

## ALINE GATIGNON

Management Department, The Wharton School, University of Pennsylvania  
2023 Steinberg Hall-Dietrich Hall, 3620 Locust Walk, Philadelphia, PA 19104-6370  
Tel : +1-215-898-9368, Fax : +1-215-898-0401, [gatine@wharton.upenn.edu](mailto:gatine@wharton.upenn.edu)

### ACADEMIC APPOINTMENTS

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#### The Wharton School, University of Pennsylvania

- The Govil Family Faculty Scholar (2020-2021)
- Assistant Professor of Management (2016-present)
- Lecturer (2015-2016)

### EDUCATIONAL BACKGROUND

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- 2016 Ph.D.** INSEAD, Concentration: Strategy
- 2007 M.A.** Institut d'Etudes Politiques de Paris ('Sciences-Po'), International Development Economics, *Cum Laude*, Bilingual mention (French, Spanish), France
- 2005 B.A.** Institut d'Etudes Politiques de Paris ('Sciences-Po'), Political Science, France  
Pontificia Universidad Católica, Santiago, Chile, 2004-2005.

### RESEARCH INTERESTS

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Cross-sector Partnerships, Emerging Markets, Non-market Strategy, Stakeholder Engagement, Corporate Social Responsibility, Multi-level Theory

### RESEARCH

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#### A. Articles Published and Forthcoming in Refereed Journals

- [1] Gatignon, Aline and Capron, Laurence. 2020. The firm as an architect of polycentric governance: Building open institutional infrastructure in emerging markets. *Strategic Management Journal*. 1– 38.
- Winner, Best PhD Paper Prize, Strategic Management Society Annual Meeting, 2013
- [2] Ballesteros, Luis and Gatignon, Aline. 2019. The Relative Value of Firm and Non-Profit Experience: Tackling Large-Scale Social Issues across Institutional Contexts, *Strategic Management Journal*, 40: 631– 657.
- Finalist, Best PhD Paper Prize, Strategic Management Society Annual Meeting, 2017
- [3] Gatignon, Aline and Gatignon, Hubert. 2011, Transaction Costs in Action: Erin Anderson and the Path-Breaking Work of TCE in New Areas of Business Research, *Journal of Retailing*, 86(3): 232-247
- [4] Gatignon, Aline, Charles, Aurélie and Van Wassenhove, Luk N. 2010. The Yogyakarta Earthquake: Humanitarian Relief through IFRC's Decentralized Supply Chain, *International Journal of Production Economics*, 126(1): 102-110

**B. Articles Submitted to Refereed Journals**

- [5] Gatignon, Aline, Gama, Marina and Bandeira-de-Mello, Rodrigo, "Recalibrating the Value of Political and NGO ties: Investor Reactions to Corruption Backlash in Brazil", Reject & Resubmit at *Organization Science*
- [6] Gatignon, Aline and Bode, Christiane, "The Determinants of CSR Implementation via NGO Partnerships: Evidence from the 2013 Reform to the India Companies Act", Revise & Resubmit at the *Strategic Management Journal*
- Nominated for 2020 Best Paper Award, STR Division of the Academy of Management
- [7] Gatignon, Aline, "The Double-Edged Sword of Learning by Volunteering: When Corporate Volunteers Broker Knowledge from Nonprofit Partners Abroad", Revise & Resubmit at the *Strategic Management Journal*

**C. Working Papers**

- [8] McDonnell, Mary-Hunter, Gatignon, Aline and Odziemkowska, Katarzyna. "When in Rome: The Tactical Tenor of Environmental NGOs' Interactions with Foreign Governments"
- [9] Gama, Marina and Gatignon, Aline. "From Political Ties to Nonprofit Connections: Reconfiguring Stakeholder Engagement Following Institutional Change in Brazil"

**D. Research in Progress**

- Connecting Internal and External Networks of Cooperation: the North Star Alliance's Roadside Wellness Centers across Africa (with Julien Clément and Luk N. Van Wassenhove)
- Building Institutional Ecosystems through Cross-Sector Partnerships (with Valentina Assenova and Aparajita Agarwal)
- Stakeholder Relationships and Corporate Strategy: Regulatory Approval and Performance Outcomes of M&A activity in the wake of a Corruption Scandal (with Marina Bahia Gama)

**E. Other Materials**

- Gatignon, Aline & Bode, Christiane. 2020. When Opposites Detract From Cross-Sector Collaboration: An Empirical Analysis Of CSR Implementation After The 2013 Reform To The India Companies Act. In Guclu Atinc (Ed.), Proceedings of the Eightieth Annual Meeting of the Academy of Management.
- Charles, Aurélie, Gatignon, Aline & Van Wassenhove, Luk N., 2011. The Yogyakarta earthquake: IFRC's first experiences with the decentralized supply chain, *INSEAD case study*, No. 5590.
- Gatignon, Aline & Van Wassenhove, Luk N., 2009. When the Music Changes, so does the Dance-the TNT/WFP partnership 'Moving the World' five years on, *INSEAD case study*, 02/2010-5596
- Gatignon, Aline & Van Wassenhove, Luk N., 2009. Safety in Numbers-Danida's Multi-Sector Partnerships Reduce Road Risk in the Developing World, *INSEAD case study*, 03/2009-5589
- Gatignon, Aline & Van Wassenhove, Luk N., 2008. Paving the Road to Healthy Highways – A Partnership to Scale Up HIV/AIDS Clinics in Africa, *INSEAD case study*, 07/2008-5523

## **F. Invited Presentations**

(\* indicates refereed conference, † indicates presentation by co-author)

- NYU Nonmarket Strategy Workshop, November 2020
- Strategic Management Society Annual Conference, October 2020 (virtual)\*
- Academy of Management Annual Conference, August 2020 (virtual)\*
- Alliance for Research on Corporate Sustainability, June 2020, virtual conference\*
- INSEAD PhD Alumni Reunion, Plenary Speaker, "Research and Social Impact", Fontainebleau, France July 2019
- Stanford PACS 2019 Junior Scholars Forum, Stanford, CA, June 2019
- Women in Strategy Workshop, Washington University in St Louis, St. Louis, MO, May 2019
- Strategic Management Society Annual Conference, Paris, France, September 2018\*
- Olin Business School, Washington University in St Louis, St. Louis, MO, August 2018
- Academy of Management Annual Conference, Chicago, IL, August 2018\*
- Harvard Kennedy School: SICI conference on "Rethinking Cross-Sector Social Innovation", Boston, MA, April 2018\*
- Strategic Management Society Annual Conference, Houston, TX, October 2017\*
- Strategic Management Society Annual Conference, Berlin, Germany, September 2016 \*
- London Business School, London, UK, September 2016
- Academy of Management Annual Conference, Anaheim, CA, August 2016\*
- Stanford PACS Junior Scholar Forum, Hertie School of Governance, Berlin, Germany, June 2015
- EURAM Annual Conference, Paris (France), June 2016\*
- 6<sup>th</sup> "Strategy Symposium on Emerging Markets", Jesse H. Jones Graduate School of Business, Rice University, Houston, TX, May 5-6, 2016
- Strategic Management Society Annual Conference, Denver, CO, October 2015\*
- Symposium on Design Issues in Public-Private Partnerships, Lee Kuan Yew School of Public Policy, Singapore, April 2015
- Invited presentations at Cornell, HEC Paris, IESE, London School of Economics, University of Bocconi, University of Maryland, University of Michigan, University of Pennsylvania, University of Southern California, University of Western Ontario, October-February 2015: "Cross-Sector Partnerships in Emerging Markets: Managing the Spin-Out, Spin-In Paradox" (Job Market Paper)
- INSEAD Network Evolution Conference 4.0, Fontainebleau, France, October 2014†
- 3rd Wharton-INSEAD Alliance PhD Consortium, Fontainebleau, France, September 2014\*
- Strategic Management Society Annual Conference, Madrid, Spain, September 2014\*
- Strategic Management Society Pre-Conference Extension: Public-Private Governance, Social Value and Innovative Organizational Design, Paris, France, September 2014
- Academy of Management Annual Conference, Philadelphia, PA, August 2014\*
- Academy of International Business Annual Conference, Vancouver, Canada, June 2014\*
- 2<sup>nd</sup> Wharton-INSEAD Alliance PhD Consortium, Philadelphia, PA, October 2013\*
- Strategic Management Society Annual Conference, Atlanta, GA, October 2013\*
- Academy of Management Annual Conference, Lake Buena Vista, FL, August 2013\*
- Academy of International Business (AIB), Istanbul, Turkey, July 2013\*
- Consortium for Competitiveness and Cooperation, Kansas City, KS, March 2013
- Israel Strategy Conference Doctoral Consortium, Tel Aviv, Israel, December 2012\*
- 1<sup>st</sup> Wharton-INSEAD Alliance PhD Consortium, Fontainebleau, France, October 2012\*
- Strategic Management Society Annual Conference, Prague, Czech Republic, October 2012\*

- Society for the Advancement of Socio-Economics (SASE), 24th Annual Meeting, Boston, MA, June 2012\*
- Strategic Management Society Annual Conference, Miami, FL, October 2011: Doctoral Student Consortium\*
- PREBEM Doctoral Consortium, Rotterdam, Netherlands, September 2011\*
- Academy of Management Conference, San Antonio, TX, August 2011\*
- 10th Annual Colloquium of the European Academy of Business in Society (EABIS), Fontainebleau, France, October 2011\*
- 3rd Annual Conference of the Alliance for Research on Corporate Sustainability (ARCS) & 11th Annual Strategy and the Business Environment (SBE) Conference, Philadelphia, PA, May 2011\*
- Academy of Management Conference, Montreal, Canada, August 2010\*

## AWARDS & OTHER HONORS

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### General Honors

- Govil Family Faculty Scholar award, The Wharton School, 2020-2021
- Named to INSEAD's "50 Years, 50 Women, 50 Ideas" series

### Research

- Designated as a "Best Paper" for the STR Division of the Academy of Management (2020)
- Finalist, Best PhD Conference Paper Award, Strategic Management Society (2017)
- Best Conference Paper Award Nomination, Strategic Management Society (2016)
- Best Conference Paper for Practice Implications Award Nomination, Strategic Management Society (2014)
- Best PhD Conference Paper Award Nomination, Strategic Management Society (2014)
- Outstanding Reviewer Award, Business Policy and Strategy Division, Academy of Management Annual Conference (2014)
- Winner of the Best Conference PhD Paper Prize, Strategic Management Society (2013)
- Best Conference Paper Award Nomination, Strategic Management Society (2012)
- Best PhD Conference Paper Award Nomination, Strategic Management Society (2012)
- Best Conference Paper for Practice Implications Award Nomination, Strategic Management Society (2012)

### Teaching and Service

- Best Reviewer Award, International Management Division of the Academy of Management (2020)
- Outstanding Editorial Board Member Award for the Strategic Management Journal (2017)
- Winner of the European Foundation for Management Development (EFMD) case study competition, 'Supply Chain Management' category (2010)
- Winner of the European Foundation for Management Development (EFMD) case study competition in the 'Public Sector Innovation' category (2009)
- Winner of the European Foundation for Management Development (EFMD) case study competition in the 'African Business Cases' category (2009)

## TEACHING EXPERIENCE

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### The Wharton School, University of Pennsylvania

- MGMT101 – Introduction to Management (Undergraduate Core Course): 2018-current
- MGMT715 – Political and Social Environment of the Multinational Firm (MBA elective), 2015-2018
- Independent Study Supervision (PhD & MBA students): 2015-2018
- Wharton-INSEAD Corporate Strategy PhD Camp, session on "Linking Globalization and Corporate Strategy", 2017

### INSEAD

- Advanced Management Program for Brazilian executives in collaboration with Fundação Dom Cabral (Executive Education), 2013 & 2014
- Corporate Sustainability (Executive MBA), 2013
- Cross-sector partnerships (Tailored workshops for TNT and the United Nations World Food Program-WFP), 2012-2014
- Scaling Up Social Innovation (Executive Education), 2008

### Other

- Training Program for the 'Ecole des Ponts' Engineering School, 2015, CEDEP
- 'Doctoriales' Seminar (PhD): 2014 & 2015, Sorbonne University

## PROFESSIONAL SERVICE & AFFILIATIONS

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### Editorial Positions

- Editorial Board, Strategic Management Journal, 2016-2018 & 2019-2021

### Leadership

- Research Committee, Strategic Management Division of the Academy of Management, 2020-2022

### Ad-Hoc Reviewer

- Administrative Science Quarterly, Organization Science, Management Science, the Academy of Management Journal, Journal of International Business, Strategy Science, American Sociological Review

### Memberships and Affiliations

- Member of the Penn Development Research Initiative (PDRI)
- Faculty Affiliate, Wharton Social Impact Initiative
- Faculty Affiliate, Center for Africana Studies, University of Pennsylvania
- Senior Fellow, Global Scope Lab (GLOB-S) at George Washington University
- Member of the Academy of Management, Strategic Management Society, Academy of International Business

### Other External Service

- Reviewer for the ITC-Emerald Best International Dissertation Award of the Academy of Management, 2018 & 2019

### University of Pennsylvania Activities

- University of Pennsylvania President's Engagement Prize Committee, 2019-2020, 2020-2021
- University of Pennsylvania Fulbright Faculty Committee, 2019-2020, 2020-2021
- Management Department Seminar Committee, the Wharton School, 2019-2020
- Doctoral Committee, Management Department, the Wharton School, 2018-2019, 2020-2021
- Junior Faculty Initiative Committee, the Wharton School, 2016-2017
- Faculty advisor/mentor
  - President's Engagement Prize finalist team, 2019
  - Senior Thesis, Huntsman Program in International Studies and Business, 2018
  - Global Knowledge Lab project, Lauder Institute, 2018
- Co-organizer of the 1<sup>st</sup> Wharton-INSEAD Alliance PhD Consortium, 2012

### SELECTED MEDIA MENTIONS

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- Blending Public and Private Value Creation at Natura, INSEAD Knowledge - 04/20/2020
- Want Your Business To Combat Coronavirus? 3 Best Practices For Partnering With Nonprofits, Forbes - 04/10/2020
- Votre Entreprise peut avoir un Impact sur le Coronavirus..., H24Finances – 03/30/2020
- Confronting COVID-19: Why Firms Need to Tap Nonprofit Partnerships, Knowledge @ Wharton - 03/19/2020
- How Partnerships Drive Health Care Innovation in Africa, Knowledge @ Wharton - 08/19/2016
- Creating Optimal Partnerships to Tackle Socio-economic Problems, Knowledge @ Wharton - 04/21/2016

### PERSONAL INFORMATION

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- Citizenship: France, United States of America
- Languages: English (Native Speaker) / French (Native Speaker) / Portuguese (Fluent) / Spanish (Fluent)