

SUSAN ELIZABETH FEINBERG

Assistant Professor of International Business
Rutgers Business School Newark/New Brunswick
111 Washington Street
Newark, NJ 07102
(973) 353-5297
e-mail: feinberg@business.rutgers.edu

APPOINTMENTS

Assistant Professor of International Business, Rutgers Business School. 2005-present.

Assistant Professor of International Business, Robert H. Smith School of Business, University of Maryland. 1996-2002. 2003-2005.

EDUCATION

Carlson School of Management, University of Minnesota. Ph.D. in Business Administration, 1996.
The Wharton School, University of Pennsylvania. B.S.E. in Marketing 1987, *cum laude*.

RESEARCH INTERESTS

Impact of trade liberalization and economic policy on firm behavior. Effect of economic reforms on foreign direct investment and MNC operations. MNC location choices and outsourcing. US-Canada trade.

ACADEMIC HONORS, AWARDS AND GRANTS

January, 2004 *Summer Research Award*, Robert H. Smith School of Business.
January, 2002 *Summer Research Award*, Robert H. Smith School of Business.
January, 2001 *Summer Research Award*, Robert H. Smith School of Business.
March, 2000 *Best Paper*, International Management Division, Academy of Management.
December, 1999 *Summer Research Award*, Robert H. Smith School of Business.
July, 1998 *Graduate Research Board Summer Research Grant*, University of Maryland.
October, 1997 *Finalist: Best Dissertation Award*, Academy of International Business.
August, 1997 *Finalist: Best Dissertation Award*, The Academy of Management, IM Division.
January, 1996 *Fulbright Research Scholarship*, Canada-US Fulbright Program.

EDITORIAL APPOINTMENTS

Special Departmental Editor (Economics), *Journal of International Business Studies*, August 2004.
Editorial Review Board, *Journal of International Business Studies*, *Management International Review*.

PUBLICATIONS

Refereed Journal Articles

- [1] Accounting for the Growth of MNC-based Trade using a Structural Model of U.S. MNCs (with M. Keane), *American Economic Review*, forthcoming.
- [2] Knowledge Spillovers and the Assignment of R&D Responsibilities to Foreign Subsidiaries (with A. Gupta), (2004). *Strategic Management Journal*, 25(8-9): 823-845.

- [3] Technology Spillovers from FDI in the Indian Pharmaceutical Industry (with S. Majumdar), (2001). *Journal of International Business Studies*, 32(3): 421-438.
- [4] US-Canada Trade Liberalization and MNC Production Location (with M. Keane), (2001). *The Review of Economics and Statistics*, 83(1): 118-132.
- [5] Do World Product Mandates Really Matter? (2000). *Journal of International Business Studies*, 31(1): 155-168.
- [6] Trade Liberalization and "Delocalization": New Evidence From Firm-level Panel Data (with M. Keane and M. Bognanno (third author)), (1998). *Canadian Journal of Economics*, 31(4): 749-777. *Lead article, nominated for the Harry Johnson Prize.*

Refereed Conference Proceedings and Book Chapters

- [1] The Intra-firm Trade of U.S. MNCs: Findings and Implications for Models and Policy (with M. Keane) (2005). In Blomstrom, M., Graham, E. and T. Moran (eds.), The Impact of Foreign Direct Investment on Development: New Measurements, New Outcomes, New Policy Approaches. Washington, D.C.: Institute for International Economics.
- [2] Country Risk and Network Linkages Within MNCs (with A. Gupta), (2004). *Academy of Management Best Papers Proceedings*.
- [3] The International R&D location choices of US Multinationals, (2000). *Academy of Management Best Papers Proceedings, IM: D1-D6. Best Paper Award: International Management Division.*

WORKING PAPERS UNDER REVIEW

- [1] Advances in Logistics and the Growth of Intra-firm Trade: The Case of Canadian Affiliates of U.S. Multinationals (with M. Keane, first author). First review, *Journal of Industrial Organization*, 7/06.
- [2] Tariff Effects on MNC decisions to Engage in Intra-firm and Arms-length Trade (with M. Keane). First review, *Journal of International Economics*, 7/06.
- [3] MNC Subsidiaries And Country Risk: Internalization As A Safeguard Against Weak External Institutions (with Anil Gupta). First Review at the *Academy of Management Journal*. 4/06.

WORKING PAPERS NEAR COMPLETION

- [1] Growth, Capital Market Development, and Competition for Resources within MNCs (with G. Phillips) (2005). *NBER Working Paper 9252*. Preparing for submission to *Strategic Management Journal*.
- [2] The Expansion and Location Patterns of U.S. Multinationals (2003). Preparing for submission to the *Journal of International Business Studies*.

NEW WORK IN PROGRESS

[1] The Offshore Outsourcing and FDI Strategies of American Firms Operating in Canada and Canadian Firms Operating in the U.S., (with M. Keane). \$15,000 grant received for this project from Industry Canada.

[2] Just-in Time Production, Inventory Management and the Growth of Trade (with M. Keane)

TEACHING CASES

U.S. Memories (with S. Lenway and W. McEvily), (1993).

Reprinted in *Pew Case Studies on Global Competition* and Marcus, Alfred, Business and Society. Irwin Press, second edition.

TEACHING EXPERIENCE

Econometrics for Social Sciences (doctoral seminar, Rutgers University, Spring 2006)

International Business (undergraduate, Rutgers University, Fall 2005)

Global Economic Environment of Business (MBA Core). Average Evaluation (past 2 years): 3.9/5

International Business (Undergraduate). Average Evaluation: 4.23/5

Business Ethics and Society (Undergraduate): Evaluation: 4.68/5

Business Strategy and Policy, Carlson School of Management, University of Minnesota.

CONFERENCE PRESENTATIONS

Tariff Effects on MNC decisions to Engage in Intra-firm and Arms-length Trade (with M. Keane):

- *Academy of International Business*, Beijing, China, 2006.

Country Risk and Network Linkages within MNCs (with A. Gupta):

- *Academy of Management*, New Orleans, LA, 2004.

Accounting for the growth of MNC-based trade using a structural Model of U.S. MNCs (with M. Keane):

- *NBER, Conference on Research on Income and Wealth*, Cambridge, MA, August, 2003.
- *CEPR, European Research Workshop on International Trade*, Berne, Switzerland, June 2003.
- *NBER, Universities Research Conference*, Cambridge, MA., May, 2002.

Knowledge Spillovers and the Assignment of R&D Responsibilities to Foreign Subsidiaries (with A. Gupta):

- *Academy of Management*, Seattle WA, 2003.
- *University of Pittsburgh/Carnegie Bosch Institute Conference on the Global Acquisition, Protection and Leveraging of Technological Competencies*, October 2002.

Firm-Specific Resources, Financial Market Development and the Growth of US MNCs (with G. Phillips):

- *Western Finance Association*, Cabo San Lucas, Mexico, June 2003.
- *Academy of Management*, Washington, D.C., 2001.

Technology Spillovers from Foreign Direct Investment in the Indian Pharmaceuticals Industry (with S. Majumdar):

- *Academy of International Business*, Charleston, SC, November 1999.
- *Academy of Management*, Chicago, IL, August 1999.

US-Canada Trade Liberalization and MNC Production Location (with M. Keane):

- *Academy of Management*, Boston, MA, August, 1997.
- *Administrative Sciences Association of Canada*, St. Johns, Newfoundland, June, 1997.

The Growth and Complexity of U.S. Multinationals. *JIBS Conference on Emerging Research Frontiers in International Business*, Duke University, March 2003.

The International R&D Location Choices of US Multinationals, *Academy of Management*, Toronto, CA, August, 2000.

Do World Product Mandates Really Matter?, *Academy of Management*, San Diego, CA, August, 1998.
A Resource-based Examination of US MNCs' Adjustments to Trade Liberalization in the Canadian Market, *Academy of Management*, Boston, MA, August, 1997.

Multinational Firms and Free Trade: An examination of MNC Location Decisions and Adjustments to Trade Liberalization (with M. Keane), *Academy of Management*, Vancouver, B.C., August, 1995.

Antitrust Policy and Cooperative R&D: Much Ado About Nothing, with (S. Balakrishnan, W. McEvily and S. Lenway). *Academy of Management*, Vancouver, B.C., August 1995.

Environmental Regulation, Market Forces and Product Development: the case of Electric Cars, (with J. Gata and A. Marcus). *ORSA/TIMS*, Anchorage, AK, June, 1994.

INVITED SEMINARS

Rutgers University, November 2004

Fletcher School of Law and Diplomacy, Tufts University, October 2004

Duke University, February, 2004

University of Virginia, February 2004

Georgetown University School of Foreign Service, January 2004

Princeton University, International Economics Section, September 2003

The World Bank, Development Economics Research Group, May 2003

George Washington University, April 2003

American University, April 2003

International Monetary Fund, Research Department, April 2003

University of Maryland, Economics Department, March 2003

U.S. International Trade Commission, December 2002

Rutgers University, April 2001

U.S. Census Bureau, Center for Economic Studies, March 2001

Georgetown University, March 2001

U.S. Department of Commerce, Bureau of Economic Analysis, June 2000

The Wharton School, University of Pennsylvania, April, 2000

Australian Graduate School of Management, May 1999

University of Toronto, February 1999

University of Virginia, November 1998

University of Michigan, May 1998

Rutgers University, October 1997

New York University, June 1996

University of Western Ontario, April 1996

LEADERSHIP/SERVICE IN PROFESSIONAL ASSOCIATIONS

- Vice President, Administration (elected): *Academy of International Business*, 2006-8
- Panelist: Doctoral Consortium: *Academy of International Business*, 2004
- Chairperson: Doctoral Consortium: *Academy of International Business*, 2003
- Panelist: Junior Faculty Consortium: *Academy of International Business*, 2002
- Track Chair, Economics: *Academy of International Business*, 2002
- Panelist: Doctoral Consortium: *Academy of Management*, International Management Division, 2000

PUBLIC SPEAKING, TESTIMONY, AND POLICY APPOINTMENTS

- International Economic Advisory Team: John Kerry for President, 2004
- United States State Department Speaker, Port Au Prince, Haiti, October 2003
- Panelist: Investment and the Doha Round, Yale Center for the Study of Globalization, April 2003
- Testimony before the *United States Trade Deficit Review Commission*, April 2000

AD HOC REVIEWER

American Economic Review, Journal of International Economics, Management Science, Academy of Management Journal, Strategic Management Journal, The Review of Economics and Statistics, Canadian Journal of Economics, Academy of Management Review, Journal of Business Research, Academy of Management, Academy of International Business, European International Business Association, Social Science Research Council of Canada.

PROFESSIONAL ASSOCIATIONS

Academy of International Business, Academy of Management, American Economic Association

INDUSTRY EXPERIENCE (1987-1990)

Account Executive, Ted Bates, Puteaux, France. Managed multinational and French advertising accounts, marketing research and new product development.

Account Executive, Saatchi & Saatchi Direct, Neuilly-sur-Seine, France. Managed multinational and French direct marketing accounts and new business development.

Management Intern, Ogilvy Defrenois, Paris, France.

PERSONAL

Extensive international work and travel experience. Bilingual French/English.