

Newsletter

Faculty Research Publications



Peer Reviewed Journal Articles

Allen, Franklin, Qian, Yiming and Tu, Guo-qian and Yu, Fang. forthcoming. "Entrusted Loans: A Close Look at China's Shadow Banking System". *Journal of Financial Economics*. (FT50).

Abstract: We perform transaction-level analyses of entrusted loans—one of the largest components of shadow banking in China. Entrusted loans involve firms with privileged access to cheap capital channeling funds to less privileged firms, and increase when credit is tight. Nonaffiliated loans have much higher interest rates than both affiliated loans and official bank loans, and largely flow into real estate. The pricing of entrusted loans—especially of nonaffiliated loans—incorporates fundamental and informational risks. Stock market reactions suggest that both affiliated and nonaffiliated loans are fairly compensated investments.

Paper: https://papers.ssrn.com/sol3/papers.cfm?abstract_id=2621330
Contact: fyu@ceibs.edu

Chen, Gilad, Smith, Tory A., Kirkman, Bradley L., Zhang, Pengcheng, Lemoine, G. James and Farh, Jiing-Lih. forthcoming. "Multiple Team Membership and Empowerment Spillover Effects: Can Empowerment Processes Cross Team Boundaries?". *Journal of applied psychology*. (FT50).

Abstract: In today's organizations, employees are often assigned as members of multiple teams simultaneously (i.e., multiple team membership), and yet we know little about important leadership and employee phenomena in such settings. Using a scenario-based experiment and two field studies of leaders and their employees in the People's Republic of China and the United States, we examined how empowering leadership exhibited by two different team leaders toward a single employee working on two different teams can spillover to affect that employee's psychological empowerment and subsequent proactivity across teams. Consistent across all three studies, we found that each of the team leaders' empowering leadership uniquely and positively influenced an employee's psychological empowerment and subsequent proactive behaviors. In the field studies, we found further that empowering leadership exhibited by one team leader influenced

the psychological empowerment and proactive behaviors of his/her team member not only in that leader's team but also the other team outside of that leader's stewardship. Finally, across studies, we found that empowering leadership exhibited in one team can substitute for lower levels of empowering leadership experienced in a different team led by a distinct leader. We discuss our contributions to the motivation, teams, and leadership literatures and provide practical guidance for leaders charged with managing employees that have multiple team memberships.

Contact: jlfarh@ceibs.edu

Child, Travers B.. forthcoming. ""Conflict and Counterinsurgency Aid: Drawing Sectoral Distinctions". *Journal of Development Economics*.

Abstract: We examine the impact of counterinsurgency aid on conflict in Afghanistan from 2005 to 2009. To enable this analysis we combine unique aid project data from NATO, household data from the Afghan government, and conflict data from US government sources. Our panel data analysis accounts for district and time period fixed effects across 398 districts and 57 months. Projects in the health sector successfully promote stability, whereas those in the education sector actually provoke conflict. Our findings are robust to reverse causation, confounding aid programs, and other sources of endogeneity. The results shed new perspective on the 'hearts and minds' theory commonly discussed in this vein of inquiry.

Contact: t.b.child@ceibs.edu

Cronqvist, Henrik, Thaler, Richard and Yu, Fang. 2018 May. "When Nudges are Forever: Inertia in the Swedish Premium Pension Plan". *American Economic Review: Papers & Proceedings*. (FT50).

Abstract: To inform economists and policy makers about whether the effects of nudges are persistent in one specific context, we study the choice architecture of the Swedish Premium Pension Plan. The data we study consist of all initial choices and subsequent rebalancing activities by the entire population of 7.3 million retirement savers in Sweden during the period 2000 to 2016. Based on our analysis of these data, we conclude that the effects of nudging in this case were surprisingly persistent and seem to last nearly two dec-

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Faculty Research Publications

ades, if not forever.

Paper: https://papers.ssrn.com/sol3/papers.cfm?abstract_id=3099886

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Krishnan, R.T. & Prashantham, S. . forthcoming. "Innovation in and from India: The who, where, what and when". *Global Strategy*.

Contact: sprashantham@ceibs.edu

Lu, Jane(Wenzhen), Song, Yuanyang and Shan, Mengmeng. forthcoming. "Social trust in subnational regions and foreign subsidiary performance: Evidence from foreign investments in China". *Journal of International Business Studies*. (FT50).

Abstract: Recent research suggests that subnational regions can explain the variation in foreign subsidiary performance. However, most studies either treat subnational regions as a whole or focus on formal institutions at the subnational level. This study examines how general social trust, an important dimension of informal institutions at the subnational level, affects foreign subsidiary performance. In a sample of 17,886 foreign investments in China in 2012, we find that the level of social trust in subnational regions has a positive effect on the performance of foreign subsidiaries, reducing the liability of outsidership faced by foreign subsidiaries. Our results also show that this positive effect is contingent on local embeddedness of the foreign subsidiaries. Our findings highlight the importance of incorporating informal institutions at the subnational level in examining strategies and strategy outcomes.

Paper: <http://link.springer.com/article/10.1057/s41267-018-0148-6>

Contact: janelu@ceibs.edu

Shi, Mengze, Yang, Botao and Chiang, Jeongwen. 2018 May. "Dyad Calling Behavior: Asymmetric Power and Tie Strength Dynamics". *Journal of Interactive Marketing*. 42, 63-79.

Abstract: We develop a model of dyad calling behavior as the outcome of asymmetric power between the initiating and receiving callers and the strength of their tie. Using a unique mobile phone service dataset, we estimate the model which encapsulates the evolving relationship between pairs of callers. We find that, first, the initiating callers enjoy more power than the receiving callers in determining the call volume. Second, the call volume between a pair of callers increases with the number of their common contacts. Finally, the reciprocity effect is prevalent in mobile phone service consumption. We discuss and demonstrate the implications of our results on firms' telecommunication service pricing decisions.

Paper: <https://www.sciencedirect.com/science/article/pii/S109499681830001X>

Contact: jwchiang@ceibs.edu

Wang, Q., Voss, C. and Zhao, X.. 2018. "Deployment Strategies for Service Innovation". *IEEE Transactions on Engineering Management*.

Contact: xiande@ceibs.edu

Trade Journal Articles

Chen, Shaohui (Sophie), Ji, Liting and Lei, Lei. 2018 June.

"中坚力量真的“中坚”吗？". *CEIBS Business Review*.

Contact: csophie@ceibs.edu

Xin, K. R. & Yan, J.. 2018 Apr. "Looking for New Retailing Pioneer 《寻找新零售先锋》". *Business Review*. 6.

Contact: katherinexin@ceibs.edu

Xin, K. R. & Yan, J. . 2018 May. "The Insight of New Retailing 《洞悉新零售》". *Business Review*. 5.

Contact: katherinexin@ceibs.edu

Xu, Bin. 2018 Feb. "Trump's America First Won't Hurt China Much". *Caixin Global*.

Contact: xubin@ceibs.edu

Newspaper Articles

Huang, Sheng. 2018 April 9, 2018. 创新企业利用资本市场发展的新思路. *the Economic Observer* (《经济观察报》).

Contact: shenghuang@ceibs.edu

Xu, Bin. 2018 March 19. How to Retain Private Entrepreneurs in China. *The Economic Observer*.

Contact: xubin@ceibs.edu

Books/Monographs

Chen, Shaohui (Sophie). 2018. 中欧中基层管理者胜任力调研报告——中流砥柱的全景群像. CEIBS.

Contact: csophie@ceibs.edu

Fernandez, Juan, Xu, Bin, Zhou, Dongsheng Puyuelo, Maria and Dai, Yuwen. 2018. *China Business Survey 2018*. CEIBS.

Contact: fjuan@ceibs.edu
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Cases

Chang, Vincent and Zhu, Qiong. 2018. "盒马的进化". CI-818-034.

Contact: vchang@ceibs.edu

Chng, Han Ming (Daniel) and Pi, Cynthia. 2018. "Voles System's Corporate Governance Failures". CC-318-014.

Contact: dchng@ceibs.edu

Lee, Byron Y. and Zhao, Liman. 2018. "Smart Health (A): Negotiation with a Social Purpose". CC-418-031.

Lee, Byron Y. and Zhao, Liman. 2018. "Smart Health (B): Negotiation with a Social Purpose". CC-418-032.

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Lee, Byron Y., Schuh, Sebastian and Pi, Xin. 2018. "Salary negotiation—Role of Chris(Boss)". CC-418-029.
Lee, Byron Y., Schuh, Sebastian and Pi, Xin. 2018. "Salary negotiation—Role of Kelly(Candidate)". CC-418-030.
Contact: blee@ceibs.edu
sschuh@ceibs.edu

Lee, Jean S K. and Zhao, Liman. 2018. "酷特智能 (C) : 父女接力, 战略转型在路上". CI-318-020.
Contact: jeanlee@ceibs.edu

Lee, Jean S K. and Tan, Ruofeng. 2018. "Teckwah Industrial Corporation Ltd – Change and Unchanged". CC-318-019. CI-318-019.
Contact: jeanlee@ceibs.edu

Velamuri, Ramakrishna S. and Zhang, Shiqi. 2018. "Ichido: Growth Challenges". CC-818-033.
Contact: rvelamuri@ceibs.edu

Velamuri, Ramakrishna S. and Zhang, Tracy. 2018. "Huawei: Mobile Innovation Centre". CC-018-018. CI-018-018.
Contact: rvelamuri@ceibs.edu

Tsai, Terence and Zhu, Qiong. 2018. "花间堂的外部世界". CI-318-016.
Contact: tterence@ceibs.edu

Xin, Katherine R and Zhong, Jin. 2018. "大联大: 越联越大 (A)". CI-418-024.

Xin, Katherine R. and Zhong, Jin. 2018. "大联大: 越联越大 (B)". CI-418-025.

Xin, Katherine R. and Zhong, Jin. 2018. "大联大: 越联越大 (C)". CI-418-026.
Contact: katherinexin@ceibs.edu

Xin, Katherine R and Zhong, Jin. 2018. "Michelin China: A New Way Forward (A)". CC-418-022.
Xin, Katherine R. and Zhong, Jin. 2018. "Michelin China: A New Way Forward (B)". CC-418-023.
Contact: katherinexin@ceibs.edu

Xu, Bin and Wu, Howei. 2018. "Understanding BOP". CC-218-021.
Contact: xubin@ceibs.edu

Wang, Gao and Zhu, Qiong. 2018. "射向医疗影像行业的一脉阳光". CI-018-035.
Contact: wqao@ceibs.edu

Zhang, Yu and Qian, Wenying. 2018. "高寒: 风险投资人的职业成长路". CI-318-017.
Contact: zyu3@ceibs.edu

Zhao, Xiande, Ruan, Liyang, Xie, Xiaoqing and Fu, Wenhui. 2018. "怡亚通: 从供应链服务商到供应链生态圈领导者". CI-618-

015.

Contact: xiande@ceibs.edu
xkristine@ceibs.edu

Zhou, Dongsheng and Ruan, Liyang. 2018. "汉仪 (D) : 谢立群的苦恼". CI-318-027.

Zhou, Dongsheng and Ruan, Liyang. 2018. "汉仪 (E) : 谢立群的豪赌". CI-318-028.
Contact: zdongsheng@ceibs.edu

Awards & Honors

Carney, Richard W. and Lu, Jane (Wenzhen). 2018. The paper "Political Regimes and Corporate Social Responsibility" won the Best Paper Award for Emerging Economies Research at the Academy of International Business Meeting.

Fang, Er (Eric). 2018. the paper "Group Marketing: Theory, Mechanisms, and Dynamics" won the 2017 Harold Maynard Award for the Journal of Marketing (Best JM article that made the strongest contribution to Marketing Theory and Practice).

Farh, Jiing-Lih (Larry). 2018. Professor Jiing-Lih Larry Farh is among the academic elite in the field of economics and business. He is among the top 1% of the most cited 1% researchers. This is based on the impact made by his articles published between 2004 and 2015. The results are from an article published in the May issue of Scientometrics that analysed 2,140 highly cited papers in the field, the work of 4,499 authors from 914 universities in 64 countries/territories. The paper identified a total of 76 top scientists with 5 or more highly cited papers. Prof. Farh is the only mainland China researcher to make the list.

Hwang, Yuhchang. 2018. The case "Exploration and Development of Ople Lighting E-commerce Business in the Internet Era" won the Nominated Case Award of 2017 Global Contest for the Best China-Focused Cases.

Xin, Katherine R. 2018. Professor Katherine Xin has been elected by the 20,000-member Academy of Management's International Management Division (about 2,400 academics) as its Executive Committee Member. She will serve a five-year term, from 2018 to 2023, and become International Management Division Chair in five years.

Zhang, Hua. 2018. The case "Jinhuobao: a B2B E-commerce Platform for FMCG in the New Retail Era " won the Best Case Award of 2017 Global Contest for the Best China-Focused Cases.

Zhao, Xiande. 2018. Professor Zhao Xiande is the recipient of the 2018 Emerald Literati Award for Excellence. His research work on "Analysing customer behaviour in mobile app usage", co-authored with his postgraduate student Chen Qi-anling, was among those that made Emerald's most prestigious category of Outstanding and Highly Commended Papers.