



STRATEGY & MANAGEMENT

ASLI KOZAN

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BIOGRAPHY

Asli Kozan is a Professor of Strategic Management at IPAG Business School in Paris. She is also an affiliated member of the Society and Organizations (SnO) Research Center at HEC Paris, from where she holds a PhD degree in Strategy and Business Policy. She is interested in performance implications of firms' non-market strategies. Before joining IPAG, she has taught master's level courses at both HEC Paris and Paris-Sorbonne. She also has professional experience in regional development programs within the European Commission. Her work is published in the journal *International Management* and is regularly presented at renowned international conferences: Strategic Management Society, Academy of Management and European Academy of Management. Dr. Kozan received in 2017 the Most Inspirational Paper and Best Paper in Strategic Management awards of the European Academy of Management for her research work.

EDUCATION

2013: Ph.D. in Strategy and Business Policy, HEC Paris, France

2006: M.A. in European Integration, University of Essex, UK

RESEARCH AREAS

- Non-market Strategies
- Firms' Political Connections
- Corporate Social Responsibility
- Resource Dependence Theory
- Social Exchange Theory

TEACHING AREAS

- Business Strategy
- Corporate Strategy
- International Business
- Business and Government

TEACHING PROGRAMS

- Program "Grande Ecole"
- M.Sc. in Business Management (Hanoi)

PROFESSIONAL EXPERIENCES

Since 2016: Visiting Professor at Hanoi School of Business, Hanoi

Since 2013: Assistant Professor at Ipag Business School, Paris

2010-2012 : Lecturer (ATER), Paris-Sorbonne University (Paris IV), Paris

2008-2013: PhD Fellow, Lecturer, Research and Teaching Assistant, HEC Paris

SELECTED PUBLICATIONS

B. Garrette, A. Kozan, T. Roulet, « Défis au bas de la pyramide », *Management International*, vol. 19 (3), pp. 65-82, 2015.

Selected Conference Presentations

A. Kozan, with B. Arslan, « Political Ties and Anti-Trust Holdup: How do firms use non-market strategies to influence the regulatory control over their market strategies? », *EURAM (European Academy of Management) 17th Annual Conference*, 21-24 June 2017, Glasgow, UK

A. Kozan, with S. Touboul, G. Wernicke, « On the folly of rewarding CEOs' for A, while getting A and B: How implementing sustainability strategies affect CEO compensation and the ratio of CEO to employee average pay in firms », 7th *International Research Meeting on Business and Management (IRMBAM)*, 11-12 July 2016, Nice, France

A. Kozan, with B. Arslan, « Political Ties and Anti-Trust Holdup: How do firms use non-market strategies to influence the regulatory control over their market strategies? », 6th *International Israel Strategy Conference*, 20-22 December 2015, Jerusalem, Israel

A. Kozan with B. Arslan, « How Do Firms Use Non-Market Strategies to Influence the Regulatory Control Over Their Market Strategies? », *SMS (Strategic Management Society) 34th Annual International Conference*, 20-23 September 2014, Madrid, Spain

A. Kozan, « The Value of Being Politically Connected: Impact of Political Linkages on Financial Performance », *AOM (Academy of Management) 74th Annual Meeting*, 1-5 August 2014, Philadelphia, Pennsylvania, U.S.

A. Kozan, « Firms' Linkages with Politicians: Do They Bring Positive Value to Firms? », *EURAM (European Academy of Management) 14th Annual Conference*, 4-7 June 2014, Valencia, Spain

A. Kozan, « Questioning the Value of Political Ties: The Impact of Different Types of Political Ties on Firm Financial Performance », *SMS (Strategic Management Society) 33rd Annual International Conference*, September 28-October 1 2013, Atlanta, U.S.

A. Kozan, « Direct and Joint Impacts of Corporate Political Engagement and Social Engagement on Financial Performance », *SMS (Strategic Management Society) 33rd Annual International Conference*, September 28-October 1 2013, Atlanta, U.S.

A. Kozan, with K. Dahlin, T. Roulet, « Fast track to learning how the context affects heterogeneity in learning », *SMS (Strategic Management Society) 32nd Annual International Conference*, October 6-9 2012, Prague, Czech Republic.