

Luis Alfonso Dau

International Business & Strategy Group
D'Amore-McKim School of Business
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EDUCATION

University of South Carolina

Dec. 2010

Ph.D. in International Business/Strategy (Promising Researcher Award)

Thunderbird, School of Global Management and **ITESM**, Monterrey Tech.

July 2002

Global Master of Business Administration (Valedictorian)

University of San Diego

May 1999

Bachelor of Arts in Interdisciplinary Humanities (Magna Cum Laude, Honors Program)

ACADEMIC APPOINTMENTS

Northeastern University – D'Amore-McKim School of Business

Associate Professor, International Business & Strategy Group

June 2016-Present

Associate Fellow, Center for Emerging Markets

Sept. 2010-Present

Assistant Professor, International Business & Strategy Group

Sept. 2010-June 2016

University of Reading – Henley Business School

John H. Dunning Visiting Fellow, International Business & Strategy Group

Sept. 2016-Present

PUBLICATIONS

Peer-Reviewed Journal Articles

- Dau LA. 2017 (in press). Contextualizing international learning: The moderating effects of mode of entry and subsidiary networks on the relationship between reforms and profitability. *Journal of World Business*.
- Li C, Isidor R, Dau LA, Kabst R. 2017 (in press). The More the Merrier? Immigrant Concentration and Entrepreneurial Activities. *Entrepreneurship: Theory & Practice*.
- Wesley D, Dau LA. 2017. Complacency and automation bias in the oil industry: The Enbridge pipeline disaster. *Ergonomics in Design*, 25(1): 17-22.
- Dau LA. 2016. Biculturalism, team performance, and cultural-faultline bridges. *Journal of International Management*, 22(1): 48-62.
- Dau LA. 2016. Knowledge will set you free: Enhancing the firm's responsiveness to institutional change. *International Journal of Emerging Markets*, 11(2): 121-147.
- Ayyagari M, Dau LA, Spencer J. 2015. Strategic responses to FDI in emerging markets: Are core members more responsive than peripheral members of business groups? *Academy of Management Journal*, 58(6): 1869-1894. (Authors are listed alphabetically).
- Dau LA, Moore EM, Bradley C. 2015. Institutions and international entrepreneurship. *International Business: Research, Teaching, and Practice*, 9(1): 1-20.
- Dau LA, Cuervo-Cazurra A. 2014. To formalize or not to formalize: Entrepreneurship and pro-market institutions. *Journal of Business Venturing*, 29(5): 668-686.
- Khoury T, Cuervo-Cazurra A, Dau LA. 2014. Institutional outsiders and insiders: The response of domestic and foreign inventors to the quality of intellectual property rights protection. *Global Strategy Journal*, 4(3): 200-220.
- Dau LA. 2013. Learning across geographic space: Pro-market reforms, multinationalization strategy, and profitability. *Journal of International Business Studies*, 44(3): 235-262.
- Dau LA. 2012. Pro-market reforms and developing country multinational corporations. *Global Strategy Journal*, 2(3): 262-276.
- Cuervo-Cazurra A, Dau LA. 2009. Structural reform & firm exports. *Management International Review*, 49(4): 479-507. (Authors are listed alphabetically).
- Cuervo-Cazurra A, Dau LA. 2009. Promarket reforms & firm profitability in developing countries. *Academy of Management Journal*, 52(6): 1348-1368. (Authors are listed alphabetically).

Peer-Reviewed Conference Proceedings

- Farah BE, Beamish PW, Dau LA 2016. Do MNE parent-foreign subsidiary governance mechanisms really impact foreign subsidiary performance? In J. Humphreys (Ed.), *Academy of Management Best Paper Proceedings*.
- Dau LA. 2011. Reforms, multinationalization, and profitability. In L. Toombs (Ed.), *Academy of Management Best Paper Proceedings*.
- Cuervo-Cazurra A, Dau LA. 2009. Multinationalization in response to reforms. In G. Solomon (Ed.), *Academy of Management Best Paper Proceedings*. (Authors are listed alphabetically).
- Ayyagari M, Dau LA, Spencer J. 2009. The strategic response of business group affiliates in emerging markets to increased inward FDI. In G. Solomon (Ed.), *Academy of Management Best Paper Proceedings*. (Authors are listed alphabetically).

Book Chapters

Peer-Reviewed

- Dau LA, Moore EM, Bradley C. 2017 (in press). Regime Structure, Institutional Stability, and Pro-Market Reforms: Deepening the Interdisciplinary Connection. In W. Newburry (Ed.), *Family and Entrepreneurial Multinational Companies in Latin America: Contexts, Challenges, and Perspectives*. Palgrave Publishing.
- Dau LA, Moore EM, Soto M, LeBlanc C. 2016. How globalization sparked entrepreneurship in the developing world: The impact of formal economic and political linkages. In B. Christiansen, F. Kasarci (Eds.), *Corporate Espionage, Geopolitics, and Diplomacy Issues in International Business*, pp. 72-91. IGI Global. (ISBN: 978-1522510314).
- Dau LA, Wesley D. 2016. Overcoming the home field disadvantage: How BRICS firms adapt to market reforms. In R. van Tulder, A. Verbeke, J. Carneiro, M. A. Gonzalez-Perez (Eds.), *Progress in International Business Research, Volume 11: The Challenge of BRIC Multinationals*, pp.175-193. Emerald Group. (ISBN: 978-1786353504).
- Dau LA, Moore EM, Soto M. 2016. The great recession and emerging market firms: Unpacking the divide between global and national level sustainability expectations. In C. Gurdgiev, L. Leonard, M. A. Gonzalez-Perez (Eds.), *Lessons from the Great Recession: At the Crossroads of Sustainability and Recovery*, pp. 165-187. Emerald Group (ISBN: 978-1785607431).

Editorially-Reviewed

- Dau LA, Moore EM, Soto M. 2016. Informal transnational political actors and emerging markets: Understanding entrepreneurship in a changing normative atmosphere. In A. Walsh (Ed.), *Entrepreneurship and Firm Performance*, pp. 19-41. Nova Science Publishers (ISBN: 978-1634843232).
- Dau LA. 2015. A model of the firm's sources of experiential knowledge in the internationalization process. In V. Taras, M. A. Gonzalez-Perez (Eds.), *The Handbook of Experiential Learning in International Business*, pp. 65-90. Palgrave MacMillan (ISBN: 978-1137467706).

Case Studies

- Dau LA & Wesley D. 2016. Netflix Inc.: Streaming across borders and into original content (A and B). Ivey Publishing (Products #9B16M118 and #9B16M119).
- Dau LA & Wesley D. 2012. Netflix Inc.: Streaming away from DVDs. Ivey Publishing (Product #9B12M040).
- Dau LA & Cuervo-Cazurra A. 2010. CEMEX: Building global sustainability advantage. In L. Costanzo (Ed.), *Cases in Strategic Management*. McGraw-Hill (ISBN: 978-0077129651).

RESEARCH UNDER REVIEW

Not included for the sake of the double-blind review process

AWARDS & HONORS

Academy of Management (International Management Division)

- Winner: Best Paper in Global Strategy, 2016
- Finalist (1 of 5): Best Paper in International Corporate Governance, 2016
- Winner: Best Paper in Strategy/International Business Theory, 2009
- Finalist (1 of 5): Best Paper, 2009
- Finalist (1 of 4): Best Paper on Emerging Markets, 2009
- 3 Best Reviewer Awards, 2008, 2009, 2011; and 1 Outstanding Reviewer Award, 2011

Academy of International Business

- Finalist (1 per track): Best Paper, 2014
- Finalist (1 of 4): Best Dissertation, 2011
- Winner: Best Dissertation Proposal, 2009
- 3 Best Reviewer Awards, 2009, 2010, 2012

Academy of International Business (Latin America chapter)

- Winner: Best Paper Award, 2013

Strategic Management Society

- Nominee: Best Conference Paper Prize, 2012. Prague, Czech Republic
- Honorable Mention: Best Conference Proposal. 2011. Rio de Janeiro, Brazil (special conference)
- Doctoral Workshop Fellowship (full conference funding). 2009. Washington, DC

European International Business Academy

- Finalist (1 of 3): Best Dissertation. 2011. Bucharest, Romania
- Winner: Best Paper on Emerging Markets. 2009. Valencia, Spain

Ivey Publishing

- Best Selling Case, 2013-2016. (One of the top selling cases out of over 28,000 cases available)

Northeastern University (Academic appointment)

- Joseph G. Riesman Research Professorship, 2014-2016 (\$4,000 and 4 hours teaching release time)
- 3 Center for Emerging Markets Research Grants, 2011, 2012, 2013 (\$3000, \$2000, \$4000)
- 3 D'Amore-McKim School of Business Summer Research Awards, 2014, 2015, 2016 (\$25,000 each)
- Finalist: Ronald Copeland Best Paper Award, 2015

University of South Carolina (Ph.D. studies)

- Dean's Award for Excellence in Graduate Study (university-wide award – 4 granted annually)
- Promising Researcher Award (business school-wide award – 1 granted annually)
- Graduate School Fellowship (university-wide recruiting award – approximately 10 granted annually)
- Darla Moore Fellowship
- Fifth-Year Competitive Funding Award
- Preparing Future Faculty Certification
- Latin American Studies Program Scardaville Graduate Award
- Graduate School Research Presentation Competition, second place

Thunderbird/ITESM (MBA studies)

- Valedictorian
- Student Council President
- Graduated with Highest Honors
- Graduate School Fellowship
- Beta Gamma Sigma, Phi Sigma Iota, & Pi Sigma Alpha Honor Societies

University of San Diego (undergraduate studies)

- Magna Cum Laude
- Honors Program
- Graduated with Departmental Honors
- Dean's List First Honors
- Academic Scholarship
- Kappa Gamma Pi & Theta Alpha Kappa Honor Societies

Toastmasters International

- Winner, University of San Diego club International Speech Competition, 1998
- Winner, Area 10 International Speech Competition, 1998
- Finalist, District 5 International Speech Competition, 1998

PRESENTATIONS

Conferences

- Global security risks, political stability, and firm responses: Assessing family businesses' resiliency to terrorist activity (with Moore EM, Petrich K), *Academy of International Business - Latin America*, paper development workshop, Mar. 2017, Lima, Peru (forthcoming)
- Does global integration make firms more socially responsible? The effect of national trade networks on state and private firm CSR (with Moore EM, Soto M), *Academy of International Business - Latin America*, Mar. 2017, Lima, Peru (forthcoming)
- Institutional Factors and Innovative Cooperation in Developing Countries: The effect of Intellectual Property Rights on Co-Inventor Cooperation in Latin America (with Velez Calle, A), *Academy of International Business - Latin America*, Mar. 2017, Lima, Peru (forthcoming)
- The impact of country reputation differentials on investor reactions toward cross-border acquisitions (with Li C, Newburry W, Kabst R). *European International Business Academy*, Dec. 2016, Viena, Austria
- Does global integration make firms more socially responsible? The effect of international trade networks on state and private firm corporate social responsibility signaling (with Moore EM, Soto M). *Copenhagen Conference on Emerging Multinationals: Outward Investment from Emerging Economies*. Oct. 2016, Copenhagen, Denmark
- Regulatory reforms and EMNEs. *Academy of Management*, Aug. 2016, Anaheim, CA
- Do mne parent-foreign subsidiary governance mechanisms really impact foreign subsidiary performance? (with Farah B, Beamish P). *Academy of Management*, Aug. 2016, Anaheim, CA
- Immigration and entrepreneurship (with Li C, Isidor R, Kabst R). *Academy of Management*, Aug. 2016, Anaheim, CA
- Institutional development and family firms in emerging markets (with Purkayastha S, Eddleston K). *Academy of International Business*, June 2016, New Orleans
- Immigrant share and entrepreneurship (with Li C, Isidor R, Kabst R). *Academy of International Business*, June 2016, New Orleans
- Regime structure, institutional stability and pro-market reforms: Deepening the interdisciplinary connection (with Moore E, Bradley C). *Academy of International Business*, June 2016, New Orleans
- The moderating effect of entry mode and MNE networks on the relationship between reforms and performance. *European International Business Academy*, Dec. 2015, Rio de Janeiro, Brazil
- The more the merrier? Immigrant concentration and entrepreneurial activities (with Li C, Isidor R, Kabst R). *European International Business Academy*, Dec. 2015, Rio de Janeiro, Brazil
- The moderating effect of entry mode and MNE networks on the relationship between reforms and performance. *Academy of International Business US-NE Frontier*, Oct. 2015, Boston, MA
- The more the merrier? Immigrant concentration and entrepreneurial activities (with Li C, Isidor R, Kabst R). *Academy of International Business US-NE Frontier*, Oct. 2015, Boston, MA
- Macro-institutional change and corporate governance in emerging economies. All-Academy Theme symposium (with Seth A, Chi T, Puffer S). *Academy of Management*, Aug. 2015, Vancouver, Canada
- The more the merrier? Immigrant concentration and entrepreneurial activities (with Li C, Isidor R, Kabst R). *Academy of Management*, Aug. 2015, Vancouver, Canada
- Macro-institutional change, corporate governance, and investment in emerging economies. Panel session (with Seth A, Chi T, Aguilera R). *Academy of International Business*, June 2015, Bengaluru, India
- Entry mode, networks, and reforms. *Academy of International Business*, June 2015, Bengaluru, India
- Regime structure, institutional stability and pro-market reforms: Deepening the inter-disciplinary connection (with Moore E, Bradley C). *Academy of International Business - Latin America*, Jan. 2015, Santiago, Chile

Strategic responsiveness to institutional change. *Strategic Management Society*, Sept. 2014, Madrid, Spain

Upmarket and downmarket outward foreign direct investment in response to pro-market reforms (with Cuervo-Cazurra A). *Academy of Management*, Aug. 2014, Philadelphia, PA

Reforms and knowledge. *Academy of Management*, Aug. 2014, Philadelphia, PA

Upmarket and downmarket outward foreign direct investment in response to pro-market reforms (with Cuervo-Cazurra A). *Academy of International Business*, June 2014, Vancouver, Canada

To formalize or not to formalize: Entrepreneurship and pro-market institutions (with Cuervo-Cazurra A). *Academy of International Business*, June 2014, Vancouver, Canada

Knowledge will set you free: Enhancing the firm's responsiveness to institutional change. *Academy of International Business - Latin America*, Mar. 2014, Medellin, Colombia

Institutions in Latin America (plenary panel session). *Academy of International Business - Latin America*, Mar. 2014, Medellin, Colombia

Conducting and Publishing High Impact Research in Latin America (panel session). *Academy of International Business - Latin America*, Mar. 2014, Medellin, Colombia

A model of the firm's sources of experiential knowledge in the internationalization process. *Academy of Management*, Aug. 2013, Orlando, FL

Knowledge will set you free: Enhancing the firm's responsiveness to institutional change. *Academy of Management*, Aug. 2013, Orlando, FL

The country institutional profile for entrepreneurship revisited. *Academy of Management*, Aug. 2013, Orlando, FL

Knowledge will set you free: Enhancing the firm's responsiveness to institutional change. *Academy of International Business*, June 2013, Istanbul, Turkey

Reforms and multinationals. *Academy of International Business - Latin America*, Apr. 2013, Puebla, Mexico

To expand up or downmarket: That is the question. *Strategic Management Society*, Oct. 2012, Prague, Czech Republic

The internationalization of private and state firms under reforms. *Strategic Management Society*, Oct. 2012, Prague, Czech Republic

The response of inventors to IPR reform (with Khoury T, Cuervo-Cazurra, A). *Academy of Management*, Aug. 2012, Boston, MA

The internationalization of private and state firms under reforms. *Academy of International Business*, July 2012, Washington, DC

The response of inventors to IPR reform (with Khoury T, Cuervo-Cazurra, A). *Academy of International Business*, July 2012, Washington, DC

Learning across geographic space: Pro-market reforms, multinationalization strategy, and profitability. *Journal of International Business Studies - Special Issue Conference*, June 2012, Temple University, Philadelphia, PA

Profiting from globalization: Pro-market reforms, firm internationalization strategy, & firm profitability. *European International Business Academy*, Best Dissertation Competition, Dec. 2011, Bucharest, Romania

Reforms, multinationalization, and profitability. *Strategic Management Society*, Extension Session, Nov. 4, 2011, Miami, FL

Reforms, multinationalization, and profitability. *Academy of Management*, Aug. 2011, San Antonio, TX

Profiting from globalization: Pro-market reforms, firm internationalization strategy, & firm profitability. *Academy of International Business*, Best Dissertation Competition, June 2011, Nagoya, Japan

Building knowledge through internationalization. *Academy of International Business*, June 2011, Nagoya, Japan

Reforms and developing country firms. *Academy of International Business*, June 2011, Nagoya, Japan

Institutions and international entrepreneurship. *Academy of International Business*, June 2011, Nagoya, Japan

Reforms & multinationals. *Strategic Management Society* (special conference), Mar. 3, 2011, Rio de Janeiro, Brazil

Performance implications of a firm's multinational strategy. *Academy of Management*, Aug. 10, 2010, Montreal, Canada

Structural reforms & the multinationalization strategy of developed, developing, & least-developed country firms (with Cuervo-Cazurra A). *European International Business Academy*, Dec. 14, 2009, Valencia, Spain

- Structural reforms & entrepreneurship (with Cuervo-Cazurra A). *European International Business Academy*, Dec. 14, 2009, Valencia, Spain
- Profiting from globalization: Pro-market reforms, firm internationalization strategy, & firm profitability. *Strategic Management Society*, Oct. 12, 2009, Washington, DC
- Multinationalization in response to reforms (with Cuervo-Cazurra A). *Academy of Management*, Aug. 10, 2009, Chicago, IL
- The strategic response of business group affiliates in emerging markets to increased inward FDI (with J. Spencer J, Ayyagari M). *Academy of Management*, Aug. 10, 2009, Chicago, IL
- Pro-market reforms & entrepreneurship (with Cuervo-Cazurra A). *Academy of Management*, Aug. 10, 2009, Chicago, IL
- Pro-market reforms & the multinationalization strategy of developed, developing, & least-developed country firms (with Cuervo-Cazurra A). *Academy of International Business*, June 30, 2009, San Diego, CA
- FDI & business groups (with Spencer J, Ayyagari M). *Academy of International Business*, June 29, 2009, San Diego, CA
- The effects of economic liberalization & national governance improvements on formal & informal entrepreneurial activity (with Cuervo-Cazurra A). *Academy of International Business*, June 28, 2009, San Diego, CA
- Pro-market reforms & the accelerated multinationalization of developing country firms (with Cuervo-Cazurra A). *Copenhagen Conference on Emerging Multinationals: Outward FDI from Emerging & Developing Economies*. Copenhagen Business School, Oct. 10, 2008, Copenhagen, Denmark
- Pro-market reforms & firm profitability in developing countries (with Cuervo-Cazurra A). *Academy of Management*, Aug. 12, 2008, Anaheim, CA
- Biculturalism, adaptability, & performance in workgroups. *Academy of Management*, Aug. 11, 2008, Anaheim, CA
- Freedom & profitability in Asia-Pacific (with Cuervo-Cazurra A, Un A). *Academy of Management*, Aug. 10, 2008, Anaheim, CA
- Multiculturalism & workgroups. *Academy of International Business*. July 3, 2008. Milan, Italy
- Freedom & profitability in Asia-Pacific (with Cuervo-Cazurra A, Un A). *Academy of International Business*, July 3, 2008, Milan, Italy
- Pro-market reforms & firm profitability in developing countries (with Cuervo-Cazurra A). *Atlanta Competitive Advantage Conference*, June 13, 2008, Atlanta, GA

Invited

- Contextualizing international learning: The moderating effects of mode of entry and subsidiary networks on the relationship between reforms and profitability. Henley Business School, University of Reading, Nov. 16, 2016, Reading, UK
- Reducing agency costs internally or externally: Institutional development, family control & management, & company profitability (with Purkayastha S). Indian Institute of Management Calcutta, July 7, 2015, Calcutta, India
- Enhancing the firm's responsiveness to institutional change. Northeastern University Research Showcase, Apr. 25, 2015 (video available at <https://youtu.be/qt6mpAmfT2s?list=UUU6kIBC5i79I5qJJyJhKIA>)
- Multinationalization in response to reforms (with Cuervo-Cazurra A). Northeastern University, College of Social Sciences and Humanities, Faculty Works-In-Progress Colloquium Series, Apr. 7, 2014
- Knowledge will set you free: Enhancing the firm's responsiveness to institutional change. Instituto Tecnológico y de Estudios Superiores de Monterrey Campus Guadalajara, Mar. 10, 2015
- Strategic responses to FDI in emerging markets. Do crown jewels react more assertively than peripheral members of business groups? (with Spencer J, Ayyagari M). Instituto Tecnológico y de Estudios Superiores de Monterrey Campus Guadalajara, Nov. 7, 2013
- Crown jewels vs. foot soldiers: Business group dynamics and strategic response to inward FDI (with Spencer J, Ayyagari M). Universidad del Desarrollo, Mar. 21, 2011, Santiago, Chile
- Crown jewels vs. foot soldiers: Business group dynamics and strategic response to inward FDI (with Spencer J, Ayyagari M). George Washington University, Feb. 18, 2011, Washington, DC
- Business groups & the strategic response of developing-country firms to increased inward FDI (with Spencer J, Ayyagari M). George Washington University, Aug. 1, 2008, Washington, DC
- Pro-market reforms & firm performance. University of South Carolina, Sept. 28, 2007, Columbia, SC
- Pro-market reforms & firm exports. University of South Carolina, June 15, 2007, Columbia, SC
- Colonialism & foreign or domestic preference. University of South Carolina, May 5, 2006, Columbia, SC

TEACHING EXPERIENCE

Northeastern University

- Undergraduate Courses
 - International Business & Global Social Responsibility (16 sections), 2010-2016
 - Global Environment of International Business (2 sections), 2012
 - Analyzing the Global Business Environment (1 section), 2014
- MBA Courses
 - Managing the Global Enterprise (MBA), 2013
 - International Field Study - IBM/Brazil (MBA), 2016 (taught first week of course)

University of South Carolina

- Principles of Management, 2009

Instituto Panamericano de Alta Dirección de Empresas (IPADE)

- Executive MBA International Week Instructor (including Northeastern EMBA students), 2013-2016

Tecnologico de Monterrey (ITESM) Campus Guadalajara

- Guest lecturer for various graduate and undergraduate courses, 2013-2016

Harvard University

- Guest Lecture. The Evolving Landscape of Global Integration & International Business, Dec. 6, 2016

Graduate Student Supervision

- Ph.D. Co-Advisor, Elizabeth Moore, Northeastern University, 2014-present
- Ph.D. Committee, Andres Velez Calle, Rutgers University, 2016-present
- Ph.D. Co-Advisor, Alexander Willem Cats, University of Reading, 2016-present

PROFESSIONAL SERVICE & AFFILIATIONS

- Chair, Doctoral Student Consortium, *Academy of International Business*, 2017 (forthcoming)
- Member, Editorial Review Board, *Journal of International Business Studies*, from 2015-2019
- Member, Editorial Review Board, *Global Strategy Journal*, 2016-2018
- Chair, Doctoral Student Consortium, *Academy of International Business Latin America*, 2014
- Paper Track Scientific Committee Member, *Academy of International Business Latin America*, 2013
- Committee Member, Outreach Development Committee, *Academy of International Business*, 2011-2012
- Committee Member, Strategic Planning Committee, *Academy of International Business*, 2011-2012
- Guest speaker, Doing Business in Mexico, Presentation to Drake University students during their study abroad program at ITESM Guadalajara, Jan. 5, 2015
- Guest speaker, Doing Business in Mexico, Presentation to University of South Carolina students preparing for study abroad program. Feb. 26, 2009
- Recommender. Provided letter in support for colleague's promotion at another university. Mar. 3, 2015
- Member, Group of Advisors (providing consulting expertise to Mexican companies), *Mexican Consulate of Boston*, 2015-present
- Lunch meeting with Jennifer Sieber, Director of Academic Affairs, Consulate General of Israel to New England. Discussion of possible collaborations between the consulate and Northeastern University, Jun. 5, 2015
- Participant at discussion and lunch event with Yehuda Yaakov, Consul General of Israel to New England, Apr. 29, 2015
- Ad Hoc Journal Reviewer
 - *Academy of Management Journal*
 - *Strategic Management Journal*
 - *Journal of International Business Studies*
 - *Journal of Management*
 - *Global Strategy Journal*
 - *Journal of World Business*
 - *Management International Review*
 - *Journal of Product Innovation Management*
 - *Journal of International Management*
 - *Journal of Business Research*
 - *Journal of Business Venturing*
 - *Journal of Management Studies*
 - *World Development*
 - *Universia Business Review*
 - *Globalization, Competitiveness, & Governability*
 - *International Journal of Emerging Markets*
 - *Corporate Governance: An International Review*

- Conference Reviewer
 - *Academy of Management*
 - *Academy of International Business*
 - *Strategic Management Society*
 - *European International Business Academy*
 - *Academy of International Business-Latin America*
 - *Temple U. Special Conference*
 - *CIMAR Conference*
- Volunteer, *Academy of International Business Conference*, 2008, 2009
- Session Chair
 - *Academy of Management*, 2010, 2011, 2012, 2015
 - *Strategic Management Society*, 2011, 2012
 - *Academy of International Business*, 2008, 2012, 2013, 2014
 - *Academy of International Business-Latin America*, 2013, 2014
 - *Academy of International Business US-NE Frontier*, 2015
- Discussant
 - *HBS/JIBS Special Issue Conference*, Harvard Business School, May 15, 2015
 - *Academy of International Business US-NE Frontier*, 2015
- Panelist, International Management Division Paper Development Workshop, *Academy of Management*, 2016
- Member, *Academy of Management*, *Academy of International Business*, *Strategic Management Society*

NORTHEASTERN UNIVERSITY SERVICE

Group Service

- Course coordinator, “International Business & Global Social Responsibility”, May 1, 2013-present
- Managing relationship with Aperian Global (Globesmart), which is used in several courses, May 1, 2013-present
- IB&S group research committee member, Mar. 1, 2013-present
- Course development, participated in developing material for new INTB2202 course, Dec. 2013-Apr. 2014
- Judge (2 occasions), case competition practice presentations, organized by Professor Ray Kinnunen, Oct. 2, 2011 and Apr. 1, 2014
- Exam proctor for the courses of two colleagues, Feb. 13, 2014 and Apr. 10, 2014
- Participant & evaluator (13 occasions), prospective hires’ job talk visits, 2012-2015
- Guest lecturer, Professor Sheila Puffer’s course, July 21, 2016
- Guest lecturer, Professor Christopher Robertson’s course, Jan. 16, 2014
- Guest lecturer, Professor Elitsa Banalieva’s course, Feb. 7, 2013
- Participant & discussant, B.S. in International Business Convocation Dinner, Sept. 11, 2012 and Sept. 22, 2015
- Committee member, justifying group’s list of top journals, Jan.-Feb., 2012

College and University Service

- Six-year financial contribution pledge – Center for Emerging Markets, 2014-2020
- Judge, Speare Hall Shark Tank Event, Housing and Residential Life, Feb. 2, 2017 (forthcoming)
- University committee to select winners of “Outstanding Graduate Student Award”, Feb.-Mar. 2016
- Commencement marshal (5 occasions), graduate 2013, 2015, 2016; undergraduate 2011, 2014
- Faculty procesional, DMSB graduation ceremony, 2016
- Participant, DMSB post-graduation reception (2 occasions), 2015, 2016
- Presenter, teaching workshop on preventing student cheating, Apr. 23, 2015
- Participant, prospective hire’s job talk visit, Sept. 25, 2015
- Participant, dinner with IPADE students, and faculty from NU and Babson, Oct. 28, 2014
- Faculty representative (3 occasions), event for new Undergraduate University Scholars, Mar. 21, 2016, July 7, 2014, and Aug. 28, 2013
- Degree granting meeting, voter (2 occasions), Apr. 19, 2013 and Sept. 19, 2013
- Student recruiter, Phonathon (4 occasions), Apr. 25-26, 2016, Mar. 23, 2013, Dec. 17, 2012, Apr. 14, 2011
- Guest speaker, NU and University of Ghana EMBA Workshop, Mar. 1, 2012
- Guest speaker, Welcome Day Event (2 occasions), Apr. 16, 2011 and Feb. 19, 2011
- Recommendations. Have written a number of letters for my students and graduate assistants. 2012-present

INDUSTRY EXPERIENCE

Co-Owner & Manager, *Promotora Dinámica de Negocios*

Guadalajara, Mex.

Jun. 1999-Aug. 2005

- Established a successful chain of ice-cream parlors & pizzerias
- Acquired, developed, and sold real estate and low-cost homes
- Achieved increased profitability through rapid yet stable growth

Business Unit Coordinator, *Jabil Circuit*

Guadalajara, Mex.

Aug. 2000-Jul. 2001

- Managed all aspects of printed circuit board production for *Whirlpool* products
- Achieved improvements in delivery time, material costs, and profitability
- Established, developed, & maintained customer relationship

PROFESSIONAL DEVELOPMENT AND NON-DEGREE EDUCATION

Harvard University

- Art & Craft of Discussion Leadership Part 2 (Case Teaching Course), June 2012
- Art & Craft of Discussion Leadership Part 1 (Case Teaching Course), Nov. 2011

Northeastern University

- Case Teaching Workshop (by Glenn Rowe, Ivey Business School), Apr. 2016
- Research Writing Seminar (by Howard Aldrich, UNC Chapel Hill), Mar. 2016
- Workshop on Flipping the Classroom for Maximum Engagement, Oct. 2015
- Workshop on Student Team Projects: Processes and Tools for a Better Experience, Sept. 2015
- Teaching Showcase, Oct. 2014, Mar. 2015, and Apr. 2016
- Workshop on Designing and Teaching using Blended Course Strategies, Oct. 2014
- Workshop on Designing and Teaching Challenging Courses, Nov. 2013
- Case Teaching Workshop (by Jim Erskine, Ivey Business School), Apr. 2011

University of South Carolina / CIBER

- Faculty Development in International Business (Survey of International Business), June 2009

George Washington University / CIBER

- Summer Doctoral Institute on Institutions and Development, Jun.-Aug. 2008
- Faculty Development in International Business (Succeeding in Emerging & Developing Markets), June 2008

CJP of Greater Boston

- Faculty Study Tour to Israel on Innovation and Entrepreneurship (invited together with a small group of top scholars from across universities in the Boston area). June 7-15, 2014

OTHER SERVICE ACTIVITIES

- Project Mercy, hands-on charity work helping deprived families build their homes in Tijuana, Mexico
- Voluntary observer at national presidential election in Guadalajara, Mexico
- Guest speaker at a public intermediate school in Columbia, SC. Met with underprivileged Latino students to encourage them to continue their education in order to achieve their long-term goals.

ADDITIONAL INFORMATION

- Televised Interview with Efrén Flores on Teleformula (Spanish language television channel. Abridged version available at <http://youtu.be/6nOCt94lBe8?t=4m58s>). Conducted at IPADE Business School. Sept. 10, 2014.
- “Leaders at Work” blog, interview. In global business, who reaps the benefits of internationalization? (Available at www.damoremckimleadersatworkblog.com/?s=luis+dau). Northeastern University, May 7, 2015.
- Computer Skills: SAS, STATA, LISREL, UCINET, MS Office
- Participated in 7 study-abroad programs in 5 countries
- Sigma Phi Epsilon Fraternity: Cofounder of University of San Diego chapter
- Toastmasters International – University of San Diego chapter: VP of Membership, Sergeant-at-Arms

LANGUAGES

Fluent in *English*, *Spanish*, and *French*, intermediate in *Italian*, beginning *Mandarin Chinese*