

ALINE GATIGNON

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ACADEMIC APPOINTMENTS

The Wharton School, University of Pennsylvania

Assistant Professor of Management (2016-present)

Lecturer (2015-2016)

EDUCATIONAL BACKGROUND

- Ph.D.** INSEAD, concentration: Strategy (June 2016).
Committee: Laurence Capron (Chair), Javier Gimeno, Witold Henisz, Luk N. Van Wassenhove
Dissertation: "Cross-Sector Partnerships and Value Creation in Emerging Markets"
- M.A.** Institut d'Etudes Politiques de Paris ('Sciences-Po'), International Development Economics, *Cum Laude*, Bilingual mention (French, Spanish), France, 2007.
- B.A.** Institut d'Etudes Politiques de Paris ('Sciences-Po'), Political Science, France, 2005.
Pontificia Universidad Católica, Exchange Program (Economics, Political Science, Latin American Sociology), Santiago, Chile, 2004-2005.

RESEARCH INTERESTS

Cross-sector Partnerships, Emerging Markets, Cooperative Strategy, Stakeholder Engagement, Non-market Strategy, Corporate Social Responsibility, Multi-level Theory

REFEREED JOURNAL PUBLICATIONS

- Ballesteros, Luis & Gatignon, Aline, "The Relative Value of Firm and Non-Profit Experience: Tackling Large-Scale Social Issues across Institutional Contexts", *Strategic Management Journal*, 2018;1-27.
- Gatignon, Aline & Gatignon, Hubert, 2011. "Transaction Costs in Action: Erin Anderson and the Path-Breaking Work of TCE in New Areas of Business Research", *Journal of Retailing*, Vol 86, No 3, pp. 232-247
- Gatignon, Aline, Charles, Aurélie & Van Wassenhove, Luk .N., 2010. "The Yogyakarta Earthquake: Humanitarian Relief through IFRC's Decentralized Supply Chain", *International Journal of Production Economics*, vol. 126, no. 1, pp. 102-110

WORKING PAPERS

Gatignon, Aline & Capron, Laurence, "The Firm as an Architect of Polycentric Governance: How Natura Built an Open Institutional Infrastructure in Brazil" (*under review at the Strategic Management Journal*)

Gatignon, Aline, "Employee assignments to Nonprofit Partners in Emerging Markets: diagnosing Organizational Dysfunction via Identity Strain"

McDonnell, Mary-Hunter, Gatignon, Aline & Odziemkowska, Katarzyna, "When in Rome: The Tactical Tenor of Environmental NGOs' Interactions with Foreign Governments"

WORK IN PROGRESS

Connecting Internal and External Networks of Cooperation: the North Star Alliance's Roadside Wellness Centers across Africa (with Julien Clément and Luk N. Van Wassenhove)

The Geographic (Re)distribution of Corporate Social Responsibility: An analysis of Corporate Giving following the Indian CSR Law (with Christiane Bode)

From Political Ties to Nonprofit Connections: Reconfiguring Stakeholder Engagement Following Institutional Change in Brazil (with Marina Bahia Gama and Rodrigo Bandeira de Mello)

AWARDS, GRANTS & OTHER HONORS

Awards

- Finalist, Best PhD Conference Paper Award, Strategic Management Society (2017)
- Outstanding Editorial Board Member Award for the Strategic Management Journal (2017)
- Best Conference Paper Award Nomination, Strategic Management Society (2016)
- Best Conference Paper for Practice Implications Award Nomination, Strategic Management Society (2014)
- Best PhD Conference Paper Award Nomination, Strategic Management Society (2014)
- Outstanding Reviewer Award, Business Policy and Strategy Division, Academy of Management Annual Conference (2014)
- Winner of the Best Conference PhD Paper Prize, Strategic Management Society (2013)
- Best Conference Paper Award Nomination, Strategic Management Society (2012)
- Best PhD Conference Paper Award Nomination, Strategic Management Society (2012)
- Best Conference Paper for Practice Implications Award Nomination, Strategic Management Society (2012)
- Winner of the European Foundation for Management Development (EFMD) case study competition, 'Supply Chain Management' category (2010)
- Winner of the European Foundation for Management Development (EFMD) case study competition in the 'Public Sector Innovation' category (2009)
- Winner of the European Foundation for Management Development (EFMD) case study competition in the 'African Business Cases' category (2009)

Grants

- Penn India Research and Engagement Fund (2018)
- Wharton Social Impact Initiative Grant (2017)
- Wharton Dean's Research Fund (2016)
- Wharton Initiative for Global Environmental Leadership Grant (2016)
- Wharton Global Initiatives Grants (2015, 2017)

- Wharton Mack Center for Innovation Management Grant (2015)
- Wharton-INSEAD Alliance Research Grants (2018, 2017, 2016, 2015, 2013)
- INSEAD R&D Grant (2015)
- United Nations World Food Program (WFP) Grant (2013)
- Academy of International Business (AIB) Foundation Doctoral Stipend Program Award (2013, 2014)
- Women in the Academy of International Business (WAIB) 'Helping Hands' Award (2013)
- INSEAD-Wharton Alliance Grant to organize the 1st Alliance Doctoral Consortium (2012)
- TNT N.V. Grant (2012)
- INSEAD Research Foundation & Alumni Fund Grant (2011-2013)
- INSEAD-Wharton Alliance Grant for a campus exchange at Wharton (2010)
- Doctoral Fellowship, INSEAD (2009-2014)
- INSEAD Research Foundation & INSEAD Alumni Fund Grants (2008-2009)

TEACHING EXPERIENCE

The Wharton School, University of Pennsylvania

- MGMT101 – Introduction to Management (Undergraduate core course): 2018-
- MGMT715 – Political and Social Environment of the Multinational Firm (MBA), 2015-2018
- Independent Study Supervision (PhD & MBA students): 2015-2018
- Wharton-INSEAD Corporate Strategy PhD Camp, session on "Linking Globalization and Corporate Strategy", 2017

INSEAD

- Advanced Management Program for Brazilian executives in collaboration with Fundação Dom Cabral (Executive Education), 2013 & 2014
- Corporate Sustainability (Executive MBA), 2013
- Cross-sector partnerships (Tailored workshops for TNT and the United Nations World Food Program-WFP), 2012-2014
- Scaling Up Social Innovation (Executive Education), 2008

Other

- Training Program for the 'Ecole des Ponts' Engineering School, 2015, CEDEP
- 'Doctoriales' Seminar (PhD): 2014 & 2015, Sorbonne University

TEACHING CASE DEVELOPMENT

Charles, Aurélie, Gatignon, Aline & Van Wassenhove, Luk N., 2011. The Yogyakarta earthquake: IFRC's first experiences with the decentralized supply chain, INSEAD case study No. 5590.

Gatignon, Aline & Van Wassenhove, Luk N., 2009. When the Music Changes, so does the Dance-the TNT/WFP partnership 'Moving the World' five years on, INSEAD case study 02/2010-5596

Gatignon, Aline & Van Wassenhove, Luk N., 2009. Safety in Numbers-Danida's Multi-Sector Partnerships Reduce Road Risk in the Developing World, INSEAD case study 03/2009-5589

Gatignon, Aline & Van Wassenhove, Luk N., 2008. Paving the Road to Healthy Highways – A Partnership to Scale Up HIV/AIDS Clinics in Africa, INSEAD case study 07/2008-5523

CONFERENCE & INVITED PRESENTATIONS

- *Strategic Management Society Annual Conference*, Paris, September 2018
- Invited Presentation at the Olin School of Business at Washington University in St Louis
- *Academy of Management Annual Conference*, Chicago, August 2018
- *Strategic Management Society Annual Conference*, Houston, October 2017
- *Strategic Management Society Annual Conference*, Berlin (Germany), September 2016
- London Business School (UK), September 2016
- *Academy of Management Annual Conference*, Anaheim (USA), August 2016
- Stanford PACS Junior Scholar Forum, Hertie School of Governance, Berlin (Germany), June 2015
- *EURAM Annual Conference*, Paris (France), June 2016
- 6th "Strategy Symposium on Emerging Markets", Jesse H. Jones Graduate School of Business, Rice University, May 5-6, 2016
- *Strategic Management Society Annual Conference*, Denver (USA), October 2015
- Symposium on Design Issues in Public-Private Partnerships, Lee Kuan Yew School of Public Policy, Singapore, April 2015
- Invited presentations at Cornell, HEC Paris, IESE, London School of Economics, University of Bocconi, University of Maryland, University of Michigan, University of Pennsylvania, University of Southern California, University of Western Ontario, October-February 2015: "Cross-Sector Partnerships in Emerging Markets: Managing the Spin-Out, Spin-In Paradox" (Job Market Paper)
- *INSEAD Network Evolution Conference 4.0*, Fontainebleau (France), October 2014
- *3rd Wharton-INSEAD Alliance PhD Consortium*, Fontainebleau (France), September 2014
- *Strategic Management Society Annual Conference*, Madrid (Spain), September 2014
- *Strategic Management Society Pre-Conference Extension: Public-Private Governance, Social Value and Innovative Organizational Design*, Paris (France), September 2014
- *Academy of Management Annual Conference*, Philadelphia (USA), August 2014
- *Academy of International Business Annual Conference*, Vancouver (Canada), June 2014
- *2nd Wharton-INSEAD Alliance PhD Consortium*, Philadelphia (USA), October 2013
- *Strategic Management Society Annual Conference*, Atlanta (USA), October 2013
- *Academy of Management Annual Conference*, Lake Buena Vista (USA), August 2013
- *Academy of International Business (AIB)*, Istanbul (Turkey), July 2013
- *Consortium for Competitiveness and Cooperation*, Kansas City (USA), March 2013
- *Israel Strategy Conference Doctoral Consortium*, Tel Aviv (Israel), December 2012
- *1st Wharton-INSEAD Alliance PhD Consortium*, Fontainebleau (France), October 2012
- *Strategic Management Society Annual Conference*, Prague (Czech Republic), October 2012
- *Society for the Advancement of Socio-Economics (SASE), 24th Annual Meeting*, Boston (USA), June 2012
- *Strategic Management Society Annual Conference*, Miami (USA), October 2011: Doctoral Student Consortium
- *PREBEM Doctoral Consortium*, Rotterdam (Netherlands), September 2011
- *Academy of Management Conference*, San Antonio (USA), August 2011
- *10th Annual Colloquium of the European Academy of Business in Society (EABIS)*, Fontainebleau (France), October 2011
- *3rd Annual Conference of the Alliance for Research on Corporate Sustainability (ARCS) & 11th Annual Strategy and the Business Environment (SBE) Conference*, Philadelphia (USA), May 2011
- *Academy of Management Conference*, Montreal (Canada), August 2010

PROFESSIONAL SERVICE & AFFILIATIONS

Editorial Positions

- Editorial Board, Strategic Management Journal, 2016-2018

Ad-Hoc Reviewer

- Administrative Science Quarterly, Organization Science, Journal of International Business, International Journal of Production Economics

Memberships and Affiliations

- Faculty Affiliate, Wharton Social Impact Initiative
- Faculty Affiliate, Center for Africana Studies, University of Pennsylvania
- Member of the Academy of Management, Strategic Management Society, Academy of International Business

Other

- Doctoral Committee, Management Department, the Wharton School, 2018-2019
- Faculty advisor/mentor
 - Wharton India Startup Challenge (WISC), 2018
 - Undergraduate project for the President's Engagement Prize, 2018
 - Senior Thesis, Huntsman Program in International Studies and Business, 2018
 - Global Knowledge Lab project, Lauder Institute, 2018
- Reviewer for the 2018 ITC-Emerald Best International Dissertation Award of the Academy of Management
- Junior Faculty Initiative Committee, the Wharton School, 2016-2017
- Co-organizer of the 1st Wharton-INSEAD Alliance PhD Consortium, 2012

PROFESSIONAL EXPERIENCE

- INSEAD, Social Innovation Center, *Research Associate*, Fontainebleau, France (2008-2009)
- OECD, Development Center, *Intern*, Issy-les-Moulineaux, France (2006)

PERSONAL INFORMATION

- Citizenship: France, United States of America
- Languages: English (Native Speaker) / French (Native Speaker) / Portuguese (Fluent) / Spanish (Fluent)