

XAVIER MARTIN

Faculty of Economics and Business Administration
Tilburg University (K 1115)
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CURRENT ACADEMIC POSITION

2005-
present Professor of Strategy and International Business and
Fellow of the CentER for Economic Research
Tilburg University, Faculty of Economics and Business Administration

EDUCATION

1996 Ph.D. in Business Administration (Corporate Strategy)
University of Michigan, Graduate School of Business Administration (now Stephen M. Ross School of Business), Ann Arbor, MI, U.S.A.

1989 Master of Business Administration, awarded with distinction
York University, Faculty of Administrative Studies (now Schulich School of Business),
Toronto, ONT, Canada
Major: Finance

1986 Diplome E.S.C. (Master of Commerce)
Groupe E.S.C. Lyon, Graduate School of Business Administration (now E.M. Lyon),
Lyon, France
Majors: Marketing, Information Systems

RESEARCH INTERESTS

My research investigates strategies for corporate expansion, with emphasis on international entry and collaborative strategies; knowledge creation and transfer; innovation and technology strategy; and corporate and relationship performance. Topics of current research include:

- Foreign direct investment and mode of entry analysis
- The dynamics of alliances, sourcing partnerships and other hybrid interfirm arrangements
- Strategies for exploiting and sharing knowledge
- Innovation and new product introduction strategies and performance
- Learning from mergers & acquisitions

TEACHING INTERESTS

Business and corporate strategy
International business and management
Management of innovation and technology
Research skills and methods

ACADEMIC HONORS AND AWARDS (SELECTED)

- 2007 Finalist, AJBS Best Paper Award for the best paper in the entire conference program, Association of Japanese Business Studies
- 2006 Runner-Up Award, Booz Allen Hamilton / SMS for the best paper first-authored by a Ph.D. student in the program of the Strategic Management Conference (with I. Cuypers)
- 2006 Finalist, Carolyn Dexter Best International Paper Award for the best paper with international content in the entire program of the Annual Meeting, Academy of Management
- 2003 Haynes Prize for Best Paper for the most outstanding paper in the program of the Academy of International Business annual meeting written by authors under 40 years of age
- 2003 Best Course Award for best course design and delivery, Faculty of Economics and Business Administration, Tilburg University
- 1998 Teacher of the Year Award for best teacher in the Undergraduate Division, Stern School of Business, New York University
- 1996 Best International Paper Award for the best paper with international content in the entire program of the Annual Meeting, Academy of Management
- 1996 Richard N. Farmer Dissertation Competition Award for best dissertation, Academy of International Business
- 1994-1995 United Technologies Automotive Fellowship for excellence in scholarship, University of Michigan
- 1993-1994 Gerald & Lilian Dykstra Fellowship for teaching and academic excellence, University of Michigan
- 1992 Thomas Leabo Memorial Award for excellence in course work in the doctoral program, University of Michigan
- 1989 Graduate Business Council Achievement Award and Dean's Honors List for excellence in coursework in the M.B.A. program, York University; graduated second of 312 students

PREVIOUS ACADEMIC EMPLOYMENT

- 2003-2004 Associate Professor of Strategy and International Business (with tenure) and Fellow of the CentER for Economic Research
Tilburg University, Faculty of Economics and Business Administration
- 1996- 2003 Assistant Professor, Management and International Business, Stern School of Business, New York University
- 2000-2001 Visiting Assistant Professor, Graduate School of Business, Columbia University
- 1995-1996 Instructor, Management and International Business, Stern School of Business, New York University
- 1990-1995 University of Michigan in Ann Arbor:
Lecturer, Corporate Strategy, Graduate School of Business Administration, Winter 1993 and 1995
Research Assistant, Graduate School of Business Administration, 1990-1994
Course Coordinator, Center for Research on Economic Development, Summer 1993
Teaching Assistant, Center for Research on Economic Development, Summer 1991 and 1992

REFEREED JOURNAL PUBLICATIONS

- Krishnan, Rekha, Xavier Martin and Niels Noorderhaven, "When does trust matter to alliance performance?" Academy of Management Journal, volume 49 issue 5, pp. 894-917, 2006.
- Martin, Xavier. 2005. "How relation-specific assets affect firm scope: A study of Japanese automotive firms' entry into the United States and Canada." Nanjing Business Review, volume 7 issue 12, pp. 119-148, 2005.
- Martin, Xavier and Robert Salomon, "Tacitness, learning and international expansion: A study of foreign direct investment in a knowledge-intensive industry." Organization Science, volume 14 issue 3, pp. 297-311, 2003.
- Kotabe, Masaaki, Xavier Martin and Hiroshi Domoto, "Gaining from vertical partnerships: Knowledge transfer, relationship duration and supplier performance improvement in the U.S. and Japanese automotive industries." Strategic Management Journal, volume 24 issue 4, pp. 293-316, 2003 (lead article).
- Reprinted in Global Supply Chain Management (Masaaki Kotabe and Michael J. Mol, editors). Cheltenham, UK: Edward Edgar Publishing, 2005.
- Martin, Xavier and Robert Salomon, "Knowledge transfer capacity and its implications for the theory of the multinational corporation." Journal of International Business Studies, volume 34 issue 4, pp. 356-373, 2003.
- Martin, Xavier, Anand Swaminathan and Will Mitchell, "Organizational evolution in an interorganizational environment: Incentives and constraints on international expansion strategy." Administrative Science Quarterly, volume 43 issue 3, pp. 566-601, 1998.
- Martin, Xavier and Will Mitchell, "The influence of local search and performance heuristics on new design introduction in a new product market." Research Policy, volume 26 issue 7-8, pp. 753-772, 1998.
- Martin, Xavier, Will Mitchell and Anand Swaminathan, "Recreating and extending Japanese automobile buyer-supplier links in North America." Strategic Management Journal, volume 16 issue 8, pp. 589-619, November 1995.
- Reprinted in Structural Change, Industrial Location and Competitiveness (Joanne E. Oxley and Bernard Yeung, editors). Cheltenham, UK: Edward Edgar Publishing, 1998.

ANNUAL SERIES

- Martin, Xavier, Anand Swaminathan and Laszlo Tihanyi, "Modeling international expansion." Research Methodology in Strategy and Management (David J. Ketchen and Donald D. Bergh, editors), volume 4, pp. 103-119. Greenwich, CT: JAI Press, 2007.
- Cuypers, Ilya, and Xavier Martin, "Joint ventures and real options: An integrated perspective." Advances in Strategic Management (Jeffrey J. Reuer and Tony W. Tong, editors), volume 24, pp. 107-148. St Louis, MO: Elsevier, 2007.

ANNUAL SERIES (CONTINUED)

Martin, Xavier, Will Mitchell and Anand Swaminathan, "Recreating and extending buyer-supplier links following international expansion." Advances in Strategic Management (Paul Shrivastava, Anne Huff and Jane Dutton, editors), volume 10B, pp. 47-72. Greenwich, CT: JAI Press, 1994.

BOOK CHAPTERS

Cuypers, Ilya, and Xavier Martin, "Strategic alliance governance: An extended real options perspective." In Strategic Alliances: Governance and Contracts (Africa Arino and Jeffrey J. Reuer, editors), pp. 111-121. New York, NY and Basingstoke, UK: Palgrave, 2006.

Kotabe, Masaaki, Xavier Martin and Hiroshi Domoto, "Global supply chains: Gaining from vertical partnerships." In Global Supply Chain Management volume II (Masaaki Kotabe and Michael J. Mol, editors), pp. 418-441. Cheltenham, UK: Edward Edgar Publishing, 2005.

Martin, Xavier. "Towards a research agenda on hybrid organizations: Research and development, production and marketing interfaces." In Emerging Issues in International Business (Masaaki Kotabe and Preet Aulakh, editors), pp. 241-259. Cheltenham, UK and Northampton, MA: Edward Elgar Publishing, 2002.

Martin, Xavier and Robert Salomon. "Knowledge transfer capacity and cooperative strategies: When should firms leverage tacit knowledge through licensing and alliances?" In Cooperative Strategies and Alliances (Farok J. Contractor and Peter Lorange, Peter, editors), pp. 729-748. New York, NY and Oxford, UK: Elsevier Science, 2002.

Martin, Xavier, Will Mitchell and Anand Swaminathan, "Structural change and international expansion: Recreating and extending Japanese automobile buyer-supplier links in North America." In Structural Change, Industrial Location and Competitiveness (Joanne E. Oxley and Bernard Yeung, editors). Cheltenham, UK: Edward Edgar Publishing, 1998.

Martin, Xavier and Will Mitchell, "Changement technologique et déterminants stratégiques de l'innovation." In Perspectives en Management Stratégique (Alain Noel and Pierre Dussauge, editors), volume 2, pp. 69-94. Paris: Economica, 1994.

REVIEW AND COMMENT PUBLICATIONS

Robinson, Patricia and Xavier Martin, "The Japanese economy: Unpacking the Japanese economic system." Comment on "Success as the source of failure? Competition and cooperation in the Japanese economy" (by Hiroyuki Tezuka, Sloan Management Review, Winter 1997, pp. 83-93). Sloan Management Review, volume 38 number 3, pp. 6-7, Spring 1997.

Martin, Xavier, Will Mitchell and Anand Swaminathan, "Book Review" of Beyond Mass Production: The Japanese system and its transfer to the U.S. (by Martin Kenney and Richard Florida, Oxford University Press, 1993). Academy of Management Review, volume 19 number 3, pp. 600-604, July 1994.

NON-REFEREED JOURNAL PUBLICATIONS

Kotabe, Masaaki, Martin, Xavier, & Domoto, Hiroshi. 2003. Supply chains. Stern Business Journal, volume 8 number 3, pp. 16-21.

Horvath, Dezso and Xavier Martin, "Canada's strategic markets: The case of Eastern Europe and the U.S.S.R." Business and the Contemporary World, volume 3 number 1, pp. 148-156, Autumn 1990.

REFEREED CONFERENCE PROCEEDINGS (SELECTED)

Martin, Xavier, "Relational Assets and Foreign Expansion: Japanese Automotive Investments in the U.S. and Canada." In Best Papers Proceedings of the Association of Japanese Business Studies, pp. II-1-35, 2007.

Cuypers, Ilya, and Xavier Martin, "What makes and what does not make a real option? A study of international joint ventures." In Best Papers Proceedings of the Academy of Management, (Business Policy and Strategy division), pp. BPS-QQ1-QQ6, 2006.

Martin, Xavier, and Atul Nerkar, "What way(s) to innovation impact? A U.S.-Japan comparison and empirical test." In Best Papers Proceedings of the Association of Japanese Business Studies, pp. 252-277, 2004.

Salomon, Robert, and Xavier Martin, "Technology transfer and implementation: Exploring the 'Time-to-Build' fabrication facilities in the global semiconductor industry". In Best Papers Proceedings of the Academy of Management, (Technology and Innovation Management division), pp. TIM-J1-J6, 2003.

Martin, Xavier, Anand Swaminathan and Will Mitchell, "Interorganizational evolution: Pairwise, population and community effects on corporate international expansion." In Best Papers Proceedings of the Academy of Management, (Organization and Management Theory division), pp. 234-238, 1996. Awarded the Best International Paper Award by the Academy of Management.

Martin, Xavier, "Inter-organizational determinants of international expansion." In The Best of Management Worldwide: Linking Management Scholarship Worldwide, Proceedings of the Second World Conference on Management, International Federation of Scholarly Associations of Management (Richard Osborn and Lawrence R. Jauch, editors), 1994.

Majumdar, Sumit and Xavier Martin, "Why do firms shift their strategic profiles?" In The Best of Management Worldwide: Linking Management Scholarship Worldwide, Proceedings of the Second World Conference on Management, International Federation of Scholarly Associations of Management (Richard Osborn and Lawrence R. Jauch, editors), 1994.

Martin, Xavier and Will Mitchell, "Stratégies d'innovation: L'effet des degrés de changement technologique." 1992. In Proceedings, Deuxième Conférence Internationale de Gestion Stratégique (Second International Conference in Strategic Management), Paris.

PAPERS UNDER REFEREED JOURNAL REVIEW OR REVISION

Martin, Xavier and Namgyoo Park, "Why firms enter into successive international alliances: Bounded momentum and alliance formation." Third-round submission at the Strategic Management Journal.

Salomon, Robert, and Xavier Martin, "Technology transfer and implementation performance: A study of 'Time-to-Build' in the global semiconductor industry. Third-round submission at Management Science.

Shamsie, Jamal, Xavier Martin and Danny Miller, "In with the new, in with the new: Using film genres to study dynamic capabilities among the Hollywood studios." Revision and resubmission invited by the Strategic Management Journal.

Park, Namgyoo, and Xavier Martin. "Resource access through international alliances and firm value: A test of resource effects in the international airline industry." Revision and resubmission invited by the Journal of International Business Studies.

Cuypers, Ilya, and Xavier Martin, "What makes and what does not make a real option? A study of equity shares in international joint ventures." Under review.

Martin, Xavier, Robert Salomon and Zheyang Wu, "The cultural and institutional determinants of location choice: Agglomeration in the global semiconductor industry". Under review.

WORKING PAPERS (OTHER THAN UNDER CURRENT JOURNAL REVIEW)

Cuypers, Ilya, Youtha Cuypers and Xavier Martin, "Learning from mergers and acquisitions: The roles of acquirer and target experience." Revised January 2007. (Target journal: Academy of Management Journal.)

Martin, Xavier, "Effects of relation-specific and general assets on organizational expansion." Revised April 2007. (Target journal: Strategic Management Journal.)

Martin, Xavier, and Atul Nerkar, "How do knowledge inputs affect innovation impact? A framework and comparative evidence on two countries." Revised May 2006. (Target journal: Research Policy.)

Martin, Xavier, and Mario Schijven, "The anatomy of organizational learning: An integrative framework of the performance effects of experiential and vicarious learning." Revised April 2007.

Cuypers, Ilya, and Xavier Martin, "Joint ventures and real options: A behavioral perspective." Revised January 2007.

Cuypers, Youtha, and Xavier Martin, "The duration of supplier ties: The role of a firm's corporate development history." Revised January 2007.

WORK IN PROGRESS

“Organizational and interorganizational effects on link extension.” Current status: Preliminary analysis and early draft.

“Impacts of international buyer-supplier linkages on interfirm relationship continuity.” Current status: Data coding and preliminary analysis.

“Interfirm relationships and the division of labor in component design.” Current status: Framing and preliminary analysis.

“Explaining suppliers’ propensity for link extension.” (With Nazli Wasti.) Current status: Preliminary analysis and early draft.

“Dynamics and consequences of repeated pairwise strategic alliances.” (With Namgyoo Park.) Current status: Preliminary analysis.

“Organizational and interorganizational determinants of equity share stability.” (With Ilya Cuypers.) Current status: Preliminary analysis.

“Learning from acquisitions: A multi-level analysis.” (With Mario Schijven.) Current status: Data collection and preliminary analysis.

TEACHING EXPERIENCE

Undergraduate:

Corporate Strategy, core course in business policy and strategy, University of Michigan Business School.

International Business Management, required course for international business co-major, NYU-Stern.

Seminar in International Business, core academic skills course, Tilburg University.

Independent Study in International Business, NYU-Stern.

M.B.A. / M.Sc.:

Corporate Strategy Analysis, core course in corporate strategy, NYU-Stern.

Business Strategy and Policy, core course in business and corporate strategy, NYU-Stern.

Strategy Formulation, core course in business and corporate strategy, Columbia University-Graduate School of Business.

Multinational Business Management, required course for international business co-major, NYU-Stern.

Seminar in International Business, core academic skills course, Tilburg University.

Management of International Firms, University of California-Davis.

Ph.D. / M.Phil.:

Advanced Strategy and International Business, Tilburg University.

Advanced Topics in Organization and Strategy, Tilburg University.

Seminar in International Management, NYU-Stern.

Interorganizational Relations (mini-seminar), Columbia University.

Independent Study in Management and International Business, NYU-Stern.

Thesis Supervision (other than Ph.D.):

Integrated (Drs.) theses, Tilburg University

Bachelor (B.A.) theses, Tilburg University

Masters (M.Sc.) theses, Tilburg University

Research Masters (M.Phil.) theses, Tilburg University

INDIVIDUAL PH.D. COMMITTEES

Mario Schijven (Tilburg University), co-supervisor, pending.

Ilya Cuypers (Tilburg University), supervisor, pending.

Youtha Cuypers (Tilburg University), supervisor, pending.

Elena Golovko (IESE), dissertation defense committee, planned for Fall 2007

Alex Eapen (Tilburg University), dissertation defense committee, Spring 2007

Anna Nadolska (Tilburg University), dissertation defense committee, Winter 2006

Rekha Krishnan (Tilburg University), dissertation defense committee, Winter 2006

Paulo Cunha (Tilburg University), dissertation defense committee, Fall 2005

Arjen Slangen (Tilburg University), dissertation defense committee, Winter 2005

Martyna Janowicz (Tilburg University), dissertation defense committee, Fall 2004

Oleg Chvyrkov (Tilburg University), dissertation defense committee, Spring 2004

Robert Salomon (NYU-Stern), dissertation committee member, Spring 2002

Namgyoo Park (NYU-Stern), dissertation committee co-chair, Fall 2000; comprehensive examination oral committee, Fall 1997

Mikelle Calhoun (NYU-Stern), dissertation proposal examination committee, Fall 2002

Ang Siah Hwee (National University of Singapore), external dissertation examiner, Spring 2000

Sanjay Jain (NYU-Stern), dissertation proposal examination committee, Fall 1998

Maxine Garvey (NYU-Stern), dissertation proposal examination committee, Winter 1997

Andak Arikan (NYU-Stern), comprehensive examination oral committee, Fall 1999

Andres Garcia (NYU-Stern), comprehensive examination oral committee, Fall 1996

TEACHING CASES AND NOTES

“International expansion at Lear Corporation (revised).” October 2004.

“The case discussion method: Why, what, how.” Instructional note, February 1997.

PROFESSIONAL SERVICE AND MEMBERSHIPS

Professional Association Responsibilities:

Program Chair (elected), Competitive Strategy Interest Group of the Strategic Management Society (2007; following position as Associate Program Chair, 2006, and leading to Interest Group Chair, 2008).

Member (at large, elected), Executive Committee, Business Policy and Strategy Division of the Academy of Management (2005-2007).

Member (at large, elected), Executive Committee, Technology and Innovation Management Division of the Academy of Management (2005-2007).

Member, Research Committee, Business Policy and Strategy Division of the Academy of Management (2002-2004).

Editorial and Reviewing:

Editorial Board, Strategic Management Journal (pending).

Editorial Board, Journal of International Business Studies (since 2000).

Editorial Board, Journal of International Management (since 2002).

Academy of Management Review Best Paper Selection Committee (2007).

Reviewer, Carolyn Dexter Award for the Best International Paper, Academy of Management (2003).

Nominating committee member, Strategic Management Journal Best Paper Award (1997-1999).

Ad hoc reviewer, Strategic Management Journal.

Ad hoc reviewer, Administrative Science Quarterly.

Ad hoc reviewer, Academy of Management Journal.

Ad hoc reviewer, Management Science.

Ad hoc reviewer, Organization Science.

Ad hoc reviewer, Asia-Pacific Journal of Management.

Ad hoc reviewer, European Management Review

Reviewer, Academy of Management National Meeting (Business Policy and Strategy, Organization and Management Theory, and Technology and Innovation Management divisions).

Outstanding Reviewer Awards, Business Policy and Strategy division, 2006 and 2007

Reviewer, Academy of International Business Annual Meeting.

Best Reviewer Award, 2002

Memberships:

Academy of Management (Business Policy and Strategy, International Management, Organization and Management Theory, and Technology and Innovation Management divisions).

Strategic Management Society.

Academy of International Business.

Institute for Operations Research and the Management Sciences.

American Economic Association.

Society of Automotive Engineers (by invitation).

SCHOOL AND UNIVERSITY SERVICE (SELECTED)**At Tilburg University:**

- 2007- Member of the Senior Faculty Search Committee in Organization and Strategy, Faculty of Economics and Business Administration
- 2005-2006 Chair, Graduate School Review Committee, Faculty of Economics and Business Administration
- 2006- Member of the Management Team, Department of Organization and Strategy, Faculty of Economics and Business Administration
- 2003- Member of the Junior Faculty Search Committee in Organization and Strategy, Faculty of Economics and Business Administration
- 2005- Research Coordinator, Organization Research Group, CentER for Economic Research
- 2003-2004 Library and Database Review, CentER for Economic Research

At Stern School of Business, New York University:

- 1997-1999, 2000-2001 Member of the Ph.D. Committee for the International Business Area
- Spring 2000 Member of the Strategic Planning Subcommittee on the Management Department's Research and Direction
- 1999-2000 Member of the Faculty Search Committee in Strategy (for a senior position)
- 1998-1999 Co-Chair of the Faculty Search Committee in Strategy (for junior positions)
- 1997-1998 Member of the Faculty Search Committee in Strategy (for junior positions)

REFEREED CONFERENCE PAPERS (SELECTED, SINCE 2001 ONLY)

Cuypers, Ilya, Youtha Cuypers and Xavier Martin, "Learning from mergers and acquisitions." To be presented at the 27th Strategic Management Society International Conference, San Diego, October 2007.

Martin, Xavier, "Bounded momentum in alliance formation: Theorizing and testing function- and industry-level effects." To be presented at the 66th Academy of Management Meeting, Philadelphia, PA, August 2007.

Cuypers, Ilya, Youtha Cuypers and Xavier Martin, "Learning from mergers and acquisitions." To be presented at the 66th Academy of Management Meeting, Philadelphia, PA, August 2007.

Martin, Xavier, and Mario Schijven, "The anatomy of organizational learning." To be presented at the 66th Academy of Management Meeting, Philadelphia, PA, August 2007.

Martin, Xavier, "Relational assets and foreign expansion: Japanese automotive investments in the US and Canada. Presented at 20th Association of Japanese Business Studies Conference, Indianapolis, June 2007.

Also presented in the AJBS Best Paper Finalists session of the Annual Meeting of the Academy of International Business, Indianapolis, June 2007.

Cuypers, Ilya, and Xavier Martin, "Joint ventures and real options: An integrated perspective." Presented at the Annual Meeting of the Academy of International Business, Indianapolis, June 2007.

Cuypers, Ilya, Youtha Cuypers and Xavier Martin, "Learning from mergers and acquisitions: The roles of domestic and international experience." Presented at the Annual Meeting of the Academy of International Business, Indianapolis, June 2007.

Martin, Xavier, and Mario Schijven, "The anatomy of organizational learning." Presented at the 2nd International Conference on Organizational Learning, Knowledge and Capabilities, London, ON, June 2007.

Cuypers, Youtha, and Xavier Martin, "Resource redeployment following horizontal mergers and acquisitions: The case of supplier-buyer ties and relation-specific assets". Presented at the 26th Strategic Management Society International Conference, Vienna, October 2006.

Cuypers, Ilya, and Xavier Martin, "What makes and what does not make a real option? Studying joint venture equity shares." Presented at the 26th Strategic Management Society International Conference, Vienna, October 2006.

Shamsie, Jamal, Xavier Martin and Danny Miller, "In with the new, in with the new: Using film genres to study dynamic capabilities among the Hollywood studios." Presented at the 65th Academy of Management Meeting, Atlanta, GA, August 2006.

Martin, Xavier, Robert Salomon and Zheyang Wu, "The cultural and institutional determinants of location choice: An examination of agglomeration in the global semiconductor industry". Presented at the 65th Academy of Management Meeting, Atlanta, GA, August 2006.

Cuypers, Ilya, and Xavier Martin, "What makes and what does not make a real option? A study of international joint ventures." Presented at the 65th Academy of Management Meeting, Atlanta, GA, August 2006.

(continued)

REFEREED CONFERENCE PAPERS (CONTINUED)

- Cuypers, Ilya, and Xavier Martin, "Does uncertainty explain partial investment strategies? Foreign equity joint ventures in China, 1979-1996." Presented at the 22nd European Group for Organizational Studies Colloquium, Bergen, July 2006.
- Martin, Xavier, Robert Salomon and Zheyang Wu, "Determinants of location choice in the global semiconductor industry". Presented at the Annual Meeting of the Academy of International Business, Beijing, June 2006.
- Salomon, Robert, and Xavier Martin, "Technology transfer and implementation performance: A study of 'Time-to-Build' in the global semiconductor industry." Presented at the 21st European Group for Organizational Studies Colloquium, Berlin, June 2005.
- Martin, Xavier, and Atul Nerkar, "How do knowledge inputs affect innovation impact? A framework and comparative evidence on two countries." Presented at the Annual Meeting of the Academy of International Business, Stockholm, July 2004.
- Martin, Xavier, and Atul Nerkar, "What way(s) to innovation impact? A U.S.-Japan comparison and empirical test." Presented at the 17th Association of Japanese Business Studies Conference, Stockholm, July 2004.
- Martin, Xavier, "Making the best of two worlds: Conceptual and empirical connections between the resource-based view and internalization theory." Presented at a Showcase Symposium at the 62nd Academy of Management Meeting, Seattle, WA, August 2003.
- Salomon, Robert, and Xavier Martin, "Exploring the 'Time-to-Build' fabrication facilities in the global semiconductor industry." Presented at the 62nd Academy of Management Meeting, Seattle, WA, August 2003.
- Salomon, Robert, and Xavier Martin, "Technology transfer and 'Time-to-Build'." Presented at the Annual Meeting of the Academy of International Business, Monterey, CA, July 2003.
- Martin, Xavier and Robert Salomon, "Leveraging knowledge through cooperative entry modes: The effects of tacitness and transfer capacity." Presented at the 61st Academy of Management Meeting, Denver, August 2002.
- Martin, Xavier and Robert Salomon, "Knowledge transfer capacity, tacitness, and entry mode." Presented at the Annual Meeting of the Academy of International Business, San Juan, PR, June 2002.
- Park, Namgyoo and Xavier Martin, "Resource access and firm value: A test of resource effects in the international airline industry." Presented at the 60th Academy of Management Meeting, Washington, August 2001.
- Martin, Xavier and S. Nazli Wasti, "Creating effective supplier governance: Coordinating mechanisms in the Turkish automotive industry." Presented at the European Group for Organizational Studies (EGOS) conference, Lyon, July 2001.

OTHER CONFERENCE PRESENTATIONS (SELECTED, SINCE 2000 ONLY)

Salomon, Robert, and Xavier Martin, "Learning, knowledge transfer, and technology implementation performance: A study of 'Time-to-Build' in the global semiconductor industry." Presented at the 7th Annual Wharton Technology Mini-Conference, Philadelphia, PA, April 2007.

Cuypers, Ilya, and Xavier Martin, "What makes and what does not make a real option? A study of international joint ventures." Second Cooperative Strategies and Alliances conference, Nijmegen University, October 2006.

Salomon, Robert, and Xavier Martin, "Technology transfer and implementation performance: A study of 'Time-to-Build' in the global semiconductor industry." Presented at the Atlanta Competitive Advantage Conference, Atlanta, June 2006.

Cuypers, Ilya, and Xavier Martin, "Joint ventures and real options: An extended perspective." Advances in Strategic Management: Real Option Theory conference, Chapel Hill, NC, June 2006.

Cuypers, Ilya, and Xavier Martin, "What makes and what does not make a real option? A study of international joint ventures." Conferences on Strategic Alliances: Governance and Contracts, IESE, Barcelona, June 2005.

Martin, Xavier. "Knowledge Sharing and Multinational Strategy: Some Research Directions." Emerging Research Frontiers in International Business (JIBS Futures Conference), Lansing, MI, September 2004.

Martin, Xavier. "Promising units of analysis for international strategy research." Professional development workshop on international strategy and management at the 62nd Academy of Management Meeting, Seattle, WA, August 2003.

Martin, Xavier. "Relational assets as a force for globalization." Conference on Creating Value through Global Strategies, IESE, Barcelona, June 2003.

Martin, Xavier and Namgyoo Park. "Repeated alliances: A learning perspective." Conference on Strategic Alliances, Ohio State University, Columbus, June 2003.

Martin, Xavier. "Gaining from vertical partnerships: Some things we now know." Conference on new directions in alliance strategy, Queen's University, Kingston, June 2002.

Martin, Xavier. "Interfirm hybrid arrangements and multinational corporations." Professional development workshop on international strategy and management at the 60th Academy of Management Meeting, Washington, August 2001.

Park, Namgyoo and Xavier Martin, "When do alliances benefit their participants? Alliance and resource effects on firm value." Conference on Cooperative Strategies and Alliances: What We Know 15 Years Later, IMD, Lausanne, June 2001.

Martin, Xavier. "Relation-specific assets in international perspective." NYU-Stern Conference on Multinational Strategy, New York, December 2000.

Martin, Xavier. "Issues in international strategy: R&D, manufacturing, and marketing interfaces." Temple University Conference on Emerging Issues in International Business, Philadelphia, April 2000.

OTHER PROFESSIONAL ACTIVITIES (SELECTED)

Discussant, Professional Development Workshop on Improving International Strategy Research – Moving from Ideas to Publications, Academy of Management Meeting, Philadelphia, PA, August 2007.

Faculty participant, Doctoral Consortium, Academy of International Business Meeting, Indianapolis, June 2007.

Convenor, Sub-Theme on “Organizations and Environments in (Inter)action: New Perspectives from International and Comparative Studies”, European Group for Organizational Studies (EGOS) conference, Bergen, July 2006.

Convenor, Sub-Theme on “Evolutionary Models of Organizations: New Perspectives from International and Comparative Studies”, European Group for Organizational Studies (EGOS) conference, Berlin, June 2005.

Faculty participant, Junior Faculty Consortium of the International Management Division, Academy of Management Meeting, New Orleans, August 2004 and Seattle, August 2003.

Co-Organizer, Professional Development Workshop on International Strategy, Academy of Management Meeting, Seattle, August 2003.

Faculty participant, Doctoral Consortium, Academy of International Business Meeting, San Juan, PR, June 2002.

Co-Organizer, Professional Development Workshop on International Strategy, Academy of Management Meeting, Washington, August 2001.

Chair, session on buyer-supplier alliances, Conference on Cooperative Strategies and Alliances: What We Know 15 Years Later, IMD, Lausanne, June 2001.

Co-Organizer, NYU-Stern Conference on Multinational Strategy, New York, December 2000.

Discussant, session “Knowledge development and management in the multinational corporation”, Academy of International Business Meeting, Phoenix, November 2000.

Faculty participant, Doctoral Consortium, Academy of International Business Meeting, Vienna, October 1998.

Discussant, session “Creating and sharing knowledge (The rumble: Knowledge versus internalization views)”, Academy of International Business Meeting, Vienna, October 1998.

Moderator, session on Knowledge Transfer in Organizations, Conference on Managerial and Organizational Cognition: Implications for Entrepreneurship, Decision Making and Knowledge Management, Stern School of Business, New York University, May 1998.

Moderator and discussant, session on Government-Enterprise Cooperation, Conference on Entrepreneurship in the Transition Economies of Central and Eastern Europe, Berkley Center for Entrepreneurial Studies and Institute for East-West Studies, Stern School of Business, New York, November 1997.

Discussant, session “Competitive advantage and population processes in an international context”, Academy of Management Meeting, Boston, August 1997.

PRESS (SELECTED)

Crain's New York Business

Inside Information

CORPORATE AND CONSULTING EXPERIENCE (PRIOR TO 1996)

Walt Disney Corporation

Groupe Bouygues / Colas S.A.

Lincoln Electric Company of Canada

Bridge Associates

Trade Commissioner's Office in Toronto, French Ministry of the Economy and External Trade

FOREIGN LANGUAGES SPOKEN

French (fluent).

German (intermediate).

REFERENCES ARE AVAILABLE UPON REQUEST

Update: 08/2007