

HARBIR SINGH

Wharton Director, Huntsman Program
in International Studies and Business
William and Phyllis Mack Professor
of Management
Co-Director, Mack Institute
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I. Educational Background

PhD	University of Michigan Ross School of Business Ann Arbor, Michigan
M.B.A.	Indian Institute of Management Ahmedabad, India
B. Tech	Indian Institute of Technology New Delhi, India

II. Positions Held

Faculty Director, Huntsman Program	2018 - present
Vice Dean, Global Initiatives The Wharton School	2008 - 2018
Chair, Management Department	1998 - 2001 2007 - 2008
Mack Professor of Management	2006 - present
Co-Director, Mack Institute for Innovation Management; Center Director 2001-2012	2013 - present
Edward H Bowman Professor Associate Professor with tenure Assistant Professor	

III. Honors and Awards

1. Strategic Management Society's 2020 recipient of the Distinguished Scholar-

- Practitioner Award in honor of C.K. Prahalad. Career award for influential research.
2. Distinguished Alumni Award, University of Michigan Ross School of Business, doctoral program.
 3. Wharton Teaching Excellence Award, 2018.
 4. Distinguished Alumni Award, Indian Institute of Technology, Delhi, 2010.
 5. Dean of the Fellows of the Strategic Management Society, October 2014.
 6. Elected Fellow of Strategic Management Society, 2012.
 7. Award for Outstanding Research in Strategic Management, presented jointly by the Strategic Management Society and the Business Policy and Strategy Division of the Academy of Management.
 8. Miller-Sherrard Core Teaching Award, The Wharton School.
 9. Journal of International Business Studies Decade Award (with Bruce Kogut), 1998 for the most influential article in International Business, published in JIBS.
 10. Division Chair, Business Policy and Strategy Division, Academy of Management.

B. Courses Created/Developed

Designed and taught the Huntsman Program seminar in Management and Political Science, INSP101.
Designed the Huntsman Capstone, Management 409.
Designed and taught the MBA course on Corporate Development and Acquisitions
Designed and taught the MBA course on Strategic Alliances
Developed the PhD course in Corporate Strategy Research

C. Teaching Interests

Strategic Management. Competitive Strategy, Corporate Development via Acquisitions and Alliances, Research Methods

Research Areas

Corporate Strategy, Corporate Acquisitions, Strategic Alliances, Corporate Restructuring, Choices in Interorganizational Relationships, Corporate Governance

Books

The Strategic Leader's Roadmap: Learning to Think and Act Strategically, with Michael Useem, Wharton Digital Press, 2021; revised edition.

The Fortune Makers: The Leaders Creating China's Great Global Companies, with Peter Cappelli, Neng Liang and Michael Useem, Public Affairs, Hachette Book Group, 2017. Translated into Japanese.

The India Way: How India's Top Business Leaders Are Revolutionizing Management with Peter Cappelli, Jitendra Singh and Michael Useem, Harvard Business School Press, 2010. Paperback edition released, 2011. Translated into Portuguese and Japanese.

Dynamic Capabilities: Understanding Strategic Change in Organizations with Constance Helfat, David Teece, Margaret Peteraf, Sydney Finkelstein and Will Mitchell, Wiley-Blackwell, 2017.

Edited: Innovations in International and Cross-Cultural Management, co-edited with P. Christopher Earley, Sage Publications, Thousand Oaks, CA., 2000.

Edited: The Management of Corporate Acquisitions, co-edited with Georg von Krogh and Alessandro Sinatra, Macmillan Publishing Co, London, 1994, 529 pages.

Publications in Refereed Journals

- (1) Renewing the Resource Based View: New Contexts, New Concepts, and New Methods, with Constance Helfat, Aseem Kaul, David Ketchen, Jay Barney and Olivier Chatain, Strategic Management Journal, Special Issue on the Resource Based View of the Firm, forthcoming.
- (2) Agency, Underinvestment and the Role of Private Equity: Evidence from Divisional Buyouts, with Aseem Kaul and Paul Nary, Strategic Management Journal, Vol. 39, No. 5, May 2018.
- (3) The Relational View Revisited, with Jeffrey Dyer and Bill Hesterly, Strategic Management Journal, Vol. 39, No. 12, December 2018.
- (4) Resource Configuration Across Firm Boundaries: The Roles of Firm Capabilities and Market Factors, with Patia McGrath, Advances in Strategic Management, Special Issue on Resource Redeployment, C. Helfat, S. Karim and T. Folta, eds. 2017.
- (5) Indian Business Leadership: Broad mission and creative value, with Peter Cappelli, Jitendra Singh, Michael Useem, The Leadership Quarterly, Volume 26, Issue 1, February 2015, Elsevier.
- (6) The Evolution of Alliance Portfolios: The Case of Unisys, with Dovev Lavie, Industrial and Corporate Change, Vol. 21, No. 3, 2012.
- (7) How do Acquirers Retain Successful CEOs? The Role of Governance, with Julie Wulf, Management Science, December 2011.
- (8) Governing Collaborative Activity: Interdependence and the Impact of Coordination and Exploration, with Vikas Aggarwal and Nicolaj Siggelkow, Strategic Management Journal, 2011.
- (9) Evolving Communication Patterns in Response to an Acquisition Event, with Joan Allatta, Strategic Management Journal, Vol. 32, No. 10, October 2011.

- (10) The Nature of Partnering Experience and Gains from Alliances, with Ranjay Gulati and Dovev Lavie, Strategic Management Journal, November 2009.
- (11) Splitting the Pie: Rent Distribution in Alliances and Networks, with Jeffrey Dyer and Prashant Kale, Managerial and Decision Economics, Vol. 29, No. 2-3, March-April 2008.
- (12) The Performance Implications of Timing and Entry and Involvement in Multi-Party Alliances, with Dovev Lavie and Christoph Lechner, Academy of Management Journal, Vol. 50, No. 3, 2007.
- (13) Building Capabilities through Learning: The Role of the Alliance Learning Process in Alliance Capability and Success, with Prashant Kale, Strategic Management Journal, Vol. 28, No. 10, November 2007.
- (14) Organizing for Innovation: Managing the Coordination-Autonomy Dilemma in Technology Acquisitions, with Phanish Puranam and Maurizio Zollo, Academy of Management Journal, Vol. 49, No. 2, 2006.
- (15) When to Ally and When to Acquire? With Jeffrey Dyer and Prashant Kale, Harvard Business Review, July-August 2004.
- (16) Deliberate Learning in Corporate Acquisitions: Post-Acquisition Strategies and Integration Capability in U.S. Bank Mergers, with Maurizio Zollo, Strategic Management Journal, Vol. 25, No. 13, December 2004.
- (17) A Bird in Hand? Integration Tradeoffs in Technology-Grafting Acquisitions, with Phanish Puranam and Maurizio Zollo, European Management Journal, April 2003.
- (18) Interorganizational Routines and Performance in Strategic Alliances, with Jeffrey Reuer and Maurizio Zollo, Organization Science, Vol. 13, Iss. 6, December 2002.
- (19) Alliance Capability, Stock Market Response, and Long-term Alliance Success: The Role of the Alliance Function, with Prashant Kale and Jeffrey Dyer, Strategic Management Journal, Vol. 23m, Iss. 8, August 2002.
- (20) Post-Formation Dynamics in Strategic Alliances, with Maurizio Zollo and Jeffrey Reuer, Vol. 23, Iss. 2, Organization Science, February 2002.
- (21) Value Creation and Success in Strategic Alliances: Alliancing Skills and the Role of the Alliance Function and Systems, with Jeffrey Dyer and Prashant Kale, European Management Journal, Vol. 19 Iss. 5, October 2001.
- (22) How to Make Strategic Alliances Work, with Prashant Kale and Jeffrey Dyer, Sloan Management Review, Summer 2001, Vol. 42, No. 4, pp. 37-43.
- (23) Value Creation and Success in Strategic Alliances: Alliancing Skills and the Role of Alliance Structure and Systems, with Prashant Kale and Jeffrey Dyer, European Management Journal, October 2001, pp. 463-471.

- (24) Corporate and Industry Effects on Business Unit Competitive Position, with Sea-Jin Chang, Strategic Management Journal, July 2000, Vol. 21, Iss. 7, p. 739.
- (25) Acquisition of Physician Group Practices by For-Profit and Not-For-Profit Organizations, with Robert L. Burns and Robert A. DeGraaf, Quarterly Journal of Economics and Finance, Winter 1999, Vol. 39, No. 4, pg. 465.
- (26) Impact of Modes of Entry and Resource Fit on Modes of Exit by Multibusiness Corporations, with Sea-Jin Chang, Strategic Management Journal, 1999, Vol. 20, pp. 1019-1035.
- (27) The Architecture of Cooperation: Coordination Costs and the Governance of Strategic Alliances, with Ranjay Gulati, Administrative Science Quarterly, March 1999.
- (28) Complementarity, Status Similarity and Social Capital as Drivers of Alliance Formation, with Suenghwa Chung and Kyungmook Lee, Strategic Management Journal, January 2000.
- (29) When Does Corporate Restructuring Improve Economic Performance? With Edward H. Bowman, Michael Useem and Raja Bhadury, California Management Review, January 1999.
- (30) Relational Advantage: Relational Rents and Sources of Interorganizational Advantage, with Jeffrey H. Dyer, Academy of Management Review, lead article, Vol. 23, No. 4, pp. 660-679, 1998.
- (31) National Cultural Distance and Cross-Border Acquisition Performance, with Piero Morosini and Scott Shane, Journal of International Business Studies, March 1998.
- (32) Asset Redeployment, Acquisitions and Corporate Strategy in Declining Industries, with Jaideep Anand, Strategic Management Journal, July 1997, pp. 99-118.
- (33) Corporate Restructuring: A Symptom of Poor Governance or A Solution to Past Managerial Mistakes? With Constantinos Markides, European Management Journal, Vol. 15, No. 3, June 1997, pp. 213-219.
- (34) International and Intercultural Management Research in Management: What's Next? With P. Christopher Earley, Academy of Management Journal, Special Research Forum on International and Intercultural Management Research, Vol. 38, No. 2, April 1995, pp. 327-340.
- (35) Cross-Border Acquisitions: Implementing National Culture-Compatible Strategies to Improve Performance, with Piero Morosini, European Journal of Management, Vol. 12, No. 4, December 1994, pp. 390-400.
- (36) Challenges in Researching Corporate Restructuring, Journal of Management Studies, Vol. 30, No. 1, January 1993, pp. 147-172.
- (37) Ownership Structure, Board Relationships and CEO Compensation in Large U.S. Corporations, with Robert Mangel, Accounting and Business Research, Vol. 23, 1993, pp. 339-350.
- (38) Corporate Restructuring: Reconfiguring the Firm, with Edward H. Bowman, Strategic Management Journal, Vol. 14, 1993, pp. 5-14.

- (39) Strategic Alliances in Technological Innovation: Cooperation in Biotechnology, with William F. Hamilton, Journal of High Technology Management Research, Vol. 2, No. 2, October 1991, pp. 211–221.
- (40) Management Buyouts: Distinguishing Characteristics and Operating Changes Prior to Public Offering, Strategic Management Journal, Vol. 11, Summer 1990, pp. 111–129.
- (41) Top Management Tenure, Corporate Ownership Structure and the Magnitude of Golden Parachutes, with Farid Harianto, Strategic Management Journal, Vol. 10, 1989, pp. 143-156.
- (42) CEO Succession and Stock Market Reaction: The Role of Organizational Context and Event Content, with Stewart Friedman, Academy of Management Journal, December 1989, Vol. 32, No. 4, pp. 717-744.
- (43) Industry and Competitive Effects on the Choice of Entry Mode, with Bruce Kogut, Best Papers and Proceedings of the Academy of Management, Washington, D.C., August 1989, pp. 116-121.
- (44) Management-Board Relationships, Takeover Risk and the Adoption of Golden Parachutes, with Farid Harianto, Academy of Management Journal, Vol. 32, No. 1, March 1989, pp. 7-24.
- (45) The Effect of National Culture on the Choice of Entry Mode, with Bruce Kogut, Journal of International Business Studies, No. 3, Fall 1988, pp. 411-432.
- (46) Corporate Acquisition Strategies and Economic Performance, with Cynthia A. Montgomery, Strategic Management Journal, Vol. 8, July-August 1987, pp. 377-386.
- (47) Diversification Strategy and Systematic Risk, with Cynthia A. Montgomery, Strategic Management Journal, Vol.5, July-September 1984, pp. 181–191.

Book Chapters and Other Publications

- (48) “Post Acquisition Management”, with Patia McGrath, entry in Palgrave Encyclopedia of Strategic Management, Palgrave Macmillan, 2015.
- (49) “Strategic Alliances Between Buyers and Suppliers: Lessons from the Medical Imaging Industry”, with Lawton Burns, Eduardo Cisneros and William Ferniany, The Sage Handbook of Strategic Supply Management, Sage publications, 2013.
- (50) “Sources of Acquisition Cultural Risk”, with Kenneth David, in von Krogh, Sinatra and Singh, eds., The Management of Corporate Acquisitions, London, 1995, Macmillan Publishing Co., pp. 251-292.
- (51) “Characteristics of Emerging Market Mergers and Acquisitions, with Prashant Kale, The Handbook of Mergers and Acquisitions”, David Faulkner, Satu Teerikangas, Richard J. Joseph, editors, Oxford, 2012.
- (52) “Acquisition Regimes: Managing Cultural Risk and Relative Deprivation in Corporate Acquisitions”, with Kenneth David, International Review of Strategic Management Research, D.E. Hussey, editor, Vol. 4, 1993, pp. 227-276.

- (53) "Integrating Strategic Human Resources and Strategic Management", with Peter Cappelli, Research Frontiers in Industrial Relations and Human Resources, January, 1993, pp. 165–192.
- (54) "Managing Corporate Reconfigurations", with Hamid Bouchikhi, Kenneth David and John Kimberly, White Paper for the International Consortium for Executive Development Research, Barcelona, Spain, November 1992.
- (55) "The Evolution of Corporate Capabilities in Emerging Technologies", with William F. Hamilton, Interfaces, July-August 1992, pp. 13-23.
- (56) "Overview of Corporate Restructuring: Trends and Consequences", with Edward H. Bowman, in Handbook of Corporate Restructuring, Milton Rock, editor, McGraw-Hill, October 1989, pp. 8-22.
- (57) "Wall Street's Reaction to CEO Succession", with Stewart Friedman, Chief Executive, July-August 1989.
- (58) "Entering the United States by Joint Venture: Competitive Rivalry and Industry Structure", with Bruce Kogut, in Peter Lorange and Farok Contractor, eds., in Cooperative Strategies in International Business, Lexington Books, 1988, pp. 241-251.
- (59) "Corporate Acquisitions: A Strategic Perspective", with Peter Lorange and Eugene Kotlarchuk, in M.R. Rock, ed., Mergers and Acquisitions Handbook, McGraw-Hill, New York, 1986, pp. 3; new edition, 1993.
- (60) "Managing for Joint Venture Success: A Review", Academy of Management Review, Vol. 13, No. 1, January 1988, pp. 145–147.
- (61) "Book Review: Managing, by Harold Geneen", Human Resource Management, Special Issue on Leadership Succession, Vol. 25, No. 2, Summer 1986, pp. 353-357.

Working Papers

- (62) Interdependence Misspecification and Performance in Strategic Alliances, with Shiva Agarwal and Vikas Aggarwal.

Educational Materials Prepared (Software, Cases)

- (1) Sampson Chemical and Centaur Pharmaceuticals: The Joint Venture of Omni Pharmaceuticals, case prepared with George Steinfels and Richard Marshall, 1992, to discuss choices between acquisition and joint ventures as growth modes.
- (2) The Electrolux Corporation (A), (B) and (C), case prepared with Louise Amell, to discuss organizational learning from acquisitions, 1991.
- (3) The Limited Corporation: Growth through Acquisition: Case prepared with Shahir Kassam Adams and Elysa Blacker, The Wharton School, 1991.

- (4) Cisco's Acquisition Strategy (1993 – 2000): Value Growth Through Buying Early-Stage Companies (A), Case prepared with Saikat Chaudhuri and Rachel Shelton, The Wharton School.
- (5) Cisco's Acquisition Strategy (2001 – 2008): Adapting to Changing Market Conditions (B), Case prepared with Saikat Chaudhuri and Rachel Shelton, The Wharton School.
- (6) Tata Motors: Acquisition of Jaguar and Land Rover in 2008, Case prepared with Robert Metry, The Wharton School.

Personal Information

Married, three children, U.S. Citizen