

# Greg Distelhorst

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## CURRENT POSITIONS

*Mitsubishi Career Development Professor in International Management* 2016-  
Assistant Professor of Global Economics and Management  
Massachusetts Institute of Technology  
Sloan School of Management (on leave, 2018-2019)

Assistant Professor 2018-  
University of Toronto  
Centre for Industrial Relations and Human Resources  
Rotman School of Management, Strategic Management Area

## PREVIOUS POSITIONS

Associate Professor (tenure-track) of International Business 2015-2016  
University of Oxford  
Saïd Business School

Postdoctoral Fellow 2013-2015  
University of Toronto  
Rotman School of Management

Predocctoral Fellow 2012-2013  
Stanford University  
Center on Democracy, Development and Rule of Law

## EDUCATION

Ph.D., Political Science, Massachusetts Institute of Technology 2013

B.A., Cognitive Science, *Magna Cum Laude*, Yale University 2003

## PEER-REVIEWED PUBLICATIONS

[9] Amengual, M., G. Distelhorst, and D. Tobin. Forthcoming. “Global Purchasing as Labor Regulation: The Missing Middle.” *Industrial and Labor Relations Review*.

[8] Distelhorst, G. and D. Fu. Forthcoming. “Performing Authoritarian Citizenship: Public Transcripts in China.” *Perspectives on Politics*.

○ Media: *The Economist*, <https://goo.gl/VuLM2a>

[7] Distelhorst, G. and R.M. Locke. 2018. “Does Compliance Pay? Social Standards and Firm-level Trade.” *American Journal of Political Science* 62(3): 695-711.

○ **2018 Dorothy Day Award for Outstanding Labor Research, APSA**

- [6] Distelhorst, G., J. Hainmueller, and R.M. Locke. 2017. “Does Lean Improve Labor Standards? Management and Social Performance in the Nike Supply Chain.” *Management Science* 63(3): 707–728.
  - Media: *Harvard Business Review*, <https://goo.gl/NjlZUb>. *Insights by Stanford Business*, <https://goo.gl/Dpnat8>
- [5] Distelhorst, G. 2017. “The Power of Empty Promises: Quasidemocratic Institutions and Activism in China.” *Comparative Political Studies* 50(4): 464-498.
  - Media: *Boston Review*, <https://goo.gl/jQLbJZ>
- [4] Distelhorst, G., and Y. Hou. 2017. “Constituency Service Under Nondemocratic Rule: Evidence from China.” *The Journal of Politics* 79(3): 1024-1040.
- [3] Fu, D. and G. Distelhorst. 2017. “Grassroots Participation and Repression Under Hu Jintao and Xi Jinping.” *The China Journal*, 79: 100-122.
  - Media: *Reuters*, <https://goo.gl/qqUAey>
- [2] Distelhorst, G., R.M. Locke, T. Pal, and H. Samel. 2015. “Production Goes Global, Compliance Stays Local: Private Regulation in Global Electronics.” *Regulation & Governance* 9(3): 224-242.
- [1] Distelhorst, G. and Y. Hou. 2014. “Ingroup Bias in Official Behavior: A National Field Experiment in China.” *Quarterly Journal of Political Science* 9: 203–230.

## WORK IN PROGRESS

Amengual, M. and G. Distelhorst. “Importers as Sweatshop Regulators?”

Boittin, M., G. Distelhorst, and F. Fukuyama. “Reassessing the Quality of Government in China.” MIT Sloan Research Paper No. 5181-16.

- Media: *Marginal Revolution*, <https://goo.gl/w5FgDA>

Boittin, M. and G. Distelhorst. “The Political Beliefs of Chinese Officials.”

Distelhorst, G. and A. McGahan. “Becoming Part of the Solution: How Exporters from Emerging Markets Shift Toward Socially Responsible Employment.”

- **2018 People’s Choice Award, ARCS**
- **2018 Best Conference Paper Finalist, Society for Business Ethics**

Distelhorst, G., J. Stroehle, and D. Yang. “Certified for Success? Social Responsibility Certifications in China”

## INVITED PRESENTATIONS

<b>University of British Columbia</b> , Allard School of Law	2019
<b>Harvard University</b> , SHINE Summit	2018
<b>Stanford GSB</b> , Responsible Supply Chains Conference	2018
<b>Stanford University</b> , State of the Field in Chinese Politics Conference	2018
<b>University of Michigan</b> , Lieberthal-Rogel Center for Chinese Studies	2018
<b>University of Pennsylvania</b> , Center for the Study of Contemp. China	2018
<b>Copenhagen Business School</b>	2018
<b>ESADE</b> , Business and Society Seminar	2018
<b>Free University of Berlin</b> , Institute of China Studies	2018
<b>University of Göttingen</b> , Centre for Modern East Asian Studies	2018
<b>University of Vienna</b> , Department of East Asian Studies	2018
<b>Brown University &amp; Zhejiang University</b> , State Capacity Workshop	2017
<b>Harvard University</b> , Workshop on Chinese Politics	2017
<b>National Sun Yat-Sen University</b> , Conference on Xi Jinping's China	2017
<b>Brown University</b> , Nike Inc Workshop	2017
<b>Notre Dame</b> , Citizens and the State in Authoritarian Regimes	2017
<b>Shanghai Jiaotong University</b> , Empirical Study of China Workshop	2017
<b>Manchester University</b> , Global Production Networks Workshop	2016
<b>MIT Sloan School</b> , IWER Seminar	2016
<b>Stanford University</b> , CDDRL Seminar	2016
<b>University of Edinburgh</b> , Strategy Seminar	2016
<b>University of Toronto</b> , Centre for Industrial Relations and HR	2016
<b>Brown University</b> , Seminar on Comparative Gilded Ages	2015
<b>The New School</b> , Milano School of International Affairs	2015
<b>Wharton School</b> , Multinational Management Seminar	2015
<b>University of Oxford</b> , Saïd Business School	2015
<b>Duke University</b> , New Faces in China Studies Conference	2013
<b>UC-San Diego</b> , China Research Workshop	2013
<b>Stanford-Berkeley</b> , China Social Science Workshop	2013

## CONFERENCES and WORKSHOPS

Association for Asian Studies	2019,17...
International Political Economy Society	2018
Alliance for Research on Corporate Sustainability	2018,17
Society for Business Ethics	2018
Labor and Employment Relations Association	2018,17...
American Political Science Association	2018,17...
ComplianceNet Annual Meeting	2018
Canadian Industrial Relations Association	2017
International Political Economy Society, Virtual Workshop	2017
Association of Chinese Political Studies	2016
Society for the Advancement of Socio-Economics	2012, 11

## RESEARCH GROUPS and CONSULTING

New Conversations Project, Cornell ILR School, Co-investigator	2017-present
The Governance Project, Stanford University, Co-investigator	2012-present
International Labour Organization, Bureau for Employers' Activities	2015
Ford Foundation Beijing Office, Consultant	2011, 12
Researcher, Philip P. Pan, The Washington Post ( <i>Out of Mao's Shadow</i> )	2005-06
Researcher, Ching Kwan Lee, UCLA Sociology ( <i>Against the Law</i> )	2003

## AWARDS and FELLOWSHIPS

American Political Science Association, Dorothy Day Award	2018
Alliance for Research on Corp. Sustainability, People's Choice Award	2018
Society for Business Ethics, Best Conference Paper Finalist	2018
MIT Sloan Junior Faculty Research Assistance Program	2017
LERA Competitive Papers Selection (declined)	2017
Stanford University, Freeman Spogli Institute, Predoctoral Fellowship	2012-13
NSF Doctoral Dissertation Research Improvement Grant	2011
MIT MISTI Greater China Fund for Innovation	2011
National Security Education Program Boren Fellowship	2010
Fulbright U.S. Student Award	2009
Carroll L. Wilson Award, MIT	2007
NSF IGERT Fellowship	2007
Yale-China Association, Mainland China English Teaching Fellowship	2003

## TEACHING

### Lead instructor

Data Analytics and Metrics (MA), University of Toronto	2019
Global Strategy (Executive MBA), MIT Sloan School of Management	2016-18
o 2018 overall instructor rating: 6.4 of 7	
Global Strategy (MBA), University of Oxford, Saïd Business School	2016
o Ranked 2 <sup>nd</sup> of 21 course offerings in winter 2016 student evaluations	

### Contributing instructor

Strategies for Sustainable Business, MIT (w. Jason Jay & John Sterman)	2017-18
Global Markets, MIT (w. Simon Johnson)	2016-17
Leadership and Integrative Management, MIT (EMBA core teaching team)	2016-17
Action Learning Mentor, MIT: GO-Lab (global), S-Lab (sustainability)	2016-18

## SERVICE

### Reviewer - Political Science

*American Journal of Political Science, American Political Science Review, Asian Studies Review, British Journal of Political Science, Canadian Journal of Political Science, China: An International Journal, The China Quarterly, Comparative Political Studies, Comparative Politics, Governance, International Political Science Review, The Journal of Politics, Oxford University Press, Political Research Quarterly, Regulation & Governance.*

(Service, cont'd)

### **Reviewer - Management**

*British Journal of Industrial Relations, Business Ethics: A European Review, Human Relations, Industrial and Labor Relations Review, Management Science, Organization Science, Proceedings of the National Academy of Sciences, Strategic Management Journal, Strategic Management Society.*

### **University service**

University of Toronto CIRHR Work-in-progress Seminar, Founder	2018-
University of Toronto CIRHR Junior Faculty Hiring Committee	2018
University of Toronto CIRHR International Liaison	2018-2020
MIT Sloan China Seminar, Co-founder and organizer	2017-
MIT Distinguished Fellowships Committee	2016-18
MIT Carroll L. Wilson Award Committee	2009-

### **Other service**

ARCS Annual Meeting Doctoral Colloquium, Co-organizer	2018
International Institute of Boston, Workforce Development Volunteer	2009, 12
Yale-China Association, Yali School, Changsha, China	2004-05
Yale College Opera Company, Producer and Director of Operations	2001-02
Student Conservation Association, Ouachita National Forest, Arkansas	1999

### **MEDIA ENGAGEMENT**

*Foreign Policy* - Closing the Factory Doors

*Harvard Business Review* - Can Lean Manufacturing Put an End to Sweatshops?

*The Guardian* - Cambridge University Press Accused of Selling Its Soul Over Chinese Censorship.

*The Financial Times* - Cambridge University Press makes U-turn on China censorship.

*The Wall Street Journal* - Cambridge University Press to Restore Hundreds of Articles on Chinese Website.

*The Washington Post* - In reversal, Cambridge University Press restores articles after China censorship row.

*CNN* - World's oldest publisher reverses 'shameful' China censorship.

### **SKILLS**

Languages—Mandarin Chinese (fluent), Spanish (basic).

Programming—Perl, R, Stata, and Visual Basic.

Recreation—running, wildlife, dance, baseball.