

## **Lite J. Nartey**

Sonoco International Business Department  
Darla Moore School of Business  
University of South Carolina

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### **ACADEMIC APPOINTMENTS**

University of South Carolina, Darla Moore School of Business, Sonoco International Business Department

Assistant Professor (tenure-track), 2012–present  
Instructor, 2011–2012

Northwestern University, Kellogg School of Management, Management & Organizations Department

Visiting Scholar, Fall 2013

Stanford University, Collaboratory for Research on Global Projects (CRGP)

Visiting Scholar, 2008–2009

### **EDUCATION**

The Wharton School, University of Pennsylvania, Philadelphia, PA

Doctor of Philosophy (Ph.D.), May 2012

*Dissertation Title:* Networks of Influence: Implementing Politically Sustainable Multinational Stakeholder Strategies

*Dissertation Outline:* This dissertation outlines an instrumental stakeholder strategy for multinational firms to gain and sustain political support from stakeholders, specifically, corporate political advantages from the state and its associated actors, and social legitimacy from non-state actors within civil society. Drawing from network theory, I develop hypotheses regarding three drivers of change in relations between stakeholders and foreign firms and the structure of network ties linking them and test these hypotheses using a unique database of 51,754 stakeholder relations hand-coded from over 22,000 news articles covering the operations of 19 foreign gold mining companies operating 26 mining projects in 20 countries.

*Committee:* Witold Henisz (Advisor), Mauro Guillén (Chair) & Lori Rosenkopf

- Winner: Buckley & Casson Dissertation Award, Academy of International Business 2013
- Second Prize: Industry Studies Association Dissertation Award 2012
- Finalist: Wiley Blackwell Award for Outstanding Dissertation Research in Business Policy and Strategy, Business Policy and Strategy Division, Academy of Management 2013
- Finalist: Barry M. Richman Best Dissertation Award, International Management Division, Academy of Management 2013
- Finalist: Emerald Best International Dissertation Award, International Theme Committee, Academy of Management 2013

The Wharton School, University of Pennsylvania, Philadelphia, PA  
Master of Science in Management, 2008

Robert F. Wagner Graduate School of Public Service, New York University, New York, NY  
Master of Public Administration, 2004  
Specialization: Public and Nonprofit Management and Policy (focus on International Development)

Kwame Nkrumah University of Science and Technology, Kumasi, Ghana  
B. Sc. (Hons.) in Biological Sciences, 2001; First Class Honors (*Summa Cum Laude*)

## RESEARCH

### Publications in Refereed Journals

Nartey L. J., Henisz W. J., & Dorobantu S. (2018) Status Climbing vs. Bridging: Multinational Stakeholder Engagement Strategies. *Strategy Science*, 3(2), 367–392.

- Winner: Ralph Gomory Best Industry Studies Paper Award 2019
- Best paper published in 2018, selected from publications from 8 journals, including Strategic Management Journal, Organization Science, Journal of International Business Studies (JIBS), Industrial and Corporate Change, and Strategy Science, among others, for papers that are strongly grounded in a particular industry context and with that anchor provide important insights to the management and broader social science community.

Dorobantu S., Henisz W. J., & Nartey L. J. (2017) Not All Sparks Light a Fire: Stakeholder and Shareholder Reactions to Critical Events in Contested Markets. *Administrative Science Quarterly*, 62(3), 561–597.

- Winner: Date E. Zand Best Paper Award in Management, Stern School of Business, 2017

Henisz W. J., Dorobantu S., & Nartey L. J. (2014) Spinning gold: The financial returns to stakeholder engagement. *Strategic Management Journal*, 35, 1727–748.

- Finalist: Best Conference Paper Prize for Practice Implications, Strategic Management Society 2011
- Finalist: Robert H. Schaffer Award for Best Paper in Applied International Management, International Management Division, Academy of Management 2011
- Academy of Management Proceedings 2011

### **Book Chapters & Proceedings**

Nartey L. J. (2019) Contextual Richness at the Core of New Stakeholder Research, in “The Cambridge Handbook of Stakeholder Theory,” Jeffrey S. Harrison, Jay B. Barney, R. Edward Freeman, and Robert A. Phillips (eds). Cambridge University Press, 251–258.

Nartey L. J. & Teegen H. J. (2016) Contextualizing an Approach to Meaningful Organizations: Lessons from IFC Projects.

- Academy of Management Proceedings 2016
- Nominee: Gustavson School of Business Award for the Best Qualitative Paper in International Business, International Management Division, Academy of Management 2016

Nartey L. J. (2015) Banking and the Financial Sector, in “Africans Investing in Africa: Understanding Business and Trade, Sector by Sector,” Terence McNamee, Mark Pearson, and Wiebe Boer (eds). Palgrave MacMillan, 103–123.

Nartey L. J. & Mezas S. (2015) Chinese Investment in Africa: Avenues for Academic Scholarship, in “The Changing Dynamics of International Business in Africa. AIB Sub-Saharan Africa (SSA) Series,” Ifedapo Adeleye, Kevin Ibeh, Abel Kinoti, and Lyal White (eds). Palgrave Macmillan, London, 52–75.

- Africa Academy of Management Proceedings 2013
- Winner: Best Conference Paper Award, Academy of International Business-Sub-Saharan Africa 2014

Dorobantu S., Nartey L. J. & Henisz W. J. (2013) First Impressions: Stakeholder Networks, Proactive Engagement & Stakeholder Opinions of Companies.

- Academy of Management Proceedings 2013

Nartey L. J. (2011) Networks of Influence: Implementing Politically Sustainable Multinational Stakeholder Strategies.

- Academy of International Business Insights 2013 Q3, 13(3)
- Academy of Management Proceedings 2011
- Nominee: Haynes Prize for the Most Promising Scholar 2010

## **Papers Under Review & Working Papers**

Nartey L. J. Adopting Innovations at the Bottom of the Pyramid: The Case of Mobile Money.

- Submitted to Strategic Management Journal
- Nominee: Best Conference Paper, Strategic Management Society Minneapolis 2019

Nartey L. J., Dorobantu S. & Henisz W. J. A Participatory Approach to Stakeholder Engagement: Defining a Hierarchy of Strategic Action.

- Revise & resubmit at Strategic Management Journal
- Winner: Best Conference Paper Award, Strategic Management Society 2013
- Nominee: Best Conference Paper Prize for Practice Implications, Strategic Management Society 2013

Nartey L. J. & Teegen H. J. Conceptualizing a Model of Convening to Improve Sustainable Development Performance in Large-Scale Projects.

- Nominee: Gustavson School of Business Award for the Best Qualitative Paper in International Business, International Management Division, Academy of Management 2016

Nartey L. J. Homophily and Triadic Closure in Stakeholder Networks.

Nartey L. J. Networks of Influence: Implementing Politically Sustainable Multinational Stakeholder Strategies (now entitled, Managing Stakeholder Relations in Volatile and Risky Environments: A Network Perspective).

- Academy of International Business Insights 2013 Q3, 13(3)
- Academy of Management Proceedings 2011
- Nominee: Haynes Prize for the Most Promising Scholar, 2010

Nartey L. J. & Mezias S. Chinese Investment in Africa: Avenues for Academic Scholarship.

- Winner: Best Conference Paper Award, Academy of International Business-Sub-Saharan Africa 2014

Dorobantu S., Nartey L. J. & Henisz W. J. First Impressions: Stakeholder Networks, Proactive Engagement and Stakeholder Opinions of Corporations.

- Academy of Management Proceedings 2013

## **AWARDS & HONORS**

- Winner: Ralph Gomory Best Industry Studies Paper Award 2019
- Nominee: Best Conference Paper, Strategic Management Society Minneapolis 2019
- Nominee: Gustavson School of Business Award for the Best Qualitative Paper in International Business, International Management Division, Academy of Management 2016
- Winner: Best Conference Paper Award, Academy of International Business-Sub-Saharan Africa 2014

- Winner: Best Conference Paper Award, Strategic Management Society 2013
- Winner: Buckley and Casson Dissertation Award, Academy of International Business 2013
- Second Prize: Industry Studies Association Dissertation Award 2012
- Finalist: Wiley Blackwell Award for Outstanding Dissertation Research in Business Policy and Strategy, Business Policy and Strategy Division, Academy of Management 2013
- Finalist: Barry M. Richman Best Dissertation Award, International Management Division, Academy of Management 2013
- Finalist: Emerald Best International Dissertation Award, International Theme Committee, Academy of Management 2013
- Governor Hodges Fellowship 2013-2014
- Nominee: Best Conference Paper Prize for Practice Implications, Strategic Management Society 2013
- Finalist: Best Conference Paper Prize for Practice Implications, Strategic Management Society 2011
- Finalist: Robert H. Schaffer Award for Best Paper in Applied International Management, International Management Division, Academy of Management 2011
- Winner: Douglas Nigh Award 2011
- Winner: Dissertation Proposal Award, Center for Business Education, Aspen Institute 2010
- Winner: Best Paper, Alliance for Research on Corporate Sustainability PhD Sustainability Academy 2010
- Nominee: Haynes Prize for the Most Promising Scholar 2010
- Wharton Management Fellowship 2005–2010
- Shils-Zeidman Fellowship in Entrepreneurship 2005–2006
- NYU Wagner African Public Service/Mandela Fellow 2002–2004

### **Funded Research**

The Financial and Operational Returns to Stakeholder Engagement: Spinning Gold from Political and Social Entrepreneurship (with Henisz W. J. & Dorobantu S.)

Proposal 0964856 Funded by Division of Social and Economic Sciences, Innovation and Organization Sciences Program (\$244,274; 2011–2013). [Principal Investigator: Witold Henisz]

Mobile Money Utility and Financial Inclusion: Insights from Unbanked Poor End-Users (with David-West & Adegbesun)

Proposal funded by the Institute for Money, Technology and Financial Inclusion (IMTFI), University of California Irvine. (\$23,444; 2013–2015) [Principal Investigator: Lite Nartey]

Chinese Investment in Africa: An Exploration of New Business Models  
Governor Hodges Fellowship (\$9,000)

## **SELECTED PRESENTATIONS & CONSORTIA/WORKSHOPS**

### **Conference & Invited Presentations**

- Strategic Management Society Conference 2019
- Academy of International Business Conference 2019
- Michigan Sustainability & Development Conference 2018
- Academy of Management Conference 2016
- Strategic Management Society Conference 2016
- Academy of International Business Conference 2016
- Duke Strategy Conference 2015
- Academy of Management Conference 2015
- Strategic Management Society Conference 2015
- Academy of International Business Conference 2015
- 10th Annual Smith Entrepreneurship & Innovation Research Conference (SERC), University of Maryland 2014
- Academy of Management Conference 2014
- Strategic Management Society Conference 2014
- Academy of International Business Conference 2014
- George Washington University, February 2015 (Scheduled)
- Management & Organizations Department, Kellogg School of Management, Northwestern University, October 2013
- Political Economy Seminar Series, Ford Motor Company Center for Global Citizenship, Northwestern University, November 2013 (Scheduled)
- Northwestern Institute on Complex Systems (NICO), Northwestern University, November 2013 (Scheduled)
- International Finance Corporation (IFC) Sustainability Exchange, Washington DC 2012
- Global Business School Network Annual Conference, New Delhi, India 2012
- EABIS Conference, INSEAD Fontainebleau October 2011
- University of South Carolina January 2011
- University of Michigan, December 2010
- London Business School, January 2011
- IE Business School, Madrid, February 2011 (declined)
- Georgia State University, January 2011
- Academy of Management Conference, San Antonio 2011
- Academy of International Business Conference, Nagoya 2011
- Strategic Management Society Conference, Miami 2011
- EABIS Conference, INSEAD Fontainebleau October 2011
- 3rd Annual Alliance for Research on Corporate Sustainability (ARCS) Conference, Wharton, University of Pennsylvania 2011
- Alliance for Research on Corporate Sustainability (ARCS) PhD Sustainability Academy, Richard Ivey School of Business, Canada November 2010
- Academy of Management Conference, Montreal, Canada 2010
- Academy of International Business Conference, Rio de Janeiro, Brazil 2010
- Strategy and the Business Environment Annual Conference, Kellogg Evanston, IL 2010
- 2nd Annual Alliance for Research on Corporate Sustainability (ARCS) Conference, Harvard Business School, Boston 2010

- Reputation Institute Doctoral Consortium, Rio de Janeiro, May 2010 (unable to attend)
- Doctoral Consortium, International Management Division, Academy of Management, Chicago 2009
- Academy of International Business Doctoral Consortium, San Diego 2009
- Consortium for Cooperation and Competition (CCC) Colloquium for Doctoral Student Research, Copenhagen 2009
- Academy of International Business Annual Meeting, Milan, Italy 2008
- 5th Annual Academy of International Business/Journal of International Business Studies Conference on Emerging Research Frontiers in International Business, Miami 2007
- American University, April 2010

### **Consortia/Workshops**

- Junior Faculty Consortium, BPS Division, Academy of Management, Orlando 2013
- Consortium for Cooperation and Competition (CCC) Colloquium for Doctoral Student Research, Kansas City, Missouri, 2013 (Invited faculty member)
- Africa Academy of Management, Johannesburg, South Africa 2013
- Strategic Research Initiative Paper Development workshop, Strategic Management Society 2012
- Early career development Paper Development workshop, Industry Studies Association 2012
- Paper Development Workshop, Global Strategy Interest Group, Strategic Management Society, Miami 2011
- Program Scholar, Inter-University Consortium for Political and Social Research (ICPSR) Summer Program in Quantitative Methods of Social Research, 2007
- 3<sup>rd</sup> Fondazione IRI Summer School on Management Studies, Volterra (Pisa), Italy 2006
- Max Planck Summer Institute, Entrepreneurship Research and Public Policy Group, Germany 2006
- Doctoral Workshop in International Entrepreneurship, Georgia Institute of Technology 2006

### **TEACHING**

University of South Carolina, Darla Moore School of Business, Sonoco International Business Department

- Global Stakeholder Management

[An elective I created based on my research on stakeholder engagement]

- Graduate, Master of International Business/Master of Business Administration  
Spring 2012–2017, 2019 (Best teaching rating, 4.9/5)
- Undergraduate, International Business Majors & Honors College  
Spring 2012–2017, 2019 (Best teaching rating, 4.8/5)
- Globalization & International Business / Introduction to International Business
  - Undergraduate, International Business Majors  
Spring 2012–2017 (Best teaching rating, 4.85/5)

University of Pennsylvania, The Wharton School, Management Department

- Recitation Instructor: Management 101 (Undergraduates), Fall 2007 & Spring 2008
- Teaching Assistant:
  - MGMT 654 (Lauder MBA program) Competitive Strategy and Global Strategic Management, Spring 2010
  - MGMT 804 (Wharton Executive MBA East) Venture Capital and Entrepreneurial Management, Winter 2008
  - MGMT 816 (MBA) Building Human Assets in Entrepreneurial Ventures, Fall 2006

## **Student Advising & Mentoring**

Graduate Research Advisor

- Claudia Cartledge, Master of Public Health, School of Public Health, USC (Independent Study) 2016
- Jodi Hackett, Master of Arts in Intercultural & International Communication, Royal Roads University, Canada (Master's Thesis Advisor) 2011–2013
- Sara Gailly & Floriane Sirven, Master of International Business, USC (Master's Thesis Advisor) 2014

Undergraduate Research Advisor & Mentor

- Grant Fleming, Capstone Scholar, BARSC | International Development Studies (Honors Thesis & Independent Study) 2015–2016
- Patrick Anderson, McNair Scholar 2018–2019
- Reagan Wilkins (Honors Thesis) 2017
- Olivia Halvorson, McNair Scholar 2015–2016
- Joyce Gannaway, USC School of Communication, Magellan Scholar, 2013–2014, Mentor 2013–2015
- Debra Miller, Magellan Scholar 2013, Mentor 2012–2013
- Truitt Jetter (Honors Thesis) 2013

## **ACADEMIC PROFESSIONAL ACTIVITIES & SERVICE**

**Review**

- Ad hoc reviewer for Strategic Management Journal (SMJ)
- Ad hoc reviewer for Journal of International Business Studies (JIBS)
- Ad hoc reviewer for Strategy Science (SS)
- Ad hoc reviewer for Small Business Economics Journal (SBEJ)
- Ad hoc reviewer for Corporate Governance: An International Review (CGIR)
- Ad hoc reviewer for The Extractive Industries and Society
- Ad hoc reviewer for Management International Review (MIR)
- Ad hoc reviewer for Global Strategy Journal (GSJ)
- Ad hoc reviewer for Academy of International Business (AIB) annual meetings
- Ad hoc reviewer for Academy of Management (AOM) annual meetings
- Ad hoc reviewer for Strategic Management Society (SMS) annual meetings



### **Service, Professional Memberships & Activities**

- Guest Presenter, Global Studies program, GLST 391 Best Practices in International Development. (David Synder) Carolina International House at Maxcy College (1 class) Spring 2019
- USC, DMSB Accreditation Committee/ Assessment Task Force (2018)
- [Work: Review assessment results for accreditation process and provide input regarding implications for curriculum and pedagogy]
- USC, DMSB, Library Committee
- Member, Academy of Management, 2006–present
- Member, Academy of International Business, 2006–present
- Member, Strategic Management Society, 2010–present
- Member, Junior Faculty Committee, Industry Studies Association, 2013–2014
- Presenter, International Finance Corporation (IFC) Sustainability Exchange, Washington DC 2012
- Moderator, Global Business School Network Annual Conference, New Delhi, India 2012
- Facilitator, “Developing Responsible Global Leaders: Frameworks, Experiences and Techniques,” Professional Development Workshop (PDW) at the Academy of Management Meeting, August 2010
- Member, Wagner Academic Disciplinary Committee, New York University, New York, April 2004
- Member, Board of Student Advisors, Office of Institutional Engagement (OIE), New York University, New York, NY, February 2003–May 2004

Last updated: July 05, 2019