

Atilla Onuklu

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EDUCATION

- Exp. June, 2021** TEMPLE UNIVERSITY Philadelphia, PA, USA
Fox School of Business, Strategic Management Department
Ph.D. Candidate in International Business & Strategic Management
- Research interests: Innovation, institutions, international connectivity, exporting, trade finance, blockchain, GVCs
 - Advisor: Prof. Ram Mudambi
- May, 2012** MICHIGAN STATE UNIVERSITY East Lansing, MI, USA
The Eli Broad Graduate School of Management
Master of Business Administration, Finance and Corporate Accounting
- Focus Areas: Financial statement analysis, firm valuation, managerial accounting, cost accounting
- June, 2001** MIDDLE EAST TECHNICAL UNIVERSITY Ankara, TURKEY
Bachelor of Science in International Relations
- Focus Areas: European Union, financial accounting, taxation, budgeting, tax law, public finance

PUBLICATIONS

- Onuklu, A., Hill, TL., Darendeli, I., Genc, O., (Forthcoming) "Poison or Antidote: How Subnational Informal Institutions Exacerbate and Ameliorate Institutional Voids" *Journal of International Management*.
- Onuklu, A., Mudambi, R., Darendeli, I. (2020), "Regulative Distance, International Connectivity and Innovation Systems: Turkey's links to the EU". *Competitiveness Review: An International Business Journal*
- Onuklu, A. (2019), "Research on Blockchain: A Descriptive Survey of the Literature", Choi, J. and Ozkan, B. (Ed.) *Disruptive Innovation in Business and Finance in the Digital World (International Finance Review, Vol. 20)*, Emerald Publishing Limited, pp. 131-148.

PAPERS UNDER DEVELOPMENT

- Onuklu, A., Mudambi, R., Hill, TL & Darendeli, I., "Regulative Distance and Diversity in International Innovation Teams"
- Onuklu, A., Mudambi, R. & Moreira, S., "Upgrading in Global Value Chains: A Dynamic Analysis"
- Onuklu, A. & Dhanaraj, C., "Blockchains in International Business"
- Onuklu, A. & Dhanaraj, C., "Impact of Blockchain Governance on Trust-Control Nexus in Inter-Organizational Relationships"

TEACHING EXPERIENCE

- **IB 3101 Fundamentals of International Business** (undergraduate capstone IB course). Taught the course in Spring, 2020. Instructor of record (*facilitated transition from face-to-face to online teaching due to COVID-19*)
- **SGM 5501/IB 5590 International Management** (graduate level course). Worked as TA to Prof. Charles Dhanaraj in Fall 2018.
- **International Business Pedagogy Workshop** at Georgia State University (2017, 2018). Thematic Track: International Business. (Certificate of Completion)
- **Fox PhD Teaching Academy Workshop** (Certificate of Completion)
- **Fox Online Teaching Workshop** (Certificate of Completion)

CONFERENCE PRESENTATIONS

- Onuklu, A. (2019, June). Regulative Distance and International Connectivity in Innovation: A Case of Turkey & The European Union. Paper presented at 2019 AIB Annual Meeting, Copenhagen, Denmark.
- Onuklu, A. (2018, June). Bridges Across Institutional Voids: Role of Subnational Informal Institutions in Emerging Economy SME Export. Paper presented at 2018 AIB Annual Meeting, Minneapolis, MN.
- Onuklu, A. (2018, October). Regulative Distance and International Connectivity in Innovation: A Case of Turkey & The European Union. Paper presented at 2018 AIB North East Conference, Philadelphia, PA.
- Onuklu, A. (2018, October). Regulative Distance and International Connectivity in Innovation: A Case of Turkey & The European Union. Paper presented at 2018 IBEGIN Conference, Philadelphia, PA.

- Onuklu, A. (2017, October). Bridges Across Institutional Voids: Role of Subnational Informal Institutions in Emerging Economy SME Export. Paper presented at 2017 AIB North East Conference, Philadelphia, PA.

AD HOC REVIEWER FOR JOURNALS & CONFERENCES

- **Journals:** Journal of International Management (2018: 2 reviews)
- **Books:** International Finance Review (2019: 2 reviews)
- **Conferences:** AIB Annual Meeting (2019: 2 revs.); Engaged Management Scholarship (2018: 1 rev.); ICIS Conf. (2019: 1 rev.)

AWARDS & CERTIFICATES

- Recipient of "D.& J. Rajan Award in International Business", Fox School of Business (Fall 2020)
- CIBER Research Fellowship, Fox School of Business (Summer 2017 and Summer 2018)
- Holds Blockchain Academy Certification for completing "Blockchain Foundations" (December 2018)

PROFESSIONAL EXPERIENCE

- 2006 – 2016** **EXIMBANK** **Ankara, TURKEY**
Senior Associate
- Facilitated export credit operations of hundreds of large and SME exporters starting from the beginning of due diligence to the final payback
 - Participated in operations of export assistance from the World Bank Group and European Investment Bank
 - Analyzed financial statements of exporters and corresponding industry structure; prepared and presented approximately 300 financial analysis reports to the Credit Board
 - Initiated use of software in report preparation process, doubled speed of report generation, introduced and performed new and more comprehensible analysis report format
- Summer, 2011** **SEARS HOLDINGS CORPORATION** **Hoffman Estates, IL, USA**
Intern
- Developed program rewarding social media content created by customers generating \$11M net profit
 - Conducted detailed industry research to understand market trends and specified target customer segment for social media reward project
 - Designed reward tables and performed financial analysis on impact of project on company P&L by applying scenario analysis
- 2004 – 2006** **ANADOLU LIFE INSURANCE AND PRIVATE PENSION CORP.** **Istanbul, TURKEY**
Internal Auditor
- Audited branches, and departments of headquarters, and analyzed compliance of firm's transactions with related laws and regulations, prepared and presented audit reports to Board of Executives
 - Investigated performance and efficiency of marketing channels, initiated elimination of two inefficient products after cost-benefit analysis
 - Took part in investigations about personnel's unlawful acts and documented two fraud cases resulting in cancellation of employee contracts
- 2003 – 2004** **MINISTRY OF FINANCE** **Izmir, TURKEY**
Revenue Associate
- Undertook tax inquisition in several industries and eliminated loss in tax collection
 - Investigated and prepared pre-investigation documents for 90 firms, resulting in increased tax collection and tax fines for some companies

ACTIVITIES & CULTURAL COMPETENCIES

- Professional affiliation:
 Member: Academy of Management (AOM) IM & STR Divisions; Academy of International Business (AIB); IBEGIN Research Group
- Bilingual: Fluent in English; Native in Turkish
- Enjoys spending time in nature; running & hiking; cooking and playing clarinet