presented at *The Canada-United States Business Conference*, Kelly School of Business, Indiana University, Bloomington, Indiana.

Li, D. & M. P. Ferreira. 2003. Impact of Intersubsidiary Competition & Cooperation on International Technology Transfer within MNEs. Paper presented at *the Academy of Management Annual Meeting*, Seattle, Washington.

Ferreira, M. P. & D. Li. 2003. Foreign Entry Strategies: Adaptation to Institutional Effects. Paper presented at *the Academy of International Business Annual Meeting*, Monterey, California.

Li, D. & M. P. Ferreira. 2003. When a Multimarket Competitive Game Overrides Internal Coordination Mechanisms. Paper presented at *the Academy of International Business Annual Meeting*, Monterey, California.

Zhi, H., Li, D. & M. P. Ferreira. 2003. An Evolutionary Model of Entrepreneurial Firms. Paper presented at *the Academy of Management Annual Meeting*, Seattle, Washington.

Li, D. & M. P. Ferreira. 2003. Technology transfer within MNEs. Paper presented at *the 4th International Business Research Forum*, Fox School of Business, Temple University, Philadelphia, Pennsylvania.

Ferreira, M.P., Li, D., & S. Guisinger. 2002. The International Business Environment from 1970 to 2000: A Content Analysis Using JIBS Online Database. Paper presented at *the Academy of International Business Annual Meeting*, Port Rico.

Li, L., Li, D., & T. Dalgic. 2002. Internationalization Process of Small and Medium-sized Enterprises: Toward a Hybrid Framework of Experiential Learning and Planning. *Academy of International Business Annual Meeting*, Port Rico, USA.

Huang, Z., Li, D., & Z. Lin. 2002. A Social Network Perspective on the Dynamics of Group Performance: A Theoretical Framework and An Empirical Examination. Paper presented at *the Academy of Management Annual Meeting*, Denver, Colorado; also presented at *the XXII International Sunbelt Social Network Conference*, New Orleans, Louisiana.

Ferreira, M.P., Li, D., & S. Guisinger. 2002. Thirty Years' IBE Analysis. Paper presented at *the Academy of Management Annual Meeting*, Denver, Colorado.

Lin, Z. & D. Li. 2002. Strategic Alliance Formations: Internal Dynamics and Parent Firm Performance. Paper presented at *the Computational Social and Organizational Science Conference*, Pittsburgh, Pennsylvania.

Sethi, D. & D. Li. 2002. Firm Capabilities to Keep Strategy 'in Sync' with the International Business Environment, Paper presented at *the Academy of International Business Southwestern Chapter 2002 Conference*, St. Louis, Missouri.

Li, D. & Z. Lin. 2002. The Strength of Strategic Networking in Resource Accumulation: Internal Dynamics and Network Effectiveness. Paper presented at *the XXII International Sunbelt Social Network Conference*, New Orleans, Louisiana.

HONORS AND AWARDS

2006 IU CIBER Research Grant
2005 IU CIBER 2005-2006 Faculty Research Awards
2004 Distinguished Achievement Award in Doctoral Studies, Texas A&M University
2004 Dean's Award for Outstanding Research by a Doctoral Student, Texas A&M University
2003 Research Award, Mays Business School, Texas A&M University

TEACHING EXPERIENCE

International Business (D301)	Indiana University Spring 2006 & Spring 2007
International Management (D302)	Indiana University Spring 2006

Strategic Management (MGMT466)	Texas A&M University Spring & Summer 2004
International Business (MGMT450)	Texas A&M University Fall 2004, Spring & Summer, 2005
Graduate Teaching	Dissertation Committee, Hana Milanov (Doctoral Candidate)

PROFESSIONAL AFFILIATIONS

Member, Academy of Management
Member, Academy of International Business
Member, Strategic Management Society
Founding Member, International Association for Chinese Management Research

PROFESSIONAL SERVICE

Reviewer, *Academy of Management Journal*
Reviewer, *Journal of International Business Studies*
Reviewer, *Journal of Business Venturing*
Reviewer, *Organization Science*
Reviewer, *Management Organization Review*
Reviewer, Academy of Management Annual Conference
Reviewer, Academy of International Business Annual Conference

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