

Curriculum Vitae

Bingsheng Teng
滕斌圣

EDUCATIONAL BACKGROUND

Ph.D.	1998	City University of New York Major: Strategic Management
M.B.A.	1995	Baruch College, City University of New York Major: Management
B.S.	1993	Troy State University Major: Economics

ACADEMIC EXPERIENCE

2017 – Present	Professor Strategic Management Cheung Kong Graduate School of Business Beijing, China
2007 – 2017	Associate Professor Strategic Management Cheung Kong Graduate School of Business Beijing, China
Fall 2005 Summer 2006	Visiting Associate Professor Strategic Management Cheung Kong Graduate School of Business Beijing, China
2004 – 2007	Associate Professor (with tenure) Strategic Management and Public Policy George Washington University Washington, D.C.
1998 – 2004	Assistant Professor Strategic Management and Public Policy George Washington University Washington, D.C.
1995 – 1998	Instructor Strategic Management

Baruch College, City University of New York
New York, N.Y.

PUBLICATIONS

Refereed Articles

Teng, B., & Das, T.K. 2008. "Governance structure choice in strategic alliances: the roles of alliance objectives, alliance management experience, and international partners." Management Decision, 45: 725-742.

McCutchen, W. W. Jr., Swamidass, P. M., & Teng, B. 2008. "Strategic Alliance Termination and Performance: The Role of Task Complexity, Nationality, and Experience." Journal of High Technology Management Research, 18(2): 191-202.

Teng, B. 2007. "Corporate Entrepreneurship Activities through Strategic Alliances: A Resource-based Approach toward Competitive Advantage." Journal of Management Studies, 44(1): 119-142.

Teng, B. 2007. "Managing Intellectual Property in R&D Alliances." International Journal of Technology Management, 38(1/2): 160-177.

Cummings, J.L., & Teng, B. 2006. "The Keys to Successful Knowledge-sharing." Journal of General Management, 31(4): 1-18.

Teng, B. 2005. "The Emergence and Popularization of Strategic Alliances: Institutional and Entrepreneurial Views." International Entrepreneurship and Management Journal, 1: 61-82.

Das, T. K., & Teng, B. 2004. "The Risk-based View of Trust: A Conceptual Framework." Journal of Business and Psychology, 19(1): 85-116.

Teng, B. 2004. "The WTO and Entry Modes in China." Thunderbird International Business Review, 46: 381-400.

McCutchen, W. W. Jr., Swamidass, P. M., & Teng, B. 2004. "R&D Risk-taking in Strategic Alliances: New Explanations for R&D Alliances in the Biopharmaceutical Industry." Management International Review, 44(1): 53-67.

Teng, B. 2003. "Collaborative Advantage of Strategic Alliances: Value Creation in the Value Net." Journal of General Management, 29(2): 1-22.

Das, T. K., & Teng, B. 2003. "Partner Analysis and Alliance Performance." Scandinavian Journal of Management, 19: 279-308.

- Cummings, J. L., & Teng, B. 2003. "Transferring R&D Knowledge: The Key Factors Affecting Knowledge Transfer Success." Journal of Engineering and Technology Management, 20(1-2): 39-68.
- Das, T. K., & Teng, B. 2002. "Alliance Constellations: A Social Exchange Perspective." Academy of Management Review, 27: 445-456.
- Teng, B., & Cummings, J. L. 2002. "Trade-offs in Managing Resources and Capabilities." Academy of Management Executive, 16(2): 81-91.
- Das, T. K., & Teng, B. 2002. "The Dynamics of Alliance Conditions in the Alliance Development Process." Journal of Management Studies, 39: 725-746.
- Das, T. K., & Teng, B. 2001. "Trust, Control, and Risk in Strategic Alliances: An Integrated Framework." Organization Studies, 22: 251-283.
- Das, T. K., & Teng, B. 2001. "Strategic Risk Behavior and Its Temporalities: Between Risk Propensity and Decision Context." Journal of Management Studies, 38: 515-534.
- Das, T. K., & Teng, B. 2001. "Relational Risk and Its Personal Correlates in Strategic Alliances." Journal of Business and Psychology, 15(3): 449-465.
- Das, T. K., & Teng, B. 2001. "A Risk Perception Model of Alliance Structuring." Journal of International Management, 7: 1-29.
- Das, T. K., & Teng, B. 2000. "A Resource-based Theory of Strategic Alliances." Journal of Management, 26: 31-61.
- Das, T. K., & Teng, B. 2000. "Instabilities of Strategic Alliances: An Internal Tensions Perspective." Organization Science, 11: 77-101.
- Banai, M., Chanin, M., & Teng, B. 1999. "Russian Managers' Perceptions of Prospective Russian-U.S. Joint Ventures." International Business Review, 8: 17-37.
- Das, T. K., & Teng, B. 1999. "Cognitive Biases and Strategic Decision Processes: An Integrative Perspective." Journal of Management Studies, 36: 757-778.
- Das, T. K., & Teng, B. 1999. "Managing Risks in Strategic Alliances." Academy of Management Executive, 13(4): 50-62.
- Das, T. K., & Teng, B. 1998. "Between Trust and Control: Developing Confidence in Partner Cooperation in Alliances." Academy of Management Review, 23: 491-512.
- Das, T. K., & Teng, B. 1998. "Resource and Risk Management in the Strategic Alliance Making Process." Journal of Management, 24: 21-42.

Das, T. K., & Teng, B. 1997. "Time and Entrepreneurial Risk Behavior." Entrepreneurship Theory and Practice, 22(2): 69-88.

Das, T. K., & Teng, B. 1997. "Sustaining Strategic Alliances: Options and Guidelines." Journal of General Management, 22(4): 49-64.

[Reprinted in G. Redding and B. W. Stening (Eds.), Cross-Cultural Management. Vol. II: Managing Cultural Differences (pp. 451-466). Edward Elgar, Northampton, MA, 2003.]

Banai, M., & Teng, B. 1996. "Comparing Job Characteristics, Leadership Style, and Alienation in Russian Public and Private Enterprises." Journal of International Management, 2: 201-224.

Das, T. K., & Teng, B. 1996. "Risk Types and Inter-Firm Alliance Structures." Journal of Management Studies, 33: 827-843.

Books

Teng, B., & Shi, W. 2026. Globalization Models of Chinese Firms (in Chinese). Beijing: CITIC Press.

Teng, B., & Wen, D. 2017. From Disruption to Incarnation (in Chinese). Beijing: People's Post Press.

Li, J., & Teng, B. 2016. Corporate Strategy (in Chinese). Beijing: China Machine Press.

Book Chapters

Das, T. K., & Teng, B. 2002. "A Social Exchange Theory of Strategic Alliances." In F. J. Contractor & P. Lorange (eds.), Cooperative Strategies and Alliances, pp. 439-460. New York: Pergamon.

Published Proceedings

Das, T. K., & Teng, B. 1996. "Risk Types and Interfirm Alliance Structures." Academy of Management, Best Papers Proceedings, pp.11-15.

Das, T. K., & Teng, B. 1996. "Effective Strategic Alliance Management: Challenges and Choices." Proceedings of the Third Biennial International Conference on Advances in Management, p.15.

Teng, B., & Banai, M. 1995. "Comparing Russian Public and Private Enterprises." Proceedings of the Ten Best Papers: Academy of International Business Northeast U.S. Region, pp.125-143.

Book Reviews and Other Publications

Xiang, B., & Teng, B. 2007. “Three Generations of Chinese Entrepreneurs.” Ivey Business Journal.

Teng, B., & Jiao, J. 2006. “A Real Options Framework of Joint Venture Process.” Management Online Review (www.morexpertise.com).

Das, T. K., & Teng, B. 1999. “Building Confidence within A Strategic Alliance.” Chemtech, 29(3): 13-17.

Carter, H., Guan, M., Jones, J. D., & Teng, B. 1996. Book review of Richard A. D’Aveni, Hypercompetition: Managing the Dynamics of Strategic Maneuvering, (1994), Business & the Contemporary World, 8(1): 181-185.

PROFESSIONAL ACTIVITIES

Leadership

Associate Dean, CKGSB (2009 – present)

Director, Next Generation Unicorn Ecosystem Research Center, CKGSB (2023 – present)

Lead Professor, Doctoral Program, Department of Strategic Management and Public Policy, George Washington University (2000 – 2006)

Affiliation and Recognition

Faculty affiliate, The Center for International Science and Technology Policy, The Elliott School of International Affairs, George Washington University (2002 – 2007)

Bio appears in:

Who’s Who in America

Who’s Who in American Education

Who’s Who in Business Higher Education

Who’s Who in Emerging Leaders

Services

Senior editor:

Asia Management

Editorial review board:

Journal of Business Research

International Entrepreneurship and Management Journal
Frontier of Chinese Management Research

Ad hoc reviewer for:

Academy of Management Executive
Academy of Management Journal
Academy of Management Review
Administrative Science Quarterly
Asia Pacific Journal of Management
Group and Organization Management
Information Technology and Management
International Journal of Technology Management
Journal of Business Research
Journal of International Business Studies
Journal of Management Studies
Journal of Systems Science and Systems Engineering
National Science Foundation
Organization Science
Organization Studies
Scandinavian Journal of Management
Sloan Management Review
Strategic Management Journal
Thunderbird International Business Review

Presentations

Teng, B. 2004. "Institutional and Entrepreneurial Views of Alliance Emergence and Popularization." Paper presented at the annual meeting of the Academy of Management, New Orleans, LA.

Teng, B. 2003. "Longitudinal Patterns of Alliance Formation in the Biotechnology Industry: Learning-by-doing and Institutional Views." Paper presented at the annual international conference of the Strategic Management Society, Baltimore, MD.

Teng, B. 2003. "A Resource-based Examination of Alliance Structural Integration." Paper presented at the annual meeting of the Academy of Management, Seattle, WA.

Teng, B. 2003. "Corporate Entrepreneurship through Strategic Alliances: A Resource-based Framework." Paper presented at the annual meeting of the Academy of Management, Seattle, WA.

Teng, B. 2001. "Market and Resource Based Determinants of Alliance Structural Integration." Paper presented at the annual international conference of the Strategic Management Society, San Francisco, CA.

Das, T. K., & Teng, B. 2001. "A Social Exchange Theory of Strategic Alliances." Paper presented at the international Conference on Cooperative Strategies and Alliances, Lausanne, Switzerland.

Das, T. K., & Teng, B. 1999. "Partner Analysis in Strategic Alliances: An Integrated Framework." Paper presented at the annual international conference of the Strategic Management Society, Berlin, Germany.

Das, T. K., & Teng, B. 1999. "Trust, Control, and Risk in Strategic Alliances: An Integrated Framework." Paper presented at the annual meeting of the Academy of Management, Chicago, IL.

Das, T. K., & Teng, B. 1998. "Performance versus Stability in Strategic Alliances: An Empirical Investigation." Paper presented at the annual international conference of the Strategic Management Society, Orlando, FL.

Das, T. K., & Teng, B. 1998. "The Risk of Trust: A Conceptual Analysis." Paper presented at the annual meeting of the Academy of Management, San Diego, CA.

Das, T. K., & Teng, B. 1997. "The Dialectics of Strategic Alliances." Paper presented at the annual meeting of the Academy of Management, Boston, MA.

Das, T. K., & Teng, B. 1996. "Risk Taking Behavior in Strategic Decision Making: An Integrative Perspective." Paper presented at the annual meeting of the Academy of Management, Cincinnati, OH.

Das, T. K., & Teng, B. 1996. "Strategic Alliance Structuring: A Risk Perception Model." Paper presented at the annual meeting of the Academy of Management, Cincinnati, OH.

Das, T. K., & Teng, B. 1996. "Risk Types and Interfirm Alliance Structures." Paper presented at the annual meeting of the Academy of Management, Cincinnati, OH.

Das, T. K., & Teng, B. 1996. "Effective Strategic Alliance Management: Challenges and Choices." Paper presented at the Third Biennial International Conference on Advances in Management, Framingham, MA.

Teng, B., & Banai, M. 1995. "Comparing Russian Public and Private Enterprises." Paper presented at the annual conference of the Academy of International Business Northeast U.S. Region, Princeton, NJ.

Awards and Grants

2007, China Business Research Institute, Cheung Kong Graduate School of Business (RMB 120,000).

2004, GW Center for the Study of Globalization (GWCSG) Research Grant Award on Globalization Research (with Jennifer Spencer), George Washington University (\$15,000).

2003, Wendell and Louise Crain Research Scholar, School of Business and Public Management, George Washington University (\$12,500).

1999, University Facilitating Fund Award, George Washington University (\$9,700).