

UNIVERSITY OF MIAMI
Curriculum Vitae
Standard Format

INSTRUCTIONS: Every faculty member considered for a Research Council administered internal award must complete a curriculum vitae following this format.

1. **Date** April 23, 2007
- PERSONAL**
2. **Name:** John D. Daniels
3. **Home Phone:** (305) 448-3078
4. **Office Phone:** (305) 284-6493
5. **Current Academic Rank:** Samuel N. Friedland Chair Professor
Of Executive Management
6. **Primary Department:** Management
7. **Secondary or Joint Appointments:** N/A
8. **Citizenship:** USA
9. **Visa Type (if non-citizen):** N/A

HIGHER EDUCATION

10. **Institutional (institution; degree; date conferred):**
- | | | |
|-------------------|---|------|
| Ph.D. in business | University of Michigan, Ann Arbor, Michigan | 1969 |
| MBA in business | University of the Americas; Mexico, D.F. | 1965 |
| BBA in government | University of Miami; Coral Gables, Florida | 1959 |
11. **Non-Institutional (description; dates):** N/A
12. **Certification, licensure (description; board or agency; dates):** N/A

EXPERIENCE

13. **Academic (institutions; rank/status; dates):**
- 1999- The Samuel N. Friedland Chair Professor of Executive Management, Department of Management, School of Business Administration, University of Miami, Coral Gables, Florida.
- 1997-1999 E Claiborne Robins Distinguished Chair, University of Richmond, Richmond, Virginia

1987-1997	Professor of International Business, Indiana University, Bloomington, Indiana
1975-1987	Professor of Business Administration, The Pennsylvania State University, University Park, Pennsylvania. Tenure received in 1976.
1971-1975	Associate Professor of Business Administration, The Pennsylvania State University, University Park, Pennsylvania.
1969-1971	Assistant Professor of Management, Georgia State University, Atlanta, Georgia.
1966-1968	Research Fellow, Institute for International Commerce, University of Michigan, Ann Arbor, Michigan.

Academic Employment: Part-Time, Vacation, And Leaves

2006 (Fall)	Visiting Professor, Hong Kong University of Science and Technology
1997 (Summer)	Visiting Professor, University of South Africa, Pretoria, South Africa
1996 (Summer)	Visiting Professor, Copenhagen Business School, Copenhagen, Denmark
1995 (Spring)	Visiting Professor, Hong Kong University of Science and Technology, Kowloon, Hong Kong.
1994 (Fall)	Visiting Professor, Copenhagen Business School, Copenhagen, Denmark.
1994 (Spring)	Visiting Professor, University of Ljubljana, Slovenia
1993 (Fall)	Visiting Professor, Helsinki School of Economics and Business, Helsinki, Finland.
1991 (Summer)	Visiting Distinguished Professor, University of Auckland, Auckland, New Zealand.
1988 (Summer)	Pacific-Asian Management Institute, University of Hawaii, Honolulu, Hawaii.
1985 (Summer)	Pacific-Asian Management Institute, University of Hawaii, Honolulu, Hawaii.
1985 (Summer)	Graduate School of Business, New York University, New York, New York.
1984-1985	Professor of Management, Arizona State University, Tempe, Arizona.
1983 (Summer)	Cranfield Institute of Technology, Cranfield, Bedford, England.
1982-1983	CERAM, Sophia Antipolis, France.
1982 (Summer)	Pacific-Asian Management Institute, University of Hawaii, Honolulu, Hawaii.
1981 (Winter)	Interamerican University, San Juan, Puerto Rico.
1976 (Summer)	Cranfield Institute of Technology, Cranfield, Bedford, England.
1975 (Summer)	Graduate School of Business, New York University, New York, New York.
1967 (Fall)	Eastern Michigan University, Ypsilanti, Michigan.

14. Non-academic (employers; title; responsibilities; dates):

- 1986-1987 Chief of Party, Academy for Educational Development (AED), Lima, Peru. In charge of AED's registration, start-up, and administration of U.S. \$6 million aid project to five Peruvian institutions to develop management training in the private sector.
- 1964-1965 Researcher, International Research Associates, Mexico, D.F.
- 1959-1964 Assistant District Manager, Pan-American World Airlines, Latin American Division, various locations.

15. Military (branch; rank; responsibilities; dates):

PUBLICATIONS [author(s) (in actual precedence of authorship); title; publisher or journal name; date (current year first); page number]

Books

Daniels, John D., Radebaugh, Lee H. and Sullivan, Daniel P. *International Business: Environments and Operations*, 11th ed. Upper Saddle River, NJ: Prentice Hall, 2007, pp. 1 – 792

Daniels, John D., Radebaugh, Lee H. and Sullivan, Daniel P. *Test Item File for International Business: Environments and Operation*, 11th Upper Saddle River, NJ: Prentice Hall, 2007, pp. 1-412.

Daniels, John D., Radebaugh, Lee H. and Sullivan, Daniel P. *International Business: Environments and Operations*, 10th ed. Upper Saddle River, NJ: Prentice Hall, 2004, pp. 1 - 701.

Daniels, John D., Radebaugh, Lee H. and Sullivan, Daniel P. *Globalization and Business*, Upper Saddle River, NJ: Prentice Hall, 2002, pp. 1 -399.

Daniels, John D. and Radebaugh, Lee H. *International Business: Environments and Operations*, Ninth Edition, (Reading, MA: Addison-Wesley Publishing Company, 2001), pp. 1-810.

Daniels, John D. and Radebaugh, Lee H. *International Business: Environments and Operations*, Eighth Edition, (Reading, MA: Addison-Wesley Publishing Company, 1998), pp. 1-909.

Daniels, John D. and Radebaugh, Lee H. *Instructor's Resource Manual*, to accompany *International Business: Environments and Operations*, eighth edition (Reading, MA: Addison-Wesley Publishing company, 1998), pp. 1-813

Daniels, John D. and Radebaugh, Lee H. *International Business: Environments and Operations*, seventh edition, (Reading, Mass.: Addison-Wesley Publishing Company, 1995), pp. 1-788+.

Daniels, John D. and Radebaugh, Lee H. *Instructor's Manual: International Business Environments and Operations*, seventh edition, (Reading, Mass: Addison-Wesley Publishing Company, 1995), pp. 1-474.

Daniels, John D. and Radebaugh, Lee H. (eds.) *Global Insights 1994*, (Reading, MA: Addison-Wesley Publishing Company, 1994), pp. 1-88.

Daniels, John D. and Radebaugh, Lee H. *International Dimensions of Contemporary Business*, (Boston: PWS-Kent Publishing Company, 1993), pp. 1-214.

Daniels, John D. and Radebaugh, Lee H. *International Business: Environments and Operations*, sixth edition, (Reading, Mass.: Addison-Wesley Publishing Company, 1992), pp. 1-805.

- Jain, Arvind, Daniels, John D. and Radebaugh, Lee H *Instructor's Manual: International Business: Environments and Operations*, (Reading, Mass.: Addison Wesley Publishing Company, 1992), pp. 1-631.
- Daniels, John D. and Radebaugh, Lee H. *International Business: Environments and Operations*, fifth edition, (Reading, Mass.: Addison-Wesley Publishing Company, 1989), pp. 1-716.
- Daniels, John D. and Radebaugh, Lee H. *Instructor's Manual: International Business Environments and Operations*, fifth edition, (Reading, Mass.: Addison-Wesley Publishing Company, 1989), pp. 1-538.
- Daniels, John D. and Radebaugh, Lee H. *International Business: Environments and Operations*, fourth edition, (Reading, Mass.: Addison-Wesley Publishing Company, 1986), pp. 1-851.
- Daniels, John D. and Radebaugh, Lee H. *Instructor's Manual: International Business Environments and Operations*, fourth edition, (Reading, Mass.: Addison-Wesley Publishing Company, 1986), pp. 1-556.
- Daniels, John D., Ogram, E.W., and Radebaugh, Lee H. *International Business: Environments and Operations*, third edition, (Reading, Mass: Addison- Wesley Publishing Company, 1982), pp. 1-703.
- Daniels, John D., Ogram, E.W., and Radebaugh, Lee H. *Instructor's Manual: International Business Environments and Operations*, third edition, (Reading, Mass.: Addison-Wesley Publishing Company, 1982), pp. 1-245.
- Daniels, John D., Ogram, E.W., and Radebaugh, Lee H. *International Business: Environments and Operations*, second edition, (Reading, Mass.: Addison- Wesley Publishing Company, 1979), pp. 1-600.
- Daniels, John D., Ogram, E.W., and Radebaugh, Lee H. *Instructor's Manual: International Business Environments and Operations*, second edition, (Reading, Mass.: Addison-Wesley Publishing Company, 1979), pp. 1-211.
- Daniels, John D. Recent Foreign Direct Manufacturing Investment in the United States: An Interview Study of the Decision Process. *New York: Praeger Publishers, 1971*, pp. 1-141.
- Daniels, John D., Ogram, E.W., and Radebaugh, Lee H *Instructor's Manual: International Business Environments and Operations*,. (Reading, Mass.: Addison-Wesley Publishing Company, 1976), pp. 1-200.
- Daniels, John D., Ogram, E.W., and Radebaugh, Lee H. *International Business: Environments and Operations*, with E. W. Ogram, Jr. and Lee H. Radebaugh (Reading, Mass.: Addison-Wesley Publishing Company, 1976), pp. 1-554.
- Daniels, John D. and Radebaugh, Lee H. *International Business Curriculum Survey, 1974*, (n.p.: Academy of International Business, 1974), pp. 1-170; reviewed in *RQ*, Summer, 1975
- Daniels, John D. (ed.) *Michigan International Business Directory, 1967-68*, Ann Arbor: Institute for International Commerce, University of Michigan, 1968, pp. 1-284.

16. Juried or refereed journal article and exhibitions:

- Daniels, John D. and Perez, Reinaldo., "Environmental Dynamics and Collaboration," Case Studies of U.S. – Russian Aerospace Joint Ventures," *The Journal of High Technology Research*, Vol. 17 (2007), pp. 175-185..

- Cannice, Mark V., Chen Rongxin, and Daniels, John D. "Managing International Technology Transfer Risk: Alternatives and Complements to Ownership Structure" *Management International Review*, Vol. 44, 1/2004 129-152.
- Cannice, Mark V., Chen, Roger, and Daniels, John D. "Managing International Technology Transfer Risk: A Case Analysis of U.S. High Technology Firms in Asia," *Journal of High Technology Management Research*, 14 (2003) 171 - 187.
- Trevino, Len J., Daniels, John D., Arbeláez, Harvey, and Upadhyaya, Kamal P., "Market Reform and Foreign Direct Investment in Latin America; Evidence from An Error Correction Model," *International Trade Journal*, Vol. XVI, No. 4, Winter 2002, pp. 367-392.
- Insch, Gary S. and Daniels, John D. "Causes and Consequences of Declining Early Departures from Foreign Assignments," *Business Horizons*, November - December 2002, pp. 39-48.
- Trevino, Len J., Daniels, John D. and Arbeláez, "Market Reform and FDI in Latin America: An Empirical Investigation," *Transnational Corporations*, Vol. 10. No. 1, April 2002, pp. 29-48.
- Chen, Rongxin, Mark V. Cannice, and John D. Daniels "Market Entry and International Technology Transfer: A Case Analysis of Ten US High-Tech Firms in China and Southeast Asia," *Advances in International Marketing*, Vol. 2 (2001), pp. 133-158.
- "Tredegar Industries: From Spin-off to Success," with G. George and D. Wood, *Journal of Applied Case Research*, Vol. 2, No. 1, 2000, pp. 47-58; republished as "The Long Road to Value Creation: Restructuring and Spin-Offs at Tredegar Industries (1990-2003) in Michael A. Hitt, R. Duane Ireland, and Robert E. Hoskisson, *Strategic Management: Competitiveness and Globalization*, 6th edition, (Mason, OH: Thompson_Southwesters, 2005), pp. 430-438.
- "La Enseñaza, la Investigación y el Servicio a la Comunidad," *Academia: Revista Latinoamericana de Administración*, Vol. 23, 1999, pp. 29-36.
- "Why Are Early Departure Rates from Foreign Assignments Lower than Historically Reported?" with Gary Insch, *Multinational Business Review*, Vol. VI, No. 1, Spring 1998, pp. 13-23.
- "The Preconditions for Manufacturing Foreign Direct Investment in the United States: An Empirical Assessment," with Len J. Trevino, *International Trade Journal*, Vol. 10, No. 2, Summer 1996, pp. 223-246
- "FDI Theory and Foreign Direct Investment in the United States: A Comparison of Investors and Non-Investors," with Len J. Trevino, *International Business Review*, Vol. 4, No. 2, 1995, pp. 177-194.
- "Combining Strategic and International Business Approaches Through Growth Vector Analysis", *Management International Review*, special issue, Vol. 34, 1994/1, pp. 21-32 (republishation of 1983 article).
- "Latin American and Caribbean Direct Investment in the United States: An Analysis of Investment Patterns and Implications for U.S. Policy," with Jeffrey A. Krug, *Multinational Business Review*, Vol. II, No. 1, Spring 1994, pp. 1-10.
- "An Empirical Assessment of the Preconditions of Japanese Manufacturing Foreign Direct Investment in the United States," with Len J. Trevino, *Weltwirtschaftliches Archiv*, Band 130, Heft 3, 1994, pp. 576-599

"Marketing Channel Decisions of Foreign Manufacturing Subsidiaries in the U.S.: The Case of the Metal and Machinery Industries," with Jooheon Kim in *Management International Review*, with Jooheon Kim, Vol. 31, Second Quarter 1991, pp. 123-138.

"Relevance in International Business Research: A Need for More Linkages," *Journal of International Business Studies*, Vol. 22, No. 2, Second Quarter 1991, pp. 177-186.

"The Utilization of International Joint Ventures by United States Firms in High Technology Industries," with Sharon L. Magill in *Journal of High Technology Management Research*, Vol. 2, No. 1, 1991, pp. 113-131.

"Building Developing Countries Into the Strategy and Management of High Technology Firms," in Luis R. Gomez-Mejia and Michael W. Lawless (eds.) *Strategic Management in High Technology Firms* (Greenwich, CT: JAI Press, 1990), pp. 127-142.

"Profit Performance: Do Foreign Operations Make a Difference?" *Management International Review*, with Jeffrey Bracker, Vol. 29, No. 1, 1989, pp. 46-56.

"Opportunities, Obstacles, and Methods in High Technology Management: The Case of Developing Countries," in *Managing the High Technology Firm Proceedings*, by Luis R. Gomez-Mejia and Michael W. Lawless (eds.) (Boulder, Colorado: University of Colorado, 1988), pp. 439-445.

"Bridging National and Global Marketing Strategies through Regional Operations," *International Marketing Review*, Vol. 4, No. 3, Autumn 1987, pp. 29-43; reviewed in *The International Executive*, Fall 1987.

"Approaches to European Regional Management by Large U.S. Multinational Firms," *Management International Review*, No. 2, 1986, pp. 27-42.

"U.S. Joint Ventures in China: Motivation and Management of Political Risk," with Jeffrey Krug and Douglas Nigh, *California Management Review*, Vol. 27, No. 4, Summer 1985, pp. 46-58.

"Strategy and Structure of U.S. Multinationals: An Exploratory Study," with Robert Pitts and Marietta Tretter, *Academy of Management Journal*, Vol. 27, No. 2, June 1984, pp. 292-307; reviewed in *The International Executive*, Fall, 1984.

"Aftermath of the Matrix Mania," with Robert A. Pitts, *Columbia Journal of World Business*, Vol. 19, No. 2, Summer 1984, pp. 48-54.

"Perceived Industrial Innovation Advantage and Export Commitment," with Fernando Robles, *Journal of Business Research*, Vol. 11, No. 3, 1983, pp. 363-378.

"The International Division: Temporary Phase or Permanent Institution?" with Robert Pitts and Marietta Tretter, *Academy of Management Proceedings*, 1983, pp. 81-85.

"Combining Strategic and International Business Approaches through Growth Vector Analysis," *Management International Review*, No. 3, 1983, pp. 4-15. Reprinted in Jagdish Sheth and Golpira Eshghi (eds.) *Global Strategic Management Perspectives* (Cincinnati: South-Western, 1989).

"The Choice of Technology and Export Commitment: A Study of the Peruvian Textile Industry," with Fernando Robles, *Journal of International Business Studies*, Spring-Summer, 1982, pp. 67-87.

"Building a Course Around Films: A Case Example of an International Management Course," *Exchange: The Organizational Behavior Teaching Journal*, 1982, Vol. 7, No. 3, pp. 19-25.

"International High Technology Sales to Governments," with Arthur Grafenberg, *Foreign Trade Review*, Vol. XVI, No. 1, April-June, 1981, pp. 9-29.

"Pull Factors for Direct Investment: A Cross Regional Comparison," with Charles Quigley, *Foreign Trade Review*, Vol. XV, No. 3, October-December, 1980, pp. 263-288.

"U.S. Foreign Acquisitions: An Endangered Species?" with Satishkumar Patil, *Management International Review*, Vol. 20, Nov. 2, 1980, pp. 25- 34; reviewed in *International Executive*, Fall, 1980.

"International Mobility of People: A Summary and Classification of the Issues," *Essays in International Business*, No. 1, March 1980, pp. 1- 50.

"The Exporter-Nonexporter Interface: A Search for Variables," with Juan Goyburo, *Foreign Trade Review*, Vol. XI, No. 3, October-December, 1976, pp. 285- 292.

"Factors Explaining Direct Investment Patterns," *Foreign Trade Review*, Vol. IX, No. 4, January-March, 1975, pp. 258-266.

"Evolvement of International Business Education," with Lee H. Radebaugh, *Journal of International Business Studies*, Spring, 1975, pp. 79-89.

"The Non-American Manager, Especially as Third Country National, in U.S. Multinationals: A Separate but Equal Doctrine?" *Journal of International Business Studies*, Fall, 1974, pp. 25-40.

"The Education and Mobility of European Executives in European Subsidiaries: A Comparative Study," *Journal of International Business Studies*, Spring, 1974, pp. 9-24.

"A Profile of Local Subsidiary Managers," *Academy of Management Journal*, December, 1973, pp. 695-700.

"Comparative Home Country Influences on Management Practices Abroad," with Jeffrey S. Arpan, *Academy of Management Journal*, September, 1972, pp. 305-315. Reprinted in *International Business - 1973: A Selection of Current Readings*, Donald S. Henley (ed.), East Lansing, Michigan: Michigan State University, International Business and Economics Studies Series, 1973, pp. 409-419.

"U.S. Subsidiary Adjustments to the Mexican Labor Market," *Journal of International Business Studies*, Spring, 1971, pp. 15-25.

"New Market for Industrial Development Expansion," *State Government Quarterly*, Spring, 1970, pp. 97-101.

"Foreign Investment in the United States," *Journal of International Business Studies*, Summer, 1970, pp. 125-132.

"Foreignization of American Firms," *Essays in International Business*, Fall, 1969, pp. 1-7.

17. **Other works, publications and abstracts:**

Sullivan, Daniel P. and Daniels, John D. "Defining International Business through Its Research," in Peter J. Buckley (ed.) *What is International Business?* (London: Palgrave, 2005), pp. 68-84.

"Interview Studies in International Business Research," with Mark V. Cannice in Catherine Welch and Rebecca Marschan-Piekkari (eds.) *Handbook of Qualitative Research Methods for International Business* (Cheltenham, UK: Edward Elgar, 2004), pp. 185-207.

"From Specialization to Infusion: International Business Studies in the 1990s," in Alan M. Rugman (ed.) *Leadership in International Business Education and Research* (Elsevier Science/JAI Press, 2004, Vol. 8), pp. 29-46.

Daniels, John D. and Marjan Svetličič "Competitiveness of Small Countries," in Dominick Salvatore, Marjan Svetličič, and Jože P. Damijan (eds.) *Small Countries in a Global Economy: New Challenges and Opportunities* New York: Palgrave, 2001, pp. 211 - 229.

"Emerging Economies and the Challenge of Globalization," in *Globalization, the Multinational Firm, and Emerging Economies*, (Advances in International Marketing, Volume 10) Attila Yaprak and Hülya Tütek (editors) Amsterdam: JAI, 2000), pp. 7-20.

"Operating Modes and Performance: U.S. High Tech Ventures in China," with Mark V. Cannice in J.T. Li, Anne S. Tsui, and Elizabeth Weldon (eds.) *Management and Organizations in the Chinese Context*. (London: Macmillan Press, 2000), pp. 157-184.

"International Business Research and Structure", *International Business Institutions and the Dissemination of Knowledge*, by Douglas Nigh and Brian Toyne (eds.), (Columbia, SC: University of South Carolina Press, 1999), pp. 125-132.

"International Business Teaching Implications", *International Business and the Dissemination of Knowledge*, by Douglas Nigh and Brian Toyne (eds.), (Columbia, SC: University of South Carolina Press, 1999), pp. 240-247.

"Assessment of Political Risk," with James A. Schweikart in Rosalie L. Tung (ed.) *The Handbook of International Business* (London: International Thomson Business Press, 1999). pp. 502-514.

"A Value Networks Approach to Implementing Cross-National Business Operations," with Cathy A. Enz in Noritake Kobayashi (ed.) *Management: A Global Perspective* (Tokyo: The Japan Times, 1997).

"Internationalizing Doctoral Programs in Business: The Indiana University Experience," in S. Tamer Cavusgil and Nancy E. Horn (eds.) *1994 Roundtable on Internationalizing Doctoral Education in Business* (East Lansing, MI: Michigan State University, 1997), pp. 149-159.

Re-published as "Latin American and Caribbean Direct Investment in the United States," with Jeffrey A. Krug in Seung H. Kim, Suk H. Kim, Duane Kujawa, and Gregory Ulferts (eds.) *Readings in International Business* (Lanham, MD: University Press of America, 1997), pp. 123-134.

"Perspectives on Curriculum," in Tamer Cavusgil (ed.) *Internationalizing Business Education* (East Lansing, Michigan: Michigan State University Press, 1993), pp. 167-184.

"Protection of Competitive Advantage in U.S./Asia-Pacific Joint Ventures from High Technology Industries," with Sharon L. Magill in *Multinational Strategic Alliances*, by Refik Culpan (ed.). (New York: International Business Press, 1993), pp. 167-182.

"International Operations and U.S. Corporate Financial Performance: A Longitudinal Empirical Examination", with Jeffrey S. Bracker and Shaker A. Zahra, *How to Manage for International Competitiveness*, by Abbas J. Ali (ed.). (Binghamton, NY: International Business Press, 1992), pp. 147-165.

"Latin American Investment in the United States: 1980-1988", with Jeffrey A. Krug in *1992 BALAS Proceedings*, Juan M. Rivera and Xavier Aguilar Milanés (eds.). South Bend, IN: University of Notre Dame, College of Business Administration, 1992, pp. 145-152.

"Cross-Cultural Studies: Some MNE Needs for the Twenty-First Century", *Fifth International Conference on Multinational Enterprise*, Vol. I. Taipei: Chinese Culture University, 1992, pp. 397-420.

"The Elusive Concept of International Competitiveness," *Business Horizons*, November-December 1991, pp. 3-6.

"United States Competitiveness," Guest editor of special edition, *Business Horizons*, November-December 1991.

"Asia-Pacific Joint Ventures: A Study of United States Firms in High Technology Industries," with Sharon L. Magill in *Asia-Pacific Business*, by Mun Kin-chok (ed.) (Hong Kong: Chinese University of Hong Kong, 1990), pp. 311-316.

"Staffing and Personnel Practices in International Joint Ventures: U.S. Firms in High Technology Industries," with Sharon L. Magill in *Managing the High Technology Firm Proceedings*, by Luis R. Gomez-Mejia and Michael W. Lawless (eds.) (Boulder, Colorado: University of Colorado, 1990).

Book review of *Organizing the Multinational Enterprise: An Information-Processing Perspective*, by William G. Egelhoff, in *Journal of International Business Studies*, Fall 1989, Vol. XX, No. 2, pp. 154-157.

Book review of *Foreign State Enterprises: A Threat to American Business*, by Douglas F. Lamont, in *Journal of International Business Studies*, Spring-Summer, 1980, pp. 113-115.

"The Multinational Environment," in Edgar Huse, *The Modern Manager* (St. Paul: West Publishing, 1979), pp. 467-483

"Education in International Business," in *Academy of International Business Proceedings, 1976, 1977*, n.p.

"Comparacion Entre Exportadores: Una Busqueda de Variables," with Juan Goyburo, Lima, *ESAN, Documento de Trabajo*, No.16, November, 1977, pp. 1-27.

"Como Incrementar la Exportación de Manufacturas," with Juan Goyburo, *Proyeccion*, April-May, 1976, pp. 24-36.

"Adaptation to Host Country Attitudes in Negotiations of Technology Transfers," in Fernando Robles (ed.) *Transfer of Technology to ANCOM: Issues and Viewpoints* (New York: Fund for Multinational Management Education, December, 1976), pp. 107-128

"New Foreign Competition," in C. G. Alexandrides (ed.), *International Business Systems: Proceedings*, Atlanta: Georgia State University, 1970, pp. 113-124.

CASE PUBLICATIONS

I have published over 40 cases.

18. **Other works accepted for publication:**

Sullivan, Daniel P. and Daniels, John D. "Innovation in International Business Research: A Call for Multiple Paradigms," forthcoming *Journal of International Business Studies*.

Daniels, John D., Jeffrey A. Krug, and Len Trevino, "Foreign Direct Investment from Latin America and the Caribbean," forthcoming *Transnational Corporations*.

Daniels, John D. and Gary Insch, "The Relationship between Foreign Transfers and International Strategies of Companies," forthcoming *Multinational Business Review*.

Sullivan, Daniel P. and Daniels, John D. "International Business Studies; Episodic or Evolutionary?" in John H. Dunning (ed.) *Multinational Enterprises and Emerging Challenges of the 21st Century*, London: Palgrave, forthcoming.

Daniels, John D. and Krug, Jeffrey A. (eds.) *The Growth, Consequences, and Future of Globalization*, London: Sage, forthcoming.

Daniels, John D. and Krug, Jeffrey A. (eds.) *Globalization and National Cultures*, London: Sage, forthcoming.

Daniels, John D. and Krug, Jeffrey A. (eds.) *Effects of Globalization on the Firm*, London: Sage, forthcoming.

Krug, Jeffrey A. and Daniels, John D. (eds.) *The Multinational Enterprise*, London: Sage, forthcoming.

Krug, Jeffrey A. and Daniels, John D. (eds.) *Internationalization Process of the MNE*, London: Sage, forthcoming.

Krug, Jeffrey A. and Daniels, John D. (eds.) *Organizational Structure and Control*, London: Sage, forthcoming.

Daniels, John D., Radebaugh, Lee H., and Sullivan, Daniel P. *International Business: Environments and Operations*, 12th edition, Upper Saddle River, NJ: Prentice-Hall, forthcoming.

PROFESSIONAL

19. **Funded Research Performed** (include all grants received in the last five years, identifying the principal investigator and the amounts and dates of the awards):

N/A

20. **Editorial responsibilities:**

Academy of Management Journal, editorial board, 1982-1983.

Advances in International Marketing, editorial board, 1990-.

Essays in International Business, editorial board, 1977-.

Journal of Business Research, editorial board, 1978-.

Journal of International Business Studies, editorial board, 1970-1971; 1979-1988; 1993-1994, 1997-1999.

Journal of International Management, editorial board, 1993-.

Journal of Transnational Management Development, editorial board, 1993-.

Journal of Teaching in International Business, editorial board, 1991-.

Latin American Business Review, editorial advisory board, 1996-
Management International Review, editorial board, 1994-
Multinational Business Review, editorial board, 1991-
Multinational Management Review, editorial board, 1988-

Reviewer on *ad hoc* basis for:

Academy of Management Review
Strategic Management Journal
Sloan Management Review.

21. Professional and Honorary Organizations (member; officer; date)

Academy of Management

International Division Program Chair 1989; Division Vice-Chair 1990;
Chairman, 1991.

Academy of International Business

Program Chair 1975, 1984; Secretary 1977-1978; President 1989-1990; Dean of
Fellows 1996-1999.

Business Association of Latin American Studies (BALAS); Program Track Chair 1998.

Delta Sigma Pi

European International Business Association

Strategic Management Society

22. Honors and Awards:

Academy of International Business, elected Fellow in 1985.

Fulbright Award to France, 1982-1983.

Academy of International Business, first place in annual dissertation competition, 1969.

International Business Fellowship, 1966-1968.

Department of Business Fellowship, 1964-1965.

Dade County Scholarship, 1955-1959.

Barrett Award for outstanding student in Latin American Studies (University of Miami),
1959.

Irwin-McGraw Hill Distinguished Paper Award, Midwest Business Administration meeting,
2000.

23. Post-Doctoral Fellowships: N/A

24. Other Professional Activities (e.g., papers presented; performances; conference proceedings;
seminar or conference panel member; catalogue work; etc.):

Major Management Development Presentations

University Executive Management Programs at Carnegie-Mellon, Colorado-Denver,
Duke, Georgia State, Hawaii, Indiana, Miami, Pennsylvania State, and UCLA; Programs
abroad for American University in Cairo (Egypt), INCOLDA (Colombia), IACE
(Mexico), IESA (Venezuela), ESAN (Peru), UNISA (South Africa), and Indiana

University FIPSE and Match Programs in Hungary; and other Programs for American Express, Denel, U.S. Steel, Business International, Kellogg Foundation, Council of the Americas, and Ashland Oil.

Major Professional Presentations

Paper at annual meeting of Academy of International Business (AIB), New York, New York, 1969, "Foreign Investment in the United States."

Paper for annual meeting of Academy of International Business (AIB), New York, New York, 1973, "The Use of Third Country Nationals in U.S. Companies."

Discussion leader, "Marketing and Marketing Systems in Latin America," at Latin American Studies Association Annual Meetings, San Francisco, 1974.

Leader of pedagogy session on "International Business Education," at annual Academy of International Business Meeting, San Francisco, 1974 and in Chicago, 1978.

Paper for Rocky Mountain Council for Latin American Studies with Juan Goyburo on "Comparison of Exporters and Non-Exporters from Peru," in Glendale, Arizona, 1975.

Chairman of session, "New Approaches in International Business Education," at Academy of International Business annual meeting in New York, 1976.

Leader of session on "Science Fiction and International Business," at annual Academy of International Business meeting in Orlando, Florida, 1977.

Member of panel, "The Environment for Transfer of Technology," at International Business Forum, Philadelphia, 1977.

Paper, "International Labor Mobility," for Eastern Academy of International Business Meetings, New York, 1978.

Paper with Fernando Robles, "The Choice of Technology and Export Behavior," for Eastern Academy of International Business Meetings, Boston, 1980.

Paper with Fernando Robles, "Import Substitution and Export Stimulation in the Perception of Appropriate Technology," for Academy of International Business, New Orleans, 1980.

Discussion leader for session, "Export Strategies," at Academy of International Business Meetings, Montreal, 1981.

Chairman of session, "Cross Cultural Comparative Studies," at meetings of the European International Business Association in Fontainebleau, France, 1982.

Paper, "European Organization Structures of U.S. Multinational Firms," at University of Paris I (Sorbonne), 1982.

Paper with Robert A. Pitts and Marietta Tretter, "The Influence of Diversification Strategy Upon Multinational Structure," at Academy of Management Meeting, Dallas, 1983.

Chairman of session, "Management Challenges Facing the Multinational Companies," at Academy of Management Meetings, Boston, 1984.

Paper with Jeffrey Bracker, "The Relationship Between Foreign Dependence and Performance," Strategic Management Society Conference, Barcelona, Spain, 1985.

Paper, "Organizing for European Regional Operations," Academy of International Business Meetings, New York, 1985.

Member of panel, "Men and Women in International Business," Academy of International Business, New York, 1985.

Chairman of session, "Strategy for Multinational Companies," Academy of Management, Chicago, 1986.

Member of panel, "Internationalizing the Academy," Academy of Management, Chicago, 1986.

Member of panel, "Future of Research in International Business," Academy of International Business, London, 1986.

Paper, "Profit Performance: Do International Operations Make a Difference?" Academy of International Business, London, 1986.

Co-chairman, "Junior Faculty Development Workshop," Academy of Management, New Orleans, 1987.

Chairman of session, "Organization and Management of Multinational Firms," Academy of International Business, Chicago, 1987.

Paper, "Opportunities: Obstacles, and Methods in High Technology Management: The Case of Developing Countries," Conference on Managing the High Technology Firm, Boulder, Colorado, 1988.

Paper, "International Strategy and Performance," Conference on Pacific Focus, University of Hawaii-Pacific Asian Management Institute, 1988.

Chaired panel, "Internationalizing Business Doctoral Programs," for AACSB Annual Meeting, Montreal, Canada, 1989.

Served on Panel, "Regional Headquarters of Multinational Enterprises: The American and European Experience and Relevance for Southeast Asia," at Academy of International Business Meeting, Singapore, 1989.

Chaired session, "Subsidiary - HQ Relationship Management," at Academy of International Business Meeting, Singapore, 1989.

Workshop participant, "International Cooperation and Business Education," sponsored by CIEE and the Johnson Foundation, Racine, Wisconsin, 1989.

Paper with Cathy Enz, "A Value Networks Approach to Implementation of European Regional Business Operations," at the workshop on Organizational Theory and the Multinational Corporation, Fontainebleau, France, 1989; and at the workshop for studies of MNEs, Tokyo, Japan, 1990.

Paper with Sharon Magill, "International Technology Joint Ventures in High Tech U.S. Industries," at the International Conference on Managing the High Technology Firm, Boulder, Colorado, 1990.

Paper, "Asia-Pacific Joint Ventures: A Study of United States Firms in High Technology Joint Ventures," with Sharon L. Magill at Conference on Asia-Pacific Business in the 1990s, Hong Kong, 1990; and at Pacific-Asian Management Institute, Honolulu, Hawaii, 1990.

Panelist on AACSB's teleconference, "Europe 1992," Stillwater, Oklahoma, 1990.

Chairman of session, "Organization for Multinational Operations," Academy of Management meetings, San Francisco, 1990.

Participant in "Workshop on EEC Business and Economic Studies," at Danish Summer Research Institute, Gilleleje, Denmark, 1990, 1991, and 1992.

Paper, "Relevance in International Business Research," at Academy of International Business meetings, Toronto, 1990.

Chaired session on Cultural Aspects of International Business at Northeastern Academy of International Business meetings, Hamilton, Bermuda, 1991.

Participated at "Roundtable On Internationalizing Business Schools and Faculty," at Michigan State University, East Lansing, Michigan, 1991.

Panelist for Academy of Management/International Division Junior Faculty Workshop, Miami, Florida, 1991.

Plenary speaker on "Course Development and Curricular Change", at Conference on Internationalizing Business Education, University of Pittsburgh, Pittsburgh, PA, 1992.

Paper, "Latin American Investment in the United States: 1980-1988", with Jeffrey A. Krug, BALAS Annual meeting, Mexico, DF, 1992.

Paper, "Cross-Cultural Studies: Some MNE Needs for the Twenty-First Century," at Conference on Multinational Enterprise, Taipei, Taiwan, 1992.

Paper, "International Business Research and Structure", at Conference on Perspectives on International Business, University of South Carolina, Columbia, SC, 1992.

Paper, "International Business Teaching Implications", at Conference on Perspectives on International Business, University of South Carolina, Columbia, SC, 1992.

Paper with Len Trevino, "Japanese Foreign Direct Investment in the United States," at Pacific-Asian Management Institute, Honolulu, Hawaii, 1993.

Paper with Len Trevino, "FDI Theory and Direct Investment," at Academy of International Business, Maui, HI, 1993.

Panelist, "What Every MBA Should Know About International Business", at the Academy of International Business, Boston, MA 1994.

Speech in the Distinguished Guest Speaker Series, Conflicting Trends Affecting International Business for the Twenty First Century, Institut für Absatzwirtschaft, Vienna, Austria, 1994.

Roundtable on internationalizing doctoral programs in business, Michigan State University, 1994.

Paper, "Teaching, Research, and Service in Programs of Business Administration" at CLADEA meetings, Monterrey, Mexico, 1997.

Paper with Mark V. Cannice, "Linking the Operating Mode Decision to Performance: A Theoretical Integration and Comparative Case Analysis of U.S. High-Tech Ventures into China," at Research Conference on Management in China at Hong Kong University of Science and Technology, Hong Kong, 1998.

Chaired session on "A Continuous Change and Environmental Management in an International Context," at Western Academy of Management, Istanbul, Turkey, 1998.

Paper, "Emerging Economies and the Challenge of Globalization," at the Consortium for International Marketing Research, Çesme, Turkey, 1998.

Chair and Discussant for Session, "Models of Globalization Governance," at conference on Coping with Globalization, Alexandria, VA, 1998.

Paper with Gary Insch, "Expatriates As Implementing Devices in Blending Corporate Subsidiary Strategies: A Theoretical Examination," at Academy of International Business, Vienna, Austria, 1998.

Paper with John Pfaff and Ian Stewart, "Global Strategic Alliances for Superior business Education," at European International Business Association, Manchester, U.K., 1999.

Paper with Gary Insch, "External Environmental Evolution: Explaining the Decrease in Early Departure from Foreign Assignments," at Midwest Business Administration meetings, Chicago, 2000.

Paper with Mark Cannice, "Market Entry Strategies, Operational Tactics and Venture Performance in Greater China: A Case Analysis of 24 Silicon Valley High-tech Manufacturers' Market Entries into PRC, Hong Kong, and Taiwan," at "Forum on Management Challenges," in Pokhara, Nepal, 2000.

Chaired session at American Marketing Association international meetings in Buenos Aires, Argentina, 2000.

Chaired session, "International Marketing" at European Academy of Marketing meeting in Braga, Portugal, 2002.

Chaired session, "Networks: Evolution and Effects," at Academy of International Business meetings in San Juan, Puerto Rico, 2002.

Chair and discussant, "The Nature and Strategic Role of Knowledge in the International Firm," at European International Business Association (EIBA) meetings, Copenhagen, Denmark, 2003.

Chaired session, "Management, Business, Marketing, Information System," at Global Business & Economics Research Conference" in Istanbul, Turkey, 2003.

Paper with Mark V. Cannice and Roger Chen, "Managing International Technology Transfer Risk," at Academy of International Business meetings in Monterey, CA (USA), 2003.

Chair and discussant, "Entry Strategies and Choices of Foreign Investors," European International Business Association (EIBA) meetings, Ljubjana, Slovenia, 2004.

Chair and discussant, "Strategic Issues in Emerging Markets," Academy of International Business meetings, Stockholm, Sweden, 2004.

Chair and discussant, two sessions, "Strategic Challenges in the Global Economy," and "Strategic Alliances: Survival and Performance," Western Academy of Management meeting, Shanghai, China, 2004.

Paper with Gary Insch, "Expatriates as Implementing Devices to Blend Corporate and Subsidiary Strategies," at International Human Resource Management conference, Cairns, Australia, 2005.

Paper with Daniel Sullivan, "Defining International Business through Its Research," at Academy of International Business meetings, Quebec, Canada, 2005.

Paper with Daniel Sullivan, "International Business Studies: Episodic or Evolutionary?" at 8th International Conference on Multinational Enterprise, Chinese Culture University, Taipei, Taiwan, 2006.

Participated in Past Presidents' Roundtable and chaired session "Differentiation Strategies: Standing Out from the Crowd," at Academy of International Business meetings, Beijing, China, 2006.

Paper, "New Perspectives on Cross Cultural Knowledge," at Academy of Management, Atlanta, GA, 2006.

Plenary speaker for 15th anniversary of Universidad del Pacifico, Guayaquil, Ecuador, 2007.

TEACHING

25. **Teaching Awards Received:** Selected outstanding professor, MSPM Program, 2002.
26. **Teaching Specialization** (courses taught): N/A
27. **Thesis and Dissertation Advising/Post-doctoral student supervision** (chairman or committee member; topic; student name; date):

About 50 during career before coming to the University of Miami. Supervised 13 masters papers during 2000, 8 in 2001, 10 in 2002, 7 in 2003, and 8 in 2004.

SERVICE

28. **University Committee and Administrative Responsibilities:**

University of Miami, Coral Gables, Florida:

Advisory Board, Center for Latin American Studies

Indiana University, Bloomington, Indiana: *(Selected duties)*

Director of Center for International Business Education and Research (CIBER), 1992-1997. This was funded by the Department of Education for about \$300,000 per year. Programs include internationalization at the undergraduate, MBA, and Ph.D. levels -- both teaching and research--and various outreach programs.

Pennsylvania State University, University park, PA: *(Selected duties)*

Director Ph.D./M.S. Programs for the College of Business Administration from 1976 to 1980. Activities included day-to-day administration, "An interview study of programs at 20 other universities, preparation of new brochures and publicity, and the reassessment of curriculum requirements.

Chairman of University Committee for International Programs 1975-1976 and 1981-1982. Administered the office (reporting to the Provost) which handled international visitors and speakers on campus; the preparation and dissemination of international brochures; Penn State's membership in the Pennsylvania Consortium on International Education, Southeast Consortium on International Education, and Partners for the Alliance; preparation and review of international research and exchange proposals; and preparation of a long-range plan for international activities.

Faculty Member in charge of International Business Program from 1971 to 1986. Duties included advising of majors (graduate only) and of coordination of course sections, which went from 4 to 18 per academic year during the period.

Served as advisor on curriculum internationalization at Brigham Young University, Michigan State University, University of Arkansas--Little Rock, University of Colorado-Denver, University of Louisville, University of South Carolina, Texas A&M University, University of Tulsa, and University of Utah, and University of Maryland University College.

Other activities include or have included member or chairman of numerous doctoral and masters thesis committees as well as departmental, college, and university-wide committees.

Service and Professional Activities

AACSB, International Affairs Committee, 1989-1990; International Education Trust Fund Task Force, 1992-1994.

Academy of Management, International Division Program Committee, 1978, 1985, 1986, 1988, 1992, 1993, 1994, 1996; Internationalization Committee, 1991-1995.

European International Business Association (EIBA) program committee, 1991-1993, 1997, 1998.

Fulbright Alumni Association; Eastern Program Committee, 1974.

Universidad San Ignacio de Loyola (Lima, Peru), business school advisory board, 1996-.

29. **Community Activities:**

Magnet program advisory board, Miami Jackson High School.