

JAMES COSTANTINI
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CURRENT POSITION

Affiliate Professor of Strategy, INSEAD
2012 - Present

Assistant Professor of Strategy, INSEAD
2006 - 2012

EDUCATION

Harvard University, Cambridge, M.A., USA

Ph.D. Business Economics, 2006

Joint degree awarded by Department of Economics and Harvard Business School

Dissertation title: "Essays on Effects of Financial Institutions on Industrial Development"

Committee: Tarun Khanna, Marc Melitz, David Scharfstein

M.A., Economics, 2004

M.B.A., 1995

Cambridge University, Cambridge, U.K.

M. Phil. Finance, 1991

B.A., Mathematics, 1990

PUBLICATIONS

Book Chapter:

"The Dynamics of Firm-Level Adjustment to Trade Liberalization," (2008), with M. J. Melitz, Harvard University, in, *The Organization of Firms in a Global Economy*, E. Helpman, D. Marin, and T. Verdier (eds.), Harvard University Press

Conference Best Paper Proceedings:

"Effect of Spillovers on Foreign versus Domestic Leadership in a Developing Economy" included in *Best Paper Proceedings of the 2011 Academy of Management Meeting*

WORKING PAPERS

“Entry, Investment, and Exit in Response to an Industry Shock: Effect of Firm Limited Foresight and Myopic Discounting” *Revise and Resubmit at Strategic Management Journal*

“Learning in a Competitive Context; Competing in a Learning Environment”, with Juan Quiroga, INSEAD

“Short and Long Run Firm Dynamics in a Changing Industry” (former title “Which Resources to Accumulate? Firm Dynamics in a Changing Industry”)

“Firm Dynamics during an Improvement in Financial Development”

“Firm Operating and Financial Responses to a Financial Crisis: "Maximising Value" while "Managing for Cash" During a Credit Crunch”

“Impact of Financial Development on Firm Growth and Firm Size Distribution”

“Financial Institutions and Industry Growth”

“Cross-Industry Variation in Effect of Bankruptcy Procedures: Case Study of Italy”

CONFERENCE PARTICIPATION AND INVITED PRESENTATIONS

“Effect of Spillovers on Foreign versus Domestic Leadership in a Developing Economy” ISB Business School, Hyderabad, July 2011

“Industry Evolution during a Liberalisation: Effect of Spillovers and Privatisation on Industry Leadership and Productivity” Olin Business School, November 2010

“Industry Evolution during a Liberalisation: Effect of Spillovers and Privatisation on Industry Leadership and Productivity” at Program on Organisations, Governance and Institutions (POGI) Conference, National University of Singapore, September 2010

“Entry, Investment, and Exit in Response to an Industry Shock: Effect of Firm Limited Foresight and Myopic Discounting”, Strategy Brown Bag seminar series, Ross School of Business, University of Michigan, May 2010

“Entry, Investment, and Exit in Response to an Industry Shock: Effect of Firm Limited Foresight and Myopic Discounting”, Atlanta Competitive Advantage Conference May 2010

“Firm Operating and Financial Responses to a Financial Crisis: "Maximising Value" while "Managing for Cash" During a Credit Crunch”, American Economic Association Annual Meeting January 2010

“Which Resources to Accumulate? Firm Dynamics in a Changing Industry”, Atlanta Competitive Advantage Conference May 2009

“The Dynamics of Firm-Level Adjustment to Trade Liberalization”, Stanford Institute for Theoretical Economics, Summer 2008 Workshop

“Firm Dynamics During an Improvement in Financial Development”, HEC-INSEAD-PSE Workshop in Economics and Finance, 2008 Conference

“Firm Dynamics During an Improvement in Financial Development”, Academy of Management 2008 Conference

“Impact of Financial Development on Firm Growth and Firm Size Distribution”, Singapore Management University 2008

“Impact of Financial Development on Firm Growth and Firm Size Distribution”, Academy of Management 2007 Conference

“Cross-Industry Variation in Effect of Bankruptcy Procedures: Case Study of Italy”, Academy of Management 2007 Conference

“The Dynamics of Firm-Level Adjustment to Trade Liberalization”, CEPR Conference in 2007 on “Globalization and the organization of firms and markets”

“Impact of Financial Development on Firm Growth and Firm Size Distribution”, INSEAD, London Business School, IESE, Brandeis International Business School, International Monetary Fund, and Georgetown’s McDonough School of Business, 2006

“Impact of Financial Development on Firm Growth and Firm Size Distribution”, International Industrial Organization 2006 Conference

“Impact of Financial Development on Firm Growth and Firm Size Distribution”, AIB 2005 Doctoral Consortium

PRESENTATIONS AT INSEAD

“Effect of Spillovers on Foreign versus Domestic Leadership in a Developing Economy”, Brown Bag Series Singapore, June 2011

“Industry Evolution during a Liberalisation: Effect of Spillovers and Privatisation on Industry Leadership and Productivity”, Economics Symposium, November 2010

“Firm Operating and Financial Responses to a Financial Crisis: "Maximising Value" while "Managing for Cash" During a Credit Crunch”, Economics Symposium, November 2009

“Entry, Investment, and Exit in Response to an Industry Shock: Effect of Firm Limited Foresight and Myopic Discounting”, Brown Bag Series Singapore, February 2009

“Financial Development, Growth and Labor Productivity”, Brown Bag Series Singapore, November 2008

“Firm Dynamics during an Improvement in Financial Development”, Brown Bag Series Singapore, November 2007

TEACHING EXPERIENCE

INSEAD

Executive Education

Programme Direction for HCL, OliverWyman, Ferrovial, KPMG, NSG, Borregaard, ORKLA, Toshiba, Amdocs, LGE and PriceWaterhouseCoopers.

Teaching of strategy in range of executive programmes, including:

Company Specific Programs (including Shell, BayerCropScience, Kone, Toshiba, Amdocs, Google, PernodRicard, Abu Dhabi Executive Council, Swire, Tokio Marine, HSBC, Adecco, ABInbev, Macquarie)

Open Enrollment Program on “Strategic Issues in Mergers and Acquisitions (SIMA)”, PSA, “Asian International Executive Program (AIEP)”, and “Management Acceleration Programme (MAP)”

INSEAD-Sorbonne Universités Business Foundations Course

Since 2016 Programme Director for course run by INSEAD as part of collaboration with Sorbonne Universités

M.B.A.

M.B.A. “Strategy” core course, 2007 to 2009, and 2011-2014
Coordinator for Strategy Core Course (2011-2014)

M.B.A. “Strategic Business Advisor” elective course, with A.T. Kearney partner Robert Tasiaux. Course launched in 2013 and run in 2014 jointly with Enver Yucesan. Since 2015 run solo and expanded to two promotions.

M.B.A. “Deans Innovation Projects” elective course, with Chengyi Lin

M.B.A. “Mergers, Acquisitions, Alliances and Corporate Strategy” elective course, 2007 (once), 2008 (twice), and 2009 (once)

Ph.D. course “Special Topics in Strategy”, co-taught, 2007

Babson College, MA, USA

M.B.A. evening program, part-time lecturer for required course “Competitive Environment and Strategy”, 2005 and 2006

Harvard University, Economics Department, Cambridge, MA, USA

Sophomore Economics Tutorial, instructor for course “Sex, Drugs and Rock & Roll”, 2003 and 2004

Royal Education, Ho Chi Minh City and Hanoi, Vietnam

Seminar on “Business Strategy”, June 2002

TEACHING MATERIALS

Case: “Monkey Tie: Building an Open Human Resources Ecosystem”, INSEAD Case Pre-Release June 2017

Case: “Panasonic Veggie Life: High-tech Salad”, INSEAD Case Pre-Release November 2016

Case: “Evolution of VivaKi at Publicis: Navigating the digital transformation of marketing”, INSEAD Case Pre-Release July 2016

Case: “Axiom: Law redefined. Innovation in legal services”, INSEAD Case Pre-Release July 2014

Case: “Enterprise: Maintaining the Infrastructure of the U.K. What next?”, INSEAD Case and Teaching Note Released December 2014; Pre-Release, July 2014

Case: “Vizio: Entry and growth in television market”, INSEAD Case and Teaching Note Released December 2014; Pre-Release July 2014

Cases: “Development of Food Retailing in India (A), (B) and (C)” Case set and Teaching Note: INSEAD cases Released October 2014; Pre-Release July 2014

“Development of Food Retailing in India: Entry and Growth of Domestic and Foreign Players (A)”

“Development of Food Retailing in India: Consumer’s Choice of Food Retailer: Hypermarkets, Supermarkets, Kirana, Markets, etc. (B)”

“Development of Food Retailing in India: From Farm to Fork via Supermarkets (C)”

Case: “ghSMART: : management assessment firm for CEOs and investors”, INSEAD Case Released November 2014; Pre-Release November 2012

Case: “Flat-Screen Televisions”, INSEAD Case and Teaching Note Released December 2014; Pre-Release March 2012

Note: “Strategy Core Course: Reflection on Teaching Challenges”, on teaching strategy core based on discussions de-briefing the experiences of other faculty members

Cases: Dita: Growing a Liqueur” and “Martell in China (A): From Follower to Leader”, with David Midgley, INSEAD cases [2013] with use restricted to Pernod Ricard, as developed for CSP programme.

Case: “Olam International”, with Narayan Pant, INSEAD case Pre-Release Version February 2011

Case: “General Instrument (A)” and companion case “General Instrument (B)”, with Ann Gray, Harvard Business School case, April 1995

OTHER ACADEMIC ACTIVITIES

Member of Dissertation Committee for Yu Zhang, who completed his PhD in June 2008 and took a position at UC Irvine.

Reviewer for economics: American Economic Review, Journal of International Economics, Scandinavian Journal of Economics, Canadian Journal of Economics, International Economic Review

Review for strategy: Strategic Management Journal, Organization Science, Journal of International Business Studies, Journal of World Business

Reviewer for Academy of Management conference in 2007, 2008, 2009, 2010 and 2011, for Behavioral and Policy Sciences section (received Best Reviewer Award from BPS for 2010) and for International Business section.

Discussant, “Ownership Structure and Corporate Strategies”, Academy of Management 2008 Conference

Chair, “Pathways to Persistence in Intra-Industry Performance Differences”, Academy of Management 2008 Conference

Discussant, “The Notion of “Distance” in International Management Research”,
Academy of Management 2007 Conference

FELLOWSHIP AND HONORS

2001-2006 Doctoral Fellowship, Harvard University/ Harvard Business School
2004 Runner-up for SAMS/AIB Award for the Best Doctoral Dissertation Proposal
1995 Baker Scholar, M.B.A., Harvard Business School
1991 Letter of Commendation, M. Phil. Finance, Cambridge University
1990 Senior Scholar, B.A., Economics, Cambridge University

OTHER PROFESSIONAL EXPERIENCE

McKinsey & Company, New York, USA and London, UK
1995-2001 Associate Principal, Engagement Manager and Associate
1991-1993 Business Analyst

ghSMART & Company, Chicago, IL, USA
2002-2006 Partner

OTHER INFORMATION

Fluent in English and Italian; conversational French.