

EUGENE M. SALORIO

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ACADEMIC POSITIONS

University of Connecticut/Stamford
Associate Professor in Residence, 2001-present
Baruch College, City University of New York (CUNY)
Associate Professor of Marketing and International Business, 1998-2001
Georgetown University, School of Business
Assistant Professor of Management and International Business, 1992-1998
Visiting Assistant Professor, 1991-92
Northeastern University, College of Business Administration
Lecturer, Management and International Business, 1989-91

EDUCATION

D.B.A. Harvard University. International Business, 1991
M.B.A. Columbia University. Finance, 1983
M.S. Columbia University. Business Policy (Masters Degree Program for Executives), 1982
B.A. Wesleyan University. Medieval History, 1973

PROFESSIONAL EXPERIENCE

International Proteins Corporation
Treasurer, Pan American Seafood Corporation (subsidiary), 1983-84
Budget Coordinator, 1981-83
Commodity trader/salesman, 1979-81
U.S. Department of State
Foreign Service Officer (Political & Labor Affairs Section), 1976-78
The New York Times
News Assistant, Financial News department, 1973-75

ACADEMIC HONORS, AWARDS, RECOGNITION

Richard N. Farmer Award, best dissertation, Academy of International Business, 1991.
Teaching Award ("Outstanding Academic Performance"), Day Session Student Government, Baruch College/CUNY, May 1999.
"Who's Who in International Business Education and Research," Edward Elgar, New York, 1999.
Latin American Business Experts (Expertos en Administracion de Empresas de America Latina), Centro Euro-Latino Americano, Instituto de Empresa, Madrid, Spain, 2001.
"Who's Who in Business Higher Education," Academic Keys, New York, 2003.

RESEARCH PUBLICATIONS

- "Integrating Business Political Behavior with Economic and Organizational Strategies," *International Studies of Management and Organizations*, Vol. 35, No. 2, Summer 2005 (with Jean J. Boddewyn and Nicholas Dahan).
- "The Relationship Among Components of Inward FDI Flows in Latin America," in Masaaki Kotabe and Ricardo Leal (Eds.), *Market Revolution In Latin America: Beyond Mexico*, NY: Elsevier, 2001 (with Thomas L. Brewer).
- "Expanding the Levels of Analysis of FDI for Improved Understanding of Policy Issues: The Case of Mexico," *International Journal of Public Administration*, Vol. 23, No. 5, 2000 (with Thomas L. Brewer).
- "Components of Foreign Direct Investment Flows: Evidence and Implications of Difference," *Latin American Business Review*, Vol. 1, No. 2, 1998.
- "Foreign Direct Investment and Investment Under Uncertainty," *Journal of International Business Studies*, Vol. 27, No. 2, 1996 (with Pietra Rivoli), reprinted in A. Rugman and J. Li (editors), *Real Options and International Investment*, The International Library of Critical Writings in Economics, Edward Elgar, 2005.
- "Strategic Use of Import Protection: Seeking Shelter for Competitive Advantage," In *Research in Global Strategic Management*, Volume 4, Alan Rugman and Alain Verbeke (Eds.), Greenwich, Conn.: JAI Press, 1993.
- "Commodity System Politics and U.S. Agricultural Policy: A Model of Agribusiness Interests and the Government Decision-Making Process," In *Research in Domestic and International Agribusiness Management*, Volume 10. Ray Goldberg (Ed.), Greenwich, Conn.: JAI Press, 1992.
- "The Causes and Consequences of Inconsistent Leadership in Postwar U.S. International Agricultural Policy," In *Research in Domestic and International Agribusiness Management*, Volume 9. Ray Goldberg (Ed.), Greenwich, Conn.: JAI Press, 1988.

TEACHING CASES AND NOTES

- "MG Services," In David B. Yoffie, *International Trade and Competition: Cases and Notes in Strategy and Management*. New York: McGraw Hill, 1990.
- "Note on Trade Finance," In David B. Yoffie, *International Trade and Competition: Cases and Notes in Strategy and Management*. New York: McGraw Hill, 1990.
- "Selecting a New Manager at Milkpak," In James E. Austin with Tomas O. Kohn, *Strategic Management in Developing Countries: Case Studies*. New York: The Free Press, 1990.
- "Cornes and Company," Boston: Harvard Business School # 9-387-068, 1988.
- "South Korea: Trade and the Electronics Industry," Boston: Harvard Business School Case Services, # 9-387-036, 1987.
- "General Electric Exports: Financing Trade with China," Boston: Harvard Business School Case Services, # 9-387-067, 1987.
- "Price Decontrol in the Pakistani Fertilizer Industry," Boston: Harvard Business School Case Services, # 9-388-087, 1988.
- "Bhajuratna Engineering and Sales, Ltd.," Boston: Harvard Business School Case Services, # 9-388-088, 1988.
- "Family Relations at Lahore Paint and Print," Lahore, Pakistan: Lahore Business School, # 08-074-87-1, 1987.

PRESENTATIONS AND MEETING ACTIVITIES

- "Integrating Political , Economic and Organizational Strategies," Academy of Management annual meeting, August 2005 (with Jean J. Boddewyn and Nicholas Dahan).
- "The Theory of Economic Regulation and Competition within Industries," Academy of Management annual meeting, 1998.
- "Political-Market Positioning and Strategic Management: Fitting External Political Behavior in Strategy Paradigms," *AMR Theory Development Workshop*, Academy of Management meeting, 1997 (with Jean J. Boddewyn).
- "The Relationship Among Components of Inward FDI Flows in Latin America," Business Association of Latin American Studies annual meeting, 1997 (with Thomas L. Brewer).
- "Trade Conflict and Competitive Scope," Strategic Management Society annual meeting, Paris, September 1994.
- "Strategic Use of Import Protection: Seeking Shelter for Competitive Advantage," Conference on Global Strategic Management, European Institute for Advanced Studies in Management, Brussels, November 1992.
- "Trade Policy and Corporate Strategy: Why Some Firms Oppose Import Protection for Their Own Industry," Academy of International Business annual meeting, Miami, 1991.
- "Issues in International Sourcing, Distribution, and Marketing in the Food Industry," Tufts University symposium on "The Global Food Industry," Fletcher School of Law and Diplomacy and Tufts University School of Nutrition, April 1990.
- Track Co-chair, "Entrepreneurship, Innovation and Technology Management," Business Association of Latin American Studies (BALAS) meeting, 1999.
- Panel Chair, "Entrepreneurship and Technology Transfer" and "Agribusiness Innovation," Business Association of Latin American Studies annual meeting, 1999.
- Discussant, panel on "International Institutions and American Trade Policy," American Political Science Association meeting, Washington, D.C., 1991.
- Panel Chair, Business Association of Latin American Studies (BALAS) annual meeting, Boston, 1991.
- Discussant, "The Corporation and the Political Process," Social Issues in Management division, Academy of Management annual meeting, Washington, D.C., 1989.
- Ad hoc reviewer for World Marketing Congress, 1993.
- Ad hoc reviewer for Academy of International Business annual meeting, various years.

BOOK REVIEWS

- Review of *Reviving Private Investment in Developing Countries: Empirical Studies and Policy Lessons*. Edited by A. Chibber, M. Dailami, and N. Shafik. New York: North Holland, 1992. *Finance and Development*, December 1993.

PROFESSIONAL ACTIVITIES

- Editorial Board, *Journal of International Business Studies*, 1998-2003; ad hoc reviewer since 1993.
- Editorial Review Board, *Journal of International Food and Agribusiness Marketing*, since 1992.

Peer Review Panels, Association Liason Office for University Cooperation in Development/Higher Education for Development, U.S. Agency for International Development, various professional panels reviewing education and training proposals, since 2003.

Ad hoc reviewer for *The International Executive*, since 1994.

Ad hoc reviewer for the *Journal of International Management*, since 1995; member Editorial Review Committee for special issue on "Governance Issues in Multinational Corporations."

Ad hoc reviewer for Academy of Management annual meeting, SIM and IM divisions, since 1989.

COURSES TAUGHT

University of Connecticut (at Stamford, Storrs and Hartford campuses)

Strategy, Policy and Planning (MGMT 390) – MBA program

International Business Strategy (MGMT 340) – MBA program

Management Consulting (MGMT 382) – MBA program

Executive Management Project (MKTG 396) – EMBA programs in Stamford and Hartford

Strategic Analysis (MGMT 292) – undergraduate program

International Business (MGMT 225) – undergraduate program

Baruch College, City University of New York

Dynamics of Competition, Industry Structure and Corporate Strategy (MGT 9610) - Executive MBA program

International Business Strategy (IBS-9769) - MBA program

International Business Principles (MKT-3400) - undergraduate

International Marketing (MKT-4420) - undergraduate

Georgetown University, School of Business

Consulting Project/Field Study (MGMT-661) - M.B.A. program

Global Environment of Business (MGMT-565) - M.B.A. program

Business-Government Relations (module)- International Executive MBA (IEMBA) program

Country Risk Analysis for MNCs (module) - IEMBA program Business Policy/Strategy (MGMT-283) - undergraduate

Advanced Seminar in International Business (MARK-270) - undergraduate

International Business (MARK-261) - undergraduate

Northeastern University, College of Business Administration

Business Policy (MGT-1450) – undergraduate

Senior Seminar in International Business (INB-1352) - undergraduate

Business Policy intensive (MGT-4452) - University College (evening B.S.B.A. program for older students returning to school)

Social Issues in Management (MGT-4455) - University College

SELECTED EXECUTIVE EDUCATION AND TRAINING ASSIGNMENTS

Executive International Business Certificate Program, Georgetown University; international business strategy and multinational management courses given at Georgetown and on-site at corporate locations.

International Trade and Investment - Executive International Business Certificate Program, Universidad Santo Amaro, Sao Paulo, Brazil; courses for Brazilian business executives delivered on site in Portuguese and English.

Strategy and Industry Analysis, Strategy Process, Roland Berger and Partners, Munich, Germany; training seminars in strategy for strategy consultants.

SELECTED CONSULTING/BUSINESS ADVISORY ENGAGEMENTS

AnimalFeeds International Corporation: strategy overview and opportunity assessment for international commodity trader/merchandiser

International Proteins Corporation: evaluation of Latin American aquaculture business and development of marketing strategy

Presidential Commission on Food Policy of the Republic of Venezuela (Comisionado del Presidente de la Republica para el Abastecimiento): consultant/adviser to the Government of Venezuela regarding reform of agricultural trade policy.

Mavesa, S.A.: market and political analysis concerning feasibility study for construction of Venezuelan soybean processing plant.

McGraw Hill: part of a team analyzing demand for computerized database services providing corporate, financial, and economic information.