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ACADEMIC POSITIONS

University of Connecticut/Stamford
Professor in Residence, 2015 (Associate Professor in Residence 2001-2015)
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; worked with production affiliates in Ecuador, Panama, Chile, Peru and El Salvador
Budget Coordinator, 1981-83
Commodity trader/salesman, 1979-81
U.S. Department of State
Foreign Service Officer : U.S. Embassy in Brasilia (Political & Labor Affairs Section), 1976-78
The New York Times
News Assistant, Business and Financial News department, 1973-75

ACADEMIC HONORS, AWARDS, RECOGNITION

Undergraduate Teaching Award, School of Business, University of Connecticut, 2014.
Service Award, School of Business, University of Connecticut, 2014.
Undergraduate Teaching Award, School of Business, University of Connecticut, 2009.

Graduate Teaching Award, School of Business, University of Connecticut, 2009.
 "Who's Who in Business Higher Education," Academic Keys, New York, 2003.
 Latin American Business Experts (Expertos en Administración de Empresas de America Latina), Centro Euro-Latino Americano, Instituto de Empresa, Madrid, Spain, 2001.
 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.
 Richard N. Farmer Award, best dissertation, Academy of International Business, 1991.

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.
- "Price Decontrol in the Pakistani Fertilizer Industry," Boston: Harvard Business School Case Services, # 9-388-087, 1988.
- "Cornes and Company," Boston: Harvard Business School # 9-387-068, 1988.
- "Bhajuratna Engineering and Sales, Ltd.," Boston: Harvard Business School Case Services, # 9-388-088, 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.
- "Family Relations at Lahore Paint and Print," Lahore, Pakistan: Lahore Business School, # 08-074-87-1, 1987.

PRESENTATIONS AND MEETING ACTIVITIES

- "Non-Market Strategy and the Theory of Economic Regulation," Business Association of Latin American Studies (BALAS) annual meeting, Barcelona, Spain, 2010; published in Proceedings.
- "Integrating Political , Economic and Organizational Strategies," Academy of Management annual meeting, August 2005 (with J.J. Boddewyn and N. Dahan).
- "The Theory of Economic Regulation and Competition within Industries," Academy of Management annual meeting, San Diego, 1998.
- "Political-Market Positioning and Strategic Management: Fitting External Political Behavior in Strategy Paradigms," *AMR* Theory Development Workshop, Academy of Management annual 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 T. 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 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 Latin American Studies 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.
Ad hoc reviewer, Academy of Management annual meeting, SIM & IM divisions.

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 AND COMMUNITY ACTIVITIES

Vice President, American Association of University Professors (AAUP), University of Connecticut chapter, 2014-2016; Bargaining Team, 2015-2016; Executive Committee, 2012-present; Nominating Committee, 2012-2013; Summer-Intersession Bargaining Committee, 2013.

Commissioner, State of Connecticut Latino and Puerto Rican Affairs Commission (LPRAC) – Comisión de Asuntos Latinos y Puertorriqueños (CALP), appointed to the Commission in February 2010; Treasurer 2012-2013; Chair, Results Based Accountability Committee, 2011, 2014-present.

Board of Trustees, Connecticut Public Broadcasting Network / CPB, Inc. May 2014-present.

Peer Review Panels, Higher Education for Development-HED (formerly Association Liaison Office for University Cooperation in Development, ALO-AID), U.S. Agency for International Development (USAID): professional panels reviewing US-foreign cooperative education and training grant proposals, 2003-2010.

Ethiopian-UConn Partnership in Sustainable Development and Management of Water Resources: member of joint UConn and Ethiopian university team investigating water resources and related university curriculum and programs in Ethiopia (funded by competitive grant from USAID), 2008-2010

Editorial Board, *Journal of International Business Studies*, 1998-2003; ad hoc reviewer since 1993.

Editorial Review Board, *Journal of International Food and Agribusiness Marketing*, 1992 – present.

Ad hoc reviewer, *Latin American Business Review*, since 2014.

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

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

COURSES TAUGHT

University of Connecticut (Stamford, Storrs, Hartford & Waterbury campuses) 2001-2012

Strategy, Policy and Planning (MGMT 5800/390) – MBA program: capstone MBA strategy course: industry and competitor analysis, business models, technology and innovation, diversification, vertical integration

International Business Strategy (MGMT 5640/340) – MBA program: foreign market entry, global integration/standardization – adaptation/national responsiveness, managing international operations, political risk

Business Strategies for Latin America / Business Strategies for Emerging Markets (MGMT 5894) – MBA program: hybrid online and travel-study course (Argentina, Brazil, Chile, Uruguay – various years)

Management Consulting (MGMT 382) – MBA program: introduction to management consulting for MBA students in consulting track (major)

Executive Management Project (MKTG 396) – Executive MBA (EMBA) program: supervise students developing business plans for their employers

Strategic Analysis (MGMT 4902/292) – undergraduate program

International Business (MGMT 3225/225) – undergraduate program

Principles of Global Business (MGMT 3115) – undergraduate program

EM Lyon, Lyon, France 2009-2013

Global Strategies, MBA program – June 2009, June 2010, June 2011, June 2012, June 2013: combined industry analysis-international strategy course

Baruch College, City University of New York 1998-2001

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 1991-1998

Consulting Project/Field Study (MGMT-661) - M.B.A. program: supervise MBA students on consulting projects for external clients

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

Business-Government Relations (module) - Intl Executive MBA 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

SELECTED EXECUTIVE EDUCATION AND CONSULTING/BUSINESS ADVISORY ENGAGEMENTS

Executive MBA programs: University of CT, Georgetown University, Baruch/CUNY: MBA-level strategy and international business courses given at university locations as well as customized courses delivered on site at company locations

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 basic and advanced business strategy for strategy

consultants at large German consulting firm
AnimalFeeds International Corporation: various market analyses, feasibility studies and strategy overviews 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.

LANGUAGES

Native English, good Portuguese, functional Spanish.