

A Nomination of Professor Mike Peng for the IACMR Scholarly Contribution Award

Professor Mike W. Peng is one of the most prolific and most influential management scholars with a focus on China. Since autumn 2005, Dr. Peng has served as the Provost's Distinguished Professor of Global Strategy at the University of Texas at Dallas—probably the youngest chairholder at a major business school that I know of. He graduated from the University of Washington in 1996, thereby qualifying for this Award

Research

Mike's research has focused on strategies employed by domestic and international companies competing in Greater China. Mike has amassed an impressive record, with a total of three books, 39 journal articles, and 24 non-refereed publications. His work is not only prolific, but also of high quality, as evidenced by repeated appearances in *AMJ*, *AMR*, *JIBS*, *JM*, *JMS*, *OS*, and *SMJ*. In addition, Mike has also published in leading practitioner outlets such as the *Harvard Business Review*, *Academy of Management Executive*, and *China Business Review*. In China, Mike has published in the country's top rated scholarly journal *Management World (Guanli Shijie)* and its leading practitioner outlet *PKU Business Review (Beida Shangye Pinglun)*. His *Global Strategy* text will be translated into Chinese and published in China in 2006.

At IACMR meetings, we often struggle on how to position China research relative to research on other areas—both substantively and geographically. Mike has set a good example on how to bridge the two worlds. He has not only conducted research on China, but also published research on Asia (in general), Central and Eastern Europe, Hong Kong, Japan, Thailand, and the United States. At the Asia Academy of Management meeting in Shanghai in December 2004, I attended Mike's plenary presentation, "From China Strategy to Global Strategy," which outlined his research journey. I understand that he published this speech in the *Asia Pacific Journal of Management* in 2005. This piece has already been cited by recent *MOR* papers in the same year, thus *immediately* informing the discussion on China research.

Mike's best known theoretical contributions center on his promotion of an institution-based view of strategy, which he compellingly argues to be one of the three legs often missed in a "strategy tripod" (the other two legs are more established industry- and resource-based views). Through a series of theory papers in *AMR* (Peng and Heath, 1996; Peng, 2003; Peng, Lee, and Wang, 2005; Lee, Peng, and Barney, 2006), related empirical work in *AMJ*, *JIBS*, *JMS*, *OS*, and *SMJ*, and his recent *Global Strategy* text, Mike has leveraged his China research to inform the worldwide debate on global strategy.

Perhaps in part because of Mike's broad research both embedded in China and beyond China, his work has not only been extensively cited by China scholars but also by other researchers not necessarily interested in China per se. His 1996 *AMR* article has not only become one of the best cited papers on Chinese management (Li and Tsui, 2002, *APJM*), but also the single most cited work on Central and Eastern Europe (Meyer and Peng, 2005, *JIBS*). His 2003 *AMR* article has been identified by the SSCI as a "new hot paper" to represent the entire field of "business and economics," along with 12 other papers nominated for such a distinction (each representing a broad field such as chemistry, medicine, and biology). His 2004 *JIBS* article, "Identifying the big question in international business research," has already been cited by two published *JIBS* papers, immediately contributing to a significant debate in IB. Overall, the impact of Mike's research is extensive and immediate, as evidenced by approximately 400 citations.

Another measure to gauge Mike's research impact is to see who has cited his work. Many senior China scholars, such as P. Beamish, M. Chen, J. Child, C. M. Lau, O. Shenkar, D. Tse, and A. Tsui, have cited Mike's work. Beyond the China field, the list of scholars citing Mike's work reads like a "Who's Who," including two past presidents of the Academy of Management (M. Hitt and F. Luthans), a past president of

the Academy of International Business (J. Dunning), and a past president of the Strategic Management Society (H. Thomas). Other senior scholars who have cited Mike's work include J. Barney, G. Dess, R. Hoskisson, D. Ireland, B. Kogut, M. Lyles, M. Lubatkin, S. Puffer, and M. Wright.

Finally, Mike is one of the most successful scholars in our field to have attracted significant external grants from *both* sides of the Pacific, totaling close to a million US dollars. He not only won two major grants from the Hong Kong Research Grants Council, but also holds a prestigious (US) National Science Foundation CAREER grant. Formerly known as the Young Investigator Award, this NSF CAREER grant (US\$422,000)—on Mike's project, "Strategic Choices During Institutional Transitions"—was the largest grant the NSF gave to a single business school faculty member at the time of the award (2003).

Teaching and Presentations

In the United States, Mike has taught in five states (Hawaii, Memphis, Ohio, Texas, and Washington). Prior to UTD, Mike served on the faculty at Ohio State and the University of Hawaii, and taught as a doctoral candidate at the University of Washington. For seven years (1999-2005), he has been a faculty trainer at the University of Memphis. In Asia, Mike served on the faculty at the Chinese University of Hong Kong, and taught as a visiting professor in Beijing, Hanoi, Xian, and Zhengzhou.

In North America and Europe, Mike has been invited to give presentations at such global forums as The World Bank and at such world-class business schools as Columbia, Copenhagen, Illinois, INSEAD, Ivey, Michigan, Michigan State, Northeastern, Thunderbird, Maryland, and North Carolina. In Asia, Mike has given talks at such renowned schools as HKUST, HKU, and NUS. In China, he has presented at such leading schools as Fudan, Shanghai Jiao Tong, Sun Yat-sen, Xian Jiao Tong, and Zhejiang Universities.

Mike is also an active PhD educator. Some of his former PhD students are now professors at Georgia State, George Mason, HKUST, SUNY Buffalo, and UT Dallas. Over ten of his publications, including papers in *AMJ*, *AMR* (2), *JIM*, *JM*, *JMS*, and *JWB*, are coauthored with PhD students.

Mike is an excellent teacher, having won teaching awards at both Ohio State and CUHK. His new *Global Strategy* textbook has become the world's best-selling textbook in its segment. Because of its market success, Mike was recently asked to write another major textbook, *Global Business*. At present, Mike is the only scholar with an Asian/Chinese background to have single-authored best selling textbooks in our field.

Service

Mike has served as editorial board members for *AMJ*, *AMR*, *JIBS*, and *SMJ*, and as a guest editor for *JIBS* and *JMS*. At the Academy of Management, he is the Coordinator for the IMD Junior Faculty Consortium for Atlanta (2006). At the Strategic Management Society, he is the first elected officer of the Global Strategy Interest Group, serving as Associate Program Chair in 2005-06 and Program Chair in 2006-07.

At the Asia Academy of Management, Mike has served as Editor of its official journal, *Asia Pacific Journal of Management*, since 2004, and will become Editor-in-Chief in 2007. Under his editorship, *APJM* has launched two innovative sections (Perspective and Review), and has recruited leading scholars such as P. Beamish, J. Dunning, P. Kotler, and R. Tung to grace the pages of this journal. At IACMR, Mike is a founding member, and has served on the editorial board of *MOR*.

In conclusion, not only is Mike a world-class scholar in research, teaching, and service, he is also widely connected and respected in Asia and China. He is the most deserving candidate for the Award.