

Sai Lan, PhD

Assistant Professor of Management

HSBC Business School
Peking University
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ACADEMIC EXPERIENCE

2011 – Present Assistant Professor of Management,
HSBC Business School, Peking University

EDUCATION

PhD, University of Illinois at Urbana-Champaign, USA
Strategic Management & Entrepreneurship

MS, University of Illinois at Chicago, USA
Electrical Engineering and Computer Science

MS, Peking University, Beijing, China
Computer Science
Outstanding Graduate of Beijing

BE, Tongji University, Shanghai, China
Computer Engineering
Outstanding Graduate of Shanghai

RESEARCH AND TEACHING INTERESTS

- Strategic Management, with a focus on technology and innovation management
- Open Innovation and Open Source Software
- Corporate Strategy, with a focus on M&A
- International management, with a focus on cross-border M&A
- Entrepreneurship

RESEARCH

JOURNAL PAPER

1. Lan, S., Zhu, H., Yang, F., 2015, “The Long-term Performance of Cross-border Mergers and Acquisitions: Evidence from the Chinese Stock Market”, *Chinese Management Studies*, 9(3): 385-400
2. Lan, S. & Xian, D., 2015, “Firm Factors Affecting University-Industry R&D Collaboration”, *Science & Technology Progress and Policy (科技进步与对策)*, 32(12): 108-113
3. Lan, S. & Zhao, Y., 2014, “Impact of Public Policy on Firm Innovation Investment and Performance – Evidence from High Technology Industries in Guangdong Province”, *South China Journal of Economics (南方经济)*, 32(8): 27-43
4. Lan, S. & Yuan, H., 2014, “The Determinants of Interdisciplinary Team Innovation Performance: Empirical Study based on a Top US Research University”, *Science and Management (科学与管理)*, 34(2): 3-11.

BOOK CHAPTER

1. Lan, S., “Chinese Firm CSR Adoption for Global Competitiveness – An AMC Perspective”, in “Sustainable Development and CSR in China”, R. Schmidpeter et al. (eds.), Springer International Publishing Switzerland
2. Li, Y., Zahra, S., & Lan, S., “Heterogeneity in New Venture Formation Rates Across Nations: The Schumpeterian and Institutional Economics Views”, in “Entrepreneurial Finance Handbook”, World Scientific Publishers, forthcoming

CONFERENCE PAPER

1. Chastagner K., Lan, S., Zhang, C. “When do firms take their domestic M&A ownership patterns overseas?”, *Proceedings of Academy of Management (AOM) Annual Meeting*, Best Paper Award, August 2015, Vancouver, Canada
2. Lan, S., Zhang, J., “Post-IPO exit behavior of venture capital”, 9th China Management Society Annual Meeting, Guanzhou, China, November 2014
3. Lan, S., Liu, L. “Interdisciplinarity, Knowledge Diversity, and Innovation Productivity: An Empirical Study of University Researcher Performance”, *Strategic Management Society (SMS) Annual Conference*, Madrid, Spain, September 2014
4. Shao, B., Wang, L., Lan, S. “When Leader Anger Helps and When It Hurts”, *Academy of Management (AOM) Annual Conference*, Philadelphia, USA, August 2014

5. Lan, S., Zhu, H & Chastagner, K. “Majority vs. Minority Acquisition: A Study of Chinese Cross-border M&A”, International Association of Chinese Management Research (IACMR) Conference, Beijing, June 2014
6. Zhu, H., He, X-M. & Lan, S. “Evolution of Chinese Firms during Institutional Transition: An Institution-based View of Exploitation and Exploration in Organizational Learning”, International Association of Chinese Management Research (IACMR) Conference, Beijing, June 2014
7. Lan, S., Yang, F., & Zhu, H. “Imprinting Home Institutional Influence – Chinese Firms’ Long-term Performance in Cross-border Mergers and Acquisitions”. Proceedings of Academy of International Business (AIB) – Southeast Asia Regional Conference, Bali, Indonesia, December 2013 – Best Paper Award (FDI & IB track)
8. Lan, S. “Impact of Market and Innovation Globalization on MNC Performance”, Proceedings of Academy of International Business (AIB) – Southeast Asia Regional Conference, Bali, Indonesia, December 2013
9. Miller, D., Seth, A. & Lan, S. “Accelerating Innovation through Acquisition: An Evaluation of Patent and Product Portfolios”. Strategic Management Society (SMS) Annual Conference, Atlanta, USA, September 2013
10. Lan, S., Miller, D. & Mahoney, J. “Public Firm Sponsorship of Open Source Software – A Knowledge-Based Approach to Open Innovation”. Academy of Management (AOM) Conference, Boston, USA, August 2012
11. Lan, S. “Joint Effect of Market and Innovation Globalization on MNC Performance”. Strategic Management Society (SMS) Special Conference on Global Innovation, Singapore, June 2012
12. Miller, D., Seth, A. & Lan, S. “Accelerating Innovation through Acquisition: Complementarity in Patent and Product Portfolios”. Academy of Management (AOM) Conference, San Antonio, USA, 2011
13. Miller, D., Seth, A. & Lan, S. “Antecedents and Consequences of Acquisitions Involving High-Technology Firms”. Strategic Management Society (SMS) Annual Conference, Rome, Italy, 2010

PAPER UNDER REVIEW

1. Lan, S., Miller, D., & Mahoney, J. “Public Firm Sponsorship of Open Source Software – A Knowledge-Based Approach to Open Innovation”, R&R at Organization Science
2. Lan, S., Ma, X., Li, & Yang, “To Respond or Not To Respond? Political Strategy of Chinese Real Estate Firms in the Senior-Housing Market”, under review at Management and Organization Review.

3. Lan, S., Liu, K., & Liu, L., “Entrepreneurial resource orchestration: human capital of academic entrepreneurship and beyond”, under review at Strategic Management Journal
4. Cheng, D., Wang, L., Restubog, S., Lan, S., “The Benefit and Cost of Being Mean: Effects of Negative Emotional Display Rules on Employee Behaviors”, under review at Journal of Business Ethics

WORKING PAPER

1. Li, Y., Lan, S. & Chi, T., “When Do Venture Capitalists Retain Ownership in Entrepreneurial Ventures post-IPO?”
2. Lan, S., Li, Y., Ma, X., & Wang, G., “The Effect of VC on Venture Innovation”
3. Chastagner, K., Lan, S., Ma, X., “When do firms take their domestic M&A ownership patterns overseas?”
4. Miller, D., Seth A. & Lan, S. “Innovation Synergy in Acquisitions: An Evaluation of Patent and Product Portfolios”

INDUSTRY EXPERIENCE

- **Dupage Medical Group**, Glen Ellyn, IL, 2005-2006.
Business Analyst
- **Park City Solutions**, Itasca, IL, 2001-2005.
Software Architect & Team Lead
- **Motorola Inc.**, Arlington Heights, IL, 1999-2001
Software Engineer

SELECTED HONORS AND AWARDS

- Best Paper Award (IM Division) - Chastagner K., Lan, S., Zhang, C. “When do firms take their domestic M&A ownership patterns overseas?”, Academy of Management (AOM) Annual Meeting, Vancouver, Canada, August 2015
- Young Scholar Award – Yang, H., Ma, X., Lan, S. “Why do firms enter into a new niche market? An integrated view of objective and subjective antecedents of strategic decision”, 2015, Frontiers of Business Research in China International Symposium, Beijing, China
- Best Paper Award (FDI & IB track) – Lan, S., Yang, F., & Zhu, H. “Imprinting Home Institutional Influence – Chinese Firms’ Long-term Performance in Cross-border Mergers and Acquisitions”. AIB-SEAR Conference, Bali, Indonesia, December 2013
- Academy of Entrepreneurship Scholarship, UIUC
- Huawei Fellowship, Peking University
- Outstanding Graduate of Beijing, Peking University
- Outstanding Graduate of Shanghai, Tongji University

TEACHING EXPERIENCE

- Technology Entrepreneurship, PHBS, 2016
- Strategic Management (MBA core course), PHBS, 2014-2016
- Strategic Management Research, PHBS, 2013-2016
- Introduction to Management, PHBS, 2012
- Strategic Management, PHBS, 2012
- International Management, PHBS, 2011
- Business Policy and Strategy, UIUC, 2009

PROFESSIONAL SERVICES

Research Centers

- Director of Center of Innovation and Entrepreneurship, PHBS, 2014 - present
- Associate director of Center for Green Economy, PHBS, 2012-2014

AD HOC REVIEWER

- Strategic Management Journal
- Long Range Planning
- Journal of Technology Transfer
- Lasserre, P. "Global Strategy Management", 3rd Edition. Published by Palgrave Macmillan, 2012
- Academy of Management (AOM) Annual Conferences, BPS & TIM divisions
- Strategic Management Society (SMS) Conferences

OTHER SERVICES

- Organizer of Hong Kong-Shen Zhen Macro Research Consortium, Shen Zhen, 2013
- Co-Chair of Asia Education Forum Session on Ecological Education and Technological Innovation Development, Chengdu, 2013
- Organizer of Long Range Planning Conference on China Business, Hong Kong, 2012
- Organizer of VC-PE International Academic Forum at PHBS, 2012
- Host of China-ASEAN Innovation Forum, PHBS, 2011

PROFESSIONAL AFFILIATIONS

- Member of Academy of Management (AOM)
- Member of Strategic Management Society (SMS)
- Member of Academy of International Business (AIB)
- Member of International Association of Chinese Management Research (IACMR)
- Member of Association for Computing Machinery (ACM)