

# Xinyuan Zhang

Department of Strategy and Policy, NUS Business School, Singapore

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## EDUCATION

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|--------------------------------------------------------|-------------------------|
| <b>National University of Singapore</b>                | Singapore               |
| • Ph.D. in Management (Strategy and Policy)            | 2022-2027 (Expected)    |
| <b>New York University</b>                             | New York, United States |
| • M.A. in Public Administration                        | 2018-2020               |
| <b>Xi'an Jiaotong-Liverpool University</b>             | Suzhou, China           |
| • B.B.A. in Economics and Finance, First-Class Honours | 2014-2018               |

## RESEARCH INTERESTS

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Innovation Management and Technology; Sustainability; Emerging Markets

## WORKING PAPERS

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- [1] Xinyuan Zhang, Xiaoteng Wu, Arzi Adbi. "Interfirm Connectivity and Value Appropriation: Empirical Evidence"
- **Revise and Resubmit at *Strategic Management Journal***
- [2] Xinyuan Zhang, Xiaoteng Wu, Arzi Adbi. "When Carrots and Sticks Pull Organizations in Different Directions: Stakeholder Addressability and Corporate Green Innovation in the Global South"
- Under review at *Organization Science*
- [3] Xinyuan Zhang. "Steady Rain or Flash Flood? The Frequency and Severity of Environmental Penalties and Corporate Carbon Emissions"
- In preparation for submission to *Management Science*
  - Nominated for 2026 SMS Annual Conference PhD Paper Prize
  - Nominated for 2026 SMS Responsible Research Paper Prize
  - 2026 Kwok Leung Dissertation Grant Award, International Association for Chinese Management Research Conference

## WORK IN PROGRESS

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- [4] Xinyuan Zhang. "Strategic Reorientation of Business Ventures: Evidence from LLM-Based Measurement" (Data analysis)
- [5] Xinyuan Zhang. "Technology-Aided Monitoring and Firm Emissions" (Data collection)
- [6] Xinyuan Zhang and Qing He. "Export Sanctions and Innovation Strategy: Evidence from Chinese Semiconductor Firms" (Data collection)

## CONFERENCE AND RESEARCH SEMINAR PRESENTATIONS

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[1] “Steady Rain or Flash Flood? The Frequency and Severity of Environmental Penalties and Corporate Carbon Emissions”

- 2026 (scheduled): Strategic Management Society, Berlin, Germany
- 2026: Alliance for Research on Corporate Sustainability, Singapore

[2] “Interfirm Connectivity and Value Appropriation: Empirical Evidence”

- 2026 (scheduled): AOM TIM Doctoral Consortium, Philadelphia, USA
- 2026: Strategy Science & AOM STR Joint PDW, Beijing, China
- 2026: Asian Management Research Consortium, Singapore
- 2025: Organization Science Workshop, Beijing, China

[3] “When Carrots and Sticks Pull Organizations in Different Directions: Stakeholder Addressability and Corporate Green Innovation in the Global South”

- 2025: Academy of Management, Copenhagen, Denmark
- 2025: AOM STR Doctoral Consortium & AOM IM Doctoral Consortium
- 2024: Organization Science Workshop, Singapore
- 2024: Strategic Management Society, Istanbul, Turkey
- 2024: SMS PDW, Seoul, South Korea

[4] “Complementarity and Tension among Nonmarket Strategies: How Political Ties Affect the Insurance-Like Effect of Corporate Social Responsibility”

- 2023: PDW on Research Frontiers in Nonmarket Strategy, AOM, Boston, USA

## TEACHING

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[1] **Strategy**, NUS Business School

- Teaching Assistant (EMBA module, 2026)

[2] **Business Model Innovation in Asia**, NUS Business School

- Teaching Assistant (Graduate Course, 2025, 2024)

[3] **Economic Analysis for Managers**, NUS-UCLA EMBA

- Teaching Assistant (EMBA module, 2024, 2023)

[4] **Governance and Sustainable Business**, NUS Business School

- Teaching Assistant (EMBA module, 2022)

[5] **Corporate Governance, Sustainability, and Ethics**, NUS-UCLA EMBA

- Teaching Assistant (EMBA module, 2022)

[6] **Strategic Management**, NUS Business School

- Teaching Assistant (Undergraduate Course, 2022)

## AWARDS

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- NUS Research Scholarship, National University of Singapore 2022-2027
- Kwok Leung Dissertation Grant Award (~USD 2,000), IACMR Conference 2026
- Ellen Schall Experience Fund Scholarship, New York University 2019

## SERVICE

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- Reviewer for the Annual Conferences of AOM, SMS, and ARCS Conferences

## SELECTED INDUSTRY EXPERIENCE

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|----------------------------------------------------------------|-----------|
| Industry Analyst, Haitong Futures Co., Ltd. (Shanghai, China)  | 2020-2021 |
| Summer Analyst, United Nations (New York, USA)                 | 2019      |
| Intern, New York League of Conservation Voters (New York, USA) | 2018      |
| CSR Intern, KPMG (Shanghai, China)                             | 2017      |

## SKILLS

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**Programming and software:** Stata, R, Python, Tableau

**Languages:** Mandarin (Native), English (Fluent)

## REFERENCES

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Ishtiaq Pasha Mahmood (Advisor)  
Professor  
Department of Strategy and Policy  
NUS Business School  
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