

GLENN HOETKER

Associate Professor

University of Illinois

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EDUCATION

Ph.D., International business, University of Michigan, 2001.

Dissertation title: “When are relational capabilities more valuable than technical capabilities for innovation? Selection of suppliers in Japan and the U.S.”

Committee: Will Mitchell, Joanne Oxley, Mark Mizruchi, Robert Franzese (political science), Mark West (law)

M.A., Economics, University of Michigan, 1999

M.S., Library and information science, University of Illinois, 1991

B.A., Japanese Studies and mathematics, Earlham College, 1988

ACADEMIC POSITIONS

Associate professor of strategy and international business, College of Business, University of Illinois, 2007 to present

Associate professor of law (by courtesy), College of Law, University of Illinois, 2007 to present

Associate professor, Institute for Genomic Biology, University of Illinois, 2007 to present

Director, *Initiative on Science & Technology in the Pacific Century*, University of Illinois, 2007 to present

Resident Associate, Center for Advanced Study, University of Illinois, 2007-2008

Faculty fellow, Academy for Entrepreneurial Leadership, University of Illinois, 2006 to present

Assistant professor of strategy and international business, College of Business, University of Illinois, 2001 to 2007

Faculty affiliate, Center for East Asian and Pacific Studies, University of Illinois, Urbana-Champaign, 2001 to present

RESEARCH INTERESTS

My research examines global strategies for innovation and entrepreneurship. In specific, I study *inter-organizational relationships* and *knowledge transfer and diffusion*. I am particularly interested in examining these phenomena in the context of Japan’s economic and institutional environment. A smaller stream of papers examines common methodological errors in the use of non-linear and limited dependent variable models, their consequences for theory testing and potential solutions.

PUBLICATIONS

Refereed Journals

Hoetker, G., Ginsburg, T. *Forthcoming*. "Liberalization and litigation: Evidence from Japan." *Washington University Global Studies Law Review*.

Agarwal R, Hoetker G. 2007. "A Faustian bargain? The growth of management and its relationship with related disciplines." *Academy of Management Journal* 50(6): 1304-1322

Hoetker G. 2007. "The use of logit and probit models in strategic management research: Critical issues." *Strategic Management Journal* 28(4): 331-343

Hoetker G, Agarwal R. 2007. "Death hurts, but it isn't fatal: The postexit diffusion of knowledge created by innovative companies." *Academy of Management Journal* 50(2): 446-467

Hoetker G, Swaminathan A, Mitchell W. 2007. "Modularity and the impact of buyer-supplier relationships on the survival of suppliers." *Management Science* 53(2): 178-191

Ginsburg, T., Hoetker, G., "The unreluctant litigant? An empirical analysis of Japan's turn to litigation," *Journal of Legal Studies*, Vol. 35, No. 1, January, 2006, pp. 31-59.

Reprinted in Milhaupt, C., Ramseyer, J. M. and West, M., *The Japanese Legal System: Cases, Codes and Commentary*, Foundation Press, 2006, pp. 169-177.

Reprinted in Scheiber, H. and L. Mayali, *Emerging Concepts of Rights in Japanese Law*, UC-Berkeley Hall School of Law, forthcoming.

Reprinted in G. De Geest, *Economics of Comparative Law*, part of the series *Economic Approaches to Law*, R. Posner and F. Parisi, eds. forthcoming.

Hoetker, G., "Do modular products lead to modular organizations?" *Strategic Management Journal*, Vol. 27, No. 6, June, 2006, pp. 501-518 (lead article).

Mellewigt, T., Hoetker, G., Weibel, A., "Governing inter-organizational relationships: Balancing formal governance mechanisms and trust (Guest editor's introduction to the special issue)," *Management Revue*, Vol. 17, No. 1, January, 2006, pp. 5-9.

Hoetker, G., "How much you know versus how well I know you: Selecting a supplier for a technically innovative component," *Strategic Management Journal*, Vol. 26, No. 1, 2005, pp. 75-96.

Hoetker, G., "Same rules, different games: variation in the outcomes of "Japanese-style" supply relationships," *Advances in International Management*, Vol. 17, 2004, pp. 187-214.

Refereed Book Chapters

Hoetker, G., Mellewigt, T., "Matching Alliance Governance to Alliance Content." Edited by Africa Ariño and Jeff Reuer, *Strategic Alliances*, Hampshire, U.K.: Palgrave Macmillan, 2006, pp. 148-158.

Published Proceedings

Ginsberg, T., Hoetker, G., "The unreluctant litigant? An empirical analysis of Japan's turn to litigation," *University of California, Berkeley. Sho Sato Conference on Japanese Law*, Forthcoming.

Hoetker, G., Agarwal, R, "Death hurts, but it's not fatal: The post exit diffusion of knowledge transfer through inheritance," *Academy of Management Best Paper Proceedings*, 2005.
Steven Schrader Best Paper Award

Work under advanced or near submission

“Choice and performance of governance mechanisms: Matching alliance governance to asset type”, under 2nd review at *Strategic Management Journal*. (w/T. Mellewigt)

“Matching governance mechanisms to sources of potential opportunism”, in final preparation for submission to *Strategic Management Journal*. (w/T. Mellewigt)

“Do ‘Japanese-style’ supplier relationships exist? How industry characteristics shape the impact of national institutions”, Revise and resubmit at *Organization Science*.

“Networks in populations: the impact of extra-network firms on firm performance”, Revise and resubmit at *Organization Science*. (w/W. Mitchell and A. Swaminathan)

“FDI and the formalization of the Japanese legal system”, in final preparation for submission to *Journal of Law, Economics, and Organization*. (w/T. Ginsberg)

“The overlooked role of marketing alliances as exploration”, data analysis (w/P. Banerjee)

EDITORIAL AND REVIEWING SERVICE

Editorial Board Member: *Academy of Management Journal* (2006-), *Strategic Management Journal* (2007-), *Organization Science* (2007-), *International Journal of Strategic Change Management* (2006-)

Editor, Special issue on the management of inter-organizational relationships, *Management Revue*, 2006

Ad hoc reviewer for *Academy of Management Journal*, *Journal of International Business Studies*, *Management Revue*, *Organization Science*, *Strategic Management Journal*, *Academy of Management Review*, National Science Foundation

TEACHING INTERESTS, ACCOMPLISHMENTS AND EXPERIENCE

My teaching interests include strategy, alliance management, the management of technology and innovation, East Asian business, and competitive intelligence.

List of Teachers Rated Excellent by the Students, University of Illinois, 2002-2007 (“Outstanding” category 2005-2007)

Pioneer (beta tester), Illinois Compass (online course management system), 2004

Undergraduate: Strategy, International economy

Masters: Strategy, Technology management

Undergraduate: Behavioral foundations of strategy, Technology strategy

Executive: Technology strategy, Global strategy, Competitive intelligence

DOCTORAL COMMITTEES

	<i>Initial Employment</i>
Marko Madunic	Western Washington University
Barclay James	Louisiana State University
Denisa Mindruta	HEC, Paris, France
Pao-lien Chen	National Chengchi University
Yong Li	SUNY Buffalo
Jinyu He	Kong Kong University of Science and Technology

HONORS, AWARDS AND RECOGNITION

Research Committee, Business Policy and Strategy Division, Academy of Management, 2005-2007.

Steven Schrader Best Paper Award, Academy of Management, 2005

Free Press Best Dissertation Award, Business Policy and Strategy Division, Academy of Management, 2002

Finalist, Best Dissertation Award, Technology and Innovation Management Division, Academy of Management, 2002

RESEARCH PRESENTATIONS

Academy of Management, 2008

Asian Innovation Initiative, 2008

Atlanta Competitive Advantage Conference, 2008

Future of Europe Conference, 2007

Erasmus University, Rotterdam, Netherlands, 2007

Strategic Management Society Conference, 2007

Rice University, Houston, Texas, 2006

Academy of Management, 2006

Carnegie Mellon University, 2006

Strategic Management Society Conference, 2006

Academy of Management, 2006

Academy of Management, 2005

Atlanta Competitive Advantage Conference, 2005

Comparative Law and Economics Forum, University of Chicago, 2005*

Hebrew University, Jerusalem, 2005*

Midwest Law and Economics Conference, Northwestern University, 2005*

Strategic Management Society Conference, 2005

Sho Sato Conference on Japanese Law, University of California, Berkeley, 2005*

University of Chicago, 2005

Wharton Technology Mini-Conference, 2005
Academy of Management, 2004
Harvard Conference on Innovation and Entrepreneurship, 2004
Harvard University, Reischauer Center, 2004*
Strategic Management Society Conference, 2004
University of Chicago Law School Japanese Law Society, 2004*
Strategy Research Forum, 2003
Purdue University, 2003
Wharton Technology Mini-Conference, 2003
Academy of Management, 2003
Academy of Management, 2002
Academy of International Business, 2002
Association for Japanese Business Studies, 2002
Wharton School, University of Pennsylvania, 2001
Japan Economic Seminar, Columbia University/George Washington University, 2001
Academy of International Business Annual Meetings, 2000
Consortium on Cooperation and Competition Doctoral Consortium, 2000
Academy of Management Annual Meeting, 2000
Organization Science Winter Conference, 2000
Academy of International Business Annual Meetings, 1999
Academy of Management Annual Meeting, 1999
Strategic Management Society Conference, 1999
CCOR Annual Meeting, 1999
(* co-author presented)

SERVICE ACTIVITIES

Director of Graduate Studies, Department of Business Administration, 2008 to present
Group coordinator, Strategy group, 2008 to present
Member, Licensing Advisory Committee, University of Illinois, 2007 to present
Member, Advisory Committee, Center for East Asian and Pacific Studies, University of Illinois, 2006 to present
Chair, Center for Advanced Studies Initiative on Science and Technology in the Pacific Century Steering Committee, University of Illinois, 2006-2008
Member, Graduate Studies Committee, Department of Business Administration, University of Illinois, 2005-2007
Doctoral Advisor, Strategy group, University of Illinois, 2005-2007
Member, Departmental Journal Quality Rankings Committee, Business Administration, 2005

Course coordinator, Business Administration 449 (undergraduate capstone class in strategy, approximately 11 sections per year), 2003 to 2005

RESEARCH GRANTS

Glenn Hoetker (Principal Investigator), Mary Miller, Study Abroad Development Grants Program, University of Illinois, \$2,100, 2008

Rajshree Agarwal, Glenn Hoetker, Research grant, Kauffman Foundation, \$665,511 2005-2008

Glenn Hoetker (Principal Investigator), Lawyers, Litigation and the Inter-firm Relationships: The Japanese Case, Illinois CIBER, \$4,750, 2006

Glenn Hoetker (Principal Investigator), The impact of formal and informal institutions on inter-firm relationships: The case in Japan, Illinois CIBER, \$3500, 2004

Glenn Hoetker (Principal Investigator), T Ginsberg, The impact of formal and informal institutions on inter-firm relationships: The case of Japan, Illinois Program for Research in the Humanities, Grant Total Amount is 500, 2004

Glenn Hoetker (Principal Investigator), T Ginsberg, The impact of formal and informal institutions on inter-firm relationships: The case of Japan, UIUC Center for East Asian and Pacific Studies, \$4000, 2004

Glenn Hoetker (Principal Investigator), The effect of the changing legal environment on incentive for long-term buyer-supplier relationships in Japan, CIBER Faculty Research Award, \$2975, 2003-2004

Glenn Hoetker (Principal Investigator), Professional Development Grant, Center for East Asian and Pacific Studies, \$1020, 2002-2003

Glenn Hoetker (Principal Investigator), Rajshree Agarwal, Wanted Dead or Alive: Innovative Companies, University of Illinois Campus Research Board, \$17,950, 2002-2003

Glenn Hoetker (Principal Investigator), The role of non-research related investments in the acquisition of technical innovation, College of Business, UIUC, Grant Total Amount is \$5665, 2002

MEMBERSHIP IN ACADEMIC AND PROFESSIONAL ORGANIZATIONS

Academy of International Business

Academy of Management

American Economics Association

Strategic Management Society

PROFESSIONAL EXPERIENCE

Dewey Ballantine Law Offices, Washington, DC. International Trade Specialist (1994-1996)

Established & managed a team of specialists to gather and analyze information on foreign business practices and government policies. Developed a 30-year history of the Japanese photographic film industry for Kodak. Supported technology

policy development for the semiconductor industry. Regularly briefed government officials & corporate executives.

National Aeronautics and Space Agency, Washington, DC. International Program Analyst (1992-1994)

Negotiated and developed protocols for the exchange of technical information with national agencies and corporations in Japan, India, and Australia.

SCAN C2C Consulting, Washington, DC. Japanese Information Specialist (1991-1992)

Performed research on Japanese technology and commerce for clients including General Electric, IBM, Ford Motor Company, and the U.S. Government.

LANGUAGES

Japanese (writing, reading, and speaking sufficient for research)