

**V I T A**  
**DAVID ALLEN RALSTON**

**CONTACT INFORMATION**

Mailing Address: PO Box 720302  
Norman, Oklahoma, 73070 USA

Telephone: 405-321-9994

E-mail: dar@dr.com

Website: <http://faculty-staff.ou.edu/R/David.A.Ralston-1/>

**PROFESSIONAL POSITIONS**

1999 to present University of Oklahoma, M.F. Price College of Business  
Professor and Price Chair in International Business.

1981 to 1999 University of Connecticut, School of Business Administration  
Assistant and Associate Professor of Management.

1969 - 1980 International Business Machine Corporation, Poughkeepsie, NY.  
Programmer/Systems Analyst.

**Visiting Positions**

2002 Hong Kong Polytechnic University  
Visiting Research Professor.

2000 University of Macau  
Visiting Professor of International Management.

1997 Eastern New Mexico University, College of Business  
Colin McMillan Professor for Collegiate Renewal.

1997 University of Auckland, Department of International Business  
Visiting Professor of International Business.

1990 - 1991 Chinese University of Hong Kong, School of Business  
Visiting Senior Lecturer in Management.

1988 Chinese University of Hong Kong, School of Business  
Visiting Lecturer in Management.

## PUBLICATIONS and PRESENTATIONS

### Journal Articles

- Richards, M., Egri, C.P., Ralston, D.A., Naoumova, I., Casado, T., Wangenheim, F., Hung, V.T., Pekerti, A. & Schroll-Machl, S. [*in press*]. How Can We Better Understand Current and Future Workforce Values in the Global Business Environment? ***Thunderbird International Business Review***.
- Ralston, D.A. & Pearson, A. 2010. The Cross-Cultural Evolution of the Subordinate Influence Ethics Measure. ***Journal of Business Ethics***, 91, 149-168.
- Ralston, D.A., Lee, C.H., Perrewé, P.L., Van Deusen, C.A., Vollmer, G., Maignan I., Tang, M., Wan, P. & Rossi, A.M. 2010. A Multi-Society Examination of the Impact of Psychological Resources on Stressor-Strain Relationships. ***Journal of International Business Studies***, 41, 652-670.
- Furrer, O., Egri, C.P., Ralston, D.A., Danis, W., Reynaud, E., Naoumova, I., Molteni, M., Starkus, A., Darder, F.L., Dabic, M. & Furrer-Perrinjaquet, A. 2010. Attitudes toward corporate responsibilities in Western Europe and in Central and East Europe. ***Management International Review***, 50, 379-398
- Ralston, D.A., Egri, C.P., de la Garza-Carranza, M.T. Ramburuth, P., Terpstra-Tong, J., Pekerti, A., Grison, I., Herrig, H., Dabic, M., Tang, M., Wan, P., Hallinger, P., Palmer, I., Elenkov, D., Furrer, O., Potocan, V.V., Wangenheim, F., Maignan, I., Perrewé, P., Rossi, A.M., Lenartowicz, T., Ledgerwood, D.E., May, R.C., Weber, M., Jesuino, J.C., Fu, P.P., Naoumova, I., Casado, T., Riddel, L., Richards, M., Butt, A., Danis, W., Castro, F.B., Ruiz-Gutiérrez, J., Milton, L., Ansari, M., Brock, D., Srinivasan, N., Starkus, A., Dalgic, T., Darder, F.L., Hung, V.T., Moon, Y.L., Chia, H.B., Kuo, C., Molteni, M., Kangasniemi, M., Mellahi, K. & Wallace, A. 2009. Ethical Preferences for Influencing Superiors: A 41-Society Study. ***Journal of International Business Studies***, 40(6), 1022-1045.
- Ralston, D.A., Egri, C.P., Casado, T., Fu, P.P., Wangenheim, F. 2009. The impact of life stage and societal culture on subordinate influence ethics: A study of Brazil, China, Germany, and the U.S. ***Journal of International Management***, 15, 374-386.
- Ralston, D.A. 2008. The crossvergence perspective: Reflections and projections. ***Journal of International Business Studies***, 39, 27-40.
- Ralston, D.A., Holt, D.A., Terpstra, R.H., & Yu, K.C. 2008. The impact of national culture and economic ideology on managerial work values: A study of the United States, Russia, Japan, and China. ***Journal of International Business Studies***, 39, 8-26.  
*2007 AIB Decade Award Winning Article*

- Egri, C.P., & Ralston, D. A. 2008. Corporate responsibility: A review of international management research from 1998 to 2007. ***Journal of International Management***, 14(4), 319-339.
- Lo, C.W.H., Egri, C.P., & Ralston, D.A. 2008. Commitment to corporate social and environmental responsibility: An insight into contrasting perspectives in China and the U.S. ***Organization Management Journal***, 5, 83-98.
- Reynaud, E., Egri, C.P., Ralston, D.A., Danis, W., Starkus, A., Dabic, M., Wangenheim, F., Dalig, T., Castro, F., Potocan, V.V., Kavoossi, M., Molteni, M., Girson, I. Elenkov, D., Pla-Barber, J. Maignan, I., Weber, M. & Wallace, A. 2008. La Responsabilité Sociale de l'Entreprise à l'épreuve de l'Europe. ***Revue Française de Gestion***, 34(180), 109-130.
- Chia, H.B., Egri, C.P., Ralston, D.A., Fu, P.P., Kuo, M.C., Lee, C.H., Li, Y. & Moon, Y.L. 2007. Four tigers and the dragon: Values differences, similarities, and consensus. ***Asia Pacific Journal of Management***, 24, 305-320.
- Ralston, D.A. 2007. Cuba: A comparison of work values on Castro's island with those in the U.S. ***Thunderbird International Business Review***, 49, 655-669.
- Reynaud, E., Egri, C.P., Ralston, D.A., Danis, W., Starkus, A., Dabic, M., Wangenheim, F., Dalig, T., Castro, F., Potocan, V.V., Kavoossi, M., Molteni, M., Girson, I. Elenkov, D., Pla-Barber, J. Maignan, I., Weber, M. & Wallace, A. 2007. The differences in values between managers in the European Union founding countries and managers in the new member countries: Social orientation or market orientation? ***European Management Journal***, 25, 132-145
- Ralston D.A., Terpstra-Tong, J., Terpstra, R.H., Wang, X. & Egri, C.P. 2006. Today's State-Owned Enterprises of China: Are They Dying Dinosaurs or Dynamic Dynamos? ***Strategic Management Journal***, 27, 825-843.
- Parkhe, A., Wasserman, S. & Ralston, D.A. 2006. New frontiers in network theory development. ***Academy of Management Review***, 31, 560-568.
- Ralston D.A., Terpstra-Tong, J., Maignan, I., Napier, N.K., Nguyen, V.T. 2006. Vietnam: A cross-cultural comparison of upward influence ethics. ***Journal of International Management***, 12, 85-105.
- Ralston, D.A., Pounder, J., Lo, C.W.H., Wong, Y.Y., Egri, C.P. & Stauffer, J. 2006. Stability and Change in Managerial Work Values: A longitudinal study of China, Hong Kong and the U.S.A. ***Management and Organization Review***, 2, 67-94.
- Ralston, D.A., Hallinger, P., Egri, C.P. & Naothinsuhk, S. 2005. The effects of culture and life stage on workplace strategies of upward influence: A comparison of Thailand and the United States. ***Journal of World Business***, 30, 321-337.

- Egri, C.P. & Ralston, D.A. 2004. Generation cohorts and personal values: A comparison of China and the U.S. *Organization Science*, 15, 210-220.
- Perrewé, P.L., Zellars, K.L., Ferris, G.R., Rossi, A.M., Kacmar, C.J. & Ralston D.A. 2004. Neutralizing job stressors: Political skill as an antidote to the dysfunctional consequences of role conflict. *Academy of Management Journal*, 47, 141-152.
- Maignan, I. & Ralston, D.A. 2002. Corporate social responsibility in Europe and the U.S.: Insights from businesses' self-presentations. *Journal of International Business Studies*, 33, 497-514.
- Terpstra-Tong, J. & Ralston, D.A. 2002. Moving toward a Global Understanding of Upward Influence Strategies: An Asian Perspective with Directions for Cross-Cultural Research. *Asia Pacific Journal of Management*, 19, 373-404.
- Perrewé, P.L., Ralston, D.A., Hochwarter, W.A., Westman, M., Rossi, A.M., Vollmer, G., Wallace, A., Tang, M., Wan, P., Maignan, I. Van Deusen, C.A., Castro, S.L. 2002. Are work stress relationships universal? A nine-region examination of role stressors, general self-efficacy, and burnout. *Journal of International Management*, 8, 163-188.
- Terpstra, R.H., Ralston, D.A. & Jesuino, J.C. 2002. Differences in strategies of upward influence: A comparative study of managers from China, Macao and Portugal. *International Journal of Business*, 7, 67-86.
- Ralston, D.A. 2001. Introduction to the symposium. *Journal of International Business Studies*, 32, 1-3.
- Ralston, D.A., Vollmer, G.R., Srinivasan, N., Nicholson, J.D., Tang, M. & Wan, P. 2001. Strategies of upward influence: A study of six cultures from Europe, Asia, and America. *Journal of Cross-Cultural Psychology*, 32, 748-755.
- Egri, C.P., Ralston, D.A., Murray, C.S. & Nicholson, J.D. 2000. Managers in the NAFTA countries: A cross-cultural comparison of attitudes towards upward influence strategies. *Journal of International Management*, 6, 149-172.
- Wang, Z. & Ralston, D.A. 2000. Strategies for Small and Medium-Sized U.S. Businesses Interested in Investing in China: Lessons That Can Be Learned from Taiwanese Companies. *Thunderbird International Business Review*, 42, 677-701.
- Harvey, M.H., Ralston, D.A. & Napier, N.K. 2000. International Relocation of Inpatriate Managers: Adjustment and Social Support Issues. *International Journal of Intercultural Relations*, 24, 825-846.
- Hochwarter, W.A., Harrison, A.W., Ferris, G.R., Perrewe, P.L. & Ralston, D.A. 2000. A Re-

examination of Schriesheim and Hinkin's (1990) Measure of Upward Influence. ***Educational and Psychological Measurement***, 60, 755-771.

Ralston, D. A., Nguyen V.T. & Napier, N.K. 1999. A comparative study of the work values of North and South Vietnamese managers. ***Journal of International Business Studies***, 30, 655-672.

Ralston, D.A., Egri, C.P., Stewart, S., Terpstra, R.H. & Yu. K.C. 1999. Doing business in the 21<sup>st</sup> century with the new generation of Chinese manager: A study of generational shifts in work values in China. ***Journal of International Business Studies***, 30, 415-428.

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Ralston, D.A., Holt, D.A., Terpstra, R.H., & Yu, K.C. 1997. The impact of national culture and economic ideology on managerial work values: A study of the United States, Russia, Japan, and China. ***Journal of International Business Studies***, 28, 177-208.

Ralston, D.A. Yu, K.C., Wang, X., Terpstra, R.H. & He, W. 1996. The cosmopolitan Chinese manager: Findings of a study on managerial values across the six regions of China. ***Journal of International Management***, 2, 79-109.

Vollmer, G.R. & Ralston, D.A. 1996. Wie beuteilen Führungskräfte aus Deutschland, Indien, Hongkong, den USA und den Niederlanden gängige Karrierestrategien? Ergebnisse einer Befragung. ***Personal***, 6, 304-307.

Ralston, D.A., Cunniff, M.K. & Gustafson, D.A. 1995. Cultural Accommodation: The Effect of Language on the Responses of Bilingual Hong Kong Chinese Managers. ***Journal of Cross-Cultural Psychology***, 26, 714-727.

Perrewé, P.L., Ralston, D.A. & Fernandez, D.R. 1995. A model depicting the relations among perceived stressors, role conflict, and organizational commitment: A comparative analysis between Hong Kong and the United States. ***Asia Pacific Journal of Management***, 12(2), 1-21.

Ralston, D.A., Terpstra, R.H., Cunniff, M.K. & Gustafson, D.A. 1995. Do Expatriate Managers Change Their Behaviors to Fit a Foreign Culture? A Study of American Expatriates' Strategies of Upward Influence. ***MIR—Management International Review***, 35(1), 109-122.

Ralston, D.A., Gustafson, D.A., Terpstra, R.H. & Holt, D.A. 1995. Pre-post Tiananmen Square: Changing values of Chinese managers. ***Asia Pacific Journal of Management***, 12(1), 1-20.

- Holt, D.H., Ralston, D.A. & Terpstra, R.H. 1994. Constraints on Capitalism in Russia: The Managerial Psyche, Social Infrastructure, and Ideology. ***California Management Review***, 36(3), 124-141.
- Ralston, D.A., Giacalone, R. & Terpstra, R.H. 1994. Ethical Perceptions of Organizational Politics: A Comparative Evaluation of American and Hong Kong Managers. ***Journal of Business Ethics***, 13, 989-999.
- Ralston, D.A., Gustafson, D.J., Mainiero, L. & Umstot, D. 1993. Strategies of upward influence: A cross-national comparison of Hong Kong and U.S. managers. ***Asia Pacific Journal of Management***, 10(2), 157-175.
- Ralston, D.A., Gustafson, D.J., Cheung, F. & Terpstra, R.H. 1993. Differences in Managerial values: A study of U.S., Hong Kong and PRC managers. ***Journal of International Business Studies***, 24, 249-275.
- Ralston, D.A., Gustafson, D.J., Terpstra, R.H., Holt, D.H., Cheung, F. & Ribbens, B. 1993. The impact of managerial values on decision making behavior: A comparison of the United States and Hong Kong. ***Asia Pacific Journal of Management***, 10(1), 21-37.
- Terpstra, R.H., Ralston, D.A. & Bazan, S. 1993. Cultural influences on the risk taking propensity of United States and Hong Kong managers. ***International Journal of Management***, 10, 183-193.
- Ralston, D.A., Gustafson, D.J., Cheung, F. & Terpstra, R.H. 1992. Eastern values: A comparison of U.S., Hong Kong and PRC managers. ***Journal of Applied Psychology***, 77, 664-671.
- Ralston, D.A. 1990. How flextime eases work/family tensions. ***Personnel***, 67(8), 45-48.
- Ralston, D.A. 1989. Benefits of flextime: Real or imagined. ***Journal of Organizational Behavior***, 10, 369-373.
- Elsass, P.M. & Ralston, D.A. 1989. Career plateau stress: Model and moderators. ***Journal of Management***, 15, 33-47.
- Ralston, D.A. & Gustafson, D.J. 1989. Factors influencing the ingratiation process. ***International Journal of Management***, 6, 373-378.
- Ralston, D.A. & Gustafson, D.J. 1989. It's flextime: Do you know where your employees are? ***International Journal of Management***, 6, 29-36.
- Elsass, P.M. & Ralston, D.A. 1987. Managerial Layoffs: Ways to motivate the survivors of downsizing. ***Journal of Management Psychology***, 10(12), 2-4.

- Ralston, D.A., Anthony, W.P. & Gustafson D.J., 1985. The employees may love flextime, but what does it do to the organization's productivity? *Journal of Applied Psychology*, 70, 272-279.
- Ralston, D.A., 1985. Employee ingratiation: The role of management. *Academy of Management Review*, 10, 477-487.
- Ralston, D.A. & Flanagan, M.F. 1985. The effect of flextime on absenteeism and turnover for male and female employees. *Journal of Vocational Behavior*, 26, 206-217.
- Flanagan, M.F. & Ralston, D.A. 1983. Intra-coordinated team teaching: Benefits for both students and instructors. *Teaching of Psychology*, 10, 116-117.

### **Conference Papers Published in Proceedings**

- Casado, T., Ralston, D.A., Egri, C.P., Naoumova, I., Srinivasan. N., & Fu. P.P. 2007. BRIC: Views on Corporate Responsibility from Executives in Four Emerging Global Powers. *Eastern Academy of Management–International Proceedings*, Amsterdam, The Netherlands.
- Lo, C.W.H., Egri, C.P. & Ralston, D.A. 2007. Commitment to Corporate Social and Environmental Responsibility: An Insight into Contrasting Perspectives in China and the U.S. *Eastern Academy of Management–International Proceedings*, Amsterdam, The Netherlands.
- Eylon, D., Egri, C.P., Ralston, D.A., Casado, T., Lee, C.H., Danis, W.M., de la Garza, M.T., Castro, F.B., Reynaud, E., Dabic, M., Richards, M., Rossi, A.M., Fu, P.P., Li, Y., Starkus, A., Girson, I., Ansari, M.A., Hallinger, P., Milton, L., Kuo, C.M.H. & Chia, H.B. 2006. Gender and Influence across the Globe: Cross-cultural Gender Differences on Organizational Upward Influence. *Academy of Management Best Papers Proceedings*, Atlanta.
- Ralston, D.A., Egri, C.A., et al. 2005. How do you climb the corporate ladder? A multi-regional analysis of the ethical preferences for influencing superiors. *Academy of Management Best Papers Proceedings and International Management Division Best Paper Finalist*, Honolulu, HI.
- Ralston, D.A., Lee, C.H., Perrewé, P.L., Van Deusen, C.A., Vollmer, G., Maignan I., Tang, M., Wan, P. & Rossi, A.M. 2004. A multi-national examination of psychological resources on stressor-strain relationships: A conservation of resources theory perspective. Proceedings of the 2004 Annual Conference of the *Academy of International Business–SE (USA)*, Knoxville, TN.
- Egri, C.P., Ralston, D.A., Milton, L., Naoumova, I., Palmer, I., Ramburuth, P., Wangenheim, F., Fu, P.P., Kuo, M.H., Ansari, M., Carranza, M.T.G., Riddel, L., Girson, I., Elenkov,

- D., Dabic, M., Butt, A., Srinivasan, N., Potocan, V.V., Furrer, O., Hallinger, P., Dalgic, T., Hung, V.T., Richards, M., Rossi, A.M. 2004. Perspectives on corporate environmental and social responsibilities: A study of managers and professionals in 22 countries. *Academy of Management Best Papers Proceedings*, New Orleans.
- Elenkov, D., Naoumova, I., Ralston, D. A., & Lowery, G. 2004. Influence of Subcultures in a Country on Managerial Work Values and Preferred Workplace Rewards: Implications for Western Investors in Russia. Annual Conference of the Academy of International Business-USA/SE, 182-183.
- Ralston, D.A. & Pearson, A. 2003. Measuring Interpersonal Political Influences in Organizations: The development of a cross-cultural instrument of upward influence strategies. *Southern Management Association Proceedings*.
- Lo, C. & Ralston, D. A. 2003. A comparison of management philosophies across three different Chinese enterprise ownership types. Proceedings of the 2003 Annual Conference of the *Academy of International Business—SE (USA)*, Clearwater Beach, FL.
- Elenkov, D., Ralston, D. A. & Serafimov, K. 2003. Opportunities and Problems of Global Strategy: Nokia's Involvement in South Korea's Economy. Proceedings of the 2003 Annual Conference of the *Academy of International Business—SE (USA)*, Clearwater Beach, FL.
- Zellars, K.L., Perrewé, P.L., Ferris, G.R., Rossi, A.M. Ralston D.A. 2002. Neutralizing job stressors: Political skill as an antidote to the dysfunctional consequences of role conflict stressors. *Southern Management Association Proceedings*.
- Ralston, D.A., Egri, C.P. Stewart, S., Terpstra, R.H. & Yu, K.C. 1998. The emerging generation of Chinese managers: Implications for global business. *Business & Economic Society International, Book of Abstracts*.
- Holt, D.H., Nibler, R.G. & Ralston, D.A. 1996. Intra-cultural variations in Chinese values and implications for transnational management. *Eastern Academy of Management Proceedings*.
- Hochwarter, W.A., Harrison, A.W., Ralston, D.A., & Perrewé, Pamela. L. 1996. An examination of dispositional and situational antecedents to ingratiation behaviors: A field study. *Southern Management Association Proceedings*, New Orleans.
- Ralston, D.A., Holt, D.H., Terpstra, R.H. & Yu, K.C. 1995. The impact of culture and ideology on managerial work values: A study of the United States, Russia, Japan, and China. *Academy of Management Best Papers Proceedings*, Vancouver, Canada.

- Ralston, D.A., Stepina, L.P., Yu, K.C., Fadil, P.A. & Terpstra, R.H. 1994. Do Western theories apply abroad? A cross-cultural perspective of equity theory. *Inaugural International Conference, Hong Kong.*
- Ralston, D.A., Gustafson, D.J. & Terpstra, R.H. 1993. China's changing values. *Proceedings of the Eastern Academy of Management's Fifth Biennial International Conference, Berlin, Germany.*
- Terpstra, R.H., Ralston, D.A. & Bazan, S.H. 1992. Risk-taking and culture: An empirical study of Hong Kong and the United States. *Proceedings of the Southeast Asia Regional Meeting of the Academy of International Business, Brisbane Australia.*
- Goulet, L. & Ralston, D.A. 1991. A Model of the cross-national examination of stress. *Proceedings of the Eastern Academy of Management's Fourth Biennial International Conference, Nice, France.*
- Ralston, D.A., Elsass, P.M. & Goulet, L. 1990. The moderating effect of control upon flexible work schedules. *Western Decision Sciences Proceedings, San Diego.*
- Ralston, D.A., Gustafson, D.J., Elsass, P.M., Davis, A., Terpstra, R.H. & Cheung, F. 1989. Doing business: A cross-national study of U.S. and Hong Kong managerial values. *Eastern Academy of Management Proceedings.*
- Elsass, P.M. & Ralston, D.A. 1989. Future managers in our global economy: U.S. and Hong Kong students. *Proceedings of the Eastern Academy of Management's Third Biennial International Conference, Hong Kong.*
- Ralston, D.A. 1987. Consequences of withdrawal behavior: A conceptual and empirical investigation. *Eastern Academy of Management Proceedings.*
- Elsass, P.M. & Ralston, D.A. 1987. The stress of career plateauing. *Academy of Management Best Papers Proceedings.*
- Ralston, D.A. & Elsass, P.M. 1987. The role of flextime in business: Empirical findings and a conceptual model. *Southern Management Association Proceedings.*
- Ralston, D.A. 1986. The use of satire in the study of behavioral concepts. *Eastern Academy of Management Proceedings.*
- Ralston, D.A. & Gustafson, D.J. 1985. The impact of a flextime program upon management's control over its employees. *Western American Institute for Decision Sciences Proceedings.*
- Flanagan, M.F. & Ralston, D.A. 1983. Looking through the looking glass of flextime research. *Eastern Academy of Management Proceedings.*

Ralston, D.A. & Flanagan, M.F. 1982. The effects of a flextime program upon the absenteeism and turnover of female employees: Some benefits for women only. *American Institute for Decision Sciences Proceedings*.

Ralston, D.A. & Flanagan, M.F. 1982. How can management cope with its loss in control due to flextime? Some unexpected findings. *Eastern Academy of Management Proceedings*.

## **Papers Presented Before Professional Groups**

- Ralston, D.A., Egri, C.P., Reynaud, E., Srinivasan, N., Furrer, O., Brock, D., Alas, R., Wangenheim, F., Darder, F.L., Mellahi, K., Karam, C., Kuo, C., Potocan, V., Mockaitis, A.I., Szabo, E., Gutiérrez, J.R., Pekerti, A., Butt, A., Palmer, I., Naoumova, I., Lenartowicz, T., Starkus, A., Hung, V.T., Dalgic, T., Molteni, M., de la Garza, M.T., Maignan, I., Castro, F.B., Moon, Y., Terpstra-Tong, J., Dabic, M., Li, Y., Danis, W., Kangasniemi, M., Ansari, M., Riddle, L., Milton, L., Hallinger, P., Elenkov, D., Girson, I., Ramburuth, P., Casado, T., Rossi, A.M., Richards, M., Van Deusen, C., Fu, P.P., Wan, P.M.K., Tang, M., Lee, C.H., Chia, H.B., Fan, Y. & Wallace, A. 2010. An assessment of the societal values dimensions of the Schwartz Values Survey. BALAS, Madrid, Spain.
- Ralston, D.A., Casado, T., Egri, C.P., Alas, A., Naoumova, I., Srinivasan, N. & Li, Y.. 2009. Corporate responsibility in BRIC: A multi-level analysis. Academy of International Business Meeting, San Diego, CA.
- Richards, M., Egri, C.P., Ralston, D.A., Naoumova, I., Casado, T., Wangenheim, F., Hung, V.T., Pekerti, A. & Schroll-Machl, S. 2009. Cultural Differences Theory vs. Life Stage Theory: A Six-Country Analysis. Academy of International Business Meeting, San Diego, CA.
- Riddle, L., Ralston, D.A., Melahi, K., Butt, A.N. & Dalig, T. 2007. Middle East Managerial Values: Evidence from Five Countries. Academy of Management Meeting, Philadelphia, PA.
- Egri, C.P., Ralston, D.A., Palmer, I., Lin, C.Y., Castro, F.B., Gutierrez, J.R., & Perrinjaquet, A. 2007. A multinational study of corporate stakeholders and organizational culture: Which stakeholders are more important and why? Academy of Management Meeting, Philadelphia, PA.
- Furrer, O., Egri, C.P., Ralston, D.A., Danis, W., Reynaud, E., Naoumova, I., Molteni, M., Starkus, A. Dardar, F.L., Dabic, M. & Perrinjaquet, A. 2007. Attitudes towards Corporate Responsibilities in Western Europe and in Central and Eastern Europe. Academy of Management Meeting, Philadelphia, PA.
- Naoumova, I., Ralston, D.A. & Egri, C.P. 2006. Foundations of CSR development in transition economies. Academy of International Business-SE, Clearwater Beach, FL.
- Egri, C.P., Ralston, D.A., Milton, L., Casado, T., Palmer, I., Ramburuth, P., Wangenheim, F., Fu, P.P., Kuo, M.H., Carranza, M.T.G., Girson, I., Dabic, M., Butt, A., Srinivasan, N., Furrer, O., Hallinger, P., Dalgic, T., Richards, M., Rossi, A.M., Danis, W., Gutiérrez, J.R., Reynaud, E., Brock, D., Molteni, M., Starkus, A., Castro, F.B., Chia, H.B., Darder, F.L., Wallace, A., Naoumova, I., Ansari, M., Riddel, L., Potocan, V.V., & Hung, V.T. 2006. The influence of personal values and national contexts on attitudes towards corporate responsibilities. Third B.C. Organizational Behaviour

Conference, Vancouver, Canada.

- Reynaud, E., Egri, C.P., Ralston, D.A., Starkus, A., Dabic, M., Wangenheim, F., Dalig, T., Castro, F., Potocan, V.V., Kavooosi, M., Molteni, M., Girson, I. Elenkov, D., Pla-Barber, J. Maignan, I., Weber, M. Wallace, A. 2006. Les différences en termes d'orientation stratégique entre les pays fondateurs de l'Europe et les nouveaux entrants : une approche par les valeurs des managers. Association Internationale de Management Stratégique. France.
- Chia, H.B., Egri, C.P., Ralston, D.A., Fu, P.P., Kuo, C.M.H., Lee, C.H., Li, Y., Moon, Y.L. 2006. Four tigers and the dragon: Values differences, similarities, and consensus. International Association of Chinese Management Research conference, Nanjing, China.
- Robertson, C.J. & Ralston, D.A. 2005. The relationship between cultural values and moral philosophy: A generational subculture theory approach. National Academy of Management Meetings, Honolulu.
- Ralston, D.A. 2004. When the embargo falls, what should U.S. business know about working with the people of Cuba? Academy of International Business Meeting, Stockholm, Sweden.
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Academy of Management Meetings, Denver.

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- Egri, C. and Ralston, D.A. 2001. Socio-Political versus Personal Influences on Values Formation: A Comparison of Chinese and U.S. managers. National Academy of Management Meetings, Washington, D.C.
- Terpestra-Tong, J.L.Y. & Ralston, D.A. 2001. Upward influence strategies: Directions for cross-cultural research. Southeast Asia Academy of International Business Meeting, Jakarta, Indonesia.
- Gustafson, D.J. & Ralston D.A. 2000. Assessment of Ingratiation in the Organization: The Peer-Review Ingratiation Behavior Scales [PRIBS]. National Academy of Management Meetings, Toronto, Canada.
- Napier, N.K., Vu T.D.A., Ralston, D.A. & Thomas, D.C. 2000. Adventures in Wanderland: Styles of Data Collection in Global Research. Western Academy of Management Meetings, Kona, HI.
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- Ralston, D.A., Nguyen, T. & Napier, N.K. 1998. Work values of North and South Vietnamese managers: Are they facing East or West? Academy of International Business Meetings, Vienna, Austria.
- Terpstra, R.H., Ralston, D.A. & Jesuino, J.C. 1998. Differences in strategies of upward

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- Ralston, D.A. 1998. A Six-Country Comparison of the Work Values in Countries of Western and Eastern Europe. National Academy of Management Meeting, San Diego.
- Ralston, D.A., Vollmer, G., Srinivasan, N., Nicholson, J.D., Tang, M. & Wan, P. 1998. Strategies of upward influence in different cultures: A study of six countries from Europe, Asia, and the Americas. BALAS – Business Association for Latin American Studies, San Padre Island, Texas.
- Ralston, D.A., Stewart, S., Terpstra, R.H. & Egri, C.P. 1997. The impact of changing values In China on the repatriation of Hong Kong. National Academy of Management Meeting, Boston.
- Ralston, D.A. 1997. A Study of Russian and American Managers with Implications for Russia's Apparent Move to a Market Economy. National Academy of Management Meeting, Boston.
- Egri, C.P., Ralston, D.A., Murray C.S. & Nicholson, J.D. 1996. A cross-cultural comparison of upward influence tactics of managers in the NAFTA countries. Academy of International Business Meetings, Banff, Canada.
- Ralston, D.A., Stewart, S. & Terpstra, R.H. 1995. A Profile of the New Chinese Manager. Academy of International Business Meetings, Seoul, Korea.
- Wang, X. & Ralston, D.A. 1995. Investing in China: Taiwanese Strategies. international conference "China's Economy Towards 2000," La Trobe University, Melbourne, Australia.
- Ralston, D.A., Yu, K.C., Wang, X., Terpstra, R.H., Gustafson, D.J. & Wei, H. 1994. A Study of Managerial Values Differences Across the Six Regions of China. Academy of International Business Meetings, Boston.
- Ralston, D.A., Terpstra, R.H., Gustafson, D.J. & Cunniff, M.K. 1994. Strategies of Upward Influence: An Investigation of East-West Cultural Differences. National Academy of Management Meeting, Dallas.
- Ralston D.A. 1993. An Investigation of the Effect of Culture on Strategies of Upward Influence: A Comparative Study in Hong Kong. Euro-Asia Management Studies Association Conference, Nurnberg, Germany.
- Ralston, D.A., Gustafson, D.J. & Terpstra, R.H. 1993. The Influence of Eastern and Western Philosophy on Upward Influence Tactics. Academy of International Business Meetings, Maui, Hawaii.

- Perrewé, P.L., Ralston, D.A. & Fernandez, D.R. 1993. The Relations among Perceived Stressors, Role Conflict, and Organizational Commitment: A Comparative Analysis between Hong Kong and the United States. Academy of International Business Meetings, Maui, Hawaii.
- Ralston D.A., Cunniff, M.K. & Gustafson, D. G. 1993. Cultural Accommodation: The Effect of Language on Values Responses of Multilingual Hong Kong Chinese Managers. National Academy of Management Meeting, Atlanta.
- Ralston, D.A., Gustafson, D.J., Mainiero, L. & Umstot, D. 1991. How to get ahead at work: A comparison of U.S. and Hong Kong managers. Academy of International Business Meetings, Miami.
- Ralston, D.A., Gustafson, D.J., Elsass, P.M., Cheung, F. & Terpstra, R.H. 1989. A three country study of managerial values: The United States, Hong Kong and the People's Republic of China. National Academy of Management Meeting, Washington, D.C.
- Ralston, D.A., Gustafson, D.J., Elsass, P.M., Cheung, F. & Terpstra, R.H. 1989. Eastern values: A comparison of US, Hong Kong and PRC managers. Academy of International Business Meeting, Singapore.
- Elsass, P.M., Ralston, D.A. & Davis, A.S. 1989. Is flextime failing: A model and meta-analysis. National Academy of Management Meeting, Washington, D.C.
- Elsass, P.M. & Ralston, D.A. 1985. Career plateauing: A model of career plateau stress and the factors that moderate the effect of stress on coping response selection. National Academy of Management Meeting, San Diego.
- Ralston, D.A., Flanagan, M.F. & Bellantoni, B.A. 1984. What are the real advantages of flextime: A case study. Western American Institute of Decision Sciences, Honolulu, Hawaii.
- Ralston, D.A. & Flanagan, M.F. 1983. The value of absenteeism and turnover as surrogate measures of productivity. National Academy of Management Meeting, Dallas.
- Flanagan, M.F. & Ralston, D.A. 1983. What do supervisors and subordinates actually think about flextime? National American Institute for Decision Sciences Meetings, San Antonio.
- Ralston, D.A. 1982. The employees may love flextime, but what does it do for the organization's productivity? National Academy of Management Meeting, New York.
- Ralston, D.A. & Flanagan, M.F. 1981. Do employees really flex? An analysis of the management control issue. Southeastern Psychological Association, Atlanta.

- Flanagan, M.F. & Ralston, D.A. 1981. Intra-coordinated team teaching: Benefits for both students and instructors. Southeastern Psychological Association, Atlanta.
- Flanagan, M.F., Ralston, D.A., Dipboye, R.L. & Dzamba, J.P. 1981. Characteristics of organizational research published by psychological faculty and business school faculty. Western Academy of Management, Monterey.
- Flanagan, M.F. & Ralston, D.A. 1980. What workers are saying about flextime. Western Academy of Management Meeting, Phoenix.

## **Books and Monographs**

- Harvey, M.H. & Ralston, D.A. 2001. Public research-oriented universities: Leading or lagging in international business research? In B. Toyne, Z. Martinez and R. Menger (Eds.) ***International Business Scholarship: mastering intellectual, institutional, and research design challenges***. Westport, CT: Quorum Books.
- Jain, S. & Ralston, D.A. (Eds.). 1996. ***NAFTA: Present issues and future challenges***. Storrs, CT: University of Connecticut Press.
- Ralston, D.A., Stepina, L.P., Yu, K.C., Fadil, P.A. & Terpstra, R.H. 1995. The relevance of equity values in Eastern cultures, In S. Stewart & G. Donleavy (Eds.) ***Whose business values? Some Asian and cross-cultural perspectives***. Hong Kong: Hong Kong University Press.
- Ralston, D.A. & Elsass, P.M. 1991. Conformity: A subtle means of impression management, In R. Giacalone P. Rosenfeld (Eds.) ***Applying impression management: How image making affects organizations***. Newbury Park, CA: Sage Publications.
- Ralston, D.A. & Elsass, P.M. 1990. Ingratiation and impression management, In R. Giacalone P. Rosenfeld (Eds.) ***Impression management***. Hillsdale, NJ: Lawrence Erlbaum Associates.
- Ralston, D.A. & Powell, G.N. (Eds.) 1984. ***Management in 1984: Conceptual, empirical, and pedagogical perspectives***. Proceedings of the Eastern Academy of Management. Montreal, Canada.
- Ralston, D.A. 1982. ***An ex post facto field study of the effect of flextime upon organizational productivity***. Dissertation Abstracts International, 42, 3666A. (University Microfilms No. 82-02, 116).
- Ralston, D.A. 1974. ***A test of monetary rule versus discretion in West Germany - 1957 to 1973***. Unpublished master's thesis. Florida Atlantic University, Boca Raton, Florida.

## **Miscellaneous Publications**

- Ralston, D.A. (1987, Fall). Toward measuring ingratiation in the work setting. ***Self-Presentation Forum***. (Available from Robert A. Giacalone, Editor, Management Department, University of Southwestern Louisiana, Lafayette, LA).
- Ralston, D.A. (1987, October). (Interview with Holly Hall on the effect of flextime on absenteeism). ***Psychology Today***, p. 32.

Ralston, D.A., Anthony, W.P. & Gustafson, D.J. 1985. Flextime and sharing. (Review of The Employees may love flextime, but what does it do to the organization's productivity?) ***Psychology Today***, 19(10), p. 74.

## RESEARCH RECOGNITION (recent)

2009 **Best Reviewer Award**

Presented by the Academy of International Business (AIB) for reviewing excellence for the *Journal of International Business Studies*

2008 **Best Reviewer Award** (inaugural)

Presented by the Academy of International Business (AIB) for reviewing excellence for the *Journal of International Business Studies*

2007 **Decade Award** — Presented for the 1997 paper that made the most significant contribution to the International Business literature over the past decade.

*Academy of International Business (AIB)*

“The Impact of National Culture and Economic Ideology on Managerial Work Values: A Study of the United States, Russia, Japan, and China”

2007 **Carolyn R. Dexter Outstanding Paper Memorial Award**

*Eastern Academy of Management-International*

“Commitment to Corporate Social and Environmental Responsibility: An Insight into Contrasting Perspectives in China and the U.S.”

2006 **Carolyn Dexter Award (Nominee)**

*Academy of Management*

“Gender and Influence across the Globe: Cross-cultural Gender Differences on Organizational Upward Influence”

2004 **Carolyn Dexter Award (Nominee)**

*Academy of Management*

“Perspectives on Corporate Environmental and Social Responsibilities: A Study of Managers and Professionals in 22 Countries”

2004 **Carolyn Dexter Award (Nominee)**

*Academy of Management*

“A Cross-Cultural Examination of Corporate Social Responsibility Practices and their Benefits in China, France, Spain, the U.K., and the U.S.”

## **EXTERNAL ACTIVITIES**

### **EDITORIAL ACTIVITY**

Consulting Editor, *Journal of International Business Studies* (beginning 2008).

Guest Editor (with Carolyn P. Egri), *Journal of International Management*, 2008, Special Issue titled, "The Role of Corporate Social and Environmental Responsibility in International Business."

Guest Editor (with Arvin Parkhe), *Academy of Management Review*, 2006, Special Issue titled, "Building Effective Networks."

Guest Editor, *Journal of International Business Studies*, 2000, 4<sup>th</sup> quarter Symposium titled, "Partnership of Ideas for the New Millennium: The Reciprocal Impact that Developing and Developed Economies Have on the Future of Business"

### **EDITORIAL BOARDS**

*Journal of International Business Studies* (1997-2002, 2007-present)

*Journal of International Management* (2004-present)

*Asia Pacific Journal of Management* (1996-present)

*Journal of World Business* (1999-2004, 2009-present)

*Management and Organization Review* (2003-present)

*Thunderbird International Business Review* (2007-present)

*Education, Business and Society: Contemporary Middle Eastern Issues* (2007-present)

*Organizations and Markets in Emerging Economies* (2009-present)

### **AD HOC REVIEWER**

*Academy of Management Journal*

*Journal of Applied Psychology*

*Journal of International Management*

*California Management Review*

*Journal of Organizational Behavior*

*Journal of Applied Social Psychology*  
*Journal of Business Ethics*  
*Thunderbird International Business Review*  
*Journal of Management Studies*  
*Journal of Business Research*  
*International Journal of Business*  
*Hong Kong Journal of Management*

### **OTHER REVIEW ACTIVITY**

Grant reviewer, Title VI-B, U.S. Department of Education

External Examiner for graduate degrees in Management, The University of Hong Kong

External Examiner of the Management Department, Hong Kong Polytechnic University

External Assessor for Senior Staff Appointments and Promotions, Lingnan College, Hong Kong

### **PROFESSIONAL SOCIETY ACTIVITY**

Academy of Management, Chair of the IMD Research Committee (2008-2009)

International Association of Chinese Management Research, Treasurer (2002-2006)

Academy of International Business, Member

Southern Academy of Management

### **CONFERENCE ACTIVITIES**

1999 Coordinator, Placement Center  
Academy of International Business

1998 Track Chair, International Management Division  
Southern Management Association

1991 Conference Coordinator, Nice, France  
Eastern Academy of Management International

1984 Co-editor of the Proceedings  
Eastern Academy of Management

**REVIEWER, DISCUSSANT, CHAIR**

Academy of International Business  
Academy of Management  
Eastern Academy of Management International  
Southern Management Association  
Eastern Academy of Management

## **INTERNATIONAL RESEARCH AND MANAGEMENT DEVELOPMENT PROGRAMS**

Seminar for students on exploring the role of international business in the Mexican economy, sponsored by Universidad de Celaya, Celaya, Mexico 2003.

Seminar on developing an International Business research program, sponsored by the College of Business, University of Tennessee, Knoxville, TN. 2002.

Research seminar on styles used in different countries to negotiate influence, sponsored by the David Lam Centre at Simon Fraser University, Vancouver, Canada. 2001.

Research seminar on the across cultures differences in managerial influence tactics, sponsored by the faculty of the University of Groningen, Groningen, The Netherlands, 2000.

Quality of Worklife (flexible work schedules) seminar, sponsored by the HRM Directors attending *Fórum International de Qualidade de Vida no Trabalho*, Porto Alegre, Brazil, 1999.

Graduate seminar on Issues of International Research presented for the National Economics University, Hanoi, Vietnam, 1997.

Research seminar on the convergence-divergence of work values in today's global economy, sponsored by the faculty of the University of Wollongong, Wollongong, Australia, 1997.

Research seminar on cross-cultural work issue sponsored by the faculty of the Hong Kong Polytechnic University, Hong Kong, 1997.

Management development program for junior managers in Beijing, funded by USIAD Beijing, China, 1996.

Cross-cultural seminar for doctoral students in the Henley/ESC-Grenoble DBA program at Grenoble, France 1996.

Management development program for top-level managers in Chelyabinsk, sponsored by the Russian Ministry of Science, Chelyabinsk, Russia, 1992.

Psychographic evaluation of managers at the Shui On Corporation, Hong Kong, 1988.

## **SPONSORED RESEARCH AND EXTERNAL FUNDING**

Principal Investigator, 2004-2007. Title VI-b Grant, U.S. Department of Education.

Co-Investigator, 2004-2007. Social Sciences and Humanities Research Council (SSHRC) Grant, Canada.

Project Director, 1995-1997. University of Connecticut CIBER Grant, U.S. Department of Education.

Project Director, 1993-1995. Title VI-b Grant, U.S. Department of Education.

## **UNIVERSITY SERVICE [Selected Activities]**

Chair, 2001-2005, 2007-2008. International Business Program, Price College of Business.

Member, 2007-2008. Student Petitions Committee, Price College of Business.

Member, 2005-2006, 2007-2008. Student Appeals Committee, University of Oklahoma.

Member, 2001-2005, 2007-2008. Undergraduate Programs Committee, Price College of Business.

Member, 2001-2005, 2007-2008. Graduate Programs Committee, School of International and Area Studies.

Member, 2001-2003. Committee A, School of International and Area Studies.

Member, 2001-2003. ConocoPhillips Professorship in International and Area Studies search committee, School of International and Area Studies.

Member, 2001-2003. Puterbaugh Chair in International Business search committee, Price College of Business.

Member, 1999-2001. Dean's Search Committee for the Price College of Business.

Member, 1999-2000. Graduate International Management Track, International Programs Committee, OU-Tulsa.

Member, 1989 - 1999. School of Business Administration Center for International Business Programs [CIBP].

Member, 1987 - 1999. Social Sciences Ph.D. Dissertation Area Review Committee.

Chair, 1983 - 1984, 1986 - 1990. Management Department Ph.D. Program.

Member, 1986 - 1990. Ph.D. Program Admissions Committee, School of Business Administration.

Advisor, 1982 - 1987. Society for the Advancement of Management (SAM).

## **EDUCATIONAL BACKGROUND**

The Florida State University, Doctor of Business Administration, 1981

The Florida State University, Master of Business Administration, 1978

Florida Atlantic University, Master of Science, 1974

Wilkes University, Bachelor of Science, 1969