

**Noman Ahmed Shaheer Siddiqui**

Darla Moore School of Business

University of South Carolina

Cell: 803-6654-901

E-mail: [noman.shaheer@grad.moore.sc.edu](mailto:noman.shaheer@grad.moore.sc.edu)

[nomanshaheer@yahoo.com](mailto:nomanshaheer@yahoo.com)

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## **EDUCATION**

**Darla Moore School of Business, University of South Carolina** Columbia, SC, USA

*PhD (ABD)-International Business*, Expected Graduation: Spring, 2019

*Dissertation:* Internationalization strategies for digital firms: Barriers, strategies and context

**Yonsei Graduate School of Business, Yonsei University** Seoul, Korea

*Global MBA*, 2011

**China Europe International Business School (CEIBS)** Shanghai & Beijing, China

*Global Experience Education*, Feb – Mar 2011

**Institute of Business Management** Karachi, Pakistan

*Master of Business Administration in Marketing*, 2009

**Institute of Business Management** Karachi, Pakistan

*Bachelor of Business Administration*, 2006

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## **RESEARCH INTERESTS**

I take a multidisciplinary approach to understand the internationalization strategies of digital firms, evaluating the unique innovation and internationalization challenges in the digital context, competitive strategies of digital firms, and distinctive aspects of digital markets.

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## **PUBLICATIONS AND MANUSCRIPTS UNDER REVIEW**

- Chen, L., Shaheer, N., Li, S., & Yi, J. (Forthcoming). The international penetration of ibusiness firms: Network effects, liabilities of outsidership, and country clout. *Journal of International Business Studies*.
- Shaheer, N., & Li, S. (Forthcoming). The CAGE around cyberspace? How demand side bricolage strategies accelerate the internationalization speed of digital innovations. *Journal of Business Venturing*.
- Siddiqui, N. A. S., & Li, S. (2017). CAGE in cyberspace? How digital innovations internationalize in a virtual world. In *Academy of Management Proceedings* (Vol. 2017, No. 1, p. 14234). Academy of Management.
- Shaheer, N., Yi, J., Li, S., & Chen, L. (2017). State-Owned enterprises as bribe payers: The role of institutional environment. *Journal of Business Ethics*, 1-18.

- Shaheer, N., Yi, J., Li, S., & Yaqin, Z. When money can't buy everything: A study of the seller's perspective in cross-border acquisition auctions. 2<sup>nd</sup> Round R&R at *Journal of International Business Studies* (Moderate revision)
- Li, S., Priem, R., Shaheer, N., Wang, Y. How consumers "rule" in a digital world: Moderated-mediation effect of consumer valuation on capabilities-performance relationship. Preparing for submission to *Strategic Management Journal*.

## **AWARDS AND HONORS**

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- Received *Alan M. Rugman Most Promising Scholar/Young Scholar Award* (Formerly Haynes Prize) at AIB Annual Conference, July 2017, Dubai
- Honorable mention for AIB/Sheth Doctoral Dissertation Proposal Award at AIB Annual Conference, July 2018, Minneapolis
- Received *Best Reviewer Award* at AIB Annual Conference, July 2018, Minneapolis
- Received *Most Promising Researcher Award* at Darla Moore School of Business, 2018
- Nominated for *AOM International Theme Committee Emerald Best Symposium Award, 2018*
- Nominated for Best Paper Award in International Ethics, Social Responsibility, and/or Sustainability at AOM Annual Conference, August 2016, Anaheim, California, USA

## **CONFERENCE PRESENTATIONS**

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Li, S., Priem, R., Shaheer, N., Wang, Y. *How consumers "rule" in a digital world: Moderated-mediation effect of consumer valuation on capabilities-performance relationship.*

- Accepted for presentation at Strategic Management Society (SMS) Annual Conference, September 2018, Paris, France

Shaheer, N., & Li, S. *CAGE in cyberspace? How digital innovations internationalize in a virtual world.*

- Presented at Academy of International Business (AIB) Annual Conference, July 2017, Dubai
- Presented at Academy of Management (AOM) Annual Conference, August 2017, Atlanta, Georgia, USA

Shaheer, N., Yi, J., & Li, S. *When friends are bitter than foes: An empirical analysis of bribe payments by state-owned enterprises.*

- Presented at AIB Annual Conference, June 2016, New Orleans, Louisiana, USA
- Presented at AOM Annual Conference, August 2016, Anaheim, California, USA

Shaheer, N., Li, S., & Yaqin, Z. *When money can't buy everything: A study of multiple bidders cross-border acquisition auctions.*

- Presented at SMS Annual Conference, October 2015, Denver, USA

- Presented at AIB Annual Conference, June 2016, New Orleans, Louisiana, USA
- Presented at AOM Annual Conference, August 2017, Atlanta, Georgia, USA

Shaheer, N. *Are there level playing fields? Resource-based view and demand-side perspective in global context.*

- Accepted at AIB Annual Conference, June 2015, Bengaluru, India

## **PROFESSIONAL AFFILIATIONS AND SERVICES**

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- Organized panel on “*Internationalization of digital innovations*” at AIB Annual Conference 2018, Minneapolis, USA
- Organized panel on “*Measuring national cultures through Big Data*” at AIB Annual Conference 2018, Minneapolis, USA
- Organizing panel on “*Innovating in a Digital Economy: Challenges for Global Strategy and Entrepreneurship Research*” at AOM Annual Conference 2018, Chicago, USA
- Organizing panel on “*Measuring Cross-national Differences: The Opportunities and Challenges of Big Data*” at AOM Annual Conference 2018, Chicago, USA
- Invited Panelist on “*Digitization, Disintermediation and Internationalization*” at AOM Annual Conference 2018, Chicago, USA
- Volunteered at AIB Annual Conference, June 2018, Minneapolis, USA
- Volunteered at AIB Annual Conference, June 2016, New Orleans, Louisiana, USA
- Coordinated with a multidisciplinary team of professors for establishing the *Center of Digital Globalization* at University of South Carolina, acquired a competitive grant for developing a Big Data archive on digital businesses to advance research on digital globalization
- Ad hoc reviewer for *Global Strategy Journal*
- Ad hoc reviewer for the Annual Conferences of AIB, SMS and AOM since 2015

## **TEACHING EXPERIENCE**

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### **Darla Moore School of Business, University of South Carolina**

Columbia, SC

- *Introduction to International Business, Instructor* Spring, 2018  
(Teaching Evaluation Score: 4.33/5)
- *Business in Asia, Guest Lecturer* Spring, 2018
- *Comparative Institutional Systems, Teaching Assistant* Fall, 2017
- *Cross-Cultural Negotiations, Teaching Assistant and Guest Lecturer* Spring, 2017
- *Business in Asia, Teaching Assistant and Guest Lecturer* Spring, 2017
- *Cross-Cultural Negotiations, Teaching Assistant* Spring, 2016
- *Business in Asia, Teaching Assistant* Spring, 2016
- *Cross-Cultural Negotiations, Teaching Assistant* Spring, 2015

## **FACULTY TRAININGS**

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- Faculty Development in International Business, *Survey of International Business Track*, Darla Moore School of Business, 6-10 June, 2016
- Faculty Development in International Business, *International Management & Global Strategy Track*, Darla Moore School of Business, 1-5 June, 2015

## **WORK EXPERIENCE**

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**Hanwha Group**, Dec 2011- July 2014

South Korea

*Associate (Business Planning and International expansions)*

- Responsible for Foreign Direct Investments into India, Middle East, China and Eastern Europe
- Handled projects related to the recruitment of global talent, international technology transfer, global innovation management and cross-cultural trainings for corporate executives

**Packages Limited** Nov 2009 – July 2010

Pakistan

*Assistant Manager*

- Participated in internationalization projects across Asia
- Coordinated new technology development projects with International Joint venture partner, Dainippon Chemicals-Japan

**Philips Electronics**, Aug 2007 - Feb 2009

Pakistan

*Deputy Product Manager/Assistant Customer marketing manager*

- Led the market launch and advertising of 7 new products in South Asian and Middle Eastern region
- Participated in global merger between Philips and Avent, managed the integration of multiple businesses and subsidiaries
- Coordinated with global management on initiatives related to international mergers & acquisitions and subsidiary consolidations

**Folio 3**, March - Aug 2007

Pakistan

*Associate Marketing and HR Manager*

- Managed multiple outsourcing and offshoring projects for start-ups at Silicon Valley

## **PROFESSIONAL TRAININGS**

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- Cross Cultural business training by Philips ASEAN at Bangkok
- SAP & ERP Training by Philips Pakistan
- Global Management Training by Philips international at Singapore
- International Brand Management Training by Philips (Middle East and Africa) at

Singapore

- Key Account Management Training by Dainippon Chemicals
- Project Management (PMP) Training by Yonsei School of Business in Seoul, South Korea
- Global Business Training by Hanwha group in China

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**SKILLS & OTHERS**

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- Fluent in English, Hindi, Urdu, Intermediate in Korean
- Knowledge of Screen Scrapping, API, SAP /ERP, SAS, Gephi, and STATA

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**REFERENCES**

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Tatiana Kostova

Buck Mickel Chair and Professor

Darla Moore School of Business, University of South Carolina

[kostova@sc.edu](mailto:kostova@sc.edu); 803-777-3553

Sali Li

Associate Professor

Darla Moore School of Business, University of South Carolina

[sali.li@moore.sc.edu](mailto:sali.li@moore.sc.edu); 803-777-8810

Richard Priem

Professor of Management

Neeley School of Business, Texas Christian University

[r.priem@tcu.edu](mailto:r.priem@tcu.edu); 817-257-7550