

Curriculum Vitae 简历

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Current Positions 当前职务

Research Associate, Center for International Business and Management,
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Publications 出版物：

Sole Author of Two Scholarly Books 两个学术图书的唯一作者：

1. **Yanni Yan** (2005) Foreign Investment and Corporate Governance in China. Palgrave-Macmillan Press Ltd. Houndmills, Basingstoke, Hamshire RG21 6XS and London, UK 2005 and also published in the United States of America by St. Martin's Press, INC.
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2000 and also published in the United States of America by St. Martin's Press, INC., 2000

Yanni Yan (2000) “国际合资企业在中国：所有权，控制与绩效”。麦克米伦出版有限公司，Houndmills，贝辛斯托克，Hamshire RG216XS 和伦敦，英国 2000 年，也发表在美国圣马丁出版社股份有限公司 2000 年

3. **Yanni Yan** (2001) Book review on '*International Joint Ventures in China: Ownership, Control and Performance*'. *China Quarterly*
Yanni Yan (2001) 书评 “国际合资企业在中国：所有权，控制与绩效”
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25 Refereed Articles 25 篇评审的文章

4. Xiaoqing Li, Joanne Roberts, **Yanni Yan** and Hui Tan (2014). Knowledge Sharing in China-UK Higher Education Alliances, *International Business Review*, Volume 23, Issue 2, p. 343-355.
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6. **Yanni Yan**, Chan Yan Chong, Simon Mak (October 2010), "An Exploration of Managerial Discretion and its Impact on Firm Performance: Task Autonomy, Contractual Control, and Compensation (Lead Article)", *International Business Review*, 19, 6, 521-530
Yanni Yan, Chan Yan Chong, Simon Mak (2010 年 10 月)，“管理自由裁量权及其对企业绩效的影响探析：任务自治，合同管理和薪酬（铅条），”国际商业评论，19，6，521-530
7. **Yan, Yanni**, Sophie Zhang and Fue Zeng (October 2010), "The Exploitation of an International Firm's Relational Capabilities: An Empirical Study", *Journal of Strategic Marketing*, 18, 6, 485-499
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Yanni Yan (2013) “Understanding the Complementary Perspectives of Control and Trust on the Development of Firms’ Social Capital and Performance in China”, BAM conference 2013, Managing to make a difference 10-12 September 2013 Aintree Racecourse, Liverpool, UK. Yanni Yan (2013) “了解控制与信任对企业社会资本的发展的补充意见，并在中国境内的表演”，BAM会议2013年，管理有所作为10-122013年9月安特里赛马场，英国利物浦。

Yanni Yan (2012) "Factors that Influence Trust Conscious Management of Firms in China", BAM conference 2012, Cardiff, UK, September 11-13. **Yanni Yan** (2012) "影响中国企业的信托管理意识的因素", BAM发布会2012, 加的夫, 英国, 9月11-13日。

Yanni Yan (2011) "An Analysis of Relationship Management Capability, Control and Trust in International Strategic Alliances", BAM conference 2011, Aston, Birmingham, UK, September 13-15. **Yanni Yan** (2011) "关系管理能力, 控制和信任的国际战略联盟分析", BAM会议2011年阿斯顿, 伯明翰, 英国, 9月13日至15日。

Yanni Yan (July 2011) "Exploiting the Effects of Control and Trust on Cross-Culture Human Resource Management in International Strategic Alliance", proceedings of Conference on Innovations in Management and Doctoral Symposium, July 21-22, London, UK, pp. 3
Yanni Yan (2011年7月) "探讨控制与信任对国际战略联盟的跨文化人力资源管理的影响", 会议对在管理和博士生研讨会, 7月21-22日, 英国伦敦, 第3创新程序。

Yanni Yan (June 2011) "Control and Trust: Relationship Management Capability of International Strategic Alliances", proceedings of American society of Business and Behavioral Sciences 14th International Conference, June 24-26, Paris, France, pp. 3. **Yanni Yan** (2011年6月) "控制与信任: 国际战略联盟的关系管理能力", 企业与行为科学第14届国际会议, 6月24日至26日, 法国巴黎, 第3的美国社会的诉讼。

Xie Ting Ting and **Yanni Yan** (June 2011) "How does the duality of Control and Trust affect the performance of alliance: the mediating role of reflexivity, monitoring and effort", proceedings of Cambridge Business & Economics Conference 2011, June 27-30, Cambridge, UK, pp.8
Xie Ting Ting and **Yanni Yan** (2011年6月) 如何控制和信任的双重影响联盟的表现: 反身性的中介作用, 监测和努力", 剑桥商务及经济会议2011, 六月27日至30日的法律程序, 英国剑桥:8

Yan, Yanni, Ding, Daniel and Dou Wenyu (25-29 June, 2010), "An Analysis of Capability Exploitation: Empirical Evidence of International Strategic Alliances in China", proceedings of AIB 2010 Annual Meeting Rio de Janeiro, Brazil **Yanni Yan, Ding, Daniel and Dou Wenyu** (6月25日至29日, 2010年), "能力开发的分析: 在中国国际战略联盟的实证研究", AIB2010年会论文集里约热内卢, 巴西

Yan, Yanni and Tseng Choo Sin (2008), "An Empirical Investigation of Business Reinvestment and its Effectiveness in International Joint Ventures: Growth, Competence, and Market Competitiveness", presented at 8th International Business Research Conference, March 27-28, 2008, Dubai, United Arab Emirates **Yanni Yan and Tseng Choo Sin** (2008),

“企业再投资，其在国际合资有效性的实证研究：增长，竞争力和市场竞争” ，
在第8届国际商务研究会议，2008年3月27-28日提出，迪拜，阿拉伯联合酋长国

Yan, Yanni (Best Paper Award 2008), "Business Investment as Corporate Development and Control Factors in the Performance of Sino-Foreign Firms", presented at British Academy of Management. **Yanni Yan**（最佳论文奖2008），“企业投资为企业发展和控制因素的中外企业的绩效”，发表在英国管理学会。

Yan, Yanni and Tseng Choo Sin (2008) An Empirical Investigation of Corporate Investments for International Hotels in China Oxford Business & Economics Conference: Global Business, June 22-24, 2008. **Yanni Yan** and Tseng Choo Sin（2008）企业投资的国际酒店在牛津大学中国商业经济会议的实证研究：全球商业，6月22日至24日，2008。

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Working Papers at City University of Hong Kong 在香港城市大学工作论文

Yanni Yan (2006) An Analysis of Managerial discretion in international joint ventures and its impact on performance. MKT06-1-0. Department of Marketing, City University of Hong Kong. **Yanni Yan** (2006) 在国际合资企业，其对性能的影响管理自由裁量权的分析。MKT06-1-0。市场营销学系，香港城市大学。

Yanni Yan (2005) Factors that influence the vertical integration of corporate management: market orientation, formalization, and organizational culture. MKT05-5-0. Department of Marketing, City University of Hong Kong. **Yanni Yan** (2005) 市场导向，形式化，以及组织文化：影响企业管理的垂直整合的因素。MKT05-5-0。市场营销学系，香港城市大学。

Yanni Yan (2005) Vertical integration of corporate management in international firms: implementation of HRM and the asset specificities of firms in China. MKT05-4-0. Department of Marketing, City University of Hong Kong. **Yanni Yan** (2005) 企业管理国际公司的垂直整合：实施人力资源管理与中国企业的资产specificities的。MKT05-4-0。市场营销的香港城市大学系。

Yanni Yan (2004) An Empirical Examination of Business Reinvestments in International Joint Ventures: The Effective Use of Subsidiary Management. MKT04-7-0. Department of Marketing, City University of Hong Kong. **Yanni Yan** (2004) 企业再投资的实证研究，在国际合资企业：有效使用辅助管理。MKT04-7-0。市场营销学系，香港城市大学。

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Yanni Yan and Daniel Z. Ding (2003) Firm-specific advantages, organizational control and firm performance: a study of resource competitiveness in high-technology firms. MKT03-12-0. Department of Marketing, City University of Hong Kong. **Yanni Yan** and Daniel Z. Ding (2003) 企业特定优势，组织控制与企业绩效：在高科技公司资源竞争力的研究。MKT03-12-0。市场营销学系，香港城市大学。

Yanni Yan (2003) 'An examination of organizational effectiveness: the impacts of human capital development, management flexibility and organizational improvisation on performance.' MKT03-9-0. Department of Marketing, City University of Hong Kong. **Yanni Yan** (2003) “的组织有效性的检查：人力资本的开发，管理的灵活性和性能组织即兴的影响” MKT03-9-0。市场营销学系，香港城市大学。

Yanni Yan and Daniel Ding (2003) 'Decision control and market performance: an empirical study of high-tech firms' nationwide business.' MKT03-2-1. Department of Marketing, City University of Hong Kong. **Yanni Yan** and Daniel Ding (2003) “决定控制和市场表现：高科技企业的实证研究”。全国性企业的 MKT03-2-1。市场营销学系，香港城市大学。

Yanni Yan (2002) 'The interrelationship between market institutions and corporate internalization: performance of high technology firms.' MKT02-18-0. Department of Marketing, City University of Hong Kong. **Yanni Yan** (2002) “市场机构和企业国际化之间的相互关系：高科技企业绩效” MKT02-18-0。市场营销学系，香港城市大学。

Yanni Yan (2002) 'Applications of Human Resource Management, Institutional role and cultural influence on hotel firms.' MKT02-16-0. Department of Marketing, City University of Hong Kong. **Yanni Yan** (2002) “人力资源管理中的应用，对酒店企业制度的作用和文化影响力。” MKT02-16-0。市场营销学系，香港城市大学。

Yan, Yanni (2002). 'Management factors and performance: the case of hotels,' MKT02-7-0. Department of Marketing, City University of Hong Kong. **Yanni Yan** (2002)。“管理因素和业绩：酒店的情况下，” MKT02-7-0。市场营销学系，香港城市大学。

Yan, Yanni (2002) 'Configuration analysis of technological resources and capabilities for foreign-invested enterprise in China: the role of organizational networks.' MKT02-5-0 Department of Marketing, City University of Hong Kong. **Yanni Yan** (2002) “配置科技资源，为外商投资企业的能力在中国分析：组织网络的作用” 市场营销学系，香港城市大学 MKT02-5-0 系。

Yan, Yanni (2002) 'The internalization of organizational commitment: learning perspectives in international joint ventures'. MKT02-3-0. Department of Marketing, City University of Hong Kong. Yanni Yan (2002) “的组织承诺的国际化：学习国际合资企业的观点”。MKT02-3-0。市场营销学系，香港城市大学。

Yan, Yanni (2002) 'Strategy, management and performance: an empirical analysis of hotel management'. MKT02-2-0 Department of Marketing, City University of Hong Kong. Yanni Yan (2002) '战略，管理和性能：酒店管理的实证分析’。市场营销学系，香港城市大学 MKT02-2-0。

Yan, Yanni (2001) 'Content and Contextual factors on internalization of companies' investment: learning perspective in Sino-British joint ventures', MKT-1-0. Department of Marketing, City University of Hong Kong. Yanni Yan (2001) “内容和语境因素对公司内在的投资：在中英合资企业的学习的角度来看，MKT-1-0。市场营销学系，香港城市大学。

Yan, Yanni and Jing A. Zhang (2001) 'Contextual analysis on Technological development between domestic and international companies in China: ownership-based learning', MKT01-03-0. Department of Marketing, City University of Hong Kong. Yanni Yan and Jing A. Zhang (2001) “在中国国内和国际公司之间的技术发展背景分析：所有权为基础的学习”，MKT01-03-0。市场营销学系，香港城市大学。

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Yan, Yanni and Jin A. Zhang (2001) 'Technological Development between International Joint Ventures and State-Owned Enterprises: A contextual analysis' Department of Marketing, City University of Hong Kong. Yanni Yan and Jin A. Zhang (2001) “国际合资企业和国有企业之间的技术发展：语境分析” 市场营销学系，香港城市大学。

Yan, Yanni (2001) 'The importance of investors' resources in international joint venture decision-making: the control perspective.' Department of Marketing, City University of Hong Kong. Yanni Yan (2001) 资源在国际合资企业决策“的投资者的重要性”：控制方面，市场营销学系，香港城市大学。

Yan, Yanni (2000) 'An analysis of strategic determinants in international joint ventures: does learning affect its decision-making?' MKT00-9-0.

Department of Marketing, City University of Hong Kong. Yanni Yan (2000) “在国际合资企业的战略决定因素分析：不学习影响其决策？” MKT00-9-0。市场营销的香港城市大学系。

Yan, Yanni and John Child (2000) ‘Organizational learning and decision-making in international joint ventures: a contextual analysis.’ MKT 00-6-0. Department of Marketing, City University of Hong Kong. Yanni Yan and John Child (2000) “组织学习和决策的国际合资企业：一个上下文分析。” MKT00-6-0。市场营销的香港城市大学系。

Yan, Yanni (2000) ‘The importance of investors' resources in international joint venture decision-making : the control perspective’ MKT00-3-0. Department of Marketing, City University of Hong Kong. Yanni Yan (2000) 在国际合资企业决策资源 “的投资者的重要性”：控制视角 “MKT00-3-0。市场营销的香港城市大学系。

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Yan, Yanni (2000) ‘A comparative study of human resource management in international joint ventures: indicators from national culture groupings.’ MKT00-10-0 Department of Marketing, City University of Hong Kong. Yanni Yan (2000) “在国际合资企业的人力资源管理的比较研究：从民族文化的分组指标。” MKT00-10-0 行销香港城市大学系。

Yan, Yanni and John Child (2000) ‘Organizational Learning and Decision-making in International Joint Ventures: A contextual analysis.’ MKT00-69, Department of Marketing, City University of Hong Kong. Yanni Yan and John child (2000) “组织学习和决策的国际合资企业：一个语境分析。” 市场部的 MKT00-69，香港城市大学的。

Yan, Yanni (2000). ‘An analysis of strategic determinants in international joint ventures: Does learning affect its decision-making?’ MKT00-9-0 May 2000. Department of Marketing, City University of Hong Kong. Yanni Yan (2000 年) “在国际合资企业的战略决定因素分析：学习是否影响其决策？” 2000 MKT00-9-0 五月。市场营销的香港城市大学系。

Yanni Yan (2002) ‘A Configuration Analysis of Firms’ Organizational Networks, Resources and Capabilities,’ paper submitted to International Business Review Yanni Yan (2002) 组织网络，资源和能力'企业的构成分析 “，” 提交给国际商业评论文章

Yanni Yan and John Child (2002) ‘The importance of investors' resources in international joint venture decision-making: the control

perspective,' paper submitted to Asia Pacific journal of management
Yanni Yan and John child (2002) 资源在国际合资企业决策 “的投资者的重要性” : 控制的角度来看, “提交给管理亚太期刊论文

Yanni Yan and JinZhang (2002) 'Appraising the Strengths of A Firm's Resources and Capabilities: Technological Utilization, Adaptation and Commercialization,' paper submitted to International Journal of business studies Yanni Yan and JinZhang (2002) “评优企业的资源和能力的优势: 技术利用, 适应和商业化,” 提交业务研究, 以国际期刊论文

Yanni Yan and John child (2002) 'Management Factors and performance: the case of hotels,' paper submitted to journal of international venturing Yanni Yan and John child (2002) “管理因素和业绩: 酒店的情况下,” 文件提交给国际风险投资杂志

Journal Reviews 杂志评论

我已审阅几篇文章期刊上, 如

Empirical Economics, 实证经济学,

Asia Pacific Bsuienss Review, 亚太商业评论,

Journal of Business Research,
Organizational Study 中国商务研究,
组织研究

Journal of Management Studies 管理研究杂志

Journal of Global Marketing. 全球营销杂志。

Corporate governance: an international review 公司治理: 国际评论

International Marketing Review 国际营销评论

UK Research Projects involved as a co-investigator 英国参与的联合调查 研究项目: 1993-1999

IJV formation, management and performance: Cambridge-state council, UK (1993-1996) 国际合资企业的形成, 管理和性能: 剑桥国务院, 英国 (1993-1996)

ESRC project, UK (1997-1999) ESRC 项目, 英国 (1997-1999)

Leverhulme project, UK (1997-1999) 莱弗尔梅项目, 英国 (1997-1999)

I have worked to complete existing commitments, based at the Judge Institute of Management Studies, University of Cambridge, associated with a British ESRC project examining the management and performance of Sino-British joint ventures and a Leverhulme project evaluating the networking strategies of British companies operating joint Ventures in China.

我一直在努力完成在基础管理学剑桥大学丘杰尔学院，与英国 ESRC 项目审查中英合资企业和一个莱弗尔梅项目评估经营英国公司的网络战略管理和绩效相关的现有承诺，联合合资企业在中国。

**Research Projects conducted in the City University of Hong Kong
香港城市大学进行的研究项目: 1999-2011**

**List of Research Projects involved as a Principal Investigator:
september 1999-2011 (Joining City University of Hong Kong at
September 14, 1999)**

参与研究项目名单作为主要研究者：九月 1999 年至 2011 年（加入香港城市大学于 1999 年 9 月 14 日）

Strategic Research Grant of City University: (1 April, 2012)

HK\$ 140,000, (Principal investigator: 7008141) A Trust-oriented Governance Perspective: The Constraints on Discretion When Managing Organizational Competitiveness in China

战略研究资助城市大学：（2012年4月1日）

港元140,000（主要调查人：7008141）信托导向治理的视角：当管理在中国企业竞争力的自由裁量权上的约束

Strategic Research Grant of City University: (1 April, 2011)

HK\$ 149,908.00, (Principal investigator: 7008127) Relationship Capability, Creation of Trust and Control: Differing Perspectives on International Strategic Alliances

战略研究资助城市大学：（2011年4月1日）

港元 149,908.00，（主要调查：7008127）的关系能力，建立信任与控制的：在国际战略联盟不同的观点

Strategic Research Grant of City University: (1 April, 2010)

HK\$ 142508, (Principal investigator: 7002532) Creating a Competitive Landscape for Resource Investment: Bilateral Analyses of Capability Deployment and Control in Sino-Foreign Firms 战略研究资助城市大学：

（2010年4月1日）港元 142508，（主要调查：7002532）创建一个竞争格局的资源投资：能力部署和控制的中外合资企业双边分析。

Strategic Research Grant of City University: (1 April, 2008)

HK\$ 100,000, (Principal investigator: 7001871) Internationalized 'Chameleon' Organizations: An analysis of Market Orientation, Firm-

specific Assets, Capabilities and Performance of Hi-tech Firms in China
战略研究资助城市大学：（2008年4月1日）港元100,000，（主要调查：7001871）国际化'变色龙'组织：市场导向，企业特定资产，能力和在中国高新技术企业绩效分析

Strategic Research Grant of City University: (March 10th, 2008)

HK\$ 210,000 City University (Principal investigator: 7001874) The Impact of Vertical Firm-specific Resources and Capabilities on Management Setting: Strategic Orientation, Contractual Control and Formalization 战略研究资助城市大学：（2008年3月10日）。港元210,000 港元城市大学（主要调查：7001874）垂直企业特定资源和能力对管理设置的影响：战略定位，合同控制和形式化。

Strategic Research Grant of City University: (Feb 22, 2007)

HK\$ 160,000 City University (Principal investigator: 7001663) National and Cross-National Effects on New Technology Firms in China: Seeking A New Balance of Strategy, Control and Performance 战略研究资助城市大学：（2007年2月22日）港元160,000 城市大学（主要调查：7001663）和国家新技术企业在中国的跨国影响：寻求策略，控制与绩效的一种新的平衡

Direct Research Grant of City University (April 10th, 2006):

Nationwide Business, Reporting Control and Market Performance: An Empirical Study of Chinese High-Tech Firms (Principal investigator: HK\$ 120,000; 7100300, on going)

直接研究资助城市大学（2006年4月10日）：

全国商业，报告控制与市场绩效：中国高科技企业的实证研究（主要调查：港元120,000 ;7100300，进行中）

Direct Research Grant of City University (Feb 2, 2005):

Strategy, Management and Performance of Hotels in China. HK\$ 144,800 City University (Principal investigator: 7001006, completed)

直接研究资助城市大学（2005年2月2日）的：战略管理与绩效酒店在中国。

港元144800 美元城市大学（主要调查：7001006，已完成）

Direct Research Grant of City University: (24 November, 2004)

A Comparative Study of Strategies, Human Resource Management and Performance: The Impact of National Origin (Principal investigator: HK\$ 120,000; 7100227, on going). 直接研究资助城市大学：（2004年11月24日）国家起源的影响（主要调查人：，7100227，港元120,000 港元，进行中）

战略，人力资源管理和绩效的比较研究。

Strategic Research Grant of City University: (5 November 2002)

HK\$ 221,160 City University (Principal investigator: 7100110, completed) Strategy, Management and Performance of Electronic Firms in China.

城市大学战略研究资助：（2002年11月5日）

港元 221160 城市大学（主要调查：7100110，已完成）战略，管理和电子企业在中国的表现。

Community Embarked Research Grant: (June 30, 2000)

HK\$536,817 Hong Kong RGC Strategy, Management and Performance of Hotels in China (Principal investigator: 9040556, completed).

社会开始研究资助：（2000年6月30日）香港536817香港研资局战略，管理和酒店在中国（主要调查：9040556，已完成）性能。

List of Research Projects involved as a Co-Investigator:

September 1999-2004 (Joining City University of Hong Kong at September 14, 1999) 涉及作为一个联合调查研究项目名单：九月 1999-2004（加入香港城市大学在1999年9月14日）

Strategic Research Grant of City University: (Feb 22, 2007)

HK\$ 160,000 City University (Co-investigator: 7001663) Behind the Success of Chinese Private Enterprises: The Role of Entrepreneurship
战略研究资助城市大学：（2007年2月22日）港元160,000城市大学（合作研究者：7001663）中国民营企业成功的背后：创业中的作用

Direct Research Grant of City University: (1 June 2003)

Can 'Guanxi' Still Be a Source of Competitive Advantage in China Market? A Post-WTO Perspective (HK\$ 120,000; 7100302).
城市大学的直接研究经费：（2003年6月1日）

“广西'仍然可以竞争优势的来源在中国市场？后WTO视角（港元120,000元；7100302）。

Direct Research Grant of City University: (1 June 2001)

Strategic Determinants of Technology and Management of Enterprises in China: Internalization Through Organizational Learning HK\$119,800, 7100184, on-going). 城市大学的直接研究经费：（2001年6月1日）

技术和企业在中国管理的战略决定因素：内部通过组织学习港元119800美元，7100184，正在进行）。