

PETER LOUIS RODRIGUEZ

Dean, Jesse H. Jones Graduate School of Business
Rice University
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EDUCATION

Doctor of Philosophy, October 1998
Princeton University
Field: Economics
Specialization Fields: International Trade, Economic History, Public Finance
Dissertation Committee: Gene Grossman (Chair), Avinash Dixit and Giovanni Maggi

Master of Arts, June 1992 Princeton
University Field: Economics

Bachelor of Science, May 1990
Texas A&M University
Field: Economics, Cum Laude

ACADEMIC WORK EXPERIENCE

Dean, Jesse H. Jones Graduate School of Business, Rice University, July 2016 to Present.

Sr. Associate Dean for Degree Programs and Chief Diversity Officer, Darden School of Business,
University of Virginia, June 2011 to June 2016.

Associate Dean for International Affairs and Director, Darden School of Business, University of Virginia,
June 2008 to June 2011.

Director, Tayloe Murphy International Center, Darden School of Business, University of Virginia, June
2008 to Present.

Associate Professor, University of Virginia, September 2003 to Present, Darden Graduate School of
Business Administration

Visiting Professor, Universidad de las Americas, Puebla, Mexico, Summer 2003, School of Business and
Economics

Assistant Professor, Texas A&M University, September 1997 to May 2003, Department of Management,
International Business and Public Policy Group

Adjunct Professor, George Bush School of Government and Public Service, Texas A&M University, May
2001 to July 2003

Lecturer, Princeton University, June 1996 to June 1997, Department of Economics

Research Assistant, Princeton University, September 1994 to January 1997, Department of Economics
and Woodrow Wilson School of International Affairs

Teaching Assistant, Princeton University, Fall and Spring, 1995 and 1996, Department of Economics

HONORS AND AWARDS

Diversity Magazine, Top 100 Under 50, Fall 2009
University Teaching Award, University of Virginia, Spring 2009
Trustee of the Darden Foundation (Ex-Officio) 2008 to Present
Mead/Colley Award for Engagement with Students – University of Virginia 2007-8
Faculty Marshal, Darden School of Business, University of Virginia, May 2006 & May 2007
Excellence in Diversity Fellow, University of Virginia, 2004-5
Association of Former Students at Texas A&M University Faculty Distinguished Teaching Achievement Award – 2002
Montague Center for Teaching Excellence Scholar – University-wide Teaching Award/Grant, 2001, Texas A&M University
Texas Latino Summit Grant and Research Award, 2001, Texas Association of Mexican American Chambers of Commerce
Mays Research Grant, summer 2002
Shell/Center for International Business Studies (CIBS) Sustainable Development Grant, summer/fall 2002
Elected Fellow, The British-American Project, 1999, Johns Hopkins School of Advanced International Studies
University-wide Teaching Excellence Award, 1996, Princeton University
Ford-Rockefeller Academic Fellow, 1990 - 1992, Princeton University
Outstanding Undergraduate Researcher in the Social Sciences, 1990 Texas A&M University Honors Program
Al Chalk Award for the Outstanding Undergraduate Economics Major, 1990, Texas A&M University Department of Economics

RESEARCH PUBLICATIONS

PEER-REVIEWED JOURNAL ARTICLES

- Rodriguez, P.R., Tuggle, C.S. and Hackett, S.M. (2009) An Exploratory Study of How Potential “Family and Household Capital” Impacts New Venture Start-up Rates, *Family Business Review*, 22,(3) 259-272.
- Collins, Jamie, Klaus Uhlenbruck and Peter Rodriguez, (2009) ‘Why Firms Engage in Corruption: A Top Management Perspective’ *Journal of Business Ethics*, 87(1).
- Rodriguez, Peter, Don Siegel, Amy Hillman and Lorraine Eden (2006) ‘Three Lenses on Multinational Enterprises: Politics, Corruption and Corporate Social Responsibility’ forthcoming in *Journal of International Business Studies* (eds.) Amy Hillman, Peter Rodriguez and Don Siegel.
- Uhlenbruck, Klaus, Peter Rodriguez, Jonathan Doh and Lorraine Eden (2006) ‘The Impact of Corruption on Entry Strategy: Evidence from Telecommunications Projects in Emerging Economies,’ *Organization Science* 17(3):402-414.
- Rodriguez, Peter, Klaus Uhlenbruck and Lorraine Eden, (2005) “How Corrupt Governments Matter: Strategies of Multinationals Under Corrupt Regimes,” *Academy of Management Review* 30(2): 383-396.

Matraves, Catherine and Peter Rodriguez (2005) 'Profitability, Diversification and Multinationality in Leading German and UK Firms' *International Journal of Business and Economics* 4(2):87-105.

Eden, Lorraine and Peter Rodriguez (2004) 'How Weak are the Signals? International Price Indices and Multinational Enterprises' *Journal of International Business Studies* 35(1): 61-74.

Doh, Jonathan, Peter Rodriguez, Klaus Uhlenbruck and Lorraine Eden (2003) 'Coping with Corruption in Foreign Markets,' *Academy of Management Executive*, 17(3): 114-127.

Reprinted under original title in *International Management Behavior: Text, Readings, and Cases*, Ed. Henry W. Lane, Blackwell Publishers (2005) pp: 464-483.

Rodriguez, Peter (2003) 'Investor Expectations and the North American Free Trade Agreement,' *Review of International Economics* 11(1): 206-218.

Rodriguez, Peter (2001) 'Rules of Origin with Multistage Production,' *The World Economy*, 24(2): 201-220.

Reprinted under original title in *Intra-Industry Trade*, Eds. Peter J. Lloyd & Herbert G. Grubel, as part of *The International Library of Critical Writings in Economics Series*, Edward Elgar Publishing (2003) pp: 497-517.

OTHER PUBLICATIONS

Rodriguez, Peter, Klaus Uhlenbruck, Jonathan Doh and Lorraine Eden, (2005) 'Firm Responses to Corruption in Foreign Markets,' *Global Corruption Report 2005*, Transparency International, Berlin, Germany, pp. 302-305.

Rodriguez, Peter and Christopher Tuggle (2004) 'Wealth Families and Entrepreneurship: The Roles of Family and Financial Resources in Entrepreneurship Across Ethnic/Racial Groups in the United States' Babson/Kaufmann Foundation Conference, June 2003, *Frontiers in Entrepreneurship* 2004.

Rodriguez, Peter, (2003) "Learning About Corruption: Reviews, Roots and Russia," *Thunderbird International Business Review* 46(1): 93-100.

Doh, Jonathan, Peter Rodriguez, Klaus Uhlenbruck, Jamie Collins and Lorraine Eden, (2003) 'Coping with Corruption in Foreign Market: Costs, Dimensions, Entry Modes, and Strategic Responses,' *International Management Series: Vol. 4*, Carnegie Bosch Institute's Sixth International Conference, 'Global Corporate Evolution: Looking Inward or Looking Outward?' (Ed.) Michael Trick, pp: 183-192.

"Is Past Prologue for Hispanic Texans?" *Hispanic Journal*, Vol. VIII, no. 94, October 2002.

“Where was Ross when Clinton Needed Him on Fast Track?” The Houston Chronicle, November 1998.

“Economic Impacts of Airline Deregulation” March 1990, Ceteris Paribus, Texas A&M University.

JOURNAL GUEST EDITOR

Eden, Lorrain, Hillman, Amy, Rodriguez, Peter and Don Siegel (2006) Journal of International Business Studies, Three Lenses on Multinational Enterprises: Politics, Corruption and Corporate Social Responsibility’ in press.

BOOKS, CHAPTERS AND RECORDINGS

“Corruption in the Public Sector” in Handbook on Business and Corruption, Emerald Publishers, Forthcoming Spring 2016.

“The Challenges of Corruption in Business, Government and Society,” in Globally Responsible Leadership, Sage Publications, edited by Joanne Lawrence, (2012).

China, India and the United States: The Future of Economic Supremacy, The Great Courses, Chantilly, VA 2011. (Recording)

The Portable MBA, 5th Edition, Wiley, New York, 2010. (Co-Author).

Why Economies Rise and Fall, The Great Courses, Chantilly, VA 2010 (Recording)

The End of Savings, in America at Risk: The Great Dangers, University of Michigan Press, Ann Arbor, 2008.

Angel Investing in Latin American, (Batten Institute, The Darden School: Charlottesville, VA), (Eds.)Elizabeth F. O’Halloran, Peter Rodriguez and Felipe Vergara (October 2005).

Chapter 1: ‘Institutions Matter: Angel Investing and Market Development in Latin America,’ pp: 3-14.

Chapter 27: ‘The U.S. Hispanic Market: An Overview of the Investment and Business Environment,’ pp: 185-190.

The Legal Environment of Business, 3rd Edition, (Eddie Bowers Publishers: Des Moines), with Len Bierman, Douglas Glasgow, Mike Pustay and Keith Swim, July 2000.

The Legal Environment of Business, 2nd Edition, (Eddie Bowers Publishers: Des Moines), with Len Bierman, Douglas Glasgow, Mike Pustay and Keith Swim, July 1999.

Doh, Jonathan and Peter Rodriguez, “Deconstructing Government Corruption: A Social Network Perspective” Darden Working Paper.

Herrera, Ana María, Lebohang Zhang and Peter Rodriguez, “Bribery and the Nature of Corruption”

Rodriguez, Peter and Christopher Tuggle ‘Wealth Families and Entrepreneurship’ (R&R Family Business

Review)

Rodriguez, Peter, Asghar Zardkoohi and Luis Perez-Batres, "Risk Bearing and Risk Sharing: Organizational Changes in Management and Ownership Following Airline Deregulation".

Rodriguez, Peter, "Tariff Escalation, Competitive Lobbying and the Uruguay Round," Manuscript 2002.

PUBLISHED TEACHING MATERIALS

Ubernomics: (A), Darden Business Publishing (GEM-0140), with Randy Johnson. October 2015.

Ubernomics: Uber's Car Services (B), Darden Business Publishing (GEM-0141), with Randy Johnson. October 2015.

Ubernomics: Driver and Passenger Ratings (C), Darden Business Publishing (GEM-0142), with Randy Johnson, October 2015.

Futbol: The Beautiful Game, Darden Business Publishing (GEM-0138), with Gerry Yemen and Yiorgos Allayannis, September 2015.

A Technical Note on the Marginal Product of Labor, Darden Business Publishing (GEM-0132), March 2015.

A Technical Note on Long-Run Models of Economic Growth, Darden Business Publishing (G-0614). February 2010.

Whither the U.S. Economy, Darden Business Publishing (BP-0542). With Frank Warnock. May 2009.

Eurozone Rate Cuts in 2008: Oui or Nein? Darden Business Publishing (G-0617). August 2008.

Vietnam: A New Tiger Earns its Stripes, Darden Business Publishing (G-0618). July 2008.

A Technical Note on the IS\LM and AS\AD Models, Darden Business Publishing (F-1541). September 2008.

Alfonso Prat Gay: Central Banking in the Wake of Economic Crisis in Argentina, Darden Business Publishing (UVA-Draft) (Multimedia Case). August 2007.

Cementing the Bottom of the Pyramid: A New Direction at CEMEX, Darden Business Publishing (BP-0508) (Multimedia Case). February 2007.

A Technical Note on Angel Investing in Emerging Markets, Darden Business Publishing (BP-0503). August 2006.

A Technical Note on Corruption, Darden Business Publishing (BP-0502). July 2006.

Assessing the Impact of Hurricanes Katrina and Rita, Darden Business Publishing (BP-0490), with Wei Li and Angela Huang, October 2005.

Dell Computadores Do Brasil LTDA, Darden Business Publishing (BP-0482). With Natalie Casey. June 2005.

Developing a Source of Competitive Advantage: Israel's Version, Darden Business Publishing (BP-0483). With Elad Mardix. June 2005.

Investment Opportunity in the Chinese Textile Industry: (A), Darden Business Publishing (BP-0484).
March 2005.

Investment Opportunity in the Chinese Textile Industry: (B), Darden Business Publishing (BP-0485).
March 2005.

TEACHING EXPERIENCE

University of Virginia (Darden School of Business)

Global Economics and Markets (Core 1st Year Course)

Managing International Business (2nd Year Elective)

Twelve years of extensive teaching in custom and open-enrollment --

Executive Education Custom Classes (Darden Executive Education) – Faculty Leader for Custom
Courses on Effective Stakeholder Relationships, Managing Country Risk

University of Virginia and Institute for Shipboard Education - Semester at Sea, Summer 2007

International Economics

Economic Growth in Latin America

Universidad de las Americas

International Business and Politics (MBAs)

Texas A&M University (Mays Business School)

The Political Environment of Business, Management 464

International Business, Public Policy and the World Economy, BUSH 689/IBUS 679 (Master's
Students)

International Business, Management 450

Legal and Social Environment of Business, Management 211

International Business Risks, Center for Executive Development Custom Course

Princeton University

Economic Policy in Developing Economies, Woodrow Wilson 589 (MPAs)

Financial Economics, Woodrow Wilson 566 (MPAs)

Principles of Microeconomics, Economics 202

Principles of Macroeconomics, Economics 203

CONFERENCE & OTHER INVITED PRESENTATIONS

Keynote Address, Seattle Speaker's Club, Annual Meetings, Kona, Hawaii, January 2016.

Interview – Goldstein on Gelt, 'How the Boom and Bust Cycle Affects the US Economy,' January 2014.
(published in Seeking Alpha).

Presentation at the Lockton Company International Conference on: Global Opportunities and
Challenges: China and the United States. Colorado Springs, CO, October 2011.

Public Television Television - Presentation and Discussion for the Miller Center for Public Affairs on,
'The State of the Global Economy, to be aired on PBS Stations in February 2012.

Presentation, "Managerial Misconduct and Research on Corruption," at the Advancing Fraud Research
Conference at Queens University, Kingston Ontario, September 2009.

Whither the U.S. Economy, presented to the Trustees of the Darden Foundation, April 2009.

The Dollar, Yuan and Euro: What's next for the Global Economy, presented at Alumni Weekend, April

2009.

Public Television Program - Miller Center on Public Affairs, 'Has the bill for Irrational Exuberance come due?' March 2008, Charlottesville, Virginia

Semester at Sea Voyage to New York City, 'The age of imbalances: making sense of financial turmoil' April 2008, Nassau Bahamas

Financial Foundation Officers' Group Annual Meetings, 'Angel Investment in Latin America' April 2007, Miami Florida.

Keynote Address: Mid-Atlantic Association of Bankruptcy Attorneys, Virginia Continuing Legal Education Program, "What's Next for the Economy?" Charlottesville, VA Friday, September 28, 2007.

Presentation to Amelia County School District Renewal Conference: "The Future of the Global Economy", Amelia County, Tuesday September 25th 2007.

Keynote Address: Virginia Association of School Superintendents, "The New World Economy: Development Challenges in the 21st Century," Roanoke, VA May 7, 2007

Interview on Complex Financial Products, CNBC, June 8, 2007

Interview on With Good Reason, WTVW Charlottesville, VA – December 15, 2007

<http://www.withgoodreasonradio.org/mp3/2007/December/podillusionofinclusionshow.mp3>

IberoAmerican Academy of Management Professional Development Workshop, August 2006, "Angel Investing in Latin America" Atlanta, Georgia.

Engaging the Mind Series: The New World Economy - Development Challenges in the 21st Century, April 2006, Charlottesville, VA. (Also presented to Charlottesville/Albemarle Bar Association).

Fisher School of Business at The Ohio State University, March 2006, "Advances in Research on Corruption and Foreign Direct Investment" Columbus Ohio.

Batten Insights Series: "Institutions and Growth in Emerging Economies" March 2006, Reston, Virginia.

Journal of International Business Studies Three Lenses on the Multinational: Politics, Corruption and Corporate Social Responsibility Conference/Development Workshop, January 2006, Arizona State University, Phoenix, Arizona. Conference Organizer and Journal Guest Editor.

George Washington University, October 2005, "The Impact of Corruption on Entry Strategies" Washington D.C.

Annual Meetings of the Academy of International Business, July 2005, "MNE Political Strategies, Experience with Corruption and Corporate Social Responsibility" Quebec City, Canada.

Academy of International Business 2nd Annual Frontiers in Research Conference, September 2004, "Advancing IB Research on Business & Society: Political Strategies, Corruption and Corporate Social Responsibility", Michigan State University, East Lansing University.

Asia Pacific Economic Commission Symposium de Emprendimiento 2004, October 2004, "Institutions, Growth and Entrepreneurship", Universidad de Chile, Santiago, Chile.

Academy of International Business 2nd Annual Frontiers in Research Conference, September 2004, "Advancing IB Research on Business & Society: Political Strategies, Corruption and Corporate Social Responsibility", Michigan State University, East Lansing University.

Annual Meetings of the Academy of Management, August 2004, "Wealth, Families and Entrepreneurship," Academy Session, Presenter, Annual Meeting, New Orleans, Louisiana.

Annual Meetings of the Academy of International Business, July 2004, "The Experience of Corruption and Firms: What, Why and How?" Stockholm Sweden.

Kogod School of Business, “Coping with Corruption in International Markets,” March 2004, presented with Jonathan Doh, American University, Washington D.C.

Carnegie Bosch Institute 6th International Conference, Global Corporate Evolution: Looking Inward or Looking Outward, October 2003, “Corruption and the Entry Strategy of Multinationals”, presented with Jonathan Doh, Carnegie-Mellon University, Pittsburgh, Pennsylvania.

North American Small Business International Trade Educators: March 2003, “Corruption and International Business” National Annual Conference, Keynote Speaker, San Antonio, Texas.

Hispanic Audience Outreach: The Texas Experience, February 2003, “Education, Entrepreneurship and Engagement: Critical Issues for Latinos in the 21st Century,” A national conference sponsored by the Texas Cooperative Extension, Keynote Speaker, South Padre Island, Texas.

Texas A&M University System Board of Regents Meeting, December 2002, “Latinos in Texas: How Education Affects their Well-Being and Our State,” College Station, Texas.

The Binational Conference on Families, October 2002, “Population, Education and Wealth,” sponsored by the Texas Cooperative Extension, Keynote Speaker, South Padre Island, Texas.

The Latino Economic Summit, September 2002, “Representation, Education and Entrepreneurship,” sponsored by the Texas A&M University System and the Texas Association of Mexican-American Chambers of Commerce, Keynote Speaker, Austin, Texas.

International Studies Association, March 2002, “Unpacking Corruption,” Presenter and Panel coordinator. New Orleans, LA.

Association of Global Business, November 2001, “Bribery and the Nature of Corruption,” Cancún Mexico.

Academy of International Business-Southeast, November 2001, “Profitability, Diversification and Multinationality in leading German and UK Firms,” New Orleans, LA.

Academy of Management, August 2001, “NAFTA and International Business,” All Academy Session, Panelist/Speaker, Annual Meeting, Washington D.C.

Texas Association of Mexican American Chambers of Commerce, May 2001, “Economic Challenges and Opportunities for Texas Latinos.” Keynote Speaker, Annual Conference, McAllen, Texas.

The Americas Project 2000, Rice University, October 2000, Main Panel Session: “Boom for Whom,” speaker/panelist.

Western Economic Association International, Vancouver B.C., June 2000, “Tariff Escalation, Competitive Lobbying and the Uruguay Round,” Session Chair for ‘Endogenous Tariffs’ and Discussant for ‘Exchange Rate Policies’.

International Trade and Finance Association, Montpellier France, May 2000, “Exporting and Productivity,” Discussant ‘Challenges of Globalization’.

University of Western Ontario, Ivey School of Business, “Exports and Productivity,” November 2000.

Academy of Management, “Information Problems in Political Economics,” Roundtable Discussant, Toronto, Ontario, August 2000.

International Trade and Finance Association, Casablanca Morocco, May 1999, “Investors, Expectations and the North American Free Trade Agreement,” article appeared in refereed Conference Proceedings.

Texas Hispanic Association, San Antonio, TX, February 1999, “Policy Prescriptions for Texas Governments with Regard to International Business.”

PROFESSIONAL/ACADEMIC SERVICE PRIOR TO UVA

Guest Editor, Journal of International Business Studies, Focused Issue – Three Lenses on the Multinational: Politics, Corruption and Corporate Social Responsibility. Conference Organizer of Related Paper Development Workshop, Phoenix, Arizona, January 2006.
Editorial Review Board, Journal of International Business Studies, 2004 – Special Departmental Editor for Corporate Social Responsibility

Reviewer for: Academy of Management Review, Academy of Management Journal, International Economic Review, Review of International Economics, Journal of International Business Studies, Journal of International Management, Management International Review.

First and Second Year Scholarship Committee, Darden, 2004-present.

Jefferson Scholars Selection Committee, Darden, 2006.

Faculty Sponsor, Latin American Students Association, Darden, 2004-present.

Faculty Sponsor, Global Business Experience-Mexico, Darden, 2004-present.

Emerging Markets Finance Conference Committee, Darden, 2005-present.

Advisory Council, Center for International Business Studies, Mays Business School, Texas A&M University, 2003

Skunkworks Committee, Vision 2020 Project, Texas A&M University, Fall/Spring 1999.

Azimuth Committee, Texas A&M University System, 2001

ExCEL, Excellence Uniting Culture Education and Leadership, Speaker, 2001

Masters of Science in Human Resource Management, Committee Member 2000-1.

Representative/Recruiter, The Ph.D. Project, Chicago, IL, 2000-2002

Keynote Speaker, MEDALS (Minority Development through Academic and Leadership Skills) Conference, Texas A&M University January 2001.

Keynote Speaker, SCOLA (Student Conference on Latino Affairs) Texas A&M University, February 2002.

Co-organizer, The Latina Conference, Texas A&M University, 1999-2001.

President's Committee on Art Policy, Texas A&M University 1999.

Vision 2020 Long-Term Faculty Goals Committee, Texas A&M University 1999.

Academy for Future International Leaders, Texas A&M University, 1998-2002.

Advisor, Sigma Iota Epsilon, Honor Society of the Academy of Management, Texas A&M University, 1999-2002.

Advisor, Omega Delta Phi Men's Fraternity, Texas A&M University, 1998-2002.

Advisor, Aggies on Wall Street, Texas A&M University, 1998.

PROFESSIONAL SOCIETIES

Academy of Management, 1998 – Present

Academy of International Business, 1999 - Present

American Economics Association, 1994 – Present

American Society of Hispanic Economists, 2001-Present

Western Economic Association International 1998 - 2001

International Trade and Finance Association, 1998 - 2001

Association of Global Business, 2001-2

International Studies Association 2001-2

INDUSTRY WORK EXPERIENCE

Associate, Chase (now JP Morgan Chase), June 1992 to August 1994, Global Energy Group, Syndication's and Relationship Management, Clients: Pennzoil, Haliburton, Santa Fe Energy Resources, Enron Corp., etal.

Associate Development Program, Chase (Now JP Morgan Chase), June 1991 to August 1991