
Maurice J. Murphy

Marshall School of Business, University of Southern California, Hoffman Hall 431, 701 Exposition Blvd.
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NATIONALITY: USA

LANGUAGES: English (native), Arabic (intermediate), Spanish (advanced beginner)

ACADEMIC EXPERIENCE

Instructor of Management

Alfaisal University College of Business, Riyadh, Kingdom of Saudi Arabia (2011-2017)

- Courses Taught (MGT301: Principles of Management, MGT210: Business Ethics, MGT380: Employee Relations and Engagement, MGT201: Business Communications, PBUS101: Introduction to Business, and PBE112: Introduction to Entrepreneurship)

EDUCATION

PhD Candidate in Strategy

Management and Organization Department

Marshall School of Business, Los Angeles, CA (August 2017-present)

University of Southern California

Masters of Arts in Management (with Merit)

Durham University Business School, Durham, UK (2015)

Strategic Management Concentration

Dissertation Title: Competing for Influence: Corporate Political Strategy in Saudi Arabia (*with High Merit*)

Masters of Arts in Teaching

School for International Training Graduate Institute, Brattleboro, VT (2008)

TESOL Concentration

Thesis Title: Globalization and Education in the 21st Century: Preparing Saudi Students for the Future

Bachelor of Arts

Columbia University, New York, NY (2004)

African-American Studies Concentration

Other areas of study included: Political Science and Middle Eastern Studies

Thesis Title: African Muslims Enslaved in the Americas: How Islam Was Lost

Advisor: Prof. Manning Marable

RESEARCH INTERESTS

Corporate political strategy, corporate activism, corporate social responsibility, entrepreneurship

DISSERTATION

“User Lobbying Amongst Technology Startups: The Next Evolution of Constituency Building”

Committee: Profs. Peer Fiss (Co-Advisor), Nan Jia (Co-Advisor), Kyle Mayer, and Edward Walker

Murphy, M.J. (2021). Elucidating Constituency Building as an Evolving Corporate Political Strategy: An Integrative Review and Research Agenda. *First Essay of Dissertation*.

Murphy, M.J. (2021). The New Age of User Lobbying: Exploring the Antecedents of Constituency Building Amongst Technology Startups. *Second Essay of Dissertation (Job Market Paper)*.

Murphy, M.J. (2021). A QCA Approach to Constituency Building: Analyzing the Causal Recipe of User Lobbying Amongst Nascent Tech Firms. *Third Essay of Dissertation*.

PUBLICATIONS

Murphy, M.J. (2018). [Competing for Emerging Markets: A Resource Dependence Model of Foreign Market Entry Mode](#). *Academy of Management Conference Best Paper Proceedings*. Chicago, IL.

- Winner of the 2018 Douglas Nigh Best Paper Award, Academy of Management Conference, International Management Division

Murphy, M.J., & Smolarski, J. (2018). [Religion and CSR: An Islamic “Political” Model of Corporate Governance](#). *Business & Society*. DOI: 10.1177/0007650317749222.

Murphy, M.J., MacDonald, J.B., Antoine, G.A., & Smolarski, J. (2016). [Exploring Differences in Muslim Attitudes Towards CSR: Are Saudi Business Students Different?](#) *Journal of Business Ethics*. DOI: 10.1007/s10551-016-3383-4.

WORK IN PROGRESS

- Murphy, M.J., & Jia, N.** (2021). To Be Mobilized or not to Be Mobilized: An Analysis of Economic Interest and Moral Legitimacy as Drivers of Corporate Constituency Building. *Academy of Management Review*. **Revise & Resubmit.**
- Murphy, M.J., & Walker, E.** (2021). The Activist Firm: A Social Movement Perspective on Corporate Constituency Building (Working Paper; targeting *Organization Science*).
- Murphy, M.J., Kwon, T.H.Y., & Marmarelis, Z.** (2021). Tech Startups as Brand Activists: Leveraging Market and Nonmarket Capabilities for Corporate Sociopolitical Activism (Data analysis in progress).
- Murphy, M.J., & McKean, A.** (2021). Market Capabilities, Nonmarket Strategies, and Corporate Activism: Elucidating the Effect of Strategic Resource Complementarities on Brand Activism (Data collection in progress).
- Murphy, M.J., & McKean, A.** (2021). Theorizing Brand Activism: Comprehending the New Normal of Corporate Sociopolitical Engagement (Early Stage; targeting *Academy of Management Review's* Special Topic Forum, "The New Normal: Positive Organizational Impact in an Age of Disruption").
- Grandy, J., & **Murphy, M.J.** (2021). Corporate Political Strategy and Direct Democracy: Antecedents and Consequences of Corporate Ballot Initiatives (Early Stage; targeting *Academy of Management Review*).
- El Noyal, O., Jia, N., & **Murphy, M.J.** (2021). Economic Crises and Corporate Political Connections (Data collection in progress).

PRESENTATIONS

- "Market Capabilities, Nonmarket Strategies, and Corporate Activism: Elucidating the Effect of Strategic Resource Complementarities on Brand Activism" OMT, STR, & SIM Symposium Session at the Academy of Management Meeting in Philadelphia, PA July 29 - August 4, 2021
- "Politically Mobilizing Grassroots Stakeholders: A Qualitative Examination of Constituency Building Amongst Disruptive Firms" Presented at the Stakeholder Management Interest Group Paper Session at the Strategic Management Society Conference in London, UK October 24-27, 2020
- "Corporate Grassroots Mobilization: The Role of Self-interest and Moral Proclivity" Presented at the SIM Division Paper Session at the Academy of Management Meeting in Vancouver, BC, Canada, August 7-11, 2020
- "Corporate Activism: Establishing a Typology and Finding Common Ground" Presented at the SIM Division Paper Session at the Academy of Management Meeting in Vancouver, BC, Canada, August 7-11, 2020
- "CEO Activism and Stakeholder Opinion Formation: How Does Incongruence Affect Stakeholder Influence?" Presented at the SIM Division Paper Session at the Academy of Management Meeting in Boston, MA August 9-13, 2019
- "A Quiet Revolution: The Role of Business in Advancing the Saudi Women's Rights Movement," Presented at the Stakeholder Management Interest Group Paper Session at the Strategic Management Society Conference in Paris, France September 22-25, 2018
- "Competing for Emerging Markets: A Resource Dependence Model of Foreign Market Entry Mode," Presented at the IM Division Douglas Nigh Best Paper Award Session at the Academy of Management Meeting in Chicago, IL August 12-14, 2018
- "The Complexity of Foreign Market Entry in the Developing World: A Resource Dependence Perspective," Presented at the Global Strategy Interest Group Paper Session at the Strategic Management Society Conference in Houston, TX October 28-31, 2017
- "Pursuing Purposeful Organizations: Business Ethics Education in Saudi Arabia and the Islamic World," Presented at the MED Division Paper Session at the Academy of Management Meeting in Anaheim, CA August 5-9, 2016
- "Religion and CSR: An Islamic 'Political' Model of Corporate Governance," Presented at the Society for Business Ethics Conference in Anaheim, CA, August 5-9, 2016
- "Assessing Business Ethics Education in Saudi Arabia: A Content Analysis," Presented at the International Association for Business and Society Conference in Park City, UT, June 13-16, 2016
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“Corporate Political Activities in Saudi Arabia: A Strategy Influence Model,” Presented at the SIM Division Paper Session, Academy of Management Meeting, Vancouver, BC, Canada, August 7-11, 2015

“Putting Faith in Business: Past Research & Current Questions,” Presented at the International Association for Business and Society Conference in Guanacaste, Costa Rica, March 12-15, 2015

“Corporate Political Activities in Saudi Arabia: A Qualitative Exploration,” Presented at the International Association for Business and Society Conference in Guanacaste, Costa Rica, March 12-15, 2015

“Religious Salience and Attitudes towards CSR in Saudi Arabia” Presented at the International Association for Business and Society Conference in Sydney, Australia, June 2014

AWARDS

- USC Marshall School of Business Dissertation Completion Award (\$3,750)
- Winner of the 2018 Douglas Nigh Best Paper Award, Academy of Management Conference, International Management Division
- University of Southern California Graduate School Travel/Research Award 2018 (\$1,500)
- University of Southern California Diversity, Access, and Inclusion PhD Fellowship, 2017-2019
- The KPMG Distinguished Undergraduate Teaching Award, Alfaisal University College of Business 2014-2015
- On the Organization Graduate Scholar Award, 2014
- Admission, Columbia University School of International and Public Affairs (MPA Program), 2004
- Columbia University Jason Wachob Student Athlete Award, 2004
- John Stanford Scholarship Award (\$20,000), Seattle Chapter of the Links, Inc., 2000

RESEARCH GRANTS

- Alfaisal University Internal Research Grant, 2015-2016 (\$13,333) “Political CSR in Saudi Arabia”
- Alfaisal University Internal Research Grant, 2013-2014 (\$13,333) “Religious Salience and Attitudes Towards CSR in Saudi Arabia”

PROFESSIONAL MEMBERSHIPS

- Member, Academy of Management
- Member, Strategic Management Society
- Member, The PhD Project’s Management Doctoral Students Association

PROFESSIONAL SERVICE

- Ad hoc Reviewer for Business Ethics Quarterly
- Ad hoc Reviewer for Business & Society
- Reviewer for Academy of Management Conference 2018, 2019
- Reviewer for Strategic Management Society Conference 2015, 2017, 2018
- Reviewer for International Association for Business and Society Conference 2014, 2015, 2017
- Research Committee Member, Alfaisal University
- Accreditation Committee Member, Alfaisal University
- Academic Appeals Committee Member, Alfaisal University
- Community Outreach & Development Committee Member, Alfaisal University

LEADERSHIP

- Issues Committee Member, American Business Group of Riyadh (2015-2017)
 - Project Leader, The Enhancing Business Ethics Education in Saudi Arabia Initiative (2015-2017)
 - Faculty Chair, Alfaisal University Preparatory Program, Business Pathway (2011-2017)
 - Faculty Chair, Alfaisal University Business Students Association (2011)
 - *Instructional Coordinator*, Al-Yamamah Business College (2006-2008)
 - *Team Captain*, Columbia University’s Men’s Division I Basketball Team (2003-2004)
 - *Member*, Columbia University’s Muslim Students’ Association (2003-2004)
 - *Public Communications Chair*, Columbia University’s branch of Ivy League Students for Affirmative Action Coalition (2003-2004)
 - *Public Liaison*, Columbia University’s Athletes’ Association (2002-2004)
 - *Representative*, Columbia University’s United Students of Color Council (2002)
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PROFESSIONAL EXPERIENCE

Strategy Consultant and Trainer

Riyadh, Kingdom of Saudi Arabia (2013-2017)

- Provided corporate and business strategy advice to executives at a leading Saudi public transportation company
- Developed and delivered a customized strategic management course for the directors of a leading Saudi public transportation company
- Developed and delivered a customized strategic management course for the executives of a Saudi firm in the furniture industry
- Provided corporate strategy consulting services to a Saudi firm in the maritime shipping industry
- Counseled a US bottle water company on how to successfully enter the Saudi Arabian market
- Provided Saudi market entry advice to a US bakery and assisted the firm in identifying a Saudi Arabian partner

Issues Committee Member

American Business Group of Riyadh, Riyadh, Kingdom of Saudi Arabia (2015-2017)

- Enhanced the political strategy of the chamber for policy influence in the US and Saudi Arabia
- Developed strategy for the American Business Group of Riyadh (ABGR) to pursue the chairmanship of the Middle East Council of American Chambers of Commerce (MECACC)
- Co-authored position papers on international trade (i.e. TPP/TTIP) and the prospect of a US-GCC free trade agreement on behalf of ABGR and MECACC for submission to Congress
- Represented the interests of ABGR and MECACC member firms to both Democrat and Republican Congressional members and their staffs on Capital Hill in Washington, DC

Business Chair and Instructor of Business

Alfaisal University Preparatory Program, Riyadh, Kingdom of Saudi Arabia (2011-2017)

- Designed the curriculum for the Business Pathway Program introducing the following courses to better prepare students for Alfaisal University College of Business: Introduction to Business, Business and Society, and Introduction to Entrepreneurship
- Taught IB111-1 and IB231-1: Introduction to Business and BS231-1: Business and Society

English Instructor

Alfaisal University Preparatory Program, Riyadh, Kingdom of Saudi Arabia (2008-2013)

- Taught English communications, composition, and research skills
- Designed and taught the Globalization Seminar and the Contemporary Theory course
- Utilized holistic, humanistic, student-centered teaching approaches and assessment
- Revised Level 103 curriculum to incorporate dialogic inquiry research and the reflective process
- Engaged students in critical thinking using innovative teaching techniques (CLL, Silent Way, and PA)
- Served on the Curriculum, Professional Development, and Faculty Evaluation Committees

English Language Faculty

Al-Yamamah University, Riyadh, Kingdom of Saudi Arabia (2006-2008)

- Served as Instructional Coordinator in charge of teacher training, curriculum development, professional development, student affairs, as well as academic, program, and institutional policy development
- Taught the 104 Academic Business Writing Course
- Served as coordinator for levels 08 Communication & Listening and 02 Reading & Writing
- Utilized holistic, humanistic, student-centered teaching approaches and assessment
- Engaged students in critical thinking using various teaching methods (CLL, Silent Way, and PA)

Business English Lecturer

Institute of Banking, Riyadh, Kingdom of Saudi Arabia (2006-2007)

- Prepared Saudi bankers and aspiring bankers for international business
 - Taught students business English and related business concepts
 - Taught students how to analyze case studies and provide relevant recommendations for mitigating strategic issues
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PROFESSIONAL REFERENCES

Peer Fiss

Chair of the Department of Management and Organization
Professor of Management and Organization and Sociology (by courtesy)
Marshall School of Business, University of Southern California
Hoffman Hall 521
Los Angeles, CA 90089-0808
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Edward Walker

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