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## MARIANNA MAKRI

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**Current Academic Rank:** Assistant Professor  
**Primary Department:** Management  
**Secondary or Joint Appointments:** N/A  
**Citizenship:** Greek-Cypriot

## HIGHER EDUCATION

### Institutional:

Doctor of Philosophy – Business Administration, Arizona State University, May 2003  
Master of Arts - Mathematics, University of South Florida, May 1996  
Bachelor of Arts - Mathematics, University of South Florida, May 1996

## EXPERIENCE

<i>Faculty Associate</i> Arizona State University, Main Campus, Tempe, AZ	Summer 1999 - Spring 2003
<i>Faculty Associate</i> University of South Florida, Tampa, FL	January 1995 - May 1996

## PUBLICATIONS

### Books and Monographs Published:

- Makri, M. 1999. Exploring the dynamics of learning alliances. *Academy of Management Executive*, v13 (3): 113-114.
- Makri, M. & Gomez-Mejia, L.R., 2001. Rewarding Executives. In R. Silzer (ed.) *The 21st Century Executive: Innovative Practices for Building Leadership at the Top* (pp. 200-226). San Francisco: Jossey Bass.
- Makri, M., & Gomez-Mejia, L.R. 2007. Executive compensation; Something old, something new. In S. Werner (ed.) *Managing Human Resources in North America: Current Issues and Perspectives* (pp. 158-170). London, U.K.: Routledge.
- Makri, M., M. Junkunc & J. Eckhardt, 2007. Technological Diversification, Cumulativeness and Venture Capital Exit: M&A versus IPO. *Frontiers of Entrepreneurship Research*, v27(1): 1-14. Wellesley, MA: Babson College Press.
- Makri, M. 2008. Incentives for innovation in a global context. In L.R. Gomez-Mejia & S. Werner (eds.) *Global Compensation: Foundations and Perspectives* (pp.72-83). London, UK: Routledge. .

Hitt, M., King, D. Krishnan, H., Makri, M., Schijven, M. , K., & Shu, K. Mergers and Acquisitions: Overcoming Pitfalls, Building Synergy and Creating Value. In S. Teerikangas (ed.) *The Handbook of M&A Research*. Oxford University Press. Forthcoming.

#### **Juried or Refereed Journal Articles:**

Gomez-Mejia, L.R., Larraza, M. & Makri, M., 2003. The determinants of executive compensation in family controlled public corporations. *Academy of Management Journal*, v46 (2): 226-239.

Makri, M., Lane, P.J., & Gomez-Mejia, L. 2006. CEO Incentives, innovation, and performance in technology-intensive firms. *Strategic Management Journal*, v27 (11): 1057-1080.

Geiger, S. & Makri, M. 2006. The role of organizational slack in science search. *Journal of High Technology Management Research*. v17 (1): 97-124.

Makri M., & Lane, P.J. 2007. Responding to technological maturity: A socio-cognitive model of science and innovation in technological communities. *Journal of High Technology Management Research*. v18 (1): 1-28.

Makri M., & Lane, P.J. 2007. A search theoretic model of productivity, science and innovation. *R&D Management*.v37 (4): 303-317.

Berrone, P., Makri, M., & Gomez-Mejia, L.R. 2008. Executive pay in high-technology firms: A contextual approach. *International Journal of Human Resource Management*. v19(8): 1534-1552.

Jones, C., Makri, M. & Gomez-Mejia, L.R. 2008. Affiliate directors and perceived risk bearing in publicly traded, family-controlled firms: The case of diversification. *Entrepreneurship Theory and Practice*. v32 (6): 1007-1026.

Makri, M., & Scandura, T. Exploring the effects of creative CEO leadership on innovation in high-technology firms. *Leadership Quarterly*. Forthcoming.

Gomez-Mejia, L.R., Makri, M. & Larraza, M. Diversification decisions in family controlled firms. *Journal of Management Studies*. Forthcoming.

Makri, M., Hitt, M. & Lane, P. J. Complementary technologies, knowledge relatedness and innovation outcomes in high-technology M&As. *Strategic Management Journal*. Forthcoming.

#### **Manuscripts Under Review:**

Washburn, N. T., Makri, M. & Gomez-Mejia, L. R. Not all risks are equal: Causes and consequences of desire versus efficacy motivated executive risk taking.  
Article Status: Under 1<sup>st</sup> review at *Academy of Management Journal*. September 2009.

Makri, M. Science relatedness, Technology relatedness and collaborative innovation.  
Article Status: Under 1<sup>st</sup> review at *Strategic Management Journal*. September 2009.

### **Working Papers:**

Koyuncu, B., Makri, M., & Gomez-Mejia, L. 2009. Who monitors the monitor? Agency problems between shareholders and board of directors.

Stage: Manuscript is prepared for first submission.

Eckhardt, J., M. Junkunc, & M. Makri, 2009. Technological Regimes and Mode of Venture Capital Exit.

Stage: Collected additional data, revisiting the data analysis.

Hoskisson, B., Makri, M., Castleton, M. & Gomez-Mejia, L. 2009. Corporate Entrepreneurship in Family Firms.

Stage: Data analysis completed

Washburn, N., Makri, M., & Gomez-Mejia, L. 2009. Efficacy motivated executive risk taking and complementary M&As: A Knowledge-Based View.

Stage: Data analysis completed

Makri, M. & Hitt, M. 2009. Knowledge relatedness and performance outcomes in high technology M&As.

Stage: Data analysis completed

Fosse, S., Gomez-Mejia, L., Makri, M. & Berrone, P. 2009. Does family egoism increase social welfare? The effects of family ownership on corporate social performance.

Stage: Data collection

Makri, M., Mezas, J., & Kerr, J. 2009. Family Ownership, Family Control and Corporate Misconduct: A Behavioral View.

Stage: Data collection

### **PROFESSIONAL**

#### **Funded Research Performed:**

McLamore Research Award 2004, 2006, 2008, Arsht Research in Ethics and Community Award 2009

#### **Editorial Responsibilities:**

##### **Reviewer:**

Journal of High Technology Management Research

Journal of Management Studies

Strategic Management Journal

Strategic Entrepreneurship Journal

Entrepreneurship Theory and Practice

#### **Professional and Honorary Organizations:**

Business Policy and Strategy Division of the Academy of Management, 1999-2009

### **Selected Paper Presentations:**

Washburn, N. T., Makri, M. & Gomez-Mejia, L. R. 2008. Not all risks are equal: Causes and consequences of desire versus efficacy motivated executive risk taking. Paper presented at the Academy of Management Annual Conference, Anaheim, 2008.

Makri, M., Junkunc, M., & Eckhardt, J. 2007. Knowledge Complementarities, Asset Complementarities and Mode of Growth of Venture Capital-Backed Firms. Paper presented at Babson Conference, June 2007, Madrid as well as the Academy of Management Conference, Philadelphia, August 2007.

Jones, C., Makri, M. & Gomez-Mejia, L. R. 2007. The role of affiliate directors in the growth strategies of family-controlled firms. Paper presented at Theories of Family Enterprise Conference, May 2007, Mississippi State University.

Gomez-Mejia, L., Makri, M. & Larraza, M. 2005. Growth strategies of family controlled public corporations. Paper presented at the Academy of Management Annual Conference, Hawaii, 2005.

Makri, M. & Lane, P. 2004. *A Knowledge-based approach to predicting innovation outcomes of high-technology M&As*. Paper presented at the Strategic Management Society Conference, Puerto Rico, November 2004. The paper was nominated for the Best Paper Award and appeared in the conference proceedings.

Makri, M. and Lane, P.J. 2004. Science Relatedness, Technology Relatedness, and Collaborative Innovation. 2004 Academy of Management meeting, New Orleans.

Lane, P.J., Makri, M., and El-Hakim, S. 2000. Science Quality, Patent Quality, and Firm Performance. 2000 Strategic Management Society Conference, Vancouver.

Makri, M., Lane, P.J., and Gomez-Mejia, L.R. 1999. Science, Innovation, and CEO Pay in High Technology Firms. 1999 Strategic Management Society meeting, Berlin.

### **TEACHING**

**Teaching Specialization:** MGT 677 Corporate Strategy & Organization  
MGT 401 Strategic Management

### **SERVICE**

Judge for the Staples Win-Win Business Competition, June 2008  
Technical Expert for EUROSTARS Joint Program for the benefit of R&D performing SMEs