

ALINE GATIGNON

Management Department, The Wharton School, University of Pennsylvania
2015 Steinberg Hall-Dietrich Hall, 3620 Locust Walk, Philadelphia, PA 19104-6370
Tel : +1-215-898-9368, Fax : +1-215-898-0401, galine@wharton.upenn.edu
<https://mgmt.wharton.upenn.edu/profile/30538/>

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

Emerging market strategy, cross-sector partnerships, cooperative strategy, stakeholder engagement, inter-organizational learning and collaboration, organizational capabilities, multi-level theory

RESEARCH

Published

1. 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
2. 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

Papers Under Review

1. Gatignon, Aline & Capron, Laurence, "Relational Strategies for Developing Capabilities in Emerging Markets: Partnering with Nonmarket Actors to Build Open Institutional Infrastructure" (*under revision - 3rd round of review at the Academy of Management Journal*)
 - This paper won the Best Conference PhD Paper Prize at the 2013 meeting of the Strategic Management Society.

- This paper was nominated for the Best Conference Paper, Best Conference PhD Paper and Best Conference Paper for Managerial Implications Awards at the 2012 meeting of the Strategic Management Society.
2. Gatignon, Aline, "There and Back Again: Coordination, Learning and Identity in Nonprofit Secondments to Emerging Markets" (*under revision for resubmission to Organization Science*)
 - This paper was nominated for the Best Conference PhD Paper Prize and Best Conference Paper for Practice Implications at the 2014 meeting of the Strategic Management Society.
 3. Ballasteros, Luis & Gatignon, Aline, "When does it pay to work together? Cross-Sector Collaboration and Corporate Disaster Giving" (*under 2nd round of review at the Strategic Management Journal*)
 - This paper was a finalist for the Best Conference PhD Paper Prize at the 2017 meeting of the Strategic Management Society

Work in Progress

1. McDonnell, Mary-Hunter, Gatignon, Aline & Odziemkowska, Katarzyna, "When in Rome: The Tactical Tenor of Environmental NGOs' Interactions with Foreign Governments"
 - This paper was nominated for the Best Conference Paper Prize at the 2016 meeting of the Strategic Management Society.
2. 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)
3. Drivers of Firm Responses to CSR Regulation in India (with Christiane Bode)

AWARDS, GRANTS & OTHER HONORS

A. 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)

B. Grants

- Wharton Dean's Research Fund (2016)
- Wharton Initiative for Global Environmental Leadership Grant (2016)
- Wharton Global Initiatives Grant (2015, 2017)
- Wharton Mack Center for Innovation Management Grant (2015)
- Wharton-INSEAD Alliance Research Grants (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)

C. Other Honors

- Participant, Stanford PACS Junior Scholar Forum, 2016
- Participant, Consortium for Competitiveness and Cooperation, 2013

TEACHING

A. The Wharton School, University of Pennsylvania

- MGMT715 – Political and Social Environment of the Multinational Firm (MBA elective)
- Independent Study Supervision (one PhD student, one MBA student)

B. CEDEP Training Program for the 'Ecole des Ponts' Engineering School

C. Sorbonne University 'Doctoriales' Workshop 2014 & 2015

D. TNT and the United Nations World Food Program (WFP)

- Designed and led 3 workshops for WFP (w/ Luk N. Van Wassenhove), Rome (Italy), 2013, 2014, 2014
- Designed and led 3 workshops for TNT and WFP (w/ Luk N. Van Wassenhove), Fontainebleau, France & Rome (Italy), 2012, 2012, 2012

E. INSEAD

- Facilitator, Advanced Management Program for Brazilian executives in collaboration with Fundação Dom Cabral, 2013 & 2014
- Facilitator, Executive MBA session-Corporate Sustainability, August 2013 (based on my dissertation research)
- Teaching Assistant, Open Enrollment Program on M&As and Corporate Strategy, 2012-2013
- Teaching Assistant, MBA Strategy Core Course, 2012
- Designed and led an Executive Education session on Scaling Up Social Innovation, 2008

TEACHING CASE DEVELOPMENT

1. 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.
 - Winner (Supply Chain Management category): European Foundation for Management Development (EFMD) case study competition 2010
2. 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
3. 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
 - Winner (Public Sector Innovation category): European Foundation for Management Development (EFMD) case study competition 2009
4. 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
 - Winner (African Business Cases category): European Foundation for Management Development (EFMD) case study competition 2009
 - Selected for publication in a condensed version as a free case in ECCHO issue 40

CONFERENCE & INVITED PRESENTATIONS

1. *Strategic Management Society Annual Conference, Houston, October 2017*
 - Junior Faculty Development Workshop
 - Presenter, Pre-conference Panel for the Cooperative Strategy Interest Group on "The Institutional Contexts of Organizations' Cooperative Strategies"
 - "When Does it Pay to Work Together? NPO Channeling and Corporate Disaster Giving" (presented by Luis Ballesteros)
2. *Strategic Management Society Annual Conference, Berlin (Germany), September 2016: "When in Rome: The Tactical Tenor of Environmental NGOs' Interactions with Foreign Governments"*
3. London Business School (UK), September 2016: "Relational Strategies for Developing Capabilities in Emerging Markets: Partnering with Nonmarket Actors to Build Open Institutional Infrastructure"
4. *Academy of Management Annual Conference, Anaheim (USA), August 2016:*

- Presenter, Symposium on “Engaging Transnational to Subnational: Advancing Multilevel Thinking in Socioeconomic Development”: “When in Rome: Environmental NGOs’ Use of a Chameleon Strategy when Engaging with Foreign Governments” (Organization & Management Theory- Business Policy and Strategy –Public & Non-Profit divisions)
 - Panelist, Caucus on “Making Organizations Meaningful through Non-market Activity”
5. Stanford PACS Junior Scholar Forum, Hertie School of Governance, Berlin (Germany), June 2015: “There and Back Again: Coordination, Learning and Identity in Nonprofit Secondments to Emerging Markets”
 6. *EURAM Annual Conference*, Paris (France), June 2016: Panelist for the Strategic Management SIG on Inter-Organizational Collaboration
 7. 6th “Strategy Symposium on Emerging Markets”, Jesse H. Jones Graduate School of Business, Rice University, May 5-6, 2016: “There and Back Again: Coordination, Learning and Identity in Nonprofit Secondments to Emerging Markets”
 8. *Strategic Management Society Annual Conference*, Denver (USA), October 2015:
 - Paper Presentation: “Jump-Starting Cross-Sector Collaboration: Partner Distance and the Dynamics of Alliance Formation”
 - Panelist: “Public-Private Partnerships: Capabilities and Organizational Design”
 9. Symposium on Design Issues in Public-Private Partnerships, Lee Kuan Yew School of Public Policy, Singapore, April 2015: “Cross-Sector Partnerships in Emerging Markets: Managing the Spin-Out, Spin-In Paradox”
 10. 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)
 11. *INSEAD Network Evolution Conference 4.0*, Fontainebleau (France), October 2014: “Building Capabilities despite Weak Market-Supporting Institutions: The Role of Shared Institutional Infrastructure in the Brazilian Cosmetics Industry” (presented by co-author Laurence Capron)
 12. *3rd Wharton-INSEAD Alliance PhD Consortium*, Fontainebleau (France), September 2014: “Constructing Cross-sector Partnership Portfolios: Partner Distance and the Dynamics of Alliance Formation”
 13. *Strategic Management Society Annual Conference*, Madrid (Spain), September 2014: “The Double-Edged Sword of Public-Private Partnerships: Value Creation and Value Capture across Sector Boundaries” (nominated for Best Conference Paper for Practice Implications award and Best PhD Conference Paper award)
 14. *Strategic Management Society Pre-Conference Extension: Public-Private Governance, Social Value and Innovative Organizational Design*, Paris (France), September 2014: “Building capabilities in Brazil: The Role and Governance of Public-Private Ties in Emerging Market Strategy”
 15. *Academy of Management Annual Conference*, Philadelphia (USA), August 2014
 - Paper Presentation: “Building Capabilities in Emerging Markets: The Double-Edged Sword of Cross-Sector Alliances” (International Management Division)
 - Paper Presentation: “How Standalone Firms Build Capabilities: The Role of Shared Institutional Infrastructure in Brazil” (Business Policy and Strategy Division)

- Professional Development Workshop (PDW) co-organizer with, L. Capron, N. Dutt; W. Mitchell, E. Vidal; O. Voronina –“Institutional Intermediation in Emerging Markets: Economics, Sociology, and Business Strategy” (Business Policy and Strategy Division)
 - Symposium presenter: “Juggling too many things or spicing things up? The challenge of managing social business” (Business Policy and Strategy & Organization and Management Theory Divisions)
16. *Academy of International Business Annual Conference*, Vancouver (Canada), June 2014:
 - Paper Presentation: “How Standalone Firms Build Leading-Edge Capabilities in Emerging Markets: The Role of Shared Institutional Infrastructure in the Brazilian Cosmetics Industry”
 - Paper Presentation: “Building Capabilities in Emerging Markets: The Double-Edged Sword of Cross-Sector Alliances”
 17. *2nd Wharton-INSEAD Alliance PhD Consortium*, Philadelphia (USA), October 2013: “Building Capabilities in Emerging Markets: the Role of Cross-Sector Alliances”
 18. *Strategic Management Society Annual Conference*, Atlanta (USA), October 2013: “The Locus of Capabilities in Emerging Markets: The Role of Micro-Macro Resource Grafting by Leading Domestic Firms” (winner, Best Conference PhD Paper Prize)
 19. *Academy of Management Annual Conference*, Lake Buena Vista (USA), August 2013:
 - Professional Development Workshop (PDW) co-organizer with L. Capron – “Inter-Organizational Relationships in Emerging Markets: How do they Differ?” (Business Policy and Strategy Division)
 - Paper Presentation: “Building Capabilities in Emerging Markets: “How Firms Integrate their Operational and Relational Resources.” (Business Policy and Strategy Division)
 20. *Academy of International Business (AIB)*, Istanbul (Turkey), July 2013: “When Opposites Attract: Learning from Cross-Sector Alliances in Emerging Markets”
 21. *Consortium for Competitiveness and Cooperation*, Kansas City (USA), March 2013: “Building Capabilities from Cross-Sector Alliances in Emerging Markets”
 22. *Israel Strategy Conference Doctoral Consortium*, Tel Aviv (Israel), December 2012: “Capability-building in Challenging Institutional Environments: How Emerging Market Firms Integrate Operational and Relational Capabilities”
 23. *1st Wharton-INSEAD Alliance PhD Consortium*, Fontainebleau (France), October 2012: “Cross-Sector Alliances to Integrate Relational and Operational Strategies in Challenging Institutional Contexts”
 24. *Strategic Management Society Annual Conference*, Prague (Czech Republic), October 2012:
 - Paper Presentation: “A Process Perspective on Institutional Capability Development”
 - Interview with Robert Grant, Knowledge and Innovation Interest Group, Foundational Thought Leader series.
 - Strategy Research Initiative (SRI) Paper Development Workshop: “A Process Perspective on Institutional Capability Development”
 25. *Society for the Advancement of Socio-Economics (SASE)*, 24th Annual Meeting, Boston (USA), June 2012: “Becoming a Brazilian Superstar: Achieving Sustainable Competitive Advantage in Challenging Institutional Environments”
 26. *Strategic Management Society Annual Conference*, Miami (USA), October 2011: Doctoral Student Consortium

27. *PREBEM Doctoral Consortium*, Rotterdam (Netherlands), September 2011
28. *Academy of Management Conference*, San Antonio (USA), August 2011: "Surfing the Waves or Turning the Tide? Institutional Capabilities and Firm Strategy"
29. *10th Annual Colloquium of the European Academy of Business in Society (EABIS)*, Fontainebleau (France), October 2011 : "Jump-Starting Social Networks: Using Lead Partnerships to Ignite Companies' CSR Programs"
30. *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: "Jump-Starting Social Networks: Using Lead Partnerships to Ignite Companies' CSR Programs"
31. *Academy of Management Conference*, Montreal (Canada), August 2010 : "Jump-Starting Social Networks: Using Lead Partnerships to Ignite Companies' CSR Programs"

SERVICE

- Editorial Board, *Strategic Management Journal*, 2016-2018
- Junior Faculty Initiative Committee, the Wharton School
- Ad-Hoc Reviewer: *Administrative Science Quarterly*, *Strategic Management Journal*, *International Journal of Production Economics*, *Journal of International Business*
- Session Chair, *Academy of Management Annual Conference*, 2016: Network Structure and Change
- Session Chair, *Strategic Management Society Annual Conference*, 2015: Balancing profit and nonprofit objectives across different business models
- Session Chair, *Academy of International Business Annual Conference*, Vancouver 2014: Innovation in Multinational Enterprises
- Assisted the Chair of the Innovation & Knowledge Management Track in managing the review process and organizing sessions for the *Academy of International Business Annual Conference 2014*
- Reviewer, *Strategic Management Society Annual Conference*, 2012- 2017
- Reviewer, *Strategic Management Society Special Conferences: Tel Aviv (2013), Santiago (2015)*
- Reviewer, *Academy of Management Annual Conference*, 2011- 2016
- Reviewer, *Academy of International Business Annual Conference*, 2013
- Volunteer, *Strategic Management Society Annual Conference*, 2013, 2014
- Volunteer, *Academy of International Business Annual Conference*, 2013, 2014
- Co-organizer of the 1st Wharton-INSEAD Alliance PhD Consortium, 2012
- Session Chair, *EABIS 10th Annual Colloquium*, Fontainebleau, France, 2011

PROFESSIONAL MEMBERSHIPS

- Academy of International Business (2013-present)
- Academy of Management (2010-present)
- Strategic Management Society (2011-present)
- Society for the Advancement of Socio-Economics (2012)

PERSONAL INFORMATION

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