

**David R. King**

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**EDUCATION**

<b>Ph.D.</b>	2002	<b>Indiana University</b> , Kelley School of Business Major: Strategic Management Minors: Entrepreneurship and Methods & Analysis Dissertation: Predicting Post-acquisition Performance: Focusing on High-technology Target Firms
<b>M.A.</b>	2002	<b>Indiana University</b> , Kelley School of Business Major: Business Administration
<b>M.S.</b>	1995	<b>Air Force Institute of Technology</b> , Dayton, Ohio Major: Logistics Management Thesis: Review of Fighter Aircraft Capability for Smart Bombs
<b>B.S.</b>	1990	<b>United States Air Force Academy</b> , Colorado Springs, Colorado Majors: Management and Behavioral Science

**RECOGNITION/AWARDS**

- 2022: *Journal of Strategy and Management* “Best Reviewer” award
- 2022: Research recognized as ‘top cited’ in 2020-21 for a 2020 *Human Resource Management* article, and for a *Journal of Management Studies* article published in 2021
- 2022: Selected as Fulbright Scholar Alumni Ambassador (1 of 17 selected out of 250)<sup>1</sup>
- 2020: Recognized as ‘Reviewer of the Year’ by *Journal of Management Studies*
- 2020: Florida State University College of Business “Core Values” award recipient for exemplifying integrity, respect, leadership and innovation
- 2020: Best paper award for “A study of psychological contract of Gig economy employees” at the 6<sup>th</sup> International Communication management Conference (ICMC) in Ahmedabad, India. Best in Track and 2<sup>nd</sup> best in conference (2/72)
- 2019: Member of Fulbright Regional Peer Review Committees for Business and Communication
- 2018: Member of 2018 Fulbright Regional Peer Review Committee for Austria
- 2018: Selected to participate in Florida State University’s leadership development program
- 2018: Nominated (1/9) for *Journal of Management Studies* Best Reviewer for 2017
- 2018: Fulbright Scholar to Austria (Feb-Jun)  
MCI Management Center, Innsbruck  
Project: Strategic Impact of merger and acquisition (M&A) activity on organizations

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<sup>1</sup> <https://cies.org/alumni-ambassadors?page=1>

- 2017: Guest editor for *Long Range Planning* “special issue” on the strategic management of dynamic growth with Janne Tienari and Giovanni (Giambattista) Dagnino
- 2017: Ranked in “Top 25” most prominent M&A scholars<sup>2</sup>
- 2017: Conference Co-Chair for Midwest Strategy Meeting, Iowa State University, 8-9 June 2017.
- 2016: “Best Paper” at European Academy of Management (EURAM) Corporate Strategy track for: Bauer, F., King, D., Schriber, S., Matzler, K. 2016. Acquisition Characteristics, Integration Choices, and Performance: A Process Perspective. EURAM, Paris, 31 May- 4 June.
- 2015: Outstanding reviewer for *Canadian Journal of Administrative Science*
- 2015: Emerald Outstanding Author Contribution Award for: King, DR. 2014. The influence of complementary resources on firm boundary decisions. In *Advances in Mergers and Acquisitions*, Volume 13. Finkelstein, S., and Cooper, C. (eds). Emerald Publishing: Bingley, UK, pp. 25-42.
- 2014: Best paper finalist (1/5) for practice implications for paper examining competitive dynamics by the Strategic Management Society conference, Madrid, Spain, September 20-23.<sup>3</sup>
- 2013: Best paper award for “The mediation effects of entrepreneurship orientation and R&D Investment: A resource-based view” at the International Conference on Operations & Supply Chain Management (ICOSCM 2013), Shanghai, China, June 22-25
- 2012: AOM best paper proceedings (Top 10%) for “Managing cultural distance: Effects of technological overlap in cross-border acquisitions” and nominated for Carolyn Dexter award for best international paper by the Business Policy and Strategy (BPS) division of the Academy of Management
- 2007: Aeronautical System Center Sylvester Award for program management (#1/329)
- 2005: Secretary of the Air Force for Acquisition “Officer of the Year” (#1/250)
- 2004: Outstanding reviewer from BPS division
- 2002: Paper on Social Security selected 1 of 4 most influential published by Board of Certified Financial Planners
- 2002: Best paper (#1/65) at Midwest Academy of Management for research on experiential learning
- 2000: Outstanding Air Officer Commanding (#1/8) for USAF Academy 1st Basic Cadet Training
- 1998: Outstanding USAF Academy Research award from Institute for National Security Studies (INSS)

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<sup>2</sup> Mirc, N., Rouzies, A., & Teerikangas, S. (2017). Do academics actually collaborate in the study of interdisciplinary phenomena? A look at half a century of research on mergers and acquisitions. *European Management Review*, 14(3), 333-357.

<sup>3</sup> Conference had 1,300 submissions

## RESEARCH

My research interests span merger and acquisition (M&A) integration and performance, innovation, complementary resources, corporate entrepreneurship, technology transfer, and government policy.

Research Impact	Number <sup>4</sup>
Publons/Web of Science citations <sup>5</sup>	1,559
Research Gate citations <sup>6</sup>	3,068
Google Scholar citations <sup>7</sup>	4,677

**Publications** (underline identifies student co-author)

*Refereed Journal Articles* (reverse chronological order; underline student co-author)

49. Galdino, K., Gordon, J., **King, D.R.**, (2022). Expanding the CAGE: The impact of distance on acquisition performance. *European Management Journal*.  
<https://doi.org/10.1016/j.emj.2022.09.010>
48. **King, D.R.** (2022). Fulbright: Catalyst for international research collaboration. *Fulbright Chronicles*, 1(3). <https://fulbright-chronicles.com/issues/1-3/fulbright-catalyst-for-international-research-collaboration/>
47. Amiri, S., **King, D.R.**, Duesing, R. (2022). Managing divestments as projects: Benefits of stakeholder orientation. *International Journal of Project Management*, 40: 385-397.  
<https://doi.org/10.1016/j.ijproman.2022.03.012>
46. Bansal, A., **King, D.R.**, Meglio, O. (2022). Acquisitions as programs: The role of sensemaking and sensegiving. *International Journal of Project Management*, 40(3): 278-289.  
<https://doi.org/10.1016/j.ijproman.2022.03.006>
45. Amiri, S., **King, D.R.**, DeMarie, S., Brown, J. (2022). Predicting the divestment of prior acquisitions. *British Journal of Management*, 33(4): 1803-1819.  
<https://doi.org/10.1111/1467-8551.12569>
44. **King, D.R.**, Meglio, O., Gomez-Mejia, L., Bauer, F., De Massis, A. (2022). Family Business Restructuring: A review and research agenda. *Journal of Management Studies*, 59(1): 197-235. <https://onlinelibrary.wiley.com/doi/pdf/10.1111/joms.12717>  
Blog: <https://managementstudiesinsights.com/do-family-firms-acquire-differently/>
43. Schriber, S., **King, D.R.**, Bauer, F. (2022). Retaliation effectiveness and acquisition performance: The influence of managerial decisions and industry context. *British Journal of Management*, 33(2): 939-957. <https://doi.org/10.1111/1467-8551.12480>
42. Bansal, A., **King, D.R.** (2022). Communicating change following an acquisition. *International Journal of Human Resource Management*, 33(9): 1886-1915.  
<https://doi.org/10.1080/09585192.2020.1803947>
41. Bauer, F., **King, D.R.**, Schriber, S., Kruckenhauser, C. (2021). Navigating challenging contexts: Costs and benefits from applying codified acquisition experience. *Long Range Planning*, 54(6): <https://doi.org/10.1016/j.lrp.2021.102088>

<sup>4</sup> As of October 2022

<sup>5</sup> <http://www.researcherid.com/rid/B-2204-2012>

<sup>6</sup> [https://www.researchgate.net/profile/David\\_King11](https://www.researchgate.net/profile/David_King11)

<sup>7</sup> <http://scholar.google.com/citations?user=A1-19eYAAAAJ&hl=en>

40. Shi, W., **King**, D.R., Connelly, B. (2021). Closing the deal: Managerial response to short sellers following announcement of mergers and acquisitions. *Journal of Business Research*, 130: 188-199. <https://www.sciencedirect.com/science/article/abs/pii/S0148296321001946>
39. Baker, A., **King**, D.R., Nalick, M., Tempio, M., Gupta, V., Pierce, C. (2021). Managers' Sexually-Oriented Behavior and Firm Performance: Linking Media Reports to Stock Market Reactions and Legal Risk. *Journal of Strategy and Management*, 14(4): 562-581. <https://doi.org/10.1108/JSMA-07-2020-0188>
38. Schriber, S., **King**, D.R., Bauer, F. (2021). Deadly sins and corporate acquisitions. *Culture and Organization*, 27(1): 1-15.
37. **King**, D.R., Wang, G., Samimi, M., Cortes, F. (2021). A meta-analytic integration of acquisition performance prediction. *Journal of Management Studies*, 58(5): 1198-1236.<sup>8</sup> <https://doi.org/10.1111/joms.12636>
36. **King**, D.R., Bauer, F., Weng, Q., Schriber, S., Tarba, S. (2020). What, When and Who: Manager Involvement in Predicting Employee Resistance to Acquisition Integration. *Human Resource Management*, 59: 63-81.<sup>9</sup> <https://onlinelibrary.wiley.com/doi/pdf/10.1002/hrm.21973>
35. Amiri, S., **King**, D.R., DeMarie, S. (2020). Divestiture of prior acquisitions: Competing explanations of performance. *Journal of Strategy and Management*, 13 (1): 33-50.
34. Schriber, S., Bauer, F., **King**, D.R. (2019). Organizational resilience in acquisition integration – Organizational antecedents and contingency effects of flexibility and redundancy. *Applied Psychology: An International Review*, 68 (4), 759–796.
33. Lamont, B., **King**, D.R., Maslach, D., Schwerdtfeger, M., Tienari, J. 2019. Integration Capacity and Knowledge-Based Acquisition Performance. *R&D Management*, 49(1): 103-114.
32. Schriber, S., **King**, D.R., Bauer, F. 2018. Acquisition integration flexibility: Toward a conceptual framework. *Journal of Strategy and Management*, 11(4): 434-448.
31. Bauer, F., Schriber, S., Degischer, D., **King**, D.R. 2018. Contextualizing speed and cross-border acquisition performance: Labor market flexibility and efficiency effects. *Journal of World Business*, 53: 290-301.
30. **King**, D.R., Sekerka, L. 2017. Managing Competing Interests: A review of ethics in military procurement. *Public Integrity*, 19 (5): 444-468.
29. Meglio, O., **King**, D.R., Risberg, A. 2017. Speed in acquisitions: A managerial framework. *Business Horizons*, 60(3): 415-425.
28. Bauer, F., **King**, D.R., Matzler, K. 2016. Speed of acquisition integration: Separating the role of human and task integration. *Scandinavian Journal of Management*, 32(3): 150-165.
27. **King**, D.R., Schriber, S. 2016. Addressing competitive responses to acquisitions. *California Management Review*, 58(3): 109-124.
26. Meglio, O., **King**, D.R., Risberg, A. 2015. Improving acquisition performance with contextual ambidexterity. *Human Resource Management*, 54(S1): 29-43.<sup>10</sup>
25. **King**, D.R., Coldwell, D., Joosub, T., McClelland, D. 2015. Institutional Forces and Divestment Performance of South African Conglomerates: Case Study Evidence, *South African Journal of Economics and Management Science*, 18(3): 1-16.

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<sup>8</sup> Recognized by publisher as the journal's "top cited" article 2020-21

<sup>9</sup> Recognized by publisher as the journal's "top cited" article 2020-21

<sup>10</sup> Lead article in special issue on ambidexterity

24. **King**, D.R. 2014. Managing the dark side of competitive rivalry. *Graziadio Business Review*, 17(2): <http://gbr.pepperdine.edu/2014/10/managing-the-dark-side-of-competitive-rivalry/><sup>11</sup>
23. **King**, D.R., DeMarie, S. 2014. Organizational Jazz: Understanding of Organizational Culture using Music, *Graziadio Business Review*, 17(1): <http://gbr.pepperdine.edu/2014/04/organizational-jazz/>
22. **King**, D.R. 2013. Managing uncertainty: Lessons from Xenophon's retreat, *Journal of Management History*, 19(3): 377-393.
21. **King**, D.R., Peterson, T. 2013. Strategy from SWOT: The case of Microsoft's Surface tablet, *Graziadio Business Review*, 16(2): <http://gbr.pepperdine.edu/2013/09/microsoft-surface-tablet>.
20. **King**, D.R., Taylor, R. 2012. Beyond the numbers: Seven stakeholders to consider in improving acquisition outcomes, *Graziadio Business Review*, 15(2): <http://gbr.pepperdine.edu/2012/08/beyond-the-numbers/>
19. **King**, D.R., Slotegraaf, R. 2011. Industry implications of value creation and appropriation investment decisions. *Decision Sciences*, 42(2): 511-529.
18. Hitt, M., **King**, D., Krishnan, H., Makri, M., Schijven, M., Shimizu, K, Zhu, H. 2009. Mergers and acquisitions: Overcoming pitfalls, building synergy and creating value, *Business Horizons*, 52: 523-529.
17. **King**, D.R. 2009. Generating opportunity from uncertainty, *Air Force Journal of Logistics*, 32(3): 48-53:
16. **King**, D.R., Slotegraaf, R, Kesner, I. 2008. Performance implications of firm resource interactions in the acquisition of R&D-intensive firms, *Organization Science*, 19(2): 327-340.
15. Cording, M., Christmann, P., **King**, D.R. 2008. Reducing causal ambiguity in acquisition integration: Intermediate goals as mediators of integration decisions and acquisition performance, *Academy of Management Journal*, 51(4): 744-767.<sup>12</sup>
14. **King**, D.R., Driessnack, J. 2007. Analysis of competition in the defense industrial base: An F/A-22 case study, *Contemporary Economic Policy*, 25(1): 57-66.
13. **King**, DR. 2007. Balanced Innovation Management. *Acquisition Review Journal*, 43: 151-169.
12. Heeley, M, **King** D.R., Covin, J. 2006. Effects of firm R&D investment level and environment on acquisition likelihood. *Journal of Management Studies*, 43(7): 1513-1536.
11. **King**, D.R. 2006. Implications of technological uncertainty on firm outsourcing decisions. *Human Systems Management*, 25(2): 115-125.
10. **King**, D.R. 2006. American aircraft industry: On the brink. *Air and Space Power Journal*, 20(1): 35-44. <http://www.airpower.maxwell.af.mil/airchronicles/apj/apj06/spr06/king.html><sup>13</sup>
9. **King**, D.R, Dalton, D., Daily, C., Covin, J. 2004. Meta-analyses of post-acquisition performance: Indications of unidentified moderators. *Strategic Management Journal*, 25(2): 187-200.<sup>14</sup>

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<sup>11</sup> Translated and republished in *Chief Executive China*

<sup>12</sup> Recognized as "state of the art" research in a review published in the *International Business Review* in 2013

<sup>13</sup> Translated and published in Portuguese, see: <http://www.airpower.maxwell.af.mil/apjinternational/apj-2007/2tri07/king.html>

<sup>14</sup> 4<sup>th</sup> most cited article in *SMJ* out of 251 published since 2004 as of April 2019 (based on Google Scholar)

8. Driessnack, JD, **King**, D.R. 2004. An Initial Look at Technology and Institutions on Defense Industry Consolidation, *Acquisition Review Journal*, 35: 63-77.
7. **King**, D.R., Jennings, W. 2004. The impact of augmenting traditional instruction with technology-based, experiential exercise, *Journal of Financial Education*, 30(Summer): 9-25.<sup>15</sup>
6. **King**, D.R., Covin, J., Hegarty, W. 2003. Complementary resources and the exploitation of technological innovations, *Journal of Management*, 29(4): 589-606.<sup>16</sup>
5. **King**, D.R., Nowack, M. 2003. The impact of government policy on technology transfer: An aircraft industry case study, *Journal of Engineering and Technology Management*, 20(4): 303-318.
4. **King**, D.R., Driessnack, J.D. 2003. Investigating the Integration of Acquired Firms in High-technology Industries: Implications for Industrial Policy. *Acquisition Review Quarterly*, Summer: 260-283.
3. Fraser, S., Jennings, W., **King**, D.R. 2001. Strategic asset allocation for individual investors: The impact of the present value of Social Security benefits, *Financial Services Review*, 9(4): 295-326.<sup>17</sup>
2. Green, SG, **King**, D.R., Rappaport, N. 2000. Bringing acquisition reform into focus, *Journal of Cost Analysis and Management*, Winter: 69-82.
1. **King**, D.R., Massey D.S. 1997. History of the F-15 program: A Silver Anniversary first flight remembrance, *Air Force Journal of Logistics*, Winter: 10-16.<sup>18</sup>

### *Books*

- King**, D.R. 2022. *Acquisitions and corporate strategy: Alliances, performance, and divestment*. Routledge: Oxford, UK. 978-1-032-03636-6 <https://www.routledge.com/Acquisitions-and-Corporate-Strategy-Alliances--Performance-/King/p/book/9781032036366>
- King**, D.R., Bauer, F., Schriber, S. 2018. *Mergers & Acquisitions: A Research Overview*. Routledge: Oxford, UK. 9781138602762: <https://www.routledge.com/Mergers-and-Acquisitions-A-Research-Overview/King-Bauer-Schriber/p/book/9781138602762><sup>19</sup>
- Risberg, A., **King**, D.R., Meglio, O. 2016. *Routledge Companion to Mergers and Acquisitions*. Routledge: Oxford, UK. 9780415704663 <https://www.routledge.com/The-Routledge-Companion-to-Mergers-and-Acquisitions/Risberg-King-Meglio/p/book/9780415704663>
- King**, D.R. 1999. *Interpreting Shadows: Arms Control and Defense Planning in a Rapidly Changing Multi-Polar World*, Institute for National Security Studies Occasional Paper #26, USAF Academy, Colorado: <http://www.usafa.af.mil/df/inss/OCP/ocp26.pdf><sup>20</sup>

### *Book Chapters*

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<sup>15</sup> This paper won the “Best Paper” award at the 2002 Midwest Academy of Management conference

<sup>16</sup> One of 342 “influential” articles included in review of innovation literature published in *Int. J. of Mgt Reviews*

<sup>17</sup> This article was abstracted in the *CFA Digest* 32(2) (2002), pp. 77-79, a quarterly review of articles of interest to 50,000+ investment professionals; Selected as 1 of 4 most influential academic articles published in 2001 by Board of Certified Financial Planners; 2<sup>nd</sup> most cited article in *Financial Services Review*.

<sup>18</sup> Over 1,100 downloads from Marquette University’s ePublications

<sup>19</sup> First chapter downloaded over 8,000 times from ResearchGate:

[https://www.researchgate.net/profile/David\\_King11/achievement/5eacfaecaf0a825a3af8e388](https://www.researchgate.net/profile/David_King11/achievement/5eacfaecaf0a825a3af8e388)

<sup>20</sup> Research selected as “Outstanding USAF Academy Researcher” award by Institute for National Security Studies (INSS)

- Meglio, O., King, D., Shijaku, E. 2023. Addressing information asymmetry in acquisitions: The role of social ties. In Finkelstein, S., & Cooper, C. (eds.), *Advances in Mergers and Acquisitions*, Vol. 23. Emerald Publishing: Bingley, UK.
- Galdino, K., Molina-Sieiro, G., King, D., Lamont, B., Hubbard, N. 2022. Exploring the impact of context on acquisition integration issues and outcomes. In A. Akande (ed.) *Springer Handbook on Globalization, Human Rights and Populism*. Springer.
- Jensen, C., King, D., Zámorský, P. 2022. Cross-border acquisition performance insights from predictive modeling. In D. King (ed). *Acquisitions and corporate strategy: Alliances, Performance, and divestment*. Routledge. Oxford, UK, pp. 157-176.
- Patel, P., King, D. 2022. Capability transfer: Improved performance from acquiring polluting targets. In D. King (ed). *Acquisitions and corporate strategy: Alliances, Performance, and divestment*. Routledge. Oxford, UK, pp. 128-156.
- Amiri, S. King, D., DeMarie, S. 2022. Review of divestment research. In D. King (ed). *Acquisitions and corporate strategy: Alliances, Performance, and divestment*. Routledge. Oxford, UK, pp. 26-47.
- Shijaku, E., King, D., Urtasun, A. 2022. Alliances as precursors to acquisition. In D. King (ed). *Acquisitions and corporate strategy: Alliances, Performance, and divestment*. Routledge. Oxford, UK, pp. 13-25.
- Shijaku, E., King, D. 2022. Manager decisions across acquisition phases: The role of inimical resources. In Finkelstein, S., & Cooper, C. (eds.), *Advances in Mergers and Acquisitions*, Vol. 21. Emerald Publishing: Bingley, UK, pp. 17-30.
- Brueller, N., King, D.R., Robotham, R. 2022. A national comparison of competition in defense procurement. In A. Akande, B. Adetoun, & M. Adewuyi (Eds.), *Building Diplomacy for Regional Cooperation and Peace*. London, UK: Springer Nature.
- King, D. 2022. Strategies for bridging traditional and digital ecosystems. In Baumann, S. (Ed.) *Handbook on Digital Business Ecosystems: Strategies, Platforms, Technologies, Governance and Societal Challenges*, Edward Elgar: Cheltenham. <https://www.e-elgar.com/shop/gbp/handbook-on-digital-business-ecosystems-9781839107184.html>
- Kiss, A., King, D. 2021. Family business education in multiple generation family businesses. In Akande, A., Perrewé, P., & Ferris, G. (Eds.) *Organizational Science: A Global Perspective*. Hauppauge, NY: Nova Science Publishers.
- King, D., Shi, W., Connelly, B. 2021. Reactions to acquisition announcements and acquisition completion. In Finkelstein, S., & Cooper, C. (eds.), *Advances in Mergers and Acquisitions*, Vol. 20. Emerald Publishing: Bingley, UK., pp. 25-38.
- King, D., Sizemore, A. 2020. Strategic management in online and hybrid courses. In *Teaching Strategic Management: A Hands-on Guide to Teaching Success*. Baumann, S (ed.) Edward Elgar Publishing: Cheltenham, UK., pp 202-219. <https://www.e-elgar.com/shop/usd/teaching-strategic-management-9781788978354.html>
- Heeley, M., King, D. 2019. Collaboration and intellectual property: Strategies for navigating fragmented property rights. In *Oxford Handbook of Entrepreneurship and Collaboration*. Reuer, J., Matusik, S. (eds). Oxford University Press: Oxford, UK, pp. 267-292.
- Meglio, O., King, DR. 2019. Family businesses: Building a Merger and Acquisition Research Agenda. In *Advances in Mergers and Acquisitions*, Vol 18. Finkelstein, S., and Cooper, C. (eds). Emerald Publishing: Bingley, UK, pp. 83-98.

- King, DR.**, Schriber, S., Bauer, F., Amiri, S. 2018. Acquisitions as corporate entrepreneurship. In *Advances in Mergers and Acquisitions, Vol 17*. Finkelstein, S., and Cooper, C. (eds). Emerald Publishing: Bingley, UK, pp. 119-144.
- Bauer, F., Schriber, S., **King, DR.**, Uzelac, B. 2016. Entrepreneurial integration skills: Knowing what you acquire to integrate it. In *Mergers and Acquisitions, Entrepreneurship and Innovation*. Weber, Y., and Tarba, S. (eds). Emerald: Bingley, UK, pp. 1-30.
- Patel, P., **King, DR.** 2016. Interaction of Cultural and Technological Distance in Cross-Border, High-Technology Acquisitions. In *Advances in Mergers and Acquisitions, Volume 15*. Finkelstein, S., and Cooper, C. (eds). Emerald Publishing: Bingley, UK, pp. 115-144.
- King, DR.** 2016. Management as a limit to organizational change: Implications for acquisitions. In *Organizational Change Management Strategies in Modern Business*. A. Goksoy (ed.). IGI Global: Hershey, PA: 52-73.
- Patel, P., **King, DR.** 2015. Acquire or get acquired: Defensive acquisitions in medium-sized family firms. In *Companion to Mergers and Acquisitions*. Risberg, A., Meglio, O., and King, D. (eds). Routledge: Oxford, UK: 57-73.
- King, DR.** 2014. The influence of complementary resources on firm boundary decisions. In *Advances in Mergers and Acquisitions, Volume 13*. Finkelstein, S., and Cooper, C. (eds). Emerald Publishing: Bingley, UK, pp. 25-42.<sup>21</sup>
- King, DR.** 2013. A phased approach to merger and acquisition integration: Tapping experiential learning. In *Strategic Management in the 21st Century, Volume 2 – Corporate Strategy*, V.R. Kannan (editor), Praeger Press: 48-70.
- Hitt, M., **King, DR.**, Krishnan, H., Makri, M., Schijven, M., Shimizu, K, Zhu, H. 2012. Creating value through mergers and acquisitions: Challenges and opportunities, in *Handbook of Mergers and Acquisitions*. D. Faulkner, S. Teerikangas & R. Joseph (Eds.). Oxford, UK: Oxford University Press, pp. 71-113.

### Case Studies

- Rothaermel, F., **King, D.** 2023. The Walt Disney Company. In Rothaermel, F. *Strategic Management 6e*, McGraw-Hill, Burr Ridge, IL.
- Rothaermel, F., **King, D.**, Guenther, A. 2023. Netflix, Inc. *Strategic Management 6e*, McGraw-Hill, Burr Ridge, IL.
- King, D.** 2023. Space X. In Rothaermel, F. *Strategic Management 6e*, McGraw-Hill, Burr Ridge, IL.
- Rothaermel, F., **King, D.**, Arthaud-Day, M. 2023. Best Buy Inc. In Rothaermel, F. *Strategic Management 6e*, McGraw-Hill, Burr Ridge, IL.
- Rothaermel, F., **King, D.** 2023. Apple Inc. In Rothaermel, F. *Strategic Management 6e*, McGraw-Hill, Burr Ridge, IL.
- King, D.** 2020. Space X. In Rothaermel, F. *Strategic Management 5e*, McGraw-Hill, Burr Ridge, IL.
- Rothaermel, F., **King, D.** 2020. The Walt Disney Company. In Rothaermel, F. *Strategic Management 5e*, McGraw-Hill, Burr Ridge, IL.
- Rothaermel, F., **King, D.** 2020. Best Buy Co., Inc. In Rothaermel, F. *Strategic Management 5e*, McGraw-Hill, Burr Ridge, IL.

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<sup>21</sup> Selected by the editorial team as an Outstanding Author Contribution in the 2015 Emerald Literati Network Awards for Excellence



- King, D.** 2019. Space X. In Rothaermel, F. *Strategic Management 4e*, McGraw-Hill, Burr Ridge, IL. ID: MHE-FTR-048-1259927628
- Rothaermel, F., **King, D.** 2019. Apple Inc. In Rothaermel, F. *Strategic Management 4e*, McGraw-Hill, Burr Ridge, IL. ID: MHE-FTR-051-1259927628<sup>22</sup>
- Rothaermel, F., **King, D.**, Arthaud-Day, M. 2019. Best Buy Inc. In Rothaermel, F. *Strategic Management 4e*, McGraw-Hill, Burr Ridge, IL. ID: MHE-FTR-052-1259927628<sup>23</sup>
- Rothaermel, F., **King, D.** 2019. Delta Airlines, Inc. In Rothaermel, F. *Strategic Management 4e*, McGraw-Hill, Burr Ridge, IL. ID: MHE-FTR-056-1259927628
- Rothaermel, F., **King, D.** 2019. Walmart, Inc. In Rothaermel, F. *Strategic Management 4e*, McGraw-Hill, Burr Ridge, IL. ID: MHE-FTR-045-1259927628
- Grigoriou, K., Retana, G., Rothaermel, F., **King, DR.** 2015. IBM at the Crossroads. In Rothaermel, F. *Strategic Management 3e*, McGraw-Hill, Burr Ridge, IL.
- Rothaermel, F., **King, D.** 2015. Apple Inc. In Rothaermel, F. *Strategic Management 3e*, McGraw-Hill, Burr Ridge, IL.
- Rothaermel, F., **King, D.** 2015. Tesla Motors, Inc. In Rothaermel, F. *Strategic Management 3e*, McGraw-Hill, Burr Ridge, IL.

*Non-refereed publications*

- King, D. 2022. Agency: The role of advisors across acquisition phases. *M&A Review*.
- Thomas, M., **King, D.** 2022. Joining Forces: Why Universities Merge. *AACSB Insights*. <https://www.aacsb.edu/insights/articles/2022/01/joining-forces-why-universities-merge>
- King, D.** 2019. Validating Stock Market Reactions to Acquisition Announcements. *Journal of Business Management and Administration*. <https://www.redelve.com/backend/images/article/1554962034.pdf>
- King, D.** 2019. Foreword. *Strategic Decisions and Sustainability Choices: Mergers, Acquisitions and CSR from a Global Perspective*. Meglio, O., Park, K. Palgrave Macmillan. London: UK. <https://www.palgrave.com/gp/book/9783030054779>
- Dagnino, G., **King, D.**, Tienari, J. 2017. Strategic Management of Dynamic Growth.<sup>24</sup> *Long Range Planning*, 50(4): 427-430.
- Bauer, F., Schriber, S., **King, D.** 2017. Was Top-Akquisiteure bei der Integration anders machen: Ein Blick hinter gängige Dichotomien zur Ergründung unterschiedlicher Erfolgspfade. *M&A Review*, 28(March): 42-49.
- Bauer, F., Schriber, S., **King, D.** 2016. Wettbewerbsdynamiken bei Akquisitionen – Einflüsse, Konsequenzen und prozessuale Gestaltungsmöglichkeiten, *M&A Review*, 27(March): 65-70.<sup>25</sup>

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<sup>22</sup> Top 10 most popular case on Harvard Business Education: [https://hbsp.harvard.edu/search?N=4294930434+516162&Ns=is\\_HE\\_bestseller%7C1%7C%7Caggregate\\_sort%7C0](https://hbsp.harvard.edu/search?N=4294930434+516162&Ns=is_HE_bestseller%7C1%7C%7Caggregate_sort%7C0)

<sup>23</sup> Top 10 most popular case on Harvard Business Education: [https://hbsp.harvard.edu/search?N=4294930434+516162&Ns=is\\_HE\\_bestseller%7C1%7C%7Caggregate\\_sort%7C0](https://hbsp.harvard.edu/search?N=4294930434+516162&Ns=is_HE_bestseller%7C1%7C%7Caggregate_sort%7C0)

<sup>24</sup> Introduction to special issue on dynamic growth

<sup>25</sup> Published in German; translated title: Competitive dynamics in acquisitions - influences, consequences and procedural design options

- King, D.** 2015. Medical mergers: Higher prices but greater benefit, *Des Moines Register*: 27 October, p. 15A: <http://www.desmoinesregister.com/story/opinion/columnists/iowa-view/2015/10/26/medical-mergers-higher-prices-but-greater-benefit/74643760/>.
- King, D., DeMarie, S.** 2014. Tuning up organizational culture. *Industrial Engineer*, 46(11): 26-30.<sup>26</sup>
- King, D.** 2013. More thoughts on Microsoft, *Graziadio Business Review Blog*.
- King, D.** 2010. Savvy program management, *Defense AT&L Magazine*, March-April: 62-64.
- King, D.** 2007. Making the contract type fit the program, *Defense AT&L Magazine*, 36(1): 47.
- Stockman, W, Kammerer, J, **King, D**, Green, S, Greiner, M. 2002. The Relationship between Cost Analysis and Program Management. *Journal of Cost Analysis and Management*, Winter: 1-7.<sup>27</sup>

### *Refereed Proceedings*

- King, D.R., Gupta, V., Baker, A., Tempio, M., Nalick, M., Pierce, C.** 2016. Impact of the Disclosure of Executive Workplace Social-Sexual Behavior on Firm Performance. Academy of Management conference. Proceedings. Doi 10.5465/AMBPP.2016.10529abstract
- Patel, P., **King, D.R.** 2012. Managing cultural distance: Effects of technological overlap in cross-border acquisitions, Academy of Management conference, *Best Paper Proceedings*.<sup>28</sup>
- King, DR.** 2011. Managing Uncertainty: Lessons from Xenophon's Retreat, International conference on Leadership and Management in a Changing World: Lessons from Ancient East and West Philosophy, *Proceedings*, 12-14 June, Athens, Greece.
- Park, K, **King, DR**, Chaudhuri, S, Arikian A, Goulet, P. 2003. Integrating Disciplinary Perspectives on Fifth-wave M&A Research, The IASTED International Conference on Alliances, Mergers, & Acquisitions (AMA), 2-4 July in Banff, Alberta, Canada. DTIC: <http://handle.dtic.mil/100.2/ADA396072>
- King, DR**, Covin, JG. 2002. Discontinued, R&D Intensive Firms: Resources for Sale? *Proceedings*, Midwest Academy of Management, 18-20 April, Indianapolis, IN.
- King, DR**, Jennings, WW. 2002. The Impact of Augmenting Traditional Instruction with Technology-based, Experiential Exercise, *Proceedings*, Midwest Academy of Management, 18-20 April, Indianapolis, IN.
- Green, S, **King, DR**, Rappaport, N. 2000. Bringing Acquisition Reform into Focus, *Proceedings*, 9<sup>th</sup> Annual Society of Cost Estimating and Analysis (SCEA) Conference, 13-16 June, Manhattan Beach, CA.
- King, DR**, Strbiak, C, Jennings, W. 1999. Impact of Personal Finance Pedagogy on College Student Learning, *Proceedings*, 41<sup>st</sup> Mountain Plains Conference, San Diego, CA, 14-16 October.
- Fraser, S, Jennings, W., **King, DR.** 1999. Quantifying the Value of Social Security Benefits, *Proceedings*, 41<sup>st</sup> Mountain Plains Conference, San Diego, CA, 14-16 October 1999.
- King, DR.** Technology Diffusion in the Aircraft Industry. *Proceedings*, 41<sup>st</sup> Mountain Plains Conference, San Diego, CA, 14-16 October.

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<sup>26</sup> Cover article

<sup>27</sup> Editor introduction to special issue

<sup>28</sup> Nominated for the Carolyn Dexter award by the Business Policy and Strategy (BPS) division

- King, DR.** 1999. Encouraging Active Student Learning: Making Investing Relevant and Real, *Proceedings*, 1<sup>st</sup> Annual Pikes Peak Educational Innovations and Research Symposium, USAF Academy, Colorado, 20-22 January.
- King, DR.** 1998. Interpreting Shadows: Arms Control and Defense Planning in a Rapidly Changing Multi-Polar World, Institute for National Security Studies 6<sup>th</sup> Annual Research Results Conference, USAF Academy, Colorado, 19-20 November.
- King, DR.** 1998. The Y-Chart: Statistical Process Control for Linear Regression of Economic Data, *Proceedings*, International Society of Parametric Analysis (ISPA) and Society of Cost Estimating (SCEA) Joint International Conference, Toronto, Canada, June.

### *Refereed Presentations*

#### International

- Shijaku, E., Urtasun, A., **King, D.** 2022. Examining Precursors of Acquisitions. European Academy of Management. Zurich, Switzerland: 15-17 June.
- Baumann, S., Mainanen, P., Graybeal, G., **King, D.**, Reisinger, S., TenBrink, C., Wright, R. Wunder, T. (panel). 2021. Back to the Future: Lessons learned from online for in-person teaching. Strategic Management Society (virtual): 18-21 September.
- Baumann, S., Bourke, J., Graybeal, G., Maijanen, P., **King, D.**, (panel). 2021. Teaching Strategic Management for particular Student Groups and Teaching Settings. Strategic Management Society (virtual): 18-21 September.
- Bauer, F., Schriber, S., **King, D.** 2021. Practice implications in acquisition research: What can we learn? European Academy of Management. Online: 16-18 June.
- Shijaku, E., King, D. 2021. Networks and M&A: Insights and Recommendations from a Systematic Review. European Academy of Management. Online: 16-18 June.
- Bauer, F., Schriber, S., **King, D.** 2021. What Can Managers Learn from Practice Implications? The Case of Acquisition Research. Academy of Management conference. Online: 29 July - 4 August.
- Shijaku, E., King, D. 2021. Building bridges: A Network-based Merger and Acquisition Research Agenda. Academy of Management conference. Online: 29 July - 4 August.
- Molina-Sieiro, G., **King, D.**, Galdino, K. 2020. Completion CAR and the Long-Term Performance of M&As. Strategic Management Society, London, UK.
- Maslach, D., Devine, R., **King, D.**, Holmes, M. 2020. Motives in the Sharing Economy: Evidence from Field Experiments on a New Online Task Platform. Academy of Management, Vancouver, Canada.
- King, D.**, Smith, A., McGahan, A., Balogun, J., Gilson, L., Misangyi, V, Ranft, A., Vandenberg, R. 2020. Professional Development Workshop: Succeeding as a Management Department Chair: Lessons from the Trenches. Academy of Management, Vancouver, Canada. Cancelled due to COVID-19.
- Bauer, F., Friesl, M., **King, D.**, Schriber, S., Weng, Q. 2020. Acquisition experience-capability-performance: A triple layer contextual model. Academy of Management, Vancouver, Canada.
- Molina-Sieiro, G., Lamont, B., De Melo Galdino, K., Ellis, K., **King, D.**, Gordon, J. 2020. When and Why Advisory Firms Help Acquisition Performance: The Role of Contemporaneous Capital, Academy of Management, Vancouver, Canada.

- Bauer, F., **King**, D., Schriber, S., Kruckenhauser, C. 2020. Navigating through Challenging Contexts: When the Application of Codified Acquisition Experience Pays Off and When Not. European Academy of Management, Dublin, Ireland.
- Bansal, A., **King**, D. 2020. Change Communication and Employee Attitudes: A Study of Perceived Justice Mediation in Acquisitions. European Academy of Management, Dublin, Ireland.
- Bansal, A., Karani, A., **King**, D. 2020. A study of psychological contract of Gig economy employees: Towards developing a four factor model. MICA 6<sup>th</sup> International Communication Management Conference, Ahmedabad, India: 9-10 January.<sup>29</sup>
- Maslach, D., Devine, R., **King**, D., Holmes, M. 2020. Gender differences in Digital Economy motives. MICA 6<sup>th</sup> International Communication Management Conference, Ahmedabad, India: 9-10 January.
- Molina-Sieiro, G., Lamont, B., Ellis, K., De Melo Galdino, K., King, D., Gordon, J. 2019. Advisory Firms and Acquisition Performance: The Role of Contemporaneous Capital. Strategic Management Society, Minneapolis, MN.
- Bauer, F., **King**, D., Schriber, S., Friesel, M. 2019. A Triple Layered Contextual Model of Acquisition Capability Performance Effects. European Academy of Management, Lisbon, Portugal: 26-28 June. (not present)
- Shijaku, E. **King**, D. Urtasun, A. 2019. Alliances or Acquisitions: Conservation of Organizational Momentum? European Academy of Management, Lisbon, Portugal: 26-28 June. (not present)
- Bauer, F. **King**, S. Schriber, C. Kruckenhauser, C. 2019 Learning to Handle Ambiguity: The Impact of Codification on Acquisition Integration Outcomes. Warwick Business School conference on Mergers & Acquisitions: State of the Art in Research & Practice. London, UK: 24-25 April.
- Shijaku, E. **King**, D. Urtasun, A. 2019. Alliances and Acquisitions: Diverging Firm Capabilities? Warwick Business School conference on Mergers & Acquisitions: State of the Art in Research & Practice. London, UK: 24-25 April.
- Bauer, F., **King**, D., Schriber, S., Kruckenhauser, C. 2019. Learning to handle ambiguity: The impact of codification on acquisition integration outcomes. Strategic Management Society Special Conference in Frankfurt, Germany, 13-15 June. (not present)
- Park, K., Gould, A., **King**, D. 2018. CEO Status and Turnover in the Market for Corporate Control, Academy of Management, Chicago, IL: 10-14 August.
- Jensen, C., **King**, D., Záborský, P. 2018. A meta-study of cross-border acquisition performance. Economic Research in Finance, Warsaw School of Economics, 13 September.
- Bauer, F., Schriber, S., **King**, D. 2018. Thinking out of the box: Reconciling and extending M&A research, European Academy of Management, Reykjavik, Iceland, 19-22 June.
- Meglio, O., **King**, D. 2018. Family Business: Building a Merger and Acquisition Research Agenda, Family Business Research Workshop, Palazzo di Economia, Trento, Italy, 4-5 June.
- King**, D., Dao, M. Meglio, O., Bauer, F. 2018. The art of organizational change: Combining the craft and science of acquisition experience. Strategic Management Society annual conference, Paris, 22-25 September.
- Herbolzheimer, E., Schijven, M., **King**, D. 2017. Do Managers Consider Market Reactions after Announcements of Non-Friendly Takeover Bids? SMS Special Conference on Collaborative

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<sup>29</sup> Best Paper award

- Strategies: New Thinking about Alliances, Mergers, and Acquisitions. Costa Rica, 14-16 December. (not present)
- King, D.R., Schriber, S., Bauer, F.** 2017. Resilience in Acquisition Integration, Strategic Management Society Annual conference. Houston, TX, 28-31 October.
- King, D., McLeod-Hughes, D., Samimi, M., Cortes, F.** 2017. Merger and acquisition research: A meta-analysis for the 21st century. Academy of Management, Atlanta GA: 4-8 August.
- Kiss, A., **King, D.** 2016. A Temporal Perspective on Family Business Education, Strategic Management Society, 17-20 September, Berlin.
- King, D., Gupta, V., Baker, A., Tempio, M., Nalick, M., Pierce, C.** 2016. Impact of the Disclosure of Executive Workplace Social-Sexual Behavior on Firm Performance. Academy of Management, Anaheim CA: 5-9 August.
- Bauer, F., **King, D., Schriber, S., Matzler, K.** 2016. Acquisition Characteristics, Integration Choices, and Performance: A Process Perspective. EURAM, Paris, 31 May- 4 June. (not present)
- Meglio, O., **King, D., Risberg, A.** 2016. Speed in acquisitions: Advancing a process perspective. EURAM, Paris, 31 May- 4 June. (not present)
- Huy, Q., Reus, T., Bertrand, O., Betschinger, M., Ellis, K., Halebian, J., **King, D., Mirvis, P., Lamont, B., Schijven, M., Weber, Y., Zollo, M.** 2016. Mergers & Acquisitions: Research, practice & Teaching (panel). Academy of Management, Anaheim CA: 5 -9 August.
- King, DR., DeMarie, S.** 2015. Corporate Divestiture: Revisiting External Explanations at Strategic Management Society conference, Denver, CO: 6 October.
- King, DR.** 2014. Applying stakeholder analysis in the classroom. Strategic Management Society (SMS), 20-23 September, Madrid, Spain. (panelist)
- Schriber, S., **King, D.** 2014. Competitive dynamics: An explanation for parity in acquisition performance, Strategic Management Society (SMS), 20-23 September, Madrid, Spain.<sup>30</sup>
- King, D., Meglio, O., Risberg, A.** 2014. Strategic windows: Achieving the benefits of speed in acquisitions, European Group of Organization Studies (EGOS) Colloquium, July 3-5, Rotterdam, the Netherlands. (not present)
- King, D.R., Joosub, T., Coldwell, D.** 2013. Impact of government policy on the market for corporate control: Divestment by South African conglomerates, Strategic Management Society, 28 Sep – 1 October, Atlanta, GA.
- Arthaud-Day, M., **King, D., Hornsby, J., Zhao, X., Qi, Y., Sheu, C.** 2013. The mediation effects of entrepreneurship orientation and R&D Investment: A resource-based view, International Conference on Operations & Supply Chain Management (ICOSCM 2013), June 22-25, Shanghai, China.<sup>31</sup> (not present)
- King, D.R., Patel, P., Schijven, M.** 2012. Organizational Indigestion: Managerial Capacity as a limit to Acquisitive Growth, Academy of Management Conference, 3-7 August in Boston, MA.
- Patel, P., **King D.R.** 2012. Managing cultural distance: Effects of technological overlap in cross-border acquisitions, Academy of Management Conference, 3-7 August in Boston, MA.
- King, DR.** 2011. Managing uncertainty: Lessons from Xenophon’s retreat, International conference on Leadership and Management in a Changing World: Lessons from Ancient East and West Philosophy, 12-14 June, Athens, Greece.

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<sup>30</sup> Finalist (1/5) for the SMS Conference “best paper” award for practice implications

<sup>31</sup> Received “best paper” award

- King, DR.** 2010. M&As at the crossroads: Current issues and novel strands of development, chaired by Michael Hitt, Strategic Management Society, 12-15 September, Rome, Italy. (panelist)
- Schijven, M., **King, D.R.** 2010. Investors as advisors to strategic decisions: A behavioral model of acquisition due diligence length, Academy of Management Conference, 7-11 August in Montreal, Canada.
- Arthaud-Day, M., **King, D.R.**, Hornsby, J., Sheu, C. 2010. Diminishing the effects of environmental dynamism: Resources as mediators of uncertainty on firm performance, 7-11 August in Montreal, Canada.
- King, DR,** Slotegraaf, R 2009. Investments in Value Creation and Value Appropriation: The Effect of Industry Growth and Volatility, Academy of Management Conference, 7-11 August in Chicago, IL.
- King, DR,** Slotegraaf, R. 2008. Exploring the Impact of Cumulative Firm Resource Investment on Industry Environment, Academy of Management Conference, 9-13 August in Anaheim, CA.
- Cording, M., **King, DR.**, Christmann, P. 2007. The Power of Feedback: Intermediate Goals as Mediators Of Integration Decisions And Acquisition Performance. Strategic Management Society 27th Annual International Conference, 14-17 Oct in San Diego, CA.<sup>32</sup>
- King, DR,** Slotegraaf, R, Kesner, I. 2007. R&D Intensive Target Firms: Performance Implications of Firm Resource Interactions, Academy of Management Conference, 3-8 August in Philadelphia, PA.
- Cording, M., **King, DR,** Christman, P. 2006. Extending the Chain of M&A Relationships: Goals, Integration Processes & Performance Outcomes. Academy of Management Conference, 11-16 August in Atlanta, GA.
- King, DR,** Slotegraaf, R. 2005. Exploring industry implications of organizational learning. Academy of Management Conference, 8-11 August in Honolulu, HI.
- King, DR,** Driessnack, JD. 2004. Competition and the Defense Industrial Base: A Case Study of Lockheed-Martin and the F/A-22 Raptor, Academy of Management Conference, 6-11 August in New Orleans, LA.
- King, DR,** Driessnack, JD. 2004. A transaction cost economics perspective to make, buy, or ally decisions, Strategic Management Society 24<sup>th</sup> Annual International Conference, 31 Oct to 3 Nov in San Juan, Puerto Rico.
- King, DR,** Driessnack, JD. 2004. Competition & the Defense Industrial Base: F/A-22 Case Study, Defense Economics Panel of Western Economic Association conference, 29 June to 3 July in Vancouver BC.
- King, DR,** Adkins, D, Greiner, M. 2003. Exploring the Diversification Discount: Focusing on High-technology target firms, Strategic Management Society 23<sup>rd</sup> Annual International Conference, 9-12 November, in Baltimore, MD.
- Park, K, **King, DR,** Chaudhuri, S, Arikan A, Goulet, P. 2003. Integrating Disciplinary Perspectives on Fifth-wave M&A Research, The IASTED International Conference on Alliances, Mergers, & Acquisitions (AMA), 2-4 July in Banff, Alberta, Canada. (not present)
- King, DR.** 2003. Exploring Competing Motivations Behind the Acquisition of High-Technology Targets, Academy of Management Conference, 4-6 August in Seattle, WA.

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<sup>32</sup> One of five papers nominated for “Best Paper” award

- King, DR, Slotegraaf, R, Kesner, I, Lenz RT.** 2003. Complementary Resources and the Prediction of Post-acquisition Performance, Academy of Management Conference, 4-6 August in Seattle, WA.
- Heeley, M, **King, DR, Covin, J.** 2002. R&D Investment Level and Environment as Predictors of Firm Acquisition, Academy of Management Conference, 12 August in Denver, CO.
- King, DR.** 2002. The State of Post-Acquisition Performance Literature: Where to from Here? Academy of Management Conference, 12 August in Denver, CO.
- King, DR, Dalton, D, Daily, C, Covin, J.** 2002. Meta-analysis of Post-acquisition Performance: Value Creation or Destruction? Mergers and Acquisition Summit, 6-9 June in Calgary Alberta, Canada.
- King, DR.** 1998. The Y-Chart: Statistical Process Control for Linear Regression of Economic Data, International Society of Parametric Analysis (ISPA) and Society of Cost Estimating (SCEA) Joint International Conference, June in Toronto, Canada.

### National

- King, D., Gallagher, V., Lamont, B., Wright-Cleveland, M., Pierce, C.** 2022. Fulbright is for Everyone, Including You! Southern Management Association Annual Meeting, 18-22 October, Little Rock, AR.
- Horton, K., King, D., Bauer, F., Lamont, B., Schriber, S. 2022. Acquisition Performance: The Role of Integration and Functional Disruption. Southern Management Association Annual Meeting, 18-22 October, Little Rock, AR.
- King, D., Martin, J., Harms, P., Park, S., Drnevich, P.** 2022. Studying Business and Government Organizations, Relationships, and Transactions: Exploring the Military Industrial Complex - Research Opportunities and Implications. Southern Management Association Annual Meeting, 18-22 October, Little Rock, AR.
- De Melo Galdino, K., **King, D., Gordon, J.** 2020. The Impact of Distance on Cross-border Acquisition Outcomes: Revisiting the CAGE Framework. Southern Management Association Annual Meeting, October 20-24, St. Petersburg, FL.
- Amiri, S., King, D., DeMarie, S. 2019. Divestment of Prior Acquisitions: The effect of Performance Volatility. Southern Management Association, 8-12 October, Norfolk, VA.
- Molina-Sieiro, G., Lamont, B., Ellis, K., De Melo Galdino, K., King, D., Gordon, J. 2019. When and Why Advisory Firms Help or Hurt Acquisition Performance: The Role of Contemporaneous Capital. Southern Management Association, 8-12 October, Norfolk, VA
- Amiri, S., King, D. 2016. Competing Explanations of Acquisition Divestment, Southern Management Association, 25-29 October, Charlotte, NC.
- Brueller, N., **King, D., Robotham, R.** 2012. Competition in defense acquisition: A comparison of perspectives, Defense Acquisition University conference on Limits of Competition in Defense Acquisition, 18-19 September, Fort Belvoir, VA.
- Patel, P., **King D.** 2012. Disciplining poor environmental management: Increased performance for green acquirers of dirty firms, Production and Operation Management Society (POMS), 20-23 April in Chicago, IL.
- Pope, D, Tenney, C, Hudgens, B, **King, D.** 2006. Performance Based Service Acquisition: A Quantitative Evaluation of Implementation Goals and Performance in the United States Air Force. Naval Post Graduate School Third Annual Acquisition Research Symposium, Monterey, California, May 17-18.

- King, D., Jennings, W.** 2003. Impact of Augmenting Traditional Instruction, Academy of Financial Services Annual Meeting, 8-9 October in Denver, CO. (not present)
- Slotegraaf, R, **King, D.** 2003. Do Resource-based Theories Influence Industry Attractiveness? AMA Winter Marketing Educators' Conference, 14-17 February in Orlando, FL. (not present)
- King, D., Driessnack, J.** 2002. Predicting Synergy from the Acquisition of High-technology Targets: Implications for Industrial Policy, 4<sup>th</sup> Joint ISPA/SCEA International Conference, 17-20 June in Orlando, FL.
- Green, S., **King, D., Rappaport, N.** 2000. Bringing Acquisition Reform Into Focus, 9<sup>th</sup> Annual Society of Cost Estimating and Analysis (SCEA) Conference, 13-16 June in Manhattan Beach, CA.
- Fraser, S, Jennings, WW, **King, DR.** 2000. Strategic Asset Allocation for Individual Investors: The Impact of the Present Value of Social Security Benefits, Academy of Financial Services National Conference, October in Seattle, WA. (not present)
- King, D.** 1998. Interpreting Shadows: Arms Control and Defense Planning in a Rapidly Changing Multi-Polar World, Lead Panel, Institute for National Security Studies 6<sup>th</sup> Annual Research Results Conference, 19-20 November at USAF Academy, Colorado.

### Regional

- Amiri, S., King, D., DeMarie, S., Brown, J. 2018. Portfolio Restructuring: A Study of Corporate Risk in Divestment of Prior Acquisitions. Midwest Strategy Meeting, Lincoln Nebraska.
- Amiri, S., King, D., DeMarie, S. 2017. A review of corporate divestment antecedents and processes. Midwest Academy of Management, 20 October, Chicago, IL.
- Amiri, S., King, DR, DeMarie, S. 2017. A Review of Corporate Divestment Antecedents and Processes. 8th Annual Midwest Strategy Meeting, 8-9 June, Ames, IA.
- Amiri, S., King, D. 2016. Competing Explanations of Acquisition Divestment, Midwest Academy of Management, 6-8 October, Fargo, ND.
- Amiri, S., King, D. 2016. Competing Explanations of Acquisition Divestment. Midwest Strategy Meeting, 23-24 June, University of Kansas.
- King, D., Covin, J.** 2002. Discontinued, R&D Intensive Firms: Resources for Sale? Midwest Academy of Management Conference, Indianapolis, IN: 18-20 April.
- King, D., Jennings, WW.** 2002. The Impact of Augmenting Traditional Instruction with Technology-based, Experiential Exercise," Midwest Academy of Management Conference, Indianapolis, IN: 18-20 April.
- King, D., Jennings, WW.** 1999. Impact of Personal Finance Pedagogy on College Student Learning, 41<sup>st</sup> Mountain Plains Conference, San Diego, CA: 14-16 October.
- Fraser, S., Jennings, W., **King, D.** 1999. Quantifying the Value of Social Security Benefits, 41<sup>st</sup> Mountain Plains Conference, San Diego, CA: 14-16 October.
- King, D.** 1999. Technology Diffusion in the Aircraft Industry, 41<sup>st</sup> Mountain Plains Conference, San Diego, CA: 14-16 October.
- King, D., Strbiak, C., Jennings, W.** 1999. Encouraging Active Student Learning: Making Investing Relevant and Real, 1<sup>st</sup> Annual Pikes Peak Educational Innovations and Research Symposium, USAF Academy, CO: 20-22 January.



*Invited Presentations*

- King, D.** Fulbright presentation to faculty and students. Georgia College & Southern University. Milledgeville, GA. 10 November 2022.
- King, D.** Keynote presentation: Acquisitions & Agency. Spring Week Summit, organized by M&A Review and Lancaster University, 31 March 2022. <https://springweeksummit.com/> (Teams)
- King, D.** Performing Meta-analysis for Roundtable on Methods, MCI Management Center, 29 May 2018.
- King, D.** International research collaboration, University of Barcelona, 24 April 2018.
- King, D.** Cross-border acquisitions. R&D snack, MCI Management Center, 18 April 2018.
- King, D.** Dissertation Research. University of Innsbruck, doctoral seminar, 17 May 2017. (Skype)
- King, D.** Competitor Reactions as an Explanation of Lower Acquisition Performance. University of Hong Kong, China. 13 March 2017.
- King, D.** “What can M&A Research Tell Managers”. Annual Experts Meeting, Innsbruck, Austria: 22 October 2016.
- King, D.** “Inside Out: Evaluating and Executing the Deal.” Iowa M&A conference hosted by Faegre Baker Daniels LLP in Des Moines, IA: 4 August 2016.
- King, D.** “Importance of Culture” to Iowa State University’s Society for Human Resource Management, Ames, IA: 14 January 2016.
- King, D.** “M&A and Growth” at Management Center Innsbruck, Innsbruck University, Austria: 16-17 October 2015.
- King, D.** 2015. “Factors making M&A transactions more or less successful” at Iowa M&A conference hosted by Faegre Baker Daniels LLP in Des Moines on 6 August 2015.
- King, D.** “A competitive dynamics perspective on acquisition performance,” at University of Illinois Urbana-Champaign: April 16, 2015.
- King, D.** Keynote presentation. Macro and micro foundations of acquisitions in high-tech industries, Tel Aviv University, Israel, 14 December 2014.
- King, D.** “Organizational learning and ambidexterity in cross-border, high-technology acquisitions” Copenhagen Business School: 19 June, 2014.
- King, D.** “Business of Defense” at Milwaukee Business Expo. Milwaukee, WI: May 17, 2012.
- King, D.** “Managing cultural distance: Effects of technological coherence and diversity in cross-border acquisitions” at University of Illinois Urbana-Champaign: September 30, 2011.
- King, D.** “Business of Defense” at B2Gconnect Conference. Milwaukee, WI: June 29, 2011
- King, D.** Investors as strategic advisors to acquisitions and value implications of integration planning length” University of Wisconsin-Milwaukee: 7 October, 2010.
- King, D.** “Business of Defense” at Columbus, Ohio Community Capital Development Center: August 13, 2010
- King, D.** “Business of Defense” at Lawrence County, Ohio Chamber of Commerce: June 30, 2010
- King, D.** “Business of Defense” at Dayton, Ohio Entrepreneurship Center: May 7, 2010

*Media coverage*

Inside Higher Education. 2022. Otterbein, Antioch U Aim to Create National System:

<https://www.insidehighered.com/news/2022/07/14/otterbein-antioch-university-announce-partnership>

NPR Marketplace. 2022. Why Musk may have to pay \$1 billion if he abandons Twitter acquisition: <https://www.marketplace.org/2022/06/08/why-musk-may-have-to-pay-1-billion-if-he-abandons-twitter-acquisition/>

Inside Higher Education. 2022. A Crosstown Merger in Philadelphia. <https://www.insidehighered.com/news/2022/06/10/saint-josephs-absorbs-struggling-institution-across-town>

SeedSpark. 2021. The World of Mergers & Acquisitions in Business: [https://podcasts.google.com/feed/aHR0cHM6Ly9hbmNob3IuZm0vYcy8xNDkzOWIwOC9wb2RjYXN0L3Jzcw/episode/MjU0MjMyMDMtNWJhMS00Nzc3LTk5MmEtZmEwY2I2ZWViY2E3?hl=en&ved=2ahUKEwiGlaz\\_68fvAhUxo1kKHQI6AKUQjrkEegQICBAH&ep=6](https://podcasts.google.com/feed/aHR0cHM6Ly9hbmNob3IuZm0vYcy8xNDkzOWIwOC9wb2RjYXN0L3Jzcw/episode/MjU0MjMyMDMtNWJhMS00Nzc3LTk5MmEtZmEwY2I2ZWViY2E3?hl=en&ved=2ahUKEwiGlaz_68fvAhUxo1kKHQI6AKUQjrkEegQICBAH&ep=6)

MADiscover. 2020. The Strategic Fit Conundrum: Strategic Screening instead of Strategic Squeezing: <https://www.madiscover.com/webinarstrategicfit>

CultureIQ. 2020. The Chill of Competition: Why office rivalry is risky: <https://cultureiq.com/blog/the-chill-of-competition-why-office-rivalry-is-risky/>

KornFerry. 2020. Playing offense against COVID. <https://www.kornferry.com/insights/briefings-magazine/issue-44/playing-offense-against-covid>

ABC 6. 2020. Mnuchin promises audit of larger PPP loans as new wave of applications swamps system: <https://abc6onyourside.com/news/nation-world/mnuchin-promises-audit-of-larger-ppp-loans-as-new-wave-of-applications-swamps-system>

NPR. 2016. Why You Should Care About ‘Big Ag’ Companies Getting Even Bigger: <https://www.kunc.org/business/2016-11-02/why-you-should-care-about-big-ag-companies-getting-even-bigger>

NPR. 2015. Dow DuPont Merger Potentially Good for Ag? <https://www.iowapublicradio.org/agriculture/2015-12-11/dow-dupont-merger-potentially-good-for-ag>

#### Research Grants:

- 2018, Florida State University, Provost’s foreign travel grant \$1,500
- 2018, Fulbright Fellowship (\$20,000) to study in Austria at MCI Management Center, Innsbruck
- 2017, Florida State University, Provost’s travel grant \$1,000
- 2016, Iowa State University, Faculty Senate, Foreign Travel Grant \$1,027
- 2014, Principal Financial Faculty Professional Development Grant 1,250  
Helped to pay for travel to an international conference to make the keynote address
- 2014, Iowa State University, Faculty Senate, Foreign Travel Grant \$1,049  
Helped to pay for travel to an international conference
- 2010, Marquette University, Graduate School, faculty development grant \$700  
Helped to pay for travel to an international conference
- 2003, Office Secretary of Defense: Industrial Policy \$10,000  
The objective of this project was to assess the health of the defense industrial base by reviewing Federal Acquisition Regulation (FAR) profit policy on rationalization and the impact of defense industry consolidation on competition.
- 2002, Defense Acquisition University \$5,000

The objective of this project was to examine the impact of mergers and acquisitions on the defense industry and summarize implications for industrial policy.

- 2001, Institute for National Security Studies \$1,500  
The objective of this project was to examine conditions where acquisition of high-technology targets increases an acquirer's post-acquisition performance.
- 2000, Indiana University \$5,000  
This grant obtained data on acquisitions completed during the 1990s from Standard & Poor's.
- 2000, Institute for National Security Studies \$1,500  
The objective of this project was to review the impact of government policy on innovation and technology transfer.
- 1999 and 2000, Defense Systems Management College \$2,500  
The objective of this project was to review the history of procurement reform in the Air Force, since it became a separate service.
- 1999, Institute for National Security Studies \$1,620  
The objective of this project was to develop a better understanding of how the Information Age is impacting arm control efforts.
- 1998, Institute for National Security Studies \$2,000  
The objective of this project was to consider new paradigms for Arms Control, and supporting Defense Planning policies in a rapidly changing multi-polar global environment.

## TEACHING

I have a breadth of experience teaching traditional, hybrid and online courses at different institutions.

### Positions:

- Higdon Professor of Management, Florida State University 2021 -
- Chair, Department of Management, Florida State University (tenured) 2017 - 2021
- Fulbright Scholar, MCI Management Center, Innsbruck, Austria 2018 - 2018
- Associate Professor, Iowa State University (tenured 2015) 2013 - 2017
- Associate Professor, Marquette University (tenured 2013) 2010 - 2013
- Adjunct Faculty, U.S. Army Command and General Staff College 2011- 2012
- Adjunct Faculty, Capella University 2005 - 2006
- Adjunct Associate Professor, Air Force Institute of Technology (AFIT) 2003 - 2006
- Assistant Professor of Management, United States Air Force Academy 1999 - 2000
- Instructor of Management, United States Air Force Academy 1998 - 1999

### Courses:

- MAN 4605 Cross-cultural Management (xx students) 2023 (Spring)
- MAN 4605 Cross-cultural Management (online) (xx students) 2023 (Spring)
- MAN 4605 Cross-cultural Management (50 students) 2022 (Fall)
- MAN 6932 Seminar in Strategic Management (3 students) 2022 (Fall)
- MAN 5721 Strategy and Business Policy (17 students) 2022 (Summer)
- MAN 4605 Cross-cultural Management (17 students) 2022 (Spring)
- MAN 4605 Cross-cultural Management (online) (50 students) 2022 (Spring)
- MAN 4905 Independent Study-Role of Manager (2 students) 2021 (Fall)

• MAN 4605	Cross-cultural Management (online)	(67 students)	2021 (Fall)
• MAN 4905	Independent Study-Role of Manager	(2 students)	2021 (Summer)
• MAN 5721	Strategy and Business Policy (remote)	(144 students)	2021 (Summer)
• MAN 6932	Seminar in Strategic Management	(4 students)	2021 (Spring)
• MAN 4605	Cross-cultural Management	(71 students)	2020 (Fall)
• MAN 4441	Negotiation & Conflict Management	(50 students)	2020 (Fall)
• MAN 4905	Independent Study-Role of Manager	(1 student)	2020 (Fall)
• MAN 5721	Strategy and Business Policy (remote)	(14 students)	2020 (Summer)
• MAN 4905	Independent Study-Role of Manager	(3 students)	2020 (Summer)
• MAN 5721	Strategy and Business Policy (online)	(57 students)	2020 (Spring)
• MAN 5721	Strategy and Business Policy (online)	(45 students)	2019 (Fall)
• MAN 4905	Independent Study-Role of Manager	(2 students)	2019 (Fall)
• MAN 5721	Strategy and Business Policy (F2F)	(5 students)	2019 (Summer)
• MAN 4905	Independent Study-Role of Manager	(3 students)	2019 (Summer)
• MAN 6932	Seminar in Strategic Management	(2 students)	2019 (Spring)
• MAN 4905	Independent Study-Role of Manager	(3 students)	2019 (Spring)
• MAN 4720	Strategic Management (online)	(130 students)	2018 (Fall)
• MAN 4905	Independent Study-Role of Manager	(1 student)	2018 (Spring)
• IBM-M-2	Mergers and Acquisitions (part-time MBA)	(33 students)	2018 (Spring)
• IBM-M-2	Mergers and Acquisitions (full-time MBA)	(41 students)	2018 (Spring)
• IFLV6559	Strategic Management	(36 students)	2018 (Spring)
• MAN 4905	Independent Study-Role of Manager	(1 student)	2017 (Fall)
• MAN 4905	Independent Study-Strategy	(1 student)	2017 (Fall)
• MAN 4720	Strategic Management (online)	(130 students)	2017 (Fall)
• MAN 4905	Independent Study-Role of Manager	(1 student)	2017 (summer)
• MGT 478	Strategic Management	15 Sections	2013-2017
• MGT 590	Independent Study	(1 student)	2016 (summer)
• MGT 605x	Strategic Management and Entrepreneurship	1 Section	2015
• MGT 590	Independent Study	(1 student)	2015 (summer)
• BUAD 2000	Applied Global Business Learning—El Salvador	1 Section	2013
• BUAD 6695	Independent Study	(1 student)	2013 (Spring)
• MANA 6240	Strategic Management (MBA)	8 Sections	2011-2013
• EXBU 6640	Strategic Management (eMBA)	2 Sections	2011-2012
• MANA 4101	Strategic Management	4 Sections	2010-2011
• BUS 3010	Fundamentals of Mgt and Leadership	3 Section	2005-2006
• MGT 210	Introduction to Management	18 Sections	1998-2000
• MGT 345	Organizational Theory	4 Sections	1999

Professional Development:

- November 2022 Completed Quality Matters training
- 2019 Participated in Florida University System’s Department Chairs Workshop conducted by the Institute for Academic Leadership (Spring session)
- 2018-2019 Participated in Florida State University leadership program
- 2017 Participated in Florida University System’s Department Chairs Workshop conducted by the Institute for Academic Leadership (Fall session)
- March 2015: One of a dozen faculty nationally invited to a Wiley EdTechFocusGroup to discuss Strategic Management texts and current teaching tools
- September 2014: Panelist for workshop on teaching stakeholder theory at Strategic Management Society annual conference

- February 2012: Attended CELT workshop on Captivating Capstone Courses
- April 2011: Attended Harvard's Art & Craft of Discussion Leadership training
- April 2011: Attended workshop on designing effective assignments by John Bean the author of: "Engaging Ideas: The Professor's Guide to Writing, Critical Thinking, and Active Learning in the Classroom."
- October 2011: Attended seminar on effective classroom discussions

Research Supervision:

- Faculty Supervisor. Aden Annane sponsored by Center for Undergraduate Research. Project title: Public Listing Decisions: Comparing Initial Public Offering (IPO) and Specialized Acquisition Company (SPAC)
- External Examiner. Dissertation by Yves-Martin Felker entitled: Organizational learning, knowledge orchestration, and CEO personality – An integrative coordination perspective on value creation in acquisitions. Lancaster University.
- External Committee member: dissertation by Brad Hardly. Proposal defense May 2022. Title: the U.S. Army's Education in Atomic Warfare, 1947-1963
- External Committee member: Dissertation by Sanghyun (Abe) Park at Alabama University. Proposal defense March 2022. Title: A Review and Assessment of the Unique Resource Dependence Relationships between Business and Government in the Defense Industry
- Dissertation Committee. Gonzalo Molina-Sieiro. Proposal defense May 2020; graduated Spring 2021. Title: The Influence of TMT Cultural Distance in the Completion of Cross-border Acquisitions.
- External Committee member: Dissertation by Kris Irwin at Alabama University. Proposal defense Fall 2018; graduated Spring 2020. Title: A Mismatch between Theory and Practice? The Role of Mergers and Acquisitions (M&A) Motives and Measures of Performance.
- Co-Chair: Dissertation by Sina Amiri at Iowa State University. Proposal defense Spring 2017; graduated Spring 2019. Title: Strategic Restructuring: Study of Divestitures and Acquisitions.
- Reviewer: Master Thesis by Chantal Marie Schaefer at MCI Management Center. Defended Fall 2019.
- External Reviewer: Dissertation by Mai Anh Dao at University of Innsbruck (Austria) on: Creating value through acquisitions—Integrating strategic, organizational and procedural perspectives. Defended 3 Feb 2017.
- External Reviewer: Dissertation defense by Daojuan Wang at Aalborg University (Denmark) on: Cross-border acquisitions: Towards an integrative framework for explaining performance. Defended 9 March 2016
- Doctoral student mentor (2014-2015): Included student in research and directed research
- Thesis Committee, 2012: Predator and Reaper Program Transition to a Traditional Program, Rojan Robotham (U.S. Army Command and General Staff College)
- Dissertation Committee, 2007: Supply Chain Management, Jay Chance (Capella University)
- Thesis Committee, 2006: Private sector versus organic repair, Robert Studley (AFIT)

- Thesis Committee, 2005: Performance Based Service Acquisition (PBSA): A Quantitative Evaluation of PBSA Implementation Goals and Performance in the United States Air Force, Dylan Pope (AFIT)
- Thesis Committee, 2004: Establishing a foundation to capture the Cost of Oversight for a Major Defense Program within the Information Technology (IT) Acquisition Community, Monroe Neal, Jr. (AFIT)
- Thesis Committee, 2004: Establishing a Framework for the Oversight of Major Defense Acquisition Programs--A Historical Analysis, Diane Kuderik (AFIT)
- Thesis Committee, 2004: Comparative Analysis on the Cost of Oversight for the New National Security Space Acquisition Policy—A Delphi Method Approach, Darrin DeReus (AFIT)
- Thesis Committee, 2004: A Comparative Analysis of the Cost of Oversight of Major Defense Acquisition Programs Strictly Under the Direction of the Department of Defense 5000 Series of Instructions, Gary Rousseau (AFIT)
- Thesis Sponsor and Principal Advisor, 2003: Exploring the Diversification Discount: A Focus on High-Technology Target Firms, Donald Adkins (AFIT)

## SERVICE

### National

- 2022-2024: Fulbright Scholar Alumni Ambassador
- 2022-2023: Strategic Management Society, Representative at large for Teaching and Learning community
- 2020: Reviewer of papers nominated to receive the Strategic Management Society (SMS) Research Methods Paper Prize
- 2019: Member of Fulbright Regional Peer Review Committees for Business and Communication
- 2018: Member of 2018 Fulbright Regional Peer Review Committee for Austria
- 2014-2016: Strategic Management Society, Program Chair for Teaching and Learning community

### Editorial Boards

- 2020-2023: *Journal of Management Studies*, editorial board (3<sup>rd</sup> term)
- 2020: *Journal of Education for Business* (1<sup>st</sup> term)
- 2017-2020: *Journal of Management*, editorial board (2<sup>nd</sup> term)
- 2017-2020: *Long Range Planning*, editorial board
- 2016-2019: *Journal of Management Studies*, editorial board (2<sup>nd</sup> term)
- 2015-2017: *Journal of Management*, editorial board
- 2014-2016: *Africa Journal of Management*, editorial board
- 2014-2017: *Canadian Journal of Administrative Sciences*, editorial board
- 2012-2015: *Journal of Management Studies*, editorial board

Journal Guest Editor

- 2014-2016: Guest editor for *Long Range Planning* “special issue” on the strategic management of dynamic growth with Janne Tienari and Giovanni (Giambattista) Dagnino
- 2002: Guest Editor for *Journal of Cost Analysis and Management* “Special Issue” on the relationship between cost analysis and program management with Steve Green and Mike Greiner

Ad Hoc Reviewer (alphabetical order by year)

- 2022: *European Management Journal, Journal of Education for Business, Sage Open, Strategic Management Journal, International Journal of Project Management, Journal of Family Business Strategy, Journal of Business Research, Long Range Planning*
- 2021: *European Management Journal, Strategic Management Journal, Journal of Education for Business, Long Range Planning, International Journal of Project Management, Journal of Business Ethics, Entrepreneurship Theory & Practice, Africa Journal of Management, Journal of Engineering and Technology Management, R&D Management*
- 2020: *European Management Journal, International Journal of Technology Management, Journal of Banking and Finance; Africa Journal of Management, Journal of Education for Business, Journal of Business Research, Strategic Management Journal*
- 2019: *British Journal of Management, Human Resource Management, International Business Review, Journal of Engineering and Technology Management, R&D Management, Journal of Business Ethics*
- 2018: *R&D Management, British Journal of Management, Eurasian Business Review, Business Horizons, Journal of Business Ethics, Journal of Business Research, Eurasian Business Review, European Management Review*
- 2017: *International Business Review, R&D Management, Journal of Business Research*
- 2016: *Academy of Management Journal, International Business Review, Israel Science Foundation (ISF), Journal of Business Research, R&D Management, European Management Review, Long Range Planning*
- 2015: *Academy of Management Journal, Canadian Journal of Administrative Sciences<sup>33</sup>, European Management Review, Journal of Management, Journal of Management Studies, International Business Review, and Long Range Planning*
- 2014: *Canadian Journal of Administrative Science, European Management Review, Human Resource Management, International Business Review, Journal of Management, Journal of Management Studies, Long Range Planning, and Journal of Engineering Technology Management*
- 2013: *Human Resource Management, International Business Review, and R&D Management*
- 2012: *Asia Pacific Management Review, Journal of Management Studies, Long Range Planning, R&D Management, and Strategic Management Journal*
- 2011: *Journal of Management Studies (x2), Organization Science, and Scandinavian Journal of Management*
- 2010: *Academy of Management Journal and Journal of Management Studies*

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<sup>33</sup> Recognized as outstanding reviewer for 2015

- 2009: *Academy of Management Journal, Journal of Management Studies, and Organization Science*
- 2008: *Academy of Management Journal*
- 2006: *Academy of Management Journal and Organization Science*
- 2005: *Journal of Management and Management Science,*
- 2004: *Academy of Management Journal and Journal of Management*
- 2003: *Academy of Management Journal*

#### Conference Reviewer

- 2022: Academy of Management (ENT& STR<sup>34</sup>), Strategic Management Society (Methods, Competitive Strategy, Corporate Strategy), European Academy of Management (EURAM)
- 2021: Academy of Management (ENT& STR<sup>35</sup>), Strategic Management Society (Methods, Competitive Strategy, Corporate Strategy), European Academy of Management (EURAM)
- 2020: Academy of Management (ENT& STR<sup>36</sup>), Strategic Management Society (Methods, Competitive Strategy, Corporate Strategy), European Academy of Management (EURAM), Southern Management Association
- 2019: Academy of Management (ENT& STR), Strategic Management Society (Competitive Strategy, Methods, Teaching), Southern Management Association; European Academy of Management (EURAM); SMS special conference designing the future (Berkeley)
- 2018: Academy of Management (STR), Strategic Management Society, Southern Management Association, European Management (EURAM), SMS Frankfurt special conference
- 2017: Academy of Management (BPS & ENT), Strategic Management Society, Southern Management Association
- 2016: Academy of Management (BPS & ENT), Strategic Management Society Rome Special Conference, Strategic Management Society, Midwest Academy of Management (strategy)
- 2015: Academy of Management (BPS), Strategic Management Society, Southern Management Association
- 2014: Academy of Management (BPS); Strategic Management Society, Southern Management Association
- 2013: Academy of Management (BPS & Entrepreneurship), Southern Management Association conference
- 2012: Academy of Management (BPS)
- 2011: Academy of Management (BPS)
- 2010: Academy of Management (BPS)
- 2009: Academy of Management (BPS)
- 2008: Academy of Management (BPS)
- 2007: Academy of Management (BPS)

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<sup>34</sup> Business Policy and Strategy (BPS) division renamed as Strategy (STR) division

<sup>35</sup> Business Policy and Strategy (BPS) division renamed as Strategy (STR) division

<sup>36</sup> Business Policy and Strategy (BPS) division renamed as Strategy (STR) division



- 2006: Academy of Management meeting (BPS and TIM)
- 2005: Academy of Management meeting (BPS), Southern Management Association
- 2004: Academy of Management meeting (BPS), Midwest Academy of Management
- 2003: The IASTED International Conference on Alliances, Mergers, & Acquisitions (AMA), Academy of Management meeting (BPS and TIM), Midwest Academy of Management Conference
- 2002: Academy of Management meeting (BPS and TIM), Midwest Academy of Management meeting
- 2001: Academy of Management Conference (OMT and TIM)

#### Conference Service

Reviewer: Strategic Management Society's 2020 conference "research methods" paper prize

Conference Co-Chair: Midwest Strategy Meeting, Iowa State University, 8-9 June 2017.

Chair: Teaching interest group panel on "Big Questions in Strategy Education Research"

Strategic Management Society, 17-20 September 2016, Berlin.

Panelist: Business Policy and Strategy workshop on "Mergers & Acquisitions: Research, Practice & Teaching" at Academy of Management Meeting, Anaheim CA: 5-9 August 2016.

Chair: Business Policy and Strategy session on Interdisciplinary Perspectives on Innovation at Academy of Management Meeting, Anaheim CA: 5-9 August 2016.

Discussant: Entrepreneurship session at Academy of Management Meeting entitled Entrepreneurship Literature Review 1, Anaheim CA: 5-9 August 2016.

Chair: Business Policy and Strategy session at 2015 Academy of Management Meeting on experience transfer in mergers and acquisitions

Chair: Teaching Community session at 2015 Strategic Management Society on teaching challenges: Ask the experts

Panelist: Panelist for Corporate Strategy Paper Development Workshop on Acquisition Strategies and Programs at Strategic Management Society conference, Denver, Co: 3 October 2015.

Facilitator: Business Policy and Strategy session at 2012 Academy of Management Meeting on Competitive Heterogeneity and Resources

Discussant: Entrepreneurship session at 2011 Academy of Management Meeting on entrepreneurship analysis and design

Facilitator: Business Policy and Strategy session at 2011 Academy of Management Meeting on mergers, acquisitions, and firm scope

Discussant: Technology and Innovation Management Session on Understanding High-technology at 2005 Academy of Management meeting

Chair: 2004 Strategic Management Society conference in San Juan, Puerto Rico for Alliances and Configurations Session

Session Chair: 2002 Midwest Academy of Management on e-Learning Experiences

Project Officer: 2000 Military Operation Research Society 68<sup>th</sup> Symposium

Project Officer: 1999 Rocky Mountain Institute of Management Accountants Conference

#### College/University

- 2022: College curriculum committee
- 2021: College curriculum committee

- 2017: Committee Member: Iowa State University review and selection of Bailey Research Career Development Award for Office of the Vice Provost for Research
- 2016: Judge for College of Business MBA case competition (ISU)
- 2014-2016: Member of Faculty Senate Information Technology Committee (ISU)
- 2014-2016: Management Department representative to Faculty Senate (ISU)
- 2015-2016: Management Department representative on College of Business Faculty Executive Committee (ISU)
- 2015: Judge for College of Business MBA case competition (ISU)
- 2014-2015: Member of College of Business strategy task force (ISU)
- 2014: College of Business representative to University Faculty Senate Executive Board (ISU)
- 2014: Management Department representative to Faculty Senate (ISU)
- 2014: Finals Judge for College of Business MBA case competition (ISU)
- 2013: Judge for College of Business MBA case competition (ISU)
- 2013: Member of College of Business Academic Standards committee (ISU)
- 2012: Member of Marquette's Kohler Center strategic plan gap analysis
- 2012: Lunch and Learn presentation at Derco Aerospace
- 2012: Member of Marquette's College of Business committee on research
- 2012: Marquette Faculty representative calling families of High School seniors
- 2011: Judge, Marquette's College of Business scholarship competition
- 2011: Judge for Marquette's Association for Corporate Growth (ACG) case competition
- 2011: Member of Marquette's College of Business committee on research
- 2011: Member of Management Department search committee for strategy tenure track position
- 2011: Judge for Marquette's Association for Corporate Growth (ACG) case competition
- 2002: Judge for Kelley School of Business MBA "Capstone" case competition

#### Department

- 2017-2021: Department Chair, Florida State University
- 2017: Member of committee reviewing and updating journal list (ISU)
- 2014-2015: Coordinated speaker invitations for Management Department research series (ISU)
- 2014: Representative to College committee charged with updating strategic plan
- 2013: Member of committee reviewing and updating journal list (ISU)
- 2011: Strategy search committee for tenure track position (Marquette University)
- 2010: Strategy search committee for tenure track position (Marquette University)

#### PROFESSIONAL EXPERIENCE

Jul 2009 – Jun 2010

**PROGRAM MANAGER**, 703d Aeronautical Systems Group,  
WPAFB, OH

Led cross-functional and geographical dispersed team managing \$1B in active funds to produce and upgrade MQ-1 Predator remotely piloted vehicles.

Jul 2006 – Jun 2009 **COMMANDER**, 667<sup>th</sup> Aeronautical Systems Squadron, WPAFB, OH  
Led of 42 person division managing AC-130U development projects and \$2 billion AC-XX development and production program.

Mar 2005 – Jul 2006 **F-22 DIRECTOR**, AFPEO F-22, Air Force Pentagon  
Principal assistant to 2-star serving as Air Staff focal point for the \$62B program to develop and produce the Air Force's #1 priority program—the F-22 Raptor.

Jun 2004 – Mar 2005 **F-22 PROGRAM ELEMENT MONITOR**, SAF/AQPF, Air Force Pentagon  
Action officer responsible for planning and budgeting \$4.4B in production and \$900M in development for the F-22 Raptor.

May 2003 – Jun 2004 **EXECUTIVE OFFICER**, SAF/AQP, Air Force Pentagon  
Principal assistant to Director and Deputy in leading 105 personnel managing 130 weapon system programs with a \$7.5B annual budget.

Jan 2003 – May 2003 **F-117 PROGRAM ELEMENT MONITOR**, SAF/AQPB, Air Force Pentagon  
Lead action officer responsible for planning and budgeting for \$183M in development and \$248M in modification of F-117 stealth aircraft.

Aug 2000 – Dec 2002 **DOCTORAL STUDENT**, Indiana University, Bloomington (IUB)  
Competitively selected for Fellowship to complete a doctoral program specializing in strategic management at a Top 20 business school.

Dec 1997 – Aug 2000 **ASSISTANT PROFESSOR OF MANAGEMENT**, USAF Academy  
Responsible for the undergraduate education of 200 future officers annually.

Sep 1995 – Dec 1997 **CHIEF, F-15 Sustainment**, Robins AFB, GA  
Managed depot maintenance at 7 world-wide locations for 226 F-15s annually, and logistics support for \$2B in avionics systems and equipment

May 1994 – Sep 1995 **MASTERS CANDIDATE**, AFIT, WPAFB, OH  
Performed thesis research and economic analysis identifying opportunities to expand smart weapon capability of existing DoD multi-role fighter aircraft.

May 1990 – May 1994 **PROGRAM MANAGER**, F-15 program office, WPAFB, OH  
Managed 13 armament integration programs on F-15 worth \$1.2B, and directed F-15E test programs with \$7M budget

**Professional Affiliations:**

- Program Management Institute (PMI), member, since 2011
- Association for Corporate Growth (ACG), member, 2010-2013
- Air Force Association, member, since 2010
- Beta Gamma Sigma honor society, member, since 2003
- Strategic Management Society, member, since 2002
- Academy of Management, member, since 2000
- Sigma Beta Delta honor society, member, since 1999
- Sigma Iota Epsilon honor society, member, since 1995

**OTHER**

- Disabled American Veteran
- Certified Project Manager Professional (PMP)