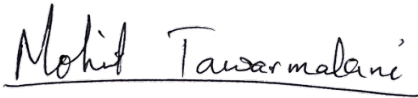


To: Patrick Wolfe, Provost and Executive Vice President for Academic Affairs and Diversity
Re: Tenure Request- Prof. Jeffery Reuer
Date: September 5, 2023

This memo is to formally request your approval to hire Jeffery Reuer as a Tenured Professor in the Daniels School of Business Management Department. Dr. Reuer will serve as the Blake Family Endowed Chair in Strategic Management & Governance. The appointment would be effective August 12, 2024 at a starting salary of \$455,000.00.

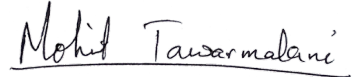
Senior faculty from the Primary and Area Committees unanimously voted 19-0 and 9-0 to accept Jeffery Reuer as Full Professor with tenure. In addition, the school's Committee of Named and Distinguished Professors has voted unanimously 11-0 to recommend that Dr. Reuer hold the Blake Family Endowed Chair in Strategic Management & Governance.

Sincerely,



Mohit Tawarmalani
Academic Director, Krenicki Center for Business Analytics & Machine Learning
Allison and Nancy Schleicher Chair and Professor of Management

To: Patrick Wolfe, Provost and Executive Vice President for Academic Affairs and Diversity
From: Mohit Tawarmalani, Allison and Nancy Schleicher Chair and Professor of Management
Re: Prof. Jeffery Reuer for a named professorship at Krannert
Date: September 5, 2023



The Management Department in the Daniels School of Business has recently extended an offer at the Full Professor level to Dr. Jeffery Reuer, currently at University of Colorado. That was supported by unanimous votes of 19-0 and 9-0 in the Primary and Area Committees. In addition, the school's Committee of Named and Distinguished Professors has voted unanimously 11-0 to recommend that Dr. Reuer hold the Blake Family Endowed Chair in Strategic Management & Governance.

I strongly concur with this vote, and ask that Dr. Reuer be approved in the position. Dr. Reuer is currently the Guggenheim Endowed Chair and Professor of Strategy and Entrepreneurship at University of Colorado. He was recently recognized as a Top 100 scholar cited in strategic management textbooks where he was ranked 33 out of 6326 authors. He has contributed extensively to acquisitions, alliance governance and design, information economics, and real options theory. He is widely acknowledged as a leading scholar in strategic management. For example, Professor Riitta Katila (Stanford University) considers him to be a prolific and highly accomplished researcher, Professor Margarethe Wiersema (UC Irvine) finds his research contributions and continued productivity unparalleled, and Professor Kathryn R. Harrigan (Columbia University) finds his reach in academic community extensive. An accomplished scholar, an award-winning teacher, and widely recognized for his service and mentorship, Jeff plans to join us in Fall 2024.

Besides his contributions to the area, Jeff has launched the Strategic Management Review journal that engages scholars with a board of senior executives and consultants. Recently, for AI startups, he has considered relative benefits of acquisition versus alliances and argued that co-creation of value would be an important reason for acquisition. Similarly, he has used frictions in labor markets to explain why firms might enter R&D collaborations instead of building capability by hiring. He has also extensively studied corporate governance and how it relates to alliance governance and made key contributions to alliance design. Jeff has shown that with information asymmetry there is a preference towards partnerships over acquisitions. In summary, Jeff is a renowned scholar in strategic management. The review committee at Daniels School of Business especially appreciated his approach to defining and pursuing questions, collection of micro-data, and his extensive collaborations with PhD students and junior scholars.

Professor Jeffrey Reuer has held the named position at Purdue University from 2008-2015. In summary, the committees at the Daniels School of Business were unanimous in their approval of

his case. I fully support his nomination for tenured full professor with a named position of Blake Family Endowed Chair in Strategic Management and Governance.

Approved:

 09/11/2024

Patrick Wolfe

date

Provost and Executive Vice President for Academic Affairs and Diversity

 9.16.24

Mung Chiang
President

date