Peer Reviewed Journal Articles


Abstract: Speakers of strong future time reference (FTR) languages (e.g., English) are required to grammatically distinguish between future and present events, while speakers of weak-FTR languages (e.g., Chinese) are not. We hypothesize that speaking about the future in the present tense may result in the belief that adverse credit events are more imminent. Consistent with such a linguistic hypothesis, weak-FTR language firms are found to have higher precautionary cash holdings. We report additional supportive results from changes in the relative importance of different languages in a country’s business domain, evidence from within one country with several distinct languages, and results related to changes following a severe financial crisis. Our evidence introduces a new explanation for heterogeneity in corporate savings behavior, provides insights about belief formation in firms, and adds to research on the effects of languages on economic outcomes.

Paper: http://xueshu.baidu.com/s?wd=peerreview%3A%2851fd0050b75369545b0a7968f74c70%29%2851fd0050b75369545b0a7968f74c70%29&filter=sc_long_sign&tn=SE_xueshurc&ie=utf-8&sc_us=9280705679618412620&sc_vurl=http%3A%2F%2Fwww.sciencedirect.com%2Fscience%2Farticle%2Fpii%2F%2FSD467754-4250%2F4&sc_qw=9280705679618412620&sc_qf=9280705679618412620&sc_qc=9280705679618412620

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Abstract: In recent years an increasing number of empirical papers using Chinese samples have been published in top-tier management journals. Survey method, one of main empirical research methods, has been widely used by Chinese management scholars. Based on Farh, Cannella and Lee’s (2006) categorization of scale development approaches in Chinese management research (i.e., translation, adaptation, de-contextualization, and contextualization), we reviewed 406 Chinese sample-based articles which were published in 11 top-tier management journals from 2006 to 2015. Results show that 57.4% (233) of these articles adopted survey method as a primary means for data collection and hypothesis testing. Among the four scale development approaches, the translation approach is by far the most widely used approach (78.1%). This follows by the de-contextualization approach (14.0%), the adaptation approach (4.2%), and the contextualization approach (3.6%). We discussed critical
issues involved in using each of the approaches, and made constructive recommendations on how to contextualize measurement scales in future Chinese management research.

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Li, Jing, Meyer, Klaus E., Zhang, Hua and Ding, Yuan. forthcoming. "Diplomatic and Corporate Networks: Bridges to Foreign Location". *Journal of International Business Studies*. (FT50).

Abstract: Firms and governments operate in broad networks in which the home government and its diplomatic service are a critical node – or a “referral point” – between firms and potential partners in foreign locations. Thus diplomatic relations between countries matter for the choice of foreign investment location. Using a network perspective, we argue that the extent to which good diplomatic relations induce firms to invest in friendly host countries depends on their political connections to home governments. Those with stronger ties to home governments can better access and leverage intergovernmental diplomatic connections, thus benefiting potentially from enhanced access to information, reduced political risks, and increased legitimacy. Such ability of politically connected firms is more useful where weak institutional impartiality in the host country inhibits neutral treatment of foreign investors. Empirically, using overseas investment location decisions by Chinese firms, we find that the types of home government ties (i.e., whether they are organizational or personal and whether those relationships are with central or local governments) and the impartiality of host institutions are both important contingencies affecting firms’ utilization of diplomatic relations. We discuss the implications of our study to research on network theory, political ties, and internationalization of emerging market firms.

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Xie, Xiaoning (Kristine), Anderson, Chris K. and Verma, Rohit. forthcoming. "Customer Preferences and Opaque Intermediaries". *Cornell Hospitality Quarterly*.

Abstract: Using two choice-based experiments, we evaluate consumer preferences of hotel attributes for firms selling hotel rooms across three online distribution channel formats: full information, semi-opaque, and opaque online travel agents. A multinomial logit model is used to analyze the experimental data and measure consumer trade-offs between price and other product attributes. We then use these preferences to determine optimal channel selling strategies. Our optimal channel strategies illustrate under what conditions firms should add opaque distribution channels and the resulting incremental revenue obtained with the setting of optimal channel specific prices. We deploy two choice-based experiments, traditional and menu-based, in an effort to add flexibility to survey respondents in choice selection. As part of our analysis, we compare managerial insights from analysis based on traditional choice-based experiments to that using menu-based choice experiments. In general, we indicate that both forms of opaque selling increase firm demand and that with appropriate pricing can also increase firm revenue. In addition, opaque channels have elevated price sensitivity and increased impact of guest reviews versus traditional online travel agents.

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Abstract: Although it is an increasingly popular assumption that leader mindfulness may positively affect leader behaviors and, in turn, employee outcomes, to date, little empirical evidence supports this view. Against this backdrop, the present research seeks to develop and test a serial mediation model of leader mindfulness. Specifically, we propose that leader mindfulness enhances employee performance and that this relationship is explained by increased leader procedural justice enactment and, subsequently, reduced employees’ emotional exhaustion. We conducted three studies to test this model. Study 1 involved employees from a wide range of organizations in the USA (N = 275 employees). Study 2 used a sample of leaders and employees from China and measured our model variables at three different points in time (N = 182 employees and 54 leaders). Both studies provide consistent support for our hypotheses. Finally, Study 3 involved a laboratory experiment in which 62 senior executives were assigned to either a mindfulness induction or to a control condition. Again, results revealed a significant and positive link between leader mindfulness and leader procedural justice enactment. In sum, these findings expand our understanding of mindfulness to the domain of leadership, a key area of organizational research. Moreover, they complement prior studies by showing that mindfulness dynamics go beyond intrapersonal effects but also influence the attitudes and behaviors of others. We discuss our findings in light of their implications for practice.

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Company Publications

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Lee, Jean, Lu, Yunting and Zhao, Liman. 2017. ”李锦记富过五代；家的力量”. CI-017-042.
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Zhu, Xiaoming and Zhu, Qiong. 2017. “上海中心：科技助推精益创新”．Contact: zxiaoming@ceibs.edu

Awards & Honors

Chen, Shimin. 2017. According to the latest statistics from the Social Science Research Network (SSRN) website, Prof. Chen Shimin is currently in the top 10% of Authors on SSRN by total new downloads within the last 12 months. This shows the professor's continuing academic impact within the international research community.

Kim, Tae-Yeol. 2017. Prof. Tae-Yeol Kim was given the Human Relations Reviewer of the Year Award 2017 for his outstanding contribution to the journal in terms of the number, quality and turnaround time of reviews completed during the past 12 months.


Books

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Wu, Jinglian. 2017 May. 中国改革三部曲 中信出版社.
Contact: wijian@ceibs.edu

Xu, Xiaonian. 2017 Aug. 回流的钟摆．中国计划出版社.
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Cases

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Lee, Jean, Lu, Yunting and Zhao, Liman. 2017. ”李锦记富过五代；家的力量”. CI-017-042.
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Zhu, Xiaoming and Zhu, Qiong. 2017. “上海中心：科技助推精益创新”．Contact: zxiaoming@ceibs.edu

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Zhu, W. Ng, S., Wang, Z. and Zhao, X.. 2017 June. "The role of outsourcing manage-