

# CURRICULUM VITAE

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## CUI Lin

*Professor of International Business*  
Research School of Management, Australia National University

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### Academic Qualifications

*PhD in International Business* (Australian National University, 2008)  
*Master in Economics* (Seoul National University, 2005)  
*Bachelor in Economics* (Peking University, 2002)  
*Bachelor in Korean Studies* (Peking University, 2002)

### Research Outputs

#### Journal publications

Note: Journal ranking based on the Australian Business Deans Council's (ABDC) journal list 2019

1. Chen, L., Wang, M., **Cui, L.**, & Li, S. Forthcoming. Experience base, strategy-by-doing and new product performance. *Strategic Management Journal*, <https://doi.org/10.1002/smj.3262> **ABDC Ranking: A\* / FT50.**
2. Yang, K., Ma, P., & **Cui, L.** Forthcoming. Subnational corruption and foreign firms' performance: Evidence from China. *Journal of Business Research*, <https://doi.org/10.1016/j.jbusres.2020.09.066> **ABDC Ranking: A.**
3. He, X., **Cui, L.**, & Meyer, K.E. Forthcoming. How state and market logics influence firm strategy from within and outside? Evidence from Chinese financial intermediary firms. *Asia Pacific Journal of Management*, <https://doi.org/10.1007/s10490-020-09739-5> **ABDC Ranking: A.**
4. Wang, D., **Cui, L.**, Vu, T., & Feng, T. Forthcoming. Political capital and MNE responses to institutional voids: The case of Chinese state-owned enterprises in Africa. *Organization Studies*, <https://doi.org/10.1177/0170840620954011> **ABDC Ranking: A\* / FT50.**
5. Karunanithi, B., Lowe, K., Bahmannia, S., Chen, Z., & **Cui, L.** Forthcoming. Seeing is not believing: Leader humility, hypocrisy, and their impact on followers behaviors. *Leadership Quarterly*. <https://doi.org/10.1016/j.leaqua.2020.101440> **ABDC Ranking: A\*.**
6. Deng, W., Liang, Q., Fan, P., & **Cui, L.** 2020. Social entrepreneurship and well-being: The configurational impact of institutions and social capital. *Asia Pacific Journal of Management*. 37(4): 1013-1037. **ABDC Ranking: A.**

7. Choi, Y., **Cui, L.**, Li, Y., & Tian, X. 2020. Focused and ambidextrous catch-up strategies of emerging economy multinationals. *International Business Review*. 29(6): 101567 **ABDC Ranking: A.**
8. Soontornthum, T., **Cui, L.**, Lu, V., & Su, J. 2020. Enabling SMEs' learning from global value chains: Linking the logic of power and the logic of embeddedness of interfirm relations. *Management International Review*. 60(4): 543-571. **ABDC Ranking: A.**
9. **Cui, L.**, & Moon, C. 2020. What attracts foreign direct investment into autocratic states? Regime time horizon and institutional design. *The World Economy*, 43(10): 2762-2784. **ABDC Ranking: A.**
10. **Cui, L.**, Fan, D., Li, Y., & Choi, Y. 2020. Regional competitiveness for attracting and retaining foreign direct investment: A configurational analysis of Chinese provinces. *Regional Studies*, 54(5): 692-703. **ABDC Ranking: A\***
11. **Cui, L.** & Xu, Y. 2019. Outward FDI and profitability of emerging economy firms: Diversifying from home resource dependence in early stage internationalization. *Journal of World Business*, 54(4): 372-386. **ABDC Ranking: A\*.**
12. Guo, F., Restubog, S. L. D., **Cui, L.**, Zou, B., & Choi, Y. 2019. What determines the entrepreneurial success of academics? Navigating multiple social identities in the hybrid career of academic entrepreneurs. *Journal of Vocational Behavior*, 112: 241-254. **ABDC Ranking: A\*.**
13. Hu, H.W., **Cui, L.**, & Aulakh, P. 2019. State capitalism and performance persistence of business group affiliated firms: A comparative study of China and India. *Journal of International Business Studies*, 50(2): 192-222. **ABDC Ranking: A\* / FT50.**
14. **Cui, L.**, Hu, H.W., Li, S., & Meyer, K.E. 2018. Corporate political connections in global strategy. *Global Strategy Journal*, 8(3): 379-398. **ABDC Ranking: A.** [Among the journal's top 10% most downloaded papers in 2018-2019]
15. **Cui, L.**, Fan, D., Guo, F., & Fan, Y. 2018. Explicating the relationship of entrepreneurial orientation and firm performance: Underlying mechanisms in the context of an emerging market. *Industrial Marketing Management*, 71: 27-40. **ABDC Ranking: A\*.**
16. Zhang, L, **Cui, L.**, Li, S., & Lu, J. 2018. Who rides the tide of regionalization: Examining the effect of the China-ASEAN free trade area on the exports of Chinese firms. *International Business Review*, 27(3): 501-513. **ABDC Ranking: A.**
17. Li, Y., & **Cui, L.** 2018. The influence of top management team on Chinese firms' FDI ambidexterity. *Management and Organization Review*, 14(3): 513-542. **ABDC Ranking: A.** [Open Data badge]

18. **Cui, L.**, & He, X. 2017. Expanding near the home base or venture far? The influence of home-country state on FDI economic distance. *Journal of Business Research*, 75: 95-107. **ABDC Ranking: A.**
19. Chen, R., **Cui, L.**, Li, S., & Rolfe, R. 2017. Acquisition or greenfield entry into Africa? Responding to institutional dynamics in an emerging continent. *Global Strategy Journal*, 7(2): 212-230. **ABDC Ranking: A.**
20. Li, M., **Cui, L.**, & Lu, J. 2017. Marketized state ownership and foreign expansion of emerging market multinationals: leveraging institutional competitive advantages. *Asia Pacific Journal of Management*, 34(1): 19-46. **ABDC Ranking: A.**
21. **Cui, L.**, Fan, D., Liu, X., & Li, Y. 2017. Where to seek strategic assets for competitive catch-up? A configurational study of emerging multinational enterprises expanding into foreign strategic factor markets. *Organization Studies*, 38(8): 1059-1083. **ABDC Ranking: A\* / FT50.**
22. Fan, D., **Cui, L.**, Li, Y. & Zhu, C.J. 2016. Localized learning by emerging multinational enterprises in developed host countries: A fuzzy-set analysis of Chinese foreign direct investment in Australia. *International Business Review*, 25(1): 187-203. **ABDC Ranking: A.**
23. **Cui, L.** 2016. The primacy of institutional explanation of Chinese outward FDI: Is it understated or overstated? *Management and Organization Review*, 12(3): 457-467. **ABDC Ranking: A.**
24. **Cui, L.**, Li, Y., Meyer, K. E., & Li, Z. 2015. Leadership Experience Meets Ownership Structure: Returnee Managers and Internationalization of Emerging Economy Firms. *Management International Review*, 55(3): 355-387. **ABDC Ranking: A.**
25. Capezio, A., **Cui, L.**, Hu, H. W., & Shields, J. 2014. What governs directors' monitoring behavior in China? The influence of director social identification, learning goal orientation, and avoidance orientation. *Asia Pacific Journal of Management*, 31(4): 899-924. **ABDC Ranking: A.**
26. Li, M., **Cui, L.**, & Lu, J. 2014. Varieties in state capitalism: Outward FDI strategies of central and local state owned enterprises from emerging economy countries. *Journal of International Business Studies*, 45(8): 980-1004. **ABDC Ranking: A\* / FT50.**
27. Fan, D., **Cui, L.**, Zhang, M., Zhu, J., Hartel, C.E.J., & Nyland, C. 2014. Influence of high performance work systems on employee's subjective well-being and job burnout: Empirical evidence from the Chinese healthcare sector. *International Journal of Human Resource Management*, 25(7): 931-950. **ABDC Ranking: A.**

28. **Cui, L.**, Meyer, K. E., & Hu, H. W. 2014. What drives firms' intent to seek strategic assets by foreign direct investment? A study of emerging economy firms. *Journal of World Business*, 49(4):488-501. **ABDC Ranking: A\***.
29. Hu, H. W., & **Cui, L.** 2014. Outward foreign direct investment of publicly listed firms from China: A corporate governance perspective. *International Business Review*, 23(4): 750-760. **ABDC Ranking: A.**
30. **Cui, L.**, Li, Y., & Li, Z. 2013. Experiential drivers of foreign direct investment by late-comer Asian firms: The Chinese evidence. *Journal of Business Research*, 66(12): 2451-2459. **ABDC Ranking: A.**
31. **Cui, L.**, Fan, D., Fu, G., & Zhu, J. 2013. An integrative model of organizational safety behaviour. *Journal of Safety Research*, 45: 37-46. **ABDC Ranking: A.**
32. He, X., & **Cui, L.** 2012. Can strong home country institutions foster the internationalization of MNEs? *Multinational Business Review*, 20(4): 352-375. **ABDC Ranking: C.**
33. **Cui, L.**, & Jiang, F. 2012. State ownership effect on firms' FDI ownership decisions under institutional pressure: A study of Chinese outward investing firms. *Journal of International Business Studies*, 43(3): 264-284. **ABDC Ranking: A\* / FT50.**
34. **Cui, L.**, Jiang, F., & Stening, B. 2011. The entry mode decision of Chinese outward FDI: Firm resources, industry condition, and institutional forces. *Thunderbird International Business Review*, 53(4): 483-499. **ABDC Ranking: B.**
35. **Cui, L.**, & Jiang, F. 2010. Behind ownership decision of Chinese outward FDI: Resources and institutions. *Asia Pacific Journal of Management*, 27(4): 751-774. **ABDC Ranking: A.**
36. **Cui, L.**, & Jiang, F. 2009. FDI entry mode choice of Chinese firms: A strategic behavior perspective. *Journal of World Business*, 44(4): 434-444. **ABDC Ranking: A\*.**
37. **Cui, L.**, & Jiang, F. 2009. Ownership decisions in Chinese outward FDI: An integrated conceptual framework and research agenda. *Asian Business & Management*, 8(3): 301-324. **ABDC Ranking: C.**

### **Book**

1. Li, Z., **Cui, L.**, Li, Y., & Liu, C. 2015. *Research on Motivation and Path of Chinese Enterprises' Outward Foreign Direct Investment* [in Chinese], Renmin University Press, Beijing.

### **Book Chapter**

1. **Cui, L.**, & Aulakh, P. 2018. Emerging economy multinationals in advanced economies. In R. Grosse, K. Meyer (ed.) *The Oxford Handbook of Management in*

*Emerging Markets*, Oxford University Press, DOI:  
10.1093/oxfordhb/9780190683948.013.27

2. **Cui, L.**, & Jiang, 2012. F. State ownership effect on firms' FDI ownership decisions under institutional pressure: A study of Chinese outward investing firms. In A. Cuervo-Cazurra (ed.) *State-Owned Multinationals: Governments in Global Business*, Palgrave Macmillan, Cham, pp.111-144.
3. Li, M., **Cui, L.**, & Lu, J. 2014. Varieties in state capitalism: Outward FDI strategies of central and local state-owned enterprises from emerging economy countries. In A. Cuervo-Cazurra (ed.) *State-Owned Multinationals: Governments in Global Business*, Palgrave Macmillan, Cham, pp.175-210.
4. Liu, C., Li, Z., Li, Y., & **Cui, L.** 2014. Low-level management control and cross-border knowledge transfer of emerging economy firms. In V. Kumar, C. Pattnaik (ed.) *Emerging Market Firms in the Global Economy (International Finance Review, Volume 14)*, Emerald Group Publishing Limited, pp.97-120.

### **Best Papers Awards and Nominations**

1. Guo, F., **Cui, L.**, Zou, B., & Guo, J. 2019. Knowledge search and firm innovation: The moderating role of organizational aspirations. *2019 Academy of Management Annual Meeting*, Boston, USA. **(Included in the conference best paper proceedings)**
2. Soontornthum, T., **Cui, L.**, & Lu, V. 2018. Knowledge Transfer in Global Value Chains: The Institutional Logics Perspective of Emerging Market Firms' Learning. *2018 Academy of International Business Conference*, Minneapolis, USA. **(Nominated for the Best Paper Award on Emerging Economies Research)**
3. Soontornthum, T., **Cui, L.**, & Lu, V. 2018. Different Absorptive Capacities for Different External Knowledge? Emerging Market Firms' Learning in the Global Value Chain. *2018 Academy of International Business Conference*, Minneapolis, USA. **(Nominated for the Alan M. Rugman Most Promising Scholar(s) Award)**
4. Soontornthum, T., **Cui, L.**, & Lu, V. 2017. Knowledge transfer in asymmetric vertical linkage: Perspective of emerging economy suppliers in global value chains. *2017 Academy of International Business Southeast Asian Regional Conference*, Chiang Mai, Thailand. **(Best Paper Award, FDI and International Business)**
5. **Cui, L.** & Fan, D. 2015. Explicating the Relationship of Entrepreneurial Orientation and Firm Performance: Underlying Mechanisms in the Context of an Emerging Economy. *29<sup>th</sup> Annual Conference of the Australian and New Zealand Academy of Management*, Queenstown, New Zealand. **(Entrepreneurship, Start-ups and Small Business Stream Best Paper Award)**
6. Chen, R., **Cui, L.**, Li, S., & Rofle, R. 2015. Institutional change and firms' entry mode in Africa. *2015 Academy of Management Conference*, Vancouver, Canada.

**(International Management Division GWU-CIBER Best Paper on Emerging Markets)**

7. **Cui, L.,** Hu, H., & Aulakh, P. 2013. Performance persistence of emerging economy firms: The interaction effect of business groups, home institution, and internationalization. *2013 Academy of International Business Conference*, Istanbul, Turkey. **(The Best Paper in the Emerging Economies Track)**
8. **Cui, L.,** Meyer, K., & Hu, H. 2012. Who is seeking strategic assets for competitive catch-up? Broadening the awareness-motivation-capability framework. *2012 Academy of International Business Conference*, Washington DC, United States. **(Nominated for the Aalto University School of Economics “That’s Interesting!” Award)**

**Academic Services**

- **Senior Editor** (2016-) *Management and Organization Review*
  - ABDC A, IF=2.339
  - Awarded *Best Senior Editor 2018*
- **Senior Editor** (2019-2021) *Asia Pacific Journal of Management*
  - ABDC A, IF=3.064
- **Associate Editor** (2020-) *Journal of International Management*
  - ABDC A, IF=3.821
- **Senior Editor** (2021-2023) *International Business Review*
  - ABDC A, IF=3.953
- **Editorial board** (2018-2022) *Journal of International Business Studies*
  - ABDC A\*/FT50, IF=9.158
- Guest Editor (2018) *Global Strategy Journal*
  - ABDC A, IF=2.730
  - Special Issue on Corporate Political Connections)
- Regular Reviewer for Academic Journals such as
  - *Journal of International Business Studies* (ABDC A\*/FT50)
  - *Journal of Management* (ABDC A\*/FT50)
  - *Journal of Management Studies* (ABDC A\*/FT50)
  - *Journal of World Business* (ABDC A)
  - *Asia Pacific Journal of Management* (ABDC A)
  - *Management and Organization Review* (ABDC A)
  - *Journal of International Management* (ABDC A), etc.
- Research grant assessor
  - Australian Research Council
  - Research Grants Council (RGC) of Hong Kong
- Ad Hoc Reviewer for Academic Conferences such as
  - Academy of Management Annual Conference
  - Academy of International Business Annual Conference
  - Harvard Conference on China Goes Global
  - Australian and New Zealand International Business Academy Annual Conference, etc.
- Member
  - Academy of International Business

- Academy of Management
- International Association for Chinese Management Research
- Strategic Management Society
- Emerging Market Internationalization Research Group, The University of Sydney Business School
- Global Governance and Management Research Group, The University of Sydney Business School
- Canberra Society of Chinese Scholars
- Global Innovation and Entrepreneurship Research Network, UNSW Business School