

MICHAEL A. SARTOR, J.D., M.B.A., Ph.D.

Smith School of Business
Queen's University
Kingston, Canada

michael.sartor@queensu.ca (+1 613-533-6832)

ACADEMIC APPOINTMENTS:

Assistant Professor, International Business and Global Strategy (2015-present).

- Smith School of Business, Queen's University (Kingston, Canada).
- Teaching: *Global Strategy* in the Queen's Executive MBA Program and the Executive MBA Americas Program (a partnership between Cornell University's SC Johnson College of Business and Queen's University's Smith School of Business).

Adjunct Research Professor, International Business and Global Strategy (2014-2015).

- Ivey Business School, Western University (London, Canada).
-

EDUCATION:

Ph.D., International Business (2014): Ivey Business School, Western University (London, Canada).

- Dissertation title: *Essays on the relationship between host market corruption and multinational enterprise strategy.*
- **Winner: AIB-Sheth Doctoral Dissertation Proposal Award (2013).** Academy of International Business Annual Meeting (Istanbul, Turkey).
- **Winner: Peter J. Buckley and Mark Casson AIB Doctoral Dissertation Award (2015).** Academy of International Business Annual Meeting (Bengaluru, India).
- **Winner: Udayan Rege Best Doctoral Dissertation Award (2016).** Administrative Sciences Association of Canada Annual Conference (Edmonton, Canada).
- **Finalist: Stockholm School of Economics-Gunnar Hedlund Doctoral Dissertation Award (2016).** European International Business Academy Annual Conference (Vienna, Austria).
- **Nominee: William H. Newman Award for Best Conference Paper Based on a Dissertation (2017).** Academy of Management Annual Meeting (Atlanta, USA).

M.B.A. (2004): Ivey Business School, Western University (London, Canada). Academic focus: Strategy.

- Graduated as an Ivey Scholar "With Distinction" (top 10% of the class): 2004.
- Dean's Honor List: 2002-2003; 2003-2004.

J.D. (1995): Osgoode Hall Law School, York University (Toronto, Canada). Academic focus: Corporate law, securities regulation, commercial law and tax law.

B.A. (Honours) (1992): Queen's University (Kingston, Canada). Academic focus: Geography, economics.

- Graduated as the Medalist in Geography (1992).
- Dean's Honour List recipient (1990-1992).

PUBLICATIONS / RESEARCH:

Refereed Journal Publications:

Sartor, Michael A. & Beamish, Paul W. (2017, forthcoming). Host market government corruption and the equity-based foreign entry strategies of multinational enterprises. *Journal of International Business Studies*. Accepted for publication on July 16, 2017. *Journal Citation Reports (JCR, Thomson Reuters) Journal Impact Factor for the Journal of International Business Studies* (2016): 5.869.

Sartor, Michael A. & Beamish, Paul W. (2014). Offshoring innovation to emerging markets: Organizational control and informal institutional distance. *Journal of International Business Studies*, 46(9): 1072-1095.

Best Paper Proceedings:

Sartor, Michael A. (2017). Host market corruption, subsidiary strategies and market exit. *Academy of Management Annual Meeting Best Paper Proceedings*.

Edited Publications:

Sartor, Michael A. (2015). Host market corruption and multinational enterprise strategy. *Academy of International Business (AIB) Insights (Special Issue: The 2015 Peter J. Buckley and Mark Casson AIB Dissertation Award)*, 15(3): 6-8.

Conference Proceedings:

Sartor, Michael A. (2016). Foreign corruption and subsidiary investments in emerging markets. *Administrative Sciences Association of Canada, International Business Division Proceedings*, forthcoming.

Sartor, Michael A. (2013). Host markets, informal institutions and strategy formulation. *Administrative Sciences Association of Canada, International Business Division Proceedings*, 34(10): 47-52.

Sartor, Michael A. (2012). Latent transaction costs: Evidence from an internationalizing SME. *Administrative Sciences Association of Canada, International Business Division Proceedings*, 33.

Sartor, Michael A. (2011). The entry strategies of reverse-innovating MNEs in emerging markets: The effects of regulative and normative institutional distances. *Administrative Sciences Association of Canada, International Business Division Proceedings*, 32(8): 6-25.

Sartor, Michael A. (2010). Intellectual property-intensive MNEs' entry into China. *Administrative Sciences Association of Canada, International Business Division Proceedings*, 31(8): 95-113.

Conference Presentations (select listing):

1. **Sartor, Michael A.** (2017). *Host market corruption, subsidiary strategies and market exit*. Accepted for presentation at the Academy of Management Annual Meeting (International Management Division - Divisional Paper Session). Atlanta, USA.
 - **Selected for Inclusion: Best Paper Proceedings.**
 - **Nominee: William H. Newman Award for Best Conference Paper Based on a Dissertation.**
 - **Finalist: Douglas Nigh Award for Cross-Disciplinary Research.**

2. **Sartor, Michael A.** (2016). *Essays on the relationship between host market corruption and multinational enterprise strategy*. European International Business Academy Annual Conference (Special Session: Gunnar Hedlund Doctoral Dissertation Award Finalist Presentations). Vienna, Austria.
 - **Finalist: Stockholm School of Economics-Gunnar Hedlund Doctoral Dissertation Award.**
3. **Sartor, Michael A.** (2016). *Host market corruption and foreign subsidiary investments in emerging markets*. Academy of International Business Annual Meeting (MNEs, Governments and Non-Market Strategies Track – Competitive Session). New Orleans, USA.
 - **Finalist: Best Paper Award in Emerging Economies Research.**
4. **Sartor, Michael A.** (2016). *Foreign corruption and subsidiary investments in emerging markets*. Administrative Sciences Association of Canada (International Business Division). Edmonton, Canada.
 - **Winner: Best Paper Award.**
5. **Sartor, Michael A.** (2015). *Essays on the relationship between host market corruption and multinational enterprise strategy*. Academy of International Business Annual Meeting (Special Session: Peter J. Buckley and Mark Casson AIB Dissertation Award Finalist Presentations). Bengaluru, India.
 - **Winner: Peter J. Buckley and Mark Casson AIB Dissertation Award.**
6. **Sartor, Michael A.** (2014). *Corruption, multinational enterprise strategy and survival*. Academy of Management Annual Meeting (International Management Division - Divisional Paper Session). Philadelphia, USA.
7. **Sartor, Michael A.** (2013). *Government corruption and multinational enterprise strategy*. Strategic Management Society Annual International Conference (Global Strategy Track). Atlanta, USA.
 - **Nominee: Best Conference Paper.**
 - **Nominee: Best Paper for Practice Implications.**
8. **Sartor, Michael A.** (2013). *The impact of informal institutions on MNE strategy*. Academy of Management Annual Meeting (International Management Division - Divisional Paper Session). Orlando, USA.
 - **Winner: GWU-CIBER Best Paper on Emerging Markets.**
 - **Finalist: Douglas Nigh Award for Cross-Disciplinary Research.**
9. **Sartor, Michael A.** (2013). *Multilevel normative institutions: Host market bribery and multinational enterprise strategy*. Academy of International Business Annual Meeting (Institutions, Governance and Corporate Social Responsibility Track - Competitive Session). Istanbul, Turkey.
10. **Sartor, Michael A.** (2013). *Host markets, informal institutions and strategy formulation*. Administrative Sciences Association of Canada (International Business Division). Calgary, Canada.
 - **Winner: Best Student Paper Award.**

11. **Sartor, Michael A.** (2012). *The structure and performance of reverse-innovating subsidiaries in emerging markets*. Academy of International Business Annual Meeting (Emerging Markets Division - Competitive Session). Washington, D.C.
12. **Sartor, Michael A.** (2012). *Latent transaction costs: Evidence from an internationalizing SME*. Administrative Sciences Association of Canada (International Business Division). St. John's, Canada.
13. **Sartor, Michael A.** (2011). *Corruption and firm strategy*. Academy of International Business Annual Meeting (Institutions, Governance and Corporate Social Responsibility Track - Competitive Session). Nagoya, Japan.
14. **Sartor, Michael A.** (2011). *The entry strategies of reverse-innovating MNEs in emerging markets: The effects of regulative and normative institutional distances*. Administrative Sciences Association of Canada (International Business Division). Montreal, Canada.
 - **Winner: Best Student Paper Award.**
15. **Sartor, Michael A.** (2010). *Intellectual property-intensive MNEs' entry into China*. Administrative Sciences Association of Canada (International Business Division). Regina, Canada.

Externally-Funded, Research-Based Competitive Fellowships and Scholarships:

Ontario Graduate Scholarship (with Distinction): (2013-2014) - \$16,500. "With distinction" only given to top 7% of OGS recipients.

Social Sciences and Humanities Research Council of Canada (SSHRC) Doctoral Fellowship: (2012-2013) - \$20,000.

Ontario Graduate Scholarship: (2011-2012; 2012-2013) - \$15,000 per award.

Published Books:

Sartor, Michael A. & Mu, Fengli (eds.) (2012). *Legal-Business Management*. Beijing, China: Economy & Management Publishing House, (in Simplified Chinese and English, 278 pp.). ISBN 978-7-5096-1905-6.

Published Book Chapters:

Sartor, Michael A. (2013). Organizing and executing a longitudinally based research program. In Paavilainen-Mäntymäki, E. & Hassett, M. (eds.), *Handbook of longitudinal research methods in organisation and business studies*, 318-350. London: Edward Elgar Publishing Limited. ISBN 978-0-85793-678-3.

Published Case Studies and Teaching Notes:

1. *JH Men's Apparel: Building a Brand in China* [with Mu Fengli & Chen Xi]. London, Canada: Ivey Publishing Case #9B13M069 (English version), #9B13MC069 (Simplified Chinese version).
2. *CIBC Mellon: Managing a Cross-Border Joint Venture* [with Paul W. Beamish]. London, Canada: Ivey Publishing Case #9B10M091 (English version), #9B10MC91 (Simplified Chinese version). Reprinted in:

- a) Strategic Management, 10th Edition by M.A. Hitt, R.D. Ireland and R.E. Hoskisson, Cengage Learning, Farmington Hills (2012).
 - b) Cases in Strategic Management, 10th Edition by P.W. Beamish, McGraw-Hill Ryerson, Toronto (2011).
3. *The Wheels Group: Evolution of a Third-Party Logistics Service Provider* [with Fraser P. Johnson]. London, Canada: Ivey Publishing. Case # 9B04D004. Referenced in:
 - a) Service System Management: Creating Strategic Differentiation and Operational Excellence by C.M. Chang, John Wiley & Sons, Inc., Hoboken, New Jersey (2010).
 4. *Telcom* [with James A. Erskine]. London, Canada: Ivey Publishing. Case # 9B04C008 (English version), #9B04CC08 (Simplified Chinese version). Reprinted in:
 - a) Cases in Diversity in Organizations by A.M. Konrad, Sage Publications Inc., Thousand Oaks, California (2008).
 - b) Cases in Diversity in Organizations (Chinese edition) by A.M. Konrad, Shanghai People's Publishing House / Truth and Wisdom Press, Shanghai, China (2008).

INVITED PRESENTATIONS AND WORKSHOPS (select listing):

Academy of International Business (AIB) Junior Faculty Consortium. New Orleans, USA (2016).

Academy of Management (AOM) Junior Faculty Consortium (International Management Division). Anaheim, USA (2016).

University of South Carolina Moore School of Business and School of Law Corruption Symposium (*Institutional Capacity, Corruption and Development*). Columbia, South Carolina, USA (2014).

- Invited speaker: *Anti-corruption efforts in the private sector* panel.

Strategic Management Society (SMS) Global Strategy Division Paper Development Workshop. Atlanta, USA (2013).

- Invited participant: *Government corruption and multinational enterprise strategy in emerging markets*.

Academy of Management (AOM) Doctoral Consortium (International Management Division). Orlando, USA (2013).

Academy of International Business (AIB) Doctoral Consortium. Istanbul, Turkey (2013).

- Winner: *AIB-Sheth Doctoral Dissertation Proposal Award*.

Canadian Business Ethics Research Network (CBERN) Winter Research Meeting. York University, Toronto, Canada (2013).

- Invited presenter: *Multinational enterprise strategy and government corruption*.

Harvard University Project for Asian and International Relations, (*Cross-Cultural Connections: Weaving New Silk Roads Conference*). Harvard University, Boston, USA (2012).

- Invited to participate as a conference delegate on the *Business and Finance in the Asian Economies* panel.

SERVICE:**Service to the Smith School of Business:**

- Renewal, Tenure and Promotion (RTP) Committee member (2016-2017).
- Queen's Inter-Collegiate Business Case Study Competition (I.C.B.C.) final round judge for the Business Policy Division (January 2017).
- COMM 401 (Capsim Capstone Business Simulation) outside board member during the Executive Committee roundtable discussions (April 2017).

Service to the Academy:**Ad Hoc Journal Manuscript Reviewer:**

- Administrative Science Quarterly
- Journal of Management Studies
- Journal of Business Venturing
- Journal of World Business
- Small Business Economics
- Multinational Business Review
- International Journal of Strategic Business Alliances

Academy of International Business (AIB) Annual Conference:

- Session chair:
 - Multinational Enterprises, Governments and Nonmarket Strategies track: 2016.
 - Institutional and Political Environment track: 2015.
 - Institutions, Governance and Corporate Social Responsibility track: 2012-2013.
- Ad hoc manuscript reviewer: 2011-2017.
- Co-chair of the AIB Award Winners Alumni Reception: 2016.

Academy of Management (AOM) Annual Conference:

- Session chair (International Management division): 2014, 2016, 2017.
- Ad hoc manuscript reviewer: 2011-2017.

Strategic Management Society (SMS) Annual International Conference:

- Ad hoc manuscript reviewer: 2014.

Academy of Management Africa (AOM-AFR) Conference:

- Ad hoc manuscript reviewer: 2013.

Administrative Sciences Association of Canada (ASAC) Annual Conference:

- Session Chair (International Business division): 2012-2013, 2016.
- Ad hoc manuscript reviewer: 2011-2013.

American Marketing Association (AMA) Annual Conference:

- Ad hoc manuscript reviewer (Emerging Markets Division): 2012.

PROFESSIONAL AFFILIATIONS AND MEMBERSHIPS:

- The Law Society of Upper Canada.
- Academy of International Business.
- Academy of Management.
- Strategic Management Society.
- Administrative Sciences Association of Canada.