

Luis Ballesteros

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A. Education

THE WHARTON SCHOOL, Applied Economics and Management, Strategy Research Foundation Dissertation Fellow (SRF-2015DP-0036)	Philadelphia, PA PhD 2017
MASSACHUSETTS INSTITUTE OF TECHNOLOGY, International Development, Japan-Inter American Development Bank Scholarship (11 selected/ 595 applicants)	Cambridge, MA MA 2009
AUTONOMOUS TECHNOLOGICAL INSTITUTE OF MEXICO, Business and Economics, <i>Summa Cum Laude</i> (two students from a graduating class of around 200 students)	Mexico City, Mexico BAs 2000

B. Academic Positions

Assistant Professor of International Business	2017-Present
Co-Director, Global Scope Research Lab	2018-Present
THE GEORGE WASHINGTON UNIVERSITY SCHOOL OF BUSINESS,	Washington, D.C.

C. Research

Interests: organizational decision making under uncertainty and risk, financial and economic consequences of firm strategy, individual and institutional determinants of company behavior

Articles in Refereed Journals

- [1] Ballesteros, Luis and Catherine Magelssen, Forthcoming. "Institutional disruptions and the philanthropy of multinational enterprises." *Organization Science* (2021). Issue Forthcoming.
 - Best PhD Paper, Strategy Management Society Annual Meeting 2015.
- [2] Ballesteros, Luis, and Aline Gatignon. "The relative value of firm and nonprofit experience: Tackling large-scale social issues across institutional contexts." *Strategic Management Journal*. 40.4 (2019):631–657
 - Best Conference Paper (Nominated), Strategy Management Society Annual Meeting 2017.
- [3] Ballesteros, Luis, Michael Useem, and Tyler Wry. "Masters of disasters? An empirical analysis of how societies benefit from corporate aid." *Academy of Management Journal* 60.5 (2017): 1682-1708.
 - Best Conference Paper (Nominated), Academy of International Business Annual Meeting 2016.
 - Best Conference Paper (Nominated), Strategy Management Society Annual Meeting 2016.

Working Papers

- [4] Ballesteros, Luis, Tyler Wry, and Michael Useem, "Punished for doing good: Heuristic-based judgement and the contingent returns to company philanthropy under high uncertainty (September 7,

2021). Available at SSRN: <https://ssrn.com/abstract=3919161> or <http://dx.doi.org/10.2139/ssrn.3919161>. **Revise and Resubmit, Academy of Management Journal.**

- [5] Ballesteros, Luis and Howard Kunreuther. "Organizational decision making under uncertainty shocks." *NBER* 24924 (2018). <https://www.nber.org/papers/w24924>. **2nd Revise and Resubmit, Academy of Management Review.**
- Risk Management and Decision Processes Center 2018-05, https://riskcenter.wharton.upenn.edu/wp-content/uploads/2018/08/WP201805_Organizational-Decision-Making-Under-Shocks.pdf.
- [6] Ballesteros, Luis, "How firms oversupply collective amid high environmental uncertainty" **3rd Revise and Resubmit, Management Science.** Last version: <https://gwu.box.com/v/firmsupplyofcollectivegoods>.
- Best Conference Paper (Nominated), Strategy Management Society Annual Meeting 2018.
- [7] Ballesteros, Luis and Catherine Magelssen. "Communications technology and the Management of Innovation in Multinational Firms." (2021). Last version: <https://gwu.box.com/v/MNEInnovation>.
- [8] Ballesteros, Luis and Vontrese Pamphile, "Is labor productivity more Sensitive to corporate philanthropy towards welfare shocks or chronic conditions?" (April 21, 2021). Available at SSRN: <https://ssrn.com/abstract=3831440> or <http://dx.doi.org/10.2139/ssrn.3831440>.
- [9] Magelssen, Catherine and Luis Ballesteros. "Internal allocation of rights within the firm and the creation of competitive advantages: evidence from communication shocks." (2021). [Last version](#).
- [10] Ballesteros, Luis. "Can natural disasters affect innovation? Evidence from Hurricane Katrina" (2021). [Last version](#).
- [11] Ballesteros, Luis "Are Entrepreneurs Risk Tolerant? Evidence form Systemic Shocks in Mexico." (2020) [Extended abstract](#).
- [11] Ballesteros, Luis and Heather Berry. "How Fast Liability of Foreignness Changes: A Study of the Effect of National Shocks on the Sentiment of Bilateral Relations and Market Entry" (2019). ([Extended abstract](#)).
- [12] Ballesteros, Luis, Catherine Magelssen, and Meghana Ayyagari. "Business internationality and the performance consequences of economic disintegration: Evidence from Brexit" (2021). ([Extended abstract](#)).

Book Chapters

- Ballesteros, L., 2019. "How MNEs Bring Innovation and Efficiency to the Global Provision of Emergency Goods" In *Handbook of Social Innovation*, Forthcoming, Edited by George, G. P. Tracey, T. Baker, H. Joshi, Edward Elgar Press.
- Useem, M. & Ballesteros, L., 2018. "Corporate Giving for Disaster Relief" In Kunreuther, H., & Useem, M. *Mastering Catastrophic Risk: How Companies are Coping with Disruption*. 127-138. Oxford University Press.
- Ballesteros, L. & M. Useem, 2015. "How They Did It (Private Giving, Insurance Payouts for Recovery, Execution and Expectations". In *Leadership Dispatches: Chile's Extraordinary Comeback from Disaster*, Useem, M., Kunreuther, H. & Michel-Kerjan, E., 47 - 165. Stanford University Press.

D. Service

Academy of Management Journal, Co-Chair, STR Dissertation Consortium	2020-2021
Academy of Management Journal, Editorial Board	2020-2022
Strategic Management Journal, Editorial Board	2019-2021

E. Teaching

International Business (Undergraduate Course). Three sections, 48 students by section. Average teaching evaluations: 4.6-4.8 (out of 5.0; Department: 4.5; School:4.4)	2017-2021
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F. Awards and Recognition

- [Emerging Scholar Award, 2021](#). GWSB Dean's recognition for impactful research, including an ongoing research program that promises to make a significant contribution to business scholarship.
- Winner of the Responsible Research in Management Award, [IACMR-RRBM](#), 2018
- Grand Challenges Canada, Star Reviewer, 2018-Present
- [2018 Peter J. Buckley and Mark Casson AIB Dissertation Award](#)
- Academy of Management, IM Division D'Amore-McKim School of Business, Northeastern University Award for the [Best Dissertation in International Management](#)—Finalist 2018
- GWU Professor of the Year (Nomination), 2018
- GWU Pi Beta Phi Extraordinary Educator, 2018
- [SMS Best Paper Award \(Nomination\)](#), 2016, 2017, 2018
- [AIB Best Paper Award 2016 \(Nomination\)](#), 2016
- [AIB "That's Interesting!" Award 2016 \(Nomination\)](#), 2016 [Description](#)
- [SMS Best Conference PhD Paper Prize](#), 2015
- [SMS Best Conference Paper Prize for Practical Implications 2015 \(Nomination\)](#), 2015
- AOM Best Paper Proceedings, 2015
- The Anthony Sun Fellowship (2008)- MIT International Science and Tech Initiative
- Public Service Center/MIT DUSP Award (2007)
- National Council of Science and Technology-Mexico Award (2006-2008)
- National Prize of Financial Derivatives- Nominated by JP Morgan (2006)

G. Funding

- GW Center for International Business Education and Research, ~40,000 (on-going)
- GW Research Experience for Undergraduates (2017, 2018, 2019)
- Global Initiatives Research Program (2013, 2016) (\$21,600)
- Strategy Research Foundation SRF Dissertation Research Grant program, 2016-2017 (\$8,670)
- Wharton Social Impact Initiative grant (2013, 2015) (\$15,000)
- The Russell Ackoff Doctoral Student Fellowship Award (2012, 2013, 2015), The Wharton Risk Center (\$7,000)
- INSEAD-Wharton Alliance (2013) (\$8,500)
- The Penn Lauder CIBER Grant (2013) (\$2,000)

H. Non-Academic Positions

Disaster Risk Management Consultant	2010-2011
THE WORLD BANK	2008-2009 Washington, D.C.
Head of Interest Rate, Derivatives Market JP MORGAN	2001- 2007 Mexico City, Mexico/ New York City
Project Development Specialist UNITED NATIONS DEVELOPMENT PROGRAM	1999- 2001 Mexico City, Mexico/ New York City

I. Selected Presentations

- Strategic Management Society, Annual Conference. Virtual, 2020 [7] Panel Presenter
- 24th Annual Conference of the Society for Institutional & Organizational Economics. 2020 [1]. One of the nine out of ~80 sessions to be streamed live.
- Academy of Management Annual Meeting, Boston, Massachusetts. 2019 [6]
- Academy of Management Annual Meeting, Chicago, Illinois. 2018 [1]
- Academy of International Business, Annual Meeting 2018, Minneapolis, Minnesota. 2018. Best Dissertation
- Strategic Management Society, Annual Conference. Houston, USA, 2017. Panel Presenter: Cooperative Strategies; Best Paper (Nomination) [2], [6], [8]
- Strategic Management Society, Annual Conference. Berlin, Germany, 2016. Panel Organizer: Organizational Learning and Adverse Shocks; Best Paper (Nomination) [1], [2], [4], [5]
- Academy of Management Annual Meeting, Anaheim, California. 2016 Panel Organizer: The Social Value of Non-Market Strategy; BPS Dissertation Consortium [1], [2], [7]
- Sumantra Ghoshal Conference on Managerially Relevant Research, London Business School, London, UK, 2016 [1]
- Academy of International Business, Annual Meeting 2016 [1] [2] [3], New Orleans, Louisiana
- Alliance for Research on Corporate Sustainability, Annual Meeting 2016 [1], Boulder, Colorado
- Consortium on Competitiveness and Cooperation (CCC), NYU Stern, NYC, 2015 [2]
- Strategic Management Society, Annual International Conference 2015 ([Nominated for SMS Best Conference Paper Prize for Practice Implications](#) and won Best PhD Paper) [2], 2014 [5], and 2013 [7]
- Academy of Management Annual International Conference 2015 (Best Paper Proceedings [2]), 2014 (Co-organizer of the *Caucus on Systemic Shocks and the Firm*) [7], 2013 [2] [5]
- Atlanta Competitive Advantage Conference, Atlanta, GA, 2011 [2] [6]
- INSEAD-Wharton Alliance (Co-organizer, <http://events.insead.edu/wharton-insead-phd-consortium/home>) PhD Consortium 2014, presented at the 2012 Consortium [2]

I. Personal

Married with two daughters and two dogs

CFO and Co-Owner
Casa del Agave Divino, Mexico 2000-Present