

**Dr. Daniel Rottig**  
Florida Gulf Coast University  
Management, Associate Professor  
(239) 590-1247  
Email: drottig@fgcu.edu

## Education

- Ph D, Florida Atlantic University, 2008.  
Major: International Business/Strategy  
Dissertation Title: Institutional Distance, Social Capital, and the Performance of Foreign Mergers and Acquisitions in the United States
- MBA, Southeast Missouri State University, 2004.  
Major: International Business
- German University Diploma, University of Applied Sciences Schmalkalden, Germany, 2001.  
Major: International Economics/Finance/Marketing  
Dissertation Title: Mergers, Acquisitions and Shareholder Value

## Academic Positions

- Associate Professor, Florida Gulf Coast University (August 2013 - Present).
- Assistant Professor, Florida Gulf Coast University (August 2009 - August 2013).
- Assistant Professor, California State University Long Beach (August 2008 - July 2009).
- Research Assistant, Southeast Missouri State University (2002 - 2004).
- Research Assistant, University of Applied Sciences (2001).

## RESEARCH

### Refereed Journal Publications

- Rottig, D., Reus, T. H. (in press). Research on culture and international acquisition performance: A critical evaluation and new directions. *International Studies of Management & Organization*.
- Boddewyn, J., Rottig, D. (2017). How to Regain Legitimacy and Relevance in a New Era for International Business: If Not Us, Who? *Academy of International Business Insights*.
- Rottig, D., Schappert, J., Starkman, E. (2017). The Canon Acquisition of Océ: A Qualitative Analysis of a Successful Sociocultural Integration. *Thunderbird International Business Review*, 59(2), 187-208.
- Rottig, D. (2017). Meta-analyses of culture's consequences for acquisition performance: An examination of statistical artifacts, methodological moderators and the context of emerging markets. *International Journal of Emerging Markets*, 12(1), 8-37.
- Meyer, K., Rottig, D. (2016). International Trade and Investment Agreements: Sovereignty at Bay in the 21st Century? *Academy of International Business Insights*, 16(1), 3-6.
- Rottig, D. (2016). Institutions and emerging markets: Effects and implications for multinational corporations. *International Journal of Emerging Markets*, 11(1), 2-17.
- Alon, I., Rottig, D. (2013). Entrepreneurship in emerging markets: New insights and directions for

- future research. *Thunderbird International Business Review*, 55(5), 487-492.
- Taras, V., Caprar, D., Rottig, D. (2013). A global classroom? Evaluating the effectiveness of global virtual collaboration as a teaching tool in management education. *Academy of Management Learning & Education*, 12(3), 414-435.  
<http://aom.org/Publications/AMLE/Academy-of-Management-Learning---Education.aspx>
- Rottig, D. (2013). A Marriage Metaphor Model for Sociocultural Integration in International Mergers and Acquisitions. *Thunderbird International Business Review*, 55(4), 439-451.
- Rottig, D., Taras, V. (2012). Changing the Face of International Business Education: The X-Culture Project. *Academy of International Business Insights*, 12(4).
- Rottig, D. (2011). Formal infrastructure and ethical decision-making: An empirical investigation and implications for supply management. *Decision Sciences Journal*, 42(1), 163-204.
- Rottig, D. (2011). The role of social capital in cross-cultural M&As: A multinational corporation perspective. *European Journal of International Management*, 5(4).
- Rottig, D., Reus, T. (2009). Meta-analyses of international joint venture performance determinants: Evidence for theory, methodological artifacts and the unique context of China. *Management International Review*, 49(5), 607-640.
- Rottig, D. (2009). Overcoming Common Pitfalls in Cross-Cultural Management Research. *International Business: Research, Teaching and Practice*, 3(1), 32-51.
- Rottig, D. (2007). Successfully managing international mergers and acquisitions: A descriptive framework. *International Business: Research, Teaching and Practice*, 1(1), 97-119.
- Rottig, D., Heischmidt, K. A. (2007). The importance of ethical training for the improvement of ethical decision-making: Evidence from Germany and the United States. *Journal of Teaching in International Business*, 18(4), 5-35.

### **Refereed Conference Proceedings**

- Rottig, D., Torres de Oliveira, R. (2017). *Implementing Chinese M&As of Developed Market Firms: A Supportive Partnering Approach*. Proceedings of the 59th Annual Meeting of the Academy of International Business.
- Rottig, D. (2017). *The Role of Pre-Market-Entry Mode Choice and Post-Entry Subsidiary Operating Approaches in Managing Institutional Direct and Distance Effects*. Proceedings of the 59th Annual Meeting of the Academy of International Business.
- Rottig, D., Anderson, B., Crespo, R., Diemont, D., Martinez, F. (2016). *Navigating Institutional Clusters within Sub-Saharan Africa: Small and Medium-Sized Oil Enterprises* (vol. 58). Proceedings of the 58th Annual Meeting of the Academy of International Business.
- Rottig, D., Schappert, J., Starkman, E. (2016). *The Canon Acquisition of Océ: A Qualitative Analysis of a Successful Sociocultural Integration* (vol. 58). Proceedings of the 58th Annual Meeting of the Academy of International Business.
- Rottig, D. (2015). *Culture's Consequences for Acquisition Performance: An Analysis of Statistical Artifacts, Moderators and the Context of Emerging Markets* (vol. 57). Proceedings of the 57th Annual Meeting of the Academy of International Business.
- Rottig, D. (2014). *Internal and External Consequences of Direct and Distance Effects of Institutions for MNCs and the Role of Social Capital* (vol. 56). Proceedings of the 56th Annual

- Meeting of the Academy of International Business.
- Rottig, D. (2014). *The Impact of Organizational and National Culture on International M&A Performance: Looking Back and Moving Ahead* (vol. 56). Proceedings of the 56th Annual Meeting of the Academy of International Business.
- Taras, V., Caprar, D., Rottig, D. (2013). *A global classroom? A multi-method evaluation of effectiveness of international collaboration exercises in international management education* (vol. 55). Proceedings of the 55th Annual Meeting of the Academy of International Business.
- Spigarelli, F., Rottig, D. (2013). *The domain of emerging markets: An exploratory examination into the nature and characteristics of this concept* (vol. 55). Proceedings of the 55th Annual Meeting of the Academy of International Business.
- Rottig, D. (2012). *A Marriage Metaphor Model for Sociocultural Integration in International Mergers and Acquisitions: A Critical Review and Integration of the Literature*. Proceedings of the 54th Annual Meeting of the Academy of International Business.
- Rottig, D., Taras, V. (2012). *Multi-Country Student Collaboration Projects in Cross-Cultural Management Education*. (vol. 36). Proceedings of the 2012 Annual Meeting of the Academy of International Business – Southeast Chapter (AIB-SE).
- Rottig, D., Spigarelli, F. (2012). *Rise and Fall of a Taxonomy: Should We Keep Calling Them Emerging Markets?* (vol. 36). Proceedings of the 2012 Annual Meeting of the Academy of International Business – Southeast Chapter (AIB-SE)..
- Rottig, D., Taras, V. (2012). *The Effects of International Collaboration Exercises on Learning Outcomes in Cross-Cultural International Management Courses* (vol. 36). Proceedings of the 2012 Annual Meeting of the Academy of International Business – Southeast Chapter (AIB-SE)..
- Rottig, D. (2012). *A Conceptual Model of Strategic Leadership and Employee Perception of Inequity in Times of Organizational Crises, and the Moderating Effect of National Culture* (vol. 72). Best Paper Proceedings of the Seventy-Second Annual Meeting of the Academy of Management.
- Rottig, D. (2012). *Toward a Social Capital-Based View of Economic Transactions in the Context of International Joint Ventures* (vol. 54). Proceedings of the 54th Annual Meeting of the Academy of International Business.
- Rottig, D. (2011). *A Context-Process Model for Mergers and Acquisitions Across Organizational and National Cultures*. Proceedings of the 2011 Annual Meeting of the Academy of International Business – Southeast Chapter (AIB-SE).
- Rottig, D., Reus, T., Tarba, S. (2011). *Cross-cultural Management in Mergers and Acquisitions*. Proceedings of the 2011 Annual Meeting of the Academy of International Business – Southeast Chapter (AIB-SE).
- Rottig, D. (2011). *A Social Capital-Based View of Cross-Cultural Mergers and Acquisitions* (vol. 53). Proceedings of the 53rd Annual Meeting of the Academy of International Business.
- Rottig, D., Mezias, J. (2010). *A Social Capital Perspective of Liabilities of Foreignness*. Proceedings of the 52th Annual Meeting of the Academy of International Business, East Lansing MI: Academy of International Business, T. Kostova and T. Kiyak (Eds.).
- Rottig, D. (2010). *The Role of Relational Ties in International Mergers and Acquisitions: A*

*Multinational Corporation Perspective*. St Petersburg Beach: Proceedings of the 2010 Annual Meeting of the Academy of International Business – Southeast Chapter (AIB-SE).

Rottig, D. (2009). *The Role of Culture in Times of Organizational Crises: The Case of Individualism and Collectivism* (vol. 2009, pp. 718-730). Proceedings of the 2009 Annual Meeting of the Academy of International Business – Southeast.

Rottig, D., Reus, T. (2009). *Institutional distance, organizational legitimacy, and foreign acquisition performance in the United States* (vol. 69). Academy of Management Best Paper Proceedings.

### **Published Intellectual Contributions**

Rottig, D., Reus, T. H., Tarba, S. Y. (2013). *The impact of culture on mergers and acquisitions: A third of a century of research* (vol. 12, pp. 135-172). *Advances in Mergers and Acquisitions*.

### **Refereed Presentations**

Rottig, D. (Author & Presenter), Torres de Oliveira, R. (Author), Academy of International Business Conference, "Implementing Chinese M&As of Developed Market Firms: A Supportive Partnering Approach," Academy of International Business, Dubai, United Arab Emirates. (July 2017).

Rottig, D. (Panelist), Academy of International Business Conference, "Incorporating the X-Culture Project in International Business Curriculum: Challenges and Best Practices," Academy of International Business, Dubai, United Arab Emirates. (July 2017).

Rottig, D. (Chair), Academy of International Business Conference, "The Contribution of AIB Chapters around the Globe: Opportunities, Challenges, Innovation and Best Practices," Academy of International Business, Dubai, United Arab Emirates. (July 2017).

Rottig, D. (Author & Presenter), Academy of International Business Conference, "The Role of Pre-Market-Entry Mode Choice and Post-Entry Subsidiary Operating Approaches in Managing Institutional Direct and Distance Effects," Academy of International Business, Dubai, United Arab Emirates. (July 2017).

Rottig, D. (Co-Chair), Academy of International Business Conference, "Tracing the Contours of a New Era for International Business: Regaining Legitimacy and Relevance for its Study," Academy of International Business, Dubai, United Arab Emirates. (July 2017).

Rottig, D. (Author & Presenter), Saccento, A. (Author), Seitz, A. (Author), Wood, W. (Author), Patton, C. (Author), Academy of International Business Southeast USA Conference, "Dealing with Corruption in the Sub-Saharan African Water Business," Academy of International Business, Cozumel, Mexico. (November 2016).

Rottig, D. (Panelist), Academy of International Business Southeast USA Conference, "Meet the Editors Panel," Academy of International Business, Cozumel, Mexico. (November 2016).

Rottig, D. (Author & Presenter), Muscarella, S. (Author), Avila, W. (Author), Grijalva, C. (Author), Mastropieri, L. (Author), Academy of International Business Southeast USA Conference, "Overcoming Formal Institutional Challenges When Entering Cuba: A US-based Multinational Corporation Perspective," Academy of International Business, Cozumel, Mexico. (November 2016).

Rottig, D. (Author & Presenter), Hoop, J. (Author & Presenter), Cid, N. (Author & Presenter), Maylott, R. (Author), Niemczyk, A. (Author), Peterson, D. (Author & Presenter), Shelton, J. (Author), Academy of International Business Southeast USA Conference, "Successfully

- Entering the Emerging Market of Brazil: A Legitimacy Perspective," Academy of International Business, Cozumel, Mexico. (November 2016).
- Rottig, D. (Panelist), Academy of International Business Southeast USA Conference, "X-Culture in International Business Courses: Instructor Exchange of Experiences, Challenges, Best Practices," Academy of International Business, Cozumel, Mexico. (November 2016).
- Rottig, D. (Author & Presenter), Schaffer, B. (Author & Presenter), Academy of Management Conference, "Charismatic Leadership Behavior in Crises: An Analysis of Justice Perceptions and Cultural Context," Anaheim, CA. (August 2016).
- Rottig, D. (Panelist), Academy of International Business Conference, "Best Practices of Incorporating the X-Culture Project in International Business Curriculum," New Orleans, LA. (July 2016).
- Rottig, D. (Author & Presenter), Anderson, B. (Author), Crespo, R. (Author), Diemont, D. (Author), Martinez, F. (Author), Academy of International Business Conference, "Navigating Institutional Clusters within Sub-Saharan Africa: Small and Medium-Sized Oil Enterprises.," New Orleans, LA. (July 2016).
- Rottig, D. (Author & Presenter), Schappert, J. (Author), Starkman, E. (Author), Academy of International Business Conference, "The Canon Acquisition of Océ: A Qualitative Analysis of a Successful Sociocultural Integration," New Orleans, LA. (July 2016).
- Rottig, D. (Author & Presenter), Academy of International Business Conference, "The Locus of Acting Local while Thinking Global: Innovation and Best Practices at AIB Chapters," New Orleans, LA. (July 2016).
- Rottig, D. (Author & Presenter), Spigarelli, F. (Author), China Goes Global Conference, "Has China Emerged as an Emerging Market?," China Goes Global Association, Macerata, Italy. (July 2016).
- Rottig, D. (Author & Presenter), Spigarelli, F. (Author), Global Strategy and Emerging Markets Conference, "An Institution-based Taxonomy for Emerging Markets," University at Miami (CIBER) and Northeastern University. (January 2016).
- Rottig, D. (Panelist), Academy of International Business Southeast USA Conference, "Culture and Managerial Decision Making: Changing Roles across Cultures and Levels of Business. A Research Panel," Savannah, Georgia. (November 2015).
- Rottig, D. (Panelist), Academy of International Business Southeast USA Conference, "Meet the Editors Panel," Savannah, Georgia. (November 2015).
- Rottig, D. (Panelist), Academy of International Business Southeast USA Conference, "Optimizing the Use of X-Culture in International Business Courses," Savannah, Georgia. (November 2015).
- Rottig, D. (Author & Presenter), Academy of International Business Conference, "Think Global, Act Local: Best Practices for Managing and Developing AIB Chapters," Bangalore, India. (July 2015).
- Rottig, D. (Panelist), Academy of International Business Conference, "X-Culture: Optimizing the use of X-Culture in International Business Courses," Bangalore, India. (July 2015).
- Rottig, D. (Author & Presenter), Academy of International Business Southeast USA, "A Meta Analysis of Culture's Impact on Acquisition Performance," Academy of International Business,

- Miami, FL. (October 24, 2014).
- Rottig, D. (Panelist), Academy of International Business Conference, "Data Sharing, Research Crowdsourcing, and Open Collaboration: Latest Developments and Opportunities in International Business Studies Panel," Academy of International Business, Vancouver, Canada. (July 2014).
- Rottig, D. (Chair), Academy of International Business Conference, "Researchers Needed: Presenting a Multi-Source Multi-Level Longitudinal X-Culture Database, Open To Everyone Panel," Academy of International Business, Vancouver, Canada. (July 2014).
- Rottig, D. (Chair), Academy of International Business Conference, "Researchers Needed: Presenting a Multi-Source Multi-Level Longitudinal X-Culture Database, Open To Everyone Panel," Academy of International Business, Vancouver, Canada. (July 2014).
- Tilakhdin, S. (Author & Presenter), Johnson, R. (Author & Presenter), Patanjali, M. (Author & Presenter), Mutowembgwa, I. (Author & Presenter), Rottig, D. (Author & Presenter), Academy of International Business Southeast USA, "A Case Study on the Consequences of the Recent Global Financial Crisis on the Travel and Hospitality Industry and Strategies to Manage these Consequences," Academy of International Business, Atlanta, GA. (October 26, 2013).
- Rottig, D. (Author & Presenter), Academy of International Business Southeast USA, "An Empirical Investigation into the Effects of Culture on Ethical Decision-Making," Academy of International Business, Atlanta, GA. (October 25, 2013).
- Lue, K. (Author & Presenter), Fowler, J. (Author & Presenter), Rottig, D. (Author & Presenter), Academy of International Business Southeast USA, "Caught in the Crossfire: How Cyber Threats Affect the Financial Industry and the Movement toward Cloud Computing," Academy of International Business, Atlanta, GA. (October 25, 2013).
- Taras, V. (Author & Presenter), Rottig, D. (Author & Presenter), Academy of International Business Southeast USA, "Multi-Country Student Collaboration Projects in Cross-Cultural Management Education," Academy of International Business, Fort Lauderdale, FL. (November 1, 2012).
- Spigarelli, F. (Author & Presenter), Rottig, D. (Author & Presenter), Academy of International Business Southeast USA, "Rise and Fall of a Taxonomy: Should We Keep Calling Them Emerging Markets?," Academy of International Business, Fort Lauderdale, FL. (November 1, 2012).
- Taras, V. (Author & Presenter), Caprar, D. (Author), Rottig, D. (Author & Presenter), Academy of International Business Southeast USA, "The Effects of International Collaboration Exercise on Learning Outcomes in Cross-Cultural International Management Courses," Academy of International Business, Fort Lauderdale, FL. (November 1, 2012).
- Rottig, D. (Author), Rubens, A. (Author & Presenter), Academy of Management Annual Meeting, "A Conceptual Model of Strategic Leadership and Employee Perception of Inequity," AOM, Boston, MA. (August 7, 2012).
- Rottig, D. (Author & Presenter), Reus, T. (Author), Academy of Management Conference, "Effects of Formal and Informal Institutional Differences on Foreign Firms' Legitimacy in the U.S.," Academy of Management, Boston, MA. (August 6, 2012).

## **SELECTED SERVICE**

## **Professional Service**

Chairperson, Academy of International Business Southeast Fellows. (November 2016 - Present).

Member, X-Culture International Student Collaboration Project. (2015 - Present).

Senior Advisor, Academic Organization, Academy of International Business Bolivia. (October 23, 2014 - Present).

Editor, Senior Editor, International Journal of Emerging Markets. (December 1, 2013 - Present).

Fellow and Immediate Past Chair, Academy of International Business Southeast USA. (October 25, 2013 - Present).

Editor, Journal Editor, Academy of International Business Insights. (January 2013 - Present).

Guest Editor Special Issue, International Journal of Emerging Markets. (October 25, 2012 - Present).

Reviewer, Conference Paper, Academy of International Business. (November 2016 - December 2016).

Faculty Reviewer Paper Development Workshop, Global Strategy and Emerging Markets Conference, Miami, Florida. (December 2015 - January 2016).

Reviewer, Journal Article, International Business Review. (July 2014).

## **Presentations**

Rottig, D. (Presenter), Academy of International Business Bolivia, "The Domains of International Business Research, Teaching and Practice and the Academy of International Business," Academy of International Business, Cochabamba, Bolivia. (February 28, 2015).

Rottig, D. (Presenter), Mayor de San Simón University, "The Importance, Relevance and Structure of Doctoral-level Research and Degree Programs in International Business," Mayor de San Simón University, Cochabamba, Bolivia. (February 27, 2015).

Rottig, D. (Presenter), Universidad Privada Bolivian, "International Business in the US and Latin America," Universidad Privada Bolivian, Cochabamba, Bolivia. (February 27, 2015).

Rottig, D. (Presenter), University of Miami - Management Research Presentation Series, "The Role of Institutions and Legitimacy in International Acquisitions," University of Miami, Miami, FL. (November 2009).