

Newsletter

Faculty Research Publications



China Depth, Global Breadth

Peer Reviewed Journal Articles

Bai, Guo and Velamuri, Sita Ramakrishna. forthcoming. "Contextualizing the Sharing Economy". *Journal of Management Studies*. (FT50).

Abstract: The Sharing Economy (SE) has demonstrated unprecedented capability in large-scale mobilization of dispersed and underutilized private assets for collective usage. We argue that the SE represents a unique governance structure with dual nature of two-sided market platform and modular architecture. Although the emergence of the SE is enabled by the rise of digital applications and changes in consumption attitudes, the effectiveness of this governance structure is not uniform across contexts. We analyze the roles of disparate actors in the SE and the relationships among them, in order to identify the contexts under which the SE is most likely to be the effective governance structure compared with traditional governance structures such as markets and firms, and new governance structures such as other platform economies and collaborative ecosystems. Two comparison frameworks are developed to illustrate the contextual factors that determine the effectiveness of the SE vis-à-vis other governance structures.

Paper: <https://onlinelibrary.wiley.com/doi/10.1111/joms.12652>

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Chen L, Chan HK, Zhao X.. 2020 Nov. "Supply chain finance: Latest research topics and research opportunities". *International Journal of Production Economics*. 229.

Paper: <https://www.sciencedirect.com/science/article/pii/S0925527320301481>

Contact: xiande@ceibs.edu

Chen, Tian, Kim, Changhyun and Miceli, Kevin A.. forthcoming. "The emergence of new knowledge: The case of zero-reference patents". *Strategic Entrepreneurship Journal*. (FT50).

Abstract: Research Summary Knowledge-based theories have posited that new technologies are recombinations of prior technologies. To bring about new innovations, inventors usually use past known knowledge as a key ingredient. However, there exists a particular type of new technology that does not

have any explicit prior technology predecessors. These pioneering technologies, also referred to as "zero-reference patents," not only reflect new knowledge but can also serve as the initial seed from which recombination can subsequently create more knowledge and technologies. We seek to understand the characteristics of the inventors who create these pioneering technologies. We find that having focused, specific expertise is more important than a broad knowledge base in the development of these pioneering technologies, and that prior inventive success can hinder their creation.

Managerial Summary

We highlight a type of patents which have zero backward references, representing a form of pioneering knowledge. Unlike other types of knowledge, pioneering knowledge comes from inventors who have less successful but more focused experience. Although the zero-reference patents generally fail to show usefulness on their own, the patents which build upon zero-reference patents are more likely to become breakthrough patents and to generate a high number of forward citations. Zero-reference patents are the seeds for future breakthroughs. Given the importance of breakthroughs, we offer an alternative path toward creating such knowledge. Our analysis at the level of inventors also gives guidance on the type of talent who are more likely to generate pioneering knowledge.

Paper: <https://doi.org/10.1002/sej.1385>

Contact: chkim@ceibs.edu

David, E. M., Kim, T.-Y., Rodgers, M., & Chen, T.. forthcoming. "When does helping others help me?: A moderated mediation model linking prosocial identity and performance". *Journal of Management Studies*. (FT50).

Abstract: Integrating notions of cooperation with social information processing theory, we build and test a theoretical model that explains the paradox that arises when prosocial identifying employees find themselves working in competitive climates. Sampling 406 subordinates nested within 91 supervisors over two time-points, we show that competitive team climate mitigates the relationship between prosocial identity and interpersonal helping (i.e., this relationship is stronger when competitive climate is low rather than high). We also find that competitive team climate positively relates to instrumental helping motives (i.e., helping others to gain something in re-

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turn). In addition, instrumental helping motives significantly moderate the linkage between interpersonal helping and job performance as well as the indirect effect of prosocial identity on job performance via interpersonal helping such that the main and indirect effects became weaker as instrumental helping motives increased. Overall, our findings reveal new insights into how prosocial identifiers incorporate information from social cues to strike a balance between cooperation and competition.

Contact: edavid@ceibs.edu
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Gunderson, M., Lee, B. Y., & Lomas, G. . forthcoming. "The Importance of Prejudice Against Persons with Disabilities". *Canadian Journal of Economics*.
Contact: blee@ceibs.edu

Han, Syungjin & Kim, Changhyun . 2020. "Employment stability and corporate innovation". *Applied Economics Letters*. 27, 21, 1722-1725.
Contact: chkim@ceibs.edu

Huang, Sheng, Lu, Ruichang and Srinivasan, Anand. forthcoming. "Bank Dependence and Bank Financing in Corporate M&As". *Management Science*. (FT50).
Contact: shenghuang@ceibs.edu

Li, P. P., Prashantham, S., Zhou, A. J., & Zhou, S. S.. forthcoming. "Compositional springboarding and EMNE evolution". *Journal of International Business Studies*. (FT50).
Contact: sprashantham@ceibs.edu

Li X, Zhang T, Wang L, Ma H, and Zhao, X.. 2020. "A mini-max regret model for the leader-follower facility location problem". *Annals of Operations Research*.
Paper: <https://doi.org/10.1007/s10479-020-03826-y>
Contact: xiande@ceibs.edu

Mehrotra, Sonia and Velamuri, Sita Ramakrishna. forthcoming. "Secondary Business Model Innovation in Emerging Economies". *Management and Organization Review*.
Abstract: We study two quick-service restaurant (QSR) chains based on regional ethnic foods that were launched in China and India. The products that these QSR ventures offered had hitherto been sold by fragmented street vendors who typically operated single outlets. Inspired by the successful business models of international QSR brands, these entrepreneurs developed business models to popularize their chosen regional ethnic foods in multiple new regions and grew their organizations to 1,400 and 300 outlets in China and India respectively. We build on the recently coined concept of "secondary" business model innovation (SBMI), which is based on inter-organizational learning, break down its constituents into creative and imitative, specify the mechanisms through which it is achieved, and propose that it is a specific case of the more general construct of creative imitation.
Contact: rvelamuri@ceibs.edu

Nayyar, R., & Prashantham, S.. forthcoming. "Subnational institutions and EMNE acquisitions in advanced economies: institutional escapism or fostering?". *critical per-*

spectives on international business.
Contact: sprashantham@ceibs.edu

Oh, H., Bae, J., Currim, I. S., Lim, J., & Zhang, Y.. forthcoming. "Influence of CEOs' religious affiliations on firms' advertising spending and shareholder value". *European Journal of Marketing*. (A*).
Contact: zyu3@ceibs.edu

O'Toole, Jay, Gong, Yan, Baker, Ted Eesley, Dale T. and Miner, Anne. forthcoming. "Startup responses to unexpected events: The impact of the relative presence of improvisation". *Organization Studies*. (FT50).
Contact: gongy@ceibs.edu

Prashantham, Shameen. 2020 Aug. "How to not waste a crisis: Mindfully manage "in-betweenness"". *MIT Sloan Management Review*. (FT50).
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Prashantham, S. . forthcoming. "New ventures as value cocreators in digital ecosystems". *Industrial Management & Data Systems*.
Contact: sprashantham@ceibs.edu

Prashantham, S., Bhagavatula, S., & Kumar, K.. 2020 June. "Handle with care: Entrepreneurial reputation-borrowing in an emerging economy". *Journal of Business Venturing Insights*. 13.
Contact: sprashantham@ceibs.edu

Wanderley, C.D.A., Cullen, J. and Tsamenyi, M. . 2020 Dec. "Corporate political strategy: the roles of management accounting in relational work". *Accounting Forum*.
Contact: mtsamenyi@ceibs.edu

Wang, A., Kim, T.-Y., Yuan, J., & Tang, G.. forthcoming. "Employee proactive goal regulation and job performance: The cascading and interacting effects of leader proactive goal regulation". *Human Relations*. (FT50).
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Wang, Lei, Zeng, Yanbo, Chen, JY, Luo, Qian, Wang, Rowan, Zhang, Ruijie, Zheng, Daniel, Dong, Yuanhang, Zou, Wenbin, Xie, Xiaoping, Du, Yiqi, Li, Zhaoshen. 2020 June. "A New Prognostic Index for Patients with Severe Acute Pancreatitis". *Medicine (Baltimore)*.
Contact: xkristine@ceibs.edu

Wu, C.-H., Kwan, H. K., Liu, J., & Lee, C.. forthcoming. "When and how impression management ameliorates workplace ostracism over time: Moderating effect of self-monitoring and mediating effect of popularity". *Journal of Occupational and Organizational Psychology*.
Abstract: Despite increasing scholarly attention to workplace ostracism, victims receive little guidance regarding how to break its negative spiral over time. Drawing on a multi-motive model of rejection-related experiences and the cybernetic model of impression management, this study examines how and why ostracized

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employees might ameliorate workplace ostracism through impression management efforts to enhance their popularity. Specifically, an ostracized worker may employ favour rendering tactics to enhance her or his popularity, as reported by peers, which can help reduce ostracism. In addition, ostracized employees with strong self-monitoring tendencies may be more likely to employ favour rendering tactics and use them more effectively to enhance their popularity and thus reduce ostracism. Data collected from 277 employee-coworker pairs in a three-wave, time-lagged design over 2 years confirm the proposed hypotheses, tested in a two-stage moderated mediation model. These findings have theoretical implications for ostracism research, as well as practical implications to help employees and organizations overcome ostracism.

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Xu, X., Kwan, H. K., & Li, M. . 2020. "Experiencing workplace ostracism with loss of engagement". *Journal of Managerial Psychology*. 35, 718, 617–630.

Abstract: Drawing on social exchange theory and a cultural perspective, this study examines the relationship between workplace ostracism and job engagement by focusing on the mediating role of felt obligation and the moderating role of collectivism. A two-wave survey was conducted over four months in a private service business in China. The participants comprised 108 Chinese employees. The results indicate that workplace ostracism has a negative relationship with job engagement through a reduced sense of felt obligation. Collectivism strengthens the main effect of workplace ostracism on felt obligation and its indirect effect on job engagement via felt obligation.

Contact: kwanhokwong@ceibs.edu

Yang, Guochao and Rui, Meng. 2020 Sep. "高新技术企业税收减免政策的激励效应与迎合效应". *《经济研究》*. 174-191.

Contact: oliver@ceibs.edu

Ying H, Chen L, Zhao X.. forthcoming. "Application of text mining in identifying the factors of supply chain financing risk management". *Industrial Management & Data Systems*.

Contact: xiande@ceibs.edu

Zhang M, Hu H, Zhao X. . 2020 Nov. "Developing product recall capability through supply chain quality management". *International Journal of Production Economics*. 229.

Abstract: Supply chain quality management (SCQM) has been viewed as a critical method for a manufacturer's management of product recalls. This study aims to empirically investigate the impact of SCQM practices on product recall capability using a sensemaking perspective. We adopt a multi-method approach by combining case study and quantitative survey methods. This study selects three manufacturers from the food, automobile and pharmaceutical industries to conduct an exploratory case study. The findings reveal that product recall capability includes tracking and traceability and formal process, and the manufacturers use quality management teamwork, supplier qualification and supplier involvement as the key SCQM practices. A conceptual framework of the relationships between SCQM practices and product recall capability is developed based on the

findings of the case study. The hypotheses are empirically tested using structural equation modelling, bootstrapping method and data collected from 400 manufacturers in China. We find that quality management teamwork and supplier qualification are positively associated with product recall capability. Quality management teamwork is positively associated with supplier qualification and involvement. In addition, supplier qualification partially mediates the effect of quality management teamwork and fully mediates the effect of supplier involvement on product recall capability.

Paper: <https://www.sciencedirect.com/science/article/pii/S0925527320301729>

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Zheng, M. X., Schuh, C. S, & van Dijke, M, De Cremer, D.. forthcoming. "Procedural justice enactment as an instrument of position protection: The three-way interaction between leaders' power position stability, followers' warmth, and followers' competence". *Journal of Organizational Behavior*. (A*).

Contact: xzheng@ceibs.edu
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Zheng, M.X., Masters-Waage, T.C., Yao, J.X., Lu, Y.Z., Tan, X.Y.N, Narayanan, J.. forthcoming. "Stay Mindful and Carry On: Mindfulness Neutralizes COVID-19 Stressors on Work Engagement via Sleep Duration". *Frontiers in psychology*.

Contact: xzheng@ceibs.edu

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Chen, Shaohui & Ji, Liting. 2020. "中层胜任力：剧变时代企业执行力的底蕴". *CEIBS Business Review*.

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Chen, Shaohui. 2020. "静水深流：剧变时代的企业中基层力量全景透视--中欧中基层管理者胜任力2019年度调查白皮书". *CEIBS Business Online Education*.

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Chen, Weiru and Wang, Xiaofeng. 2020 Oct. "用户全流程数字化运营方法论". *Harvard Business Review CHINA 哈佛商业评论中文版*.

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Kwan, H. K.. 2020 Nov. " Does leader PUA only hurt followers? Not so simple 领导PUA只伤害下属？没那么简单". *Harvard Business Review CHINA 哈佛商业评论中文版*. 38–39.

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Lee, Jean S K. and Tan, L.. 2020 Sep. "YCH 集团：以技术创新推动转型". *China Family Business Review*.

Contact: jeanlee@ceibs.edu

Lee, Siew Kim Jean. 2020 Nov. "Paradox and Harmony". *Chi-*

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Lee, Jean S K. and Xu, D.J. . 2020 Nov. "家族企业创新 社会情感财富是阻力". *China Family Business Review*.
Contact: jeanlee@ceibs.edu

Lee, Jean S K. and Cai, K.Y.. 2020 Dec. "VUCA 时代的家族企业与悖论式领导力". *China Family Business Review*.
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Lee, Jean S K. and Zhao H.. 2020 May. "用三环理论解构家族传承秘诀". *The BOD Review*. 17, 32-35.
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Lin, X., Zheng, M.X., Wang, H.Y.. 2020 Feb. "Anxiety in the workplace: Are you anxious? Hello, Anxiety! (人在职场: 你好焦虑? 焦虑, 你好!)". *Harvard Business Review China* .
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Paper: <https://thediplomat.com/2020/09/chinas-most-strained-relations-are-with-its-most-valuable-trading-partners>
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Contact: oliver@ceibs.edu

Rui, Meng and Yin, Jack. 2020 Sep. "决策管理区块链: 防伪溯源创新, 让劣币驱逐劣币". *中欧商业评论CEIBS Business Review*.
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Rui, Meng & Liu, Xinjie. 2020 Nov. "家族企业和家族办公室的复原力". 家族企业 (*China Family Business Review*) .
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Sheng, Songcheng. 2020. "当前局势下是否需要调整我国的汇率制度". *国际金融*. 11.
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Sheng, Songcheng and Sun, Dan. 2020. "利率汇率改革与资本账户双向开放". *中国金融*. 19-20.
Contact: ssongcheng@ceibs.edu

Sheng, Songcheng, Zhang, Chenghui, Peng, Wensheng, Zhang, Xiaojing and Zhang, Liqing. 2020. "中国金融开放的形势研判与风险预警讨论". *国际经济评论*. 6.
Contact: ssongcheng@ceibs.edu

Sheng, Songcheng and Long, Yu. 2020. "疫情下, 如何为中小企业纾困解难". *金融市场研究*.
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Contact: xzheng@ceibs.edu

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Chen, Shaohui. 2020 Jun 1. 中基层管理者如何在VUCA时代“破局增长、智胜未来”? . *中国企业报/澎湃新闻*.
Contact: csophie@ceibs.edu

Chen, Shaohui. 2020 Sep 9. 让求职者抵押房产, 椰树集团扎了谁的心? . *中欧官微/新浪财经*.
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Contact: viktar.fedaseyeu@ceibs.edu

Fang, Yue. 2020. 数字化时代：为客户价值而管理. *中欧之声*.

Contact: fyue@ceibs.edu

Fang, Yue. 2020. 数字化时代，那些拥抱工业化思维的企业该如何转变思路？. *中欧微信号CEIBS Wechat*.

Contact: fyue@ceibs.edu

Fang, Yue. 2020. 别用过时的工业化思维，活在当下的数字化时代. *中欧知识在线*.

Contact: fyue@ceibs.edu

Fang, Yue. 2020. 面对疫情，这是我听到的应对危机的最好办法. *笔记侠（微信号）*.

Contact: fyue@ceibs.edu

Fang, Yue. 2020. 数字化步伐加快，企业要为转型进入下一阶段做好准备. *第一财经*.

Contact: fyue@ceibs.edu

Fang, Yue. 2020. 疫情倒逼“数字化转型”，企业如何抓住契机？. *FMBA微信公众号*.

Contact: fyue@ceibs.edu

Fang, Yue. 2020. 拆解数字化转型，打造下一个颠覆者. *HEM-BA 微信公众号*.

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Fang, Yue. 2020. 一个理论框架 一个步步高实战案例. *中欧知识在线*.

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Fang, Yue. 2020. Should future managers all be tech experts? Maybe what you really need is 'digital savviness'. *CEIBS Knowledge*.

Contact: fyue@ceibs.edu

Fang, Yue. 2020. 做好这一点，客户才会激动埋单. *笔记侠（微信号）*.

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Huang, Sheng. 2020 Oct 12. 我们需要更强的上市公司. *经济观察报*.

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Huang, Sheng. 2020 Sep 21. 资本市场“内循环”良性启动. *经济观察报*.

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Huang, Sheng. 2020 Mar 5. 疫情影响的思考：企业向数字化转型的决心、条件与未来. *中欧华南微信号*.

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Huang, Sheng and Meng, Yuan. 2020 Mar 4. 华为境内首发债复盘：经典理论无法解释的战略谋划. *CEIBS Knowledge*.

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Huang, Sheng and Meng, Yuan. 2020 Feb 6. 一场“战役”打开产业链产、融、政结合新格局. *CEIBS knowledge*.

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Lee, Siew Kim Jean. 2020 Jun 21. “利诱”女儿回家，答应儿子“分家”，一位父亲这样培养企业接班人……. *CEIBS Wechat*.

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Lee, Siew Kim Jean. 2020 Aug 28. 《浪姐》曲终大盘点：30+的姐姐，你怎么这么好看. *CEIBS Wechat*.

Contact: jeanlee@ceibs.edu

Lin, Jia, Wu, Ho-Mou and Wu, Howei. 2020 Nov 20. How should bond market reform take? Lessons from the credit debt default in China. *Economic Observer*.

Contact: howeiwu@ceibs.edu

Rui, Meng and Yin, Jack. 2020 Jun 7. 数字化经济时代，你我必知的十个数字经济形态. 头条号.

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Rui, Meng and Yin, Jack. 2020 Jun 9. 蚂蚁金服的服务经济原理. 头条号.

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Contact: oliver@ceibs.edu

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Rui, Meng and Yin, Jack. 2020 Aug 8. 专注长尾市场，深度激发中国市场潜力. 头条号.

Contact: oliver@ceibs.edu

Rui, Meng and Yin, Jack. 2020 Aug 25. 数字经济时代，企业更应该注重开发消费品种还是更注重消费群体. 头条号.

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Rui, Meng and Yin, Jack. 2020 Sep 15. 数字经济时代，协同共赢的价值体系. 头条号.

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Rui, Meng and Yin, Jack. 2020 Oct 25. 数字经济的未来——智能经济. 头条号.

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Rui, Meng and Yin, Jack. 2020 Nov 16. RCEP是什么，中国加入又有怎样的影响. 今日头条.

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Rui, Meng and Yin, Jack. 2020 Nov 17. 蚂蚁金服数字创新引领未来数字化经济新商业文明. 今日头条.

Contact: oliver@ceibs.edu

Rui, Meng and Yin, Jack. 2020 May 11. 特殊时期，央行加速人民币数字化落地试验的意义与影响. 中欧知识.

Contact: oliver@ceibs.edu

Rui, Meng and Yin, Jack. 2020 Oct 23. 普惠金融5.0该有的样子：让创新科技加速金融价值观回归. 第一财经.

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Rui, Meng and Yin, Jack. 2020 Oct 27. 普惠金融5.0：让创新科技加速金融价值观返璞归真. 中欧知识.

Contact: oliver@ceibs.edu

Sheng, Songcheng. 2020 November 22. 国际经济评论. 时代财经.

Contact: ssongcheng@ceibs.edu

Rui, Meng, Su, Xijia and Huang, Sheng. 2020 Dec 19. 从改革试验田到世界第二中国资本市场未来将开启“内循环”. CEIBS Knowledge.

Contact: oliver@ceibs.edu

sxjia@ceibs.edu

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Sheng, Songcheng. 2020 November 27. 盛松成：上海是以人民币资产为特色的国际金融中心. 第一财经日报.

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Sheng, Songcheng. 2020 December 2. 盛松成：货币政策半年内无收紧必要 让子弹再飞一会儿. 今日头条.

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Sheng, Songcheng. 2020 Jan 31. 非常时期应关注中小企业，需加大财政、货币支持力度. 第一财经.

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Sheng, Songcheng. 2020 Feb 3. 应对疫情要高度关注经济薄弱环节，尤其是中小企业的生存经营. 证券时报.

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Sheng, Songcheng. 2020 Feb 15. 十条建议应付新冠疫情对房地产业的冲击. 每日经济新闻.

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Sheng, Songcheng. 2020 Mar 4. 投资在稳经济中将扮演更重要角色. 经济参考报.

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Awards and Honors

Farh, Jiing-Lih Larry. 2020. CEIBS Honorary Professor and ABN AMRO Chair in Management Jiing-Lih Larry Farh is among the academics on the 2020 Highly Cited Researchers list compiled by Clarivate Analytics, and is one of only three mainland China-based researchers in the field of economics and business to make the list, which includes 6,389 researchers across 21 fields of science and social science. The distinction recognises Prof. Farh's exceptional research performance and places him in the top 1% by citations in the area of economics and business for 2020..

News: <https://www.ceibs.edu/media/news/awards-honors/19974>

Yu, Fang. 2020. Prof. Yu's paper "Does Finance Make Us Less Social?" won the Best Paper Award in Financial Management Association (FMA) Annual Meeting 2020, in the category of "Financial Markets & Institutions". There are a total of 1783 papers submitted this year and the organizers select one paper as the best paper from each of the six fields in finance.

Zhao, Xiande. 2020. Prof. Zhao's paper "Decision Sciences Research in China: Current Status, Opportunities, and Propositions for Research in Supply Chain Management, Logistics, and Quality Management" ranks as the # 9 most downloaded paper in the 50 year history of Decision Sciences Journal.