

## **BRIAN KELLEHER RICHTER**

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### **ACADEMIC APPOINTMENTS**

#### **University of Texas at Austin**

*Red McCombs School of Business*

Assistant Professor of Business, Government, and Society; January 2013 – present

*College of Liberal Arts*

Assistant Professor of Government (by courtesy); January 2014– present

#### **University of Western Ontario**

*Richard Ivey School of Business*

Assistant Professor of Business, Economics, and Public Policy; July 2010 – December 2012

### **EDUCATION**

Ph.D., Global Economics & Management, UCLA (Anderson School of Management), June 2010

*Dissertation Title:* Essays in Political Economy and Finance

*Dissertation Committee:* Bruce Carlin, John deFigueiredo, Edward Leamer (co-chair),  
Daniel Treisman, and Romain Wacziarg (co-chair)

C.Phil., Management, UCLA (Anderson School of Management), February 2009

M.A., Economics, UCLA, August 2007

M.P.I.A., Asian Markets & Economies, UCSD (Graduate School of International Relations  
and Pacific Studies), June 2004

S.B., Management Science (Finance), MIT (Sloan School of Management), June 2002

### **RESEARCH**

#### **Publications**

“Campaign Contributions from Corporate Executives in lieu of Political Action Committees” (with  
Timothy D. Werner) 2017. *Journal of Law, Economics, and Organization*. Volume 33. *Forthcoming*.

“Motivations for Corporate Political Activity” (with Adam Fremeth and Brandon Schaufele) 2016.  
*Advances in Strategic Management*. Volume 34. p. 161-191.

“Bridging Qualitative and Quantitative Methods in Organizational Research: Applications of Synthetic  
Control Methodology in the U.S. Automobile Industry” (with Adam Fremeth and Guy L. F.  
Holburn) 2016. *Organization Science*. Volume 27, Issue 2, p. 462-482.  
[Media Coverage: *Forbes*, *Washington Times*]

“Using Item Response Theory to Improve Measurement in Strategic Management Research:  
An Application to Corporate Social Responsibility” (with Robert J. Carroll and David M. Primo)  
2016. *Strategic Management Journal*. Volume 37, Issue 1, p. 66-85.  
[Awarded Strategic Management Society 2014 Best Conference Paper Prize, Honorable Mention]

- “Sources of Congressional Candidates Funds: Does Interest Group Money Dominate?” (with Timothy D. Werner) 2015. Chapter 8 (p. 155-175) in *Interest Group Politics, 9<sup>th</sup> Edition*, Eds: Allan J. Cigler, Burdett A. Loomis, & Anthony J. Nownes. Washington DC: Sage/CQ Press.
- “Do Business and Politics Mix?” (including commentary from Ken Cohen and John Harrington). 2014. *Harvard Business Review*. Volume 92, Issue 11, p. 133-137.
- “Advancing the Empirical Research on Lobbying” (with John M. de Figueiredo) 2014. *Annual Review of Political Science*. Volume 17, p. 163-185. [earlier version circulated as *NBER Working Paper #19698*]
- “Campaign Contributions over CEOs’ Careers” (with Adam Fremeth and Brandon Schaufele). 2013. *American Economic Journal: Applied Economics* Volume 5, Issue 3, p. 170-188. [Media Coverage: *Bloomberg*, *Washington Post*]
- “Why Not Adopt Better Institutions?” (with Jeffrey F. Timmons) 2012. *Oxford Development Studies* Volume 40, Issue 2, p. 272-281.
- “Profiting from Environmental Regulatory Uncertainty: Integrated Strategies for Competitive Advantage” (with Adam Fremeth). 2011. *California Management Review* Volume 54, Issue 1, p. 145-165.
- “Lobbying and Taxes” (with Krislert Samphantharak and Jeffrey F. Timmons). 2009. *American Journal of Political Science*. Volume 53, Issue 4. p. 893-909. [Media Coverage: *Portfolio Magazine*, *Miller McCune Magazine*]

### **Working Papers (Active)**

- “White Men and Offshore Production’s Effects on Attitudes Towards Free Trade: Experimental Evidence from the 2016 Presidential Campaign” (with Andrew M. Kerner and Jane Lawrence Sumner) *Under Review*
- “Disguised Contributions to Political Campaigns: the Long Shadow of Corporate-linked Spending” (with Adam Fremeth and Brandon Schaufele) *Under Review*
- “Financial Market versus Consumer Market Responses to Emergent Phenomena: An Application to a Social Media-inspired Boycott” (with Timothy D. Werner)
- “‘Good’ and ‘Evil’: The Relationship between Corporate Social Responsibility and Corporate Political Activity”
- “Do Candidates need PACs?” (with Timothy D. Werner)
- “Corporate Social and Financial Performance Revisited: On Measures, Methods, and Interpretations” (with Robert J. Carroll and David M. Primo)

### **Work In Progress (Development Stage)**

- “Does the Geography of Corporate Social Responsibility Matter?” (with Andrew M. Kerner and Jane Lawrence Sumner)
- “Dynamic Corporate Social Responsibility” (with Robert J. Carroll and David M. Primo)
- “Lobbying and Procurement: Evidence from a Natural Experiment” (with Christopher Cotton and Jeffrey F. Timmons)
- “The Value of Political Geography” (with Joaquín Artés and Jeffrey F. Timmons)
- “Do Politicians Choose Firms?” (with Joaquín Artés and Jeffrey F. Timmons)

“Coordinating Corporate Political Activity” (with Adam Fremeth and Brandon Schaufele)  
"Gaining access: Evidence from Canadian lobbying data"  
(with Christopher Cotton)

### **Working Papers (Dormant)**

“Modeling Interest Group Access” (with Sebastian Köhler)  
“The Role Political Connections Play in Access to Finance: Evidence from Cross-Listing”  
“Time and the Deep Determinants of Growth: Tortoise or Hare?” (with Jeffrey F. Timmons)

### **CONFERENCES/ PRESENTATIONS (INCLUDING SCHEDULED)**

#### **2017**

Strategic Management Society (SMS) Annual International Conference  
(Houston, TX; Presenter) (Oct '17)  
Academy of Management (AOM) Annual Meeting  
(Atlanta, GA; Pre-Development Workshop Participant) (Aug '17)  
9<sup>th</sup> Annual Research Conference, Alliance for Research on Corporate Sustainability (ARCS)  
(Rotterdam School of Management, Erasmus University; Rotterdam, Netherlands) (June '17)  
Barcelona Graduate School of Economics Summer Forum (Discussant) (June '17)  
17<sup>th</sup> Strategy and the Business Environment Conference  
(Duke University, Durham, NC; Discussant) (May '17)  
University of Chicago, Booth School of Business, Stigler Center,  
Conference on “How Incomplete is the Theory of the Firm” (Presenter) (March '17)  
University of Houston, Political Economy Conference (Discussant) (Feb '17)

#### **2016**

University of Texas at Austin, Sustainability and Social Impact Initiative Brown Bag (Dec '16)  
Strategic Management Society (SMS) Annual International Conference  
(Berlin Germany; Panel Presenter) (Sept' 16)  
Academy of Management (AOM) Annual Meeting  
(Anaheim, CA; Doctoral Colloquium Faculty Mentor) (Aug '16)  
Society for Institutional & Organizational Economics Conference (SIOE, formerly ISNIE)  
(Sciences Po, Paris, France; Presenter) (June '16)  
16<sup>th</sup> Strategy and the Business Environment Conference  
(University of Rochester Simon School, Rochester, NY; Discussant) (April '16)  
Wake Forest University Conference on the Impact of Corporate Social Responsibility  
(Winston Salem, NC; Presenter) (April '16)  
Midwest Political Science Association (MPSA) Conference  
(Chicago, IL; Panel Presenter x2) (April '16)  
University of Texas at Austin, Marketing Department (April '16)  
Southern Political Science Association (SPSA) Annual Meeting  
(San Juan, Puerto Rico; Panel Presenter; Discussant; Chair) (January '16)

#### **2015**

Academy of Management (AOM) Annual Meeting (Vancouver, Canada; Panel Presenter) (Aug '15)  
University of Michigan, Department of Political Science,  
Conference on “Special Interests in American Politics” (Ann Arbor, MI) (May '15)  
15<sup>th</sup> Strategy and the Business Environment Conference  
(Harvard Business School, Cambridge, MA; Presenter) (May '15)

Midwest Political Science Association (MPSA) Conference  
(Chicago, IL; Panel Presenter; Panel Chair) (Apr '15)  
International Association of Business & Society (IABS) Annual Meeting  
(Guanacaste, Costa Rica; Workshop Presenter) (March '15)

#### **2014**

Strategic Management Society (SMS) Annual International Conference  
(Madrid, Spain; Panel Presenter x2) (Sept '14)  
American Political Science Association Conference (Washington, DC; Panel Presenter) (Aug '14)  
Academy of Management (AOM) Annual Meeting (Philadelphia, PA; Panel Presenter x2) (Aug '14)  
International Society of New Institutional Economics (ISNIE) Conference  
(Duke University Law School, Durham, NC; Panel Presenter x2) (Jun '14)  
NYU Stern Economics of Strategy Workshop (June '14)  
14<sup>th</sup> Strategy and the Business Environment Conference  
(Northwestern University, Kellogg School, Evanston, IL; Presenter x2) (Apr '14)  
Midwest Political Science Association (MPSA) Conference  
(Chicago, IL; Panel Presenter x3; Discussant) (Apr '14)  
University of Texas at Austin, McCombs School, Management Department (Feb '14)

#### **2013**

University of Texas at Austin, Government Department (Oct '13)  
Northwestern University, Kellogg School of Management, Political Economy Seminar  
(Evanston, IL) (Sept '13)  
University of Texas at Austin, Economics Department (Sept '13)  
American Political Science Association Conference (Chicago, IL; Panel Presenter x2) (Aug '13)  
Academy of Management (AOM) Annual Meeting (Lake Buena Vista, FL; Panel Presenter) (Aug '13)  
International Society for New Institutional Economics (ISNIE) Conference  
(Florence, Italy; Panel Presenter x2) (Jun '13)  
13<sup>th</sup> Strategy and the Business Environment Conference  
(University of Texas at Austin, McCombs School, Austin, TX; Presenter; Discussant) (May '13)  
American Law & Economics Association Conference  
(Vanderbilt Law School, Nashville; Panel Presenter) (May '13)  
Midwest Political Science Association (MPSA) Conference  
(Chicago, IL; Panel Presenter x2; Poster Presenter; Discussant) (Apr '13)  
University of Texas at Austin, Government Department (Apr '13)

#### **2012**

INFORMS Annual Meeting (Phoenix, AZ; Panel Presenter) (Oct '12)  
Academy of Management (AOM) Annual Meeting (Boston, MA; Roundtable Presenter) (Aug '12)  
12<sup>th</sup> Strategy and the Business Environment Conference  
(Stanford Business School, Palo Alto, CA; Discussant) (May '12)  
American Law & Economics Association Conference  
(Stanford Law School, Palo Alto, CA; Panel Presenter) (May '12)  
Universität Mannheim, Collaborative Center on Political Economy (Mannheim, Germany) (Apr '12)  
Midwest Political Science Association (MPSA) Conference (Chicago, IL; Discussant) (Apr '12)  
American Economic Association (Chicago, IL; Panel Presenter) (Jan '12)

#### **2011**

6<sup>th</sup> Conference on Empirical Legal Studies  
(Northwestern Law School, Chicago, IL; Poster Presenter) (Nov '11)

University of Texas at Austin, Red McCombs School of Business,  
Business, Government and Society Department (Austin, TX) (Oct' 11)  
American Political Science Association (APSA) Annual Meeting  
(Seattle, WA; Panel Presenter, Discussant, Session Chair) (Sep '11)  
Academy of Management (AOM) Annual Meeting (San Antonio, TX; Panel Presenter) (Aug '11)  
4<sup>th</sup> Annual Research Conference, Alliance for Research on Corporate Sustainability (ARCS)  
(Wharton School, University of Pennsylvania, Philadelphia, PA; Presenter) (May '11)  
11<sup>th</sup> Strategy and the Business Environment Conference (Wharton School, University of Pennsylvania,  
Philadelphia, PA; Presenter) (May '11)

## **2010**

NYU Stern School, Social Entrepreneurship Conference (New York, NY; Panel Presenter) (Nov '10)  
York University, Schulich School of Business, Conference on "Law, Ethics, and Finance"  
(Toronto, ON, Canada; Presenter, Discussant) (Sep '10)  
Academy of Management (AOM) Meetings (Montreal, Quebec, Canada; Panel Presenter) (Aug '10)  
Erasmus University, Erasmus School of Economics, Conference on "Organization, Selection, Group  
Power and the Media" (Rotterdam, the Netherlands; Presenter) (Jun '10)  
9th UVA Darden International Finance Conference (Charlottesville, VA; Presenter) (Mar '10)  
[Awarded Stipend plus Travel & Accommodations from Sponsors/Organizers]  
Royal Holloway, University of London, Economics Department (Egham, Surrey, UK) (Feb '10)  
George Mason University, School of Public Policy (Arlington, VA) (Feb '10)  
University of Pennsylvania, Wharton School, Management Department (Philadelphia, PA) (Jan '10)  
University of Michigan, Ross School of Business, Strategy Department (Ann Arbor, MI) (Jan '10)  
University of Western Ontario, Ivey School of Business (London, ON, Canada) (Jan '10)  
American Economic Association (AEA) Conference (Atlanta, GA; Participant) (Jan '10)

## **2009**

European School of Management and Technology (ESMT) (Berlin, Germany) (Dec '09)  
National University of Singapore, Business School, Business Policy & Strategy Department  
(Singapore) (Dec '09)  
International Political Economy Society (IPES) Conference (College Station, TX; Presenter) (Nov '09)  
Academy of Management (AOM) Meetings (Chicago, IL; Participant) (Aug '09)  
2nd Conference on Corporate Governance in Emerging Markets (CGEM) (São Paulo, Brazil;  
Presenter, Discussant) (Jul '09) [Awarded Travel & Accommodations from Sponsors/Organizers]  
International Society of New Institutional Economics (ISNIE) Conference  
(Berkeley, CA at the Hass School, UC Berkeley; Panel Presenter) (Jun '09)  
American Law & Economics Association Conference (San Diego, CA; Panel Presenter) (May '09)  
UCLA Anderson Finance Area Brown Bag (Presenter) (Apr '09)  
9th Strategy and the Business Environment Conference  
(UCLA Anderson School of Management, Los Angeles, CA; Presenter) (Mar '09)  
Eastern Economics Association Conference (New York, NY; Panel Presenter, Discussant) (Feb '09)  
UCLA Anderson Global Economics & Management Area Workshop (Presenter) (Jan '09)

## **2008**

American Political Science Assn. (APSA) Annual Meeting (Boston, MA; Panel Presenter) (Aug '08)  
UCLA Anderson Global Economics & Management Area Workshop (Presenter) (June '08)  
Midwest Political Sci. Assn. (MPSA) Conference (Chicago, IL; Panel Presenter, Discussant) (Apr '08)  
UCLA Interdisciplinary Political Economy Workshop (Presenter) (Feb '08)

## **TEACHING**

### **Primary Instructor**

*At the Red McCombs School of Business, University of Texas at Austin*

Strategic Corporate Social Responsibility

[New Course I Designed at the McCombs School];

Fall 2013, Fall 2014, Fall 2015, Fall 2016, Fall 2017 (scheduled)

(1 MBA 'Flexible Core' section and 1 BBA section each semester)

Issues and Policies in American Government: Program on Business, Government, and Public Policy

Spring 2015 and Spring 2016 (1 undergraduate section each semester; fulfills university-wide

GOV312 graduation requirement; meets in Austin & includes week-long trip to Washington DC

coordinated with the Washington Campus)

*At the Richard Ivey School of Business, University of Western Ontario*

Global Macroeconomics for Managers;

Winter 2011 and Winter 2012 (3 Honors BA 'Core' sections each semester)

*At UCSD's Graduate School of International Relations and Pacific Studies*

Corporate Finance;

Fall 2007 (1 Master's Level International Management 'Core' section)

### **Teaching Assistant**

*At UCLA's Anderson School of Management*

International Business Strategy: The Financial Crisis (MBA Elective);

Prof. Romain Wacziarg;

Winter 2010 (1 MBA Elective section)

Advanced Corporate Strategy: Managing the Non-Market (Political & Legal) Environment;

Prof. John deFiguieredo;

Spring 2008 and Fall 2009 (1 MBA and 1 Fully-Employed MBA Elective section each quarter)

Managing in the Global Economy: Macroeconomics & Forecasting;

Prof. Ed Leamer;

Spring 2007, Spring 2008, and Spring 2009 (1 Executive MBA Core section each quarter)

Managerial Economics;

Prof. Nico Voigtländer;

Winter 2009 (2 Fully-Employed MBA Core sections)

*At UCSD's Graduate School of International Relations and Pacific Studies*

Finance;

Prof. Alex Kane;

Spring 2003 and Spring 2004 (1 Master's Core section each quarter)

### **Student Dissertations/Theses**

*Doctoral (at the University of Texas at Austin)*

Hyunkyoo (Sean) Jang – McCombs Marketing PhD, Dissertation Committee Member, Spring 2017

*Undergraduate (at the University of Texas at Austin)*

Sean Sellers – Plan II Honors, Primary Thesis Supervisor, expected graduation Fall 2017

Nicole Bueno – Plan II Honors, Primary Thesis Supervisor, Spring 2016

## **Business School Teaching Cases and Teaching Notes**

### *Published*

Rethinking Political Activity at Target (2012) (with Anisha George)  
(Ivey Publishing: Case #W12350, Teaching Note #W12351)

El Coyote Mexican Café in the Wake of Proposition 8 (2012) (with Anisha George)  
(Ivey Publishing: Case #W12009, Teaching Note #W12010)

### *Unpublished to Date (Used in own UT Austin courses)*

Hewlett-Packard and e-Waste Regulation (A)

Hewlett-Packard and e-Waste Regulation (B)

Responding to Plastic Bag Regulation at Loblaws (A)

Responding to Plastic Bag Regulation at Loblaws (B)

The Entertainment Software Ratings Board: Success after 20 Years?

## **SERVICE**

### **Conference Organization**

Co-Organizer of 2017 Strategic Management Society Annual Conference (Houston) Extension  
on “The Future of Non-Market Strategy Research” at the UT-Austin McCombs

### **Referee**

For Academic Journals: *Accounting, Organizations, & Society*; *American Journal of Political Science* (9x); *American Political Science Review* (3x); *Business & Society*; *California Management Review* (4x); *Comparative Political Studies*; *European Economic Review* (2x); *European Journal of Finance*; *Interest Groups & Advocacy* (2x); *Journal of Business Ethics*; *Journal of Economics & Management Strategy*; *Journal of Finance*; *Journal of International Business Studies* (6x); *Journal of Law, Economics, and Organization* (2x); *Journal of Management Studies*; *Journal of Politics* (6x); *Journal of Public Economics* (3x); *Management Science* (2x); *Organization Science* (5x); *Oxford Development Studies*; *Public Choice* (2x); *Public Finance Review*; *RAND Journal of Economics*; *Review of International Organizations*; *Social Choice and Welfare*; *Strategic Management Journal* (5x); *Strategy Science*

For Academic Conference Papers: Academy of Management Annual Meetings (Business Policy & Strategy Division 2013, 2014 6x; Social Issues in Management Division 2011, 2013, 2014: 7x); Alliance for Research on Corporate Sustainability (ARCS) Conference (2017: 2x); Strategic Management Society Annual International Conference 2013 (2x), 2017 (2x); York University, Schulich School’s “Law, Ethics, and Finance” Conference 2010 (2x)

For Academic Centers Working Paper Series: Center for Politics & Governance at UT Austin; Mercatus Center at George Mason University

For Academic Presses (Books): Palgrave-Macmillan

For Grant Applications: Research Grants Council (RGC) of Hong Kong (2x);  
Social Sciences and Humanities Research Council of Canada (SSHRC)

For Award Competitions: INFORMS/Organization Science Best Dissertation Proposal Competition

### **Committee Membership**

UT Austin, Social Innovation @ McCombs Faculty Steering Committee, 2017 – present

UT Austin, McCombs School Center for Research and Analytics Committee, 2017 – present

UCLA Student Fee Advisory Committee, 2007 – 2009 (Appointment with Stipend)

UCLA Academic Senate Intercollegiate Athletics Committee, 2006 – 2008

## **Media Interviews**

Bloomberg, *Christian Science Monitor*, *Dallas Morning News*, *Forbes*, *Globe & Mail Newspaper* [Canada] (2x), Knowledge@Wharton Radio, *La Croix Newspaper* [France], *Listed Magazine* [Canada], *New York Times*, Reuters, *Washington Post*, *WashingtonTimes*

## **Miscellaneous Service**

Judge, McCombs Undergraduate Finance Association/BP Case Competition, Spring 2016  
Plan II Honors Program, Sophomore Advisor, University of Texas at Austin, 2013-2014  
Organizer, Weekly Non-Market Strategy Reading Group at Ivey, 2010-2012  
L.L.M. Thesis Examiner, University of Western Ontario Law School (Aug '11)  
Judge, Ivey High School Case Competition, Winter 2011

## **AWARDS/ FELLOWSHIPS /GRANTS**

Center for Global Business Summer Research Excellence Grant, UT Austin, 2016  
Strategic Management Society Best Conference Paper Prize, Honorable Mention, 2014  
Academy of Management, Social Issues in Management Division, Best Reviewer Award, 2011  
Anderson 5th Year Doctoral Student Fellowship, UCLA, 2010  
Harold and Pauline Price Center for Entrepreneurial Studies Research Grant, UCLA, 2009-2010  
Center for International Business Education and Research (CIBER)  
Doctoral Research Grant, UCLA, 2009 & 2010  
Anderson Summer Doctoral Fellowships, UCLA, 2006-2009  
Bradley Foundation Fellowship, UCLA, 2006-2009  
Anderson Fellowship, UCLA, 2005-2009  
Regents Fellowship, UCLA 2005-2006  
Tokyo Foundation Sasakawa Fellowship, UCSD, 2002-2004

## **AFFILIATIONS/MEMBERSHIPS (AT VARIOUS TIMES)**

American Economic Association (AEA); American Political Science Association (APSA);  
International Society for New Institutional Economics (ISNIE); American Law & Economics  
Association (ALEA); Strategic Management Society (SMS); Academy of Management (AOM);  
International Association of Business & Society (IABS); International Political Economy Society  
(IPES); Chartered Financial Analyst Candidate, Passed Level I Exam

## **ACADEMIC RESEARCH ASSISTANT EXPERIENCE**

Asst. Prof. Jason Snyder, UCLA Anderson Policy/Strategy Area, 2009-2010 [Media & politics project]  
Prof. Ed Leamer, UCLA Anderson Forecast, 2006-2008 [Various projects]

## **SELECTED NON-ACADEMIC EXPERIENCE**

Federal Reserve Board of Governors (Washington, DC), 2004-2005  
Central Intelligence Agency (Langley, VA), 2003-2004  
Federal Reserve Bank of San Francisco (San Francisco, CA), 2003  
Japan External Trade Organization (New York, NY), 2002  
Nomura Securities (New York, NY), 2001  
Sanwa Bank (Tokyo, Japan), 2000  
Nokia (Burlington, MA), 1999  
Zefer (Boston, MA), 1999  
The Motley Fool (Alexandria, VA), 1998