

Alexander Berman

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Research Interests: Entrepreneurship; Innovation; Strategy, International Business
Professional Background: Vice President at Goldman Sachs; Director at Barings; Founder of BAIS

EDUCATION

Temple University, Fox School of Business

Ph.D. Candidate in International Business & Strategic Management Expected: May 2020

- All-But-Dissertation: Defended the Dissertation Proposal in 2019; Expect to Defend Dissertation in May 2020. Dissertation Title: “*Linguistic, National, and Institutional Perspectives on Entrepreneurship and Innovation*”. Dissertation Committee: Ram Mudambi (Chair); Jongmoo Jay Choi; Amir Shoham

Boston University Graduate School of Management, Boston, MA

Master’s in Business Administration, concentration in Finance May 2014

- GPA 3.89 High Honors, Recipient of the LEAD Fellowship award

Cornell University, Ithaca, NY

Bachelor in Applied Economics and Business Management January 2002

- GPA 3.61. Cum Laude. Varsity member of the wrestling team
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PAPERS UNDER REVIEW AT PEER-REVIEWED JOURNALS

- Berman, A., Mudambi, R., & Shoham, A. “Linguistic Structures and Innovation: A Behavioral Approach”. Under Review: *Journal of International Business Studies* (R&R: First Round). Accepted at five conferences (SMS; AOM; AIB; AIBNE; IBEGIN)
 - Berman, A., Marino, A., & Mudambi, R. “The global connectivity of regional innovation systems in Italy: A core-periphery perspective”. Under Review: *Regional Studies* (R&R: Second Round / Minor Revisions). Accepted at two conference (AOM; AIB)
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PUBLICATIONS IN PRACTICE-ORIENTED JOURNALS

- Berman, A., Mudambi, R., & Shoham, A. (2017) “Language Structure and its Effects on Innovation”, *AIB Insights*, 17(4), 14-17. Prior to publication accepted at two conferences (AIBNE; DRUID)
 - Mudambi, R., & Berman, A. (2016) “Why 2016 Will be the Year of the Deal”, *Philadelphia Business Journal*, 26/2/2016, pp: 18-32
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PAPERS UNDER DEVELOPMENT

- Berman, A., & Mudambi, R. “External Determinants of Entrepreneurship in the Registered Investment Advisory Industry”. Target Journal: *Strategic Management Journal*. Extended proposal is accepted at one conference (SMS)
 - Berman, A., Choi, J. J., & Mudambi, R. “Legal and Governance Institutions as Determinants of Global Entrepreneurial Outcomes” Target Journal: *Journal of International Business Studies*. Extended proposal is accepted at two conferences (AIBNE; IBEGIN)
 - Bazel-Shoham, O., Berman, A., Bullough, A., Mudambi, R., & Shoham, A. “The Impact of Gender on International Business: An Integrative Review”. Target Journal: *Journal of International Business Studies* (Proposal for a Special issue was submitted in June 2019)
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TEACHING EXPERIENCE

- **BA4101 Global Business Policies** (undergraduate capstone strategy course). Taught the course in 2018. Instructor of record. Average Student Feedback Rating Score (SFF): 4.8 out of 5.0. The score for the key instructor evaluation question (i.e. “The instructor taught this course well”) is 4.9 out of 5.0. This compares to the 4.3 averages for the department and 4.2 average for the business school
- **IB3101 Fundamentals of International Business** (undergraduate capstone IB course). Taught several course sessions during 2017 and 2018 as a substitute lecturer
- **BA5001 Global Business Policies** (MBA course). Taught a session in 2017 as a substitute lecturer
- **2018 International Business Pedagogy Workshop** at Georgia State University. Thematic Track: International Entrepreneurships. (Certificate of Completion)
- **2016 Pedagogy and Faculty Development Workshop** at Georgia State University. Thematic Track: International Business. (Certificate of Completion)
- **Fox PhD Teaching Academy Workshop** (Certificate of Completion)
- **Fox Online Teaching Workshop** (Certificate of Completion)

CONFERENCE PRESENTATIONS

- **AOM Annual Conference in Boston** (2019): Presented Paper #1: “The global connectivity of regional innovation systems in Italy: A core-periphery perspective”. Presented Paper #2: “Linguistic Structures and Innovation: A Behavioral Approach”
- **AIB Annual Conference in Copenhagen** (2019): Presented Paper #1: “The Evolution of the Innovation Connectivity of Italian Industrial Districts”. Presented Paper #2: “Linguistic Structures and Innovation: A Behavioral Approach”
- **SMS Annual Conference in Paris** (2018): Presented Paper: “External Determinants of Entrepreneurship in the Registered Investment Advisory Industry”
- **AIB Northeast Conference in Philadelphia** (2018): Presented Paper: “Legal and Governance Institutions as Determinants of Global Entrepreneurial Outcomes”
- **IBEGIN Conference in Philadelphia** (2018): Presented Paper: “Legal and Governance Institutions as Determinants of Global Entrepreneurial Outcomes”
- **SMS Conference in Banff** (2017; Chair of the “Cognitive Perspectives on Innovation” session). Presented Paper: “Linguistic Structures and Innovation: A Behavioral Approach”
- **AIB Northeast Conference in Philadelphia** (2017): Presented Paper: “Linguistic Structures and Innovation: A Behavioral Approach”
- **IBEGIN Conference in Venice** (2017): Presented Paper: “Linguistic Structures and Innovation: A Behavioral Approach”
- **DRUID Academy Conference in Odense** (2017): Presented Paper: “Language Structure and its Effects on Innovation”
- **AIB Northeast Conference in Philadelphia** (2016): Presented Paper: “Language Structure and its Effects on Innovation”

AD HOC REVIEWER FOR JOURNALS & CONFERENCES

- **Journals:** Journal of Economics and Business (2018: two reviews); Journal of International Management (2018: two reviews; 2019: one review)
- **Conferences:** AOM Annual Conference (2019: four reviews); AIB Annual Conference (2019: three reviews); EMS Conference (2018: one review); AIB Northeast Conference (2018: one review); DRUID

Academy Conference (2017: one review); SMS Banff Conference (2017: five reviews); AIB Northeast Conference (2016: two reviews)

AWARDS & GRANTS

- Temple University Presidential Fellowship (PhD Program)
- Second prize winner in the 2016 annual school-wide PhD program research competition (first-year research proposal)
- Recipient of the CIBER International Business Research Award/Grant (2016-2017)
- Recipient of the Young Scholars Interdisciplinary Forum Award/Grant (2016-2017)
- Recipient of the “Overall High Pass” marking in the annual student evaluation of years 1, 2 and 3 of the PhD program (included performance-based monetary awards)
- CIBER Research Fellowship (Summer 2017 and Summer 2018)
- Recipient of the Rajan Scholarship Award for research in International Business (2018-2019)

PROFESSIONAL EXPERIENCE

BAIS Enterprise LLC, Staten Island, NY 2014 - Present
Managing Director

- Founded BAIS in 2014. The firm is free cash flow positive every year since 2015; Design and manage custom-tailored investment portfolios on behalf of the firm's clients; Provide financial planning and estate management services to high net worth families

The Goldman Sachs Group, Inc. (Asset Management division), New York, NY 2010 to 2012
Vice President

- Senior analyst and a member of the High Yield portfolio management team
- Industry experience included covering metals and mining, paper, commercial services, homebuilding, and building materials sectors
- Led the effort to identify opportunities in the convertible securities market

Barings LLC (former Babson Capital Management LLC), New York, NY 2002 to 2010
Director

- Hired as an analyst in 2002; promoted to Associate Director in 2005; promoted to Director in 2009
High Yield Corporate Bond Group (~50% of work time commitment):
- Industry experience included covering gaming, lodging, leisure, technology, homebuilding, building materials, general manufacturing, telecommunication, and airline sectors
Convertible Arbitrage Fund / Multi-strategy Hedge Fund / Global Macro Hedge Fund (~40% of work time commitment):
- Member of the portfolio management team with a focus on convertible bond long-only and arbitrage strategies, as well as the long/short positions in global equities
Israeli Private Equity, Mezzanine, Venture Capital, and Turnaround Funds (~10% work time commitment):
- Maintained full coverage of the company's investments into Israeli Private Equity, Mezzanine, Turnaround, and Venture Capital Funds. Represented the company as the member of the 6-seat Board of Directors of one of the best performing money management firms in Israel

ACTIVITIES & CULTURAL COMPETENCIES

- Trilingual: Fluent in Russian and English, proficient in Hebrew
- Wrestling: 2-time collegiate All-American, 3-time World Championship participant
- Other: Beta Gamma Sigma Honor Society. Accomplished guitarist
- Citizenship: U.S.A.