

J. Daniel Zyung

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ACADEMIC APPOINTMENTS

Southern Methodist University, Cox School of Business
 Assistant Professor of Strategy 2017-present

EDUCATION

Rice University, Jones Graduate School of Business
 Ph.D., Business Administration 2017
 Dissertation Chair: Yan Anthea Zhang
 University of Texas at Austin, McCombs School of Business
 M.S., Management 2011
 University of Michigan
 M.A., Applied Economics 2009
 Korea University
 Bachelor of Business Administration (with Honors) 2007

RESEARCH

Summary

My research focuses on strategic leadership – the study of senior executives and their effects on organizational outcomes. Most of my work examines the behavioral drivers of managerial decision-making – how senior executives’ construal of and responses to external stimuli are guided by their psychological attributes and information processing. Thus, my research also spans the topics of behavioral strategy and corporate governance. I also study the decision-making of other stakeholders than executives, based on the belief that understanding their behavior can eventually complement our understanding of top executives’ behavior.

Refereed Publications

- [8] Zavyalova, A., Callahan, C., Hubbard, T. D., & Zyung, J. D. Competition and constituents’ polarization online. Forthcoming in *Journal of Management*.
 *2nd, 3rd, and 4th authors contributed equally and are listed alphabetically.
- [7] Zyung, J. D. & Shi, W. 2022. In retrospect: The influence of CEOs’ historical relative pay on overconfidence. *Strategic Organization*, 20(3): 627-651.
- [6] Zyung, J. D., Mittal, V., Kekre, S., Hegde, G. G., Shang, J., Marcus, B., & Venkat, A. 2020. Service providers’ decision to use ethics committees and consultation in complex services. *Journal of Marketing Research*, 57(2): 278-297.

- [5] Kim, H., Hoskisson, R. E., & Zyung, J. D. 2019. Socioemotional favoritism: Evidence from foreign divestitures in family multinationals. *Organization Studies*, 40(6): 917-940, *Special Issue on Family Business Research*.
- [4] Han, K., Jihye, J., Mittal, V., Zyung, J. D., & Adam, H. 2019. Political identity and financial risk-taking: Insights from social dominance orientation. *Journal of Marketing Research*, 56(4): 581-601.
- [3] Connelly, B., Shi, W., & Zyung, J. D. 2017. Managerial response to constitutional constraints on shareholder power. *Strategic Management Journal*, 38: 1499-1517.
- [2] Hoskisson, R. E., Chirico, F., Zyung, J. D., & Gambeta, E. 2017. Managerial risk-taking: A multi-theoretical review and future research agenda. *Journal of Management*, 43(1): 137-169.
- [1] Crossland, C., Zyung, J. D., Hiller, N. J., & Hambrick, D. C. 2014. CEO career variety: Effects on firm-level strategic and social novelty. *Academy of Management Journal*, 57(3): 652-674.

Refereed Conference Proceedings

- [1] Zyung, J. D. & Sanders, W. G. 2014. Effects of accumulated CEO pay and relative performance on risk taking and performance variance. *Academy of Management Best Paper Proceedings*; Philadelphia, PA.

Papers Under Review

Zyung, J. D. [title withheld] (under 2nd round review at *Organization Science*)

Zyung, J. D., Sun, Z., & Shi, W. [title withheld] (1st revise and resubmit at *Organization Science*)

Working Papers

Zyung, J. D., Sun, Z., & Shi, W. The role of focal firm CEO regulatory focus and industry conditions in competitive actions following rival CEO death (revising for initial submission to *Strategic Management Journal*).

Zyung, J. D. & Jiao, A. Federal judge appointment and firm political donations (revising for initial submission to *Organization Science*).

Kim, H., Wang, X., & Zyung, J. D. Owner-controlled acquirers: Acquisition premiums and shareholder wealth in China (revising for initial submission to *Organization Science*).

Zyung, J. D. & Zhang, Y. Delineating the effects of CEO cognitive complexity on decision speed (revising for initial submission to *Strategy Science*).

Chirico, F., Li, J., Hoskisson, R. E., & Zyung, J. D. Share pledge and corporate risk-taking in family firms (preparing for initial submission to *Strategic Management Journal*).

Zyung, J. D. & Zhang, Y. Survival logics of financial institutions during the financial crisis: The role of acquisitions, divestitures, and corporate governance (data collection underway).

Zyung, J. D. Social comparisons among division managers in related diversified firms (data collection underway).

Zyung, J. D. & Chin, M. K. Board ideologies and firm survival during the financial crisis (data collection underway).

Conference and Workshop Activity

[34] (Organizer/Moderator) Board blind spots: Causes, contingencies, consequences, and (possible) cures (Panel Session). 2023. *International Corporate Governance Society annual conference*; Madrid, Spain.

[33] (Presenter) Favoritism in the court: Judge partisanship and firm political action committee contributions. 2023. *HEC Paris Workshop on Lobbying the Courts*; Jouy-en-Josas, France.

[32] (Co-organizer/Moderator) CEO job demands, characteristics, and mental states: Implications for top executive research (Panel Symposium). 2023. *Academy of Management annual meeting*; Boston, Massachusetts.

[31] (Organizer/Chair) The societal role of corporate leaders (Panel Session). 2022. *Strategic Management Society annual conference*; London, United Kingdom.

[30] (Co-organizer/Moderator) DEI at the top? A corporate governance view on the composition and characteristics of firm leaders (Panel Symposium). 2022. *Academy of Management annual meeting*; Seattle, Washington.

[29] (Presenter) The rise of stakeholder governance and diversity, and consequences on executive and board careers (Presenter Symposium). 2022. *Academy of Management annual meeting*; Seattle, Washington.

[28] (Chair) Revisiting the historical perspectives in executive research (Paper session). 2021. *Strategic Management Society virtual annual conference*.

[27] (Co-chair) Different shades? The influence of shareholder activism and stakeholder activism on strategic decisions (Panel session). 2021. *Strategic Management Society virtual annual conference*.

[26] (Author) Zyung, J. D. & Sun, Z. 2021. Rival CEO death and firm competitive actions: The role of CEO regulatory focus. *Strategic Management Society virtual annual conference*.

- [25] (Author) Kim, H., Wang, X., & Zyung, J. D. 2021. Family CEOs, acquisition premiums, and stock market performance of domestic acquisitions: Evidence from China. *Strategic Management Society virtual annual conference*.
- [24] (Author) Kim, H., Wang, X., & Zyung, J. D. 2021. Family CEOs, acquisition premiums, and stock market performance of domestic acquisitions. *Academy of Management virtual annual meeting*.
- [23] (Co-organizer/Chair) The role of corporate leaders in firm responses to environmental change (Symposium). 2021. *Academy of Management virtual annual meeting*.
- [22] (Co-chair) STR Best Dissertation Finalists' Presentations (Symposium). 2020. *Academy of Management virtual annual meeting*.
- [21] (Author) Zyung, J. D. 2018. Professional identity-business identity conflict and risk taking in the context of healthcare reform. *Strategic Management Society annual conference*; Paris, France.
- [20] (Invited Participant) Zyung, J. D. 2018. Responsible CEOs' corporate divestiture during an economic recession: A positive self-concept-based theory. Junior Faculty Paper Development Workshop (Professional Development Workshop). *Academy of Management annual meeting*; Chicago, IL.
- [19] (Author) Zyung, J. D. 2018. CEO cognitive complexity, firm acquisitions, and survival: Evidence from the recent financial crisis. *Academy of Management annual meeting*; Chicago, IL.
- [18] (Author) Zavyalova, A., Zyung, J. D., Callahan, C., Hubbard, T. D. 2018. The role of (dis)identification for stakeholder reactions to organizational successes and failures, *Micro Meets Macro (MMM) conference*; Arizona State University, Tempe, AZ.
- [17] (Author) Zyung, J. D. & Zhang, Y. 2017. Who were getting "too big to fail" during the financial crisis? Investigating the role of CEO cognitive complexity. *Strategic Management Society annual conference*; Houston, TX.
- [16] (Co-organizer) Micro-processes in the upper echelons: A dialogue between micro-scholars and macro-scholars (Professional Development Workshop). 2017. *Academy of Management annual meeting*; Atlanta, GA.
- [15] (Author) Kim, H., Zyung, J. D., Woo, H-S, & Kim, J. 2016. CEO culpability revisited: A study of U.S. subsidiary divestitures of Korean multinationals. *Academy of Management annual meeting*; Anaheim, CA.
- [14] (Co-organizer) The ins-and-outs of CEO influence: Sources, processes, and extensions (Professional Development Workshop). 2016. *Academy of Management annual meeting*; Anaheim, CA.

- [13] (Invited Participant) Ph.D. Consortium. 2016. *Micro Meets Macro (MMM) conference*; Arizona State University, Tempe, AZ.
- [12] (Author) Zyung, J. D., Mittal, V., Kekre, S., Hegde, G.G., Shang, J., Marcus, B., & Venkat, A. 2016. An empirical examination of ethics committee consultation in healthcare institutions. *Symposium on Management Research in Healthcare*, Rice University, Houston, TX.
- [11] (Chair) Looking good and sounding better: Impression management by CEOs. 2015. *Strategic Management Society annual conference*; Denver, CO.
- [10] (Invited Participant) Doctoral Workshop. 2015. *Strategic Management Society annual conference*; Denver, CO.
- [9] (Author) *Zavyalova, A., Zyung, J. D., & Callahan, C. 2015. The role of (dis)identification for stakeholders' approval of an organization following positive and negative events. *Strategic Management Society annual conference*; Denver, CO.
*Nominated for Best Conference Paper Award.
- [8] (Author) Zavyalova, A., Zyung, J. D., & Callahan, C. 2015. The role of (dis)identification for stakeholders' approval of an organization following positive and negative events. *Reputation Symposium*; Oxford University Centre for Corporate Reputation, Saïd Business School, Oxford University.
- [7] (Invited Participant). Zyung, J. D. 2015. Cognitively bounded? The influence of CEO cognitive complexity on firm product development activities and the moderating role of managerial discretion. Cognition in the Rough (Professional Development Workshop). *Academy of Management annual meeting*; Vancouver, BC, Canada.
- [6] (Author) Zyung, J. D. 2015. Related diversification revisited: Social comparison among division managers and value creation. *Academy of Management annual meeting*; Vancouver, BC, Canada.
- [5] (Author) Zyung, J., Sanders, W.G., & Zhang, Y. 2014. The effects of CEO over(under)pay and relative performance on firm strategic behaviors. *Strategic Management Society annual conference*; Madrid, Spain.
- [4] (Author) Zyung, J., & Sanders, W.G. 2014. Effects of accumulated CEO pay and relative performance on risk taking and performance variance. *Academy of Management annual meeting*; Philadelphia, PA.
- [3] (Author) Crossland, C., Zyung, J., & Hiller, N.J. 2012. Toward the development of an unobtrusive measure of CEO openness to experience. *Academy of Management annual meeting*; Boston, MA.

[2] (Author) Zyung, J., Crossland, C., & Hiller, N.J. 2011. Why do some CEOs prefer dynamism and change? New evidence on executive openness to experience. *Academy of Management annual meeting*; San Antonio, TX.

[1] (Author) Zyung, J., & Crossland, C. 2010. Firm-level implications of ‘fit’ between individual and environmental sources of CEO discretion. *Academy of Management annual meeting*; Montreal, QC, Canada.

Invited Presentations

Institute for Public Relations	2022
Sungkyunkwan University	2018
Korea Trade and Investment Promotion Agency, Dallas Office	2018
Southern Methodist University	2017
Singapore Management University	2016
The Pennsylvania State University	2016
University of Massachusetts – Amherst	2016

HONORS AND AWARDS

Best Reviewer, Competitive Strategy Interest Group, Strategic Management Society	2022
Supplementary Funding Support for Management Research in Healthcare (\$4,000), Healthcare Initiative, Jones Graduate School of Business, Rice University	2016
Strategic Management Society, Best Conference Paper award, Nominee	2015
Academy of Management Best Paper Proceedings	2014
Doctoral Fellowship, Jones Graduate School of Business, Rice University	2012-2017
McCombs Research Excellence Grant (\$6,750), University of Texas at Austin	2011
Dora Dieterich Bonham Research Grant (\$1,000), University of Texas at Austin	2010
William and Ruth Cooper Fellowship, University of Texas at Austin	2009-2011
Eugene and Dora Bonham Fellowship, University of Texas at Austin	2009-2010
Rackham Graduate School Fellowship, University of Michigan	2008
Graduation with Honors, Korea University	2007
B.A. High Honors, Korea University	2001

MEDIA MENTIONS

The economic effects of major Korean groceries clustering in the Dallas/Fort Worth area. <i>DKnet Radio</i>	2018
CEOs’ style of information processing reflected in growth strategies. <i>CoxToday</i>	2018

PROFESSIONAL ACTIVITIES

Track Chair International Corporate Governance Society Self-Governance and Internal Corporate Governance Mechanisms	2023
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Internal Governance and Strategic Leadership	2022
Reviewer for Journals	
<i>Strategic Management Journal, Academy of Management Journal, Organization Science, Journal of Management, Journal of Management Studies, Research Policy, Corporate Governance: An International Review, Asia Pacific Journal of Management</i>	
Reviewer for Conferences	
Academy of Management	2011-
Strategic Management Society	2015-
International Corporate Governance Society	2022-
Reviewer for Scholarship Competition	
Association of Korean Management Scholars	2018, 2023
Workshops/Symposia Volunteering	
Webinar on Tenure and Promotion (Co-Moderator), Strategic Management Society	2023
Best Dissertation Finalists' Presentation Symposium (Co-Moderator), Academy of Management annual meeting, STR division	2020
Ph.D. Student Mentoring	
Xiaoying Wang, University of Calgary (External Evaluator)	2022-
Membership	
Academy of Management	2010-
Strategic Management Society	2014-
Association of Korean Management Scholars	2018-
International Corporate Governance Society	2022-
University Service	
Faculty Senate Committee Membership	
Research and Creative Activity committee, Southern Methodist University	2023-
Volunteering	
Marshal, Cox BBA Graduation Ceremony, Southern Methodist University	2023
Community Service	
Competition Judge, Texas DECA State Career Development Conference	2023

TEACHING

Southern Methodist University, Cox School of Business	
Strategic Management (Professional MBA)	2022
Strategic Management (MS Management/Sports Management)	2022
Strategic Management (BBA)	2017-
University of Houston-Downtown, Davies College of Business	
International Management (BBA)	2016

INDUSTRY EXPERIENCE

Korea Trade-Investment Promotion Agency , Seoul, Korea	2007
<i>Research Associate</i>	
Korea Defense Intelligence Command , Seoul, Korea	2002-2004

*Senior translator to Platoon Commander, Aviation Maintenance
Honorably discharged as sergeant*

ACADEMIC REFERENCES

Yan [Anthea] Zhang

Fayez Sarofim Vanguard Professor of Management
Jesse H. Jones Graduate School of Business
Rice University
713-348-2462 | yanzh@rice.edu

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Mendoza College of Business
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Vikas Mittal

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