

# Newsletter

## Faculty Research Publications



### Peer Reviewed Journal Articles

Cai, Y., Han, Jian, Peng, S., and Sun, L.. 2016 Dec. "Volunteer high performance work systems and service performance." *Frontiers of Business Research in China*. 10.  
Contact: [jianhan@ceibs.edu](mailto:jianhan@ceibs.edu)

Chan, Q., Zhang, M. and Zhao, Xiande. forthcoming. "Analyzing customer behaviour in mobile app usage". *Industrial Management & Data Systems*.  
Contact: [xiande@ceibs.edu](mailto:xiande@ceibs.edu)

Chen, Weiru and Su, Yiyi. 2016. "Less is more? Product Culling Strategy and Performance of the Global Derivative Exchanges (少则精? 全球衍生品交易所的产品精简战略与绩效研究)". *Quarterly Journal of Management (管理学季刊)*, .  
Contact: [weiruchen@ceibs.edu](mailto:weiruchen@ceibs.edu)

Ciuchta, Michael P., Gong, Yan, Miner, Anne S., Letwin, Chaim and Sadler, Anthony. 2016. "Imprinting and the progeny of university spin-offs". *Journal of Technology Transfer*. 41, 1113-1114.  
Contact: [gongy@ceibs.edu](mailto:gongy@ceibs.edu)

Currim, Imran; Lim, Jeosoo and Zhang, Yu. 2016. "Commitment to Marketing Spending through Recessions: Better or Worse Stock Market Returns?". *European Journal of Marketing*. (A\*) 50, 12.

**Abstract:** This study addresses two unique and important questions. First, how do recessions directly affect firms' marketing spending decisions? Second, and more importantly, do firms which are more committed to marketing spending through past recessions achieve better stock market returns? Based on a combination of NBER, COMPUSTAT and CRSP data on 6,000 firms between 1982 and 2009 analyzed employing panel data based regression models we find that firms cut marketing spending during recessions. More importantly, firms committed to marketing spending during past recessions achieve better stock market returns. The findings are found to be robust across B2B and B2C industries, different time periods, and firms which vary on the proportion of their global revenue from U.S. sales. The key managerial implication is that top executives cut marketing budgets during recessions, how-

ever, if they can resist the pressures, and strategically continue to make marketing investments during recessions they will achieve higher stock market returns.

Contact: [zyu3@ceibs.edu](mailto:zyu3@ceibs.edu)

Eranova, M., and Prashantham, S. . 2016. "Decision making and paradox: Why study China?". *European Management Journal*,. 34, 193-201.

Contact: [sprashantham@ceibs.edu](mailto:sprashantham@ceibs.edu)

Gong, Yan, Zhang, Yu and Xia, Jun. forthcoming. "Do Firms Learn More from Small or Big Successes and Failures?". *Journal of Management*. (FT50).

**Abstract:** It has been recognized that previous experiences can provide different types of feedback. However, it has not been systematically explored as to why firms are more likely to learn effectively from certain types of experience than others. From a feedback-based learning perspective, we argue that it is useful not only to focus on feedback valence (success or failure experiences), but also to examine feedback saliency (the magnitude of the experience's influence). Based on a sample of acquisitions by U.S. firms, our results indicate that a firm's success experience drives up the premium it pays for a subsequent acquisition, whereas a failure experience reduces this subsequent premium. Moreover, we find that the magnitude of the effects of the four types of experiences (small failure, big failure, small success, and big success) does not follow a symmetrical pattern of inverse effects.

Contact: [zyu3@ceibs.edu](mailto:zyu3@ceibs.edu)

Gunderson, M., Lee, Byron Y. and Wang H. 2016. "Union Pay Premium in China: An Individual Level Analysis". *International Journal of Manpower*. 4, 37, 600-627.

Contact: [blee@ceibs.edu](mailto:blee@ceibs.edu)

Harford, Jarrad, Wang, Cong, Zhang, Kuo. 2016 Sep. "Foreign Cash: Taxes, Internal Capital Markets, and Agency Problems". *The Review of Financial Studies*. (FT50).

**Abstract:** The greater is the fraction of a firm's cash held overseas, the lower shareholders value that cash. This goes beyond a pure tax effect — the repatriation tax friction disrupts the firm's internal capital market, distorting its investment policy. Firms underinvest domestically and overinvest abroad. Our findings are more pronounced when firms are subject to higher repatriation tax rates, higher costs of borrowing, and more agency problems. Overall, our evidence suggests

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that a combination of taxes, financing frictions, and agency problems leads to a valuation discount for foreign cash and documents real effects of how foreign earnings are taxed.

Contact: [congwan@ceibs.edu](mailto:congwan@ceibs.edu)

Hua, X., Chen, Y., and Prashantham, S.. 2016. "Institutional logic dynamics: private firm financing in Ningbo (1912–2008)". *Business History*. 58, 3, 378-407.

Contact: [sprashantham@ceibs.edu](mailto:sprashantham@ceibs.edu)

Johnson, L. U., Rogers, A., Stewart, R., David, E. M., & Witt, L. A.. forthcoming. "Effects of politics, emotional stability, and LMX on job dedication". *Journal of Leadership & Organizational Studies*.

Contact: [edavid@ceibs.edu](mailto:edavid@ceibs.edu)

Kim, T.Y., Lee, D. R., & Wong, N.. 2016. "Humor Styles of Supervisors and Employee Outcomes: The Role of Social Distance and Affective Trust in Supervisor". *Journal of Business and Psychology*. 31, 125-139.

Contact: [tykim@ceibs.edu](mailto:tykim@ceibs.edu)

Lee, Jean, Chiang, F, and Cai, Z, Y.. 2016 June. "The effects of tenure and perceived contract violation on the relationship of organizational culture and commitment". *International Journal of Human Resource Management*.

Paper: <http://www.tandfonline.com/doi/full/10.1080/09585192.2016.1194870>

Contact: [jeanlee@ceibs.edu](mailto:jeanlee@ceibs.edu)

Maccarthy, B., Blome, C., Olhager, J., Srari, J.S. and Zhao, Xiande. forthcoming. "Supply Chain Evolution – Theory, Concepts and Science". *International Journal of Operations & Production Management*.

Contact: [xiande@ceibs.edu](mailto:xiande@ceibs.edu)

Meyer, Klaus E. and Xin, Katherine R.. forthcoming. "Managing Talent in Emerging Economy Multinationals: Integrating Strategic Management and Human Resource Management,". *International Journal of Human Resource Management*.

Contact: [kmeyer@ceibs.edu](mailto:kmeyer@ceibs.edu)

Ramasamy, B. and Yeung, M. 2016. "China and the Trans-Pacific Partnership Agreement: Misfit or Missed Opportunity?". *A Journal of Policy Analysis and Reform*. 28, 1, 73-86.

**Abstract:** If it eventuates the Trans-Pacific Partnership agreement (TPP) will include major economic powerhouses like the US and Japan, but China – the elephant in the room – has been excluded. Our evaluation of how China might fare in the TPP finds that the agreement would be a poor fit at the current stage of China's economic development. Although China would gain both in terms of trade and a reform timetable, some features of this 21st century agreement – the assistance given to state-owned enterprises, the standards for labour rights, protection of multinationals against the state and competition laws – would be stumbling blocks in the negotiation process. Thus, being left out of the TPP is no big loss for China.

Paper: <http://press-files.anu.edu.au/downloads/press/n2264/pdf/argument0>

Contact: [bramasamy@ceibs.edu](mailto:bramasamy@ceibs.edu)

Ramasamy, B., Rowley, C. and Yeung, M.. 2016. "Initial job choice in the Greater China region: The role of corporate social responsibility". *Journal of General Management*. 41, 3.

**Abstract:** Job application decisions can be influenced by job/organizational attributes, both traditional ones, such as salary, prospects, location, company type and newer ones, such as corporate social responsibility. To examine the varying importance of these and the impacts of location and gender for initial job applications, we surveyed potential job applicants about to join the jobs market based in China, Hong Kong and Taiwan, often grouped together as the Greater China region. Using conjoint analysis of different scenarios we find the importance of job characteristics does vary across the region, although with no clear result regarding gender. We note the theoretical and practical implications of our work.

Paper: <http://www.braybrooke.co.uk/JournalofGeneralManagement/tabid/56/Default.aspx>

Contact: [bramasamy@ceibs.edu](mailto:bramasamy@ceibs.edu)

Ramasamy, B., and Matthew C.H. Yeung. 2016. "The Determinants of Parts and Components Trade: The Role of Trust and Commitment". *International Journal of Trade and Global Markets*. 9, 3, 249-271.

Contact: [bramasamy@ceibs.edu](mailto:bramasamy@ceibs.edu)

Rui, Oliver (Meng), Cumming, Douglas and Wu, Yiping. 2016. "Political instability, access to private debt, and innovation investment in China". *Emerging Market Review*. 29, 68-81.

**Abstract:** We provide evidence from China that access to loans positively affects the probability that a firm will invest in innovation. However, the positive effect of private debt on innovation investment is significantly moderated by political instability. The cost of political instability on innovation is less severe when the entrepreneur has political connections to party leaders. Furthermore, we show that political connections increase the probability that an entrepreneur has access to direct governmental support for innovation investment. These findings are more pronounced for technology intensive industries.

Paper: <http://www.sciencedirect.com/science/article/pii/S1566014116300619>

Contact: [oliver@ceibs.edu](mailto:oliver@ceibs.edu)

Tourigny, L., Han, Jian and Baba, V. forthcoming. "Gender and trust: their effect on shared responsibility, knowledge sharing and OCB.". *Gender in Management*.

**Abstract:** In this study, we investigate how gender influences the impact of interpersonal trust among subordinates on spontaneous work behaviors such as sharing responsibility and knowledge and engaging in organizational citizenship behavior (OCB). Results indicate that both affect- and cognition-based trust among subordinates positively impact responsibility and knowledge-sharing behaviors, OCB-Individual (OCB-I) and OCB-Organization (OCB-O). The gender of the supervisor alters the relationship between both forms of trust and responsibility-sharing behavior and OCB-O, but not knowledge-sharing behavior and OCB-I. Cognition-based trust plays a dominant role for male subordinates while affect-based trust is more relevant to female subordinates. Finally, while the gender of the supervisor moderates the impact of both affect- and cognition-based trust, it is significant for female subordinates only. Implications for research and practice are discussed.

Contact: [jianhan@ceibs.edu](mailto:jianhan@ceibs.edu)

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## Faculty Research Publications

**Velamuri, S. R., Venkataraman, S. and Harvey, W. forthcoming. "Seizing the Ethical High Ground: Ethical Reputation Building in Corrupt Environments". *Journal of Management Studies*. (FT50).**

**Abstract:** We study how ethical behavior by firms leads to ethical reputation building. Based on our in-depth studies of two firms in India and Zimbabwe that resisted corruption and survived for extended time periods, we propose that in addition to behaving ethically, firms need to elicit favorable responses from a critical mass of stakeholders from both strong and weak tie networks in order for their ethical reputations to diffuse quickly and widely. We find that the strength of stakeholder responses to ethical behavior is moderated by firm level and contextual factors: high status affiliations, industry characteristics, the nature of corruption resisted, the presence of a plural press, the potential for collective action, and the presence of an independent judiciary. These antecedents also influence the pattern of stakeholder resource commitments that firms are able to enjoy as a result of having built ethical reputations.

**Contact:** [rvelamuri@ceibs.edu](mailto:rvelamuri@ceibs.edu)

**Wang, L. Han, Jian, Fisher, C., and Pan, Y. forthcoming. "Sharing to Learn and Learning to Share: Exploring Temporality in Team Learning". *Small Group Research*.**

**Abstract:** In this study, we explored (a) how shared leadership and team learning behaviors influence each other over time in self-managed teams, and (b) how the stability of the leadership network structure (i.e., network churn) is associated with team learning behaviors. We found that shared leadership stimulated team learning behaviors in a manner consistent with previous research at the early stages of teams' work together, but not at the middle and later stages of the task. We also found that teams that engaged in more learning behaviors early in the task were more likely to keep their leadership network structure stable. This stability was positively associated with team learning behaviors at the midpoint and end of the task. We use these findings to elaborate theory on how leadership and learning in self-managed teams develop, change, and influence each other over time.

**Contact:** [jianhan@ceibs.edu](mailto:jianhan@ceibs.edu)

**Wang, Z., Huo, B., Qi, Y. and Zhao, Xiande. 2016. "A resource-based view on enablers of supplier integration: Evidence from China". *Industrial Management & Data Systems*. 116, 3, 416-444.**

**Contact:** [xiande@ceibs.edu](mailto:xiande@ceibs.edu)

**Wang, Z., Wang, Q., Zhao, Xiande and Lyles, M. 2016. "Interactive Effects of External Knowledge Sources and Internal Resources on the Innovation Capability of Chinese Manufacturers". *Industrial Management & Data Systems*. 116, 8.**

**Contact:** [xiande@ceibs.edu](mailto:xiande@ceibs.edu)

**Wei, Feng, Lee, Jean and Kwan, H.W. 2016. "Impact of active constructive leadership and passive corrective leadership on collective organizational commitment. ". *Leadership and Organizational Development Journal*. 37:7, 822-842.**

**Contact:** [jeanlee@ceibs.edu](mailto:jeanlee@ceibs.edu)

**Xin, K. R. with Chen, C., C., Leung, K., and Ünal Ali, F. 2016. "Group harmony in the workplace: Conception, measure-**

**ment, and validation". *The Asia Pacific Journal of Management*. (A\*). 33, 903-934.**

**Abstract:** Based on a literature review of Chinese traditional philosophies and social science research on social harmony we formulated the group harmony construct, developed a scale, and tested its validity in two studies on 167 top management groups from China. Study 1 demonstrated convergent and discriminant validity of group harmony and evaluated its predictive validity against well-established constructs of relationship conflict, task conflict, group cohesiveness, psychological safety, and conflict avoidance. Study 2 further examined the construct and nomological validity of group harmony and tested the effects of group harmony and found that, as hypothesized, group harmony enhanced group innovative performance through increasing knowledge sharing among group members. However, instead of motivating innovative performance through fostering moderate levels of task conflict, group harmony enhanced innovative performance through reducing task conflict on the one hand and neutralizing the negative effect of task conflict on the other. Theoretical and practical implications are discussed.

**Contact:** [katherinexin@ceibs.edu](mailto:katherinexin@ceibs.edu)

**Yu, Fang (Frank). forthcoming. "Cultural Proximity and the Processing of Financial Information". *Journal of Financial Quantitative Analysis*. (FT50).**

**Abstract:** This paper examines how culture affects information asymmetry in financial markets. We extract firms traded in the U.S. but headquartered in regions sharing Chinese culture ("Chinese firms"), and manually identify a group of U.S. analysts of Chinese ethnic origin ("Chinese analysts"). We find that Chinese analysts issue more accurate forecasts on Chinese firms than non-Chinese analysts. The effect is stronger among firms with less transparent information environments. Further evidence suggests that culture proximity can go beyond language commonality and analysts' pre-existing channels for information. Market reaction is stronger when Chinese analysts issue favorable forecast revisions or upgrades about Chinese firms.

**Contact:** [fyu@ceibs.edu](mailto:fyu@ceibs.edu)

**Zhang, S., Wang, Z., Zhao, Xiande and Zhang, M.. forthcoming. "Effects of institutional support on innovation and performance: Roles of dysfunctional competition". *Industrial Management and Data Systems*.**

**Contact:** [xiande@ceibs.edu](mailto:xiande@ceibs.edu)

**Zhang, X. Q., Han, Jian, and Cai, J. 2016 Dec. "Improving the innovation ecosystem in China". *Harvard Business Review (Chinese Version)*.**

**Contact:** [jianhan@ceibs.edu](mailto:jianhan@ceibs.edu)

**Zhang, Yimin and Lin, MingHsin . 2016. "Hub-Carrier Scheduling and Hub-Airport Congestion Pricing". *Social Science Electronic Publishing*.**

**Abstract:** This study examines hub-carrier scheduling and hub-airport congestion pricing using a simple hub-spoke network model incorporating both schedule delays and congestion delays. We find that in the short-middle run, where aircraft size is given exogenously, hub-airport congestion tolls are not needed at the social optimum if the (negative) congestion delay effect is more or less offset by the (positive) schedule delay effect. In the long run, where aircraft size is decided endogenously, at the social optimum, it is not necessary to impose congestion tolls via a per-flight charge or via per-passenger charges. This is in stark contrast to the results of existing literature. Interestingly, we

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further find that when the per-flight charge is weight related, a profit-maximizing (privatized) hub airport imposes schedule and congestion delay costs via per-flight charges, but there are no delay cost terms in the private optimal per-passenger charges. However, when the per-flight charge is movement related, it imposes schedule and congestion delay costs via both per-flight charges and per-passenger charges. These "private" optimal congestion-pricing rules provide useful insights into privatized, or profit-maximizing/emphasizing, hub airports.

Paper: <http://ssrn.com/abstract=2715407>

Contact: [zyimin@ceibs.edu](mailto:zyimin@ceibs.edu)

Zhu, Tian, Liu, Fang and Zhang, Jun. 2016. "How much can we trust China's investment statistics?". *Journal Of Chinese Economic And Business Studies*. 14, 3, 215-228.

Contact: [ztian@ceibs.edu](mailto:ztian@ceibs.edu)

Zhu, Tian and Wang, Susheng . 2016. "Optimality of the 51: 49 equity structure". *Applied Economics Letters*. 145, 270-273.

Contact: [ztian@ceibs.edu](mailto:ztian@ceibs.edu)

### Trade Journal Articles

Cai, Jiangnan (John). 2016 Dec. "医改首先需要解放医生的生产力 Health reform needs to liberate physician productivity". *China Health Insurance journal*(《中国医疗保险》杂志).

Contact: [jncai@ceibs.edu](mailto:jncai@ceibs.edu)

Cai, Jiangnan (John). 2016. "签约制度怎么落实到实处How to make the contract with primary care physicians meaningful?". *China Health journal*(《中国卫生》杂志). 7.

Contact: [jncai@ceibs.edu](mailto:jncai@ceibs.edu)

Cai, Jiangnan (John), T.Y. Jiang. 2016. "新政出台, 行业洗牌New regulation for new drug approval process: is it a signal for industry reorganization?". *China Health journal*(《中国卫生》杂志). 7.

Contact: [jncai@ceibs.edu](mailto:jncai@ceibs.edu)

Gong, Yan. 2016 Feb. "We 15: A live show experiment from Tencent". *CEIBS Business Review*.

Contact: [gongy@ceibs.edu](mailto:gongy@ceibs.edu)

Gong, Yan. 2016 Aug. "Ant Financial: Exploring the untested rural territories". *CEIBS Business Review*.

Contact: [gongy@ceibs.edu](mailto:gongy@ceibs.edu)

Park, Seung Ho. 2016. "Blind spots in global strategy: applications in emerging markets". *Cross Cultural and Strategic Management*. 23, 531-550.

Contact: [spark@ceibs.edu](mailto:spark@ceibs.edu)

Price, Lydia J.. 2016 Apr. "Why Moving 'down and out' is Positive: Leading the Journey to Responsible Business". *German Chamber Ticker*. 38-39.

Contact: [plydia@ceibs.edu](mailto:plydia@ceibs.edu)

Rui, Oliver (Meng). 2016 July. "古今家族财富观之东西方研究". *CM华夏理财 (China Money)* . 9.

Contact: [oliver@ceibs.edu](mailto:oliver@ceibs.edu)

Rui, Meng and Yuan, Feng. 2016 July. "争议家族信托". *财富管理 (《WEALTH》 Magazine)* . 42-45.

Contact: [oliver@ceibs.edu](mailto:oliver@ceibs.edu)

Rui, Oliver (Meng). 2016 Aug. "老钱到新钱, 私行到FO的演进".

*CM华夏理财 (China Money)* .16.

Contact: [oliver@ceibs.edu](mailto:oliver@ceibs.edu)

Rui, Oliver (Meng) and Chen Hao. 2016 Aug. "家族办公室的战略投资官之多元化投资". *家族企业 (China Family Business Review)* . 109-112.

Contact: [oliver@ceibs.edu](mailto:oliver@ceibs.edu)

Rui, Meng and Yuan, Feng. 2016 Sep. "以信相托". *财富管理 (《WEALTH》 Magazine)* . 74-76.

Contact: [oliver@ceibs.edu](mailto:oliver@ceibs.edu)

Rui, Oliver (Meng). 2016 Sep. "财富管理生态之券商突围战". *CM华夏理财 (China Money)* . 16.

Contact: [oliver@ceibs.edu](mailto:oliver@ceibs.edu)

Rui, Oliver (Meng) and Chen, Hao. 2016 Sep. "家族办公室: 确保传承落地的'稳定器'". *家族企业 (China Family Business Review)* . 105-107.

Contact: [oliver@ceibs.edu](mailto:oliver@ceibs.edu)

Rui, Oliver (Meng). 2016 Oct. "不谈价值观, 何谈家族传承?". *CM华夏理财 (China Money)* . 16.

Contact: [oliver@ceibs.edu](mailto:oliver@ceibs.edu)

Rui, Meng and Chen, Hao. 2016 Oct. "让家族办公室成为能力扩展平台". *家族企业 (China Family Business Review)* . 107-109.

Contact: [oliver@ceibs.edu](mailto:oliver@ceibs.edu)

Rui, Oliver (Meng) and Yuan, Feng. 2016 Oct. "当保险遇上家族信托". *财富管理 (《WEALTH》 Magazine)* .60-63.

Contact: [oliver@ceibs.edu](mailto:oliver@ceibs.edu)

Rui, Oliver (Meng). 2016 Nov. "家族办公室设立的良机". *CM华夏理财 (China Money)* .16.

Contact: [oliver@ceibs.edu](mailto:oliver@ceibs.edu)

Rui, Oliver (Meng) and Chen, Hao. 2016 Nov. "路径各有策略 成功殊途同归". *家族企业 (China Family Business Review)* .98-102.

Contact: [oliver@ceibs.edu](mailto:oliver@ceibs.edu)

Rui, Oliver (Meng). 2016 Dec. "FO更青睐于投资初创公司". *CM华夏理财 (China Money)* . 16.

Contact: [oliver@ceibs.edu](mailto:oliver@ceibs.edu)

# Newsletter

## Faculty Research Publications

Tsai, T. and Zhang, Y.. 2016. "New Characters of Internationalization of SMEs". *CEIBS Business Review*.  
Contact: [itterence@ceibs.edu](mailto:itterence@ceibs.edu)

Velamuri, Ramakrishna S.. 2016 Nov. "How China-India trade can hit US\$ 500 billion". *Global Times*.  
Contact: [rvelamuri@ceibs.edu](mailto:rvelamuri@ceibs.edu)

Velamuri, Ramakrishna S. and Rupert, Merson. 2016. "Six Myths About Entrepreneurship". *Economist Intelligence Unit*.  
Contact: [rvelamuri@ceibs.edu](mailto:rvelamuri@ceibs.edu)

Xin, K. R. & Yan, J.. 2016 Dec. "Slow Process" at Fast Paced Age 《快时代的“慢功夫”》". *Business Review*. 5.  
Contact: [katherinexin@ceibs.edu](mailto:katherinexin@ceibs.edu)

Xin, K. R. and Yan, J. . 2016 Nov. "Chaos and Brightness 《混沌·光明》". *Business Review*. 5.  
Contact: [katherinexin@ceibs.edu](mailto:katherinexin@ceibs.edu)

Xin, K. R. and Yan, J.. 2016 Oct. "Future of Organization 《组织的未来》". *Business Review*. 5.  
Contact: [katherinexin@ceibs.edu](mailto:katherinexin@ceibs.edu)

Xin, K. R. and Yan, J.. 2016 Sep. "How Hard for Enterprises to Be Successful 《企业想要成功有多难》". *Business Review*. 5.  
Contact: [katherinexin@ceibs.edu](mailto:katherinexin@ceibs.edu)

Xin, K. R. and Yan, J.. 2016 Aug. "Advocate and Appeal for Entrepreneurship 《为企业家精神鼓与呼》". *Business Review*. 5.  
Contact: [katherinexin@ceibs.edu](mailto:katherinexin@ceibs.edu)

Xin, K. R. and Yan, J.. 2016 July. "The Way of Decision Making 《决策之道》". *Business Review*.  
Contact: [katherinexin@ceibs.edu](mailto:katherinexin@ceibs.edu)

Xin, K. R. and Yan, J.. 2016 June. "The Highest Level of Competition 《竞争的最高境界》". *Business Review*.  
Contact: [katherinexin@ceibs.edu](mailto:katherinexin@ceibs.edu)

Xin, K. R. and Yan, J.. 2016 May. "Let Wisdom Emerge 《让智慧浮现》". *Business Review*.  
Contact: [katherinexin@ceibs.edu](mailto:katherinexin@ceibs.edu)

Xin, K. R. and Yan, J.. 2016 Apr. "Retrieve the Chinese Patience 《找回中国耐心》". *Business Review*.  
Contact: [katherinexin@ceibs.edu](mailto:katherinexin@ceibs.edu)

Xin, K. R. and Yan, J.. 2016 Mar. " Management Prophet of Cloud Age 《云时代的管理预言》". *Business Review*.  
Contact: [katherinexin@ceibs.edu](mailto:katherinexin@ceibs.edu)

Xin, K. R. and Yan, J.. 2016 Feb. "Repositioning and Regaining Growth 《重新定位 重获增长》". *Business Review*.  
Contact: [katherinexin@ceibs.edu](mailto:katherinexin@ceibs.edu)

Xin, K. R. and Yan, J.. 2016 Jan. "The Spring Time of Industrial Internet 《产业互联网的春天》". *Business Review*.  
Contact: [katherinexin@ceibs.edu](mailto:katherinexin@ceibs.edu)

### Newspaper Articles

Cai, Jiangnan (John). 2016 2016-7-15. 医疗服务价格非改不可 Healthcare service prices need to be reformed. 医药经济报. Pharmaceutical Economics Newspaper  
Contact: [jncai@ceibs.edu](mailto:jncai@ceibs.edu)

Cai, Jiangnan (John). 2016 2016-7-26. 医疗资源社会化是大势所趋 Socialization of medical resources is a trend. 新民晚报. Xinmin Evening Newspaper  
Contact: [jncai@ceibs.edu](mailto:jncai@ceibs.edu)

Xu, Bin. 2016 2016-12-17. Opening Two Doors Is Key to Effective Resource Allocation in the Chinese Economy. 新民晚报. Xinmin Evening Paper  
Contact: [xubin@ceibs.edu](mailto:xubin@ceibs.edu)

### Books

George S. Yip and Bruce McKern. 2016. *China's Next Strategic Advantage, From Imitation to Innovation*, 创新驱动中国. China CITIC Press.  
Contact: [gyip@ceibs.edu](mailto:gyip@ceibs.edu)

Gong, Yan. 2016. *Business model innovation: Value creation vs. value capture (in Chinese)*. Beijing: Mechanical Engineering Press. .  
Contact: [gongy@ceibs.edu](mailto:gongy@ceibs.edu)

Lee, Jean and Zhang, Yan. 2016. *Succession and Transformation – The Road Map of Chinese Family Business*. Peking University Publishing. .  
Contact: [jeanlee@ceibs.edu](mailto:jeanlee@ceibs.edu)

Michael, Useem, Harbir, Singh, Liang, Neng and Peter, Cappelli. 2017. *Fortune Makers-the Leaders Creating China's Great Global Companies*. PublicAffairs Books.  
Contact: [liangneng@ceibs.edu](mailto:liangneng@ceibs.edu)

Nueno, Pedro. 2016. *The 2020 Board, El Consejo 2020*. Lid Publishing, London; Lid Editorial Empresarial, Madrid.  
Contact: [pnueno@ceibs.edu](mailto:pnueno@ceibs.edu)

Peng, Mike W. and Meyer, Klaus E.. 2016. *International Business (2nd ed.)*. Cengage Learning .  
Contact: [kmeyer@ceibs.edu](mailto:kmeyer@ceibs.edu)

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