

# Newsletter

## Faculty Research Publications



China Depth, Global Breadth

### Peer Reviewed Journal Articles

**Chen, Shimin, Cronqvist, Henrik, Ni, Serene and Zhang, Frank. 2017 Oct. "Languages and Corporate Saving Behavior". *Journal of Corporate Finance*. (A\*) 46, 320-341.**

**Abstract:** Speakers of strong future time reference (FTR) languages (e.g., English) are required to grammatically distinguish between future and present events, while speakers of weak-FTR languages (e.g., Chinese) are not. We hypothesize that speaking about the future in the present tense may result in the belief that adverse credit events are more imminent. Consistent with such a linguistic hypothesis, weak-FTR language firms are found to have higher precautionary cash holdings. We report additional supportive results from changes in the relative importance of different languages in a country's business domain, evidence from within one country with several distinct languages, and results related to changes following a severe financial crisis. Our evidence introduces a new explanation for heterogeneity in corporate savings behavior, provides insights about belief formation in firms, and adds to research on the effects of languages on economic outcomes.

**Paper:** [http://xueshu.baidu.com/s?wd=paperuri%3A%2851fd0050b7533f69545b0a7968f74c70%29&filter=sc\\_long\\_sign&tn=SE\\_xueshusource\\_2kduw22v&sc\\_vurl=http%3A%2F%2Fwww.sciencedirect.com%2Fscience%2Farticle%2Fpii%2FS0929119917302304&ie=utf-8&sc\\_us=9280705679618412620](http://xueshu.baidu.com/s?wd=paperuri%3A%2851fd0050b7533f69545b0a7968f74c70%29&filter=sc_long_sign&tn=SE_xueshusource_2kduw22v&sc_vurl=http%3A%2F%2Fwww.sciencedirect.com%2Fscience%2Farticle%2Fpii%2FS0929119917302304&ie=utf-8&sc_us=9280705679618412620)  
**Contact:** [cshimin@ceibs.edu](mailto:cshimin@ceibs.edu)

**Gu, Qian, Lu, Wenzhen Jane and Chung, Chi-Nien. forthcoming. "Incentive or Disincentive? A Socioemotional Wealth Explanation of New Industry Entry in Family Business Groups". *Journal of Management*. (FT50).**

**Abstract:** We examine how controlling owners' family considerations affect their new industry entry decisions in family business groups in emerging economies. Drawing on the socioemotional wealth (SEW) approach, we conceive the new industry entry decision as controlling owners' response to pursue various family interests. In particular, we distinguish two aspects of SEW, focused SEW and broad

SEW, and theorize their opposing effects on the new industry entry decision. We propose that controlling owners' likelihood to pursue new industry entry is negatively influenced by the exercise of family influence (a representative of the focused SEW) but is positively associated with the succession of family dynasty (a typical form of the broad SEW). Furthermore, we argue that the effects of SEW preservation on such decisions are contingent on controlling owners' generation, with the effects to be stronger when the founder generation is in control. We test these hypotheses with a sample of Taiwanese family business groups and find general support for our predictions.

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

**Kim, T.-Y., Lin, X.-W., & Kim, S.-P.. forthcoming. "Person-Organization Fit and Friendship from Coworkers: Effects on Feeling Self-verified and Employee Outcomes". *Group and Organization Management*.**

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

**Liang, J., Liu, F., & Farh, J. L.. 2017. "Survey methods in Chinese management research (2006-2015): A critical review and some recommendations". *Quarterly Journal of Management*. 2, 2, 41-63.**

**Abstract:** In recent years an increasing number of empirical papers using Chinese samples have been published in top-tier management journals. Survey method, one of main empirical research methods, has been widely used by Chinese management scholars. Based on Farh, Cannella and Lee's (2006) categorization of scale development approaches in Chinese management research (i.e., translation, adaptation, de-contextualization, and contextualization), we reviewed 406 Chinese sample-based articles which were published in 11 top-tier management journals from 2006 to 2015. Results show that 57.4% (233) of these articles adopted survey method as a primary means for data collection and hypothesis testing. Among the four scale development approaches, the translation approach is by far the most widely used approach (78.1%). This follows by the de-contextualization approach (14.0%), the adaptation approach (4.2%), and the contextualization approach (3.6%). We discussed critical

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issues involved in using each of the approaches, and made constructive recommendations on how to contextualize measurement scales in future Chinese management research.

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

Li, Jing, Meyer, Klaus E., Zhang, Hua and Ding, Yuan. forthcoming. "Diplomatic and Corporate Networks: Bridges to Foreign Location". *Journal of International Business Studies*. (FT50).

**Abstract:** Firms and governments operate in broad networks in which the home government and its diplomatic service are a critical node – or a “referral point” – between firms and potential partners in foreign locations. Thus diplomatic relations between countries matter for the choice of foreign investment location. Using a network perspective, we argue that the extent to which good diplomatic relations induce firms to invest in friendly host countries depends on their political connections to home governments. Those with stronger ties to home governments can better access and leverage intergovernmental diplomatic connections, thus benefiting potentially from enhanced access to information, reduced political risks, and increased legitimacy. Such ability of politically connected firms is more useful where weak institutional impartiality in the host country inhibits neutral treatment of foreign investors. Empirically, using overseas investment location decisions by Chinese firms, we find that the types of home government ties (i.e., whether they are organizational or personal and whether those relationships are with central or local governments) and the impartiality of host institutions are both important contingencies affecting firms’ utilization of diplomatic relations. We discuss the implications of our study to research on network theory, political ties, and internationalization of emerging market firms.

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Meyer, Klaus E.. 2017. "International Business in an Era of Anti-Globalization". *Multinational Business Review*. 25, 2, 78-90.

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

Xie, Xiaoqing (Kristine), Anderson, Chris K. and Verma, Rohit. forthcoming. "Customer Preferences and Opaque Intermediaries". *Cornell Hospitality Quarterly*.

**Abstract:** Using two choice-based experiments, we evaluate consumer preferences hotel attributes for firms selling hotel rooms across three online distribution channel formats: full information, semi-opaque, and opaque online travel agents. A multinomial logit model is used to analyze the experimental data and measure consumer trade-offs between price and other product attributes. We then use these preferences to determine optimal channel selling strategies. Our optimal channel strategies illustrate under what conditions firms should add opaque distribution channels and the resulting incremental revenue obtained with the setting of optimal channel specific prices. We deploy two choice-based experiments, traditional and menu-based, in an effort to add flexibility to survey respondents in choice selection. As part of our analysis, we compare managerial insights from analysis based on traditional choice-based experiments to that using menu-based choice experiments. In general, we indicate that both forms of opaque selling increase firm demand and that with

appropriate pricing can also increase firm revenue. In addition, opaque channels have elevated price sensitivity and increased impact of guest reviews versus traditional online travel agents.

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

Petriglieri, Gianpiero, Petriglieri, Jennifer Louise and Wood, Jack Denfeld. forthcoming. "Fast Tracks and Inner Journeys: Crafting Portable Selves for Contemporary Careers". *Administrative Science Quarterly*. (FT50).

Contact: [jack.denfeld.wood@ceibs.edu](mailto:jack.denfeld.wood@ceibs.edu)

Schuh, S. C., Zheng, X., Xin, K. R., & Fernandez, J. A.. forthcoming. "The interpersonal benefits of leader mindfulness: A serial mediation model linking leader mindfulness, leader procedural justice enactment, and employee exhaustion and performance". *Journal of Business Ethics*. (FT50).

**Abstract:** Although it is an increasingly popular assumption that leader mindfulness may positively affect leader behaviors and, in turn, employee outcomes, to date, little empirical evidence supports this view. Against this backdrop, the present research seeks to develop and test a serial mediation model of leader mindfulness. Specifically, we propose that leader mindfulness enhances employee performance and that this relationship is explained by increased leader procedural justice enactment and, subsequently, reduced employees’ emotional exhaustion. We conducted three studies to test this model. Study 1 involved employees from a wide range of organizations in the USA (N = 275 employees). Study 2 used a sample of leaders and employees from China and measured our model variables at three different points in time (N = 182 employees and 54 leaders). Both studies provide consistent support for our hypotheses. Finally, Study 3 involved a laboratory experiment in which 62 senior executives were assigned to either a mindfulness induction or to a control condition. Again, results revealed a significant and positive link between leader mindfulness and leader procedural justice enactment. In sum, these findings expand our understanding of mindfulness to the domain of leadership, a key area of organizational research. Moreover, they complement prior studies by showing that mindfulness dynamics go beyond intrapersonal effects but also influence the attitudes and behaviors of others. We discuss our findings in light of their contributions to the mindfulness, ethics, and leadership literatures and point out implications for practice.

**Paper:** [http://xueshu.baidu.com/s?wd=paperuri%3A%29&filter=sc\\_long\\_sign&tn=SE\\_xueshusource\\_2kduw22v&sc\\_vurl=http%3A%2F%2Flink.springer.com%2F10.1007%2Fs10551-017-3610-7&ie=utf-8&sc\\_us=7829893722940641744](http://xueshu.baidu.com/s?wd=paperuri%3A%29&filter=sc_long_sign&tn=SE_xueshusource_2kduw22v&sc_vurl=http%3A%2F%2Flink.springer.com%2F10.1007%2Fs10551-017-3610-7&ie=utf-8&sc_us=7829893722940641744)

[http://xueshu.baidu.com/s?wd=paperuri%3A%29&filter=sc\\_long\\_sign&tn=SE\\_xueshusource\\_2kduw22v&sc\\_vurl=http%3A%2F%2Flink.springer.com%2F10.1007%2Fs10551-017-3610-7&ie=utf-8&sc\\_us=7829893722940641744](http://xueshu.baidu.com/s?wd=paperuri%3A%29&filter=sc_long_sign&tn=SE_xueshusource_2kduw22v&sc_vurl=http%3A%2F%2Flink.springer.com%2F10.1007%2Fs10551-017-3610-7&ie=utf-8&sc_us=7829893722940641744)

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## Trade Journal Articles

Sheng, Songcheng and Long, Yu. 2017. "人民币国际化的长期趋势不可逆转". 《首席经济学家》.

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Sheng, Songcheng and Song, Hongwei. 2017. "发展公共租赁住房是房地产调控的重要举措". 《内部参阅》(人民日报内参部). 27.

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

Sheng, Songcheng. 2017. "从供给端看房地产调控目标". 《中国经济社会论坛》. 7.

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

Xin, K. R. & Yan, J. 2017. July. "Don't misunderstand "Management" 《别把“管理”这本经念歪了》". *Business Review*. 5.

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

Xin, K. R. & Yan, J. 2017. August. "Seeking Role Model of Cross-border M&A 《寻找跨国并购的模范生》". *Business Review*. 5.

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

Xin, K. R. & Yan, J. 2017. September. "Learning New Retail Mode 《走进新零售》". *Business Review*. 5.

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

## Newspaper Articles

Sheng, Songcheng. 2017 Sep 7. 叫停ICO是整顿不是"一刀切". 《经济日报》.

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

Sheng, Songcheng and Song, Hongwei. 2017 Jul 3. 发展公共租赁住房是房地产调控的重要举措. *中国房地产网*.

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

## Books

Cai, Jiangnan (John). 2017 Jan. 寻路医改: 中国卫生政策的创新与实践. 上海科学技术出版社.

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

Lee, Jean S K.. 2017 June. *Chinese Women Business Leaders: Seven Principles of Leadership*. Elsevier.

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

Wu, Jinglian. 2017 May. *中国改革三部曲*. 中信出版社.

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

Xu, Xiaonian. 2017 Aug. *回荡的钟摆*. 中国计划出版社.

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

## Cases

Chng, Daniel Han Ming, Moran, Peter and Zhao, Liman. 2017.

"WinChannel: A Change Marker in China's New Retail Market". CC-317-039.

Contact: [dchng@ceibs.edu](mailto:dchng@ceibs.edu)  
[pmoran@ceibs.edu](mailto:pmoran@ceibs.edu)

Farh, Jiing-Lih (Larry), Pi, Xin and Fang, Ye. 2017. "人文精神撑起星巴克帝国". CI-417-038.

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

Lee, Jean, Lu, Yunting and Zhao, Liman. 2017. "李锦记富过五代: 家的力量". CI-017-042.

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

Prashantham, S., Zhao, Liman. 2017. "Zotter Chocolate: Creating a Market in China". CC-817-044.

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

Ramasamy, Bala. 2017. "SINGAPORE". CC-217-043. CI-217-043.

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

Wang, Jing and Zhao, Liman. 2017. "尼德盖赫 (Nidecker): 从木工作坊到品牌管理公司". CI-517-040.

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

Zhu, Xiaoming and Zhu, Qiong. 2017. "上海中心: 科技助推精益求精".

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

## Awards & Honors

Chen, Shimin. 2017. According to the latest statistics from the Social Science Research Network (SSRN) website, Prof. Chen Shimin is currently in the top 10% of Authors on SSRN by total new downloads within the last 12 months. This shows the professor's continuing academic impact within the international research community.

Kim, Tae-Yeol. 2017. Prof. Tae-Yeol Kim was given the Human Relations Reviewer of the Year Award 2017 for his outstanding contribution to the journal in terms of the number, quality and turnaround time of reviews completed during the past 12 months.

Meyer, Klaus E.. 2017. A paper "Home Country Institutions and the Internationalization of State-owned Enterprises: A Cross-country Analysis" co-authored by Prof. Klaus E. Meyer received the 2016 Best Paper Award from the Journal of World Business at the Academy of Management Annual Meeting in Atlanta.

Rui, Oliver (Meng). 2017. A paper "高新企业“变形记”——基于减税激励的研发操纵行为研究" co-authored by Prof. Oliver Rui won the Best Paper Award in 2017 China Financial Research Conference.

# Newsletter

## Research Center Publications



### CEIBS-GLP Centre of Innovations in Supply Chain and Service

#### Peer Reviewed Journal Articles

Huo, B., Liu, C., Chen, H., Zhao, X.. forthcoming. "Dependence, trust, and 3PL integration: An empirical study in China". *International Journal of Physical Distribution & Logistics Management*.  
Contact: [xiande@ceibs.edu](mailto:xiande@ceibs.edu)

ment process in improving the effectiveness of logistics outsourcing". *International Journal of Production Economics*. (A\*) 188, 29-40.

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

Huo, B., Wang, Q., Zhao, X, Hua, Z.. forthcoming. "Barriers to Third-party Logistics Integration: Empirical Evidence from China". *Industrial Management & Data Systems*.  
Contact: [xiande@ceibs.edu](mailto:xiande@ceibs.edu)

Huo, B. Ye, Y., Zhao, X., Zhu, K.. forthcoming. "Supply Chain Quality Integration: A Taxonomy Perspective". *International Journal of Production Economics*. (A\*).  
Contact: [xiande@ceibs.edu](mailto:xiande@ceibs.edu)

Hu, H., Djebarni,R., Zhao, X. Xiao, L, and Flynn, B.. forthcoming. "Effect of Different Food Recall Strategies on Consumers' Reaction to Different Recall Norm: A comparative Study". *Industrial Management & Data Systems*.  
Contact: [xiande@ceibs.edu](mailto:xiande@ceibs.edu)

Li, X., Zhou, J. and Zhao, X.. 2016 Sep. "Travel Itinerary Problem". *Transportation Part B*. (A\*) 91, 332-343.  
Contact: [xiande@ceibs.edu](mailto:xiande@ceibs.edu)

Zhang, M., Guo, H and Zhao, X.. 2017. "Effects of social capital on operational performance: impacts of servitisation". *International Journal of Production Research*. 55, 4304-4318.  
Contact: [xiande@ceibs.edu](mailto:xiande@ceibs.edu)

Zhang, M., Guo, H., Huo, B., Zhao, X., Huang, J. forthcoming. "Linking Supply Chain Quality Integration with Mass Customization and Product Modularity". *International Journal of Production Economics*. (A\*).  
Contact: [xiande@ceibs.edu](mailto:xiande@ceibs.edu)

Zhu, W. Ng, S., Wang, Z. and Zhao, X.. 2017 June. "The role of outsourcing manage-

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