

ALINE C. GATIGNON
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The Wharton School, University of Pennsylvania
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EDUCATIONAL BACKGROUND

Ph.D. in Management, INSEAD, France	June, 2016
M.Sc. in Management, INSEAD, France	June, 2012
M.Sc. in Development Economics, Sciences Po Paris, France	June, 2007
▪ <i>Cum Laude</i>	
▪ Bilingual mention (Portuguese & Spanish)	
B.A. in Political Science, Sciences Po Paris, France	June, 2005
▪ Visiting Student, PUC, Chile: 2004-2005	

ACADEMIC APPOINTMENTS

Wharton School, University of Pennsylvania

Assistant Professor of Management	July, 2016 – current <i>Off tenure clock 17-18, 20-21, 23-24</i>
The Govil Family Faculty Scholar	July, 2020 – 2022
Lecturer	July, 2015 – 2016

RESEARCH INTERESTS

Cross-sector Partnerships, Emerging Markets, Non-market Strategy, Stakeholder Governance, Corporate Social Responsibility

RESEARCH

A. Articles Published and Forthcoming in Refereed Journals

- [1] **Gatignon, Aline** and Bode, Christiane. 2023. When Few Give to Many and Many Give to Few: Corporate Social Responsibility Strategies under India's Legal Mandate, *Strategic Management Journal*. 44(9), 2099–2127. (an earlier version of this paper appeared in the Proceedings of the Academy of Management, see #11)

Lead article

Nominated for Best Paper, STR Division, AOM 2020

- [2] **Gatignon, Aline** and Capron, Laurence. 2023. The Firm as an Architect of Polycentric Governance: Building Open Institutional Infrastructure in Emerging Markets. *Strategic Management Journal*. 44: 48– 85.

Top Ten Most Cited SMJ articles in 2023

Nominated for the “Responsible Research in Management” Award, SMS 2023

Winner, Best PhD Paper Prize, SMS 2013

- [3] **Gatignon, Aline**, Gama, Marina and B. DeMello, Rodrigo, 2023. The Returns to Nonmarket Strategies during Institutional Transitions: Investor Reactions to Actor and Tie Characteristics, *Organization Science*. 34: 2, 916-934.
- [4] **Gatignon, Aline**, 2022. The Double-Edged Sword of Boundary-Spanning Corporate Social Responsibility programs. *Strategic Management Journal*. 43(10), 2156– 2184
Nominated for Best Conference Paper for Practice Implications, SMS 2014
Nominated for Best PhD Conference Paper, SMS 2014
- [5] Ballesteros, Luis and **Gatignon, Aline**. 2019. The Relative Value of Firm and Non-Profit Experience: Tackling Large-Scale Social Issues across Institutional Contexts. *Strategic Management Journal*, 40: 631– 657.
Finalist, Best PhD Paper, SMS 2017
- [6] **Gatignon, Aline** and 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*, 86(3): 232-247
- [7] **Gatignon, Aline**, Charles, Aurélie and Van Wassenhove, Luk N. 2010. The Yogyakarta Earthquake: Humanitarian Relief through IFRC's Decentralized Supply Chain, *International Journal of Production Economics*, 126(1): 102-110

B. Articles Submitted to Refereed Journals

- [8] **Gatignon, Aline**, Clément, Julien, Pongeluppe, Leandro and Van Wassenhove, Luk N. Resource-Poor but Network-Rich: A Configurational Approach to Stakeholder Engagement for Scaling Social Innovation, *submitted to the Journal of International Business Studies, September 23rd 2024*
- [9] Gama, Marina and **Gatignon, Aline**. The Anatomy of Relational Realignments after a Corruption Scandal: Checking the Instrumentalization of Corporate-Nonprofit Partnerships, *resubmitted after 2nd round revision at the Academy of Management Journal, September 23rd 2024*

C. Other Articles and Book Chapters

- [10] **Gatignon, Aline**. Scaling Up Collaboration for Social Impact: the Governance and Design of Corporate-Nonprofit Partnerships, invited chapter in Gerard George, Martine Haas, Havovi Joshi, Anita M McGahan, Paul Tracey (Eds.), *Handbook on the Business of Sustainability: The Organization, Implementation, and Practice of Sustainable Growth* (Edward Elgar, 2022)
- [11] **Gatignon, Aline & Bode, Christiane**. 2020. When Opposites Detract from Cross-Sector Collaboration: An Empirical Analysis of CSR Implementation After The 2013 Reform to The India Companies Act. In Guclu Atinc (Ed.), *Proceedings of the Eightieth Annual Meeting of the Academy of Management (top 10% of accepted papers)*. (a later version of this paper appeared in *Strategic Management Journal*, see #1)

C. Reports and Other Materials

- [12] 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.
- [13] 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
- [14] 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
- [15] 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

D. Research in Progress

- They don't care about us: How public policies can unlock growth in disadvantaged communities (w/ Daphne Coelho, Leandro Pongeluppe, & Sergio Lazzarini, *presented at the Stakeholder Strategy conference, proposal accepted for presentation at SMS, working paper exp. early 2025*)
- Corporate Social Responsibility and Pandemic Response: Evidence from India (w/ Doron Tadmor & Christiane Bode, *analyses and drafting underway, early version presented at AOM, working paper exp. early 2025*)
- The political drivers of CSR investments: an analysis of electoral contests following the 2013 Reform to the India Companies Act (w/ Christiane Bode & Sukrit Puri, *analyses in progress & preparing AOM & SMS submissions, working paper exp. early 2025*)
- Market consolidation, decoupling, and environmental impact: evidence from the Brazilian meatpacking industry (w/ Laurence Capron & Leandro Pongeluppe, *data collection in progress & preparing SMS proposal submission*)
- Nonmarket Stakeholder Synergies in Mergers and Acquisitions (w/ Emilie Feldman & Marina Gama, *data collection in progress*)
- Between a Rock and a Hard Place: How Government Attacks on the Nonprofit Sector Affect Firms' Nonmarket Strategies (w/ Marina Gama, *data collection in progress*)

SERVICE & PROFESSIONAL ASSOCIATIONS

A. Editorial Boards, Conferences, and Other Field Activities

- **Editorial Responsibilities:**
 - Guest editor, special issue of the Academy of Management Perspectives on cross-sector partnerships (call for papers to be announced by December 2024)
 - Organization Science, editorial review board (2023–)
 - Strategic Management Journal, editorial review board (2016–)

- **Conferences and Consortia Organized or Co-Organized**
 - International Corporate Governance Society annual conference, Track Chair (2024)
 - 1st Wharton Managing in Emerging Markets Conference (2024)
 - 1st Wharton Nonmarket Strategy Workshop (2022)
 - Academy of Management STR Junior Faculty Paper Development Workshop (2022, 2023)
 - Academy of Management, Research Frontiers in Nonmarket Strategy Paper Development Workshop (2022)
 - 1st Wharton-INSEAD Alliance PhD Consortium (2012)
- **Reviewer:** *Management Science, Administrative Science Quarterly, the Academy of Management Journal, Journal of International Business, Strategy Science, American Sociological Review, INFORMS/Organization Science Dissertation Proposal Competition (2022; 2024), ITC-Emerald Best International Dissertation Award of the Academy of Management (2018, 2019), Academy of Management Annual Meetings, Strategy Management Society Annual Meetings*

B. Professional Affiliations

- **Elected Positions**
 - Executive Committee, AOM STR Division (2022–2024)
 - Representative-at-large, Stakeholder Strategy Interest Group, Strategic Management Society (2022–2024)
 - Research Committee, AOM STR Division (2020–2022)
- **Other Affiliations and Service**
 - Faculty Affiliate, Center for Africana Studies, University of Pennsylvania (ongoing)
 - Member of the Penn Development Research Initiative (PDRI) (ongoing)
 - Senior Fellow, Global Scope Lab (GLOB-S) (ongoing)
 - Faculty Affiliate, Wharton Social Impact Initiative
 - Stakeholder Strategy, Cooperative Strategy, and Global Strategy Interest Groups, Strategic Management Society (ongoing)
 - STR, OMT, and IM Division Member, Academy of Management (ongoing)

C. University of Pennsylvania Activities

- Global Research & Engagement Funds Peer Review Committee, (2022–2023)
- Fulbright Faculty Committee (2019-2020, 2020-2021, 2021-2022, 2022-2023)
- President's Engagement Prize Committee (2019-2020, 2020-2021)

D. Wharton Activities

- OT workshop series (2022-2023)
- Seminar Committee (2019-2020, 2022-2023)
- Hiring Committee (2021-2022)
- Doctoral Committee (2018-2019, 2020-2021)
- Junior Faculty Initiative Committee (2016-2017)

AWARDS & OTHER HONORS

A. General Honors

- Emerging Sustainability Scholar Award, Alliance for Research on Corporate Sustainability – ARCS (2023)

- Govil Family Faculty Scholar Award, The Wharton School (2020-2022)
- Named to INSEAD's "50 Years, 50 Women, 50 Ideas" series

B. Research

- Nominated for the "Responsible Research in Management" Award, SMS (2023)
- Nominated as a "Best Paper" for the STR Division of the Academy of Management (2020)
- Finalist, Best PhD Conference Paper Award, SMS (2017)
- Nominated for the Best Conference Paper Award, SMS (2016)
- Nominated for the Best Conference Paper for Practice Implications Award, SMS (2014)
- Nominated for the Best PhD Conference Paper Award, SMS (2014)
- Winner of the Best Conference PhD Paper Prize, SMS (2013)
- Nominated for the Best Conference Paper Award, SMS (2012)
- Nominated for the Best PhD Conference Paper Award, SMS (2012)
- Nominated for the Best Conference Paper for Practice Implications Award, SMS (2012)

Teaching and Service

- Outstanding Editorial Board Member Award for the Strategic Management Journal (2017, 2022)
- Integrating Sustainability across the Curriculum (ISAC) grant, University of Pennsylvania (2021)
- Best Reviewer Award, International Management Division of the Academy of Management (2020)
- Outstanding Reviewer Award, STR (former BPS) Division, Academy of Management Annual Conference (2014)
- 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: Public Sector Innovation category (2009)
- Winner of the European Foundation for Management Development (EFMD) case study competition: African Business Cases category (2009)

INVITED AND REFEREED PRESENTATIONS

(*refereed conference, ** invited, † presentation by co-author)

2025 (planned):

- University of Minnesota, Carlson School of Management** (planned February 2025)

2024:

- Seminar speaker, Lee-Chin Institute Sustainability Researchers Group, Rotman School of Management, University of Toronto** (planned December 2024)
- Guest Speaker, Ivey Sustainability Conference, London, Ontario** (planned December 2024)
- Strategic Management Society Annual Conference, Istanbul, Turkey*† (planned October 2024)
- Academy of Management Annual Conference*, Chicago
 - Panelist: OMT Division Global Consortium**, Strategies to Include Underserved Communities PDW*
 - Symposium presentation: Decision-making for Collective Organizing in Community Contexts*†
- AOM STR Division "Networkshop" for PhD students, panelist
- Stakeholder Strategy Conference, HEC Paris**
- Women in Strategy and Entrepreneurship Research, University of Wisconsin-Madison**
- AOM STR Division Virtual Symposium: "How Strategy Research Can Engage with the State", panelist**

- Seminar speaker, University of Wisconsin-Madison**
- Organization Design Community Annual Conference, distinguished speaker**

2023:

- Strategic Management Society Annual Conference, Toronto, Canada*†
- Academy of Management Annual Conference, Boston*
 - Panelist: Fostering Publications from around the World PDW
 - Co-organizer: STR Junior Faculty PDW
 - Paper presentation: “Stakeholder Governance” Symposium, Corporate political activity & stakeholders †
- Alliance for Research on Corporate Sustainability (ARCS) Annual Conference, Georgetown University, Washington D.C.*
- Utah Stakeholder Conference, University of Utah, Utah**
- Strategy and the Business Environment (SBE) Annual Conference, Georgetown University, Washington D.C.*
- QCA Conference of the Americas, USC Marshall School of Business, California*†

2022:

- University of Illinois Urbana-Champaign, Gies College of Business seminar series**
- Wharton-INSEAD PhD Consortium, Sustainability Panel, Philadelphia**
- Strategic Management Society Annual Conference, London*
 - Panelist: Cooperative Strategies for Addressing Societal Issues; Strategy and Public and Nonprofit Management: Synergies and Opportunities
- WINIR Conference on Polycentric Governance & the Challenges of the 21st Century*
- Academy of Management Annual Conference, Seattle*
 - Discussant: Organizing for Good PDW
 - Presenter: Connections between Corporate and Stakeholder Governance Symposium; Doing Good Better Symposium; Ecosystems, Stakeholders, and Grand Challenges Symposium
- INSPER Institute of Education and Research seminar series**
- Firms, Markets & Polycentricity Discussion Group & World Interdisciplinary Network for Institutional Research seminar series**
- INSEAD workshop on New Perspectives on Stakeholder Governance, Fontainebleau, France**

2021:

- Academy of Management, STR Division Virtual PDW for Brazilian scholars, panelist**
- UNC Kenan-Flagler Business School, Strategy & Entrepreneurship seminar series**
- Strategic Management Society Annual Conference, Global Strategy Interest Group PDW panelist**
- Academy of Management Annual Conference*
 - Co-organizer: PDW session on “The Role of Corporations in Governing the Commons”
 - Paper presentation
- NYU Nonmarket Strategy Workshop, discussant**

2020:

- Academy of Management, STR Division Virtual Symposium: “Firm-State Ties: Addressing the Grand Challenges”***
- NYU Nonmarket Strategy Workshop, presenter**
- Strategic Management Society Annual Conference*

- Academy of Management Annual Conference*
- Alliance for Research on Corporate Sustainability*

2019:

- INSEAD PhD Alumni Reunion, Plenary Speaker, “Research and Social Impact”, Fontainebleau, France**
- Stanford PACS 2019 Junior Scholars Forum, Stanford, CA**
- Women in Strategy Workshop, Washington University in St Louis, St. Louis, MO**
- Strategic Management Society Annual Conference, Paris, France*

2018:

- Olin Business School, Washington University in St Louis, St. Louis, MO**
- Academy of Management Annual Conference, Chicago, IL*
- Harvard Kennedy School: SICI conference on "Rethinking Cross-Sector Social Innovation", Boston, MA*
- Wharton-INSEAD Corporate Strategy PhD Camp, "Linking Globalization and Corporate Strategy"***

2017

- Strategic Management Society Annual Conference, Houston, TX*

2016:

- Strategic Management Society Annual Conference, Berlin, Germany*
- London Business School, seminar series, London, UK**
- Academy of Management Annual Conference, Anaheim, CA*
- Stanford PACS Junior Scholar Forum, Hertie School of Governance, Berlin, Germany, June 2016**
- EURAM Annual Conference, Paris, France*
- 6th “Strategy Symposium on Emerging Markets”, Jesse H. Jones Graduate School of Business, Rice University, Houston, TX**

2015:

- Strategic Management Society Annual Conference, Denver, CO*
- Symposium on Design Issues in Public-Private Partnerships, Lee Kuan Yew School of Public Policy, Singapore**
- 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**

2014

- INSEAD Network Evolution Conference 4.0, Fontainebleau, France*†
- 3rd Wharton-INSEAD Alliance PhD Consortium, Fontainebleau, France*
- Strategic Management Society Annual Conference, Madrid, Spain*
- Strategic Management Society Pre-Conference Extension: Public-Private Governance, Social Value and Innovative Organizational Design, Paris, France**
- Academy of Management Annual Conference, Philadelphia, PA*
- Academy of International Business Annual Conference, Vancouver, Canada*

2013:

- 2nd Wharton-INSEAD Alliance PhD Consortium, Philadelphia, PA*
- Strategic Management Society Annual Conference, Atlanta, GA*
- Academy of Management Annual Conference, Lake Buena Vista, FL*
- Academy of International Business (AIB), Istanbul, Turkey*
- Consortium for Competitiveness and Cooperation, Kansas City, KS**

2012:

- Israel Strategy Conference Doctoral Consortium, Tel Aviv, Israel*
- 1st Wharton-INSEAD Alliance PhD Consortium, Fontainebleau, France
- Strategic Management Society Annual Conference, Prague, Czech Republic*
- Society for the Advancement of Socio-Economics (SASE), 24th Annual Meeting, Boston, MA*

2011:

- Strategic Management Society Annual Conference, Miami, FL: Doctoral Student Consortium*
- PREBEM Doctoral Consortium, Rotterdam, Netherlands*
- Academy of Management Conference, San Antonio*
- 10th Annual Colloquium of the European Academy of Business in Society (EABIS), Fontainebleau, France*
- Alliance for Research on Corporate Sustainability (ARCS) & Strategy and the Business Environment (SBE) joint Annual Conference, Philadelphia, PA*

2010:

- Academy of Management Annual Conference, Montreal, Canada*

TEACHING AND RELATED ACTIVITIES

The Wharton School, University of Pennsylvania

- Introduction to Management (MGMT1010, Undergraduate Core Course: 400 students), 2018–
- Nonmarket Strategy (MGMT9600, PhD seminar, co-taught), 2022–
- Political and Social Environment of the Multinational Firm (MGMT715, MBA elective), 2015-2018

INSEAD

- Advanced Management Program 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

Doctoral Committees

- Samantha Darnell (Wharton Management department, entered industry), member
- Christopher Bruno (Wharton Management department, current student), member
- Guilherme Siqueira (Wharton Legal Studies & Business Ethics department, current student), member

Other Advising/Mentoring

- 2nd year reading committee: Samantha Darnell, Christopher Bruno, Doron Tadmor
- PhD Qualifying Exams: Christopher Bruno, Doron Tadmor, Emily Ulrich
- Independent Study Supervision (PhD & MBA students): 2015-2018, 2021-2022, 2022-2023
- Faculty mentor, President's Engagement Prize finalist team, 2019
- Faculty advisor, Senior Thesis, Huntsman Program in International Studies and Business, 2018
- Faculty advisor, Global Knowledge Lab project, Lauder Institute, 2018

SELECTED MEDIA MENTIONS AND PROFESSIONAL APPEARANCES

- Future of Education, Science, and Culture International Organizations Forum (FESCIOF), March 2023, speaker
- How India's CSR experience can shape ESG strategies, Knowledge @ Wharton – 02/28/2023
- Impact Scholar Community: Profiled as part of the Impact Story collection – 02/14/2023
- How Investors Value Firms' Political or NGO Ties, Knowledge @ Wharton – 09/19/2022
- Creating Equity in COVID-19 Testing and Vaccine Distribution, Knowledge @ Wharton – 05/04/2021
- Blending Public and Private Value Creation at Natura, INSEAD Knowledge – 04/20/2020
- Want Your Business to Combat Coronavirus? 3 Best Practices for Partnering with Nonprofits, Forbes – 04/10/2020
- Votre Entreprise peut avoir un Impact sur le Coronavirus, H24Finances – 03/30/2020
- Confronting COVID-19: Why Firms Need to Tap Nonprofit Partnerships, Knowledge @ Wharton – 03/19/2020
- How Partnerships Drive Health Care Innovation in Africa, Knowledge @ Wharton – 08/19/2016
- Creating Optimal Partnerships to Tackle Socio-economic Problems, Knowledge @ Wharton – 04/21/2016

PERSONAL INFORMATION

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