

MIGUEL A. RAMOS

College of Business Administration
 Department of Marketing, Management and Supply Chain
 University of Texas at El Paso
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EDUCATION

University of Minnesota, Carlson School of Management, USA. Ph.D. in Business Administration. Specialization: Strategy and International Management. Advisor: J. Myles Shaver	2007
Stockholm School of Economics, Sweden. M.Sc. in International Economics and Business.	1998
ITESM (Monterrey Tech), Querétaro Campus, Mexico. B.Sc. in Industrial and Systems Engineering. Graduated with Honors.	1992

ACADEMIC POSITIONS

The University of Texas at El Paso Associate Professor of Management Assistant Professor of Management	2015-present 2009-2015
University of Massachusetts Dartmouth Assistant Professor of Management Instructor	2007-2009 2006-2007
ITESM (Monterrey Tech), Guadalajara Campus, Mexico. Full-time Lecturer	1998-2000

AWARDS

College of Business Administration MBA Teaching Excellence Award (Full-Time Program)	2020
College of Business Administration Overall Outstanding Research Award	2015
College of Business Administration Teaching Excellence in Management Award	2015
College of Business Administration Outstanding Research Award by Economics and Finance Department	2014

INTERESTS

Research: Corporate Strategy, International Strategy, Institutions, Economic Geography.

Teaching: Strategy, International Strategy.

JOURNAL PUBLICATIONS

Ashby, N. J. and Ramos M. A. 2023. "Productivity within Groups: An Analysis of Shirking in High School Cross Country Competitions," *Journal of Behavioral and Experimental Economics*, 106.

<https://doi.org/10.1016/j.socec.2023.102070>

Eramudugoda, R. and Ramos M. A. 2023. "Bribery and Export Intensity: The Role of Formal Institutional Constraint Susceptibility," *Cross Cultural & Strategic Management*, 30(2), 248-271.

<https://doi.org/10.1108/CCSM-08-2021-0150>

Ramos, M. A. and Ashby, N. J. 2017. "The Halo Effect: Violent Crime and Foreign Direct Investment," *Multinational Business Review*, 25(4), 287-306. <https://doi.org/10.1108/MBR-04-2017-0020>

<https://doi.org/10.1108/MBR-04-2017-0020>

Lamin, A. and Ramos, M. A. 2016. "R&D investment dynamics in agglomerations under weak appropriability regimes: Evidence from Indian R&D labs," *Strategic Management Journal*, 37(3), 604-621. <https://doi.org/10.1002/smj.2351>

<https://doi.org/10.1002/smj.2351>

Winner of the 2015 College of Business Administration Overall Outstanding Research Award.

Ramos, M. A. and Shaver J. M. 2013. "When individual locations affect the choice of multi-location acquisition targets." *Strategic Organization*, 11(2), 125-155.

<https://doi.org/10.1177/1476127012466649>

Ramos, M. A. and Ashby, N. J. 2013. "Heterogeneous firm response to organized crime: Evidence from FDI in Mexico." *Journal of International Management*, 19(2), 176-194.

<https://doi.org/10.1016/j.intman.2013.01.002>

Ashby, N. J. and Ramos, M. A. 2013. "Foreign direct investment and industry response to organized crime: The Mexican case." *European Journal of Political Economy*, 30, 80-91.

<http://dx.doi.org/10.1016/j.ejpoleco.2013.01.006>

Winner of the 2014 College of Business Administration Outstanding Research Award in the Economics and Finance Department.

Ramos, M. A. and Shaver J. M. 2009. "Value creation and value appropriation through geographic strategy: Evidence from foreign direct investment." *Advances in Strategic Management*, 26, 383-406.

[https://doi.org/10.1108/S0742-3322\(2009\)0000026015](https://doi.org/10.1108/S0742-3322(2009)0000026015)

BOOK CHAPTERS

Shaver, J.M. and Ramos, M. A. Forthcoming. "Agglomeration," in *Encyclopedia of International Strategic Management*. C. Asmusen, N. Hashai and D. Minbaeva (Eds.). Edward Elgar Publishing.

Cuervo-Cazurra, A. and Ramos, M. A. 2005. "Explaining the Process of Internationalization by Building Bridges among Existing Models," in *Innovating Strategy Process*. S.W. Floyd, J. Roos, F. Kellermans and C. Jacobs (Eds.). Strategic Management Society Series. Blackwell.

CONFERENCE PROCEEDINGS

Felix, J., Jiménez F.R. and Ramos, M. A. 2023 American Marketing Association Winter Conference. Nashville, Tennessee “A Seller’s Perspective on Delivery Platforms: The Case of Restaurants.”

Felix, J., Jiménez F.R. and Ramos, M. A. 2021 American Marketing Association Summer Conference. Virtual. “Business-to-Business Online Platform Relationships: A Transaction Cost Approach.”

Laffranchini, G., Hoy, F. and Ramos, M. A. 2013 United States Association for Small Business and Entrepreneurship (USASBE) Annual Conference. San Francisco, CA. “Turnaround the family-owned business through the recession: Restructuring strategies of family firms.”

MANUSCRIPTS UNDER REVIEW

“A Two-Sided Approach to Acquisition Pricing and Completion,” with Sergio A. Grove, Mengge Li, and Jinxin Yang.

WORK IN PROGRESS

“The Impact of Supplier and Customer Relationships on Target Selection in Horizontal Acquisitions,” with Anna Lamin, Mengge Li, and Sophie Yang.

“Business-to-Business Online Platform Relationships: A Transaction Cost Approach,” with Jessica Felix and Fernando R. Jimenez.

“Political Risk and Country Credit Ratings,” with Paul M. Vaaler and Scott Johnson.

INVITED PRESENTATIONS

2014. Harvard Business School International Seminar Series. “R&D investment dynamics in agglomerations under weak appropriability regimes: Evidence from Indian R&D labs,” with Anna Lamin. Cambridge, MA.

2014. Indian Institute of Management Bangalore (IIMB). “R&D investment dynamics in agglomerations under weak appropriability regimes: Evidence from Indian R&D labs,” with Anna Lamin. Bangalore, India.

CONFERENCE PRESENTATIONS

2022 Academy of Management Annual Meeting, Seattle. “A Two-Side Approach to Acquisition Pricing and Completion,” with Sergio A. Grove, Mengge Li, and Jinxin Yang.

2021 Strategic Management Society Annual International Conference. “The Impact of Supplier and Customer Relationships on Target Selection in Horizontal Acquisitions,” with Anna Lamin, Mengge Li, and Sophie Yang.

2021 American Marketing Association Summer Conference. “Business-to-Business Online Platform Relationships: A Transaction Cost Approach,” with Jessica Felix and Fernando R. Jimenez.

2020 Academy of International Business Annual Meeting. "Bribery and Export Intensity: The Role of Formal Institutional Constraint Susceptibility," with Randika E. Gamage.

2019 Strategic Management Society Annual International Conference, Minneapolis. "The Impact of Political Instability and Political Unrest on Country Risk: Evidence from Credit-Rating Agencies," with Paul M. Vaaler.

2017 Academy of Management Annual Meeting, Atlanta. "The Geographic Halo Effect: Violent Crime and Foreign Direct Investment," with Nathan J. Ashby.

2016 Academy of International Business Annual Meeting, New Orleans. Doctoral Consortium (Panelist): "Managing the Dissertation and Job Search."

2015 Strategic Management Society Annual International Conference, Denver. "The Halo Effect: Violent Crime and Foreign Direct Investment," with Alvaro Cuervo-Cazurra and Nathan J. Ashby.

2014 Academy of Management Annual Meeting. Philadelphia, PA. Symposium (Organizer, Chair and Panelist): "MNEs in Deadly Environments: Strategic Response to Disasters, Conflict and Crime."

2014 Academy of Management Annual Meeting. Philadelphia. "The Impact of Violent Organized Crime Intensity and Uncertainty on Foreign Direct Investment," with Nathan J. Ashby. Acting also as session Chair.

2014 Academy of Management Annual Meeting. Philadelphia. "R&D Investment Dynamics in Agglomerations under Weak Appropriability Regimes," with Anna Lamin.

2014 Academy of International Business Annual Meeting. Vancouver. "R&D Investment Dynamics in Agglomerations under Weak Appropriability Regimes," with Anna Lamin.

2013 United States Association for Small Business and Entrepreneurship (USASBE) Annual Conference. San Francisco. "Turnaround the family-owned Business through the recession: Restructuring strategies of family firms," with Giacomo Laffranchini and Frank Hoy.

2012 Academy of International Business Annual Meeting. Washington, D.C. Panel: "MNE Response to Organized Crime, War and Violent Conflict," with Nathan J. Ashby.

2011 Strategic Management Society Annual International Conference. Miami. "Institutional Failure, Organized Crime and Firm Heterogeneity: Evidence from FDI in Mexico," with Nathan J. Ashby. *Nominated for the Best Conference Paper Prize.*

2010 University of Minnesota 1st SMO Alumni Conference. Minneapolis. "Agglomeration, Firm Heterogeneity and R&D Investment under Weak Appropriability Regimes: Evidence from Indian R&D Labs," with Anna Lamin.

2010 Strategic Management Society Annual International Conference. Rome. “Agglomeration, Firm Heterogeneity and R&D Investment under Weak Appropriability Regimes: Evidence from Indian R&D Labs,” with Anna Lamin.

2010 International Conference on Organizations Learning, Knowledge and Capabilities, Boston. “Agglomeration, firm heterogeneity and R&D investment under weak appropriability regimes: Evidence from Indian R&D labs,” with Anna Lamin.

2009 Strategic Management Society Annual International Conference. Washington, D.C. “The Impact of Strategic Disclosure and Geographic Distance on Target Selection,” with Sharon James.

2008 Economic Institutions of Strategy Conference. Toronto. “Value Creation and Appropriation through Geographic Strategy: Evidence from FDI,” with J. Myles Shaver.

2008 Academy of Management Annual Meeting. Anaheim. “When Do Firms Value the Whole versus Parts? Acquisition of Multi-Location Targets,” with J. Myles Shaver.

2007 Strategic Management Society Annual International Conference. San Diego. “When Do Firms Value the Whole versus Parts? Acquisition of Multi-Location Targets.”

2005 Academy of Management Annual Meeting. August. Honolulu. “Where Do Firms Acquire? Understanding the Influence of Geographic Location on Acquisition Activity.”

2003 Academy of International Business Annual Meeting. Monterey. “A Resource-Based Teleological Analysis of the Internationalization Process,” with Alvaro Cuervo-Cazurra.

2003 Strategic Management Society Special Conference on Innovating Strategy Process. Storrs. “Organizational Theories of Change in the Internationalization Process Models,” with Alvaro Cuervo-Cazurra.

2002 European International Business Academy Meeting. Athens. “A Resource-Based Teleological Analysis of the Internationalization Process,” with Alvaro Cuervo-Cazurra.

GRANTS AND FELLOWSHIPS

College of Business Administration Summer Research Support Grant. The University of Texas at El Paso. (18,000 USD)	2015
College of Business Administration Summer Research Support Grant. The University of Texas at El Paso. (12,000 USD)	2014
College of Business Administration Summer Research Support Grant. The University of Texas at El Paso. (12,000 USD)	2013
University Research Institute Grant. The University of Texas at El Paso. (5,000 USD)	2010

Charlton College of Business Summer Research Fellowship. University of Massachusetts Dartmouth (5,000 USD) 2008

Juran Fellowship. Juran Center for Leadership in Quality. University of Minnesota. (5,000 USD) 2002

SCHOLARSHIPS

STINT Scholarship (The Swedish Foundation for International Cooperation in Research and Higher Education). Full tuition and living expenses for the entire M.Sc. program. 1996

ITESM Scholarship. Partial tuition waivers during B.Sc. program. 1988

TEACHING EXPERIENCE

The University of Texas at El Paso:

PhD: International Management and Strategy.

MBA (accelerated, professional, full-time and executive formats): International Strategic Management.

Undergraduate: Strategic Management, Introduction to Management and Organizational Behavior.

Tulane University:

Executive MBA: Global Strategy (Spring 2020)

Professional MBA: Global Strategy (Spring 2019)

University of Minnesota:

Part-Time MBA: The International Environment of Business (Summer 2016-2019).

Undergraduate: Understanding the International Environment of Firms (as Ph.D. Student).

University of Massachusetts Dartmouth:

MBA: Strategic Management.

Undergraduate: Strategic Management and Policy Formulation.

ITESM:

Undergraduate: Strategic Management, International Business, Business Environment of East Asia, Cross-Cultural Management.

DISSERTATION AND THESIS COMMITTEES

Dissertations:

Jessica Felix (Ph. D. Student in Business Administration, UTEP), Committee Member.

Jinxin Yang (Ph.D. Candidate in Business Administration, UTEP), Committee Member. "Effects of CEO Networks on Firm Innovation."

Randika E. Gamage (Ph.D. in Business Administration, UTEP), Chair. "Bribery and Export Intensity: The Role of Formal Institutional Constraint Susceptibility," in progress. Placement: University of Wisconsin La Crosse.

Zhuofan Zhang (Ph.D. in Business Administration, UTEP), Committee Member. "Fear of Missing Out: Scale Development and Impact on Brand Loyalty," 2018. Placement: Texas A&M Kingsville.

Shuang Yang (Ph.D. in International Business, UTEP), Committee Member. "The Role of Social Norms in Consumer's Valuations of Brands from Emerging Countries," 2014. Placement: Zhejiang Gongshang University (China).

Theses:

Shwetima Joshi (M.Sc. in Economics, UTEP), Committee Member. "Cointegration Approach towards Causality of Foreign Direct Investment and Gross Domestic Product in India," 2014.

Yuyinska K. Sanchez-Osio (M.Sc. in Economics, UTEP), Committee Member. "Higher Education and Foreign Direct Investment: A Study of Mexican States," 2014.

Avilia Bueno (M.Sc. in Economics, UTEP), Committee Member. "A State-to-State Analysis of Mexican Migration to the U.S.," 2013. Placement: Ph.D. Program in Economics at University of Colorado Boulder.

PROFESSIONAL SERVICE

Editorial Review Board Member:

Global Strategy Journal (1/2014-present)

Ad hoc Journal reviewing:

Strategic Management Journal

Strategy Science

Journal of International Business Studies

Journal of World Business

Strategic Organization

Multinational Business Review

Journal of Economic Studies

Journal of Conflict Resolution

Canadian Journal of Administrative Sciences

Award reviewing:

Strategic Management Society Best Paper Prize for the 2018 Special Conference in Oslo

Conference reviewing:

Academy of International Business (AIB) Annual Conferences (2003, 2005, 2009, 2010, 2014, 2015, 2016)

Academy of Management (AOM) Annual Conferences (2003-2005, 2008, 2011, 2012, 2014, 2017, 2019, 2020)

Strategic Management Society (SMS) Annual Conferences (2008, 2009, 2011, 2013, 2014, 2018, 2019, 2020)

Academy of Management (AOM) Specialized Conference (2020, Mexico City)

Strategic Management Society (SMS) Special Conferences (2014, Tel Aviv; 2018, Oslo)

The Business Association of Latin American Studies (BALAS) Annual Conference (2013)

OTHER SERVICE

University:

Student Grievance Committee	11/2021-present
Faculty Senate Representative	9/2018-8/2020
Faculty Senate Alternate	9/2014-8/2016
Undergraduate Scholarship Committee	9/2012-3/2016

College:

Strategic Planning Committee	11/2021-present
Undergraduate Curriculum Committee	9/2018-4/2021
Assurance of Learning Committee	8/2016-present
Strategic Planning Advisory Committee	12/2018-11/2019
MBA Policy Committee	1/2019-4/2019
Tenure and Promotion Committee	9/2017-8/2018
Ph.D. Program Policy Committee	10/2013-7/2018
Undergraduate Curriculum Committee	9/2012-8/2015

Department:

Chair of Assurance of Learning Committee	8/2020-present
Ph.D. Program Committee	9/2018-present
Chair of Promotion and Tenure Committee	6/2020-10/2020
Post-Tenure Evaluation Committee	10/2020
Chair of Faculty Search Committee (two positions)	7/2019-12/2019
Ph.D. Program Coordinator for Management Area	2/2013-7/2018
Chair of Faculty Search Committee	7/2015-3/2016
Library Liaison	9/2010-8/2015

INDUSTRY EXPERIENCE

Tecomán Bottling Company, Coca-Cola Bottling Co., Colima, Mexico 1995-1996
Position: Marketing and Distribution Coordinator.

Grupo Ruiz Obregón, Coca-Cola Bottling Co., Querétaro, Mexico 1994
Position: Marketing and Distribution Representative.