

## AMY NGUYEN-CHYUNG

Stephen M. Ross School of Business  
University of Michigan  
701 Tappan Avenue, Room R4442  
Ann Arbor, MI 48109-1234

Telephone: +1 (734) 764-1230  
Facsimile: +1 (734) 764-2555  
E-facsimile: +1 (763) 374-9326  
Email: [anguyenc@umich.edu](mailto:anguyenc@umich.edu)

### Academic Appointments

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Assistant Professor of Strategy, July 2013 to Present  
Stephen M. Ross School of Business, UNIVERSITY OF MICHIGAN

### Education

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PhD and MS, Walter A. Haas School of Business, UNIVERSITY OF CALIFORNIA, BERKELEY

- Business Administration, Business and Public Policy Group
- Dissertation Chair: Steven Tadelis; Committee Members: Noam Yuchtman, Pablo Spiller, Enrico Moretti

MPA, Woodrow Wilson School of Public and International Affairs, PRINCETON UNIVERSITY

- Economics and Public Policy

MBA, Wharton School, UNIVERSITY OF PENNSYLVANIA

- Finance and MEC/Information Strategy, Systems and Economics

AB, *Magna cum Laude*, Harvard College, HARVARD UNIVERSITY

- East Asian Studies

### Honors/Awards

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NFIB Dissertation Award Finalist, 2014 (1 of 3)

Ewing Marion Kauffman Dissertation Fellowship, 2013 (1 of 15 in the US)

Sylvan C. and Pam Coleman Memorial Fellowship/UC Berkeley Distinguished Graduate Fellow, 2012

Crawford Dissertation Fellowship, 2011-2012 (1 awarded across senior Haas female PhD students)

Institute for Business Innovation/Institute for Management, Innovation and Organization Research Grants, 2007-2011

Dean's Research Fellowship/Sasakawa Fellow, 2010

Crawford Research Assistantship, 2009-2010

Distinction, PhD Field Qualifying Paper, 2009

Levi Strauss Small Grant, 2009

Eugene Cota-Robles Fellowship, 2007-2009 (1 of 20 awarded among all ~800 Berkeley PhD students entering 2007)

National Science Foundation Graduate Research Fellowship in Economics, Honorable Mention 2008 (1 of ~30 in US)

Strategic Management Society Best Conference Paper Prize Finalist (Top 10 of 600+ submissions), 2001

Henry and Marcelle Morgenthau Fellowship, 1999 (1 of ~12 at Wharton)

John Harvard Scholarship/Elizabeth Cary Agassiz Award: "academic achievement of highest distinction," 1992-1994

### Research and Teaching Interests

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Entrepreneurship, entrepreneurial firms, entry decisions, non-market strategy, global strategy

## Professional/Invited Publications

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### **The Future of Bay Area Jobs: The Impact of Offshoring and Other Key Trends** (with A.T. Kearney), 2004

- Project manager: led research team in 120 interviews (including semiconductor and software executives from start-ups to MNEs), analysis of 9,000 job listings and more. Co-sponsors: The Stanford Project on Regions of Innovation and Entrepreneurship, Bay Area Economic Forum and Joint Venture: Silicon Valley Network.
- Findings were presented at Stanford University to 160 academic, business and policy leaders (2004), to multiple regional business and policy gatherings in California (2004-2005) and to the U.S.-China Economic and Security Review Commission (testimony to the U.S. Congress) (2005)
- Press coverage on business section front pages: *San Francisco Chronicle*, *San Jose Mercury News* and others

### **Offshoring: Accelerating and Here to Stay** (with John Ciacchella), *The Supply Chain Connection, Newsletter of the Stanford Global Supply Chain Management Forum*, Vol. 10, Issue 4, 2004

### **Transforming the World's Oldest B2B Marketplaces: How Securities Exchanges Should Adapt for the Future**, (with David Hanfland and Rajnish Bharadwaj) *A.T. Kearney FIGConnection*, 2001

- Strategic recommendations for securities exchanges. 1 of 4 articles across the global practice selected for external publication and distribution to clients

## Conference Presentations/Workshops

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Institutions and Innovation Conference 2014, HBS, Cambridge, MA

Kauffman Foundation Emerging Scholars Conference, 2014, Kansas City, MO

Smith Entrepreneurship Conference, University of Maryland, 2014, College Park, MA

Institutions and Innovation Conference 2013, HBS, Cambridge, MA

IZA Workshop on Entrepreneurship Research 2013, San Francisco, CA

Darden & Judge Entrepreneurship and Innovation Conference 2013, Charlottesville, VA

University of Pennsylvania, Wharton School of Business, 2013, Philadelphia, PA

Southern Methodist University, Cox School of Business, 2013, Dallas, TX

Ewing Marion Kauffman Foundation Entrepreneurship Mentoring Workshop 2013, ASSA Meeting, San Diego, CA

Georgetown University, McDonough School of Business 2012, Washington, DC

University of Michigan, Ross School of Business 2012, Ann Arbor, MI

West Coast Research Symposium on Technology Entrepreneurship Doctoral Workshop 2012, USC, Los Angeles, CA

Oliver E. Williamson Seminar on Institutional Analysis 2011, 2012 UC Berkeley, Berkeley, CA

Institutions and Innovation Conference 2011, HBS, Cambridge, MA

Haas School of Business Economics of Innovation Workshop 2011, UC Berkeley, Berkeley, CA

Business Policy and Strategy Dissertation Consortium at the Academy of Management 2011, San Antonio, TX

CCC Doctoral Consortium for Competitiveness and Cooperation 2011, MIT, Cambridge, MA

National Bureau of Economic Research Entrepreneurship Research Boot Camp 2010, Cambridge, MA

Association for Research on Corporate Sustainability and Ivey PhD Sustainability Academy 2009, London, Ontario

Academy of Management 2009, Chicago, IL

## Teaching

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STRAT 623: Global Strategy (MBA elective) 2014, 2015 at Ross

WMBA 615: Global Strategy (Weekend MBA Global Business Track) 2015 at Ross

STRAT 361: International Management (undergraduate elective) 2014, 2015 at Ross

MBA 299: Global Strategy and Multinational Enterprise (MBA core) 2011 with Professor Rui de Figueiredo at Haas  
PHDBA 259B: Management of Organizations (PhD core) 2009 with Professor Christine Beckman at Haas (led one seminar class on “*Entrepreneurship and Imprinting*”)  
OPIM 666: Information: Industry Structure & Competitive Strategy (MBA and EMBA Core Elective) 1999 and 2000 with Professor David Croson and Professor Theodore Clark at Wharton  
MGMT 653: Field Application Project (MBA core) 2000 with Professor Karen Jehn at Wharton (advising MBAs consulting to start-ups and small firms)

### Non-academic Professional Experience

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*Over 8 years of professional experience in strategic consulting, finance and multilateral organizations/government: Manager, Associate, Summer Associate, A.T. Kearney Inc.*

- Managed consultant and client teams in projects with emphasis on High Technology and Financial Services strategy. Clients included Microsoft, Maxtor, BNP Paribas, Prudential, Starbucks and others. Recipient of A.T. Kearney Great Client Work Award (~4 teams selected globally) (New York 1999, San Francisco 2000-2005)
- Led multiple strategy workshops for client executives and development workshops for consultants  
Consultant, World Bank Group

- Consultant for high level unit assisting Korea, Thailand and Indonesia during the Asian Financial Crisis, completed Thai mission and bank recapitalization and restructuring study (Washington DC and Bangkok 1998)

Commercial Assistant, United States Department of Commerce International Trade Administration

- Assisted firms with Korean market entry; published National Trade Databank report on informatics (Seoul 1997)
- Corporate Finance/Investment Banking Analyst, Bankers Trust NY Corporation - BT Securities (now Deutsche Bank)
- Completed mergers and acquisitions, restructured \$1 billion in debt for a long-term client in Brazil, securitized assets and advised transportation and aerospace clients (New York and Rio de Janeiro 1994-1996)

### Additional Information

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**Citizenship:** USA (born in Vietnam)

**Professional Affiliations:** Academy of Management (Divisions: Business Policy and Strategy and Entrepreneurship Divisions) and American Economic Association

**Ad hoc reviewer:** *Management Science, Research Policy, Small Business Economics*, PhD Sustainability Academy

**Non-academic Honors:** First Place medals in 4 PATMA Southern California karate tournaments (2012-2013), Torrey Pines Elementary School Volunteer Service Recognition (2010-2012), Santa Clara County Girl Scout Council World of People Award (for a woman who has made distinguished contributions to the community), Finalist (1994), Radcliffe Certificate of Recognition for “contributions to the mission of Radcliffe College, To Advance Society by Advancing Women,” (1992-1993)

**Interests:** Clean energy, martial arts and travel (visited over 40 states in the United States; traveled extensively throughout Vietnam and Korea), former Girl Scout Leader

### References

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Steven Tadelis, UC Berkeley, stadelis@haas.berkeley.edu  
Noam Yuchtman, UC Berkeley, yuchtman@berkeley.edu  
Pablo Spiller, UC Berkeley, spiller@haas.berkeley.edu