



**SMS Global Strategy Interest Group
NEWSLETTER
September 2009**

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FROM GLOBAL STRATEGY IG CHAIR

Dear Global Strategists:

Welcome to the third issue of the SMS Global Strategy Interest Group Newsletter. In this issue, I want to highlight some of the major activities of our interest group at the upcoming SMS conference in Washington, D.C.

On Sunday, October 11, Associate Program Chair **Anil Gupta** has organized a great **pre-conference program** featuring three exciting panels: "Globalizing the Young Venture: A Conversation with Four High-Tech CEOs", "The Duke Offshoring Research Network Project", and "Location, Knowledge and Competitive Dynamics: New Research Directions." Details of these sessions are contained later in the newsletter.

Later on Sunday afternoon from 16:30 to 17:30 in Meeting Room 4, our IG will hold its **annual meeting**. This is the time of the conference where we discuss the future of our interest group, and as such, your attendance is very important.

The main program starts on the morning of October 12. As result of Program Chair **Björn Ambos'** fine work coordinating the review process and preparing the conference program for our IG, we have a great set of sessions to attend. While the sessions are too numerous to repeat here, you can access the program at the following link:

<http://dc.strategicmanagement.net/schedule.php>

As I will soon be finishing my three-year term as a Global Strategy IG officer, I also want to thank everyone for their support throughout the process starting with **Steve Tallman**, who first encouraged me to take on a representative-at-large role several years ago, to **Africa Arino**, **Susan Segal-Horn**, and **Mike Peng**, who provided fantastic guidance as previous IG leaders, to **Björn** and **Anil**, who I am confident will continue to lead the IG to great heights.

Additionally, I wish to thank all the representatives-at-large who served during my tenure on the IG board, and particularly our three outgoing representatives-at-large, who will be concluding their terms shortly. Your service to the IG was GREATLY appreciated!

Timothy Devinney (University of New South Wales)

Bridgett Sullivan-Taylor (University of Warwick)

Venkat Subramanian (University of Hong Kong)

Finally, I wish to congratulate our newly elected officers. While I do not know their identities at this time, I am confident that we will have a great team to lead us into the future as all of the candidates were really superb this year. Thank you all for your willingness to serve.

I look forward to seeing everyone in Washington D.C. in just a couple of weeks!

Bill

GLOBAL STRATEGY Interest Group Sessions
Sunday, October 11, 2009
Meeting Room 4

10.00-11.30 Globalizing the Young Venture: A Conversation with Four High-Tech CEOs

- Session Chair: Anil K. Gupta, University of Maryland
- Dev Ganesan, CEO, Aptara Corp. (www.aptaracorp.com)
- Wei-Wu He, CEO, Origene Technologies (www.origene.com)
- D.P. Venkatesh, CEO, mPortal (www.mportal.com)
- Tien Wong, CEO, Opus8 (www.opus8.com)

Each panelist will present his company as a case study and draw lessons regarding (a) what opportunities and challenges he and his team faced in leveraging the world's resources and markets from the very early days, (b) how they addressed these opportunities and challenges, and (c) what still remain the tough issues in leading a young global venture. After these presentations, Anil Gupta will moderate a Q&A session with the audience.

1.00-3.30 The Duke Offshoring Research Network Project

- Session Chair: Arie Lewin, Duke University
- Joan Enric Ricart, IESE Business School
- Torben Pedersen, Copenhagen Business School

The Offshoring Research Network is a unique longitudinal international research program investigating the offshoring phenomenon with the overall goal to both inform management practice and advance the conceptual and empirical understanding of this rapidly unfolding space. It combines large scale fine grained survey data from the offshoring companies, in-depth qualitative research on selected company cases, and survey data from the service providers in host countries. This panel will discuss the past, present, and future of this project and its implications for both research and practice.

3.00-4.30 Location, Knowledge and Competitive Dynamics: New Research Directions

- Session Chair: Wilbur Chung, University of Maryland
- Christopher Liu, Harvard Business School - A Spatial Ecology of Knowledge: Scientists, Networks, and an Archipelago
- Muir Macpherson, Georgetown University - Spanning the Global Network: Information Asymmetry & Value Capture in Cross-Border Acquisitions
- Joel Blit, University of Toronto - Learning Remotely: Technology Listening Posts, Intra-firm Networks and Knowledge Transfer
- Richard Wang, UC-Berkeley - Spatial Competition Among Heterogeneous Firms: Evidence from the Chinese Satellite TV Industry
- Minyuan Zhao, Michigan - Local R&D Strategies and Multi-Location Firms: The Role of Internal Linkages (coauthored with Juan Alcacer, Harvard Business School)

This session will focus on new research directions pertaining to the antecedents and consequences of location decisions, especially as they relate to knowledge transfer and competitive dynamics.

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2009 SMS IG Business Meeting

Please plan to attend our business meeting to be held at the conference hotel (Renaissance Washington, DC) on Sunday, October 11 in Meeting Room 4 from 16:30 to 17:30. The IG officer meeting immediately follows the IG all-member meeting from 17:30 to 18:30 in Meeting Room 16.

During the meeting, we will:

- Thank our departing officers.
- Welcome our newly elected officers.
- Discuss recent initiatives of the IG, including a current proposal for a global strategy IG-sponsored special conference (a proposal stemming from discussion at last years IG meeting).
- Discuss potential future IG activities.

This is your chance to provide input into the future of the IG. We look forward to seeing everyone there.

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