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**Articles in peer-reviewed Journals:**

1. CEOs' Cultural and Demographic Attributes and Organizational Performance of Indian SMEs: An Upper Echelon Approach. *International Journal of Entrepreneurial Venturing (forthcoming)* (w/ Carina Friedmann and Dirk Holtbrügge).
2. Whoever Said Corporations Don't Care? Evidence of CSR from India. *International Journal of Indian Culture and Business Management (forthcoming)* (w/ Judith Ambrosius).
3. The influence of intra-cultural diversity on self-efficacy beliefs: Evidence from India. *International Journal of Indian Culture and Business Management (forthcoming)* (w/ Franziska Engelhard).
4. An Exposition of Resource Capabilities for SMEs in the Emerging Markets. *South African Journal of Economic and Management Sciences*, 2014, 17(3): 310-318 (w/ K. De).
5. Barriers to SME Internationalisation: A case of India. *Prastuti - Journal of Management & Research*, 2013, 2(1): 69-77.
6. Impact of Dynamic Capabilities on the Export-orientation and Export-performance of SMEs in the Emerging Markets: A Conceptual Model. *African Journal of Business Management*, 2012, 6(29): 8464 – 8474 (w/ K. De).

**Working Paper:**

1. Knowledge Transfer in Chinese Cross-border Acquisitions in Developed Economies: An Organizational Learning Perspective. *Funded by the German Research Foundation (DFG)* (w/ Timon Haasis and Ingo Liefner)

**Articles under review:**

1. The Influence of Intracultural Diversity on Self-efficacy Beliefs: The Role of Cultural Dimensions and Religion. *(revised and resubmitted) International Journal of Cross Cultural Research* (w/ Franziska Engelhard).
2. Market Entry Strategies and Performance of Indian Firms in Germany: The Moderating Effect of International Experience. *(invited to revise and resubmit) International Journal of Export Marketing*.

**Book chapters:**

1. Indigenous Chinese Management Philosophies. Key Concepts and Relevance for Modern Chinese Firms. In *Handbook of Research on Scientific and Technological Development in Asia. (forthcoming)* (w/ Sue C. Berning).
2. Indigenous Indian Management Philosophies. Key Concepts and Relevance for Modern Indian Firms. In A. Malik and V. Pereira (Eds.), *Indian Culture and Work Organisations in Transition: 59-75*. Routledge 2016 (w/ Dirk Holtbrügge).

3. An Exposition of Indian Overseas Investments in Germany: Trends, Motivations and Challenges. In TS Chan and Geng Cui (Eds.), *The Rise of Asian Firms: Strengths and Strategies*: 205-219. NT, Hong Kong: AIBSEAR Book Series, 2014.
4. Outward Foreign Direct Investment of Emerging Market Firms. In David A. Dyker (Ed.), *Foreign Investment in Eurasian and Pacific Rim Economies*: 235-258. London, England: Imperial College Press, 2013 (w/ Dirk Holtbrügge and Sue C. Berning).

**Case(s):**

1. The Internationalization Strategy of Wipro in Europe 1992-2014. In A. Kazmi (Ed.), *Strategic Management & Business Policy, 3<sup>rd</sup> Edition*. New Delhi: McGraw-Hill Education, 2015 (w/ Dirk Holtbrügge).

**Papers in refereed conferences:**

1. Mentoring and its Effects on Expatriate Satisfaction. 42<sup>nd</sup> Annual Conference of the European International Business Academy (EIBA). 2-4 December, 2016, WU Vienna, Austria (w/ Judith Ambrosius).
2. What Makes Indian and Chinese Firms Competitive? 5th Copenhagen Conference on Emerging Multinationals: Outward Investment from Emerging Economies, 27-28 October, 2016, Copenhagen Business School, Copenhagen, Denmark (w/ Sue C. Berning).
3. The Influence of Intracultural Diversity on Self-efficacy Beliefs: The Role of Cultural Dimensions and Religion. 2016 annual AIB meeting in New Orleans, Louisiana, USA. 27-30 June, 2016, Academy of International Business (w/ Franziska Engelhard).
4. Effects of Culture on CSR Practices: Evidence from India. 2016 European Academy of Management Conference (EURAM) on '*Manageable Cooperation*'. 1-4 June, 2016, Paris, France (w/ Judith Ambrosius).
5. The Influence of Intracultural Diversity on Self-efficacy Beliefs of Indian employees – The Role of Cultural Dimensions and Religion. 2016 European Academy of Management Conference (EURAM) on '*Manageable Cooperation*'. 1-4 June, 2016, Paris, France (w/ Franziska Engelhard)
6. Indian CSR Practices: Mapping the Indigenous Indian Management Concepts for Wider Understanding. 43rd AIB-UKI Conference, London, UK. 7-9 April, 2016, Academy of International Business (UK & Ireland Chapter) and Birkbeck, University of London, UK (w/ Judith Ambrosius).
7. Market Entry Strategies and Performance of Indian Firms in Germany: The Moderating Effect of International Experience. 2015 annual AIB meeting in Bengaluru, India. 27-30 June, 2015, Academy of International Business and Indian Institute of Management, Bengaluru, India (w/ Dirk Holtbrügge).
8. Market Entry Strategies and Performance of Emerging Market Firms in Germany: The Moderating Effect of International Experience. 2015 European Academy of Management Conference (EURAM) on '*Uncertainty is a great opportunity*'. 17-20 June, 2015, Warsaw, Poland (w/ Dirk Holtbrügge and Sue C. Berning).
9. Indian OFDI in Germany. 4th Copenhagen Conference on Emerging Multinationals: Outward Investment from Emerging Economies, 9-10 October, 2014, Copenhagen Business School, Copenhagen, Denmark.

10. Market Entry Strategies and Performance of Indian Firms in Germany. Special Issue on *Emerging Economies and Multinational Enterprises* in *Advances in International Management*, 27-28 September, 2014, North Eastern University & Texas A&M University, Boston, USA (w/ Dirk Holtbrügge).
11. Indian Overseas Investments: Trends and Developments in Europe. Proceedings of the International Conference on *Changing Perspectives and Paradigms in Business and Behavioural Sciences* (CPPBBS-2014), 28-29 March, 2014, Thapar University, Patiala, India. (CD-ROM).
12. CEO's Cultural and Demographic Attributes and Organisational Performance of Indian SMEs: An Upper Echelon Approach. Proceedings of the Academy of International Business-India Annual Conference, *International Business: The Emerging Economies Context*, 15-17 April, 2013, IIM-Bangalore, Bengaluru, India. (CD-ROM) (w/ Carina Friedmann and Dirk Holtbrügge).
13. Does CEO Personal Cultural Orientation Matter in Managerial Decision Making? Paper presented at the 3<sup>rd</sup> EIASM Workshop on Top Management Teams & Business Strategy Research: *Top Management Teams in Family and Entrepreneurial Companies*, 25-26 June, 2012, University of Bocconi, Milan, Italy (w/ Carina Friedmann).
14. Indian SMEs Critical Success Factors: A Case Study of an Export Oriented Textile Manufacturing Company. Proceedings of the *Changing Perspectives and Paradigms in Business and Behavioural Sciences* (CPPBBS-2012), 27-28 April, 2012, Thapar University, Patiala, India, 182-188 (w/ K. De).
15. A Study on the Export-Oriented of Indian MSMEs. Proceedings of the International Conference on Management of MSMEs, *MSMECON-11*, 19-20 August, 2011, IMT Nagpur, Nagpur, India, (CD-ROM) (w/ K. De).
16. Does Cultural Diversity in Top Management Teams Lead to a Better Firm Performance? Research Design for a study on Composition and Performance of Indian firms. Paper presented at the 2<sup>nd</sup> EISAM Workshop on *Top Management Teams & Business Strategy Research*, 30 March-1 April, 2011, Galatasaray University, Istanbul, Turkey (w/ Carina Friedmann).
17. An Exploratory Study on the Influence of Culture on the Internationalisation of Indian SMEs. Paper presented at the Academy of International Business-India Annual Regional Conference and UNCTAD, *Global Economic Crisis; Challenges and Opportunities*, 17-19 December, 2009, New Delhi, India (w/ K. De).

#### **Papers in non-refereed conferences:**

1. The Influence of Intracultural Diversity on Self-Efficacy Beliefs. Paper presented at the *Sino-German Research Network*, 18-20 July, 2016, Regensburg, Germany (w/ Franziska Engelhard).
2. Indigenous Management Research: Perspectives and Possibilities. Paper presented at the Kickoff Workshop of *Sino-German Research Network*, at the Chinese Academy of Science, 27-30 April, 2015, Beijing, China.

#### **Articles in newspapers and magazines:**

1. Corporate Social Responsibility: The Indian Way – Starke Nation als Garant für profitables Wachstum. *Global Contact- Das Aussenwirtschafts Magazin*, October 2016, 28-29 (w/ Judith Ambrosius).

**Work-in progress Papers:**

1. Role of Dynamic Capabilities on the Performance of Emerging Market Multinational Corporations.
2. The Influence of Intracultural Diversity on Leadership Preferences Using the Social Identity Theory.
3. Market Entry Strategies and Performance of Russian Firms in Germany.
4. Indian Outward Foreign Direct Investment - A Challenge for Traditional Internationalization Theories?
5. Emerging Market Multinationals: Perspectives from Asia.

**Monograph:**

1. PhD dissertation titled 'An Empirical Study on Export Orientation of Indian Small and Medium Enterprises'.