

## ROBERTO RAGOZZINO

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School of Management  
Organizations, Strategy and IM  
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## APPOINTMENTS

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- Assistant Professor of Strategy, July 2009 – Present  
School of Management, University of Texas at Dallas, Richardson, TX
- Assistant Professor of Strategy, July 2007 – June 2009  
College of Business Administration, University of Illinois, Chicago, IL
- Assistant Professor of International Business, May 2004 – May 2007  
College of Business Administration, University of Central Florida, Orlando, FL

## EDUCATION

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- Ph.D. Business Policy & Strategy – 2004  
Max M. Fisher College of Business, Ohio State University, Columbus, OH
- M.A. Business Policy & Strategy – 2002  
Max M. Fisher College of Business, Ohio State University, Columbus, OH
- M.S. Finance – 1998  
J. M. Robinson College of Business, Georgia State University, Atlanta, GA
- B.S. Finance – 1997 (Magna Cum Laude)  
J. M. Robinson College of Business, Georgia State University, Atlanta, GA

## PEER-REVIEWED PUBLICATIONS

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- The Choice Between Joint Ventures and Acquisitions: Insights from Signaling Theory. **Organization Science**, forthcoming (Reuer, J., & Ragozzino, R.)
- Geographic Distance and M&A Markets: IPOs as Information Diffusion Mechanisms. 2011. **Strategic Management Journal**, Vol. 32: 876-894 (Ragozzino, R., & Reuer, J.)
- Performance Implications of M&A: A Comparison of New Ventures and Established Firms. 2010. **European Management Review**, Vol. 7: 80-90 (Ragozzino, R., & Reuer, J.)
- An Investigation of the Effects of Geographical Proximity on the Governance Choice of US MNEs. 2009. **Management International Review**, Vol. 49: 509-535 (Ragozzino, R.)

- Contingent Earnouts in Acquisitions of Privately-Held Targets. 2009. **Journal of Management**, Vol. 35: 857-879 (Ragozzino, R., & Reuer, J.)
- Adverse Selection in Acquisitions of New Ventures: The Roles of Alliances and IPOs in M&A Design. 2008. **Journal of Economic Behavior & Organization**, Vol. 66: 195-212 (Reuer, J., & Ragozzino, R.)
- Alliance Dynamics for Entrepreneurial Firms. 2008. **Journal of Management Studies**, Vol. 45: 147-168 (Ariño, A., Ragozzino, R., & Reuer, J.)  
Reprinted in: Rugman, A. Ginsberg. (Ed.): *New Venture Strategies*: London, UK: Edward Elgar Publishing.
- Initial Public Offerings and the Acquisition of Entrepreneurial Firms. 2007. **Strategic Organization**, Vol. 5: 155-176 (Ragozzino, R., & Reuer, J.)
- Mind the Information Gap: Putting New Selection Criteria and Deal Structures to Work in M&A. 2007. **Journal of Applied Corporate Finance**, Vol. 19: 82-89 (Ragozzino, R., & Reuer, J.)
- Agency Hazards and Alliance Portfolios. 2006. **Strategic Management Journal**, Vol. 27: 27-43 (Reuer, J., & Ragozzino, R.)
- Geographic Distance and M&A Markets: IPOs as Information Diffusion Mechanisms. 2006. **Academy of Management Best Paper Proceedings** (Ragozzino, R., & Reuer, J.)
- Firm Valuation Effects of High-Tech M&A: A Comparison of New Ventures and Established Acquirers. 2006. **Journal of High Technology Management Research**, Vol. 17: 85-96 (Ragozzino, R.)
- Mitigating Risk in International Mergers and Acquisitions: The Role of Contingent Payouts. 2004. **Journal of International Business Studies**, Vol. 35: 19-32 (Reuer, J., Shenkar, O., & Ragozzino, R.)

## OTHER PUBLICATIONS

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- The Ins and Outs of Using Real Options in Corporate Investments, *Forbes*, forthcoming.
- Initial Public Offerings in International Management. In Cooper, C. (Ed): *Wiley Encyclopedia of Management*: London, England: John Wiley & Sons, Inc, forthcoming.
- The Relevance of Geographic Distance in International Management. In Cooper, C. (Ed): *Wiley Encyclopedia of Management*: London, England: John Wiley & Sons, Inc, forthcoming.
- The Dual Tracking Phenomenon. 2011. In Baker, K. and Kiymaz, H. (Eds): *The Art of Capital Restructuring: Creating Shareholder Value through Mergers and Acquisitions*: New York, USA: John Wiley & Sons, Inc.
- The Use of Quantitative Methodologies in Strategy Research (with A. Chintakananda and J. Reuer), in Dagnino G. (Ed): *Elgar Handbook of Research on Competitive Strategy*: London, UK: Edward Elgar Publishing, forthcoming.

- The Role of Geographic Distance in FDI. 2007. In Tallman, S. (Ed): A New Generation in International Strategic Management: London, UK: Edward Elgar Publishing.
- Using IPOs to Prove Value of M&A Targets, Financial Times. 10/06/06. Reprinted in Mastering Transactions. 2006. London, UK: FT Prentice Hall, and in Financial Director's Magazine. 11/06 (in Dutch). Netherlands: Nieuwe Media Group.
- Contractual Renegotiations in Entrepreneurial Alliances (with A. Ariño and J. Reuer). 2006. In Ariño, A. and Reuer, J. (Eds): Strategic Alliances: Governance and Contracts, London, UK: Palgrave.
- Contingent Earnouts (with J. Reuer). 2004. In Ireland, D. and Hitt, M. (Eds): The Blackwell Encyclopedic Dictionary of Entrepreneurship, Oxford, UK: Blackwell Publishing Ltd.

## **WORKING PAPERS & PAPERS UNDER REVIEW**

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- Not All Acquisitions Are Created Equal: The Determinants of Different Deal Structures in M&A (with Lee, S. H.)
- Has the Development of the EU Changed the M&A Landscape in Europe? (with Moschieri, C., & Campa, J. M.)
- A Buy-Side Study of the Post-IPO Acquisition of Entrepreneurial Firms.
- The Connection between Governance and Geography. An Investigation of Entry in the European Union (with Moschieri, C., & Pinkham, B.)
- The Real Option Myth in Corporate Development: Do Firms Really Stage Their Investments? (with Moschieri, C.)
- Corporate Reconfiguration and its Effects on Performance: An Intra-Firm Level Analysis (with Moschieri, C.)
- How Do VCs Affect the Corporate Growth Activity of Entrepreneurial Firms? (with Blevins, D.)
- The Determinants of Post-IPO International Alliances (with Reuer, J.)
- Is There a Home Bias in FDI? A Study of MNE's Investment Portfolios (with Pinkham, B.)
- Behind the Link Between Venture Capital and Foreign Direct Investment: Signals and Institutions (with Moore, C., Bruton, G., & Peng, M.)

## **TEACHING ASSIGNMENTS**

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Strategic Management – University of Texas at Dallas (undergraduate capstone)

- Best evaluation: 4.2/5.0

International Strategy – University of Illinois at Chicago (corporate MBA program)

- Best evaluation: 4.4/5.0

Competitive Strategy – University of Illinois at Chicago (undergraduate capstone)

- Best evaluation: 3.7/5.0

Introduction to International Business – University of Central Florida (large undergraduate)

- Best evaluation: 3.9/5.0

Business Policy and Strategy – Ohio State University (undergraduate capstone)

- Best evaluation: 4.6/5.0 (Dean's commendation for superior teaching performance)

## **EXECUTIVE TEACHING & EXTERNAL ACTIVITIES**

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- KOSTA – University of Texas at Dallas Executive Education Program (evaluation: 4.1/5.0)
- ALMA University of Bologna – Executive Program, Italy, 2010-2011 (evaluation: 8.6/9.0)
- Cohort University of Texas at Dallas MBA Program – Foreign Trip – Barcelona, Spain, 2010 & 2011
- Gruma – University of Texas at Dallas Executive Education Program, Monterrey, Mexico, 2010
- Corporate MBA Program – University of Illinois at Chicago, 2008 & 2009 (evaluation: 4.4/5.0)

## **PRESENTATIONS & INVITED TALKS**

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A Buy-Side Study of the Post-IPO Acquisition of Entrepreneurial Firms

1. Bocconi University – Milan, Italy, January 2012
2. University of Catania – Catania, Italy, June 2011
3. Instituto de Empresa – Madrid, Spain, May 2011

Multiple Corporate Development Modes: Choice, Intertemporal Relationship, and Performance - PDW

4. Academy of Management Conference – Montreal, Canada, August 2010

The Choice between Joint Ventures and Acquisitions: Insights from Signaling Theory

5. Strategic Management Society – Rome, Italy, September 2010
6. IMD – Lausanne, Switzerland, January 2010
7. École des Hautes Études Commerciales (HEC) – Lausanne, Switzerland, January 2010

Not All Acquisitions Are Created Equal: The Determinants of Different Deal Structures in M&A

8. Academy of Management Conference – Chicago, IL, August 2009

Geographic Distance and M&A Markets: IPOs as Information Diffusion Mechanisms

9. University of Texas at Dallas – Dallas, TX, December 2008

**10.** Strategic Management Society – Cologne, Germany, October 2008

**11.** Erasmus University – Rotterdam, Holland, June 2008

**12.** University College of Dublin – Dublin, Ireland, May 2008

**13.** Marquette University – Milwaukee, WI, April 2008

**14.** Academy of Management Conference – Atlanta, GA, August 2006

An Investigation of the Effects of Geographical Proximity on the Governance Choice of US MNEs

**15.** Academy of International Business Conference – Indianapolis, IN, June 2007

**16.** Annual Conference on Corporate Strategy – Berlin, Germany, May 2006

Initial Public Offerings and the Acquisition of Entrepreneurial Firms

**17.** Strategic Management Society – San Diego, CA, October 2007

**18.** University of Illinois at Chicago – Chicago, IL, November 2006

**19.** Queen’s School of Business, Queen’s University – Kingston, Canada, November 2006

**20.** David Eccles School of Business, University of Utah – Salt Lake City, UT, November 2006

**21.** Mays School of Business, Texas A&M – College Station, TX, October 2006

**22.** Clemson University – Clemson, SC, October 2006

**23.** Northeastern University – Boston, MA, September 2006

**24.** Florida State University College of Business – Tallahassee, FL, February 2006

**25.** École des Hautes Études Commerciales (HEC) – Paris, France, January 2006

**26.** University of Connecticut School of Business – Storrs, CT, January 2006

Adverse Selection in Acquisitions of New Ventures: The Roles of Alliances and IPOs in M&A Design

**27.** Academy of Management Conference – Honolulu, HI, August 2005

**28.** Annual Conference on Corporate Strategy – Vallendar, Germany, March 2005

Contingent Earnouts in Acquisitions of Privately-Held Targets

**29.** Strategic Management Society – San Juan, Puerto Rico, November 2004

**30.** Academy of Management Conference – New Orleans, LA, August 2004

31. Max M. Fisher College of Business, Ohio State University – Columbus, OH, 2003

Mitigating Risk in International Mergers and Acquisitions: The Role of Contingent Payouts

32. George Washington University School of Business – Washington DC, November 2003

33. University of Central Florida College of Business – Orlando, FL, October 2003

34. Annual IB Research Forum – Temple University – Philadelphia, PA, March 2003

35. Academy of International Business – San Juan, Puerto Rico, June 2002

Agency Hazards and Alliance Portfolios

36. Academy of International Business – Monterey, CA, July 2003

37. Dalhousie University – Halifax, Canada, June 2003

Performance Implications of M&A: A Comparison of New Ventures and Established Firms

38. Academy of Management Conference – Seattle, WA, August 2003

39. Max M. Fisher College of Business, Ohio State University – Columbus, OH, 2002

Firm Valuation Effects of High-Tech M&A: A Comparison of New Ventures and Established Acquirers

40. Academy of Management Conference – Honolulu, HI, August 2005

41. Annual Conference on Corporate Strategy – Vallendar, Germany, March 2005

42. Max M. Fisher College of Business, Ohio State University – Columbus, OH, 2004

## **AWARDS & HONORS**

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- Academy of Management Best Paper Proceedings, 2006
- Academy of Management Best Reviewer, 2006 (International Management Division)
- SAP Best Dissertation Award, Nominee, ACCS, Vallendar, Germany, 2005
- Title 6 Teaching Grant – College of Business, UCF, Orlando, 2005
- McKinsey Best Paper Award, Nominee, Strategic Management Society, 2004
- Associate Dean's Commendation Letter for Outstanding Teaching at OSU, 2004
- Academy of Management BPS Doctoral Consortium, Seattle, 2003
- AIB Doctoral Student Travel Award, Monterey, 2003

- CIBER Doctoral Student Research Grant, 2002
- Max M. Fisher College of Business Travel Award, 2002-2003
- H. T. Jr. Award for the Most Outstanding Finance Student at GSU, 1997-1998
- Member of the Beta Gamma Sigma and Golden Key National Honor Societies

## **PROFESSIONAL AFFILIATIONS, MEMBERSHIPS & ACTIVITIES**

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Member of the Strategic Management Society, the Academy of Management and the Academy of International Business

Board member of the following journals:

- Journal of Management
- Journal of Management & Governance
- Strategic Management Journal

Ad hoc reviewer for the following journals and organizations:

- Academy of Management Journal
- Academy of Management Perspectives
- Entrepreneurship: Theory and Practice
- Global Strategy Journal
- Journal of Business Venturing
- Journal of High Technology Management Research
- Journal of International Business Studies
- Journal of International Management
- Journal of Strategy and Management
- Journal of World Business
- Management International Review
- Managerial and Decision Economics
- Organization Science
- Small Business Economics

- Social Sciences and Humanities Research Council of Canada
- The Financial Review