

**GERRY McNAMARA**  
Michigan State University  
Broad College of Business  
632 Bogue Street, Room N475  
East Lansing, MI 48824  
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## **EXPERIENCE**

2016-	Eli Broad Professor of Management
2009-2016	Professor
2003, 2005--2009	Associate Professor
1997-2003	Assistant Professor Broad College of Business Michigan State University
2003-2005	Associate Professor Anderson Graduate School of Management University of California, Riverside
1996-1997	Assistant Professor School of Business Administration University of Tennessee at Chattanooga

## **EDUCATION**

University of Minnesota  
Carlson School of Management  
Ph.D. in Strategic Management

University of San Diego  
Master of Business Administration

University of San Diego  
Bachelor of Business Administration

## **RESEARCH INTERESTS**

Developing and testing models based on cognitive and behavioral theories to explain strategic phenomena, including strategic decision-making, such as strategic change and mergers and acquisitions. Examining the effect of individual traits, organizational characteristics, and market pressures on strategic perceptions, executive communications, and organizational risk-related decisions.

## JOURNAL PUBLICATIONS

Kolev, K. & McNamara, G. In press. Board Demography and Divestitures: The Impact of Gender and Racial Diversity on Divestiture Rate and Divestiture Returns. *Long Range Planning*

Gamache, D., McNamara, G., Graffin, S., Haleblan, J., Kiley, J., & Devers, C. In press. Impression offsetting as an early warning signal of low CEO confidence in acquisitions. *Academy of Management Journal*.

Gamache, D. & McNamara, G. 2019. Responding to bad press: How CEO temporal focus influences the sensitivity to negative media coverage of acquisitions. *Academy of Management Journal*. 62: 918-943.

Pan, L., McNamara, G., Lee, J.; Haleblan, J., & Devers, C. 2018. Give it to us straight (most of the time): Top managers' use of concrete language and its effect on investor reactions. *Strategic Management Journal*. 39: 2204-2225.

Sleesman, D., & Connors, A., McNamara, G., Conlon, D. 2018. Putting escalation of commitment in context: A multi-level review and analysis. *Academy of Management Annals*. 12: 178-207.

Choi, S. & McNamara, G. 2018. Repeating a familiar pattern in a new way: The effect of exploitation and exploration on knowledge leverage behaviors in technology acquisitions. *Strategic Management Journal*. 39: 356-378.

Hughes-Morgan, M., Kolev, K., & McNamara, G. 2018. A meta-analytic review of competitive aggressiveness research. *Journal of Business Research*. 85: 73-82.

Dulebohn, J., Conlon, D., Sarinopoulos, S., McNamara, G., & Davison, R. 2016. Gender differences in justice evaluations: Evidence from fMRI. *Journal of Applied Psychology*. 101: 151-170.

Wowak, A.; Mannor, M.; Arrfelt, M.; & McNamara, G., 2016. Earthquake or glacier? How CEO charisma manifests in firm strategy over time. *Strategic Management Journal*. 37: 586-603.

Gamache, D., McNamara, G., Mannor, M. & Johnson, R., 2015. Motivated to Acquire? The Impact of CEO Regulatory Focus on Firm Acquisitions. *Academy of Management Journal*. 58: 1261-1282.

Arrfelt, M., Wiseman, R., McNamara, G., & Hult, T., 2015. Examining a key corporate role: The influence of capital allocation competency on business unit performance. *Strategic Management Journal*. 36: 1082-1092.

- Devers, C., McNamara, G., Haleblan, J., & Yoder, M. 2013. Do they walk the talk or just talk the talk? Gauging acquiring CEO and director confidence in the value-creation potential of announced acquisitions. *Academy of Management Journal*. 56: 1679-1702. Research abstracted in the *Wall Street Journal*, December 4, 2013. B6; *Harvard Business Review Daily Stat*, December 10, 2013; *Globe and Mail*, December 9, 2013.
- Haleblan, J., McNamara, G., Kolev, K., & Dykes, B. 2012. Exploring Firm Characteristics that Differentiate Leaders from Followers in Industry Merger Waves: A Competitive Dynamics Approach. *Strategic Management Journal*. 33: 1037-1052.
- Sleesman, D.; Conlon, D.; McNamara, G.; & Miles, J. 2012. Cleaning up the big muddy: A meta-analytic review of escalation of commitment research. *Academy of Management Journal*. 55: 541-562.
- Bono, J. & McNamara, G. 2011. Publishing in AMJ-part 2: Research design. *Academy of Management Journal*. 54: 657-660.
- Vaaler, P. & McNamara, G. 2010. Are technology-intensive industries more dynamically competitive? No and yes. *Organization Science*. 21: 271-289.
- Vaaler, P. & McNamara, G., 2009. Changing corporate effects on US business performance since the 1970s. *International Journal of Strategic Change Management*. 1: 377-400.
- Dulebohn, J.H., Conlon, D.E., Sarinopoulos, I., Davison, R.B., & McNamara, G. 2009. The biological bases of unfairness: Neurological evidence for the distinctiveness of procedural and distributive justice. *Organizational Behavior and Human Decision Processes*. 110: 140-151.
- Haleblan, J., Devers, C., McNamara, G., Carpenter, M., & R. Davison. 2009. Taking stock of what we know about mergers and acquisitions: A review and research agenda. *Journal of Management*. 35: 469-502.
- Devers, C., McNamara, G., Wiseman, R., & Arrfelt, M. 2008. Moving closer to the action: Examining compensation design effects on firm risk. *Organization Science*. 19: 548-566.
- McNamara, G.; Haleblan, J., & Dykes, B. 2008. Performance implications of participating in an acquisition wave: Early mover advantages, bandwagon effects, and the moderating influence of industry characteristics and acquirer tactics. *Academy of Management Journal*. 51: 113-130. Research abstracted in the *New York Times*, February 26, 2008, C1; the *International Herald Tribune*, February 26, 2008; *Business Week*, March 10, 2008; *Financial Week*, March 10, 2008; and the *Economist*, April 30, 2008.

Wry, T., Deephouse, D., & McNamara, G. 2006. Substantive and evaluative media reputations among and within cognitive strategic groups. *Corporate Reputation Review*. 9: 225-242.

Conlon, D., Morgeson, F., McNamara, G., Wiseman, R. & Skilton, P. 2006. Examining the impact and role of special issue and regular journal articles in the field of management. *Academy of Management Journal*. 49: 857-872.

McNamara, G., Aime, F., & Vaaler, P. 2005. Is performance driven by industry- or firm-specific factors? A response to Hawawini, Subramanian, and Verdin. *Strategic Management Journal*. 26: 1075-1081.

Vaaler, P. & McNamara, G. 2004. Crisis and competition in expert organizational decision making: Credit rating agencies and their response to turbulence in emerging economies. *Organization Science*. 15: 687-703.

McNamara, G., Vaaler, P., & Devers, C. 2003. Same as it ever was: The search for evidence of increasing hypercompetition. *Strategic Management Journal*. 24: 261-278.  
Honored as one of the top fifty articles published in academic business journals in 2003 by Emerald Management Review.

McNamara, G., Deephouse, D., & Luce, R. 2003. Competitive positioning within and across a strategic group structure: The performance of core, secondary, and solitary firms. *Strategic Management Journal*. 24: 161-181.

McNamara, G., Moon, H., & Bromiley, P. 2002. Banking on commitment: Intended and unintended consequences of an organization's attempt to attenuate escalation of commitment. *Academy of Management Journal*. 45: 443-452.

McNamara, G., Luce, R., & Tompson, G. 2002. Examining the effect of complexity in strategic group knowledge structures on firm performance. *Strategic Management Journal*. 23: 153-170.

Sutcliffe, K. & McNamara, G. 2001. Controlling decision making practice in organizations. *Organization Science*. 14: 484-501.

McNamara, G. & Vaaler, P. 2000. The influence of competitive positioning and rivalry on emerging market risk assessment. *Journal of International Business Studies*. 31: 337-347.

McNamara, G. & Bromiley, P. 1999. Risk and return in organizational decision making. *Academy of Management Journal*. 42: 330-339.

Brabston, M. & McNamara, G. 1998. The internet as a competitive knowledge tool for managers. *Industrial Management and Data Systems*. 98: 158-164.

McNamara, G. & Bromiley, P. 1997. Decision making in an organizational setting: Cognitive and organizational influences on risk assessment in commercial lending. *Academy of Management Journal*. 40: 1063-1088.

McNamara, G. & Bromiley, P. 1993. Research report: Assessing the risk of small business borrowers. *Journal of Commercial Lending*. October, 23-31.

## **TEXTBOOK**

Dess, G.G; McNamara, G.; Eisner, A.B; & Lee, S. 2020. Strategic Management: Creating Competitive Advantage 10e. McGraw Hill. New York.

Dess, G.G; McNamara, G.; Eisner, A.B; & Lee, S. 2018. Strategic Management: Creating Competitive Advantage 9e. McGraw Hill. New York.

Dess, G.G; McNamara, G.; & Eisner, A.B. 2015. Strategic Management: Creating Competitive Advantage 8e. McGraw Hill. New York.

Dess, G.G; Lumpkin, G.T.; Eisner, A.B.; & McNamara, G. 2013. Strategic Management: Creating Competitive Advantage 7e. McGraw Hill. New York.

Dess, G.G; Lumpkin, G.T.; Eisner, A.B.; & McNamara, G. 2011. Strategic Management: Creating Competitive Advantage 6e. McGraw Hill. New York.

## **CHAPTERS AND PROCEEDINGS**

Klein, F., McSweeney, K., Devers, C., & McNamara, G. 2017. Executive Severance Agreements: Making Sense of an Emerging, Yet Fragmented, Research Field. *Oxford Research Encyclopedia of Business and Management*. Oxford University Press.

Pan, L., McNamara, G., Lee, J., & Haleblian, J. 2017. Give it to us straight: Language concreteness and its effects on investors' reactions. *Academy of Management Annual Meetings Best Papers Proceedings*.

Steinbach, A., Devers, C., McNamara, G., & Li, Y. 2016. Peering into the executive mind: Expanding our understanding of the motives for acquisitions. *Advances in Strategic Management*, 145-161, Emerald Group Publishing.

Kolev, K., Haleblian, J. & McNamara, G. 2012. A review of the merger and acquisition wave literature: History, antecedents, consequences and future directions. *The Handbook of Mergers and Acquisitions*, Oxford University Press.

Haleblian, J., McNamara, G., & Dykes, B. 2009. Leaders and followers in industry merger waves. *Academy of Management Annual Meetings Best Papers Proceedings*.

Vaaler, P. & McNamara, G. 2008. Political and competitive rivalry in developing country sovereign risk assessment. *Academy of International Business Annual Meetings Best Papers Proceedings*.

Vaaler, P. & McNamara, G. 2008. Electoral and market rivalry in developing country sovereign risk assessment. *Academy of Management Annual Meetings Best Papers Proceedings*.

McNamara, G. & Vaaler, P. 2002. Strategic decision making in the entrepreneurial millennium: Competition, crisis, and “expert” risk assessments of emerging-market sovereigns. In M.A. Hitt, R. Amit, C. Lucier, and R.D. Nixon (Eds.), *Creating Value: Winners in the New Business Environment*. Blackwell Publishing Ltd., Oxford, UK.: 188-212.

## CONFERENCE PRESENTATIONS

Yang, R., Haleblian, J., & McNamara, G. 2019. Using acquisitions to achieve optimal industry positioning: Evidence from the U.S. banking industry. Strategic Management Society Conference, Minneapolis.

Gamache, D., Yoon, E., & McNamara, G. 2019. CEO Regulatory Focus: The Impact on Firm Acquisitions. Strategic Management Society Conference, Minneapolis.

Wuorinen, S., McNamara, G., & Pan, L. 2019. Imprinting Effects of IPO Valuation on Future Strategic Actions. Strategic Management Society Conference, Minneapolis.

Mah, J., McNamara, G., & Pan, L. 2019. Trustworthy or Two-faced? CEO's Expressed Authenticity and Investors' Assessment of The Firm. Strategic Management Society Conference, Minneapolis.

Pan, L., McNamara, G., Campbell, J., & Devers, C. 2019. Do You See What I See? How Top Managers' Communication Frames Influence Shareholder Reactions to Surprising Financial News. Academy of Management Conference, Boston.

Conlon, D., Shamsie, J., McNamara, G., & Koopman, J. 2019. Doubling down in Hollywood: Escalation of commitment in the product launch. Academy of Management Conference, Boston.

Kolev, K., Wuorinen, S., McNamara, G., & Haleblian, J. 2019. Red or blue: The influence of political orientation on acquisition behavior and outcomes. Academy of Management Conference, Boston.

Lee, J., McNamara, G., & Koo, H. 2019. Examining a cost of shareholder activism: Heightened general investor uncertainty. Academy of Management Conference, Boston.

Aadland, E., Shamsie, J., McNamara, G., & Mishina, Y. 2019. Selecting partners for success: Collaborations between entrants and incumbents. Academy of Management Conference, Boston.

Lee, J., Shani, G., & McNamara, G. 2019. The ripple effects of activism: How firms respond to activist actions against neighboring firms. Strategic Management Society Special Conference on Strategic Leadership, Las Vegas.

Oliver, A., McSweeney, K., Gamache, D., Devers, C., McNamara, G. 2019. From Validation to Application: A Theoretical and Empirical Understanding of Objective CEO Job Demands. Strategic Management Society Special Conference on Strategic Leadership, Las Vegas.

Gao, H., Kim, J., & McNamara, G. 2018. Strategic Change and Competitive Dynamics: A Conceptual Framework to Understand Rivals' Responses to Strategic Change. Strategic Management Society Conference, Paris and the Queen's University Competitive Dynamics Conference, Kingston, Ontario.

Lee, J., McNamara, G., & Koo, H. 2018. Examining a cost of shareholder activism: Heightened general investor uncertainty. Strategic Management Society Conference, Paris.

Lee, J., Shani, G., & McNamara, G. 2018. The ripple effects of activism: How firms respond to activist actions against neighboring firms. Academy of Management Conference, Chicago.

Gamache, D., McNamara, G., Graffin, S., Haleblian, J., Kiley, J., & Devers, C. 2017. Impression offsetting as an early warning signal of low CEO confidence in acquisitions. Strategic Management Society Special Conference on Collaborative Strategies, Costa Rica.

Pan, L., McNamara, G., Lee, J., & Haleblian, J. 2017. Give it to us straight: Language concreteness and its effects on investors' reactions. Academy of Management Conference, Atlanta.

Gamache, D., McNamara, G., Graffin, S., Haleblian, J., Kiley, J., & Devers, C. 2017. Impression offsetting as an early warning signal of CEO self-interest in acquisitions. Academy of Management Conference, Atlanta.

Klein, F., Pan, L., McNamara, G., & Devers, C. 2017. Spoken like a woman: How gender influences CEO communication. The European Group for Organizational Studies Conference. Copenhagen, Denmark.

Gamache, D., McNamara, G., Graffin, S., Haleblian, J., Kiley, J., & Devers, C. 2017. Impression offsetting as an early warning signal of CEO self-interest in acquisitions.

INSEAD Conference on Behavioral Perspectives on Corporate Governance.  
Fontainebleau, France.

Steinbach, A. & McNamara, G. 2016. Climbing out of the hole or digging deeper: A model of customer reactions to product recalls and recalling firm responses. First International Network on Trust Conference, Dublin, Ireland.

Lee, J., Kim, J., & McNamara, G. 2016. When do founder CEOs take more risk than professional CEOs? Strategic Management Society Conference, Berlin, Germany.

Klein, F., Pan, L., McNamara, G., & Devers, C. 2016. Spoken like a woman: How gender influences CEO communication. Strategic Management Society Conference, Berlin, Germany.

Oliver, A., McSweeney, K., Gamache, D., Devers, C., McNamara, G., & Klein, F. 2016. Under pressure: An investigation into the dimensionality of executive job demands. Strategic Management Society Conference, Berlin, Germany.

Klein, F., Pan, L., McNamara, G., & Devers, C. 2016. Spoken like a woman: How gender influences CEO communication. Academy of Management Conference, Anaheim.

Gamache, D. & McNamara, G. 2016. Responding to Bad Press: How CEO Temporal Focus Influences the Sensitivity to Media Coverage. Academy of Management Conference, Anaheim.

Steinbach, A., McNamara, G., Devers, C., & Roth, N. 2015. When Do Investors React to CEO Equity Actions after Acquisition Announcements? A Value-Creation Uncertainty Explanation. Strategic Management Society Conference, Denver.

Kolev, K., McNamara, G., Gamache, D., & Mannor, M. 2015. Putting the individual back into the BTOF: CEO regulatory focus and firm responses to performance cues. Strategic Management Society Conference, Denver.

Connors, A.; Conlon, C.; McNamara, G.; & Moon, H. 2015. Adoption, progress, or ongoing decisions? The role of sunk costs and project completion information in different decision environments. Academy of Management Conference, Vancouver.

Kolev, K., McNamara, G., Gamache, D., & Mannor, M. 2015. Putting the individual back into the BTOF: CEO regulatory focus and firm responses to performance cues. Academy of Management Conference, Vancouver.

Pan, L., McNamara, G., & Devers, C. 2015. It's Not Only What You Say, But How You Say It: The Effect of Cooperative Communication Patterns on Investors' Response to Corporate Communications. Academy of Management Conference, Vancouver.



- Haleblian, J., Steinbach, A., & McNamara, G. 2014. Signaling access to relevant knowledge in acquisitions: Examining acquirers' investment bank selection signal and the offsetting signals of acquisition relatedness and cash financing. Southern Management Association Conference, Savannah, GA.
- Gamache, D.; McNamara, G.; & Johnson, R. 2014. CEO Emotionality and the Strategic Actions of Firms. Strategic Management Society Conference, Madrid.
- Choi, S. & McNamara, G. 2014. What do acquiring firms do with acquired knowledge? Academy of Management Conference, Philadelphia, PA.
- Chaffin, D., Gamache, D., & McNamara, G. 2014. Batman and Robin or Superman: How CEO/COO Duos Impact Firm Performance. Academy of Management Conference, Philadelphia, PA.
- Gamache, D., McNamara, G., Mannor, M. & Johnson, R., Motivated to Acquire? 2014. The Impact of CEO Regulatory Focus on Firm Acquisitions. The Strategic Management Society Conference on the Microfoundations of Strategy, Copenhagen, Denmark.
- Chaffin, D., Gamache, D., & McNamara, G. 2013. The Lone Ranger or the Dynamic Duo: When do firms benefit from having a COO? The Strategic Management Society Annual Conference, Atlanta, GA.
- Haleblian, J., Steinbach, A., & McNamara, G. 2013. With experience comes wisdom? Difficulties in learning from and using advisor acquisition experience. The Strategic Management Society Annual Conference, Atlanta, GA.
- Gamache, D., McNamara, G., Mannor, M. & Johnson, R., 2013. Playing to win or playing not to lose: The impact of CEO regulatory focus on firm acquisitions. Academy of Management Conference, Orlando, FL.
- Haleblian, J., Steinbach, A., & McNamara, G. 2013. Outsourcing experience: Examining market responses to acquirers relying on expert experience. Academy of Management Conference, Orlando, FL.
- Gamache, D., McNamara, G., & Johnson, R. 2012. CEO Regulatory Focus: The Impact on Firm Acquisitions. The Strategic Management Society Annual Conference, Prague, Czech Republic.
- Dulebohn, J.H., Conlon, D., Sarinopoulos, I., Davison, R.B., & McNamara, G, & Hoch, J. 2012. Neuro evidence for individual differences in organizational justice evaluations. National Business and Economic Society Annual Conference. Maui, HI.
- Mannor, M., McNamara, G., & Gamache, D. 2011. Framed for Action: The Influences of Positive, Negative, and Ambivalent CEO Perceptions on Organizational Action. The Strategic Management Society Annual Conference, Miami, Florida.

Aime, F., McNamara, G., & Kolev, K. 2011. Corporate strategy and the BTOF: Examining the moderating influence of diversification on firm actions in response to attainment discrepancy and slack resources. The Academy of Management Conference, San Antonio, Texas.

McNamara, G., Conlon, D., Koopman, J., & Dulebohn, J. 2011. Examining the neural foundations of escalation of commitment. The Academy of Management Conference, San Antonio, Texas.

Hughes-Morgan, M., Tao, Y., & McNamara, G. 2010. A meta-analysis of competitive dynamics research. The Strategic Management Society Annual Conference, Rome, Italy.

Choi, S. & McNamara, G. 2010. Technology acquisition and knowledge integration. The Strategic Management Society Annual Conference, Rome, Italy.

Devers, C., McNamara, G., Haleblian, J., & Yoder, M. 2010. What were they thinking? Post-acquisition announcement changes to CEOs' equity-based holdings. Academy of Management Conference, Montreal, Canada.

McNamara, G., Aime, F., & Kolev, K. 2009. Corporate strategy and the BTOF: Examining the moderating influence of corporate diversification. The Strategic Management Society Annual Conference, Washington, DC.

Haleblian, J., McNamara, G., Dykes, B., & Kolev, K. 2009. Leaders and followers in industry merger waves. Academy of Management Conference, Chicago, IL.

Vaaler, P. & McNamara, G. 2008. Political and competitive rivalry in developing country sovereign risk assessment. Academy of International Business.

Vaaler, P. & McNamara, G. 2008. Electoral and market rivalry in developing country sovereign risk assessment. Academy of Management Conference, Anaheim, CA.

Dulebohn, J.H., Conlon, D.E., Sarinopoulos, I., Davison, R.B., & McNamara, G. 2008. The biological bases of unfairness: Neurological evidence for the distinctiveness of procedural and distributive justice. Academy of Management Conference, Anaheim, CA.

Haleblian, J., McNamara, G., & Dykes, B. 2007. Who leads and who follows in acquisition waves. The Strategic Management Society Annual Conference, San Diego, CA.

Haleblian, J., Markoczy, L., & McNamara, G. 2007. The influence of core self evaluation on strategic choices involving risk and uncertainty. The Academy of Management Conference, Philadelphia, PA.

Vaaler, P., McNamara, G., & Dykes, B. 2006. Does firm rivalry reinforce or counteract electoral rivalry effects on emerging-market risk assessment? The Strategic Management Society Annual Conference, Vienna.

McNamara, G.; Haleblian, J., & Dykes, B. 2006. The performance implications of participating in an acquisition wave: Early mover advantages, bandwagon effects, and the moderating influence of industry characteristics. The Academy of Management Conference, Atlanta, GA.

Wiseman, R., McNamara., & Devers, C. 2005. Moving closer to the action: Examining compensation design effects on firm risk. The Strategic Management Society Annual Conference, Orlando, FL.

Haleblian, J., Markoczy, L., & McNamara, G. 2005. The effect of core self evaluation, risk propensity, and risk perception in two risky decision contexts. The Academy of Management Conference, Honolulu, HI.

McNamara, G. & Vaaler, P. 2005. Has dynamic competition increased? No and yes. The Academy of Management Conference, Honolulu, HI.

Wry, T., Deephouse, D., & McNamara, G. 2005. Media reputation across and within cognitive strategic groups. International Conference on Corporate Reputation, Image, Identity, and Competitiveness, Madrid, Spain.

Conlon, D., Morgeson, F., Wiseman, R., McNamara, G., & Skilton, P. 2004. Well isn't that special? Investigating the impact of special issue and regular issue journal articles in the field of management. The Strategic Management Society Annual Conference, San Juan, Puerto, Rico.

Vaaler, P. & McNamara, G. 2003. Is dynamic competition greater in technology-intensive industries? The Academy of Management Conference, Seattle, WA.

Devers, D, Wiseman, R., & McNamara, G. 2003. Counting Chickens before they hatch: Executive valuation and perception of incentive compensation. The Academy of Management Conference, Seattle, WA.

Wiseman, R., McNamara, G., & Devers, D. 2002. Re-examining strategic and incentive influences on ex ante firm risk: The Strategic Management Society Annual Conference, Paris.

Vaaler, P., McNamara, G., & Block, S. 2002. Strategic decision-making and political business cycles in emerging market risk assessment. The Strategic Management Society Annual Conference, Paris.

Devers, C., Wiseman, R., & McNamara, G. 2002. Deconstructing compensation: The dimensions of executive pay. The Academy of Management Conference, Denver, CO.

Moon, H., McNamara, G., Conlon, D., & Garland, H. 2002. Time keeps on slipping into the future: A temporal decision model of decision type and antecedents to decision commitment. The Academy of Management Conference, Denver, CO.

McNamara, G., & Vaaler, P. 2001. The evolution of corporate effects on business-unit performance: New insights challenging revisionist truths. The Strategic Management Society Annual Conference, San Francisco, CA.

Wiseman, R., McNamara, G., Devers, D. 2001. CEO stock option wealth effects on firm risk and risk taking. The Academy of Management Conference, Washington, DC.

McNamara, G. & Vaaler, P. 2001. In search of hypercompetition. The Academy of Management Conference, Washington, DC.

Vaaler, P. & McNamara, G. 2000. Crisis and competition in strategic decision-making: Credit rating agencies and their response to turbulence in emerging economies. The Strategic Management Society Annual Conference, Vancouver, BC. McKinsey/SMS Best Conference Paper Award Honorable Mention.

McNamara, G., Moon, H., & Bromiley, P. 2000. Banking on commitment: Intended and unintended consequences of an organization's attempt to attenuate escalation of commitment. The Academy of Management Conference, Toronto.

Wiseman, R., McNamara, G., & Bellinger, L. 1999. The influence of variable compensation systems on firm risk-taking: An empirical examination of a reference dependent model of executive compensation. The Strategic Management Society Annual Conference, Berlin.

McNamara, G. & Vaaler, P. 1999. Competitive positioning and rivalry in emerging market risk assessment. The Academy of Management Conference, Chicago, IL.

McNamara, G., Deephouse, D., & Luce, R. 1999. The performance implications of core, secondary, and solo firms in cognitive strategic groups. The Academy of Management Conference, Chicago, IL.

Hodgkinson, G., McNamara, G., & Luce, R. 1999. The cognitive strategic groups construct: What have we learned so far and where do we go from here? The Academy of Management Conference, Chicago, IL.

McNamara, G., Luce, R., & Tompson, G. 1998. On the factors influencing complexity in managerial cognitive strategic groups. The Strategic Management Society Annual Conference, Orlando, FL.

Linden, F., McNamara, G., & Tompson, G. 1998. Strategic positioning and organizational factors influencing emerging market risk assessment. The Strategic Management Society Annual Conference, Orlando, FL.

McNamara, G., Luce, R., & Tompson, G. 1998. Examining the effect of complexity in strategic group knowledge structures on firm performance. The Academy of Management Conference, San Diego, CA.

Brabston, M. & McNamara, G. 1997. The internet as a competitive knowledge tool for managers. The Decision Sciences Conference, San Diego, CA.

McNamara, G. 1997. Cognitive diversity within top management teams: The antecedents and consequences in consensus about cognitive strategic groups. The Academy of Management Conference, Boston, MA.

McNamara, G. 1996. Testing a model of risk and firm performance in small corporations. The United States Association for Small Business and Entrepreneurship National Conference, Atlanta, GA.

McNamara, G. & Bromiley, P. 1995. Risk and return in organizational decision making. The Academy of Management Conference, Vancouver, BC.

McNamara, G. & Sutcliffe, K. 1994. Justifying risk rating decisions in commercial lending: The influence of routines, organizational change, and uncertainty. The Academy of Management Conference, Dallas, TX.

McNamara, G. & Bromiley, P. 1993. Cognitive and organizational influences on risk assessment in commercial lending. The Academy of Management Conference, Atlanta, GA.

#### **INVITED PRESENTATIONS (last five years)**

Cambridge University – 2018  
Clemson University - 2017  
University of San Diego – 2017  
University of Passau - 2017  
University of Cincinnati – 2017  
NIU Maynooth – 2016  
University of Texas at Dallas – 2016, 2014, 2012  
University of Zurich - 2015  
LMU University - 2015  
University of Illinois - 2015  
Texas A&M University – 2014  
RPI – 2014  
Western Michigan University - 2014  
Oxford University – 2014

University of Nebraska - 2013  
Arizona State University – 2013  
University of Texas – 2013

## **TEACHING**

Interests: Strategic Management, Strategic Decision Making, Corporate Strategy

## **PROFESSIONAL ACTIVITIES**

Associate Editor: Strategic Management Journal (2016-2021)  
Academy of Management Journal (2010-2013)

Editorial Board: Academy of Management Journal (2008-2010, 2013-)  
Strategic Management Journal (2007-2010, 2014-)  
Organization Science (2002-2010)  
Academy of Management Review (2008-2010)

Reviewer: Academy of Management Annual Conference  
Strategic Management Society International Conference  
Strategic Research Foundation Grant Competition

Member: Academy of Management  
Strategic Management Society

## **SERVICE ACTIVITIES**

2019-2020 Member, Broad College Research Committee  
Member of the PhD Admissions Committee for the Department of Management  
Chair of the Strategy Faculty Search Committee

2018-2019 Co-Director of the Broad Integrative Fellows Program  
Member, Broad College Research Committee  
Member of the PhD Admissions Committee for the Department of Management  
Chair of the Strategy Faculty Search Committee  
Executive Committee Member – the Strategic Management Division of the  
Academy of Management  
Member of the Conference Advisory Board for the Strategic Management Society  
Conference on Strategic Leadership  
Co-Chair, SMS Strategic Leadership Conference Early Career Consortium

2017-2018 Member of the Review, Promotion, and Tenure Committee of the Broad College  
Co-Director of the Broad Integrative Fellows Program  
Member of the PhD Admissions Committee for the Department of Management

- Member of the Broad School Strategic Planning Sub-Committee for Faculty Development  
 Executive Committee Member – the Strategic Management Division of the Academy of Management  
 Co-chair, Strategic Management Division’s Mid-Career Consortium  
 Member of the Conference Advisory Board for the Strategic Management Society Conference on Strategic Leadership
- 2016-2017 Chair of the Review, Promotion, and Tenure Committee of the Broad College  
 Member of the PhD Admissions Committee for the Department of Management  
 Co-chair, Business Policy and Strategy Division’s Mid-Career Consortium  
 Member of the Broad School Strategic Planning Sub-Committee for Faculty Development
- 2015-2016 Chair of the Review, Promotion, and Tenure Committee of the Broad College  
 Chair of the Strategy Faculty Search Committee  
 Member of the PhD Admissions Committee for the Department of Management  
 Member of the Broad School Strategic Planning Sub-Committee for Faculty Development  
 Co-chair, Business Policy and Strategy Division’s Mid-Career Consortium
- 2014-2015 Member, Broad College of Business Dean Search Committee  
 Member, Review, Promotion, and Tenure Committee of the Broad College  
 Faculty panelist for the SMS Doctoral Workshop
- 2013-2014 Chair of the Masters Programs Committee of the Broad College of Business  
 Member of the PhD Admissions Committee for the Department of Management
- 2012-2013 Member of the Masters Programs Committee of the Broad College of Business  
 Member of the PhD Admissions Committee for the Department of Management  
 Member of the BPS Awards Committee  
 Faculty panelist for the BPS Doctoral Consortium  
 Faculty panelist for the WAM Conference Doctoral Consortium
- 2011-2012 Member of the Masters Programs Committee of the Broad College of Business  
 Member of the BPS Awards Committee  
 Faculty panelist for the OMT/MOC Doctoral Consortium
- 2010-2011 Member of the Masters Programs Committee of the Broad College of Business  
 Member of the PhD Admissions Committee for the Department of Management  
 Member of the BPS Awards Committee  
 Representative at Large for the SMS Corporate Strategy & Governance Interest Group
- 2009-2010 Member of the Masters Programs Committee of the Broad College of Business

- Member of the Strategy Faculty Search Committee  
 Chair of the *Academy of Management Review* Best Paper Committee  
 Representative at Large for the SMS Corporate Strategy & Governance Interest Group
- 2008-2009 Member of the Undergraduate Programs Committee of the Broad College of Business  
 Chair of the *Academy of Management Review* Best Paper Committee  
 Representative at Large for the SMS Corporate Strategy & Governance Interest Group
- 2007-2008 Chair of the Undergraduate Programs Committee of the Broad College of Business  
 Member of the Undergraduate Program Review task force  
 Member of the PhD Admissions Committee for the Department of Management  
 Member of the Strategy Faculty Search Committee
- 2006-2007 Chair of the Undergraduate Programs Committee of the Broad College of Business  
 Chair of the Entrepreneurship Specialization Committee  
 Member of the PhD Admissions Committee for the Department of Management  
 Member of the OB/HR Faculty Search Committee
- 2005-2006 Member of the Undergraduate Programs Committee of the Broad College of Business  
 Member of the PhD Admission Committee for the Department of Management
- 2005 Faculty Panelist at the Business Policy and Strategy Division's New Faculty Consortium
- 2004-2005 Chair, Department of Management – The Process and Systems Approach, Anderson Graduate School of Management
- 2003-2005 Area Coordinator, OB/HR Strategy Group, Anderson Graduate School of Management  
 Member, MBA Admissions Committee, AGSM  
 Chairperson, the AGSM Restructuring Committee  
 Member, The Research Committee of the BPS Division of the Academy of Management
- 2000-2004 Member, Innovation and Organizational Change Division Grant Review Panel, The National Science Foundation
- 2002 Reviewer, The Social Sciences and Humanities Research Council of Canada



- 2002-2003 Member, The Masters Program Committee, Broad Graduate School of Management
- 2001-2002 Member, The Best Paper Selection Committee for the Strategic Management Society Annual Conference
- 1998-2003 Member, Weekend MBA Admissions Committee  
Member, Management Department Faculty Search Committee  
Member, Management Department PhD Program Admissions Committee
- 1999-2000 Member, International MBA/MS Task Force  
Member, Management Department Chair Search Committee
- 1996-1997 Member, Library Oversight Committee, UT Chattanooga  
Member, MBA Curriculum Design Committee, UT Chattanooga

### **DISSERTATION COMMITTEES**

Junghyun Mah, Chair (2023)  
Stefan Wuorinen, Chair (2022)  
Hadi Faqihi (2021)  
Jennifer Lee, Chair (2021)  
Da Huo (2019)  
Lingling Pan, Chair (2018) – University of Pittsburgh  
Adam Steinbach, Chair (2016) – University of South Carolina  
Danny Gamache, Chair (2015) – University of Georgia  
Malika Chaudhuri, Marketing (2015) – University of Dayton  
Eunjoo Yi, University of Pittsburgh (2015)  
Oleg Petrenko, Oklahoma State University (2015) – Texas Tech University  
Kalin Kolev, Chair (2012) – Marquette University  
Bernadine Johnson Dykes, Chair (2010) – University of Delaware  
Michael Mannor (2008) – University of Notre Dame  
Mathias Arrfelt (2008) – Arizona State University  
Freddy Coronado, Accounting (2007)  
Federico Aime (2007) – Oklahoma State University  
Cynthia Devers (2004) – Texas A&M University  
Debra Rankin, the University of Western Ontario (2003)  
Rebecca Luce, Co-Chair (2001) – Texas Christian University

### **AWARDS**

- 2018 Broad College Instructor of Excellence Award
- 2017 Academy of Management BPS Division Distinguished Paper Award
- 2016 Broad College Withrow Teacher-Scholar Award

EMBA Excellence in Teaching Award

- 2014 SMS Conference Best Conference PhD Paper Award Finalist
- 2013 Associate Editor Exemplary Service Award, the Academy of Management Journal  
JMI Outstanding Scholar Award, the Western Academy of Management
- 2012 Best Conference Paper, National Business and Economic Society Annual Conference
- 2011 Finalist for the AOM Conference Best Symposium Award
- 2010 SMS Best Conference PhD Paper Award  
SMS Best Conference Paper for Implications for Practice Award Finalist
- 2008 Outstanding Reviewer, BPS Division of the Academy of Management
- 2007 Outstanding Reviewer, MOC Division of the Academy of Management
- 2004 Article recognized as one of the top fifty articles published in academic business journals in 2003 by Emerald Management Review  
Outstanding Professor of the Year, University of California Riverside MBA Student Association
- 2003 Outstanding Reviewer, BPS Division of the Academy of Management
- 2002 Outstanding Reviewer, BPS Division of the Academy of Management
- 2000 McKinney/SMS Best Conference Paper Award Finalist