

# Exequiel (Zeke) Hernandez

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## EMPLOYMENT

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The Wharton School, University of Pennsylvania

- Max and Bernice Garchik Family Presidential Associate Professor (with tenure)
- Max and Bernice Garchik Family Presidential Assistant Professor (2018-2020)
- Assistant Professor of Management (2013-2018)

Olin Business School, Washington University in St. Louis

- Assistant Professor of Strategy (2011-2013)

## EDUCATION

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University of Minnesota, Carlson School of Management

- PhD in Strategic Management and Organization (2011)

Brigham Young University, Marriott School of Management

- BS in Accountancy, *summa cum laude* (2006)
- Masters in Accountancy, with distinction (2006)

## RESEARCH

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### Published or Forthcoming

[1] Hernandez, E.; Kulchina, E. (2019) "[Immigrants and Foreign Firm Performance](#)" *Organization Science* (forthcoming). [SSRN link](#)

- AIB/Temple Best Paper Award, Academy of International Business (2016)

[2] Hernandez, E.; Menon, A. (2019) "[Corporate Strategy and Network Change](#)" *Academy of Management Review* (forthcoming). [SSRN link](#)

Balachandran, S.; Hernandez, E. (2019) "[Do Institutional Reforms Perpetuate or Mitigate the Matthew Effect? Intellectual Property Rights and Access to International Alliances](#)" *Strategy Science*, 4(2): 151-174. [SSRN link](#)

- Nominee, Best Paper, Strategic Management Society (2016)

[3] Li, Y.; Hernandez, E.; Gwon, S. (2019) "[When Do Ethnic Communities Affect Foreign Location Choice? Dual Entry Strategies of Korean Banks in China](#)" *Academy of Management Journal*, 62(1): 172-195. [SSRN link](#)

[4] Hernandez, E.; Shaver, J.M. (2019) "[Network Synergy](#)" *Administrative Science Quarterly*, 64(1): 171-202.

- Glueck Best Paper Award, Strategic Management (STR) Division, Academy of Management (2017)

[5] Balachandran, S.; Hernandez, E. (2018) "[Networks and Innovation: Accounting for Structural and Institutional Sources of Recombination in Brokerage Triads](#)", *Organization Science*, 29(1): 80-99.

[6] Hernandez, E.; Menon, A. (2018) "[Acquisitions, Node Collapse, and Network Revolution](#)" *Management Science*, 64(4): 1652-1671.

- Runner-Up, Best Paper, Strategic Management Society (2015)

[7] Hernandez, E.; Guillen, M.F. (2018) "[What's Theoretically Novel About Emerging Market Multinationals?](#)" *Journal of International Business Studies*, 49(1): 24-33.

[8] Hernandez, E.; Sanders, W.G.; Tuschke, A. (2015) "[Network Defense: Pruning, Grafting, and Closing to Prevent Leakage of Strategic Knowledge to Rivals](#)", *Academy of Management Journal*, 58(4): 1233-1260.

- Runner-Up, Louis Pondy Award, OMT Division, Academy of Management (2009).

[9] Hernandez, E. (2014) "[Finding a Home Away From Home: Effects of Immigrants on Firms' Foreign Location Choice and Performance](#)", *Administrative Science Quarterly*, 59(1): 73-108.

- Administrative Science Quarterly Editor's Choice Collection (2014): exemplary article in the "Networks and Knowledge" category
- Finalist, Outstanding Dissertation Award, Strategic Management (STR) Division, Academy of Management (2012)
- Best PhD Student Paper, Best Practical Implications Paper, and finalist for Best Paper, Strategic Management Society (2009)

[10] Tuschke, A.; Sanders, W.G.; Hernandez, E. (2014) "[Whose Experience Matters in the Boardroom? The Effects of Experiential and Vicarious Learning on Emerging Market Entry](#)", *Strategic Management Journal*, 35(3): 398-418.

[11] Vasudeva, G.; Zaheer, A.; Hernandez, E. (2013) "[The Embeddedness of Networks: Institutions, Structural Holes, and Innovativeness in the Fuel Cell Industry](#)", *Organization Science*, 24(3): 645-663.

[12] Zaheer, A.; Hernandez, E. (2011) "[The Geographic Scope of the MNC and its Alliance Portfolio: Resolving the Paradox of Distance](#)", *Global Strategy Journal*, 1(1-2): 109-126.

[13] Zaheer, A.; Hernandez, E.; Banerjee, S. (2010) "[Prior Alliances with Targets and Acquisition Performance in Knowledge-Intensive Industries](#)" *Organization Science*, 21(5): 1072-1091.

### Under Review

[14] Feldman, E.; Hernandez, E. "Synergy in Mergers and Acquisitions: Typology, Lifecycles, and Value"

- Under 3<sup>rd</sup> review, *Academy of Management Review*

[15] Balachandran, S.; Hernandez, E. "Mi Casa Es Tu Casa: Immigrant Entrepreneurs as Pathways to Foreign Venture Capital Investments". [SSRN link](#)

- Revise & resubmit, *Strategic Management Journal*

### Working Papers

[16] Hernandez, E.; Lee, J.; Shaver, J. M. "Alliance-Network Externalities and Firm Innovation: Separating Endogenous from Exogenous Network Mechanisms"

- Nominee, Best Paper, Strategic Management Society (2020)

### Unemployed Papers

[17] Hernandez, E.; Tuschke, A. "Cooperative vs. Adversarial Learning: How the Experiences of Rivals and Non-Rivals Affect Foreign Market Entry"

[18] Hernandez, E.; Zaheer, A. "When do Alliances Hurt Firm Performance?"

### Early Stage Projects

Why Migration Matters in Management Research (with Prithwiraj Choudhury, Elena Kulchina, and Dan Wang)

- Writing initial draft

Acquisitions and Non-Market Stakeholder Synergies (with Emilie Feldman and Kate Odzienkowska)

- Data collection and early analysis

Immigrants and Expatriate Manager Assignments in Foreign Subsidiaries: Evidence from South Korean Multinationals (with Elena Kulchina)

- Data collection
- Funded by Wharton Global Initiatives and the Wharton Dean's Research Fund

The Effect of Hiring Immigrant Workers on Firms' Product Innovation (with Logan Bryan)

- Data collection

Immigrant Scientists and Post-Acquisition Innovation (with Logan Bryan and Diego Useche)

- Data collection

Explaining the Cross-National Variation in Alliance Network Structure (with Aks Zaheer)

- Data collection
- Funded by Wharton Global Initiatives

### Reports and Teaching Materials

Hernandez, E. (2018) "[The Missing Pieces of the Economic Debate Over Immigration Reform](#)", *Penn Wharton Public Policy Initiative Issue Brief*, 6(7):1-6.

Hernandez, E.; Foster, J. "Uber Growth: The Globalization of a Startup " (Teaching case)

Hernandez, E.; Foster, J. "Uber's Challenges in Foreign Markets (A)" (Teaching case)

Hernandez, E.; Foster, J. "Uber's Challenges in Foreign Markets (B)" (Teaching case)

## AWARDS

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### Research Awards (reverse chronological order)

Nominee, Best Paper, Strategic Management Society (2020)

[Emerging Scholar](#), Strategic Management Society (2018)

[Emerging Scholar](#), Strategic Management Division (STR), Academy of Management (2017)

[Emerging Scholar](#), International Management Division (IM), Academy of Management (2016)

[Glueck Best Paper Award](#), Strategic Management (STR) Division, Academy of Management (2017)

Nominee, Best Paper, Strategic Management Society (2016)

[AIB/Temple Best Paper Award](#), Academy of International Business (2016)

[Runner-Up, Best Paper](#), Strategic Management Society (2015)

[Administrative Science Quarterly Editor's Choice Collection](#) (2014): exemplary article in the "Networks and Knowledge" category

[Finalist, Outstanding Dissertation Award](#), Strategic Management (STR) Division, Academy of Management (2012)

[Best PhD Student Paper](#), Best Practical Implications Paper, and finalist for Best Paper, Strategic Management Society (2009)

Runner-Up, Louis Pondy Award, OMT Division, Academy of Management (2009)

University of Minnesota Graduate School Fellowship and Carlson School of Management Graduate Fellowship (2009-11)

### **Teaching Awards (reverse chronological order)**

[Best 40 Under 40 Business Professor](#), Poets & Quants (2019)

Wharton Teaching Excellence Award (2019)

Wharton Teaching Excellence Award (2018)

Core Curriculum Award, "Goes Above and Beyond the Call of Duty," MBA Program, Wharton (2018)

Teaching Commitment and Curricular Innovation Award, MBA Program, Wharton (2017)

Finalist, Outstanding Faculty Member, nominated by Freshman Classes of 2011 and 2012, Washington University in St. Louis (University wide award)

Excellence in Teaching Award, Carlson School of Management, University of Minnesota (2009)

## **PROFESSIONAL SERVICE**

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### Editorial Boards

- *Administrative Science Quarterly*, 2014-Present
- *Strategic Management Journal*, 2016-Present
- *Academy of Management Review*, 2017-Present
- *Organization Science*, 2018-Present

### Ad-hoc Reviewer

*Management Science, Academy of Management Journal, Strategic Organization, Strategy Science, Journal of International Business Studies, Global Strategy Journal, Strategic Entrepreneurship Journal*

### Conference Reviewer

*Academy of Management Meeting* (Best Reviewer Awards, BPS and IM Divisions, multiple years)  
*Academy of International Business Meeting* (Best Reviewer Award, multiple years)  
*Strategic Management Society Conference* (multiple years)

Research Committee, Strategic Management (STR) Division, Academy of Management (2019-2020)

Faculty IT Steering Committee, The Wharton School (2018-2020)

Department Chair Selection Committee, Management Department, The Wharton School (2016, 2019)

Doctoral Program Committee, Management Department, The Wharton School (2016-2017, 2019-2020)

Seminar Committee, Management Department, The Wharton School (2014-2016, 2017-2018)

Recruiting Committee, Multinational Management, Management Department, The Wharton School (2014, 2019)

Seminar Series Organizer, Strategy Area, Washington University in St. Louis (2012-2013)

## TEACHING

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### MBA and Undergraduate

Managing the Enterprise: Global Strategy (MGMT 612/3, Core MBA class)

- The Wharton School (MBA 2013-present; WEMBA 2014-present; JDMBA 2014-present)

Advanced Global Strategy (MGMT 871, Elective MBA class)

- The Wharton School (2019-present)

Managing in Turbulent Environments: The Case of Argentina (MGMT 895, Elective WEMBA class)

- The Wharton School (2017-present)

Network Theory and Applications (MGMT 935, PhD Seminar)

- The Wharton School (2020-present)

Industry Exploration Program: Media & Entertainment Industry (WH297, Elective Undergraduate class)

- The Wharton School (2019-present)

Introduction to Management (MGMT 100)

- Olin Business School, Washington University in St. Louis (2011-2013)

Business Policy: Strategy Formulation and Implementation

- Carlson School of Management, University of Minnesota (2009)

### PhD Student Training

- [Sarath Balachandran](#), Wharton, Advisor (Placement: London Business School)
- Jason Lee, Wharton, Advisor (3<sup>rd</sup> year student)
- Logan Bryan, Wharton, Advisor (2<sup>nd</sup> year student)
- [Luis Ballesteros](#), Wharton, Committee Member
- [Kate Odziemkowska](#), Wharton, Committee Member
- [Tracy Anderson](#), Wharton, Committee Member

## INVITED PRESENTATIONS

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- HEC Montreal, Department of International Business (Fall 2020)
- University of Utah, Strategy Department (Feb 2020)
- STR Division Plenary Session, Academy of Management (August 2019)
- HEC Lausanne, Department of Strategy (May 2019)
- Klion Forum (keynote speaker), Columbia University (April 2019)
- University of Maryland, Strategy Seminar (March 2019)

- The Wharton School, Legal Studies & Business Ethics Department (January 2019)
- University of Colorado (Boulder), Strategy, Entrepreneurship, & Operations (November 2018)
- Bocconi University, Strategy Department (May 2018)
- George Washington University, International Business Department (February 2018)
- Baruch College, International Business Group (Fall 2017)
- Columbia Business School, Management Department (April 2017)
- Harvard Business School, Organizational Behavior Unit (October 2016)
- University of Michigan, ICOS Seminar (January 2016)
- INFORMS Strategy Science Conference, Philadelphia, PA (November 2015)
- SUNY Buffalo, Strategy Department (October 2015)
- London Business School, Strategy and Entrepreneurship Department (September 2015)
- Tilburg University, Strategy Department (June 2015)
- BI Norwegian Business School, Strategy Department (June 2015)
- Strategy Symposium on Emerging Markets, Rice University (April 2015)
- Workshop on Innovation in a Global Economy, Harvard Business School (March 2015)
- Duke Strategy Conference (October 2014)
- INSEAD, Strategy Seminar (September 2014)
- Winter Strategy Conference, University of Utah-BYU (February 2014)
- University of Munich, Center for Advanced Management Studies (October 2013)
- Purdue, Strategy Department (September 2012)
- University of Munich, Center for Advanced Management Studies (June 2012)
- The Wharton School, Management Department (January 2011)
- Georgetown University, Strategy, Economics, Ethics, and Public Policy Department (January 2011)
- University of Toronto, Strategy Department (January, 2011)
- University of North Carolina-Chapel Hill, Strategy Department (December 2010)
- University of Michigan, Strategy Department (December 2010)
- University of Maryland, Management Department (December 2010)
- University of Utah, Management Department (December 2010)
- University of Texas-Austin, Management Department (December 2010)
- Dartmouth, Strategy Department (December 2010)
- Duke University, Strategy Department (December 2010)
- Washington University in St. Louis, Strategy Area (November 2010)