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McDonough School of Business
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Education

University of California at Berkeley, Walter A. Haas School of Business
Ph.D. in Business Administration, 2001

Dissertation title: *Political Institutions, Interest Group Competition and Investment Strategy: International and Domestic Applications to Electric Utilities*

Dissertation committee: Severin Borenstein (co-chair), Oliver Williamson (co-chair), David Mowery, Howard Shelanski and Pablo Spiller

University of California at Berkeley, Walter A. Haas School of Business
M.S. in Business Administration, 1999

Brown University
A.B. in Economics (with honors), Public Policy and American Institutions, 1990

Academic Positions

McDonough School of Business, Georgetown University, Washington, D.C.
Assistant Professor, 2001 – present

McDonough School of Business, Georgetown University, Washington, D.C.
Instructor, 1999 – 2001

Consulting Positions

The World Bank, Washington, D.C., 2004 – present
Consultant

PRIMA LLC, Washington, D.C., 2002 – present
Principal

Higgins, Marcus and Lovett, Inc., Los Angeles, CA
Senior Financial Analyst, 1991 – 1993

National Economic Research Associates, Los Angeles, CA
Research Associate, 1990 – 1991

Research

Articles in Refereed Journals

Henisz, Witold J. and Bennet A. Zelner (2006). "Interest Groups, Veto Points and Electricity Infrastructure Deployment." *International Organization* 60(1) (forthcoming).

-Also available as William Davidson Institute Working Paper 711.

Henisz, Witold J., Bennet A. Zelner and Mauro F. Guillén (2005), "Market-Oriented Infrastructure Reforms, 1977-1999." *American Sociological Review* (forthcoming—conditionally accepted).

-Also available as William Davidson Institute Working Paper 713 under the title, "International Coercion, Emulation and Policy Diffusion: Market-Oriented Infrastructure Reforms, 1977-1999."

Henisz, Witold J. and Bennet A. Zelner (2005). "Legitimacy, Interest Group Pressures and Change in Emergent Institutions: The Case of Foreign Investors and Host Country Governments." *Academy of Management Review* 30(2): 361-382.

Henisz, Witold J. and Bennet A. Zelner (2004). "Explicating Political Hazards: A Transaction Cost Politics Approach." *Industrial and Corporate Change* 13(6): 901-915.

Henisz, Witold J. and Bennet A. Zelner (2003). "The Strategic Organization of Political Risks and Opportunities." *Strategic Organization* 1(4): 451-460.

Henisz, Witold J. and Bennet A. Zelner (2001). "The Institutional Environment for Telecommunications Investment." *Journal of Economics & Management Strategy* 10(1): 123-148.

Spiller, Pablo T. and Bennet A. Zelner (1997). "Product Complementarities, Capabilities and Governance: A Dynamic Transaction Cost Perspective." *Industrial and Corporate Change* 6(3): 561-594.

Article under Third Review (revise and resubmit)

Henisz, Witold J. and Bennet A. Zelner, "Managing Political Risk in Infrastructure Investment." *Harvard Business Review*.

Articles in Refereed Conference Proceedings

Henisz, Witold J. and Bennet A. Zelner, "Resistance to Illegitimate Multilateral Influence on Reform: The Political Backlash Against Private Infrastructure Investments." *Best Paper Proceedings 2005, Academy of Management Annual Meeting* (forthcoming).

Henisz, Witold J., Bennet A. Zelner and Mauro F. Guillén, "International Coercion, Emulation and Policy Diffusion: Market-Oriented Infrastructure Reforms, 1977-1999." *Best Paper Proceedings 2004, Academy of Management Annual Meeting*.

Other Articles and Book Chapters

Henisz, Witold J. and Bennet A. Zelner (2004). "Political Risk Management: A Strategic Perspective" in Theodore Moran (Ed.) *International Political Risk Management: The Brave New World*. Washington D.C.: The World Bank Group.

Henisz, Witold J. and Bennet A. Zelner (2001). "The Political Economy of Private Electricity Provision in Southeast Asia." *East Asian Economic Perspectives* 15(1):10-36.

Chamberlain, Charlotte and Bennet A. Zelner (1991). "It's the Wrong Time to Curb Freddie and Fannie." *American Banker* 6/27/91.

Chamberlain, Charlotte and Bennet A. Zelner (1991). "Broad-Brush Forbearance is No Way to Ease Credit Crunch." *American Banker* 4/16/91.

Working Papers

Henisz, Witold J. and Bennet A. Zelner. "Resistance to Illegitimate Multilateral Influence on Reform: The Political Backlash Against Private Infrastructure Investments."

- Also available in working paper series on Industrial Organization Policy for Development at the Development Research Group of the World Bank.
- Abridged version to be published in *Best Paper Proceedings 2005, Academy of Management Annual Meeting* (forthcoming).
- Basis for nomination for 2005 Haynes Prize for the Most Promising Scholar(s) Under Age 40, Academy of International Business.

Holburn, Guy L.F. and Bennet A. Zelner. "Domestic Imprinting and Firms' International Investment Strategy: Evidence From The Electric Utility Industry."

Henisz, Witold J. and Bennet A. Zelner, "The Political Spectrum."

Zelner, Bennet A. "Political Institutions, Political Competition and Procurement Strategy in the U.S. Electric Utility Industry."

Teaching

Courses

Core Faculty, "Competing in International Business," MBA Capstone, ESADE (Barcelona, Spain), 2000 – 2004

Lecturing Fellow, "Special Topics in Institutions," masters-level course, Zaeslin Program in Law and Economics, University of Basel (Basel, Switzerland), May 2005

Instructor, "Strategic Management," undergraduate business core, 1999 – 2000, 2004

Lecturing Fellow, "Institutional Analysis in Economics, Politics and Law," undergraduate course, Zaeslin Program in Law and Economics, University of Basel (Basel, Switzerland), May 2003

Instructor, "Microeconomics for Business Decisions," MBA core, Georgetown University, 2000 – 2002

Instructor, "Managing the Political Environment," International Executive MBA, Georgetown University, March 2002

Core Faculty, "Competing in International Business," MBA Integrative Course II, Georgetown University, 2000 – 2004

Core Faculty, “Understanding International Business,” MBA Integrative Course I, Georgetown University, 2000 – 2001

Teaching Assistant, “Microeconomics for Business Decisions,” MBA core, U.C. Berkeley, 1996

Awards

Outstanding Graduate Student Instructor Award, UC Berkeley (1997)

Teaching Effectiveness Award, UC Berkeley (1997)

Runner-up, Cheit Teaching Award, Walter A. Haas School of Business, UC Berkeley (1997)

Invited Lectures and Conference Presentations

Invited Lectures

“Strategies for Successful Infrastructure Privatization”

- Regional Privatization Summit, Abu Dhabi, U.A.E., April 2005

“New Approaches to the Assessment and Management of Political Risk”

- Council of Strategic Planning Executives, The Conference Board, Washington, D.C., October 2003

“Business Strategy”

- Workshop for Net Assessment and Alternative Methods, Department of Homeland Security, Washington, D.C., November 2003

“Interest Groups, Political Institutions and Electricity Investment”

- University of Basel, Switzerland, May 2001
- International Centre for the Study of East Asian Development, Kitakyushu, Japan, May 2000
- Energy and Markets Reform Brown Bag Luncheon, the World Bank, May 2000

Conference Presentations

Henisz, Witold J. and Bennet A. Zelner, “Resistance to Illegitimate Multilateral Influence on Reform: The Political Backlash Against Private Infrastructure Investments”

- American Economic Association, Philadelphia, PA, January 2005

Henisz, Witold J., Bennet A. Zelner and Mauro F. Guillén, “International Coercion, Emulation and Policy Diffusion: Market-Oriented Infrastructure Reforms, 1977-1999.”

- Academy of Management (*Best Paper Proceedings*), New Orleans, LA, August 2004
- Academy of International Business, Stockholm, Sweden, July 2004

Henisz, Witold J. and Bennet A. Zelner, “Legitimacy, Interest Group Pressures and Institutional Change: The Case of Foreign Investors and Host Country Governments” [previously entitled, “Values, Institutions and the Dynamics of Bargaining Power: Managing to Keep the Lights On (And the Profits Flowing)”]

- International Society for the New Institutional Economics, Budapest, Hungary, September 2003
- American Political Science Association, Philadelphia, PA, August 2003

- Academy of Management (Showcase Symposium), Seattle, WA, August 2003
- William Davidson Institute and the Aspen Institute, Aspen, Colorado, March 2003
- William Davidson Institute and the Aspen Institute, University of Michigan, November 2002
- Academy of Management, Denver, CO, August 2002
- Academy of International Business, San Juan, Puerto Rico, July 2002
- Global Risk Management Conference, Cleveland, OH, April 2002
- Academy of International Business, Sydney, Australia, November 2001
- The International Society for the New Institutional Economics, Berkeley, CA, September 2001
- Academy of Management, Washington, D.C., August 2001 (All-Academy Panel)

Henisz, Witold J. and Bennet A. Zelner, “Explicating Political Hazards: A Transaction Cost Politics Approach”

- Academy of International Business, Monterey, CA, July 2003

Henisz, Witold J. and Bennet A. Zelner. “Political Risk Management: A Strategic Perspective”

- MIGA-Georgetown Symposium on Political Risk Management, Washington, D.C., October 2002

Henisz, Witold J. and Bennet A. Zelner, “The Political Spectrum”

- Academy of Management Conference, Denver, CO, August 2002

Henisz, Witold J. and Bennet A. Zelner, “Explicating Political Hazards: A Transaction Cost Politics Approach”

- Academy of International Business, Monterey, CA, July 2003

Zelner, Bennet A. and Witold J. Henisz, “Interest Groups, Political Institutions and Electricity Investment”

- American Political Science Association, San Francisco, CA, September 2001
- Academy of Management, Washington, D.C., August 2001 (All-Academy Panel)
- International Society for the New Institutional Economics, Tuebingen, Germany, September 2000
- Conference on “Management Strategy and the Business Environment,” Wharton School, September 2000
- Academy of Management, Toronto, Canada, August 2000
- Strategy Research Forum, Cohasset, MA, May 2000
- Wharton Multinational Strategy Conference, Philadelphia, PA, October 1999
- Western Economics Association, San Diego, CA, July 1999
- American Law and Economics Association, New Haven CT, May 1999

Henisz, Witold J. and Bennet A. Zelner, “The Institutional Environment for Telecommunications Investment”

- Academy of International Business, Vienna, Austria, October 1998
- Telecommunications Policy Research Conference, Washington, D.C., September 1997

Zelner, Bennet A., “The Institutional Environment and Strategic Power Procurement in the US Electric Utility Industry”

- Conference on the Positive Political Theory of Business Strategy, Marshall, CA, October 1998

Zelner, Bennet A., “Strategic Considerations in the Management of Organizational Knowledge”

- 17th Annual Canadian National Business Conference on the Management of Intellectual Capital, Hamilton, Canada, June 1996

Other Formal Conference Participation

Co-organizer, “Integration, Investment and Innovation: Future Directions for the Telecommunications Industry,” Center for Business and Public Policy, Georgetown University, February 2003

Session Chair, “Firm Strategy in the Evolving Global Wireless Telecommunications Industry,” Academy of Management, Denver, CO, August 2002

Lead Conference Organizer, Strategy Research Forum, Solomons Island, MD, May 2002

Invited Faculty Participant, CCC Doctoral Consortium, Boston University, Boston, MA, April 2002

Member, Organizing Committee, Strategy Research Forum, Kellogg School, Evanston, IL, Northwestern University, May 2002

All-Academy Symposium Chair, “Politics, Regulation, Strategy and Performance in the U.S. Telecommunications Industry,” Academy of Management, Washington, D.C., August 2001

Service

Community and Professional Activities

Board of Directors, FitMeal, Washington, D.C., 2003 – present

Member, Museum Board of Overseers, Corcoran Gallery of Art, Washington, D.C., 2004 – 2005

Chairperson, 1869 Society Steering Committee, Corcoran Gallery of Art, Washington, D.C., 2004 – 2005

Member, 1869 Society Steering Committee, Corcoran Gallery of Art, Washington, D.C., 2003 – 2004

Faculty Advisor, Robert S. McNamara Fellowships Program, the World Bank, Washington D.C., 2002

Ad-hoc reviewer for *Journal of Economics & Management Strategy*; *Strategic Management Journal*; *Journal of Law, Economics, and Organization*; *Academy of Management Journal*; *Academy of Management Review*; *Journal of International Business Studies*; *Industrial and Corporate Change*; *International Economic Review*; *California Management Review*; *Business and Politics*

Member of Academy of Management, Academy of International Business, American Economic Association, American Political Science Association, European Group for Organizational Studies

Georgetown Activities

Co-organizer and Faculty Participant, Georgetown University-Capitol Hill Telecommunications Forum, 2002 – present

Faculty Associate, Center for Business and Public Policy, McDonough School of Business, 2001 – present

Member, Undergraduate Strategy Major Committee, 2002 – 2003

Discussant, Zaeslin Scholars Workshop, October 2002

Organizer, Strategy and Policy Seminar Series, 1999 – present

Participant, Strategy Faculty Recruiting, 1999 – present

Member, D.C. Advantage Task Force, 1999 – 2000

Academic Grants, Awards and Other Honors

Nominee for Haynes Prize for the Most Promising Scholar(s) under Age 40, Academy of International Business, 2005

Best Paper Proceedings, Academy of Management, Honolulu, HI, August 2005

Best Paper Proceedings, Academy of Management, New Orleans, LA, August 2004

Showcase Symposium, Academy of Management, Seattle, WA, August 2003

Junior Faculty Research Sabbatical, Georgetown University, Spring 2002

Matching Travel Grant for International Research on Wireless Telecommunications, Mack Center for Technological Innovation, Wharton School, University of Pennsylvania, Philadelphia, PA, 2001 – 2002

Competitive Grant-in-Aid for International Research on Wireless Telecommunications, Graduate School, Georgetown University, 2002

All-Academy Panel, Academy of Management, Washington D.C., August 2001

Travel Grant for International Research on Wireless Telecommunications, McDonough School of Business, Georgetown University, 2001

Travel Grant for International Research on Private Electricity Investment, McDonough School of Business, Georgetown University, 2000 – 2001

Travel grant for International Research on Private Electricity Investment in Southeast Asia, ICSEAD, Kitakyushu, Japan, 2000

Doctoral Fellowship, Sasakawa Young Leaders Peace Foundation Fellowship, 1994 – 1995, 1998

Best Graduate Student Paper, Telecommunications Policy Research Conference, Washington, D.C., 1998

Doctoral Fellowship, Bradley Foundation, 1996, 1998

Doctoral Fellowship, Jonathan M. Olin Foundation, 1997

Henry K. Hayase Award (citizenship), UC Berkeley, Walter A. Haas School of Business, 1996

Doctoral Fellowship, Ameritech Foundation, 1996

Rouse Prize, Department of Economics, Brown University, 1990

Taubman Prize, Taubman Center for Public Policy and American Institutions, Brown University, 1990