

BRIAN KELLEHER RICHTER

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ACADEMIC APPOINTMENT

Richard Ivey School of Business, University of Western Ontario

Assistant Professor of Business, Economics, and Public Policy; July 2010 - present

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

“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*]

“Profiting from Environmental Regulatory Uncertainty: Integrated Strategies for Competitive
Advantage” (with Adam Fremeth). 2011. *California Management Review* Vol 54., Issue 1, p. 145-165.

“Why Not Adopt Better Institutions?” (with Jeffrey F. Timmons)
Accepted at Oxford Development Studies

Working Papers (Active)

“‘Good’ and ‘Evil’: The Relationship between Corporate Social Responsibility
and Corporate Political Activity” *Revising*

“The Role Political Connections Play in Access to Finance: Evidence from Cross-Listing” *Revising*

Work In Progress (Development Stage)

“Political Contributions by Corporate Executives”
(with Adam Fremeth and Brandon Schaufele)

“Gaining Access to Decision Makers” (with Sebastian Köhler)

“Lobbyists as Middlemen” (with Krislert Samphantharak and Jeffrey F. Timmons)

“Organizing Firms’ Lobbying Activities”

“Lobbying and Procurement: Evidence from a Natural Experiment” (with Jeffrey F. Timmons)

“The Varieties of Corporate Political Influence”

“Which Firms Lobby: Theory and Evidence” (with Krislert Samphantharak and Jeffrey F. Timmons)

Working Papers (Dormant)

“Time and the Deep Determinants: Tortoise or Hare?” (with Jeffrey F. Timmons)

“Asymmetric Firm-level Consequences of International Equity Market Liberalization”

CONFERENCES/INVITED PRESENTATIONS

2012

American Economic Association (Chicago, IL; Panel Presenter) (Jan ’12)

2011

6th 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)

4th Annual Research Conference Alliance for Research on Corporate Sustainability (ARCS) (Wharton
School, University of Pennsylvania, Philadelphia, PA; Presenter) (May ’11)

11th 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)

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 (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 Association (APSA) Annual Meeting (Boston, MA; Panel Presenter) (Aug '08) [Awarded Registration Fee Waiver from APSA]
UCLA Anderson Global Economics & Management Area Workshop (Presenter) (June '08)
Midwest Political Science Association (MPSA) Conference (Chicago, IL; Panel Presenter, Discussant) (Apr '08) [Awarded Registration Fee Waiver from MPSA]
UCLA Interdisciplinary Political Economy Workshop (Presenter) (Feb '08)

TEACHING

Primary Instructor

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

Global Macroeconomics for Managers (Honor's BA Level, Core); Winters 2011 & 2012 (3 Sections)

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

Corporate Finance (Master's Level, International Management Core); Fall 2007

Teaching Assistant

At UCLA's Anderson School of Management

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

Prof. Romain Wacziarg; Winter 2010

Advanced Corporate Strategy: Managing the Non-Market (Political & Legal) Environment (MBA & Fully-Employed MBA Elective); Prof. John deFigueredo; Spring 2008 & Fall 2009 (2 Sections)

Managing in the Global Economy: Macroeconomics & Forecasting (Executive MBA Core);

Prof. Ed Leamer; Spring 2007, Spring 2008, and Spring 2009

Managerial Economics (Fully-Employed MBA Core);

Prof. Nico Voigtländer; Winter 2009 (2 Sections)

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

Finance (Master's Core), Prof. Alex Kane; Spring 2003 and Spring 2004

FELLOWSHIPS/AWARDS

Anderson 5th Year Doctoral Student Fellowship, UCLA, 2010

Harold and Pauline Price Center for Entrepreneurial Studies Research Grant, 2009-2010

Center for International Business Education and Research (CIBER)

Doctoral Research Grant, 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

SERVICE

Referee

For Academic Journals: *American Journal of Political Science* (5x), *Comparative Political Studies*, *European Economic Review*, *European Journal of Finance*, *Journal of Business Ethics*, *Journal of International Business Studies*, *Organization Science*

For Academic Conference Papers: Academy of Management Annual Meetings – Social Issues in Management Division (3x); York University, Schulich School's "Law, Ethics, and Finance" Conference (2x)

For Grant Applications: Social Sciences and Humanities Research Council of Canada (SSHRC)

Miscellaneous Service

Organizer, Weekly Non-Market Strategy Reading Group at Ivey, 2010-present

L.L.M. Thesis Examiner, University of Western Ontario Law School (Aug '11)

Judge, Ivey High School Case Competition, Winter 2011

Media Interviews

Globe & Mail Newspaper (2x), *Listed* Magazine, Reuters

Committee Membership

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

UCLA Academic Senate Intercollegiate Athletics Committee, 2006 – 2008

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

AFFILIATIONS/MEMBERSHIPS (AT VARIOUS TIMES)

American Economic Association (AEA); American Political Science Association (APSA); Academy of Management (AOM); International Political Economy Society (IPES); Chartered Financial Analyst Candidate, Passed Level I Exam

PERSONAL/OTHER

US Citizen, Canadian Work Permit

Married to Elizabeth Vardin Newman