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E. Desmond Lee Professor for
Developing Women Leaders and Entrepreneurs in International Business
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EDUCATIONAL BACKGROUND

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| Ph.D. | University of Missouri-Columbia Major: Marketing Minors: International Business Statistics |
| MBA | Missouri State University (formerly Southwest Missouri State University) |
| B.S. | University of Wisconsin-River Falls Major: Business Administration Minor: Economics |

ACADEMIC EXPERIENCE

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| Fall 2006 – present | E. Desmond Lee Professor for Developing Women Leaders and Entrepreneurs in International Business Professor of Marketing University of Missouri-St. Louis |
| Summer 2006 | Visiting Professor of Marketing City University of Hong Kong |
| Summer 2006 | Professor of International Business Saint Louis University |
| Fall 2002 – Spring 2006 | Associate Professor of International Business Saint Louis University |
| Fall 2001 – Summer 2002 | Associate Professor of Marketing Cleveland State University |

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| Fall 2000 – Spring 2001 | Associate Professor of Marketing City University of Hong Kong |
| Summer 2000 | Visiting Associate Professor of Marketing City University of Hong Kong |
| Summer 1998 – Spring 2000 | Associate Professor of Marketing Cleveland State University |
| Winter 1993 – Spring 1998 | Assistant Professor of Marketing Cleveland State University |
| Fall 1988 – Fall 1992 | Teaching Assistant University of Missouri-Columbia |

TEACHING ACTIVITIES

Theory in International Business (Ph.D.)
Regional and Global Business (Ph.D.)
Research Design and Measurements (Ph.D.)
Asia-Pacific Research Workshop (Ph.D.)
International Business Strategy (EMIB)
International Business Environments (EMIB)
International Business—An Asian Perspective (MBA) (conducted in Hong Kong and China)
International Marketing (undergraduate and MBA)
International Business (undergraduate, MBA, and EMBA)
Strategic Marketing (undergraduate)
Marketing Management (MBA)
Business Ethics (undergraduate)
Principles of Marketing (undergraduate)
Women in International Entrepreneurship (undergraduate)

JOURNAL ARTICLES

Masaaki Kotabe, Dan Ayebale, and Janet Y. Murray (forthcoming), “Relationship Multiplexity, Multiple Resource Acquisition and Export Performance of Emerging-Market Firms,” *Journal of International Management*.

Ronaldo Parente, Janet Y. Murray, Yue Zhao, Masaaki Kotabe, and Ricardo dos Santos (2022), “Relational Resources, Tacit Knowledge Integration Capability, and Business Performance,” *Journal of Knowledge Management*, 26(4), 805-823.

Min Ju, Janet Y. Murray, Gerald Gao, and Masaaki Kotabe (2019), “Concurrent Sourcing Strategy of Multinational Firms in China: Drivers and Performance Implications,” *Journal of World Business*, 54(6), <https://doi.org/10.1016/j.jwb.2019.101015>

Janet Y. Murray and Yingying Zhang (2018), "Insights on Women Labor Participation in the Gulf Cooperation Council (GCC) Countries," *Business Horizons*, 61(5), 711-720.

Tetsuya Usui, Masaaki Kotabe, and Janet Y. Murray (2017), "A Dynamic Process of Building Global Supply Chain Competence by New Ventures: The Case of Uniqlo," *Journal of International Marketing*, 25(3), 1-20 (**the lead article**) (**received the best paper award by the Japan Academy of Multinational Enterprises**).

Masaaki Kotabe, Crystal Jiang, and Janet Y. Murray (2017), "Examining Complementary Effect of Political Networking Capability with Absorptive Capacity on the Innovative Performance of Emerging-Market Firms," *Journal of Management*, 43(4), 1131-1156 (**Third prize, Best Paper Award Innovation Management, awarded by EBS, Germany**).

Janet Y. Murray and Frank Fu (2016), "Strategic Guanxi Orientation: How to Manage Distribution Channels in China?" *Journal of International Management*, 22, 1-16 (**the lead article**) (**the second most cited Journal of International Management paper in 2017**).

Crystal X. Jiang, Roy Y. J. Chua, Masaaki Kotabe, and Janet Y. Murray (2013), "Cultural Ethnicity Effects on Senior Executives: Trust in Overseas Business Partners," *Chinese Management Insights*, 2(1), 6-8 (published both in English and Chinese).

Masaaki Kotabe, Michael J. Mol, Janet Y. Murray, and Ronaldo Parente (2013), "The Limit to Outsourcing: Beware of the Consequences for Market Success!" *The World Financial Review*, January - February, 11-14.

Janet Y. Murray, Min Ju, and Gerald Yong Gao (2012), "Foreign Market Entry Timing Revisited: Trade-off between Market Share Performance and Firm Survival," *Journal of International Marketing*, 20(3), 50-64.

Masaaki Kotabe, Michael J. Mol, Janet Y. Murray, and Ronaldo Parente (2012), "Outsourcing and its Implications for Market Success: Negative Curvilinearity, Firm Resources, and Competition," *Journal of the Academy of Marketing Science*, 40(2), 329-346.

Crystal X. Jiang, Roy Chua, Masaaki Kotabe, and Janet Y. Murray (2011), "Effects of Cultural Ethnicity, Firm Size, and Firm Age on Senior Executives' Trust in Their Overseas Business Partners: Evidence from China," *Journal of International Business Studies*, 42(9), 1150-1173 (**equal contribution**).

Min Ju, Janet Y. Murray, Masaaki Kotabe, and Gerald Yong Gao (2011), "Reducing Distributor Opportunism: Effects of Monitoring Mechanisms, Norm-based Information Exchange, and Market Orientation," *Journal of World Business*, 46(4), 487-496.

Janet Y. Murray, Gerald Yong Gao, and Masaaki Kotabe (2011), "Market Orientation and Performance of Export Ventures: the Process through Marketing Capabilities and Competitive Advantages," *Journal of the Academy of Marketing Science*, 39(2), 252-269.

Masaaki Kotabe, Crystal X. Jiang, and Janet Y. Murray (2011), "Managerial Ties, Knowledge Acquisition, Absorptive Capacity and New Product Development Performance of Emerging Multinational Companies: A Case of China," *Journal of World Business*, 46(2), 166-176.

Janet Y. Murray, Johnny Chan, and Hung-Gay Fung (2010), "Productivity of International Business Researchers: A Gender Analysis," *Journal of the Academy of Business Education Executive*, 11(Fall), 131-156.

Gerald Yong Gao, Janet Y. Murray, Masaaki Kotabe, and Jiangyong Lu (2010), "A 'Strategy Tripod' Perspective on Export Behaviors: Evidence from Firms Based in an Emerging Economy," *Journal of International Business Studies*, 41(3), 377-396 (**the lead article**).

Janet Y. Murray, Masaaki Kotabe, and Stanford Westjohn (2009), "Global Sourcing Strategy and Performance of Knowledge-Intensive Business Services: A Two-Stage Strategic Fit Model," *Journal of International Marketing*, 17(4), 90-105.

Masaaki Kotabe, Michael Mol, and Janet Y. Murray (2008), "Outsourcing, Performance, and the Role of E-Commerce: A Dynamic Perspective," *Industrial Marketing Management*, 37(1), 37-45.

Janet Y. Murray, Gerald Yong Gao, Masaaki Kotabe, and Nan Zhou (2007), "Assessing Measurement Invariance of Export Market Orientation: A Study of Chinese and Non-Chinese Firms in China," *Journal of International Marketing*, 15(4), 41-62.

Kwaku Aduhene-Gima and Janet Y. Murray (2007), "Exploratory and Exploitative Learning in New Product Development: A Social Capital Perspective on New Technology Ventures in China," *Journal of International Marketing*, 15(2), 1-29 (**the lead article**) (**the second top cited article in the Journal of International Marketing over the life of the journal—as of August 2017**).

Masaaki Kotabe, Ronaldo Parente, and Janet Y. Murray (2007), "Antecedents and Outcomes of Modular Production in the Brazilian Automobile Industry: A Grounded Theory Approach," *Journal of International Business Studies*, 38(1), 84-106.

Janet Y. Murray, Masaaki Kotabe, and Joe Nan Zhou (2005), "Strategic Alliance-based Sourcing and Market Performance: Evidence from Foreign firms Operating in China," *Journal of International Business Studies*, 36(2), 187-208.

Janet Y. Murray and Mike C. H. Chao (2005), "A Cross-Team Framework of International Knowledge Acquisition on New Product Development Capabilities and New Product Market Performance," *Journal of International Marketing*, 13(3), 54-78.

Janet Y. Murray and Masaaki Kotabe (2005), "Performance Implications of Strategic Fit between Alliance Attributes and Alliance Forms," *Journal of Business Research*, 58(11), 1525-1533.

Yukako Sunaoshi, Masaaki Kotabe, and Janet Y. Murray (2005), "How Technology Transfer Really Occurs on the Factory Floor: A Case of a Major Japanese Automotive Die Manufacturer in the United States," *Journal of World Business*, 40, 57-70.

Masaaki Kotabe and Janet Y. Murray (2004), "Global Procurement of Service Activities by Service Firms," *International Marketing Review*, 21(6), 615-633 (**winner of the 2005 Literati Club Awards for Excellence—Outstanding Paper**).

Kwaku Atuahene-Gima and Janet Y. Murray (2004), "Antecedents and Outcomes of Marketing Strategy Comprehensiveness," *Journal of Marketing*, 68(4), 33-46.

Masaaki Kotabe and Janet Y. Murray (2004), "Global Sourcing Strategy and Sustainable Competitive Advantage," *Industrial Marketing Management*, 33(1), 7-14 (**the lead article**) (**received the most downloads in 2004—1,795 downloads—among all the articles published in IMM in 2004**) (**ranked the top 5 most downloaded Industrial Marketing Management article, among all the articles published during 1971 - 2013 in the day 90 days preceding March 25, 2014**).

Janet Y. Murray (2001), "Strategic Alliance-Based Global Sourcing Strategy for Competitive Advantage: A Conceptual Framework and Research Propositions," *Journal of International Marketing*, 9(4), 30-58 (**winner of the 2002 Hans B. Thorelli Best Paper Award given by the American Marketing Association**).

Masaaki Kotabe and Janet Y. Murray (2001), "Outsourcing of Service Activities," *Marketing Management*, Spring, 40-45.

Janet Y. Murray and Masaaki Kotabe (1999), "Sourcing Strategies of U.S. Service Companies: A Modified Transaction-Cost Analysis," *Strategic Management Journal*, 20, 791-809 (**the lead article**).

Masaaki Kotabe, Janet Y. Murray, and Raj Javalgi (1998), "Global Sourcing of Services and Market Performance: An Empirical Investigation," *Journal of International Marketing*, 6(4), 10-31 (**the lead article**) (**winner of the 1999 S. Tamer Cavusgil Best Paper Award given by the American Marketing Association**).

Janet Y. Murray, Russell H. Murray, and Larry E. Lann (1997), "Growth Strategies for U.S. Colleges and Universities," *Journal of Marketing for Higher Education*, 8, 41-53.

Janet Y. Murray (1996), "Product Strategies of European and Japanese Multinational Firms in the U.S. Market - An Empirical Investigation," *International Marketing Review*, 13(6), 58-69.

Masaaki Kotabe and Janet Y. Murray (1996), "Determinants of Intra-Firm Sourcing and Market Performance," *International Business Review*, 5(2), 121-135.

Janet Y. Murray (1996), "A Currency Exchange Rate-Driven vs. Strategy-Driven Analysis of Global Sourcing," *Multinational Business Review*, Spring, 40-51.

Janet Y. Murray, Masaaki Kotabe, and Albert R. Wildt (1995), "Strategic and Financial Implications of Global Sourcing Strategy: A Contingency Analysis," *Journal of International Business Studies*, 26(1), 181-202.

Janet Y. Murray, Albert R. Wildt, and Masaaki Kotabe (1995), "Locational and Ownership Aspects of Global Sourcing Strategies: A Study of U.S. Subsidiaries of Foreign Multinational Firms," *Management International Review*, 4, 307-324.

Janet Y. Murray (1995), "Patterns in Domestic vs. International Strategic Alliances: An Investigation of U.S. Multinational Firms," *Multinational Business Review*, Fall, 7-16.

Masaaki Kotabe and Janet Y. Murray (1990), "Linking Product and Process Innovations and Modes of International Sourcing in Global Competition: A Case of Foreign Multinational Firms," *Journal of International Business Studies*, 21(3), 383-408.

BOOK CHAPTERS/REPRINTS

Masaaki Kotabe and Janet Y. Murray (2017), "Global Sourcing Strategy: An Evolution in Global Production and Sourcing Rationalization," in *Advances in Global Marketing: A Research Anthology*, L.C. Leonidou, C.S. Katsikeas, S. Samiee, and B. Aykol, eds., Springer, 365-384.

Masaaki Kotabe and Janet Y. Murray (2011), "Global Sourcing Strategy: An Evolution," in *Wiley International Encyclopedia of Marketing*, Jagdish Sheth and Naresh K. Malhotra, eds., John Wiley & Sons, Ltd.

Janet Y. Murray, Masaaki Kotabe, and Joe Nan Zhou (2011), "Strategic Alliance-based Sourcing and Market Performance: Evidence from Foreign firms Operating in China," in *The Future of Global Business: A Reader*, Michael R. Czinkota, Masaaki Kotabe, and Ilkka A. Ronkainen, Routledge.

Gerald Yong Gao, Janet Y. Murray, Masaaki Kotabe, and Jiangyong Lu (2011), "A 'Strategy Tripod' Perspective on Export Behaviors: Evidence from Domestic and Foreign Firms Based in an Emerging Economy," in *The Future of Global Business: A Reader*, Michael R. Czinkota, Masaaki Kotabe, and Ilkka A. Ronkainen, Routledge.

Masaaki Kotabe, Michael Mol, and Janet Y. Murray (2011), "Outsourcing, Performance, and the Role of E-Commerce: A Dynamic Perspective," in *The Future of Global Business: A Reader*, Michael R. Czinkota, Masaaki Kotabe, and Ilkka A. Ronkainen, Routledge.

Masaaki Kotabe, Michael Mol, and Janet Y. Murray (2011), "Outsourcing, Performance, and the Role of E-Commerce: A Dynamic Perspective," in *Global Business Positioning Ventures Ahead*, Michael R. Czinkota and Ilkka A. Ronkainen, Routledge.

Gerald Yong Gao, Janet Y. Murray, Masaaki Kotabe, and Jiangyong Lu (2011), "A 'Strategy Tripod' Perspective on Export Behaviors: Evidence from Domestic and Foreign Firms Based in

an Emerging Economy,” in *Global Business Positioning Ventures Ahead*, Michael R. Czinkota and Ilkka A. Ronkainen, Routledge.

Masaaki Kotabe and Janet Y. Murray (2010), “Global Sourcing Strategy and Sustainable Competitive Advantage,” in *Emerging Trends, Threats, and Opportunities in International Marketing, What Executives Need to Know*, Michael R. Czinkota, Ilkka A. Ronkainen, and Masaaki Kotabe, Business Expert Press.

Masaaki Kotabe, Michael Mol, and Janet Y. Murray (2010), “Outsourcing, Performance, and the Role of E-Commerce: A Dynamic Perspective,” in *Emerging Trends, Threats, and Opportunities in International Marketing, What Executives Need to Know*, Michael R. Czinkota, Ilkka A. Ronkainen, and Masaaki Kotabe, Business Expert Press.

Masaaki Kotabe and Janet Y. Murray (2010), “Outsourcing Service Activity: Gaining Access to New Ideas and Flexibility will Allow Service-Buying Firms to Remain Competitive,” in *Emerging Trends, Threats, and Opportunities in International Marketing, What Executives Need to Know*, Michael Czinkota, Ilkka A. Ronkainen, and Masaaki Kotabe, Business Expert Press.

Masaaki Kotabe, Michael J. Mol, and Janet Y. Murray (2009), “Global Sourcing Strategy,” in *The SAGE Handbook in International Marketing*, Masaaki Kotabe and Kristiaan Helsen, eds., London: Sage, 288-302.

Masaaki Kotabe, Janet Y. Murray, and Michael Mol (2008), “Global Sourcing Strategy and Performance: A Fit, Balance, and Balanced Fit Perspective,” in *The Evolution of International-Business Scholarship: AIB Fellows on the First 50 Years and Beyond*, Jean J. Boddewyn, New York: Elsevier/JAI Press, 259-277.

Masaaki Kotabe and Janet Y. Murray (2007), “Global Sourcing Strategy and Sustainable Competitive Advantage,” in *International Marketing*, Masaaki Kotabe, ed., London: Sage Publications.

Masaaki Kotabe and Janet Y. Murray (2007), “Outsourcing of Service Activities,” in *International Marketing*, Masaaki Kotabe, ed., London: Sage Publications.

Janet Y. Murray and Masaaki Kotabe (2007), “Sourcing Strategies of U.S. Service Companies: A Modified Transaction-Cost Analysis,” in *International Marketing*, Masaaki Kotabe, ed., London: Sage Publications.

Janet Y. Murray, Masaaki Kotabe, and Albert R. Wildt (2007), “Strategic and Financial Implications of Global Sourcing Strategy: A Contingency Analysis,” in *International Marketing*, Masaaki Kotabe, ed., London: Sage Publications.

Masaaki Kotabe, Janet Y. Murray, and Maneesh Chandra (2007), “Outsourcing of Services by Service Firms: An Empirical Investigation,” in *Outsourcing Management Information Systems*, Marc Schniederjans, Ashlyn Schniederjans, and Dara Schniederjans, eds., Idea Group Inc, 200-224.

Janet Y. Murray (2006), "Strategic Alliance-Based Global Sourcing Strategy for Competitive Advantage: A Conceptual Framework and Research Propositions," in *Global Supply Chain Management*, which is part of the series *The Globalization of the World Economy*, Edward Elgar Publishing Limited.

Janet Y. Murray (2006), "Strategic Alliance-Based Global Sourcing Strategy for Competitive Advantage: A Conceptual Framework and Research Propositions," in *Global Supply Chain Management*, which is part of the series *The Globalization of the World Economy*, Edward Elgar Publishing Limited.

Janet Y. Murray, Masaaki Kotabe, and Albert R. Wildt (2005), "Strategic and Financial Performance Implications of Global Sourcing Strategy: A Contingency Analysis," in *Global Supply Chain Management*, which is part of the series *The Globalization of the World Economy*, published by Edward Elgar Publishing Limited.

Janet Y. Murray (1997), "Patterns in Domestic vs. International Strategic Alliances: An Investigation of U.S. Multinational Firms," in *Readings in International Business*, Seung H. Kim, Suk H. Kim, Duane Kujawa, and Gregory Ulferts, eds., New York: University Press of America, Inc., 57-65.

Masaaki Kotabe and Janet Y. Murray (1992), "Linking Product and Process Innovations and Modes of International Sourcing in Global Competition: A Case of Foreign Multinational Firms," in *Global Sourcing Strategy: R&D, Manufacturing, and Marketing Interfaces*, Masaaki Kotabe, ed., Westport, CT: Quorum Books, 63-90.

AMA WEBSITE

Masaaki Kotabe and Janet Y. Murray (2003), "Global Sourcing of Services"
(<http://www.cba.hawaii.edu/ama/ResearchIssues.htm>)

CONFERENCE PROCEEDINGS

Janet Y. Murray (2016), "International Business Challenges in Global Value Chains: A Multidisciplinary View," in the Proceedings of the 58th Annual Meeting of the Academy of International Business, "The Locus of Global Innovations," editors: Charles Dhanaraj and Tunga Kiyak, p. 171.

Ronaldo Parente, Janet Y. Murray, and Masaaki Kotabe (2016), "Performance Implications from Relational Resources and Knowledge Integration Capabilities," in the AIB-LAT 2016 Program and Proceedings, editor: William Newbury, p. 102.

Masaaki Kotabe, Crystal X. Jiang, and Janet Y. Murray (2014), "How Does Political Networking Capability Matter to the Innovative Performance of Emerging-Market Firms? A Complementary Perspective," in the Proceedings of the 56th Annual Meeting of the Academy of International Business, "Local Contexts in Global Business," editors: Klaus Meyer and Tunga Kiyak, p. 76.

Gerald Yong Gao, Janet Y. Murray, and Masaaki Kotabe (2013), "Concurrent Sourcing Strategy of Multinational Firms: Drivers and Performance Implications," in the Proceedings of the 55th Annual Meeting of the Academy of International Business, "Bridging the Divide: Linking IB to Complementary Disciplines and Practice," editors: Patricia McDougall-Covin and Tunga Kiyak, p. 216.

Janet Y. Murray, Frank Fu, and Masaaki Kotabe (2011), "Antecedents and Outcomes of Strategic Guanxi Orientation in Channel Management: A Grounded Theory Study on Foreign and Domestic Firms in China," in the Proceedings of the 53rd Annual Meeting of the Academy of International Business, "International Business for Sustainable World Development," editors: Shige Makino and Tunga Kiyak, p. 93.

Min Ju, Janet Y. Murray, and Gerald Yong Gao (2010), "Concurrent Sourcing Strategy of Foreign Firms in China: Integrating Transaction Cost Economics and Institutional Theory," in AMA Summer Educators' Conference Proceedings: Enhancing Knowledge Development in Marketing, Volume 21 (**Best Paper Award, Global and Cross-cultural Marketing Issues Track**).

Crystal X. Jiang, Roy Chua, Masaaki Kotabe, and Janet Y. Murray (2010), "With My Head or My Heart? How Chinese Executives Trust Overseas Chinese and Non-Chinese Partners," Academy of Management Annual Meeting.

Masaaki Kotabe, Crystal X. Jiang, and Janet Y. Murray (2010), "The Impact of Complementarity of Firms' Internal and External Resources on Innovation Performance," in the Proceedings of the 52nd Annual Meeting of the Academy of International Business, "International Business in Tough Times," editors: Tatiana Kostova and Tunga Kiyak, p. 35.

Crystal X. Jiang, Roy Chua, Masaaki Kotabe, and Janet Y. Murray (2010), "With My Head or with My Heart? A Study of How Chinese Executives Trust Overseas Chinese and Non-Chinese Business Partners," 2010 IACMR Annual Conference.

Janet Y. Murray (2009), "Chasing after the Animal: Outsourcing, Offshoring, and Supply Chain Management" in the Proceedings of the 51st Annual Meeting of the Academy of International Business, "Is the World Flat or Spiky? Implications for International Business," editors: Torben Pedersen, and Tunga Kiyak, p. 116.

Janet Y. Murray, Yolán Min Ju, and Gerald Y. Gao (2009), "Reducing Distributor Opportunism: Effects of Monitoring Mechanisms, Export Market Orientation and Norm-based Information Exchange," in the Proceedings of the 51st Annual Meeting of the Academy of International Business, "Is the World Flat or Spiky? Implications for Global Strategies," editors: Torben Pedersen and Tunga Kiyak, p. 185.

Masaaki Kotabe, Crystal X. Jiang, and Janet Y. Murray (2009) "Managerial Ties, Knowledge Acquisition, Absorptive Capacity and New Product Development Performance of Emerging Multinational Companies: A Case of China," in the Proceedings of the 51st Annual Meeting of

the Academy of International Business, "Is the World Flat or Spiky? Implications for Global Strategies," editors: Torben Pedersen and Tunga Kiyak, p. 207.

Janet Y. Murray, Johnny Chan, and Hung-Gay Fung (2008), "Productivity of International Business Researchers: A Gender Analysis," in the Proceedings of the AIB - Midwest 2008 Conference, Volume XXII, editors: Anthony C. Koh and Christopher Ziemnowicz.

Janet Y. Murray, Gerald Yong Gao, and Masaaki Kotabe (2008), "Export Performance Implications of Marketing Capabilities Development: The Critical Role of Export Market Orientation," in the Proceedings of the 50th Annual Meeting of the Academy of International Business, "Knowledge Development and Exchange in International Business Networks," editors: John Cantwell and Tunga Kiyak, p. 159 (**published in the Best Paper Proceedings**).

Masaaki Kotabe, Crystal Jiang, and Janet Y. Murray (2008), "Can Guanxi Affect Resource Acquisition and Be a Source of Competitive Advantage? The Evidence of Chinese Multinational Corporations," in the Proceedings of the 50th Annual Meeting of the Academy of International Business, "Knowledge Development and Exchange in International Business Networks," editors: John Cantwell and Tunga Kiyak, p. 138.

Masaaki Kotabe, Crystal Jiang, and Janet Y. Murray (2008), "Institutional Relatedness, Resource Acquisition, and Performance Outcomes of Chinese Companies," in the Academy of Management Annual Conference Proceedings (**published in the Best Paper Proceedings**).

Janet Y. Murray (2007), "Top Women Researchers in International Business," in the Proceedings of the 49th Annual Meeting of the Academy of International Business, "Bringing the Country Back In, The Importance of Local Knowledge in a Global Economy," editors: Oded Shenkar and Tunga Kiyak, p. 39.

Ronaldo Parente, Janet Y. Murray, and Masaaki Kotabe (2007), "Buyer-Supplier Integration Capability and Cultural Distance: Evidence from the Brazilian Auto Industry," Proceedings of the Academy of Management Annual Meeting.

Janet Y. Murray, Gerald Y. Gao, Masaaki Kotabe, and Joe Nan Zhou (2007), "Cross-Cultural Construct Equivalence Validation of Export Market Orientation: A Study of Domestic and Foreign Firms in China," in the Proceedings of the 49th Annual Meeting of the Academy of International Business, "Bringing the Country Back In, The Importance of Local Knowledge in a Global Economy," editors: Oded Shenkar and Tunga Kiyak, p. 124.

Joyce Xin Zhou and Janet Y. Murray (2007), "The Effects of Cultural Distance among NPD Team Members on Team Learning," in 2007 AMA Winter Educators' Conference Proceedings: Marketing Theory and Applications, Volume 18, editors: Andrea L. Dixon and Karen A. Machleit, Chicago: American Marketing Association, pp. 247-248.

Janet Y. Murray and Stanford Westjohn (2006) "Relationship between Global Sourcing Strategy and Performance of Knowledge-based Services: A Strategic Fit Perspective," in the Proceedings of the 48th Annual Meeting of the Academy of International Business, "From the Silk Road to

Global Networks: Harnessing the Power of People in International Business,” editors: Mary Ann Von Glinow and Tunga Kiyak, p. 98.

Janet Y. Murray (2005), “The International Outsourcing of Services: Research and Managerial Issues,” in the 2005 Academy of Management Annual Meeting Proceedings, editor: K. Mark Weaver.

Masaaki Kotabe and Janet Y. Murray (2005), “How Far Can Service Outsourcing Globalize: Limits to the Phenomenon,” in the Proceedings of the 47th Annual Meeting of the Academy of International Business, “Local Roots, Global Links,” editors: Yves Doz and Tunga Kiyak, pp. 126-127.

Janet Y. Murray, Masaaki Kotabe and Ronaldo Parente (2005), “Tacit Knowledge Integration Capabilities in Strategic Modularization: A Study of Automakers in Brazil,” in the Proceedings of the 47th Annual Meeting of the Academy of International Business, “Local Roots, Global Links,” editors: Yves Doz and Tunga Kiyak, p. 135.

Janet Y. Murray and Mike C. H. Chao (2005), “Market Orientation, Product Innovation, and New Product Performance in Foreign Markets,” in the Proceedings of the 47th Annual Meeting of the Academy of International Business, “Local Roots, Global Links,” editors: Yves Doz and Tunga Kiyak, p. 55.

Janet Y. Murray and Mike C. H. Chao (2004), “Antecedents and Outcomes of International Knowledge Transfer: An Integrated Framework and Research Propositions,” in the Proceedings of the 46th Annual Meeting of the Academy of International Business, “Bridging with the Other: The Importance of Dialogue in International Business,” editors: Nakiye Boyacigiller and Tunga Kiyak, p. 132.

Ronaldo Parente, Masaaki Kotabe, and Janet Y. Murray (2004), “Antecedents and Outcomes of Modular Production in the Brazilian Automobile Industry: A Grounded Theory Approach,” in the Proceedings of the 46th Annual Meeting of the Academy of International Business, “Bridging with the Other: The Importance of Dialogue in International Business,” editors: Nakiye Boyacigiller and Tunga Kiyak, p. 36.

Mike C.H. Chao and Janet Y. Murray (2003), “International Success of E-commerce Corporations (ECCs): Using Resource-based View to Extend the E-commerce Systems Success Model,” in the Proceedings of the 2003 Annual Conference of the AIB-NE (Academy of International Business-North East): Globalization in the Age of Technology, pp. 193-207.

Henry Yu Xie and Janet Y. Murray (2003), “Chinese Foreign Direct Investment in Developed Countries—A Conceptual Framework and Research Propositions,” in the Proceedings of the 45th Annual Meeting of the Academy of International Business, “The Power of Ideas and International Business,” p. 26.

Daniel W. Baack and Janet Y. Murray (2003), "Advertising in Asia: An Exploratory Review of Empirical Research from 1992 to 2002," in the Proceedings of the 45th Annual Meeting of the Academy of International Business, "The Power of Ideas and International Business," pp. 70-71.

Janet Y. Murray, Masaaki Kotabe, and Joe Nan Zhou (2002), "Performance Implications of Global Sourcing Strategy in Mainland China: An Empirical Study of Foreign-Invested Enterprises from the Triad," in the Proceedings of the 44th Annual Meeting of the Academy of International Business, "Geographies and International Business," p. 54.

Janet Y. Murray and Masaaki Kotabe (2001), "Governance Structure and the Relationship Between Alliance Attributes and Outcomes: Research Propositions," in 2001 AMA Educators' Proceedings: Enhancing Knowledge Development in Marketing, Volume 12, editors: Greg W. Marshall and Stephen J. Grove, Chicago: American Marketing Association, pp. 426-427.

Janet Y. Murray (1999), "Global Sourcing Strategy—A Strategic-Alliance Based Framework," in 1999 Academy of International Business Annual Meeting Proceedings: The Janus Face of Globalization, p. 11.

Masaaki Kotabe and Janet Y. Murray (1999), "An Empirical Investigation of Global Supply Chain Management by U.S. Service Firms," in 1999 AMA Educators' Conference Proceedings: Enhancing Knowledge Development in Marketing, Volume 10, editors: Peter J. Gordon and Bert J. Kellerman, Chicago: American Marketing Association, p. 100.

Masaaki Kotabe, Janet Y. Murray and Maneesh Chandra (1999), "Global Sourcing Strategy: A Research Extension from Manufactured Products to Services," 1999 American Marketing Association Winter Educators' Conference, St. Petersburg, FL.

Janet Y. Murray and Masaaki Kotabe (1996), "Sourcing Strategies of U.S. Service Companies: A Modified Transaction-Cost Analysis," in 1996 AMA Educators' Conference Proceedings: Enhancing Knowledge Development in Marketing, Volume 7, editors: Cornelia Droge and Roger Calantone, Chicago: American Marketing Association, p. 278.

Masaaki Kotabe, Janet Y. Murray, and Raj Javalgi (1995), "Global Sourcing of Services and Market Performance: Conceptual Framework and Research Propositions," in 1995 AMA Educators' Conference Proceedings: Enhancing Knowledge Development in Marketing, Volume 6, editors: Barbara B. Stern and George M. Zinkhan, Chicago: American Marketing Association, pp. 277-78.

Masaaki Kotabe and Janet Y. Murray (1994), "Environmental Factors and Global Sourcing Strategy: An Empirical Investigation with Performance Implications," Academy of International Business Annual Conference, Boston, MA.

Janet Y. Murray (1992), "A Contingency Approach to Global Sourcing Strategy by Foreign Multinational Firms," First Annual Nebraska Doctoral Symposium Proceedings, April 9-11, pp. 75-93.

Janet Y. Murray and Masaaki Kotabe (1989), "Linking Product and Process Innovations and Modes of International Sourcing in Global Competition: A Taxonomy," in 1989 AMA Educators' Conference Proceedings, Series 55, editors: Paul Bloom et al., Chicago: American Marketing Association, p. 107.

Janet Y. Mak (1987), "How to Get the Most Out of Your Employees," in Southwest Region Decision Sciences Institute Conference Proceedings, editor: Timothy P. Cronan, Southwest Region Decision Sciences Institute, p. 124 (**Best Paper Award--Student Track**).

CONFERENCE PRESENTATIONS

Janet Y. Murray (2022), "Gender in IB: WAIB Presidents Discuss the Past, Present, and Future," Academy of International Annual Meeting, Miami, Florida, July.

Janet Y. Murray (2021), "The WAIB Panel: Opportunities Seized, Opportunities Missed: Career Reflections for Women in Academia," Academy of International Annual Meeting.

Janet Y. Murray (2016), "International Business Challenges in Global Value Chains: A Multidisciplinary View," Academy of International Business Annual Meeting, New Orleans, June.

Ronaldo Parente, Janet Y. Murray, and Masaaki Kotabe (2016), "Performance Implications from Relational Resources and Knowledge Integration Capabilities," Annual AIB-LAT Conference, São Paulo, Brazil, February 18-20, 2016.

Masaaki Kotabe, Crystal X. Jiang, and Janet Y. Murray (2014), "How Does Political Networking Capability Matter to the Innovative Performance of Emerging-Market Firms? A Complementary Perspective," Academy of International Business Annual Meeting, Vancouver, Canada, June.

Gerald Young Gao, Janet Y. Murray, and Masaaki Kotabe (2013), "Concurrent Sourcing Strategy of Multinational Firms: Drivers and Performance Implications," Academy of International Business Annual Meeting, Istanbul, Turkey, July.

Janet Y. Murray, Frank Fu, and Masaaki Kotabe (2011), "Antecedents and Outcomes of Strategic Guanxi Orientation in Channel Management: A Grounded Theory Study on Foreign and Domestic Firms in China," Academy of International Business Annual Meeting, Nagoya, Japan, June.

Janet Y. Murray (2011), "The Process of Target Marketing and Sources of Competitive Advantages," invited presentation, Advocacy-Mentoring Conference organized by the University of Missouri System's Minority Development, held at the University of Missouri-Columbia, April 13.

Min Ju, Janet Y. Murray, and Gerald Yong Gao (2010), "Concurrent Sourcing Strategy of Foreign Firms in China: Integrating Transaction Cost Economics and Institutional Theory," American Marketing Association Summer Educators' Conference (**Best Paper Award, Global and Cross-cultural Marketing Issues Track**).

Crystal X. Jiang, Roy Chua, Masaaki Kotabe, and Janet Y. Murray (2010), "With My Head or My Heart? How Chinese Executives Trust Overseas Chinese and Non-Chinese Partners," Academy of Management Annual Meeting, Montreal, Canada, August.

Masaaki Kotabe, Crystal X. Jiang, and Janet Y. Murray (2010), "The Impact of Complementarity of Firms' Internal and External Resources on Innovation Performance," Academy of International Business Annual Meeting, Rio de Janeiro, Brazil, June.

Crystal X. Jiang, Roy Chua, Masaaki Kotabe, and Janet Y. Murray (2010), "With My Head or with My Heart? A Study of How Chinese Executives Trust Overseas Chinese and Non-Chinese Business Partners," IACMR Annual Conference, Shanghai, China, June.

Janet Y. Murray (2009), State-of-the-art research panel, "Chasing after the Animal: Outsourcing, Offshoring, and Supply Chain Management," Academy of International Business Annual Meeting, San Diego, June.

Janet Y. Murray, Yolanda Min Ju, and Gerald Y. Gao (2009), "Reducing Distributor Opportunism: Effects of Monitoring Mechanisms, Export Market Orientation and Norm-based Information Exchange," Academy of International Business Annual Meeting, San Diego, June.

Masaaki Kotabe, Crystal X. Jiang, and Janet Y. Murray (2009), "Managerial Ties, Knowledge Acquisition, Absorptive Capacity and New Product Development Performance of Emerging Multinational Companies: A Case of China," Academy of International Business Annual Meeting, San Diego, June.

Janet Y. Murray, Mary Lacity, and Joseph Rottman (2008), "Global Sourcing of Goods and Services: Lessons Learned, Emerging Trends, and Enduring Challenges," 9th Annual International Business Research Forum on Global Sourcing in collaboration with 2nd Annual Offshoring Research Network Conference and Workshop, Philadelphia, PA, April.

Janet Y. Murray, Johnny Chan, and Hung-Gay Fung (2008), "Productivity of International Business Researchers: A Gender Analysis," Academy of International Business Midwest Conference, Chicago, IL, March.

Janet Y. Murray, Gerald Yong Gao, and Masaaki Kotabe (2008), "Export Performance Implications of Marketing Capabilities Development: The Critical Role of Export Market Orientation," Academy of International Business Annual Meeting, Milan, Italy (**published in the Best Paper Proceedings**).

Masaaki Kotabe, Crystal Jiang, and Janet Y. Murray (2008), "Can Guanxi Affect Resource Acquisition and Be a Source of Competitive Advantage? The Evidence of Chinese Multinational Corporations," Academy of International Business Annual Meeting, Milan, Italy.

Masaaki Kotabe, Crystal Jiang, and Janet Y. Murray (2008), "Institutional Relatedness, Resource Acquisition, and Performance Outcomes of Chinese Companies," Academy of Management Annual Meeting, Anaheim, CA, August (**published in the Best Paper Proceedings**).

Janet Y. Murray (2007), "Top Women Researchers in International Business," Academy of International Business Annual Meeting, Indianapolis, IN, June.

Ronaldo Parente, Janet Y. Murray, and Masaaki Kotabe (2007), "Buyer-Supplier Integration Capability and Cultural Distance: Evidence from the Brazilian Auto Industry," Academy of Management Annual Meeting, Philadelphia, PA, August.

Janet Y. Murray, Gerald Y. Gao, Masaaki Kotabe, and Joe Nan Zhou (2007), "Cross-Cultural Construct Equivalence Validation of Export Market Orientation: A Study of Domestic and Foreign Firms in China," Academy of International Business Annual Meeting, Indianapolis, IN, June.

Janet Y. Murray, Masaaki Kotabe, and Stanford Westjohn (2007), "Global Sourcing Strategy and Performance of Knowledge-Based Services: A Two-Stage Strategic Fit Model," First Annual Research Conference and Workshop on Offshoring, Duke University, April 14 - 16.

Joyce Xin Zhou and Janet Y. Murray (2007), "The Effects of Cultural Distance among NPD Team Members on Team Learning," American Marketing Association Winter Educators' Conference, San Diego, CA, February.

Janet Y. Murray and Stanford Westjohn, (2006) "Relationship between Global Sourcing Strategy and Performance of Knowledge-based Services: A Strategic Fit Perspective," Academy of International Business Annual Meeting, Beijing, China, June.

Janet Y. Murray (2005), "The International Outsourcing of Services: Research and Managerial Issues," Academy of Management Annual Meeting, Honolulu, Hawaii, August.

Masaaki Kotabe and Janet Y. Murray (2005), "How Far Can Service Outsourcing Globalize: Limits to the Phenomenon," Academy of International Business Annual Meeting, Quebec City, Canada, July.

Janet Y. Murray, Masaaki Kotabe and Ronaldo Parente (2005), "Tacit Knowledge Integration Capabilities in Strategic Modularization: A Study of Automakers in Brazil," Academy of International Business Annual Meeting, Quebec City, Canada, July.

Janet Y. Murray and Mike C. H. Chao (2005), "Market Orientation, Product Innovation, and New Product Performance in Foreign Markets," Academy of International Business Annual Meeting, Quebec City, Canada, July.

Janet Y. Murray and Mike C. H. Chao (2004), "Antecedents and Outcomes of International Knowledge Transfer: An Integrated Framework and Research Propositions," Academy of International Business Annual Meeting, Stockholm, Sweden, July.

Ronaldo Parente, Masaaki Kotabe, and Janet Y. Murray (2004), "Antecedents and Outcomes of Modular Production in the Brazilian Automobile Industry: A Grounded Theory Approach," Academy of International Business Annual Meeting, Stockholm, Sweden, July.

Mike C.H. Chao and Janet Y. Murray (2003), "International Success of E-commerce Corporations (ECCs): Using Resource-based View to Extend the E-commerce Systems Success Model," Academy of International Business-Northeast Annual Conference, Manchester, NH, October.

Henry Yu Xie and Janet Y. Murray (2003), "Chinese Foreign Direct Investment in Developed Countries — A Conceptual Framework and Research Propositions," Academy of International Business Annual Meeting, Monterey, CA, July.

Daniel W. Baack and Janet Y. Murray (2003), "Advertising in Asia: An Exploratory Review of Empirical Research from 1992 to 2002," Academy of International Business Annual Meeting, Monterey, CA, July.

Janet Y. Murray, Masaaki Kotabe, and Joe Nan Zhou (2002), "Performance Implications of Global Sourcing Strategy in Mainland China: An Empirical Study of Foreign-Invested Enterprises from the Triad," Academy of International Business Annual Meeting, San Juan, Puerto Rico, June.

Janet Y. Murray and Masaaki Kotabe (2001), "Governance Structure and the Relationship Between Alliance Attributes and Outcomes: Research Propositions," American Marketing Association Summer Educators' Conference, Washington, D.C., August.

Janet Y. Murray (1999), "Global Sourcing Strategy—A Strategic-Alliance Based Framework," Academy of International Business Annual Meeting, Charleston, SC, November.

Masaaki Kotabe and Janet Y. Murray (1999), "An Empirical Investigation of Global Supply Chain Management by U.S. Service Firms," American Marketing Association Summer Educators' Conference, San Diego, CA, August.

Masaaki Kotabe and Janet Y. Murray and Maneesh Chandra (1999), "Global Sourcing Strategy: A Research Extension from Manufactured Products to Services," American Marketing Association Winter Educators' Conference, St. Petersburg, FL.

Janet Y. Murray and Masaaki Kotabe (1996), "Sourcing Strategies of U.S. Service Companies: A Modified Transaction-Cost Analysis," American Marketing Association Summer Educators' Conference, San Diego, CA, August.

Masaaki Kotabe, Janet Y. Murray, and Raj Javalgi (1995), "Global Sourcing of Services and Market Performance: Conceptual Framework and Research Propositions," American Marketing Association Summer Educators' Conference, Washington, D.C, August.

Masaaki Kotabe and Janet Y. Murray (1994), "Environmental Factors and Global Sourcing Strategy: An Empirical Investigation with Performance Implications," Academy of International Business Annual Meeting, Boston, MA.

Janet Y. Murray (1992), "A Contingency Approach to Global Sourcing Strategy by Foreign Multinational Firms," First Annual Nebraska Doctorial Symposium Lincoln, NE, April 9 - 11.

Janet Y. Murray and Masaaki Kotabe (1989), "Linking Product and Process Innovations and Modes of International Sourcing in Global Competition: A Taxonomy," American Marketing Association Summer Educators' Conference, Chicago, IL, August.

Janet Y. Mak (1987), "How to Get the Most Out of Your Employees," Southwest Region Decision Sciences Institute Conference, Houston, TX, March (**Best Paper Award--Student Track**).

RECENT CONFERENCE-RELATED ACTIVITIES

Co-chair, International Marketing Track, AIB-SE Annual Conference, Panama City Beach, FL, October 27 – 29, 2022

Organizer and panel co-chair, "Women in Business in Denmark," 2019 Academy of International Business Annual Meeting, Copenhagen, Denmark, June

Organizer and panel co-chair, "Women in Business: Evidence from Around the World," 2018 Academy of International Business Annual Meeting, Minneapolis, Minnesota, June

Organizer and panel co-chair, "Women in Business in the United Arab Emirates," 2017 Academy of International Business Annual Meeting, Dubai, United Arab Emirates, July

Organizer and panel co-chair, "Women in Business: Evidence from around the World," 2016 Academy of International Business Annual Meeting, New Orleans, Louisiana, June

Organizer and panel co-chair, "Women in Business in India," 2015 Academy of International Business Annual Meeting, Bangalore, India, June

Discussant, United Nations Conference on Trade and Development (UNCTAD)-WAIB Panel, "MNCs, Gender Equality and Development," 2015 Academy of International Business Annual Meeting, Bangalore, India, June

Chair, Strategy and Innovation, Asia Academy of Management Paper Development Workshop, 9th Asia Academy of Management and 8th Taiwan Academy of Management Joint Conference, Hong Kong, June 2015

Session Chair, 9th Asia Academy of Management and 8th Taiwan Academy of Management Joint Conference, Hong Kong, June 2015

Track Chair, Marketing Track, 2014 Academy of International Business Annual Meeting, Vancouver, Canada, June

Organizer and panel co-chair, "Women in Business in Canada," 2014 Academy of International Business Annual Meeting, Vancouver, Canada, June

Track Chair, Marketing Track, Cladea 2013 Conference, Rio de Janeiro, Brazil, October 20 - 22

Organizer and panel co-chair, “Women in Business in Turkey,” 2013 Academy of International Business Annual Meeting, Istanbul, Turkey, July

Organizer and panel co-chair, “Diversity, East and West: A Profit and Non-profit Perspective of Women in International Business,” 2012 Academy of International Business Annual Meeting, Washington, D.C., July

Presenter, “The Process of Target Marketing and Sources of Competitive Advantages,” presented to the participants in the Advocacy-Mentoring Conference organized by the University of Missouri System’s Minority Business Development, University of Missouri-Columbia, April 13, 2011

Organizer and panel co-chair, “A Celebration of the Life and Work of Susan P. Douglas,” 2011 Academy of International Business Annual Meeting, Nagoya, Japan, June

Organizer and panel co-chair, “Women in Business—Challenges and Opportunities in Japan,” 2011 Academy of International Business Annual Meeting, Nagoya, Japan, June

Organizer and panel co-chair, “How to Find Co-Authors, Building Your Research Network,” 2010 Academy of International Business Annual Meeting, Rio de Janeiro, Brazil, June

Organizer and Panel co-chair, “Women in Business: Challenges and Opportunities,” 2010 Academy of International Business Annual Meeting, Rio de Janeiro, Brazil, June

Panel organizer and panelist, “Global Sourcing of Goods and Services: Lessons Learned, Emerging Trends, and Enduring Challenges,” 9th Annual International Business Research Forum on Global Sourcing in collaboration with 2nd Annual Offshoring Research Network Conference and Workshop,” April 3 - 5, 2008, Philadelphia

Organizer and panel co-chair, “Women Leaders in International Business Education: Four Deans Tell It Like It Is,” 2007 Academy of International Business Annual Meeting, Indianapolis, IN, June

Moderator, Shibusawa North American Seminar, Cedar Creek Conference Center, St. Louis, MO, organized by the Center for International Studies, UMSL, June 2007

Session Chair, Global Marketing Track, 2007 American Marketing Association Winter Conference, San Diego, California, February

Session Chair/Discussant, the 7th Annual International Business Research Forum, “International Outsourcing of Services: Expanding the Research Agenda,” Temple University, April 1, 2006

EXTERNAL RESEARCH GRANTS

“Global Sourcing Strategy in a Transitional Economy: Performance of Multinational Firms in China,” City University of Hong Kong Direct Allocation Grant, Project No. 7100124, May 2000-HK\$149,800 (US\$19,205) (with Joe Nan Zhou).

“Relationship Between Export Strategies and Performance: A Study of Mainland Chinese Firms,” City University of Hong Kong Strategic Research Grant, Project No. 7001168, March 2001-HK\$241,640 (US\$31,000) (with Joe Nan Zhou, Masaaki Kotabe, and Preet Aulakh).

“Pattern of Non-Bank Firms’ Entry into the Consumer Financial Services Industry in the United States and Japan: An Application of Sourcing Strategy Theory,” Academy of Consumer Financial Services, Tokyo, Japan, 2001-3,000,000 Yen (US\$25,000) (with Masaaki Kotabe and Hiroshi Domoto).

EXECUTIVE/ADVISORY/EDITORIAL BOARDS

Consulting Editor, *Journal of International Business Studies*, 2023 – 2025

Member, Editorial Review Board, *Journal of the Academy of Marketing Science*, 2015 – present

Member, Editorial Review Board, *Management and Organization Review*, 2013 – present

Member, Editorial Review Board, *International Journal of Business and Emerging Markets*, 2007 – present

Member, Editorial Review Board, *Journal of Global Operations and Strategic Sourcing* (formerly *Strategic Outsourcing: An International Journal*), 2007 – present

Member, Editorial Review Board, *Journal of International Marketing*, 2004 – present

Member, Editorial Review Board, *Journal of International Management*, 2000 – present

Member, Editorial Review Board, *Journal of International Business Studies*, 2007 – 2015

Member, International Doctoral Advisory Board, Nobel International Business School, Ghana, 2014 – present

Member, Board of Researchers, Institute of Industrial Policy Studies (IPS) National Competitiveness Report, 1998

Past President, Women in the Academy of International Business (WAIB), July 1, 2013 - June 30, 2015

Immediate Past President, Women in the Academy of International Business (WAIB), July 1, 2011 - June 30, 2013

President, Women in the Academy of International Business (WAIB), July 1, 2009 – June 30, 2011

Vice President, Women in the Academy of International Business (WAIB), July 1 2007 - June 30, 2009

Guest Editor, Sixth Annual JIBS Paper Development Workshop, AIB 2009 Annual Meeting, San Diego, California, June 27, 2009

Guest Editor, Fifth Annual JIBS Paper Development Workshop, AIB 2008 Annual Meeting, Milan, Italy, June 30, 2008

Member, Executive Leadership Consortium, UMSL, July 1, 2009 – 2011

Member, Women's Initiative Leadership Council, UMSL, 2008 – 2014

Member, Executive Leadership Institute Advisory Council, UMSL, 2007 - June 30, 2009

Member, Gender Studies Institute Advisory Board (formerly Women and Gender Studies Institute), UMSL, 2006 – present

AD HOC REVIEWER FOR JOURNALS

Asia Pacific Journal of Management

British Journal of Management

Decision Sciences

Industrial Marketing Management

International Business Review

International Journal of Operations and Production Management

Journal of the Academy of Marketing Science

Journal of Business Venturing

Journal of International Business Studies

Journal of International Consumer Marketing

Journal of International Management

Journal of International Marketing

Journal of Management Studies

Journal of Marketing

Journal of Marketing Management

Journal of Operations Management

Journal of the Academy of Marketing Science

Management International Review

MIT Sloan Management Review

Management and Organization Review

Multinational Business Review

Strategic Outsourcing: An International Journal

RECENT PROFESSIONAL ACTIVITIES

External Reviewer, Promotion to Full Professor, University of Delaware, 2022

External Reviewer, Endowed Professorship, University of Michigan-Flint, 2021

Sponsor, Women in the Academy of International Business Networking Reception, 2019 Academy of International Business Annual Meeting, Copenhagen, Denmark

Sponsor, UMSL IS Programming Club to attend the Grace Hopper Celebration of Women in Computing Conference, 2019

Sponsor, Rebecca Boyer, Managing Member, SLR Executive Services, Inc., 2019 Distinguished Speakers Series, UMSL

Sponsor, Women in the Academy of International Business Networking Reception, 2018 Academy of International Business Annual Meeting, Minneapolis, Minnesota

Sponsor, Tessa Trelz, Partner, Corporate Law & Business Transaction, Armstrong Teasdale, 2018 Distinguished Speakers Series, UMSL

Sponsor, UMSL IS Programming Club to attend the Grace Hopper Celebration of Women in Computing Conference, 2018

External Reviewer, Promotion to Full Professor, Indiana University, 2017

External Reviewer, Promotion to Full Professor, University of Michigan-Flint, 2017

Sponsor, Women in the Academy of International Business Networking Reception, 2017 Academy of International Business Annual Meeting, Dubai, United Arab Emirates

Sponsor, Pamela Jackson, Vice President of Technology, Emerson, 2017 Distinguished Speakers Series, UMSL

Sponsor, The Pitch: Youth Entrepreneurship in Technology Program, UMSL, 2017

Sponsor, UMSL IS Programming Club to attend the Grace Hopper Celebration of Women in Computing Conference, 2017

Sponsor, Women in the Academy of International Business Networking Reception, 2016 Academy of International Business Annual Meeting, New Orleans, Louisiana

Sponsor, Sara Hannah, Managing Director, Barry Wehmiller's Leadership Institute, 2016 Distinguished Speakers Series, UMSL

Sponsor, The Pitch: Youth Entrepreneurship in Technology Program, UMSL, 2016

Sponsor, UMSL IS Programming Club to attend the Grace Hopper Celebration of Women in Computing Conference, 2016

External Reviewer, Tenure and Promotion to Associate Professor, Hong Kong Baptist University, 2015

Sponsor, The Pitch: Youth Entrepreneurship in Technology Program, UMSL, 2015

Sponsor, UMSL IS Programming Club to attend the Grace Hopper Celebration of Women in Computing Conference, 2015

Sponsor, UMSL Marketing Club to attend the American Marketing Association Collegiate Conference, 2015

Sponsor, Women in the Academy of International Business Networking Reception, 2015 Academy of International Business Annual Meeting, Bangalore, India.

Sponsor, Rochelle Henderson, Senior Director Research, Express Scripts, Inc., 2015 Distinguished Speakers Series, UMSL

Sponsor, POP Conference & Business Expo, October 2014

External Reviewer, Promotion to Professor, University of Nevada-Las Vegas, 2014

External Reviewer, Tenure and Promotion to Associate Professor, Northeastern University, 2014

Track Chair, Marketing Track, 2014 Academy of International Business Annual Meeting, Vancouver, Canada, June

Organizer and panel co-chair, "Women in Business in Canada," 2014 Academy of International Business Annual Meeting, Vancouver, Canada, June

Sponsor, St. Louis Business Journal Bizwomen Mentoring Monday, April 7, 2014

Sponsor, Patricia Strange, Manager of Contracts and Pricing, The Boeing Company, 2014 Distinguished Speakers Series, UMSL

Sponsor, Women Entrepreneurs of St. Louis (WEST) Growth Symposium, Danforth Center, November 1, 2013

Sponsor, Women in the Academy of International Business Networking Event, 2013 Academy of International Business Annual Meeting, Istanbul, Turkey

Sponsor, Brian F. Lavin, President/CEO of NTS Development Company, 2013 Distinguished Speakers Series, UMSL

External Reviewer, Promotion to Full Professor, City University of Hong Kong, 2012

Presenter, "Women Entrepreneurship in the United States," presented to visitors from 17 nations who participated in the International Visitor Leadership Program (IVLP), UMSL, 2012. IVLP is a professional program funded by the U.S. Department of State Office of International Exchange Visitors in the Bureau of Educational and Cultural Affairs

Grant Reviewer, Strategic Research Grant, City University of Hong Kong, 2012

Member, panel of judges, SSE/WAIB Award for Increased Gender Awareness in International Business Research, 2012 (the award was given by the Stockholm School of Economics and the Women in the Academy of International Business)

Sponsor, Women in the Academy of International Business Networking Reception, 2012 Academy of International Business Annual Meeting, Washington, D.C.

Sponsor, Rhonda Hamm-Niebruegge, Director of Lambert-St. Louis International Airport, 2012 Distinguished Speakers Series, UMSL

Member, panel of judges for the 3rd IJGE/WAIB Annual Emerging Scholar Award in Women's Entrepreneurship, 2011 (the award was given by the International Journal of Gender and Entrepreneurship and the Women in the Academy of International Business)

Sponsor, Women in the Academy of International Business Networking Reception, 2011 Academy of International Business Annual Meeting, Nagoya, Japan, June

Sponsor, Susan L. Lang, Senior Vice President & Chief Supply Chain Officer, Express Scripts, 2011 Distinguished Speakers Series, UMSL

Member, panel of judges for the 2nd IJGE/WAIB Annual Emerging Scholar Award in Women's Entrepreneurship, 2010 (the award was given by the International Journal of Gender and Entrepreneurship and the Women in the Academy of International Business)

Sponsor, Women in the Academy of International Business Networking Reception, 2010 Academy of International Business Annual Meeting, Rio de Janeiro, Brazil, June

Grant Reviewer, Research Grant Council, City University of Hong Kong, 2010

Sponsor, Jan M. Holloway, Senior Vice President and Chief of Staff, Monsanto Company, 2010 Distinguished Speakers Series, UMSL

Sponsor, 2nd International Business Career Conference, UMSL, 2010

Sponsor, Women in the Academy of International Business Networking Reception, 2009 Academy of International Business Annual Meeting, San Diego, June

Sponsor, JCI Metro, St. Louis Socially Responsible Business Competition, 2009

Grant Reviewer, Strategic Research Grant, City University of Hong Kong, January 2009

Sponsor, Brenda Newberry, CEO, Newberry Group, 2009 Distinguished Speakers Series, UMSL

Co-chair, Ph.D. dissertation Committee, Crystal Jiang, Temple University, 2006 – 2008

External Reviewer, Tenure and Promotion, University of North Carolina-Greensboro, September 2008

Seminar, “Global Sourcing for Competitive Advantage,” Finnish IMBA students, August 2008

Seminar, “Global Sourcing Strategy and Performance,” Pfizer, Chesterfield, MO, July 2008

Seminar, “Sourcing Strategy and Performance: Goods, Services and Knowledge,” 2008 American Marketing Association Sheth Foundation Doctoral Consortium, June

Sponsor, Women in the Academy of International Business Networking Reception, 2008 Academy of International Business Annual Meeting, Milan, Italy, June

Grant reviewer, Social Sciences and Humanities Research Council of Canada, January 2008

Sponsor, Maxine Clark, CEO, Build-a-Bear, 2008 Distinguished Speakers Series, UMSL

Sponsor, Cindy Brinkley, President, AT&T, 2007 Distinguished Speakers Series, UMSL

Seminar, “Sourcing Strategy and Performance: Goods, Services, and Knowledge” to 21 Nanjing government officials, organized by the Center for International Studies, UMSL, October 2007

UNIVERSITY SERVICES

University-Level

Mentor, Associate-to-Full Program, UMSL, 2019 - 2021

Member, Touhill Performing Arts Center 5-year review, UMSL, 2015

Member, review of Yiuman Tse, Peter G. Schick Professor of Finance, UMSL, 2015

Member, Chancellor Award for Research Committee, UMSL, 2011

Member, 5-year review of Judith A. Cochran, E. Desmond Lee Professor of Tutorial Education and Executive Director of the Regional Institute of Tutorial Education, UMSL, 2010

Member, Chancellor Award for Research Committee, UMSL, 2010

Member, University Advertising Committee, UMSL, 2009 - 2010

Member, Executive Leadership Consortium Advisory Council, UMSL, 2009 - 2011

Member, Women’s Initiative Leadership Council, UMSL, 2008 - present

Research Panel, UMSL, 2008 - 2011

Member, Program Review Committee, Economics, UMSL, May 2007
Member, Women and Gender Studies Institute Advisory Board, UMSL, 2006 - 2019
Liaison for International Business and Honors College, UMSL, 2006
Speaker, International Studies class, Saint Louis University, 2003, 2004
Member, Faculty Senate, Saint Louis University, 2002 - 2006
Member, Search Committee for Study Abroad Advisor of Center for International Services and Programs, Cleveland State University, 1998
Member, Admissions and Standards Committee, Cleveland State University, 1998
Member, Presidential Scholarship Committee, Cleveland State University, 1996 and 1997
Member, Focus Group (Racial Climate at Cleveland State University), 1994
Faculty Telephone Welcome Campaign for Newly Admitted Students, Cleveland State University, 1994

College-Level

Member, Ad Personam Committee for Bindu Arya's promotion to professor, UMSL, 2020
Member, College of Business Tenure & Promotion Committee, 2019 - present
Member, Ad Personam Committee for Min Ju's tenure and promotion, UMSL, 2018
Member, Graduate Studies Committee, UMSL, 2016 – 2018
Fellow, International Business Institute, UMSL, 2006 - present
Chair, Ad Personam Committee for Gerald Gao's promotion to professor, UMSL, 2016
Member, Ad Personam Committee for Gaiyan Zhang's promotion to professor, UMSL, 2015
Member, Grade Appeal Committee, UMSL, 2014
Chair, Ad Personam Committee for Gerald Yong Gao's tenure and promotion, UMSL, 2011
Member, Ad Personam Committee for Bindu Arya's tenure and promotion, UMSL, 2011
Member, Ad Personam Committee for Gaiyan Zhang's tenure and promotion, UMSL, 2010
Member, International Business Committee, 2006 - 2009
Member, Executive Leadership Consortium, 2009 - 2011
Member, Executive Leadership Institute Advisory Council, 2007 - June 30, 2009
Member, Search Committee, Supply Chain Management, UMSL, 2006 - 2007, 2007 - 2008
Member, Executive Leadership Institute Women Working Group, UMSL, 2006 - 2007
Member, Ph.D. Dissertation Committee, Daniel W. Baack, Saint Louis University, 2005 - 2006
Member, Ph.D. Dissertation Committee, Rick Wilson, Saint Louis University, 2006
Member, PMBA Task Force, Saint Louis University, 2003 - 2004
Member, Research Review Committee, Saint Louis University, 2004 - 2006
Member, Graduate Board, Saint Louis University, Spring 2004
Member, MBA Enrollment Committee, Saint Louis University, 2004
Member, Ph.D. Steering Committee, Saint Louis University, 2004 - 2006
Member, Ph.D. Oral and Written Exam Committee, 2004
Member, Steering Committee, Cleveland State University, 2001, 1997 - 1999
Member, Faculty Recruitment Interviewing Panel, City University of Hong Kong, 2000
Member, Faculty Board, City University of Hong Kong, 2000 - 2001
Member, Petitions Committee, Cleveland State University, 1999-2000, 1994 - 1996
Member, Undergraduate Curriculum Committee, Cleveland State University, 1999 - 2000
Member, Intellectual Contribution Committee, Cleveland State University, 1998
Course Coordinator, Cleveland State University, 1998

Member, DBA Task Force, Cleveland State University, 1997
Member, Research Committee, Cleveland State University, 1996 - 1998
Member, Library Committee, Cleveland State University, 1995 - 1997
Member, Faculty Development Committee, Cleveland State University, 1995 - 1997
Co-Chair, Executive Speakers' Series Committee, Cleveland State University, 1993

Department-Level

Member, Marketing Department Search Committee, UMSL
Chair, Textbook Committee, Saint Louis University, 2003
Course Examiner, City University of Hong Kong, 2001 - 2002
Member, Undergraduate Curriculum Committee, CSU, 1999 - 2000
Advisor, American Marketing Association Student Chapter, Cleveland State University, 1997 – 1998
Course coordinator, Cleveland State University
Developed proposal for International Business Program for Chung-Yuan Christian University students, Cleveland State University
Coordinator, DBA Comprehensive Examination, Cleveland State University, Fall 1995 and Spring 1996
Coordinator, DBA Mock Comprehensive Examination, Cleveland State University, January 1996
Member, Professional Leave Committee, Cleveland State University, 1996
Member, Search Committee, Cleveland State University, 1994
Marketing Department Working Group (International Business), Cleveland State University

HONORS AND AWARDS

Ranked #9 among the Top 20 Most Prolific Authors who published in the *Journal of International Marketing* during the 27-year period 1993 – 2019; ranked #4 during 2007-2013 (Donthu, Kumar, Pandey, and Lim, 2021).

Woman of the Year Award, Women in the Academy of International Business (WAIB), 2020

Best Reviewer Award, Academy of International Business (AIB), 2020

Journal of International Business Studies (JIBS) 50 Years (1970-2019) Silver Medal Awardee for Exceptional Contributions to the Journal, 2019

Douglas E. Durand Award for Research Excellence, College of Business Administration, UMSL, 2018

My 2017 co-authored paper, “A Dynamic Process of Building Global Supply Chain Competence by New Ventures: The Case of Uniqlo,” published in the *Journal of International Marketing*, was awarded the best paper award by the Japan Academy of Multinational Enterprises in 2018.

My 2016 co-authored paper, "Strategic Guanxi Orientation: How to Manage Distribution Channels in China," published in the *Journal of International Management*, was the second most cited *Journal of International Management* paper in 2017.

My 2007 co-authored paper, "Exploratory and Exploitative Learning in New Product Development: A Social Capital Perspective on New Technology Ventures in China," was the second top cited article in the *Journal of International Marketing* over the life of the journal (as of August 2017).

Third prize, Best Paper Award Innovation Management, awarded by EBS, Germany, 2014

Based on the field rating, I was listed as #57 (#2 for female) among 27,841 authors in International Economics in all years in the world (Microsoft Academic Search, March 2013)

Based on the field rating, I was listed as #26 (#1 for female) among 15,481 authors in International Economics in the last 10 years in the world (from #33 in 2013) (Microsoft Academic Search, March 2014)

Based on the h-index, I was listed as #77 (#4 for female) among 24,463 authors in International Economics in all years, in the world (Microsoft Academic Search, March 2012)

Based on the h-index, I was listed as #41 among 15,064 authors in International Economics in the last 10 years in the world (Microsoft Academic Search, March 2012)

Member, Beta Gamma Sigma Honor Society for Collegiate Schools of Business

My 2004 paper titled "Global Sourcing Strategy and Sustainable Competitive Advantage," was among the top 5 most downloaded *Industrial Marketing Management* articles (published during 1971 - 2013) in the 90 days preceding March 25, 2014 (from being the top 10 in the 90 days preceding March 2, 2012)

Nominated for the 2011 Winning Women, Women Influencing Now Regional Economic Development Award

Winner of the Best Paper Award, Global and Cross-Cultural Marketing Issues Track, American Marketing Association (AMA) Summer Educators' Conference, Boston, MA, August 2010

Nominated for the 2010 Most Influential Business Women Award, *St. Louis Business Journal*

Nominated for the 2009 Hans B. Thorelli Best Paper Award. The award is a five-year-plus award for a paper that has made the most significant and long-term contribution to international marketing theory or practice

Douglas E. Durand Award for Research Excellence, College of Business Administration, UMSL, 2008

Best Paper Proceedings, 2008 Academy of International Business Annual Meeting

Best Paper Proceedings, 2008 Academy of Management Annual Meeting

Based on Xu et al.'s (2008) study examining the institutions that host the most prolific authors in International Business who have published in the six leading IB journals (1996-2006), UMSL has one prolific IB author (Janet Y. Murray). Janet Y. Murray ranked #26 most prolific author (among 2,495 authors). UMSL's ranking was #18 in the U.S. (tied with Georgetown University and Ohio State University), with Janet Y. Murray as the prolific author affiliated with UMSL

Featured as one of the distinguished researchers at the 9th Annual International Business Research Forum on Global Sourcing in collaboration with 2nd Annual Offshoring Research Network Conference and Workshop," April 3 - 5, 2008, Philadelphia

Consortium Faculty, 2008 AMA Sheth Foundation Doctoral Consortium, University of Missouri-Columbia, June 4 - 8, 2008

My *Journal of International Marketing* (2007) paper titled, "Exploratory and Exploitative Learning in New Product Development: A Social Capital Perspective on New Technology Ventures in China," co-authored with Kwaku Atuahene-Gima, was previewed in the *Marketing News*, "New Products Get Help from Social Capital," 41(11), June 15, 2007, 24

IB Fellow, International Business Institute, UMSL, 2006 - present

Research Award, John Cook School of Business, Saint Louis University, 2006

Ranked #21 most prolific IB researcher (#1 female) in the world (among 1,908 authors and 89 most prolific researchers) in the five leading international business journals during 1996 - 2005 (Center for International Business Education and Research (CIBER) at Michigan State University, October 2005)

Winner of the 2005 Literati Club Awards for Excellence—Outstanding Paper for the best paper published in *International Marketing Review* in 2004

A paper, co-authored with Masaaki Kotabe, titled "Global Sourcing Strategy and Sustainable Competitive Advantage," *Industrial Marketing Management*, 33(1), 2004, 7-14, received the most downloads in 2004—1,795 downloads—among all the articles published in *Industrial Marketing Management* in 2004

Summer Research Grant, John Cook School of Business, Saint Louis University, 2003, 2004, 2005, and 2006

Nominated for the 2003 Graduate Student Association Mentorship Award, Saint Louis University

Winner of the 2002 Hans B. Thorelli Best Paper Award for the best paper published in the *Journal of International Marketing* in 2001 that has made the most significant contribution to international marketing theory or thought

Classified as one of the four (of a total of 15) doctoral faculty at the Department of Marketing, Cleveland State University

Winner of the 1999 S. Tamer Cavusgil Best Paper Award for the best paper published in the *Journal of International Marketing* in 1998 that advances the practice of international marketing management

University-wide Research Award for Merit Pay (\$2,780), Cleveland State University, 1999 - 2000

Selected as one of the four Cleveland's Top Female Speakers by the *Cleveland Plain Dealer*, 1999

Faculty Development Grant, College of Business Administration, Cleveland State University, 2000 - 2001, 1999 - 2000, 1997 - 1998, 1995 - 1996, 1994 - 1995, 1993 - 1994

University-wide Service Award for Merit Pay (\$2,700), Cleveland State University, 1998 - 1999

Supervising Faculty, Cleveland Chapter of the American Marketing Association Collegiate Case Competition, 1998 (2nd place)

Supervising Faculty, 20th AMA International Collegiate Conference Written Case Competition, 1998 (among top eight teams in the United States)

Supervising Faculty, 20th AMA International Collegiate Conference Outstanding Marketing of Chapter Award, 1998

Supervising Faculty, AMA Outstanding Chapter Communication Award, 1998

Symposium Fellow, 1st Annual Nebraska Doctoral Symposium, 1992

Superior Graduate Achievement Award, University of Missouri-Columbia, 1992

Consortium Fellow, 25th AMA Doctoral Consortium, 1990

Superior Graduate Achievement Award, University of Missouri-Columbia, 1990

Graduate Student Teaching Award, University of Missouri-Columbia, 1989

Ponder Scholarship, University of Missouri-Columbia, 1987 - 1992

Graduate Assistantship, University of Missouri-Columbia, 1987 - 1992

Best Paper Award (Student Track), Southwest Region Decision Sciences Institute, 1987

Graduate Assistantship, Southwest Missouri State University, 1985 - 1987

Who's Who among Students in American Universities and Colleges, 1985

Senior Special Academic Honors, University of Wisconsin-River Falls, 1984

Junior Academic Honors, University of Wisconsin-River Falls, 1984

Sophomore Academic Honors, University of Wisconsin-River Falls, 1983

Marcel Lynum Scholarship, University of Wisconsin-River Falls, 1983

Marion E. Hawkins Scholarship, University of Wisconsin-River Falls, 1983

PROFESSIONAL ASSOCIATIONS

Women in the Academy of International Business (WAIB)

Academy of International Business

American Marketing Association

Academy of Management

Asia Academy of Management