

Curriculum Vitae

JEAN-PAUL ROY, Ph.D.
Associate Professor of International Business (tenured)
Queen's School of Business
Queen's University
Kingston, Ontario, Canada, K7L 3N6
Jroy@business.queensu.ca
www.jproy.com

EDUCATION

Doctorate of Philosophy (Ph.D.) in Administration, 2006

Schulich School of Business, York University

Specializations: International business and organization theory

Ph.D. Supervisor: Dr. Christine Oliver (Henry J. Knowles Chair in Organizational Strategy)

Master of Industrial Relations (M.I.R.), 1998

Centre for Industrial Relations, University of Toronto

Bachelor of Science, Honours (B.Sc. Hons.), 1995

Department of Psychology, University of Toronto

Canadian Securities Institute Certifications:

Professional Financial Planning Course Certificate, 1999

Conduct Practices and Handbook Certificate, 1998

Canadian Options Course Certificate, 1997

Canadian Securities Course Certificate, 1995

ACADEMIC APPOINTMENTS

Queen's School of Business, **Queen's University**, Kingston, Ontario, Canada

Associate Professor (with tenure), 2013-present

Assistant Professor, 2007-2013

College of Business & Graduate School of Business, **Rikkyo University**, Tokyo, Japan

Visiting Professor, 2014, 2016

Faculty of Business Administration, **Memorial University**, St. John's, Newfoundland, Canada

Assistant Professor, 2005-2007

Schulich School of Business, **York University**, Toronto, Ontario, Canada

Lecturer, 2000-2005

RESEARCH GRANTS and AWARDS

Social Sciences and Humanities Research Council (SSHRC) Research Grants:

Insight Grant (SSHRC), 2012-2015

Role: Sole & Principal Investigator; *Value:* \$52,789

Project title: A study of the capabilities that facilitate trustworthy international joint venture partner behaviour across governance contexts

Social Sciences and Humanities Research Council (SSHRC) Research Grants, Continued...

Standard Research Grant (SSHRC), 1A designation, 2011-2012

Role: Sole & Principal Investigator; Value: \$25,684

Project title: Selecting a trustworthy international joint venture partner: A multidisciplinary study of key determinants

Vice President's Research Grant (SSHRC), 2006-07

Role: Sole & Principal Investigator; Value: \$8,023

Project title: International joint venture partner selection and performance: The role of the home country legal environment

Additional Research Grants:

Queen's University Research Initiation Grant, Queen's School of Business, 2007-2010

General Research Grants Competition, Queen's School of Business, 2007-2008

Faculty of Business Administration Research Grant, Memorial University of Newfoundland, 2005-2007

Research Awards:

Best Paper Award, International Business Division, 2015 Administrative Sciences Association of Canada Conference

Toller Family Fellow of International Business, Queen's School of Business

Queen's School of Business' New Researcher Achievement Award, 2010

ACADEMIC HONOURS and AWARDS

Social Sciences and Humanities Research Council (SSHRC) Doctoral Fellowship, 2001-2003

Dean of Graduate Studies Academic Excellence Scholarship, York University, 2001-2002

Canadian Transportation Research Forum Scholarship, 2001-2002

Queen's Graduate Fellowship, Queen's University, 1999-2000

McLeod D. I. Ph.D. Fellowship, Queen's University, 1999-2000

University of Toronto Open Fellowship, University of Toronto, 1996-1998

Peoplesense Inc. Scholarship, University of Toronto, 1996-1998

Donald K. Aynsley Fellowship, University of Toronto, 1996-1998

Lorne T. Morgan Fellowship, University of Toronto, 1996-1998

George Becigneul Memorial Award, University of Toronto, 1996-1998

PUBLICATIONS

Referred Journal Articles:

Bu, Nailin and Roy, Jean-Paul. (2015). Guanxi practice and quality: A comparative examination of Chinese managers' business-to-business and business-to-government ties. Management and Organization Review, 11(2): 263-287.

* The authors made *equal contributions*; authors' names are listed alphabetically.

Roy, Jean-Paul. (2012). Establishing an IJV with a trustworthy partner: The role of host country governance and partner selection criteria. Journal of Management Studies, 49(2): 332-355.

Roy, Jean-Paul and Oliver, Christine. (2009). International joint venture partner selection: The role of the host country legal environment. Journal of International Business Studies, 40(5): 779-801.

Referred Journal Articles, Continued...

Bu, Nailin and Roy, Jean-Paul. (2008). Chinese managers' career success networks: The impact of key tie characteristics on structure and interaction practices. International Journal of Human Resource Management, 19(6): 1090-1109.

* The authors made *equal contributions*; authors' names are listed alphabetically.

Dacin, Tina, Oliver, Christine, and Roy, Jean-Paul. (2007). The legitimacy of strategic alliances: An institutional perspective. Strategic Management Journal, 28(2): 169-187.

Xie, Jia Lin, Roy, Jean-Paul, and Chen, Ziguang. (2006). Cultural and individual differences in self-rating behavior: An extension and refinement of the cultural relativity hypothesis. Journal of Organizational Behavior, 27(3): 341-364.

Xie, Jia Lin, Chen, Ziguang, and Roy, Jean-Paul. (2006). Cultural and personality determinants of leniency in self-rating among Chinese people. Management and Organization Review, 2(2): 181-207.

Bu, Nailin and Roy, Jean-Paul. (2005). Career success networks in China: Sex differences in homophily and social exchange practices. Asia Pacific Journal of Management, 22(4): 381-403.

* The authors made *equal contributions*; authors' names are listed alphabetically.

Bassili, John N. and Roy, Jean-Paul. (1998). On the representation of strong and weak attitudes about policy in memory. Political Psychology, 19(4): 669-681.

Cases:

Roy, Jean-Paul (2016). Tokyo Disney Resort: The happiest place in Japan. Smith Living Case. Written in cooperation with the Living Case Unit at the Smith School of Business, Queen's University.

Roy, Jean-Paul (2016). Disneyland Paris: A choppy Atlantic crossing. Smith Living Case. Written in cooperation with the Living Case Unit at the Smith School of Business, Queen's University.

Doctoral Dissertation:

Roy, Jean-Paul. (2006). International joint venture partner selection and performance: The role of the host country legal environment.

Practitioner-oriented Publications:

Roy, Jean-Paul (2015). Doing business in Japan. OSB Insight White Paper Series.

Roy, Jean-Paul (2013). Research Brief: Why picking partners in a shady country is so difficult. OSB Insight White Paper Series.

Media Coverage:

In China, clearing the guanxi hurdle. OSB Insight. Article written by Kenza Moller discussing research conducted by Nailin Bu and Jean-Paul Roy.

REFERRED CONFERENCE PAPERS and PRESENTATIONS

- Bu, Nailin and Roy, Jean-Paul. (2015). Networking in China: A fine-grained study of guanxi development practices and quality. Administrative Sciences Association of Canada Conference, Halifax, Canada.
- *Best Paper Award*, International Business Division.
 - * The authors made *equal contributions*; authors' names are listed alphabetically.
- Roy, Jean-Paul and Bu, Nailin. (2013). Guanxi practice and quality: A comparative examination of business and government ties in China. Academy of International Business Southeast Asia Regional Conference, Bali, Indonesia.
- * The authors made *equal contributions*.
- Roy, Jean-Paul. (2013). A study of the institutional and experiential drivers of IJV partnering concerns. Academy of Management Conference, Orlando, USA.
- Bu, Nailin and Roy, Jean-Paul. (2013). Guanxi development, exchange and interaction practices across firm boundaries in China. Academy of Management Conference, Orlando, USA.
- * The authors made *equal contributions*; authors' names are listed alphabetically.
- Roy, Jean-Paul. (2012). Partnering concerns and host country governance risk: Experience abroad matters. Asia Academy of Management Conference, Seoul, South Korea.
- Bu, Nailin and Roy, Jean-Paul. (2012). Guanxi practices: A comparative study of business and government ties. Asia Academy of Management Conference, Seoul, South Korea.
- * The authors made *equal contributions*; authors' names are listed alphabetically.
- Roy, Jean-Paul. (2011). Selecting a trustworthy IJV partner: The role of partner selection and host country rule of law. Academy of International Business Conference, Nagoya Japan.
- Roy, Jean-Paul. (2010). Interorganizational trust: The role of partner selection and host country rule of law. Academy of Management Conference, Montreal, Canada.
- Roy, Jean-Paul. (2009). International strategic alliance relationships: The role of partner selection and host country institutions. Academy of International Business Conference, San Diego, USA.
- Bu, Nailin and Roy, Jean-Paul. (2006). Chinese managers' career success networks: Tie and social networking practice preferences. Asia Academy of Management Conference, Tokyo, Japan.
- * The authors made *equal contributions*; authors' names are listed alphabetically.
- Roy, Jean-Paul and Oliver, Christine. (2006). International joint venture partner selection: The role of the host country institutional environment. Academy of International Business Conference, Beijing, People's Republic of China.
- Bu, Nailin and Roy, Jean-Paul. (2004). Career success networks in China: Sex differences in homophily and social exchange practices. Asia Academy of Management Conference, Shanghai, China.
- * The authors made *equal contributions*; authors' names are listed alphabetically.
- Bu, Nailin and Roy, Jean-Paul. (2004). Career success networks in China: Sex differences in homophily and social exchange practices. Asia Pacific Journal of Management Special Issue Conference, Shanghai, China.
- * The authors made *equal contributions*; authors' names are listed alphabetically.

Referred Conference Papers and Presentations, Continued...

- Xie, Jia Lin, Roy, Jean-Paul, and Chen, Ziguang. (2004). Culture, personality and self-rating behavior: An explanation of the 'Leniency Bias'. Academy of Management Conference, New Orleans, USA.
- Xie, Jia Lin, Roy, Jean-Paul, and Chen, Ziguang. (2004). Value differences and self-enhancement propensity: A test of self-rating bias among Chinese in mainland China, Hong Kong, and Canada. International Association for Chinese Management Research Conference, Beijing, China.
- Roy, Jean-Paul and Oliver, Christine. (2002). The impact of Japanese and Canadian national culture on IJV partner selection criteria: The development of a theory. Asia Academy of Management Conference, Bangkok, Thailand.
- Roy, Jean-Paul and Bu, Nailin. (2002). Individualism-collectivism and social network preferences. Academy of Management Conference, Denver, USA.
- Roy, Jean-Paul. (2000). Embeddedness in China: The benefits of an overembedded network for foreign managers and their firms. Asia Academy of Management Conference, Singapore.
- Roy, Jean-Paul. (2000). Networking strategies for Canadian firms in China. Asia Pacific Summit Conference, Toronto, Canada.
- Xie, Jia Lin and Roy, Jean-Paul. (1999). The moderating effects of modesty and self-efficacy on the relationship between individualism-collectivism and self-rating: Extension of the Cultural Relativity Hypothesis. Academy of Management Conference, Chicago, USA.
- Roy, Jean-Paul and Bassili, John N. (1995). On the representation of strong and weak attitudes in memory. American Psychological Association Conference, Toronto, Canada.

INVITED (Non-Referred) SEMINAR PRESENTATION

- Roy, Jean-Paul. (May 31, 2016). Identifying trustworthy partners in poorly governed countries: Process and experience matter. Rikkyo University's College of Business Seminar Series, Tokyo, Japan.
- Roy, Jean-Paul. (May 27, 2014). Guanxi practice and quality: A comparative examination of business and government ties in China. Rikkyo University's College of Business Seminar Series, Tokyo, Japan.

PRACTITIONER-ORIENTED WEBINAR

- Roy, Jean-Paul (April 16, 2015). Managing in Japan: Doing business during interesting times. QSB Insight Webinar Series.

TEACHING

B.Comm/BBA/iBBA/BLP Courses Taught:

Queen's University (Queen's School of Business):
Managing Across Cultures, 2007-present
International Business Strategy, 2007-2008

Memorial University of Newfoundland (Faculty of Business Administration):
International Business, 2005-2007
Business in East Asia, 2006-2007

York University (Schulich School of Business):
Cross-Cultural Management, 2000-2005

MBA/MIB Courses Taught:

Memorial University of Newfoundland (Faculty of Business Administration):
International Business, 2005-2006
International Strategic Management, 2005-2006

M.Sc. Special Topics Research Course:

Queen's University (Queen's School of Business):
Leadership in the Global Environment, 2007-2008
Student supervised: Ms. Alyson Byrne

MBA Independent Research Course:

Memorial University of Newfoundland (Faculty of Business Administration):
Business and Management in Singapore, 2005-2006
Student supervised: Mr. Jordan Walsh

TEACHING AWARD

Nominated for the BBA 7th Annual (2004) Seymour Schulich Award for Teaching Excellence

ACADEMIC SERVICE and CONTRIBUTIONS

Ad Hoc Reviewer (Academic Journals):

International Journal of the Economics of Business
International Management
Journal of Business Research
Journal of International Management
Journal of Management Studies
Strategic Management Journal

Reviewer (Academic Conferences):

Academy of Management Conference, IM Division, Anaheim, California, 2016
Academy of International Business Conference, New Orleans, USA, 2016
Academy of Management Conference, IM Division, Orlando, Florida, 2013
Academy of International Business Conference, Washington, USA, 2012
Administrative Sciences Association of Canada, St. John's, Canada, 2012
Asia Academy of Management Conference, Seoul, Korea, 2012
Academy of International Business Conference, Nagoya, Japan, 2011
Academy of Management Conference, IM Division, San Antonio, USA, 2011
Administrative Sciences Association of Canada, Montreal, Canada, 2011
Academy of International Business Conference, Rio de Janeiro, Brazil, 2010
Academy of Management Conference, IM Division, Montreal, Canada, 2010

Reviewer (Academic Conferences), Continued....

Administrative Sciences Association of Canada, Regina, Canada, 2010
Academy of International Business Conference, San Diego, USA, 2009
Administrative Sciences Association of Canada, Niagara Falls, Canada, 2009
Academy of International Business Conference, Beijing, China, 2006
Carolyn Dexter Best International Paper Award, All Academy Award, Academy of Management, 2004
Academy of Management Conference, OMT Division, New Orleans, USA, 2004
Academy of Management Conference, OMT Division, Seattle, USA, 2002
Asia Academy of Management Conference, Bangkok, Thailand, 2002

Invited Session Chair (Academic Conferences):

Academy of International Business (South East Asia Chapter) Conference, Bali, Indonesia, 2013
Session: Organizational Management
Academy of International Business Annual Conference, Nagoya, Japan, 2011
Session: State, Political Ties, and Institutions
Academy of International Business Annual Conference, San Diego, USA, 2009
Session: Alliances and Networks

Invited Professional Development Workshop Panellist & Faculty Facilitator:

Association of Japanese Business Studies Professional Development Workshop, Nagoya, Japan, 2011
Panel: Strategies for International Publishing

Institutional (Doctoral) Representative:

Academy of International Business, 2001-2004

Invited (Doctoral Consortium) Participant:

Academy of International Business Conference, Monterey, California, 2003

Queen's University Conference and Competition Judging:

Queen's Case Competition, Queen's School of Business, 2008-2011
Queen's Entrepreneurial Competition, Queen's School of Business, 2008-2011
Queen's Conference on International Business, Queen's School of Business, 2008-2009

Queen's University Committee Postings:

Master of Management Academic Committee, 2015-2016
Major Entrance Awards Committee, Queen's University, 2008-2009; 2012-2013; 2014-2015; 2015-2016
PhD/MSc Awards Adjudication Committee, 2014-2015
Renewal, Tenure, and Promotion Committee Member, Queen's University, 2008-2009; 2010-2011; 2014-2015
Research Excellence Committee, Queen's School of Business, Queen's University, 2011; 2012; 2014
Faculty Development Fund Committee, 2012-2013
Master of Global Management (MGM) Academic Committee, Queen's University, 2009-2012
International Committee, Queen's School of Business, Queen's University, 2007-2008

PROFESSIONAL AFFILIATIONS

Academy of Management
Academy of International Business
Administrative Sciences Association of Canada
Asia Academy of Management
Association of Japanese Business Studies