

## **ROBERTO RAGOZZINO**

---

Haslam College of Business  
University of Tennessee  
916 Volunteer Blvd  
412 Stokely Management Center, MS 0545  
Knoxville, TN 37996-0545

Office: +1 865-974-4136  
Fax: +1 865-974-2048  
email: [rragozzino@utk.edu](mailto:rragozzino@utk.edu)  
web: [robertoragozzino.com](http://robertoragozzino.com)

## **APPOINTMENTS**

---

- July 2016 – Present  
Haslam Professor of Entrepreneurship and Innovation  
Research & Academic Director of the Anderson Center for Entrepreneurship and Innovation  
Haslam College of Business, University of Tennessee, Knoxville, Tennessee, USA
- July 2013 – June 2016  
Associate Professor of Strategy  
ESADE Business School, Ramon Llull University, Barcelona, Spain
- July 2009 – May 2013  
Assistant Professor of Strategy  
School of Management, University of Texas at Dallas, Richardson, Texas, USA
- July 2007 – June 2009  
Assistant Professor of Strategy  
College of Business Administration, University of Illinois, Chicago, Illinois, USA
- May 2004 – May 2007  
Assistant Professor of International Business  
College of Business Administration, University of Central Florida, Orlando, Florida, USA

## **EDUCATION**

---

- Ph.D. Business Policy & Strategy – 2004  
Max M. Fisher College of Business, Ohio State University, Columbus, Ohio, USA
- M.A. Business Policy & Strategy – 2002  
Max M. Fisher College of Business, Ohio State University, Columbus, Ohio, USA
- M.S. Finance – 1998  
J. M. Robinson College of Business, Georgia State University, Atlanta, Georgia, USA
- B.S. Finance – 1997 (Magna Cum Laude)  
J. M. Robinson College of Business, Georgia State University, Atlanta, Georgia, USA

## PEER-REVIEWED PUBLICATIONS

---

1. A Comment on Social Media and the Formation of Organizational Reputation: How Social Media is Increasing Cohesion between Organizational Reputation and Traditional Media for Stakeholders. **Academy of Management Review**, forthcoming (with Blevins, D.)
2. The Effects pre-IPO Corporate Activity on Newly-Public Firms' Growth. **Long Range Planning**, forthcoming (with Blevins, D., & Shafizadeh, K.)
3. How the JOBS Act is Reshaping IPOs: Implications for Entrepreneurial Firms. 2017. **Academy of Management Perspectives**, Vol. 31(2): 109-123 (with Blevins, D., & Reuer, J.)
4. Real Options in Strategy and Finance. Current Gaps and Future Linkages. 2016. **Academy of Management Perspectives**, Vol. 30(4): 428-440 (with Reuer, J., & Trigeorgis, L.)
5. Venture-Backed Firms: How Does Venture Capital Involvement Affect Their Likelihood of Going Public or Being Acquired? 2016. **Entrepreneurship: Theory and Practice**, Vol. 40(5): 991-1016 (with Blevins, D.)
6. Who Gets First Dibs? A Buy-Side Investigation of the Dual Tracking Phenomenon in M&A. 2016. **Long Range Planning**, Vol. 49(2): 207-220  
**Academy of Management Best Paper Proceedings**, 2012
7. Institutional Changes within the European Union: How Global Cities and Regional Integration Affect MNE Entry Decisions. 2016. **Journal of World Business**, Vol. 51(2): 319-330 (with Blevins, D., Moschieri, C., & Pinkham, B.)
8. Does Regional Integration Change the Effects of Country-Level Institutional Barriers on M&A? The Case of the European Union. 2014. **Management International Review**, Vol. 54(6): 853-877 (with Campa, J. M., & Moschieri, C.)
9. Signals and International Alliance Formation: The Roles of Affiliations and International Activities. 2014. **Journal of International Business Studies**, Vol.45(3): 321-337 (with Reuer, J.)
10. When Theory Doesn't Meet Practice: Do Firms Really Stage Their Investments? 2014. **Academy of Management Perspectives**, Vol. 28(1): 22-37 (with Moschieri, C.)
11. Insights of Signaling Theory for Acquisitions Research. 2013. **Advances in Mergers and Acquisitions**, Vol. 12: 173-191 (with Reuer, J., & Wu, C-W.)
12. The Choice between Joint Ventures and Acquisitions: Insights from Signaling Theory. 2012. **Organization Science**, Vol. 23(4): 1175-1190 (with Reuer, J.)
13. Geographic Distance and Corporate Acquisitions: Signals from IPO Firms. 2011. **Strategic Management Journal**, Vol. 32(8): 876-894 (with Reuer, J.)  
**Academy of Management Best Paper Proceedings**, 2006
14. The Opportunities and Challenges of Entrepreneurial Acquisitions. 2010. **European Management Review**, Vol. 7(2): 80-90 (with Reuer, J.)

15. The Effects of Geographic Distance on the Foreign Acquisition Activity of U.S. Firms. 2009. **Management International Review**, Vol. 49(4): 509-535
16. Contingent Earnouts in Acquisitions of Privately-Held Targets. 2009. **Journal of Management**, Vol. 35(4): 857-879 (with Reuer, J.)
17. Adverse Selection and M&A Design: The Roles of Alliances and IPOs. 2008. **Journal of Economic Behavior & Organization**, Vol. 66(2): 195-212 (with Reuer, J.)
18. Alliance Dynamics for Entrepreneurial Firms. 2008. **Journal of Management Studies**, Vol. 45(1): 147-168 (with Ariño, A., & Reuer, J.)  
Reprinted in: Rugman, A. Ginsberg. (Ed.): *New Venture Strategies*: London, UK: Edward Elgar Publishing
19. Initial Public Offerings and the Acquisition of Entrepreneurial Firms. 2007. **Strategic Organization**, Vol. 5(2): 155-176 (with Reuer, J.)
20. Mind the Information Gap: Putting New Selection Criteria and Deal Structures to Work in M&A. 2007. **Journal of Applied Corporate Finance**, Vol. 19(3): 82-89 (with Reuer, J.)
21. Agency Hazards and Alliance Portfolios. 2006. **Strategic Management Journal**, Vol. 27(1): 27-43 (with Reuer, J.)
22. Firm Valuation Effects of High-Tech M&A: A Comparison of New Ventures and Established Acquirers. 2006. **Journal of High Technology Management Research**, Vol. 17(1): 85-96
23. Mitigating Risk in International Mergers and Acquisitions: The Role of Contingent Payouts. 2004. **Journal of International Business Studies**, Vol. 35(1): 19-32 (with Reuer, J., & Shenkar, O.)

## EDITED BOOKS

---

- **Collaborative Strategy: A Guide to Strategic Alliances**. 2017. Cheltenham, England: Edward Elgar Publishing Ltd. (co-edited with Mesquita, L., & Reuer, J. J.)

## OTHER PUBLICATIONS

---

- **The Effects of VCs on Entrepreneurial Firms' Strategic Alliances and Liquidity Events**. Forthcoming. In Matusik, S. and Reuer, J. (Eds): *Oxford Handbook on Entrepreneurship and Collaboration*: Oxford, UK: Oxford University Press.
- **Initial Public Offerings in International Management**. 2014. In Cooper, C. (Ed): *Wiley Encyclopedia of Management*: London, England: John Wiley & Sons, Inc.
- **The Relevance of Geographic Distance in International Management**. 2014. In Cooper, C. (Ed): *Wiley Encyclopedia of Management*: London, England: John Wiley & Sons, Inc.
- **The Ins and Outs of Using Real Options in Corporate Investments**. 2012. (with C. Moschieri). Forbes India online

- **The Use of Quantitative Methodologies in Strategy Research.** 2012. (with A. Chintakananda and J. Reuer), in Dagnino G. (Ed): Elgar Handbook of Research on Competitive Strategy: London, UK: Edward Elgar Publishing
- **The Dual Tracking Phenomenon.** 2011. (with J. Reuer). In Baker, K. and Kiyamaz, H. (Eds): The Art of Capital Restructuring: Creating Shareholder Value through Mergers and Acquisitions: New York, USA: John Wiley & Sons, Inc.
- **The Role of Geographic Distance in FDI.** 2007. In Tallman, S. (Ed): A New Generation in International Strategic Management: London, UK: Edward Elgar Publishing
- **Using IPOs to Prove Value of M&A Targets,** Financial Times. 10/06/06. (with J. Reuer). Reprinted in Mastering Transactions. 2006. London, UK: FT Prentice Hall, and in Financial Director's Magazine. 11/06 (in Dutch). Netherlands: Nieuwe Media Group
- **Contractual Renegotiations in Entrepreneurial Alliances** (with A. Ariño and J. Reuer). 2006. In Ariño, A. and Reuer, J. (Eds): Strategic Alliances: Governance and Contracts, London, UK: Palgrave
- **Contingent Earnouts** (with J. Reuer). 2004. In Ireland, D. and Hitt, M. (Eds): The Blackwell Encyclopedic Dictionary of Entrepreneurship, Oxford, UK: Blackwell Publishing Ltd.

## **WORKING PAPERS & PAPERS UNDER REVIEW**

---

- The Role of Venture Capital Firms in the Alliance Formation of New Ventures (with Blevins, D.). Under third-round review at **Strategic Management Journal**
- The Publicity Effect of VC-Backing and Its Meaning to Entrepreneurial Firms. Under review at **Strategic Organization**
- Home Bias, Ethnocentricity and FDI: A Comparison of US and International Firms. Under review at **Strategic Management Journal**
- The Question of Alignment Between Disclosure and CEO Compensation in US Charities (with Blevins, D., & Eckardt, R.). Under review at **Organization Science**
- An Investigation and Comparison of Chinese Firms' IPOs in the US (with Blevins, D., & Filatotchev, I.). Work in progress. Target: **Strategic Management Journal**
- Do Earning Calls' Provide Useful Information in Equity Markets? A Linguistic Analysis (with Blevins, D., & Ingram, A.)
- The CROWDFUND Act and the Entrepreneurial Cycle (with Blevins, D.). Work in progress
- What Drives US Foreign Investment? (with Del Viva, L., & Villegas Sanchez, C.). Work in progress

## **ON-LOAD TEACHING ASSIGNMENTS**

---

- Business Policy and Strategy Capstone – Undergraduate program
- Competitive Strategy – MSc programs

- Corporate Strategy – MSc and MBA programs
- Entrepreneurial Strategy – MBA programs
- International Business Strategy – MSc and corporate MBA programs
- Introduction to International Business – Undergraduate program
- Seminar in Quantitative Methods and Analytics – PhD program
- Seminar in Corporate Strategy – PhD program
- Seminar in Entrepreneurship – PhD program

## **EXECUTIVE TEACHING & EXTERNAL ACTIVITIES**

---

- University of Tennessee – BWXT Leadership Series, Knoxville, Tennessee, USA, 2017-2018
- University of Tennessee – Executive MBA Program, Santiago, Chile and Lima, Peru, 2017-2018
- EDHEC Business School – M&A and Strategic Alliance: Management & Performance, Lille, France, 2016
- ESADE – BUNGE Custom Program, Barcelona, Spain, 2016
- ESADE – Yonsei Business School, Barcelona, Spain, 2015
- ESADE / FIA University – Emerging Leaders Program, Barcelona, Spain, 2014-2016
- ESADE / Indian Institute of Management at Bangalore – Executive Master Program, Barcelona, Spain, 2013-2015
- GISMA – Weekend MBA Program, Hanover, Germany 2013-2014
- Purdue University / GISMA – MBA Program, Hanover, Germany, 2013
- University of Texas at Dallas Executive Education Program – Six Flags, Dallas, Texas, USA, 2012
- University of Texas at Dallas Executive Education Program – Boy Scouts, Dallas, Texas, USA, 2012
- University of Texas at Dallas Executive Education Program – Luminant, Illinois, USA, 2012
- University of Texas at Dallas Executive Education Program – KOSTA, Dallas, Texas, USA, 2012
- University of Bologna Master Program – ALMA, Bologna, Italy, 2011
- University of Bologna Executive Programs – ALMA, Bologna, Italy, 2010
- University of Texas at Dallas MBA Program – Foreign Trip – Prague, Czech Republic, 2012

- University of Texas at Dallas MBA Program – Foreign Trip – Barcelona, Spain, 2010 & 2011
- University of Texas at Dallas Executive Education Program – Gruma, Monterrey, Mexico, 2010
- University of Illinois at Chicago Corporate MBA Program, Illinois, USA, 2008 & 2009

## **PRESENTATIONS & INVITED TALKS**

---

An Investigation of the Home-Bias Effect in US Multinational Firms (working title)

1. Academy of International Business – Minneapolis, USA, June 2018 (scheduled)

Does VC Backing Affect Investors' Attention at IPO?

2. Strategic Management Society – Houston, USA, October 2017  
Paper nominated for the Best Conference Paper Award

3. Academy of Management Conference – Anaheim, USA, August 2016

4. University of Tennessee Haslam College of Business – Knoxville, USA, November 2015

CSR Commitment and Industry Environment: Do Competition, Munificence and Uncertainty Matter?

5. Academy of Management Conference – Vancouver, Canada, August 2015 (presented by a co-author)

The Signaling Effects of Extraordinary pre-IPO Activity on the Evolution of Entrepreneurial Firms

6. University of Reading – Reading, United Kingdom, March 2015

7. University College of Dublin – Dublin, Ireland, October 2014

How Do VCs Affect the Corporate Growth Activity of Entrepreneurial Firms?

8. Strategic Management Society – Madrid, Spain, October 2014

9. Academy of Management Conference – Philadelphia, USA, August 2014

10. Politecnico of Milano School of Management – Milan, Italy, October 2013

11. EM-Lyon Business School – Lyon, France, January 2013

12. ESADE Business School – Barcelona, Spain, November 2012

13. SKEMA Business School – Sofia Antipolis, France, November 2012

14. University of Memphis – Memphis, USA, October 2012

15. Imperial College – London, United Kingdom, October 2012

16. Universidad Adolfo Ibañez – Santiago, Chile, October 2012

17. Instituto de Empresa – Madrid, Spain, May 2012

18. Vlerick Leuven Gent Management School – Leuven, Belgium, May 2012

Who Gets First Dibs? A Buy-Side Investigation of the Dual Tracking Phenomenon in M&A

19. Academy of Management Conference – Boston, USA, August 2012

20. Bocconi University – Milan, Italy, January 2012

21. University of Catania – Catania, Italy, June 2011

22. Instituto de Empresa – Madrid, Spain, May 2011

Do Institutional Factors Still Affect M&A Markets in Integrated Regions of the World?

23. Strategic Management Society – Atlanta, USA, September 2013

24. University of Memphis – Memphis, USA, October 2012

25. Academy of Management Conference – Boston, USA, August 2012

26. Academy of International Business – Washington DC, USA, July 2012 (presented by a co-author)

Is There a Link between Geography, Regional Integration and Governance? A Study of MNEs' Entry Mode Decisions in Europe

27. Academy of International Business – Washington DC, USA, July 2012

Multiple Corporate Development Modes: Choice, Intertemporal Relationship, and Performance - PDW

28. Academy of Management Conference – Montreal, Canada, August 2010

The Choice between Joint Ventures and Acquisitions: Insights from Signaling Theory

29. Strategic Management Society – Rome, Italy, September 2010

30. International Institute of Management, IMD – Lausanne, Switzerland, January 2010

31. École des Hautes Études Commerciales (HEC) – Lausanne, Switzerland, January 2010

Not All Acquisitions Are Created Equal: The Determinants of Different Deal Structures in M&A

32. Academy of Management Conference – Chicago, USA, August 2009

Geographic Distance and M&A Markets: IPOs as Information Diffusion Mechanisms

33. University of Texas at Dallas – Dallas, USA, December 2008

34. Strategic Management Society – Cologne, Germany, October 2008

35. Erasmus University – Rotterdam, Netherlands, June 2008

36. University College of Dublin – Dublin, Ireland, May 2008

37. Marquette University – Milwaukee, USA, April 2008

38. Academy of Management Conference – Atlanta, USA, August 2006

An Investigation of the Effects of Geographical Proximity on the Governance Choice of US MNEs

39. Academy of International Business Conference – Indianapolis, USA, June 2007

40. Annual Conference on Corporate Strategy – Berlin, Germany, May 2006

Initial Public Offerings and the Acquisition of Entrepreneurial Firms

41. Strategic Management Society – San Diego, USA, October 2007

42. University of Illinois at Chicago – Chicago, USA, November 2006

43. Queen’s University – Kingston, Canada, November 2006

44. University of Utah – Salt Lake City, USA, November 2006

45. Texas A&M – College Station, USA, October 2006

46. Clemson University – Clemson, USA, October 2006

47. Northeastern University – Boston, USA, September 2006

48. Florida State University College of Business – Tallahassee, USA, February 2006

49. École des Hautes Études Commerciales (HEC) – Paris, France, January 2006

50. University of Connecticut School of Business – Storrs, USA, January 2006

Adverse Selection in Acquisitions of New Ventures: The Roles of Alliances and IPOs in M&A Design

51. Academy of Management Conference – Honolulu, USA, August 2005

52. Annual Conference on Corporate Strategy – Vallendar, Germany, March 2005

Contingent Earnouts in Acquisitions of Privately-Held Targets

53. Strategic Management Society – San Juan, Puerto Rico, November 2004

54. Academy of Management Conference – New Orleans, USA, August 2004

55. Ohio State University – Columbus, USA, April 2003



Mitigating Risk in International Mergers and Acquisitions: The Role of Contingent Payouts

56. George Washington University School of Business – Washington DC, USA, November 2003

57. University of Central Florida College of Business – Orlando, USA, October 2003

58. Annual IB Research Forum – Temple University – Philadelphia, USA, March 2003

59. Academy of International Business – San Juan, Puerto Rico, June 2002

Agency Hazards and Alliance Portfolios

60. Academy of International Business – Monterey, USA, July 2003

61. Dalhousie University – Halifax, Canada, June 2003

Performance Implications of M&A: A Comparison of New Ventures and Established Firms

62. Academy of Management Conference – Seattle, USA, August 2003

63. Ohio State University – Columbus, USA, February 2002

Firm Valuation Effects of High-Tech M&A: A Comparison of New Ventures and Established Acquirers

64. Academy of Management Conference – Honolulu, USA, August 2005

65. Annual Conference on Corporate Strategy – Vallendar, Germany, March 2005

66. Ohio State University – Columbus, USA, 2004

## **AWARDS & HONORS**

---

- Best Paper Award, Finalist, Strategic Management Society, Houston, USA, 2017
- Academy of Management Best Paper Proceedings, Boston, USA, 2012
- The Portuguese Foundation for Science and Technology (#PTDC/EGE-GES/110805/2009). Research grant to fund a project on the implementation and structuring of divestitures (€63,000), 2012
- Academy of Management Best Paper Proceedings, Atlanta, USA, 2006
- Academy of Management Best Reviewer – International Management Division – Atlanta, USA, 2006
- SAP Best Dissertation Award, Nominee, ACCS, Vallendar, Germany, 2005
- Title 6 Teaching Grant – College of Business, UCF, Orlando, USA, 2005
- McKinsey Best Paper Award, Nominee, Strategic Management Society, San Juan, Puerto Rico, 2004

- Associate Dean's Commendation Letter for Outstanding Teaching at Ohio State University, Columbus, USA, 2004
- Academy of Management BPS Doctoral Consortium, Seattle, USA, 2003
- AIB Doctoral Student Travel Award, Monterey, USA, 2003
- CIBER Doctoral Student Research Grant, Ohio State University, Columbus, USA, 2002
- Max M. Fisher College of Business Travel Award, Ohio State University, Columbus, USA, 2003
- H. Talmage Dobbs Jr. Award for the Most Outstanding Finance Student at Georgia State University, Atlanta, USA, 1998
- Member of the Beta Gamma Sigma and Golden Key National Honor Societies

## **PROFESSIONAL AFFILIATIONS, MEMBERSHIPS & ACTIVITIES**

---

### **Editorial board member of the following journals:**

- Global Strategy Journal (since 2013)
- Journal of Management (since 2008)
- Journal of Management Studies (2008-2010)
- Strategic Management Journal (since 2009)

### **Member of the following organizations:**

- Strategic Management Society
- Academy of Management
- Academy of International Business

### **Ad hoc reviewer for the following journals and organizations:**

- Academy of Management Journal
- Academy of Management Perspectives
- California Management Review
- Entrepreneurship: Theory and Practice
- European Management Review
- Journal of Business Venturing

- Journal of Corporate Finance
- Journal of High Technology Management Research
- Journal of International Business Studies
- Journal of International Management
- Journal of Management Studies
- Journal of Strategy and Management
- Journal of World Business
- Long Range Planning
- Management International Review
- Managerial and Decision Economics
- Organization Science
- Regional Science and Urban Economics
- Small Business Economics
- Social Sciences and Humanities Research Council of Canada
- Strategic Organization
- Strategy Science
- The Financial Review

## **INSTITUTIONAL ACTIVITIES**

---

- Research & Academic Director of the Anderson Center for Entrepreneurship and Innovation (2016-present)
- Entrepreneurship collateral and entrepreneurship university minor curriculum committee member (2016-present)
- Search committee co-chair – Nestlé Endowed Professor of Business Administration (2017)
- Promotion and Tenure (P&T) committee, University of Tennessee, Knoxville, USA, 2016-present
- Member of the Observatory of Spanish Multinational Companies (OEME) – ESADE Business School (2013-2016)
- Undergraduate curriculum committee, University of Texas at Dallas, Dallas, USA, 2010-2012

**Doctoral committees and master thesis defenses:**

- Peter Dixon (PhD, Finance). Thesis title: “Essays on Short Selling”, University of Tennessee, Knoxville, USA.
- Jason Andrew Strickling (PhD, Strategy). Thesis title: “Developing Entrepreneurial Ecosystems: Integrating Social Evolutionary Theory and Signaling Theory to Explain the Role of Media in Entrepreneurial Ecosystems”, University of Tennessee, Knoxville, USA.
- Thierry Cornel Heinzmann (MSc). Thesis title TBA, ESADE Business School, Barcelona, Spain.
- Alexandra Maximova (MSc). Thesis title: “ePages Direct Sales Business Model in the UK”, ESADE Business School, Barcelona, Spain. Date of defense: 02-25-2015
- Marcel Llorens Anglès (MSc). Thesis title: “Maximization of the Business of Linea”, ESADE Business School, Barcelona, Spain. Date of defense: 02-25-2015
- Ian Labat (MSc). Thesis title: “NonStop Recruitment – Tomorrow’s Strategic Expansion”, ESADE Business School, Barcelona, Spain. Date of defense: 02-25-2015
- Cristina Solomon (MBA). Thesis title: “A Study of the Strategic Tradeoffs of Expanding the Market for Fibrinogen Concentrate Beyond German-Speaking Europe, GISMA Business School, Hanover, Germany.
- Brian Lonn (MBA). Thesis title: “Externalizing Wind Turbine Yield Optimization: A Case Study on the Strategic Implications of Selling Competencies to Third Parties, GISMA Business School, Hanover, Germany.
- Dane P. Blevins (PhD, Strategy). Dissertation title: “Foreign IPOs: Overcoming the Liability of Foreignness”. University of Texas at Dallas, Dallas, USA. Date of defense: 02-05-2013
- Brian C. Pinkham (PhD, Strategy). Dissertation title: “Institutions, Transaction Costs, and International Strategy”. University of Texas at Dallas, Dallas, USA. Date of defense: 01-06-2012

**EXTERNAL EVALUATION REQUESTS FOR PROMOTION AND TENURE CASES**

- Roosevelt University, Chicago, United States, 2015
- Erasmus University, Rotterdam, Netherlands, 2013