

YAIR AHARONI - CURRICULUM VITAE

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Tel Aviv University
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Born Zichron Ya'akov, Israel, September 5, 1931

Education

- 1951-55 Tel Aviv University, School of Law and Economics. Diploma awarded October 1955.
- 1956-58 M.A. School of Law and Economics. Thesis topic: "Industrial democracy over the past half century". Thesis awarded the Payis Prize for best thesis.
- 1958 Harvard University, Graduate School of Arts and Sciences, Department of Economics. Three semesters of graduate work in Economics.
- 1959-61 Harvard University, Graduate School of Business Administration, Doctoral Program. Thesis, *Decision Making Process in Foreign Investments*. Doctoral Degree awarded June 16, 1961.

Work Record

- 1950-56 Israel Defense Forces.
- Final rank: Captain. Various staff and line officers' duties. Final position: Head of Statistical Branch, Israel Air Force (1954-56).
- 1956-58 Head, Cost Accounting Section, Israel Institute of Productivity.

Head of Training Department of the Institute. In charge of planning courses for different levels of management; consulting work on cost accounting methods to various firms.

- 1961-1964 Research Associate, Falk Institute of Economic Research, Jerusalem, Israel.
- 1961-
May 1966 Lecturer, Hebrew University of Jerusalem, Kaplan School of Economics and Social Sciences, Department of Business Administration.
- May 1966-
Present Tel-Aviv University, The Leon Recanati Graduate School of Business Administration, Faculty of Management.
- May 1966-
Sept. 1970 First Dean of the School.
Head of Accounting Department, Faculty of Social Sciences.
- July 1973-
July 1976 Academic Director TEC - Top Executive Course (Management Education) at the Faculty of Management, Tel Aviv University.
- July 1976-
Oct. 1979 Daniel and Grace Ross Professor of International Business, Tel-Aviv University.
- Oct. 1979-
Oct. 1996 Issachar Haimovic Professor of Business Policy, Tel-Aviv University.
- Oct. 1981-
June 1987 Director and Chief Executive Officer, Jerusalem Institute of Management, a top management development institute.
- 1990-1992 Co-Principal Investigator, "Political Economy of State Oil and Mining Companies," Research Project for the World Bank.
- 1996 - 2001 Rector, College of Management.

Visiting Professorship Positions Held Concurrently with Above

- 1962-64 Technion - the Israel Institute of Technology, Department of Industrial Administration.
- 1964-65 Columbia University, Graduate School of Business.
- Summer 1965 City University of New York, Baruch School of Business Administration.
- Fall 1965 -
Summer 1969 New York University, Graduate School of Business Administration.
- 1970-1971 Stanford University, Graduate School of Business Administration.

- 1971-72 Summers IMEDE (l'Institut pour l'Etude des Methodes de Direction de, l'Enterprise), Lausanne, Switzerland.
- 1972-74, 1976
- 1976-77 University of California at Berkeley.
- 1977 Department of Economics, Boston University; Research Associate, Center for Latin American Studies.
- 1978-1979 Thomas Henry Carroll Ford Foundation Visiting Professor, Harvard University, Graduate School of Business Administration.
- 1984-1985 Visiting Scholar, Harvard University Graduate School of Business Administration.
- 1987-1995 J. Paul Sticht Visiting Professor of International Business, Fuqua School of Business, Duke University.
- 1989-1995 Center of International Development Research (CIDR), Duke University.
- 1992-1995 Director, Center for International Business Education and Research (CIBER), Fuqua School of Business, Duke University.
- May 1995 Helsinki School of Business.
- May 1997
- Oct-Nov 1995 Odense University, Faculty of Management.
- Jan-May 1996 Copenhagen Business School.
- March 2000 Auckland University, New Zealand.
- May 2003 ISIDA, Palermo, Sicily.

Teaching in Executive Seminars and Workshops

Organized and taught numerous executive programs from top management. Among them:

In Israel Over 100 seminars for Top Executive Courses, Tel-Aviv University and the Jerusalem Institute of Management.

Dozens of seminars for top executives in leading Israel firms.

Outside Israel Taught at executive seminars organized by

- The University de Los Andes, Columbia.
- IBM Management Center, Blaricum and Brussels.
- IMEDE.

- Harvard Institute of International Development - State-Owned Enterprises-workshop (1977, 1978, 1979, 1989). Seminars on Management of State-Owned Enterprises and on Management of International Business Operations, organized by Centro Europeo para la formacion de directores, Madrid and Barcelona, Spain (1980).
- Fuqua School of Business (1988 to 1995).
- Intensive Training Program, CIDR, Duke University (1989 to 1995).
- ITT.
UNISIS
Ford Motor Co.
ISIDA Sicily

Major Areas of Teaching

Business Policy and Strategy, International Business.

Major Public Service Works & Other Professional Activities

1. Director (at different times) of several business and non-profit organizations, among them the largest industrial firm in Israel. Resigned from all these posts due to being out of Israel. From 1996 to 2002, Director of Maalot, The Israel Securities Rating Co. Ltd. From 2002 director, Moritz Tuchler Hitum Ltd.
2. Member of several Public Committees in Israel, including one on Enactment of Government Corporation Act.
3. *Member, at different times, of the Editorial Board of the following Journals:*
 1. Israel Management Digest (Hebrew).
 2. Organization and Administration (Hebrew).
 3. International Studies in Management Organization.
 4. Associate Editor, Management Science.
 5. Associate Editor, Organization Science.
 6. Journal of International Business Studies.
 7. Multinational Business Review.
 8. CFO

Referee: Business in the Contemporary World, Journal of Management Studies, International Business Review, Journal of International Business Studies, Management International Review, Organization Studies, Transnational corporations, Thunderbird International Business Review.

4. Consultant to Israel Government Corporations Authority, to Government Departments and to a large number of major public and business organizations, mainly in Israel but also e.g. Hudson Institute.
5. Fellow, International Academy of Management,

Fellow, Academy of International Business.

6. Member of AIB Committee to choose best Doctoral Thesis, 1990, 1991, 1992 Chair of Committee, 1993.
7. Member of Program Review Committee, AIB Annual Meeting, every year since 1988.
8. Member of Program Committee, International Management Division of Academy of Management, every year since 1989.
9. Member of Program Committee Business Policy Division of Academy of Management, 1994, 1995.
10. Member of Program Committee, European Academy of International Business, every year from 1994.to 2000
11. Member of International Organizing Committee, The First International Conference in Public Service Ethics, Jerusalem, 3-7 June 1990.
12. Doctoral Consortium Faculty, International Management Division, Academy of Management, (Chair) Washington DC, 1988, Atlanta, GA, August 1993; Cincinnati 1996.
13. Doctoral Consortium Faculty, EIBA, Urbino Italy, December 1995; Paris France December 2001
14. Member International Academy Advisory Board, Tel-Aviv International School of Management 1994-1997.
15. Acting chairman of SHVIL (Transparency International) Israel, 1999
16. External Examiner, Cyprus Institute of International Management, 2002,2003, 2004
17. Academic advisor for the design of a new MBA program. Ruppin Academic College (2003-4)

Books and Monographs

Work Study (ed) Vol. 1. *Motion and Time Study*, Tel-Aviv, 75 pp., Vol. 2. *Work Measurement*, Israel Institute of Productivity, 1958. (Hebrew).

Readings in Industrial Economics (ed), Tel-Aviv: Israel Institute of Productivity, 1958. (Hebrew).

Statistics as a Management Tool, Tel-Aviv: Israel Institute of Productivity, 1958, 37 pp. (Hebrew).

Analysis of Financial Statements, Tel-Aviv: Israel Institute of Productivity, 1959, 70 pp. (Hebrew).

The Functions and Roles of Directors, Tel-Aviv: Israel Institute of Productivity, 1963, 456 pp. (Hebrew).

Accounting Practices in Israel, Tel-Aviv: Israel Institute of Productivity, 1964, 111 pp. (Hebrew).

The Foreign Investment Decision Process, Harvard University, Graduate School of Business Administration, Division of Research, 1966, 362 pp. A Japanese edition - June 1971. A Spanish edition - 1976.

Business Decisions and the Public Interest, 27 Cases. Tel-Aviv University, Graduate School of Business Administration, 1973.

Accounting for Management, Tel-Aviv Management College, Clerk Union, 1974. Vol. 1 207 pp., Vol. 2 305 pp., Vol. 3 320 pp. Vol. 4. 286 pp. 2nd edition, Vol. 1, 164 pp., Vol. 2 - 1978. (Hebrew)

Business Policy, Tel-Aviv, Mifal Hashichpul: 355 pp. (for students use) 1975.

Structure and Conduct in Israeli Industry, Tel-Aviv: The Israel Institute of Business Research and Gomeh Publications, 1975. (Hebrew), 392 pp.

The Emerging International Monetary Order and the Banking System (ed), Tel-Aviv, University Publication Projects, 1976, 191 pp.

Business in the International Environment, London: Macmillan, 1977, 245 pp. *Teachers Manual*, 42 pp. (assisted by Cliff Baden)

Markets, Planning and Development, Cambridge, Mass: Ballinger, 1977, 322 pp.

State Owned Enterprises in Israel and Abroad, Tel-Aviv: Gomeh Publications, 1979, 270 pp. (Hebrew).

Accounting for Management, 3rd revised edition of Vol. 1 and 2, and 2nd revised edition of Vols. 3 and 4 (see 9 above) in two volumes. (Vol. 1, 400 pp., Vol. 2, 586 pp.) October 1980 (Hebrew).

State Owned Enterprises in the Western Economies, (ed. with Raymond Vernon), London: Croom Helm Publishers Inc., 1981, 203 pp.

The No Risk Society, Chatham House Publishers, Inc., 1981, 228 pp.

Business Strategy, Tel Aviv: Gomeh Publications, 1982, 400 pp. (Hebrew).

The Evolution and Management of State Owned Enterprises, Cambridge, Mass.: Ballinger, 1986, 475 pp. Chosen by *Choice* magazine as a winner of 1987-88 Outstanding Academic Book Listing. [gerda]

Israel's Political Economy: The Dreams and the Realities, Routledge Press, 1991, 364 pp..

Political Economy of Israel, (Hebrew), Am Oved for Hebrew University Eshkol Institute, 1992.

Kehat, E. Aharoni Y., Kohn D, Czapski, G., Nisim, E., Rappaport, U., *Evaluation Methodology for Research Productivity of Universities*, The S. Neaman Institute Press, Technion City, Haifa, (August, 1992), 47pp.

Management Consulting: A Survey of the Industry and Its Largest Firms, United Nations, UNCTAD/TNC, ST/CTC/ITO, 1993 (not signed), 98 pp.

Coalitions and Competition: The Globalization of Professional Business Services (ed.), Routledge, 1993, 320 pp.

Global Strategic Alliances Among Service Organizations, (guest ed. with John Forsyth), *International Studies of Management and Organization*, Summer 1996.

Changing Roles of State Intervention in Services in an Era of Open International Markets (ed.), SUNY Press, 1997, 333 pp.

Globaization of Services: Some implications for theory and practice, (ed. with Lilach Nachum), Routledge, 2000

Chapters in Books

1. "Procedures for Uniform Work in Pension-Funds" in M. Zinamon *Social Insurance of Workers in Israel*, Tel-Aviv: Mifaley Tarbut Vehinuch Ltd. 1964, pp. 184-209, (Hebrew).
2. "On Some Consequences of the Dynamic Nature of the Decision Process." In *La Decision*, the French Ministere de l'Education Nationale, Ecole Pratique des Hautes Etudes. (Paris: Editions du Centre National de la Recherche Scientifique, 1969.)
3. "Business Administration," *Hebrew Encyclopaedia*, (Hebrew).
4. "Multinational Corporation Defined" in Ashok, Kapoor and Phillip D. Grub (eds) *The Multinational Enterprise in Transition*, Princeton, N.J.: The Darwin Press, 1971.
5. "Boards of Directors in Israel" in *Labor Research in Israel*, Rivka Bar-Yoseph & Eliezer Lashem (ed), Jerusalem: The Institute for Research of Labour and Welfare, The Hebrew University, pp. 316-336. (Hebrew).
6. "Inflation, Indexation and the Stability of Government Budget," in Yair Aharoni (ed) *The Emerging International Monetary Order and the Banking System*, Tel-Aviv: University Publication Projects, 1976, pp. 103-114.

7. "Managerial Discretion in State Owned Enterprises" in Raymond Vernon and Yair Aharoni (eds) *State Owned Enterprises in Western Economies*, London: Croom Helm, 1981, pp. 184-192.
8. "State-Owned Enterprise: An Agent without a Principal" in Leroy Jones et. al. (eds) *Public Enterprise in Less-Developed Countries*, New York: Cambridge University Press, 1982, pp. 67-76.
9. "Charting the Iceberg: Visible and Invisible Aspects of Government" in Shimon E. Spiro and Ephraim Yuchtman-Ya'ar (eds) *Evaluating the Welfare State: Social and Political Perspectives*, New York: Academic Press, 1983, pp. 161-178.
10. "Social Services at What Costs?" in S.N. Eisenstadt and Ora Ahimeir, (eds.) *The Welfare State and its Aftermath*, London: Croom Helm, 1985, pp. 262-271.
11. "Different Organizational Forms in the Public Sector as a Means for Creativity and Innovation" in Robert Lawrence Kuhn (ed) *Frontiers in Creative and Innovative Management*, Cambridge, Mass.: Ballinger, 1985, pp. 169-186.
12. "Foreign Subsidiaries of State-Owned Enterprises: Host Country Response" (with Laurie Seidler) in Anant T. Negandhi, Howard Thomas and K.L.K. Rao (eds) *Research-in-International Business and International-Relations* Connecticut: JAI, 1986, pp. 151-176.
13. "Problemas en la administracion de las Empresas puclicas: un diseno para la innovacion" in Janet Kelly de Escobar (ed) *Espresas del Estado en America Latina*, Caracas: Ediciones IESA, 1985, pp. 21-38.
14. "The United Kingdom: Transforming Attitudes" in Raymond Vernon, (ed) *The Promise of Privatization: Challenge to U.S. Foreign Policy*, New York: Counsel on Foreign Relations 1988, pp. 23-56.
15. "Why do Governments Privatize" in John Forsyth, Borge Obel and Richard Burton (eds) *Organizational Responses to the New Business Conditions: An Empirical Perspective*, Amsterdam: Elsevier, 1988, pp. 7-23.
16. "Some Reflections On the Political Economy of Government Intervention in an Interdependent World" invited chapter in G. Bognetti, G. Muraro and M. Pinchera (eds) *Scritti in Onore di Alberto Mortara*, Milan: Franco Angeli, 1990, pp. 25-47.
17. "Education and Technology Transfer" in T. Agmon and M. A. Von Glinow (eds) *Technology Transfer in International Business*, Oxford Press, 1991, pp. 79-102.
18. "Issues in Cross-Border Investment" in *Cross Border Investments and Valuation: The Japan-U.S. Dimension*, New York University, The Center for Japan - U.S. Business and Economic Studies, Vol. 1, No. 4, 1991, pp. 89-95.

19. "On Measuring the Success of Privatization" in Ravi Ramamurti and Raymond Vernon (eds.). *Privatization and Control of State-Owned Enterprises*, *World Bank*, 1991, pp. 73-85.
20. "The Role of Small Firms in an Interdependent World", in Richard M. Burton, Borge Obel, and John Forsyth (eds.), *Strategies for Players in a Larger World: The Effect of Regulatory and Information Changes*, Amsterdam: Elsevier, 1992, pp. 11-32.
21. "How Can Small Firms Achieve Competitive Advantage in an Interdependent World?" in Tamir Agmon and Richard Drobnick (eds.), *Small Firms in Global Competition*, Oxford University Press, 1994, pp. 9-18.
22. "Globalization of Professional Business Services", in Yair Aharoni (ed.) *Coalitions and Competition: The Globalization of Professional Business Services*, Routledge, 1993, pp. 1-19.
23. "Ownership, Networks and Coalitions", in Yair Aharoni (ed) *Coalitions and Competition: The Globalization of Professional Business Services*, Routledge, 1993, pp.121-142.
24. "The Internationalization Process in Professional Business Service Firms: Some Tentative Conclusions", in Yair Aharoni (ed) *Coalitions and Competition: The Globalization of Professional Business Services*, Routledge, 1993, pp. 280-285.
25. "From Adam Smith to Schumpeterian Global Firms," in Alain Verbeke and Alan Rugman (eds.), *Research in Global Strategy Management*, Vol. 4, JAI Press, pp. 17-39.
26. "The Managerial Culture in the Public Business Sector in Israel." in Aaron Shenhar and Amos Yarkoni (eds.), *Organizational Culture and Managerial Style in Israel* (Hebrew), Tzerikover 1994. 27. pp. 245-266.
27. "Financing Israeli Manufacturing Industry", in Richard D. Bingham and Edward W. Hill (eds.), *Global Perspectives on Economic Development: Government and Enterprise Finance*, Brunswick, NJ: Center for Urban Policy Research Press, 1997, pp. 241-291.
- 28-30. "Introduction" (pp. XI-XXXIII); "Changing Role of Government Intervention" (pp 3-23) and "Management Consulting", (pp. 152-177) in *Changing Role of State Intervention in Services in an Era of Open International Markets*, SUNY Press, 1997.
31. (With Seev Hirsch). The Competitive Potential of technology-Intensive Industries in Developing Countries in Marjan Svetlicic and H.W. Singer (eds.). *The World Economy Challenges of Globalization and Regionalization*, Macmillan, 1996. pp. 99-118.
32. (With Seev Hirsch) "Enhancing Competitive Advantage in Technology - Intensive Industries", in John H. Dunning and Khalil A. Hamdani (eds.) *The New Globalism and Developing Countries*, United Nations, 1997, pp.260-302.

33. "The Foreign Investment Decision Process" in Peter Buckley and Pervez N. Ghauri (eds). *The Internationalization of the Firm*. 2nd Edition, International Thomson Business Press, 1999, pp.3-13. (to be published also in Peter Buckley(ed.) *The History of Management Thought*, Ashgate Publishing)
34. "Institutional Structure and IB Education", in Brian Toyne and Doug Nigh,(eds.) *International Business: Institutions and the Dissemination of Knowledge*, University of South Carolina Press, 1999, pp. 168-176.
35. "Internationalization of Professional Services: Implications for Accounting Firms", in *Restructuring the Professional Organization*, David Brock, Michael Powell and C.R. (Bob) Hinings (eds), London: Routledge, 1999, pp. 20-40.
36. "The Performance of State Owned Enterprises", in *The Rise and Fall of State-Owned Enterprise in the Western World*, edited by Pier Angelo Toninelli, Cambridge University Press, 2000, pp. 49-72.
37. "Introduction" in Yair Aharoni and Lilach Nahum (eds) *Globaization of Services: Some Implications for theory and practice* Routledge, 2000, (pp. 1 – 23).
38. "The role of reputation in global professional business services" in Yair Aharoni and Lilach Nahum (eds) *Globaization of Services: Some Implications for theory and practice* Routledge, 2000, (pp.125 –141).
39. "Globalization and the small, open economy" in Tamar Almor and Niron Hashai (eds.) *FDI, International Trade and the Economics of Peacemaking" papers in honor of Seev Hirsch*, College of Management Academic Division, 2000 pp. 90 –116.
40. " Internationalization of Professional Services – Implications for Accounting Firms" in Hillel Nossek (ed.) *Israel at the Beginning of the 21st Century: Society, Law, Economics and Communications* Gomeh Scientific Publications, Tcherikover Publishers, 2002 pp. 261-288.
41. "The gradual transformation of the political economy of Israel from Semi-Bolshevik regime to a market economy" in *Five Decades of Israel's economy: a Festschrift for M. Zanbar's 75th Anniversary* College of Management academic Division, pp. 214 –231
42. "The race for FDI in services – the case of the airline industry" in Pervez Ghauri and Lars Oxelheim (eds.) *European Union and the race for foreign direct investment in Europe*, Elsevier, 2004 pp.381 -406

Major Research Reports

The Israeli Manager, Tel-Aviv, Israel, Institute of Business Research.

The Israeli MBA, Tel-Aviv, Israel, Institute of Business Research.

Managers in the State, Histadrut and Private Sectors in Israel: A Comparative Study, Research
Report 53/84, Tel-Aviv: Israel Institute of Business Research, September 1984.

Export Led Growth Strategy for Israel, Jerusalem Institute of Management, February 1987
(principal investigator, with S. Tilles and Telesis)

Indian Copper Policy and the Protected Niche of Hindustan Copper Limited, Center for
International Development Research, Duke University, November 1991, (with
William Ascher).]

"The Israeli Economy: A Retrospective Review," Policy Studies of the Institute of
Advanced Strategic and Political Studies, Israel, No. 16, November 1993

*Enhancing the Competitive Advantage of Developing Countries in technology - a
Conceptual Scheme and Policy Implications*, (with Seev Hirsch) report for the United
Nations.

The New Business Elite in Israel

Papers in Refereed Journals since 1977

"Some Aspects of Conventional Accounting Profits in an Inflationary Environment," (with
A. Beja), *Journal of Accounting Research*, Vol. 15, No. 2, Autumn 1977, pp. 169-178.

"A Comment on Multinationals from Small Countries," *Sloan Management Review*, Vol. 19,
No. 2, Winter 1978, pp. 83-88.

"Business Budgets under Conditions of Uncertainty," *Nihul (Management)*, Vol. 1, No. 1,
April 1978, pp.3-6. (Hebrew).

"Performance and Autonomy in Organizations: Determining dominant Environmental
Components," (with E. Segev and Z. Maimom), *Management Science*, Vol. 24, No. 9, May
1978, pp. 949-959.

"The State-Owned Enterprise as a Competitor in International Markets," *Columbia Journal
of World Business*, Vol. XV, No. 1, Spring 1980, pp. 14-22.

"Towards an Age of Humility," *California Management Review* Vol. XXIV, No. 2, Winter
1981, pp. 49-59.

"Ideology and Reality: Work and Pay in Israel," (with Robert Dubin), *Industrial Relations*,
Vol. 20, No. 1, Winter 1981, pp. 18-35.

"Performance Evaluation in State-Owned Enterprises: A Process Perspective," *Management
Science*, Vol. 29, No. 11, November 1981, pp. 1340-1347.

"Interrelationships between Environmental Dependencies: A Basis for Tradeoffs to Increase Autonomy," (with E. Segev & Z. Maimon), *Strategic Management Journal*, Vol. 2, 1981, pp. 197-208.

"The Curious Relationship of Business and State," *Columbia Journal of World Business*, Vol. XVI, No. 3, Fall 1981, pp. 102-104.

"Can the Manager's Mind be Nationalized?" (with R. Lachman), *Organization Studies*, Vol. 3, No. 1, 1982, pp. 33-46.

"Israel and the Problem of Inflation," *South African Journal of Business Management*, 1982, 13, 2, 98-99.

"Comprehensive Audit of Management Performance in State-Owned Enterprises," *Annals of Public and Co-operative Economy*, March 1983, 54, 1, 73-93. Appears in Italian as: "Il controllo globale dei risultati di question delle imprese pubbliche negli Stati Uniti", *Economica Pubblica*, Oct-Nov 1983, (10/11) 467-476.

"The C.P.A.'s Place in Public Bodies", *Ro'eh Ha-Heshbon (The Accountant)*, Vol. 33, No. 1, December 1983, pp. 54-57.

"Origins of State-Owned Enterprises: Railroad as an Example of Motive," *Annali Di Storia Dell'Impresa* 1987 Vol. 3, pp. 127-143.

"The Evolution of Management Science Practices in Israel," *Omega*, 1988, 16, No. 3, pp. 215-220.

"Why Do Governments Privatize," *Technovation*, vol. 8, (1988), 7-23. (same as chapters in book no. 15).

"In Search of the Unique: Can Firm Specific Advantages be Evaluated?," *Journal of Management Studies*, Number 30, No.1, January 1993, 31-49.

"Developing the Competitive Potential of Technology-Intensive Industries: A Theoretical Framework and Policy Implications," *Development & International Cooperation*, Vol. IX No.16, June 1993 (with Seev Hirsch).

"Is Management Science International: In Search of Universal Rules," *Management Science*, Volume 40, No.1, January 1994 (With Richard Burton),.

"The Organization of Global Service MNES", *International Studies of Management and Organization*, 1996, Vol.26, No.2, pp.6-23.

"The Changing Political Economy of Israel", *The Annals of the American Academy of Political and Social Science*, Jan. 1998, Vol. 555 pp.127-147.

"Restructuring the Arrangements Between Government and State Enterprises in the Oil and Mining Sectors", *Natural Resources Forum*, 1998 Vol. 22, No.3. pp. 201-213 (with William Ascher).

Selected Refereed Conference Proceedings

"The Demand Side of Globalization," *Proceedings of NEEBA Conference*, November 19, 1988.

"International Trade in Services," in David H. Holt and Carolyn Dexter (eds.) *Management in a Global Economy III*, Hong Kong, Eastern Academy of Management, June 1989, pp. 121-125.

"Global Firms and Global Industries," - *Pan Pacific conference IV*, Sydney, Australia, 1989, pp. 290-292.

"Firms From Small Countries in a Global Economy," *Pan Pacific Conference IV*, Sydney, Australia, 19??, pp. 293-295.

"World Developments in Privatization: Lesson for Israel" in the Israeli Economy at the Threshold of the Year 2000, Jerusalem Center for Public Affairs, Dec. 1992, pp. 223-230.

"Adaptation of American Management to the Changing Global Business Environment", in *Strategic Responses to Changing Global Business Environment*, Seoul, Korea: Korea University, October 1993.

Book Reviews

Ravi Ramamurti, "State Owned Enterprises in High Technology Industries: Studies in India and Brazil," *Journal of International Business Studies*, Vol. XIX, No. 3, Fall 1988, pp.512-17.

Michael Y. Yoshino and Thomas B. Lifson, "The Invisible Link: Japan's Sogo Shosha and the Organization of Trade," *Contemporary Sociology*, Vol. 17, No. 6, November 1988, pp.769-70.

T. W. Kang, "Is Korea the Next Japan?" *Journal of International Business*, Vol XX, No. 3, Fall 1989, pp 583-87.

Lilach Nachum, "The Origins of the International Competitiveness of Firms", *Journal of Economics/Zeitschrift fur Nationalokonomie* Vol.71 No.1. 2000, pp. 91-94.

Cases

Wrote more than 150 cases in Hebrew and English.

Selected Invited Papers in Conferences since 1987

Invited participant in Study Group on Privatization, Invited paper on "Privatization in UK," Council of the Group on Foreign Relations, Second Meeting, 1987.

Invited paper, "Why Do Governments Privatize?", Seminar on Internal Information Systems and Performance Measures for Competition Deregulation and Privatization, Brussels, April, 1987.

Invited paper, "Education and Technology Transfer," Second Annual IBEAR Conference, University of Southern California, Los Angeles, Ca., 7-9 April 1988.

Discussant, "Comparative Research in Business and Social Policy," Academy of Management, New Orleans, La., 9-12 August 1987.

Discussant, Academy of International Business, Chicago, Ill., October 1987.

Discussant, "Work Values Across Cultures," Academy of Management, Anaheim, California, August 1988.

Invited to lead a roundtable discussion on "Strategy and International Management," Stanford Graduate School of Business, 19 October 1988.

Organized and presented a session on "Status of International Business," invited paper on Internationalization Strategy, AIB Annual Meeting, 21-23 October 1988.

Invited as distinguished speaker, "Globalization and Management Control," McMaster University, 13 March 1989.

Invited as a distinguished lecturer, New York University, Stern School of Management on "Small Firms Export," 28 April 1989.

Invited as a panel member, the Wingspread Conference on International Cooperation and Business Education, National Advisory Council on Business Education, 22-29 May 1989.

Invited as lecturer, Pacific Asian Lecture Series, University of Hawaii at Manoa, "The Demand Side of Globalization," 19 June 1989.

Chairperson, Session on Privatization and invited paper, "On the Measurement of Successful Privatization," Academy of International Business Conference, Singapore, 19-22 November 1989.

Invited paper, "Global Firms and Inward Investments," Conference in Honolulu, Hawaii, 11-13 January 1990.

Lecture tour on "Strategic Options of Small Firms From Small Countries in the Competitive Global Economy in the 1990s," presented at University of Southern California and University of California at Berkeley, 9-16 March 1990.

Invited paper, "In Search of the Unique: How can Firm Specific Advantages Be Evaluated?" Special Conference, University of Illinois at Urbana-Champaign, 15-16 May, 1990.

Member of Workshop on Theory Building in International Management, "Developing an Agenda for Theory Building in International Management," Academy of Management Annual Meeting, San Francisco, 12-15 August 1990.

Discussant, "Coordination and Control in Multinational Corporations," Academy of Management Annual Meeting, San Francisco, 12-15 August 1990.

Invited as special speaker on "Globalization of Services, With Special Reference to Professional Business Services: A Survey of Major Issues and research," Academy of International Business Annual Meeting, Toronto, October 1990.

Organized conference on "Coalitions and Competition: The Globalization of Professional Services," and presented paper, "Ownership, Networks and Coalitions," Duke University, Fuqua School of Business, 19-20 October 1990.

Invited participant in Roundtable Session, "Sources of International Competitiveness in the 1990s," International Studies Association - South Annual Meeting, Raleigh, NC, 26-28 October 1990.

Invited paper, "The Role of Small Firms in an Interdependent World." International Conference on Strategies for Players in a Larger World: The Effects of Regulatory and Information Changes. Odense, Denmark, 30-31 May 1991.

Invited paper, "Globalization of Professional Business Services," Academy of International Business - Northeast Chapter, Annual Meeting. Bermuda, 3-7 June 1991.

Invited paper, "The Role of Small Firms in an Interdependent World." Globalization of American Firms, Center for International Business Education and Research, Fourth Annual Research Conference. Los Angeles, 20-21 June 1991.

Discussant, "International Coordination of Business Policy," 1991 Summer Conference on Industrial Organization, Strategic Management and International Competitiveness," University of British Columbia, Vancouver, 21-23 June, 1991.

Invited paper, "Internationalization of Business Education," 1991 Academy of Management Annual Meetings, Miami, August 1991.

Invited panelist, "Issues in Cross-Border Investments," Conference on Cross-Border Investments and Valuation: The Japan-U.S. Dimension." Center for Japan-U.S. Business and Economic Studies and the Accounting Department, Stern School of Business, New York University and Daiwa Securities America, Inc., New York, 25 September 1991.

Invited paper, "Globalization of Professional Services: Implications for Developing Countries," International Seminar on Globalization of Business: Challenges of the 90's, S.P. Jain Advanced Management Research Center, University of Delhi, 5-8 January 1992.

Invited paper, "Institutional Structure and IB Education", in Perspective on International Business: Theory, Research and Institutional Arrangements, University of South Carolina, 21-24 May 1992.

Invited paper, “From Adam Smith to Schumpeterian Global Firms,” EIASM Workshop on Global Strategic Management Beyond the Three Generics, Brussels, Belgium, November 1992.

Invited paper, “World Developments in Privatization: Lessons for Israel,” in *The Israeli Economy at the Threshold of the Year 2000*, The Jerusalem Center for Public Affairs and Konrad Adenauer Foundation, Jerusalem, Israel, December 7-10, 1992.

Invited paper, “The Globalization of Professional Business Services”, the University of Alberta, Edmonton, Canada, April 15, 1993.

Chairperson, Strategic Issues: Internationalization and Diversification, Academy of Management Annual Meeting, 1993 - International Management Division, Dallas, Texas, August 13-17, 1993.

Invited refereed paper, “Obstacles to Privatization Success - Evidence from Latin America”, 20th EARIE Conference, Tel-Aviv, September 4-7, 1993. (I also chaired another session at that conference).

Invited refereed paper, “The Globalization of Management Consulting”, EIASM Brussels workshop, *Global Strategy in the Service Industry*, September 17-18, 1993.

Invited discussant, conference on Privatizing Monopolies in Developing Countries: Lessons from the Telecom and Transport Sectors in Latin America”, North Eastern University, September 20-21, 1993.

Invited keynote address, “Adaptation of American Management to the Changing Global Business Environment: Overview and Analysis”, in *Strategic Responses to Changing Global Business Environment*, Korea, October 11, 1993.

Chair, Doctoral Award finalists presentation, AIB Annual Meeting, Maui, October 1993.

Organized and chaired panel, “What Every MBA Needs to Know about International Business but is Afraid to Ask”, AIB Conference, Boston, Mass., November 1994.

Invited panelist, “Recent Theoretical Development in International Business Services”, *International Business Theory: The State of the Art*, European International Business Association, 20th Annual Conference, Warsaw, Poland, December 11-13, 1994.

Invited paper, “Organization of Global Service MNEs”, EIASM conference, Brussels, Belgium, June 6-7, 1994.

Invited paper “The Organizational Results of Privatization”: Israel’s Sociological Association, January 6, 1995

Invited lecture, “The Role of Reputation in Global Professional Business Services”, The University of Lausanne, Switzerland, 18 January, 1995.

Invited paper, “Globalization of Services”, Pontificia Universidade Catolica, Rio de Janeiro, Brazil, 9 March 1995.

Invited paper, “Globalization of Services”, Universidade de Sao Paulo, Sao Paulo, Brazil, 10 March 1995.

Invited paper, “Dissemination of Research Results”, Helsinki Business School, May 16, 1995.

Invited paper, “The Role of Reputation in Global Professional Business Services”, Helsinki Business School, May 17, 1995.

Invited paper, “Developments in International Business Theory”, Helsinki School of Economics, May 16, 1995.

Invited paper, “Movement of Knowledge Within Organization”, University of Alberta, May 19-20, 1995.

Invited Harvard University, Kennedy School on World Trade in Services: A new Agenda to Ensure Continuing Expansion. October 26-27, 1995.

Invited paper “The Performance of State-Owned Enterprises”, International Colloquium on The Rise and Fall of State Owned Enterprise in the Western World at Universita Luigi Bocconi, Milan, October 10-12, 1996

Invited paper, “The Globalization of Professional Business Firms – Implications to the Theory of MNE”, The Anderson School at UCLA International Business and Strategy and Organization Areas at Tel-Aviv University, December 12, 1996

Invited paper “The Impact of Globalization on Management Science”, Informs International Conference, Tel-Aviv Israel on Management Science and Operational Research in an Emerging Region, June 1998.

Invited as a distinguished professor, Auckland University, New Zealand, March 2000. Series of lectures on globalization of professional business services; reputation; the role of small countries in global world

Invited paper, “Getting Back to Principals: lessons from establishing accountability and improving performance” Conference on corporate governance for the state-owned enterprise sector in Ukraine, Kiev December 5-6, 2001

Invited paper, “Alternative approaches to reform of the governance of state-run enterprises” by invitation of the Ministry of economy and European integration of Ukraine, December 7, 2001

Invited paper, “European Air Transportation: Integration, Globalization and Structural Changes” European Integration in Swedish Economic Research Molle, May 14th-17th 2002 Swedish network for European Studies in Economics and Business

Competitive paper “The Globalizer that cannot Globalize - the Airline Transportation Industry” EIBA Annual conference Athens, December 2002

Invited discussant on keynote address by Kai Hamerich Molle May 20-23 2003 XX

Chair, *Issues of the MNC – Global or Regional in Academy of International Business Annual Conference, Monrerey, Ca. USA July 5-8 2003*

Chair, “Getting in :Foreign Investments and the Liability of Foreignness” Academy of Management Conference Seattle August 1-6, 2003

Invited lecture “Past, Present and Future Topics in International Business Research” University of Southern Denmark, December 2003

Global Seminar on *World Investment Report 2004, United Nations, Geneva, May 2004*

Competitive Paper “Battles of Procrastination - Reforms in Israeli Higher Education,” Workshop on The Process of Reform of the University across Europe, Siena, Italy, May 24-26, 2004.

Invited Discussant, sixth annual conference on European integration Swedish Network for European Studies in Economics and Business Molle May 25-28 2004

Invited speaker AIB fellows opening plenary “Aharoni, Wilkins, Vahlne and Doz: A Retrospective on Cultural, Institutional and Historical Approaches to the Growth of MNEs” Academy of International Business 2004 Annual Meeting July 10, 2004

Distinshished speaker “Pactful research and how to do it “ Academy of Management Conference New Orleans August 6-11 2004

Memberships in Organizations

Academy of Management
Strategic Management Society
Academy of International Business
European Academy of International Business