

LUIZ F. MESQUITA, Ph.D.

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LEADERSHIP & ADMINISTRATION

Appointments

Associate Dean of Graduate Programs, W. P. Carey School of Business, Arizona State University — 2021–2024

Director, Full-Time MBA Program (flagship), W. P. Carey — 2021–2023

Advisory Council Member, Graduate College (Office of the Vice Provost), ASU — 2021–2024

Program Director, Entrepreneurship, W. P. Carey — 2015–2018

Founder & Principal, independent strategy consulting practice — 2018–present

Resource generation and portfolio stewardship

- Reversed an annual operating deficit approaching one million dollars and moved a 25-program graduate portfolio into a lasting surplus large enough to reinvest in new programs and faculty.
- As Associate Dean, oversaw an assistant dean for MBA programs, two directors of curriculum development, 22 program directors, and roughly 150 faculty across the graduate portfolio.
- Stood up a market-intelligence function to read demand across disciplines and guide which programs to open, hold, or retire.
- Replaced ad hoc, preference-driven approvals with a transparent, program-by-program standard: every program weighed on what it costs and what it contributes, financially and strategically, so the trade-offs were visible and the decision was the faculty's to make.
- Restored the faculty Masters Committee, dissolved under a predecessor, so every decision to open, close, or reshape a program passed through faculty governance.
- Launched four high-enrollment master's programs (Economics, Marketing, Supply Chain, and the first AI-in-Business degree in the U.S.) and retired two low-enrollment ones, redeploying faculty to the programs students wanted.
- As Founder & Principal of an independent strategy consulting practice, founded to test my own theories on business and corporate strategy in the field, advised an outpatient healthcare group's board and physician-partners, growing it from nine to thirteen clinics and more than doubling its bottom line.

Student capability, access, and program relevance

- Grew the total graduate student body by roughly 50%, from about 1,200 to 1,800; the total has since surpassed 2,500 (headcount, not annual intake).
- Designed the “carousel,” a rolling-admissions curriculum redesign that opened programs four times a year instead of once, scaling cohorts up toward full capacity and improving resource efficiency.
- Redesigned the graduate academic-integrity system, standardizing review protocols and sanctions across programs.
- As Director of the flagship Full-Time MBA (2021–2023), led a full curriculum redesign with 27 Executive Connection Mentors; oversaw one program director and two program managers.
- Built and teach Awakening Your Entrepreneurial Mindset, an experience-based course in cross-cutting entrepreneurial skills.
- As Program Director of Entrepreneurship (2015–2018), roughly doubled the program's enrollment (about 300 to 600); created four courses and modernized seven; expanded the internship program roughly sevenfold; co-created the MBA Fusion Labs (BUS 593), recognized in AACSB's “Innovations That Inspire” (2020).

Cross-college programs, university governance, and global pipelines

- Served three years on the ASU Graduate College Advisory Council, reviewing new programs, closures, and certificates for every college on campus.
- Carried four new master's degrees from proposal through ASU's full approval chain — the Graduate College, the University Senate, and the Provost's office.

- Co-founded the MS in Innovation & Venture Development, built jointly across the schools of business, design, and engineering.
- Led the alignment of W. P. Carey's graduate calendar with the university's, resolving a long-standing gap through cross-unit negotiation.
- Built international graduate pipelines through ASU's Cintana and CinLearn partnerships (China, Taiwan, India), TSMC-linked concurrent degrees with National Tsing Hua University (Taiwan), and an exchange agreement with Austral University (Argentina).

EDUCATION

Ph.D., Strategic Management, Krannert Graduate School of Management, Purdue University, 2002

M.Sc., Applied Economics & Agribusiness, Purdue University, 1997

Fulbright Scholar, Purdue University, 1995–1997

B.Sc., Agronomic Engineering, ESALQ, University of São Paulo, 1990

RESEARCH & SCHOLARSHIP

In Press & Under Review

Mesquita, L. F., Vassolo, R., Destarac, J. P., & Choi, T. (2026). Flexible global supply chains: a real options approach. *Harvard Business Review*, forthcoming (November 2026).

Wenting, L., Mesquita, L. F., Choi, T., & Rogers, D. (2026). Structural decoupling in supplier ecosystems: a process theory of how value capture undermines value creation. Under review, *Strategic Management Journal*.

Urizar, S., Gomez-Mejia, L. R., & Mesquita, L. F. (2026). SEW international recalibration: family firm internationalization in the global south. Under review, *Journal of International Business Studies*.

Kim, J., Gao, H., Mesquita, L. F., Hoetker, G., & Lee, H. (2026). An integrated vision–action model of CSR and managerial proactivity. Under review, *Journal of Business Ethics*.

Mesquita, L. F., & Kim, J. (2026). Juxtaposing entrepreneurial mindset and orientation: a capability activation theory of corporate entrepreneurship. Under review, *Long Range Planning*.

Refereed Journal Articles

Seo, J., Kim, J., & Mesquita, L. F. (2024). Does vicarious entrepreneurial failure induce or discourage one's entrepreneurial intent? A mediated model of entrepreneurial self-efficacy and identity aspiration. *International Journal of Entrepreneurial Behavior & Research*, 30(1), 52–71.

Lazzarini, S. G., Mesquita, L. F., Monteiro, F., & Musacchio, A. (2021). Leviathan as an inventor: an extended agency model of state-owned versus private firm invention in emerging and developed economies. *Journal of International Business Studies*, 52, 560–594.

Mesquita, L. F., Saes, M. S. M., Lazzarini, S. G., & Pongeluppe, L. S. (2021). Can trust induce vertical integration? An experimental study of buyer–seller exchanges with distinct competencies and specific investments. *Industrial and Corporate Change*, 30(3), 778–798.

Christensen-Salem, A., Mesquita, L. F., Hashimoto, M., Hom, P. W., & Gomez-Mejia, L. R. (2021). Family firms are indeed better places to work than non-family firms! Socioemotional wealth and employees' perceived organizational caring. *Journal of Family Business Strategy*, 12(1), 100412.

Woo, H.; Cannella, A.; Mesquita, L. (2019). How Intra- and Inter-firm Agglomeration Affect New-Unit Geographic Distance Decisions of MultiUnit Firms. *Strategic Management Journal*. 40(11): 1757-1790.

Woo, H.; Cannella, A.; Mesquita, L. (2017). Intra- and inter-firm agglomeration: The location decisions of multi-unit firms. *Academy of Management Proceedings*. Atlanta, GA.

Marino, A.; Aversa, P.; Mesquita, L.; Anand, J. (2015) Driving Performance via Exploration in Changing Environments: Evidence from Formula One Racing. *Organization Science* 26(4): 1079-1100.

Vassolo, R. S.; Garcia-Sanchez, J. G.; and Mesquita, L. F. (2017). Competitive dynamics and early mover advantages under economic recessions. *Revista de Administração de Empresas* 57(1): 22-36.

Mesquita, L. (2016). Location and the Global Advantage of Firms. *Global Strategy Journal* (6)1: 3-12.

- Kim, J.; Gao, H.; Mesquita, L.; Hoetker, G. (2015). How Corporate Social Responsibility Engagement Matters in Organization: A Multilevel Test of Internal Mechanisms. *Academy of Management Proceedings*. Vancouver, CA.
- Garcia-Sanchez, J.; Mesquita, L.F.; Vassolo, R.S. (2014) What does not Kill You Make You Stronger: The Evolution of Competition and Entry-order Advantages in Economically Turbulent Contexts, *Strategic Management Journal*. 35(13): 1972-1992.
- Christensen, A.; Mesquita, L.F.; Hashimoto, M.; Hom, P.; Gomez-Mejia, L. (2014). Should stockholders care? Socioemotional wealth and a stakeholder view of family firm productivity. *Academy of Management Proceedings*. Philadelphia, PA.
- Jardim, G. F.; Saes, M. S. M.; Mesquita, L. F. (2013). Estruturas de governança interna e a capacidade de inovação em pequenas firmas brasileiras de torrefação e moagem de café. *Revista de Administração da Universidade de São Paulo (RAUSP)*. 48(2).
- Marino, A; Aversa, P.; Mesquita, L.F. (2013). Fast enough but not too fast: adaptive vs. pioneering strategies in turbulent environments. *Academy of Management Proceedings*. Orlando, FL.
- Lazzarini, S.G.; Islam, G. & Mesquita, L.F. (2012). Bad for practice? Reconciling alternative views on managerial attitudes and their impact on organizational performance. *Management Research – The Journal of the IberoAmerican Academy of Management*. 10(3): 208-225.
- Mesquita, L.F.; Lazzarini, S. G. (2010). Horizontal and Vertical relationships in developing economies: implications for SME's access to global markets. In Audretsch, D.; Dagnino, G.B.; Faraci, R.; Hoskisson, R.E. (Eds.) *New Frontiers in Entrepreneurship*. Springer. (pp31).
- Weisz, N.; Vassolo, R.S.; Mesquita, L.F.; Cooper, A. (2010) Diversity and Internal Social Capital in Nascent Entrepreneurial Teams. *Management Research – The Journal of the IberoAmerican Academy of Management*. 8(1): 39-63.
- Anand, J.; Mesquita, L.F., & Vassolo, R.S. (2009). The Dynamics of Multimarket Competition in Exploration and Exploitation Activities. *Academy of Management Journal*. 52(4): 802-821.
- Mesquita, L.F. and Brush, T.H. (2008). Untangling Safeguard and Coordination Effects in Long Term Buyer Supplier Relationships. *Academy of Management Journal*. 51(4): 785-807.
- Mesquita, L.F.; Anand, J. & Brush, T. (2008). Comparing the Resource-Based and Relational Views: Knowledge Transfer and Spillover in Vertical Alliances. *Strategic Management Journal*. 29(9): 913-941.
- Mesquita, L.F. and Lazzarini, S. (2008). Horizontal and Vertical Relationships in Developing Economies: Implications for Firms' Access to Global Markets. *Academy of Management Journal*. 51(2): 359-380.
- Lazzarini, S. Claro, D. & Mesquita, L.F. (2008). Buyer-Supplier and Supplier-Supplier Alliances: Do they Reinforce or Undermine one Another? *Journal of Management Studies* 45(3): 561-584.
- Mesquita, L.F. (2007). Starting Over When the Bickering Never Ends: the Role of Trust Facilitators in Cluster Development. *Academy of Management Review*. 32(1): 72-91.
- Mesquita, L.F.; Lazzarini, S. & Cronin, P. (2007). Determinants of Firm Competitiveness in Latin American Emerging Economies: Evidence from Brazil's Auto-Parts Industry. *International Journal of Production and Operations Management*. 27(5): 501-523.
- Frachia, E. & Mesquita, L.F. (2006) The Corporate Strategies of Business Groups in the Wake of Competitive Shocks: Lessons from Argentina. *Management Research – The Journal of the IberoAmerican Academy of Management*. 4(2): 81-98.
- Mesquita, L.F. and Lazzarini, S. (2006). Vertical and Horizontal Relationships in an Industrial Cluster: Implications for Firms' Access to Global Markets. *Academy of Management, Best Paper Proceedings*. Atlanta, GA.
- Friedrich, P.F.; Mesquita, L. F. & Hatum, A. O. (2006). The Meaning of Difference: Beyond Cultural and Managerial Homogeneity Stereotypes of Latin America. *Management Research* 4(1): 53- 71.
- Friedrich, P.F.; Mesquita, L.F. & Hatum, A. O. (2005). Moving beyond Stereotypes of South America: Enhancing Managerial Effectiveness through Country Specific Traits. *IberoAmerican Academy of Management, Best Paper Proceedings*. Lisbon, Portugal.

Mesquita, L.F. and D'Andrea, G. (2003). Scientific Rigor and Action-Oriented Agendas: a Model- Methodology for Cluster Development. IberoAmerican Academy of Management, Best Paper Proceedings. São Paulo, Brazil.

Leach, Mark P.; Mesquita, Luiz F.; Downey, William David (2001). Partnering in a biotech world: the case of Dairyland Seed Company. *Journal of Business & Industrial Marketing*. 16(3): 219-238.

Books

Mesquita, L. F. (in preparation). Delivering Innovation: Tao Wisdom for Entrepreneurs. Book manuscript; under proposal with publishers.

Mesquita, L.F.; Ragozzino, Roberto; Reuer, Jeff (Editors and Contributors). (2017). Collaborative Strategy: A Guide to Strategic Alliances. Edgard Elgar.

Grosse, R. & Mesquita, L.F. (Editors and Contributors). (2007). Can Latin American Firms Compete? Oxford University Press.

Cooper, A; Alvarez, S.; Carrera, A.; Mesquita, L.F. & Vassolo, R. (Editors and Contributors). (2006). Entrepreneurial Strategies: New Technologies and Emerging Markets. Blackwell.

Book Chapters

Mesquita, L.F.; Ragozzino, Roberto; Reuer, Jeff. (2017). Introduction. In Mesquita, L.F.; Ragozzino, Roberto; Reuer, Jeff. (2017). Collaborative Strategy: A Guide to Strategic Alliances. Edgard Elgar (2017).

Jardim, G. F.; Saes, M. S. M.; Mesquita, L. F. (2014). Governance structures and innovation: the case of Brazilian coffee roasting and grinding industry. In Cliquet, Ehrmann, Hendriskee, and Windsperger (Eds.). Governance and Innovation.

Fracchia, E.; Quiroga, J.; Mesquita, L.F. (2010). Business Groups in Argentina. In Colpan, A.; Hikino, T. & Lincoln, J. (Eds). Business Groups in Emerging Economies. Oxford University Press.

Mesquita, L.F. and Lazzarini, S. (2009). Horizontal and Vertical Relationships in Developing Economies: Implications for Firms' Access to Global Markets. In Dagnino, Faraci, & Hoskisson (2009) New Frontiers in Entrepreneurship: Recognizing, Seizing and Executing Opportunities. Reprint of Mesquita & Lazzarini, AMJ2008

Friedrich, P.M.; Hatum, A.O.; & Mesquita, L.F. (2009). Mythology and Management Leadership in Argentina. In Kessler, E. & Wong, D. Cultural Mythology and Leadership. Edward Elgar Publishing Ltd. (pp: 79–92)

Mesquita, L.F. (2007). So... Can Latin American Firms Compete? In Grosse, R. & Mesquita, L.F. (Eds). Can Latin American Firms Compete? Oxford University Press. (pp: 364-377).

Fracchia, E. & Mesquita, L.F. (2007) The Corporate Strategies of Business Groups in the Wake of Competitive Shocks: Lessons from Argentina. In Grosse, R. & Mesquita, L.F. (Eds). Can Latin American Firms Compete? Oxford University Press. (reprinted under permission of Blackwell). (pp: 201-231)

Alvarez, S; Mesquita, L.F.; & Vassolo, R. (2006). Entrepreneurship and Innovation in Emerging Economies. In Cooper, A; Alvarez, S.; Carrera, A.; Mesquita, L.F. & Vassolo, R. (Eds.). The New Entrepreneurs: Emerging Market Strategies. Blackwell. (pp: 1-10).

Practice Oriented publications

Mesquita, L.F.; Ibarreche. S. (2010). A life in research: the genius and simplicity of Robert E. Hoskisson. Management Research: the Journal of the IberoAmerican Academy of Management.

Hatum, A. O.; Friedrich, P.F. & Mesquita, L. F. (2006). Más Allá de los Estereotipos: Decodificando los Estilos de Gestión en América Latina. Harvard Business Review (special edition for Latin America). 84(6): 42-50.

Carrera, A.; Mesquita, L.F.; Perkins, G. and Vassolo, R.S. (2003). Business Groups and their Corporate Strategies in the Argentine Roller Coaster of Competitive and Anti- Competitive Shocks. Academy of Management Executive. 17(3): 32-44.

Mesquita, L.F. Rationality as the Basis for a New Institutional Environment. (2003). Academy of Management Executive. 17(3):44-50.

Mesquita, L.F. "Argentina and the Fund: From Triumph to Tragedy. (2003). Academy of Management Executive. 17(3):150-151.

Refereed Conference Presentations

- Wenting, L., Mesquita, L. F., Choi, T., & Rogers, D. (2026). Structural decoupling in supplier ecosystems. Academy of Management, Philadelphia, PA.
- Urizar, S., Gomez-Mejia, L. R., & Mesquita, L. F. (2026). SEW international recalibration: family firm internationalization in the global south. Academy of Management, Philadelphia, PA.
- Kim, J., & Mesquita, L. F. (2026). Explaining corporate entrepreneurship: an attention-based view of entrepreneurial orientation. Academy of Management, Philadelphia, PA.
- Mesquita, L.; Kim, J. (2025). Juxtaposing entrepreneurial mindset and orientation: a capability activation theory of corporate entrepreneurship. Strategic Management Society. San Francisco, CA.
- Woo, HS.; Cannella, A.; Mesquita, L.F. (2017). Intra- and inter-firm agglomeration: the location decisions of multi-unit firms. Academy of Management. Atlanta, GA
- Jiang, H.; Mesquita, L.F.; Xia, J. (2017). When do top managers opt to activate managerial personal ties to manage multiplex alliances? Academy of Management. Atlanta, GA
- Hom, P.; Wang, D.; Mesquita, L.F.; Christensen, A.; Seo, J. (2017). Toward dual-concern HRM systems in Brazil: how HRM practices affect collective turnover. Academy of Management. Atlanta, GA
- Murcia, M; Vassolo, R.; Garcia-Sanchez, J. Mesquita, L. (2016). Competitive dynamics under recessions. Academy of Management. Anaheim, CA
- Mesquita, L.F.; Kalm, M.; Christensen, A.; Gomez-Mejia, LR. (2016). The genesis of transformational environment and entrepreneurial orientation in family firms. Academy of Management. Anaheim, CA
- Lazzarini, S.G.; Mesquita, L.F.; Monteiro, F.; Musacchio, A (2016). Leviathan as an inventor: patenting intensity, originality, and impact of state-owned MNC firms. Academy of Management. Anaheim, CA
- Aversa, P.; Santoni, S.; Mesquita, L.; Marino, A. (2015) Bridging Top Management Team and Alliance Diversity. Druid Academy Conference. Aalborg, Denmark.
- Mesquita, L.F. & Hoskisson, R.E. (2015) Dynamic Capabilities and Collective Adaptation: Empirical Evidence from the Furniture Industry. Academy of Management. Vancouver, CA
- Aversa, P.; Santoni, S.; Mesquita, L.; Marino, A. (2015) Bridging Top Management Team and Alliance Diversity (2015). Program on Vehicle and Mobility Innovation / Center for Automotive and Mobility Innovation. Università Ca' Foscari, Venice, Italy
- Mesquita, L.; Gomes-Mejia, L.; Kalm, M. (2015) Entrepreneurial Orientation in Family Firms: A Socio Emotional Wealth View of Organizational Practices. Academy of Management. Vancouver, CA
- Aversa, P.; Santoni, S.; Mesquita, L.; Marino, A. (2015) Bridging Top Management Team and Alliance Diversity. Academy of Management. Vancouver, CA
- Kim, J.; Gao, H.; Mesquita, L.; Hoetker, G. (2015) Doing Well by Doing Good and by Saying Good. Academy of Management. Vancouver, CA
- Vassolo, R.; Murcia, M.; Mesquita, L.; Garcia-Sanchez, J. (2015) Gaining Advantages Through the Business Cycle: Evidence from the Global Mobile Phone Industry. Academy of Management. Vancouver, CA.
- Lazzarini, S.; Mesquita, L. Monteiro, F.; Musacchio, A. (2015) Leviathan as a Partner in Innovation. Strategic Management Society. Denver, CO
- Kim, J.; Gao, H.; Mesquita, L.; Hoetker, G. (2015) Doing Well by Doing Good and by Saying Good. Strategic Management Society. Denver, CO
- Aversa, P.; Santoni, S.; Mesquita, L.; Marino, A. (2015) Bridging Top Management Team and Alliance Diversity. Strategic Management Society Regional Conference, in Santiago Chile
- Vassolo, R.; Murcia, M.; Mesquita, L.; Garcia-Sanchez, J. (2015) Gaining Advantages Through the Business Cycle: Evidence from the Global Mobile Phone Industry. Strategic Management Society Regional Conference in Santiago, Chile.
- Garcia-Sanchez, J.; Mesquita, L.F.; Vassolo, R.S. What does not Kill You Make you Stronger: The Evolution of Competition and Entry-order Advantages in Economically Turbulent Contexts IberoAmerican Academy of Management. São Paulo, Br (Dec 2013).
- Marino, A; Aversa, P.; Mesquita, L.; Anand, J. (2013). Fast Enough but not Too Fast: Adaptive vs. Pioneering Responses to Environmental Dynamism. Academy of Management. Florida.

- Jiang, H. Mesquita, L. (2013). Does Social Origin Matter: Managerial Prior Ties and Alliance Performance. Strategic Management Society. Georgia.
- Garcia-Sanchez, J.; Mesquita, L.F.; Vassolo, R.S. (2012). What Doesn't Kill you Makes you Stronger: The Evolution of Competition and Entry Order Advantages in Economically Volatile Contexts. Strategic Management Society. Prague, Czech Republic.
- Christensen, A.; Mesquita, L. Gomez-Mejia, L.; Hom, P.; Hashimoto, M. (2012). Socio Emotional Wealth, and Firm Performance. Academy of Management. Boston, MA.
- Mesquita, L.F. & Poppo, L. Beyond the bathtub metaphor: an Institution-based Model of Communal Resource Accumulation and Collective Strategy (2011). Academy of Management. August 9th, San Antonio, TX.
- Mesquita, L.F.; Saez, S. & Lazzarini, S.G. (2011) Holdup and Distinct Competencies: an Experimental Investigation of Vertical Integration. Academy of Management. August 9th, San Antonio, TX.
- Mesquita, L.F. & Poppo, L. (2010). Institutional antecedents of Coopetition. Strategic Management Society. September 9th, Rome, IT.
- Garcia-Sanchez, J.; Mesquita, L.F.; Vassolo, R.S. (2010). Sustaining First Mover Advantages in Highly Volatile Economic Contexts. Academy of Management. Montreal, CA.
- Lazzarini, S.G.; Islam, G.; Mesquita, L.F. (2009). Self-interest and Organizational Performance: An Empirical Examination with U.S. and Brazilian Managers. Iberoamerican Academy of Management Conference, Buenos Aires, December 9-11, 2009.
- Lazzarini, S.G.; Islam, G.; Mesquita, L.F. (2009). Managerial Theories of Self Interest and Organizational Performance. Academy of Management, Chicago. IL. August, 2009.
- Lazzarini, S.G.; Islam, G.; Mesquita, L.F. (2009). Integrating Perspectives on Management Self-Interest: A Theoretical and Empirical Assessment of Performance. Associação Nacional de Pos-Graduação e Pesquisa em Administração, São Paulo, Brazil. September 19 to 23, 2009.
- Mesquita, L.F.; Hoskisson, R.E. & Nguyen, V.D. (2008) An Extra Organizational Model of Selective Retention and Adaptation in Innovative Contexts. Academy of Management. Anaheim, CA. August 6th.
- Fracchia, E; Quiroga, J; Mesquita, L (2008). Business Groups in Latin America – Lessons from Argentina. Group Symposium Presentation “Exploring the Competitive Dynamics of Business Groups in Emerging Markets”. Academy of Management. Anaheim, CA. August 6th.
- Lazzarini, S. Claro, D. & Mesquita, L.F. (2007) Buyer-Supplier and Supplier-Supplier Alliances: Do they reinforce or undermine one another? Strategic Management Society. San Diego, CA. October 4th.
- Mesquita, L.F.; Hoskisson, R.E. & Nguyen, V.D. (2007) “Clusters of Innovation: Exploring Institutional, Interfirm, and Firm Level Factors. Academy of Management. Philadelphia, PA. August 6th.
- DeLuque, M.S.; Mesquita, L.F.; Olavarrieta, S.; Teagarden, M. (2007). “Publishing Research on the Latin American Context”. The Business Association of Latin American Studies. San Jose, Costa Rica. April 27th.
- Weisz, N.; Vassolo, R.S.; Cooper, A. & Mesquita, L.F. (2007). What Matters the Most in Nascent Entrepreneurial Projects Started by Teams: Diversity or Closure? Strategic Management Society. San Diego, CA. October 4th.
- Mesquita, L.F. and Lazzarini, S. (2006). Vertical and Horizontal Relationships in an Industrial Cluster: Implications for Firms' Access to Global Markets. Academy of Management. Atlanta, GA. August 4th.
- Lazzarini, S. Claro, D. & Mesquita, L.F. (2006) Buyer-Supplier and Supplier-Supplier Alliances: Do they Reinforce or Undermine one Another? Academy of Management. Atlanta, GA. August 5th
- Friedrich, P.F.; Mesquita, L. F. & Hatum, A. O. (2005). The Meaning of Difference: Beyond Cultural and Managerial Homogeneity Stereotypes of Latin America. Academy of Management. Honolulu, HI. August 6th.
- Friedrich, P.F.; Hatum, A. O. & Mesquita, L. F. (2005). Moving beyond Stereotypes of South America: Enhancing Managerial Effectiveness through Country Specific Traits. Academy of Management – IberoAmerican. Lisbon, Portugal. December 9th.
- Mesquita, L.F. and Lazzarini, S. (2005). Vertical and Horizontal Relationships in an Industrial Cluster: Implications for Firms' Access to Global Markets. Strategic Management Society. Orlando, FL. October 24th.
- Mesquita, L.F.; Anand, J. & Brush, T. (2005) Knowledge Transfer in Vertical Alliances: Advantages for Whom? Academy of Management. Honolulu, HI. August 5th.

- Mesquita, L.F. and Brush, T.H. (2005). Safeguards or Coordination Mechanisms: the Role of Relational Contracts in Buyer-Supplier Alliances. Academy of Management. Honolulu, HI. August 5th.
- Mesquita, L.F.; Anand, J. & Brush, T. (2005) Knowledge Transfer in Vertical Alliances: Advantages for Whom? ACAC – Atlanta Conference for Competitive Advantage. Atlanta, GA. June 24th.
- Mesquita, L.F. (2004). Starting Over When the Bickering Never Ends: Collaboration Brokers in a Dynamic Trust-Based Model for Cluster Development. Strategic Management Society. San Juan, Puerto Rico. November 1st.
- Mesquita, L.F. & Anand, J. (2004). Supplier Development: Knowledge Transfer and the Consequences for Competitive Advantage. Strategic Management Society. San Juan, Puerto Rico. November 1st.
- Mesquita, L.F. and D’Andrea, G. (2003). Scientific Rigor and Action-Oriented Agendas: a Model- Methodology for Cluster Development. Academy of Management IberoAmerican. São Paulo, Brazil. December 9th.
- Mesquita, L.F. and Brush, T. H (2003). JIT Alliances as Determined by Production and Transaction Costs: Theory and Empirical Evidence. Academy of Management. Seattle. WA. August 6th.
- Mesquita, L.F. and Brush, T.H. (2002) “Supplier Relationships, Supplier Development and Performance”. Strategic Management Society. Paris, France. September 22nd.

Symposia, Paper Development Workshops (PDWs), Panel Presentations

- Mesquita, L.F.; Symposium “Governance- and Market-driven Sources of Advantages in Emerging Markets”. Panelists: Lazzarini, Sergio (Insper); Monteiro, Felipe (INSEAD); Musacchio, Aldo (Brandeis U); and Vassolo, Roberto (Austral U.). Academy of Management Conference, August 8, 2015 in Vancouver, CAN.
- Mesquita, L.F. The institutional antecedents of Competition. Academy of Management Conference. Panel titled “The role of anchor firms and networks in mobilizing knowledge for developing regions and countries”. Montreal, August 9th, 2010.
- Self-interest and Organizational Performance: A Study with U.S. and Brazilian Managers. Academy of Management Conference. Governance: Ownership & Control. Chicago, August 12th, 2009.
- AMLE Reviewers Workshop. Presenter. Academy of Management Conference. Chicago. August 7th, 2009.
- Windows on the World: Cultural Perspectives of Leadership Past-Present-Future. Academy of Management Conference. Culture and Leadership. Chicago, August 11th, 2009

International Presentations – by invitation

- Mesquita, L. F. (2026). Building Theory. Keynote, Academy of Management Andes Connect Regional Conference, Argentina, June 2026. [Invited keynote]
- Mesquita, L.F. (2008). Building Global Knowledge by Leveraging Local Experiences: How to Foster Cross-Country Research Collaboration in Strategy. XXXII Encontro da EnANPAD. Windsor Barra, Rio de Janeiro, RJ, Brazil. September 6th – 10th, 2008. Plenary Speaker – Strategy & Organization Division.
- Mesquita, L.F. (2008). Cooperation, Competition, and the Development of Regional Industries. XX Congresso SLADE – Sociedad Latino Americana de Estrategia. Universidad Diego Portales. Santiago, Chile. July 31st – August 3rd, 2008. Plenary Speaker.
- Fracchia, E.; Quiroga, J.; Mesquita, L.F. (2007). Business Groups in Argentina. Evolutionary Dynamics of Business Groups in Emerging Economies. Doshisha University. Kyoto, Japan. November 26th – 27th, 2007.

Research guest presentations (Non-Refereed, ‘Brown Bag’)

- Mesquita, L.F.; Hoskisson, R.E. (2010). Enhancing dynamic capabilities – moderating effects at the population level. Insper Institute of Education & Research. June 23rd.
- Mesquita, L.F. Hoskisson, R.E & Nguyen, V.D. Innovation and SME Competitiveness: Modeling Learning and Adaptation (2008). Mays School of Business, Texas A&M. November 12th.
- Mesquita, L.F. and Brush, T.H. (2008). Untangling Safeguard and Coordination Effects in Long Term Buyer Supplier Relationships. Marshall School of Business, University of Southern California. Los Angeles, CA. February 1st.
- Mesquita, L.F. Hoskisson, R.E & Nguyen, V.D. Innovation and SME Competitiveness: Modeling Learning and Adaptation (2008). Fisher College of Business, Ohio State University. January 12th.
- Mesquita, L.F.; Anand, J. & Brush, T. (2007) Knowledge Transfer in Vertical Alliances: Advantages for Whom? IBMEC São Paulo. São Paulo, Brazil. June 12th.

- Mesquita, L.F.; Anand, J. & Brush, T. (2007) Knowledge Transfer in Vertical Alliances: Advantages for Whom? Universidade de São Paulo. São Paulo, Brazil. June 11th.
- Mesquita, L.F. and Lazzarini, S. (2006). Vertical and Horizontal Relationships in an Industrial Cluster: Implications for Firms' Access to Global Markets. University of Connecticut. November 22nd.
- Mesquita, L.F. and Lazzarini, S. (2006). Vertical and Horizontal Relationships in an Industrial Cluster: Implications for Firms' Access to Global Markets. University of Illinois in Chicago. Chicago, Illinois. November 14th.
- Anand, J.; Mesquita, L.F., & Vassolo, R.S. (2006). Multimarket Contact in Exploration Activities. University College London. London, England. November 12th.
- Mesquita, L.F.; Anand, J. & Brush, T. (2006) Knowledge Transfer in Vertical Alliances: Advantages for Whom? W.P. Carey School of Business, Arizona State University. Tempe, AZ. April 7th.
- Mesquita, L.F. and Lazzarini, S. (2006). Vertical and Horizontal Relationships in an Industrial Cluster: Implications for Firms' Access to Global Markets. Arizona State University's Journeys of the Mind. Phoenix. March 21st.
- Mesquita, L.F. and Lazzarini, S. (2005). Vertical and Horizontal Relationships in an Industrial Cluster: Implications for Firms' Access to Global Markets. W.P. Carey School of Business, Arizona State University. Tempe, AZ. December 1st.
- Frachia, E. & Mesquita, L.F. (2005). The Corporate Strategies of Business Groups in the Wake of Competitive Shocks: Lessons from Argentina. Can Latin American Firms Compete? (Conference organized by Thunderbird and Arizona State University's School of Global Management & Leadership). Glendale, November 11th.
- Mesquita, L.F. and Lazzarini, S. (2005). Vertical and Horizontal Relationships in an Industrial Cluster: Implications for Firms' Access to Global Markets. Academy of Management Paper Development Workshop. Honolulu, HI. August 3rd.
- Mesquita, L.F. (2005). Outsourcing Module. W.P. Carey School of Business, Arizona State University, Tempe. Tempe, AZ. August 4th.
- Mesquita, L.F. & Anand, J. (2004). Supplier Development: Knowledge Transfer and the Consequences for Competitive Advantage. Arizona State University Alumni Luncheon. Phoenix, AZ. November 11th.
- Friedrich, P.F.; Hatum, A. O. & Mesquita, L. F. (2004). Moving Beyond Stereotypes of South America: Enhancing Managerial Effectiveness Through Country Specific Traits. Arizona State University. Phoenix, AZ. October 7th.
- Mesquita, L. F. & Brush, T. H. (2004). Production or Transaction Costs: Why Manufacturing Firms Really Engage in JIT Relationships. W.P. Carey School of Business, Arizona State University. Tempe, AZ. April 23rd.
- Mesquita, L.F. (2004). Starting Over When the Bickering Never Ends: Collaboration Brokers in a Dynamic Trust-Based Model for Cluster Development. Thunderbird Garvin Graduate School of International Management. Glendale, AZ. April 2nd.
- Friedrich, P.F.; Hatum, A. & Mesquita, L.F. (2003). Understanding Ibero American Organizations and the Forces Which Affect Them. Arizona State University. Homecoming festivities. Tempe, AZ. Paper Session. November 1st.
- Carrera, A.; Mesquita, L.F.; Perkins, G. and Vassolo, R.S. (2003). Business Groups and their Corporate Strategies in the Argentine Roller Coaster of Competitive and Anti- Competitive Shocks". Arizona State University. October 7th.
- Mesquita, L.F. and Brush, T.H (2002). "Technical Efficiencies or Transaction Costs: Why J.I.T. Manufacturers Really Engage in Long Term Relationships". Krannert Graduate School of Management, Purdue University. November 22nd.
- Mesquita, L.F. and Brush, T.H. (2002). "Technical Efficiencies or Transaction Costs: Why J.I.T. Manufacturers Really Engage in Long-Term Relationships". Escuela de Economia, Universidad di Tella. Buenos Aires, Argentina. June 20th.

Mesquita, L.F. (2001). “Steering Supplier Performance Through Optimally Structured JIT Alliances”. Deere & Co. Moline, IL. June 4th.

TEACHING & DOCTORAL SUPERVISION

Doctoral Supervision

Guilherme Martins (Insper Institute, São Paulo) — Dissertation Advisor; currently President of Insper.

Paula Dreon (Insper Institute, São Paulo) — Dissertation Advisor (Medical Clinic Administration).

José Pinto Capito (Fundação Getúlio Vargas, São Paulo) — Doctoral Committee Member (in progress).

Co-authored dissertation-based research with He Gao, Hyun Soo Woo, and Han Jiang.

Graduate and Executive Teaching

W. P. Carey (ASU) – Entrepreneurial Mindset, Online MBA (Since 2020) W. P. Carey (ASU) – Strategy: Evening MBA (2008-2021) W. P. Carey (ASU) – Strategy: Online MBA (2011 - 2015)

School Global Mgt (ASU) – Strategy: MBA (2006 – 2008)

Indian School of Business– Global Strategy: MBA (2009) Insper Institute – Economics of Global Strategy: MBA (2008) Insper Institute – Entrepreneurship: MBA (2008 – 2013) IAE (Austral Univ.) – Strategy, Global Strategy (2001 – 2003)

In Company: Monsanto (2002), Microsoft (2002), Perez-Companc (2001)

HONORS, AWARDS & GRANTS

Academy of Management BPS “Best Reviewer Award”. (Recognizes top BPS reviewers, for high quality and constructive feedback) 2016 Academy of Management Conference, Anaheim, PA. 2014 Academy of Management Conference, Philadelphia, PA. 2013 Academy of Management Conference, Orlando, FL. 2012 Academy of Management Conference, Boston, MA. 2011 Academy of Management Conference, San Antonio, TX. 2010 Academy of Management Conference, Montreal, CA. 2009 Academy of Management Conference, Chicago, IL 2008 Academy of Management Conference, Anaheim, CA. 2007 Academy of Management Conference, Philadelphia, PA. 2006 Academy of Management Conference, Atlanta, GA. 2005 Academy of Management Conference. Honolulu, HI.

2015 1st prize, Best paper award on “Innovation Management”, SIIE EBS B. School. Marino, A; Aversa, P.; Mesquita, L.; Anand, J. (2015) Driving performance via exploration in changing environments: evidence from Formula One racing. Organization Science 26(4). \$1,600 Euros money award.

2014 Academy of Management Best Paper Award. Entrepreneurship & Family Business Division.

2013 Best paper published in 2012. Management Research.

2013 Emerald Literati Network Award for Excellence 2013. Academy of Management, in Orlando, FL. The Emerald Publishing Group.

2011 Emerald Literati Network Award, for Outstanding Research 2011. Academy of Management, in San Antonio, TX. The Emerald Publishing Group.

2010 The George Stigler Research Excellence Award, 1st place. Plus monetary award \$10,000. Insper Institute of Education & Research São Paulo, Brazil.

2009 The George Stigler Research Excellence Award, 2nd place.

Plus monetary award \$5,000. Insper Institute of Education & Research São Paulo, Brazil.

2009 Best International Symposium Award, Finalist “Windows of the World: Cultural Perspectives of Leadership – Past, Present Future”. Academy of Management Conference, Carolyn Dexter Award Ceremony. Chicago, August 9th.

2009 Academy of Management Journal Editorial Board Best Reviewer Award 2008 – 2009 Academic Year

2008 ‘IDEA awards’ honorable mention for Excellence in Entrepreneurship Research. 2008 Academy of Management, Entrepreneurship Division.

2008 Academy of Management Learning & Education Journal Editorial Board Best Reviewer Award 2007 – 2008 Academic Year

2006 Academy of Management Best Paper Proceedings. Gathers 10% top papers accepted for the Academy of Management Conference.

2005 Semi-finalist of the 2005 SMS Best Conference Paper Prize Ranked among top 20 best conference papers Strategic Management Society. Orlando, FL.

2005 'Research excellence award' certificate 'Research excellence award' prize (\$2,500) School of Global Management & Leadership. Arizona State University.

2005 Competitive Summer Research Grant (\$8,500) School of Global Management & Leadership. Arizona State University.

2005 Summer Research Grant (\$5,000) School of Global Management & Leadership. Arizona State University.

2004 Competitive Research Grant (\$7,000) CIBER – Center for International Business and Education Research. Thunderbird - Garvin School of International Management. Glendale, AZ.

2004 Summer Research Grant (\$5,000) School of Global Management & Leadership. Arizona State University.

2002 – 2003 Competitive Research Grant (\$80,000) Inter American Development Bank – Unión Industrial Argentina consortium for industry development. Buenos Aires, Argentina.

2000 Competitive Research Grant (\$3,500) Krannert Graduate School of Management. Purdue University.

2000 Competitive Research Grant (\$3,500) Dauch Center for the Management of Manufacturing Enterprises Krannert Graduate School of Management. Purdue University.

1998 Competitive Research Grant (\$1,000) Center for International Business Education & Research (CIBER) Krannert Graduate School of Management. Purdue University.

1995 – 1997 Fulbright Scholarship & Encyclopaedia Britannica Scholarship (½ & ½ for total ~ \$60,000) for graduate studies. (Out-competed 700+ applicants). Awarded by Fullbright Brasil – Comissão para Intercâmbio Educacional entre Estados Unidos e Brasil”. (<http://www.fulbright.org.br/>). TEACHING EXCELLENCE AWARDS & HONORS 2010 Induction into Alpha Kappa Psi, as Honorary Faculty Member 2008 Induction into Business Strategy Game On-line Hall of Fame (Selected among 3000+ instructors around the world, after strategy undergraduate students won global competition for two consecutive years) 2000 Induction into the Purdue University Teaching Academy (highest teaching honor bestowed upon Purdue University instructors – gathers top 3% instructors across all colleges and faculty ranks) Purdue University. West Lafayette, IN. 2000 Purdue University Excellence in Teaching Award – (awarded to best instructors across schools of Purdue University, in a given year) Purdue University. West Lafayette, IN. 1999 Krannert School of Management Distinguished Teaching Award (awarded to best instructor in school of management, in a given year) Purdue University. West Lafayette, IN.

EDITORIAL & PROFESSIONAL SERVICE

Guest Editor Global Strategy Journal – Special issue on Location Advantages (2016)

Editorial Board Strategic Management Journal (2009 – present) Global Strategy Journal (2014 – present) Management Research (2007 – present)

Academy of Management Journal (2007 – 2020) Journal of Management Studies (2008 – 2020) Revista de Administração Contemporânea (Brazil, 2011) Academy of Management Learning & Education (2007 – 2010) Journal of Behavioral and Applied Management (2005 – 2008) Journal of Management (2008 – 2010)

Recent Ad Hoc Reviewer (# reviews between 2023 and 2026) Academy of Management Review Academy of Management Journal Organization Science (1x) Administrative Science Quarterly International Studies of Management & Organization Revista Administração de Empresas – FGV, Brazil Intern'l J. Production and Operations Management Journal of International Business Studies (1x) Journal of Operations Management Organizational Research Methods Small Business Economics Journal (2x) Journal of Small Business Management (1x)

Academy of Management Conference (conference) ENAMPAD – Brazil (conference) Strategic Management Society (conference) Research Committee Officer, AOM BPS Division (2010 – 2012)

Conference Leadership 2018: Conference track chair, Strategic Management Society, São Paulo, Brazil. 2015 Conference chair: Strategic Management Society in Chile 2011 Doctoral Consortium co chair: Strategic Management Society in Rio – Doctoral Consortium 2010 Conference co-chair: IberoAmerican Academy of

Management, Buenos Aires. 2005 Conference co-chair: Can Latin American Firms Compete? Glendale, AZ. 2003 Support and organization: Strategic Management Society conference in Buenos Aires, Argentina. 2002 Panelist: Alumni 17th Annual Conference Panel, IAE, Argentina.

Session Chair / Discussant Various Academy of Management meetings, Strategic Management Society meetings, and small conferences, since 2001 till today.

Formal Services to Arizona State University AR Revision Committee – Fall 2025 to Spring 2026 Faculty Council – Vice Chair (2014 – 2016) Arizona State University Senate (2009 – 2012) W. P. Carey School of Business Faculty council (2011 – 2013) W. P. Carey School of Business College Personnel Committee (2008 – 2011)

Dean – Faculty Advising Committee (2004 – 2008) Member of Dean Search Committee (2006) Member of Management Department Chair Search Committee (2010)

Service to IAE, Austral University Project Director, Industry Development Research Initiative (2002, 2003)

INDUSTRY & RESEARCH PARTNERSHIPS

- John Deere & Co. — International Development team; evaluated the Latin American product portfolio; doctoral dissertation fieldwork (supplier development).
- Caterpillar Inc. — supplier-development fieldwork; doctoral research sponsor.
- Independent strategy consulting practice (healthcare), 2018–present — see Leadership & Administration.

LANGUAGES & PROFESSIONAL ASSOCIATIONS

Languages: English, Portuguese, Spanish (full professional fluency).

Academy of Management Strategic Management Society Purdue U. Teaching Academy (Purdue's Highest Teaching Excellence Honor) Alpha Kappa Psi Honorary Faculty Member