

## Farok J. Contractor



Dr. Farok Contractor is Distinguished Professor of Management and Global Business at Rutgers Business School. He is a graduate of the Wharton School, University of Pennsylvania, where he received his Ph.D. (Managerial Science and Applied Economics) and MBA; the University of Michigan (M.S. in Industrial Engineering); and the University of Bombay (B.E. in Mechanical Engineering).

His research has focused on corporate alliances, outsourcing and offshoring, valuation of intangible assets, the technology transfer process, licensing, and foreign direct investment. He is particularly focused on the negotiated, inter-firm aspects of International Business, such as alliances between firms from different nations, including joint ventures and licensing, as well as negotiations between investors and governments. His work treats the strategic implications of companies sharing their expertise and markets with other firms and has involved gathering data from numerous companies.

Dr. Contractor has written over 150 scholarly papers on these topics, with articles appearing in most leading International Business journals including *JIBS*, and is author or editor of 10 books. He has among the highest citation counts in the field of International Management and was rated by several past surveys as among the top-ranked contributors of scholarly papers. A Fellow of the AIB since 1995, he has served the field in various capacities, including the AIB Board as Vice President – Administration; for five years on the Academy of Management IM Division Board, including a term as President/Chair; Consulting Editor for *JIBS*; Secretary-Treasurer of the AIB Fellows; and committees that rewrote the AIB's Constitution and Bylaws.

In the 1990s, he also held other term fellowships, such as the Fulbright and Unilever Fellowships, whose mission was to promote the internationalization of the curricula in universities in South Asia.

With academic rigor as the foundation, Dr. Contractor believes in the larger mission of the AIB as a catalyst for continuing globalization, with justice for all.

He has taught at the Wharton School, Copenhagen Business School, Fletcher School of Law and Diplomacy, Tufts University, Nanyang Technological University, Indian Institutes of Management (Ahmedabad and Calcutta), Indian Institute of Foreign Trade, XLRI (India), Lubin School of Business, Theseus-EDHEC, and conducted executive seminars in the US, Europe, Latin America, and Asia.

Dr. Contractor has chaired or been on the supervisory committees of 18 doctoral dissertations on IB topics and served on the faculty of several Doctoral and Junior Faculty Consortiums organized by the AOM, AIB, and CIBERs.

Among several conferences organized by Dr. Contractor, two had a catalytic influence on the field of Alliances and Cooperative Strategies. The Rutgers/Wharton Conferences on *Cooperative Strategies in International Business* served to spark academic and business interest in alliances, which subsequently proliferated to the point where alliances today comprise a central facet of corporate strategy.

He has served Rutgers University in many capacities: Department Chair, Research Director of its CIBER, and several other key school and university initiatives.

Before his academic career, Dr. Contractor was Executive Officer with the international arm of the Tata Group of Companies, a large Asian multinational. Currently he writes articles on IB topics at <https://globalbusiness.blog> read in over 100 countries and has been interviewed or quoted in outlets ranging from *South China Morning Post*, Xinhua, NPR, *YaleGlobal*, CCTV and others.