Robert E. Grosse



Professor of International Business

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| **HIGHER EDUCATION** | University: Princeton University  Degree: A.B. in Economics/French, 1973 |
|  | Graduate School: University of North Carolina  Degree: Ph.D. in Economics, 1977 |

**TEACHING SPECIALIZATION**

MBA and undergraduate teaching in International Finance, Global Strategy, and Finance in Emerging Markets

Executive program instructor in international financial management, international banking, and international business strategy

Executive program instructor for various seminars in:

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| * Argentina | * Colombia | * El Salvador | * Peru | * Spain | * USA |
| * Bolivia | * Costa Rica | * Mexico | * Puerto Rico | * Trinidad | * Uruguay |
| * Chile | * Ecuador | * Panama | * South Africa | * UAE | * Venezuela |

**PROFESSIONAL ASSOCIATIONS**

Academy of International Business, (President 2012-14; Secretary-Treasurer 1989-90)

American Economic Association

Academy of Management

Business Association for Latin American Studies (President 2005-6; Vice President 2004-5)

North American Economics and Finance Association, (Vice-President 1991-92)

International Trade and Finance Association

**EXPERIENCE**

**Instructional Employment**

Professor of International Business, Thunderbird School of Global Management (July 2016-date)

Dean, School of Business Administration, American University of Sharjah, United Arab Emirates (January 2014-February 2016)

Director, Center for Global Business, and Professor of International Business, School of Management, George Mason University (August 2011-December 2013)

Director General (Dean), Graduate Business School (EGADE Business School), Monterrey Tec, Monterrey and Mexico City (May 2009-April 2011)

Adjunct Professor at Thunderbird on International Finance, teaching via videoconference from South Africa and Mexico (September 2006-December 2012)

Conti Group Chair in International Management, Thunderbird, The American Graduate School of International Management (August 2005-August 2006)

Professor of International Business and Director of Research, Thunderbird, The American Graduate School of International Management (1996-2005)

Professor of International Business and Director, World Business Department, Thunderbird, The American Graduate School of International Management (1994-96)

Professor of International Business, University of Miami (1993-94)

Asesores Bursatiles Professor of Capital Markets, Instituto de Empresa (Madrid), (1992-93)

Associate Professor of International Business, University of Miami (1984-1992)

Assistant Professor of International Business, University of Miami (1980-1984)

Fulbright Scholar, Montevideo, Uruguay, (Summer 1983 and 1985)

Visiting Assistant Professor of International Business, University of Michigan (1981-82)

Fulbright Scholar, Universidad del Pacífico in Lima, Peru (Summer 1981)

Assistant Professor of International Business, Florida International University (1977-80)

Visiting instructor in monetary theory and principles of economics, North Carolina State

University (1976-77)

**Professional Employment**

Robert Grosse most recently was Dean of the business school at the American University of Sharjah in the United Arab Emirates. The School has approximately 1800 students and 80 professors in 5 programs. He was responsible for the full range of activities, from recruiting to fund-raising, managing and supporting faculty members, working with students and alumni, etc.

He was the Director General of EGADE Business School, Monterrey Tec’s graduate business school in Mexico City and Monterrey during 2009-2011. He was responsible for overseeing the 300 professors and 2000 students in the thirteen academic programs of the school, along with executive education, fundraising, and other activities related to the success of the School.

Prior to that he was the founding Director of Standard Bank’s executive education program, the Global Leadership Centre, which is designed to offer leadership development training to the Group’s 11,000 managers and executives. He joined the Group in March of 2006, and worked with the team overseeing the design of curriculum, recruiting of instructors, completion of physical facilities, and launch of the overall Centre programs in October 2006. He became the overall head of Leadership Development and Learning, reporting to the CEO, in July of 2007.

Director, Leadership Development, Standard Bank Group (July 2007-February 2009)

Director, Global Leadership Centre, Standard Bank Group (March 2006-July 2007)

Consultant to United Nations Center on Trade and Development (UNCTAD) for preparation of the *World Investment Report 2005* (2004-5)

Consultant to Frontino Gold Mines for international financing evaluation (2004)

Consultant to Merrill Lynch in dealing with corporate ethics crisis (2002)

Consultant to Xerox Corporation in developing a global image and strategic direction (2001)

Consultant to Banco de Costa Rica for developing global strategy and executive education (2000-01)

Consultant to State of Florida for study on “Economic Impact of Establishing the Secretariat for the   
 Free Trade Area of the Americas in Miami” (1999)

Consultant to Citibank-Mexico to analyze the acquisition of Banco Confia (1999)

Consultant to Government of Ecuador and oil company consortium to design and carry out a series of encounters between public and private sectors, leading to approval of construction of a $US 1.2 billion oil pipeline. (1998)

Consultant to Banco de Credito e Inversiones (Chile) in development of executive training

programs (1998-99)

Consultant to YPF, Argentine national oil company, in development of global strategy (1997-8)

Consultant to US Government for analysis of money laundering in Mexico (1998-9)

Consultant to Government of Colombia, PROEXPORT-COLOMBIA, for the development and presentation of a series of seminars and workshops to assist exporters (1996-7)

Consultant to Commonwealth Development Corporation to investigate the establishment of a  
 mortgage finance company in Central America (1995)

Consultant to YPF, Argentine national oil company, in strategic planning and restructuring (1992)

Consultant to Asociación de Bancos de la República Argentina (ABRA) to develop banking seminars (1991)

Consultant to Universidad Gabriela Mistral, a business school in Santiago, Chile, to help develop its international business program (1990-91, 1997-)

Consultant to United Nations Center on Transnational Corporations for study of technology transfer in service sector industries into Latin American countries (1990-92)

Consultant to Banco Ganadero, International, for development and coordination of strategic plan (1990, 1991)

Consultant to US Government for study of foreign exchange black market in Colombia.

Expert witness for Richey, Munroe, and Fine, P.A. on Venezuelan foreign exchange regime (1990)

Consultant to United Nations Center on Transnational Corporations for study of government policies toward foreign multinational firms in Latin America (1989)

Expert witness for Laxalt, Washington, Perito and Dubuc, P.A., on BCCI international money laundering case (1989)

Consultant to ICESI, a business school in Cali, Colombia, to establish an international business MBA program (1988) and an advanced international management program (1990)

Consultant to the U.S. Agency for International Development in a project to assist two Peruvian universities develop international business programs (1987-90)

Expert witness for Shaw, Howlett, and Schwartz, P.A., to provide technical analysis of U.S. trade policy toward Japanese steel imports for a case defending a U.S. steel producer (1987)

Consultant to American Express Corporation for study on the impact of tourism investment in Mexico and financing of a debt/equity swap there (1987)

Consultant to IBM Corporation for executive development programs in Latin America (1986-9)

Consultant to Florida International Bankers Association for studies on costs & benefits of international banking in Florida (1985, 1987, and 1990)

Consultant to Getulio Vargas Foundation for program in Peru (Summer 1985)

Consultant to Organization of American States and Interamerican Development Bank for programs in Mexico and Costa Rica (Summer 1984)

Consultant to Regency Square Properties to forecast Latin American regional office locations of multinational enterprises (Winter 1982)

Consultant to the Miami Herald to construct a regional index of economic activity, with Professors Bekele and Sugrue (Fall 1980)

Grantee from the Council of the Americas for thesis research on the Andean Pact’s Decision 24 (September 1975 - September 1976)

Consultant to Anaconda Corporation for lawsuits against OPIC relating to expropriated Chilean copper mines (December 1974 - January 1975)

Contractee with Professor Jack N. Behrman for E.P.A. international pollution study (May 1974 - August 1975)

Consultant to Huyck Corporation, Wake Forest, North Carolina, for foreign market analysis (Spring 1974)

United States Treasury Department Office of International Affairs, research economist

(Summer 1973)

**PUBLICATIONS**

**Books**

Oxford Handbook on Management in Emerging Markets. (co-author and co-editor with Klaus Meyer) (2019). Oxford: Oxford University Press. 873 pp. ISBN: 9780190683948

The 4-Day Workweek. 2018. London: Routledge. 164 pp.

Emerging Markets: Strategies for Competing in the Global Value Chain. 2016. London: Kogan Page. 261 pp.

Can Latin American Firms Compete? (editor and co-author) Oxford: Oxford University Press, 2007. 350 pp.

International Business-Government Relations in the 21st Century. (editor and co-author) Cambridge: Cambridge University Press, 2005. 460 pp.

The Future of Global Financial Services. Oxford: Blackwell Publishers, May 2004. 218 pp.

Drugs and Money: Laundering Latin American Cocaine Dollars. New York: Praeger Publishers, 2001. 226 pp.

Thunderbird on Global Business Strategy. (editor and co-author) New York: John Wiley Publishers,

April 2000. 362 pp.

Generating Savings for Development in Latin America. (editor and co-author) Coral Gables:

North/South Center, November 1997. 210 pp.

Government Responses to the Latin American Debt Problem. (editor and co-author) Coral Gables: North/South Center, November 1995. 215 pp.

International Business: Theory and Managerial Applications. (with Duane Kujawa) Homewood, Ill.: Richard D. Irwin, Third Edition, 1995; [First Edition, 1988; Second Edition, 1992]. 764 pp.

Foreign Exchange Black Markets in Latin America. New York: Praeger, December 1994. 224 pp.

Technology Transfer in Services to Latin America. New York: United Nations Center on Transnational Corporations, 1994.

Private Sector Solutions to the Latin American Debt Crisis. (editor and co-author) Miami, Florida: North/South Center, 1992. 188 pp.

International Business and Governments. (Jack N.Behrman and Robert Grosse) Columbia, S.C.: University of South Carolina Press, 1990. 434 pp.

Foreign Direct Investment and Technology Transfer Incentives Systems: A Framework, Country Studies, and Principles. (Donald Lecraw, Robert Grosse, and John Cantwell) New York: United Nations Centre on Transnational Corporations, 1989.

Multinationals in Latin America. London: Routledge, 1989. 265 pp.

Case Studies in International Business. (with Christine Grosse) Englewood Cliffs, N.J.: Prentice-Hall, 1988. 155 pp.

Foreign Investment Codes and the Location of Direct Investment. New York: Praeger Publishers, 1980. 158 pages.

International Business Curriculum Survey (with G.W. Perritt). Academy of International Business, 1980. 223 pp.

**Refereed Journal Articles**

“Trade agreement depth, foreign direct investment, and the moderating role of property rights”, Journal of International Business Policy, (forthcoming 2020).

“Terrorism as an External Threat in Global Value Chains”, Thunderbird International Business Review (with Benjamin Bader and Gabriele Suder). Volume 62, Issue2. (March/April 2020). pp 135-148.

“Innovation by MNEs in Emerging Markets”, Transnational Corporations, (Fall 2019). Vol 26, No. 3. pp. 1-31.

“The interaction of quantity and quality of finance: Did it make industries more resilient to the recent global financial crisis?”, International Review of Economics and Finance. (with Ali Mirzaei) Vol. 64. (2019). pp. 493-512.

“Social identity in MNCs based on language and nationality” (with Albert Wocke and Anthony Stacey), Thunderbird International Business Review. (November 2017).

“The global financial crisis—Market misconduct and regulation from a behavioral view”, Research in International Business and Finance 41 (2017) 387–398.

"How emerging markets firms will become global leaders", International Journal of Emerging Markets, Vol. 11 Issue: 3 (2016), pp.274-287.

"Competing in China" (with Yan Ling). Journal of Business Research 68 (April, 2015). pp. 1145-1148.

“The Role and Value of Global Business Research: Perspective of a Business School Dean”, Journal of Teaching in International Business Vol. 24, No. 3-4. (2013). pp 1-10.

“Learning through Imports in the Internationalization Process” (with Alejandro Fonseca), Journal of International Management vol. 18, issue 4. (2012). pages 366-378.

“Bank Regulation, Governance, and the Crisis – A Behavioral Finance View", Journal of Financial Regulation and Compliance Vol. 20. No. 1. (February 2012). pp. 4-25.

“Latin American Company Strategies in the Financial Crisis”, Global Journal of Emerging Market Economies. Vol. 4. No. 1. (January 2012). pp. 55-70.

“Exporting to the Far and Near Abroad” (with Cecilio Garcia and Shannon Mudd), Journal of Business Research. Vol. 66 (2012). pp. 409-416.

“Jean Boddewyn’s Contributions to the Theory of International Government-Business Relations”, International Studies of Management and Organization (Winter 2010) Vol 40. No 4. pp. 25-36.

“US Oil Import Dependence: Which Way Out?” (with Juan Yañes), International Journal of Energy Sector Management (2007). Vol.1, No.2. pp.195-202.

“Managerial Problem-Solving Styles: A Cross-Cultural Study” (with Eulogio Romero Simpson), Latin American Business Review (2007). Vol. 8 No. 2. pp. 41-67.

“Explaining Imports and Exports: A Focus on Non-maquiladora Mexican Firms” (with Douglas Thomas), Multinational Business Review (2007). Vol. 13 No. 3. pp. 25-40.

“The Financing of FDI in Latin America”, Journal of Emerging Markets (Summer 2006). Vol 11, No. 2. pp. 15-26.

“The Manager’s Guide to Big Macs” (with Adrian Tschoegl), Advances in Financial Education, (Spring 2006). pp. 97-111.

“Homeland Security and US International Competitiveness” (with Robert Spich), Journal of International Management (December 2005). Vol. 11, No. 4. pp. 457-478.

“New Institutional Economics and FDI Location in Central and Eastern Europe” (with Len Trevino) Management International Review (2/2005). pp. 1-21. Re-published as Chapter 9 in Sauvant, Karl and Lisa Sachs (eds.), *The Effect of Treaties on Foreign Direct Investment: Bilateral Investment Treaties, Double Taxation Treaties, and Investment Flows*. Oxford, UK: Oxford University Press, 2009. pp. 273-294.

“Are the Largest Financial Institutions Really ‘Global’?,” Management International Review (2004). Vol. 44, No. 4. pp. 127-142.

“The Challenges of Globalization for Emerging Market Firms,” Latin American Business Review, (2004) Vol. 4, No. 4. pp. 1-21.

“Rich Man, Poor Man: Resources on Globalization” (with Carol Hammond), Reference Services Review (2003) Vol. 31, No. 3. pp. 285-295.

“An Analysis of Firm-specific Resources and Foreign Direct Investment in the United States” (with Len Trevino), International Business Review (2002) Vol. 11 No. 4.

“Dealing with Financial Crises in Emerging Markets” (with Shannon Mudd and John Mathis)

Thunderbird International Business Review (May-June 2002) Vol. 44 No. 3. pp. 399-430.

“Why Are the US Banks Ahead?” (with Alan Gart) Corporate Finance Review (January-February 2002). pp. 18-26.

“Returns on Bank Deposits in Latin America: Is there a free lunch?” (with Evan Tanner and Roberto Curci) Journal of Emerging Markets (Summer 2001). pp. 37-51.

**“**The Coming Oil Price Crash,” (with Juan Yañes) Business Horizons (September 2001). pp. 31-38.

“International Banks’ Performance: A Five-Country Comparison” (with Alan Gart) Global Business & Finance Review (Fall 2001). pp. 1-15.

“Why Oil will Cost $5 per Barrel in 2010” (with Juan Yañes) The Fletcher Forum (Spring 2001). pp. 59-73.

“Country of Origin Determinants of Foreign Direct Investment in an Emerging Market: The Case of Mexico” (with Doug Thomas) Journal of International Management (2001). pp. 59-79.

“Mexico: The Black Market in Foreign Exchange and Its Relationship with Narcotics Money Laundering,” Journal of Money Laundering Control. Vol. 3 No. 1 (August 1999). pp. 67-80.

“The Privatization of YPF” (with Juan Yañes) Academy of Management Executive (Spring 1998). Vol 12, No. 2. pp. 51-63.

“The Future of the Global Financial Services Industry,” The International Executive. (Sept/Oct 1997). pp. 599-617.

“Restrictive Business Practices in International Service Industries: Examples from Latin America,” Transnational Corporations (August 1997). Vol. 7 No.2 pp. 29-50.

“International Technology Transfer in Services” Journal of International Business Studies (Fourth Quarter 1996). pp. 781-800.

“The Bargaining Relationship between Foreign MNEs and Host Governments in Latin America,” International Trade Journal (Winter 1996). pp. 467-499.

“The Boom and Bust of Latin American Lending” (with Lawrence Goldberg) Journal of Economics and Business (1996). Vol. 48. pp. 285-298.

“Foreign Direct Investment in the United States: An Analysis by Country of Origin” (with Len Trevino) Journal of International Business Studies (First Quarter 1996). pp. 139-155.

“American Marketing in the European Union: Standardization’s Uneven Progress in 1973-93” European Journal of Marketing (December 1995). pp. 23-42.

“Location Choice of Foreign Banks in the United States” (with Lawrence Goldberg) Journal of Economics and Business (1994). Vol. 46. pp. 367-379.

“Airline Competition in Latin America -- Is Privatization the Answer?,” Business & the Contemporary World (Fall 1994). pp. 106-118.

“The Expected Impact of a US-Colombia Free Trade Agreement on the Financial Services Sector” North American Journal of Economics and Finance (Spring 1994). pp. 79-98.

“Jamaica’s Black Market in Foreign Exchange,” Journal of Development Studies (October 1994). pp. 17-43.

“The Debt-Equity Swap -- In Whose Interest?” Journal of International Financial Management and Accounting (Spring 1992). pp. 13-39.

“Colombia’s Black Market in Foreign Exchange,” World Development (August 1992). pp. 1193-1207.

“Theory in International Business” (with Jack N. Behrman) Transnational Corporations (Fall 1991). pp. 91-116.

“A Valuation Model of Latin American Loans in the Secondary Market” Research in International Banking and Finance (with Diego Aramburú) (1991).

“Peru’s Black Market in Foreign Exchange” Journal of Interamerican Studies and World Affairs (Fall 1991). pp. 135-167.

“A Bargaining Theory of Government/MNE Relations: The Latin American Case” (with Diego Aramburú) International Trade Journal (Winter 1990). pp. 209-237.

“Foreign Banking in the United States: An Analysis by Country of Origin” (with Lawrence Goldberg), Journal of Banking and Finance Vol. 15 (Fall 1991). pp. 1093-1112.

“The Economic Impact of Andean Cocaine Traffic on Florida,” Journal of Interamerican Studies and World Affairs (Winter 1990). pp. 137-159.

“Competitive Advantages and Multinational Enterprises: An Application in Latin America,” Journal of Business Research Vol. 25, No. 1 (August 1992).

“Standardization in International Marketing: The Latin American Case,” (with Walter Zinn) Journal of Global Marketing (2/1990). pp. 53-77.

“Barriers to Globalization: Is Global Distribution Possible?” (with Walter Zinn), International Journal of Logistics Management (Winter 1990). pp. 13-18.

“The Economic Impact of Foreign Direct Investment: A Case Study of Venezuela,” Management International Review (4/1988). pp. 63-78.

“Developing New Business Managers through Small Business Formation” (with Maria Matilde Schwalb and Eulogio Romero) Journal of Management Development (Fall 1988). pp. 31-40.

“Resolving Latin America’s Debt Crisis” The World Economy (September 1988). pp. 417-436.

“Financial Transfers in the MNE: The Latin American Case,” Management International Review (1/1986). pp. 33-44.

“An Imperfect Competition Theory of the Multinational Enterprise,” Journal of International Business Studies (Spring 1985). pp. 57-80.

“Non-economic Risk Evaluation in Multinational Banks” (with John Stack), Management International Review (1/1984). pp. 41-59.

“The Andean Foreign Investment Code’s Effect on Foreign Direct Investment,” Journal of International Business Studies (Winter 1983). pp. 121-133.

“Codes of Conduct on Multinational Enterprises: A Solution?” Journal of World Trade Law (September 1982). pp. 414-433.

“The Theory of Foreign Direct Investment” University of South Carolina Essays in International Business #3 (December 1981). pp. 1-51.

“Regional Offices in Multinational Enterprise: The Latin American Case,” Management International Review (2/1981). pp. 48-56.

“Foreign Investment Regulations in the Andean Pact: The First Ten Years,” Inter-American Economic Affairs (Spring 1980). pp. 77-92.

**Cases**

“Stakeholder Management at Anglo American Platinum: The Mogalakwena Mine” (with Albert Wocke), Thunderbird Case Series A08-20-0013. July 2020.

“Vitality Group—Internationalization of Health Tech” (with Albert Wocke), Thunderbird Case Series A03-18-0013. December 2018.

“Sustainable Finance for Small and Medium-Sized Enterprises in an Emerging Market -- 2 Bridges for Economic Growth in Honduras”, Thunderbird Case Series A02-17-0004, 2017.

“Standard Bank – An African Tiger” Glendale, AZ: Thunderbird Case Series #: A09-13-0003, 2013.

“Managing your Stakeholders in Developing Economies - The Platmin Story” (with Albert Wocke) Ivey Business School and ECCH. 2011.

“Arab African International Bank: The Introduction of Smart Cards to the Egyptian Market” (with Eskandar Tooma) Glendale, AZ: Thunderbird Case Series, 2005.

“Dealing with Governments in Emerging Markets: The Heavy Crude Oil Pipeline in Ecuador,” Glendale, AZ: Thunderbird Case Series, 2004.

“The Trials of Merrill Lynch,” Glendale, AZ: Thunderbird Case Series, 2003.

“Global Strategy at LanChile,” Glendale, AZ: Thunderbird Case Series, 2002.

“Long-term Financing at YPF,” Glendale, AZ: Thunderbird Case Series, 2002.

“Citibank – The Confia Acquisition in Mexico (B),” Glendale, AZ: Thunderbird Case Series, 2000.

“Citibank – The Confia Acquisition in Mexico (A),” Glendale, AZ: Thunderbird Case Series, 2000.

“Enersis: Global Strategy in the Electric Power Sector,” Glendale, AZ: Thunderbird Case Series, 1999.

“Corporate Strategy in the Life Sciences: Monsanto Corporation,” Glendale, AZ: Thunderbird Case Series, 1998.

“Banco Ganadero,” Glendale, AZ: Thunderbird Case Series, 1998.

**Other Publications**

# “International Trade Policy – A Technical Note”, Thunderbird Case Series, 2019. #E03-19-0003

# “The Global Financial Crisis: A Behavioral View”, Social Science Research Network Paper #1537744 (January 2010) (one of Top Ten downloaded papers in SSRN Financial Management, 2010) (one of Top Ten downloaded papers in SSRN Psychology, 2015).

# “The Need for Good Old Principles in Financial Management Education”, (with Eero Kasanen), in Alfons Sauquet and Mette Morsing. Business Schools and their Contribution to Society. Thousand Oaks, CA: Sage, 2011.

# “Chile as an Example of the Augmented Diamond”, in Danny van den Bulke, Alain Verbeke and Wenlong Yuan (eds.) Handbook on Small Nations in the Global Economy. Cheltenham, England: Edward Elgar, 2009.

“International Business Strategies in Brazil,” in Subhash Jain (ed.), International Business in the BRIC Countries. London: Edward Elgar, (2006).

“Poverty and MNEs in Emerging Markets,” in Subhash Jain (ed.), Multinational Corporations and Global Poverty Reduction. London: Edward Elgar, (2006). pp. 286-298.

“The Theory of the Multinational Firm,” in Michael Hitt and Joseph Cheng (eds.), Theories of Multinational Enterprise. Boston: Elsevier. (2004). pp. 83-97.

“International Banking,” in James Steward (ed.), Handbook of Modern Finance. Boston: Warren, Gorham, and Lamont, 2003. pp. F4.1-72.

“The Eclectic Theory in Latin America,” in Peter Gray (ed.) Dunning’s Eclectic Theory of International Production. London: Edward Elgar, (2003).

“Investment Promotion Policies in Latin America,” Chapter 4 in Evelyne Huber (ed.), Models of Capitalism and Latin American Development in the 21st Century. State College, PA: Pennsylvania State University Press, 2002. pp. 103-126.

“Intra- and Extra-regional Foreign Direct Investment in Latin America,” in Andres Franco (ed.), Financing for Development in Latin America and the Caribbean. New York: United Nations University Press, 2001. pp. 119-143.

“International Business in Latin America” in Alan Rugman and Thomas Brewer (eds.) Oxford Handbook of International Business. Oxford: Oxford University Press, 2001. pp. 652-680.

“The Secondary Market for Latin American Debt,” Chapter 6 in Laurent Jacque and Paul Vaaler (eds.), Financial Innovations and the Welfare of Nations. Boston: Kluwer (2001). pp. 109-126.

“Knowledge Creation and Transfer in Global Service Firms,” in Yair Aharoni and Lilach Nachum (eds.), Globalization of Services. London: Routledge, (2000). pp. 217-232.

“Valuation of Knowledge in Service Sector Multinationals,” in Farok Contractor (ed.), Valuation of Knowledge in Global Corporations. New York: Quorum Books, 2001.

“Beyond Privatization: Government-Business Relations in the Electric Power, Telecom-munications, and Banking Sectors in Latin America,” North/South Agenda (March 2000).

“The Privatization of Aerolineas Argentinas,” in Ravi Ramamurti (ed.), Privatizing Infrastructure in Latin America. Baltimore: Johns Hopkins University Press, 1995. pp. 203-220.

“International Banking,” (with Kumar Venkataramany) in Dennis Logue (ed.), Handbook of Modern Finance. Boston: Warren, Gorham, and Lamont, 1993. pp. F4.1 -F4.62.

“Business Community Links: The International Business & Banking Institute,” in Tamer Cavusgil (ed.), Internationalizing Business Education. East Lansing, Mich.: Michigan State University Press, 1993. pp. 99-108.

“The End of the Latin American Debt Crisis,” North/South Issues (November 1992)

“History of International Business from an Institutional Perspective,” in Brian Toyne and Douglas Nigh (eds.), The Institutional Status of International Business Education. New York: Quorum Press, forthcoming 1992.

“Corporate Response (to Foreign Exchange Controls),” Latin Finance (September 1991). pp. 23-24.

“Restrictions on Remittances in Latin America,” in Thomas Brewer (ed.), Financial Strategies for Multinationals in Developing Countries. London: Euro Publications, 1991.

“International Banking,” in Dennis Logue(ed.), Handbook of Modern Finance. Boston: Warren, Gorham, and Lamont, 1989. pp. 44.1-44.62.

“Doing Business in the Andean Countries,” in V.H. Kirpalani (ed.), Handbook for Doing International Business. Haworth Press, 1990.

“The Debt/Equity Swap: American Express Bank in Mexico,” in North-South Center, Miami Report II. Coral Gables, Florida: University of Miami, 1988. pp. 66-84.

Caribbean Basin Business Advisor (editor and contributor), published during1986-88.

“Offshore Assembly in Costa Rica,” and “FEC’s Funding Options,” in Brewer, Thomas, et al., Investing in Developing Countries. Lexington, Mass.: Lexington Books, 1986. pp. 15-18, 73-74.

“The Transfer Problem and Latin American Debt,” University of Miami Graduate School of International Studies Occasional Papers (January 1985; reissued February 1989). pp. 1-23.

“A Survey of Political Risk Evaluation Methods used by U.S.- based Multinational Banks,” in Brewer, Thomas, Political Risks in International Business. New York: Praeger, 1985. pp. 237-255.

“Competitive Advantages and Multinational Enterprises”, University of Miami International Business & Banking Institute Discussion Paper #85-1 (January 1985).

“Solutions to the Latin American Debt Crisis,” in Didsbury, Howard (ed.), Creating a Global Agenda: Assessments, Solutions, and Action Plans. Bethesda, Maryland: World Future Society, 1984. pp. 93-107.

Book review of *The Management of Headquarters-Subsidiary Relationships in Multinational Corporations*, edited by Lars Otterbeck, in the Third World Quarterly (January 1984).

Book review of *A Theory of Multinational Enterprise* by Jean-Francois Hennart, in the Southern Economic Journal (Summer 1983).

“Regional Offices in Multinational Firms” in Alan Rugman (ed.) New Theories of the Multinational Enterprise. London: Croom Helm (1982). pp. 107-132.

“Fraying at the Edges,” Euromoney (December 1981).

**RESEARCH PERFORMED**

**Articles Submitted for Publication**

“Dual Hegemonic Stability: China’s Rise, World Order, and the Implications for International Business in the 21st Century” (with Jonas Gamso and Roy Nelson) (July 2020)

“Competitiveness of South African Firms – New Theory or New Application? (with Albert Wocke) (June 2020)

“Explaining the Competitiveness of South African Firms” (with Albert Wocke and Morris Mthombeni) (July 2020)

“Why Not a 4-Day Workweek” (November 2019)

**Research Projects in Progress**

“International Business Curriculum Survey” (with Chuck Kwok and Carl Fey)

“Strategic Management in Global Value Chains – A Latin American Perspective”

“Foreign Financing of Economic Development” (with Alejandro Fonseca)

“Government-Business Relations: A Dynamic View” (under revision)

**Grants Received**

HSBC, with Daniel Dupuis, to create a trading room for securities trading at AUS ($2 million for 2015-17) “Interactive Trading Floor.”

Aspen Institute and Argidius Foundation, principal investigator, to build small and medium-sized business finance in Honduras ($250,000 for 2012-13) “Bridges for Development in Honduras.”

U.S. Department of Education NDEA Title VI grant principal investigator (approximately $850,000 received by Thunderbird, 2002-2006), “Center for International Business Education and Research.”

U.S. Department of Education NDEA Title VI grant principal investigator (approximately $590,000 received by Thunderbird, 1999-2002), “Center for International Business Education and Research.”

U.S. Department of Education NDEA Title VI grant principal investigator (approximately $550,000 received by Thunderbird, 1996-1999), “Center for International Business Education and Research.”

USIA grant under North/South Center, principal investigator ($25,000 initially received for first phase of study in 1994) “Generating Savings for Development in Latin America.”

USIA grant under North/South Center, co-principal investigator on a joint research project with the business school, ICESI, from Cali, Colombia, ($150,000 for 1991-93) “Expected Impact of a U.S.-Colombia Free Trade Agreement.”

USIA grant under “University Affiliations Program,” principal investigator for affiliation with Universidad Central de Venezuela ($70,000 for 1991-93). Two studies performed: “The External Debt Problem: A Focus on Venezuela”; and “Economic Integration in Latin America: The Case of Venezuela.”

USIA grant under North/South Center, principal investigator ($45,000 initially received for first phase of study in 1991) “Private Sector Solutions to the Latin American Debt Problem.” Second phase (funded for 1992-3, $63,000) on “Government Responses to the Latin American External Debt Problem.”

U.S. Department of Education NDEA Title VI grant principal investigator (approximately $700,000 received by the University of Miami, 1990-93) “Center for International Business Education and Research.”

University of Miami grantee to study foreign direct investment in the U.S. oil industry (summer 1989).

U.S. Department of Education NDEA Title VI grant principal investigator ($161,000 received by the University of Miami, 1989-91) “International Business Information Center.”

U.S. Department of Education NDEA Title VI grant principal investigator ($50,000 received by the University of Miami, 1986-87) “Economic Impact of Tourism in Caribbean Economies.”

U.S. Department of Education NDEA Title VI grant principal investigator ($62,000 received by the University of Miami, 1985-86) “Caribbean Basin Business Advisor.”

Florida International Bankers Association grantee for research on impact of international banking in the State of Florida (1983, 1985, 1987, 1990).

Fulbright grantee to Uruguay (summer 1983 and 1985).

University of Miami grantee to study costs and benefits of multinational enterprises to Venezuela (Summer 1984).

Visiting Research Fellow at Dalhousie University to study the theory of the multinational enterprise (Summer 1982).

Florida International Bankers Association grantee for summer research on international bank management (Summer 1982).

Fulbright grantee to Peru (Summer 1981).

U.S. Department of Education NDEA Title VI grant principal investigator “undergraduate international studies and foreign languages” ($90,000 received by the University of Miami during 1981-83).

**Grants under Consideration**

“Making Trade Adjustment Assistance Work” ($170,000 requested)

“The Innovation Laboratory” ($325,000 requested)

“The Energy Efficiency Index” ($300,000 requested)

# THESIS SUPERVISION

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# GIBS Business School (South Africa)

Manoj Chiba, “Achievement of an equilibrium in MNCs adopting a macro- matrix organisational structure: The role of strategy, flexibility, efficiency and HQ Control” (committee member) (Ph.D. 2019)

# EGADE Business School, Monterrey Tec (Mexico)

Diana Bustani, “Financial Strategies and Performance in Mexican Family-owned Firms” (Ph.D. 2013).

# EGADE Business School, Monterrey Tec (Mexico)

Alfonso Lopez, “Knowledge Transfer in the MNE-Academia-SME Framework” (Ph.D. 2013).

# University of New South Wales (Australia)

Owen Young, “Internationalization of Financial Services Firms”, (Committee Member), (Ph.D. June 2007)

# Texas A & M University

Douglas Thomas, “Performance of Latin American Firms with Direct Investment Abroad,” (Committee Member), (Ph.D. June 2001)

**University of Texas-Pan American**

Roberto Curci, “The Impact of ADRs on Stock Price Performance in Latin America,” (Committee Member), (Ph.D., August 1999)

**Rutgers University**

John Dilyard, “Explaining Foreign Direct Investment and Foreign Portfolio Investment in Emerging Markets,” (Committee Member), (Ph.D., May 1999)

# Thunderbird, The American Graduate School of International Management

Biljana Cepuslav, “Privatization and Foreign Direct Investment in Macedonia” (MIM, 1999)

Erica Haefner, “Rates of Return in Latin America vs. the United States,” (MIM, 1997)

**The University of Miami**

Kumar Venkataramany, “An Expert System for International Bank Management” (Ph.D. in International Studies, 1998)

Laura Kozlosky, “Privatization of Telecoms in Latin America and Central Europe” (Ph.D. in International Studies, 1995)

Diego Aramburú, “Latin American Debt: The Case of Peru” (Ph.D. in International Studies, 1992)

Irene Recio, “Privatization of the Puerto Rico Telephone Company” (M.A. in international studies, 1991)

Husein Al-Omar, “The Role of the Financial Sector in Kuwaiti Development” (Ph.D. in Economics, 1991)

Diego Aramburú, “Dealing with Peru’s External Debt Crisis” (M.A. in International Studies, 1990)

Gregory Smogard, “Economic Impact of the Tourism Industry in Caribbean Nations” (Ph.D. in International Studies, 1987)

Nabeel Al-Manee, “The Impact of the Souk Al-Manakh Crash on the Kuwait Economy” (M.A. in Economics, 1986)

David Dion, “A Model for Evaluating Performance in F-4 Fighter Pilot Training Programs” (Ph.D. in Education, 1986)

Luis Argumosa, “A Structural Model for Educational Program Evaluation” (Ph.D. in Education, 1984)

**UNIVERSITY COMMITTEE AND ADMINISTRATIVE RESPONSIBILITIES**

Member, Faculty Senate, Arizona State University, (2019-date)

Director, Latin America, Thunderbird School of Global Management (2016-date)

Director, Center for Global Business, Innovation and Transformation, George Mason University (2011-2013)

Member of 3 “Cátedras de Investigación” on: Financial Markets, Economic Development, and Services Management, Monterrey Tec (2009-2011)

Director of Research, Thunderbird, The Garvin School of International Management (1996-2005)

Director, Thunderbird Center for International Business Education and Research (1995-2006)

Coordinator, Economics & Allied Disciplines Faculty, Thunderbird, The American Graduate School of International Management (1996-2006)

MBA Enterprise Corps committee member and Thunderbird campus coordinator (1995-2006)

Chairman, World Business Department (1994-96), Thunderbird, The American Graduate School of International Management

Director, University of Miami International Business Center, (1993-4)

Director, University of Miami Center for International Business Education and Research (1990-2).

Director, University of Miami International Business & Banking Institute, (1986-91)

Coordinator, International Business Management program, Management Department, School of Business Administration (1987-90)

Co-founder and co-director of annual Latin American International Banking Course (INTERBAN), a 50-hour, one-week course in international banking for Latin American bank executives (1979-2000).

Co-founder and co-director of annual Country Managers Program -- a 50-hour, one-week advanced management course in international business for multinational firms’ executives (1987-95).

**EDITORIAL BOARD RESPONSIBILITIES**

*Journal of International Business Policy*, Area Editor

*Journal of World Business*, member, editorial board

*Thunderbird International Business Review*, member, editorial board

*Estudios Gerenciales*, miembro del Comité Editorial

*Journal of International Management*, member, editorial board

*Journal of International Business Studies*, member, editorial board 1983-2000

**HONORS AND AWARDS**

Fellow, Business Association of Latin American Studies (elected 2011)

Best Teacher Award, Global MBA Program, Thunderbird and Monterrey Tec (2009-10)

Fellow, Academy of International Business (elected 2001)

Fulbright scholar, Uruguay (summer 1983 and 1985)

Fulbright scholar, Peru (summer 1981)

Dissertation award, Academy of International Business (1977)

Dissertation fellow, Fund for Multinational Management Education (1975-76)

Graduate fellow, University of North Carolina (1973-74)

National Merit Scholar, Princeton University (1969-73)

**COMMUNITY ACTIVITIES**

Arizona World Affairs Council member

Member, State of Florida Governor’s Commission on International Banking and Trade (1989-90)

World Trade Center of Miami Committee member

City of Miami Economic Development Committee member

Greater Miami Chamber of Commerce committee member

**OTHER PROFESSIONAL INFORMATION**

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| --- | --- | --- |
| Languages: | * Spanish (fluent) |  |
|  | * French (formerly fluent) |  |
|  | * Mandarin (marginal) |  |

**PERSONAL INFORMATION**

Current academic rank: Professor

Primary department: Business Administration

Citizenship: USA

Birthdate: June 28, 1951

Marital status: Married with 2 children

E-mail: [grosser@global.t-bird.edu](mailto:grosser@global.t-bird.edu)

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| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **REFERENCES**   |  |  | | --- | --- | | Prof. Allen Morrison, ex-Dean  Thunderbird School of Global Mgt  Phoenix, Arizona 85004  [Allen.morrison@thunderbird.asu.edu](mailto:Allen.morrison@thunderbird.asu.edu)  Mr. Chris Lombard, Head of  Leadership Development (retired) Standard Bank of South Africa  Johannesburg, S. Africa  [lombard.c@mweb.co.za](mailto:lombard.c@mweb.co.za) | Prof. Alberto Bustani, ex-Rector  Tec de Monterrey  Monterrey, Mexico  [alberto@bustani.com.mx](mailto:alberto@bustani.com.mx)  Prof. Malcolm Richards  Former Provost  American University of Sharjah  Sharjah, UAE 26666  [rmalcolmaggie@gmail.com](mailto:rmalcolmaggie@gmail.com) | |  |  | | Prof. Steve Kobrin  Department of Management  The Wharton School  University of Pennsylvania  [kobrins@wharton.upenn.edu](mailto:kobrins@wharton.upenn.edu) | Prof. Angel Cabrera, President  Georgia Tech  North Avenue, Atlanta, GA 30332  [president@gatech.edu](mailto:president@gatech.edu) | |  |  | |  |  | | Prof. Stefanie Lenway, Dean | Prof. Robert Spich | | Opus College of Business | Anderson School of Management | | St. Thomas University  St. Paul, MINN 55105 | UCLA  [robert.spich@anderson.ucla.edu](mailto:robert.spich@anderson.ucla.edu) | | [stefanie.lenway@stthomas.edu](mailto:stefanie.lenway@stthomas.edu) |  |   Prof. Nakiye Boyacilliger, ex-Dean  Sabanci School of Management |
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