

Gopinath, C. (Associate Professor)

Refereed Journal Articles

Journal Article, Academic Journal

- Gopinath, C., Ricard, A. (2013). Executives' attitudes to globalisation. *International Journal of Business and Globalisation*.
- Parthasarathy, R., Gopinath, C. (2011). The competitive environment of the US domestic airline industry in 2010. *The CASE Journal*, 8(1).
- GOPINATH, C., Saleem, F. (2020). Effect of structuring on team behavior and learning. *Journal of Education for Business*, 95(6), 359-366.
<https://doi.org/10.1080/08832323.2019.1664373>
- Saleem, F., Zhang, Y., Gopinath, C., GOPINATH, C. (2020). Impact of Servant Leadership on Performance: The Mediating Role of Affective and Cognitive Trust. *Sage OPEN*(<https://doi.org/10.1177/2158244019900562>).
<https://journals.sagepub.com/doi/10.1177/2158244019900562>
- Gopinath, C., Choudhary, M. M. (2017). To pay or not to pay: Emotional and cognitive response to a bribe situation. *International Social Science Journal*, 66(219-220), 173-175.
<https://doi.org/10.1111/issj.12112>
- Saleem, F., Gopinath, C. (2015). Corporate social responsibility and customer behavior: A developing country perspective. *Lahore Journal of Business*, 4(1), 1-22.
<http://www.lahoreschoolofeconomics.edu.pk/Businessjournal/Lahorejournalofbusiness.aspx>
- Gopinath, C., Choudhury, M. M. (2015). Tazreen Fashions: Fixing responsibility in a global supply chain. *Emerald*, 11(1), 4-25.
- Saleem, F., Gopinath, C. (2014). Antecedents of environmental conscious purchase behaviors. *Middle-East Journal of Scientific Research*, 14(7), 979-986.
<http://www.idosi.org/mejsr/mejsr.htm>
- Saleem, F., Gopinath, C. (2014). Impact of institutional forces and availability of slack on corporate environmental behavior: Evidence from a developing country. *Pakistan Journal of Commerce and Social Sciences*, 8(2), 365-383. http://road.issn.org/issn/2309-8619-pakistan-journal-of-commerce-and-social-sciences-#.Vi59_PNdE3E
- Saleem, F., Gopinath, C. (2014). Impact of institutional forces and availability of slack on corporate environmental behavior: Evidence from a developing country. *Pakistan Journal of Commerce & Social Sciences*, 8(2), 365-383. <http://www.jespk.net/about.php>
- Gopinath, C., Prasad, A. (2013). Toward a critical framework for understanding MNE operations: Revisiting Coca Cola's exit from India. *Organization*, 20(2), 212-232.
- Ricard, A., Reynaud, E., Gopinath, C., Parthasarathy, R. (2012). International comparison of global perceptions. *International Business Research*, 5(7), 28-37. URL:
<http://dx.doi.org/10.5539/ibr.v5n7p28>
- Gopinath, C. (2012). A systems framework for globalisation. *International Journal of Business and Globalisation*, 8(3), 316-330.

- Ricard, A., Reynaud, E., Gopinath, C. Gros plan sur les jeunes managers francais pro-mondialisation. *Revue francaise de Gestion*, 38(226), 15-35.
- Gopinath, C., Surendra, L. (2009). Antrix Corporation Limited: A strategy for the global market. *Case Research Journal*, 28(3,4), 49-68.
- Gopinath, C. (2008). Private corruption: Recognition and justification. *Journal Of Business Ethics/ Springer*, 82, 747-754.
- Gopinath, C. (2005). Trusteeship as a moral foundation for business. *Business & Society Review*, 110(3), 331-344.
- Gopinath, C. (2004). Effects of criteria and multiple graders on case grading. *Journal of Education For Business*, 79(6), 317-322.
- Suresh, J., Gopinath, C. (2004). Encourage class participation using MICA method. *The ICAI Journal of Intellectual Property Rights*, 3(8), 24-34.
- Blodgett, M., Carlson, P., Sergenian, G., Gopinath, C. (2004). Introducing a multidisciplinary MBA curriculum: Evolution of a team based approach. *Journal of the Academy of Business Education*, 5, 78-87.
- Gopinath, C. (2004). Recognition of decline: Role of triggers. *Mid-American Journal of Business*, 20(1), 21-27.
- Gopinath, C. (2003). When acquisitions go awry: Pitfalls in executing corporate strategy. *Journal of Business Strategy*, 24(5), 22-26.
- Desiraju, R., Gopinath, C. (2001). Encouraging participation in case discussions: A comparison of the MICA and Harvard case methods. *Journal of Management Education*, 25(4), 394-408.
- Gopinath, C., Becker, T. E. (2000). Communication, procedural justice and employee attitudes: Relationships under condition of divestiture. *Journal Of Management*, 26(1), 63-83.
- Bancroft, D. R. E., Gopinath, C., Kovacs, A. M., Rejto, L. (1999). A new methodology for aggregating tables: Summarizing journal quality data. *Journal Of Business Venturing: Int'l. Entrepreneurship, New Bus. Devel. & Tech*, 14(3), 311-319.
- Gopinath, C. (1999). Alternatives to instructor assessment of student learning. *Journal of Education For Business*, 75(1), 10-14.
- Gopinath, C., Sawyer, J. (1999). Exploring the learning from an enterprise simulation. *Journal Of Management Development*, 18(5), 477-489.
- Gopinath, C. (1999). Investing in newly industrializing economies: Managerial lessons from the Enron controversy. *Long Range Planning*, 32(3), 344-351.
- Gopinath, C. (1998). Alternative approaches to indigenous management in India. *Management International Review*, 38(3), 257-275.
- Gopinath, C. (1995). Bank strategies toward firms in decline. *Journal Of Business Venturing: Int'l. Entrepreneurship, New Bus. Devel. & Tech*, 10(1), 75-92.

Gopinath, C. (1995). External influence on firms: An exploratory model of bank strategies. *Journal Of Business Research*, 34(2), 133-143.

Schroeder, D. M., Congden, S., Gopinath, C. (1995). Linking competitive strategy and manufacturing process technology. *Journal Of Management Studies*, 32(2), 163-189.

Gopinath, C., Hoffman, R. C. (1995). The relevance of strategy research: Academic and practitioner viewpoints. *Journal Of Management Studies*, 32(5), 575-594.

Gopinath, C., Siciliano, J., Murray, R. (1994). Changing role of the board of directors: In search of a new strategic identity? *Mid-Atlantic Journal Of Business*, 30(2), 175-185.

Hoffman, R. C., Gopinath, C. (1994). The importance of international business to the strategic agenda of US CEOs. *Journal Of International Business Studies*, 25(3), 625-637.

Gopinath, C. (1991). Turnaround: Recognizing decline and initiating intervention. *Long Range Planning*, 24(6), 96-101.

Schroeder, D. M., Gopinath, C., Congden, S. (1989). New technology and the small manufacturer: Panacea or plague. *Journal Of Small Business Management*, 27(3), 1-10.

Journal Article, In-House Journal

Gopinath, C. (1981). Business and government in India: An uneasy relationship. *Indian Management*, 20, 7-11.

Journal Article, Professional Journal

Gopinath, C. (in press). Project Management at Champaran: Revisiting Gandhi's satyagraha. *Vikalpa: The Journal for Decision Makers*. <https://journals.sagepub.com/home/vik>

Books

Book, Scholarly-New

Gopinath, C. (2009). *Strategize! Experiential exercises in strategic management*, 3 ed. Southwestern/ Cengage Learning.

Gopinath, C. (2003). *Managing in a globalized world. Reprinted 2005*. Hyderabad, India.: ICFAI Press.

Gopinath, C. (2003). *Strategize! (Chinese edition)*. Thomson SouthWestern.

Book, Textbook-Revised

GOPINATH, C. (2018). *Globalization: A multidisciplinary system*, 3e (3rd ed., pp. 260). Cheltenham: Edward Elgar. <https://www.e-elgar.com/shop/globalization>

Gopinath, C., Siciliano, J. (2014). *Strategize! Experiential exercises in strategic management* (4th ed., pp. 224). Mason, OH: Cengage. http://www.cengage.com/search/productOverview.do?Ntt=Gopinath||2556568948852447715820213271356194235&N=11&Ntk=all||P_EPI

Book Chapters

Book, Chapter in Scholarly Book-New

- Gopinath, C., Linneberg, M. S., Skawunshi, N., Young, S. L. (2010). NGOs, IGOs, government and sustainability. In Deborah E. de Lange (Ed.), *Research companion to green international management studies: A guide for future research, collaboration and review writing* (2010th ed., pp. 85-112). Northampton, MA: Edward Elgar.
- Gopinath, C. (2004). Management education in indigenous tongues. In K. Venkatasubramaniam (Ed.), *Issues in Higher Education v. II* (pp. 158-164). India: ICAI Press.
- Gopinath, C., Vasavada, N. (2003). Angels, venture capital and entrepreneurship. In Frank-Jurgen Richter and P. Banerjee (Eds.), *Knowledge Economy in India* (pp. 163-177). London: Palgrave/Macmillan.
- Gopinath, C. (2002). Managing the effects of divestiture and layoffs on employees. In P. Goett (Ed.), *2003 Handbook of Business Strategy*. New York: Thomson Media.
- Gopinath, C., Hoffman, R. C. (1995). A comment on the relevance on strategy research. In P. Shrivastava and C. Stubbart (Eds.), *Advances in Strategic Management* (pp. 93-110). Greenwich, CT: JAI Press.
- Hoffman, R. C., Gopinath, C. (1995). The top strategic issues facing CEOs. *1996 Handbook of Business Strategy* (pp. 65-70). New York: Faulkner and Gray.
- Gopinath, C. (1994). Coopting your banker as part of your turnaround strategy. In B. Voss and D. Willey (Eds.), *1995 Handbook of Business Strategy* (pp. 299-304). New York: Faulkner and Gray.
- Gopinath, C. (1990). Illuminating the blind spot: An agenda setting study examining linkages between operations technology and competitive strategy. In J. Ettlie, M. Burnstein and A. Fiegenbaum (Eds.), *Manufacturing Strategy: The research agenda for the next decade* (pp. 165-174). Boston: Kluwer Academic Publishers.

Other Intellectual Contributions

Instructor's Manual

- Gopinath, C., Siciliano, J. (2014). *Strategize! Experiential exercises in strategic management - Inst manual* (4ed. ed.). Mason, OH: Cengage. http://www.cengage.com/cgi-wadsworth/course_products_wp.pl?fid=M20bl&product_isbn_issn=9781133953371
- Gopinath, C. (2005). In J. Szilagyi (Ed.), *Instructor's manual for Strategize!* (pp. 162). Cincinnati: Thomson SouthWestern.

Regular Column in Journal or Newspaper

- Gopinath, C. (2013). Several titles. *The Hindu Business Line*. www.thehindubusinessline.com/opinion/columns/c-gopinath/

Written Case with Instructional Material

- Gopinath, C. (2009). Dubai Ports World. In Mike Peng (Ed.), *Global Business* (pp. 111-115). OH: Cengage Learning.

Conference Proceedings

Conference Proceeding

- Chelariu, C., Gopinath, C., Ko Jr, N. N. (2013). *Crisis in the supply chain: Lessons from a Toyota dealer's response*. Academy of International Business.
- Gopinath, C. (2005). *Exploring a decision to bribe*. Eastern Academy of Management International Meeting.
- Gopinath, C. (2001). *Sharpening strategy skills through experiential exercises*. Global Business and Technology Association Conference.
- Gopinath, C. (2000). *Enhancing learning through experiential methods in business courses*. Conference on Management Education and Development in Developing Nations.
- Siciliano, J., Gopinath, C. (1996). *The opportunities and difficulties of outcomes assessment in the strategic management course*. Eastern Academy of Management.
- Gopinath, C. (1994). *Understanding turnaround management*. Eastern Academy of Management.
- Gopinath, C. (1993). *Bank strategies towards failing clients*. Eastern Academy of Management.
- Hoffman, R. C., Gopinath, C. (1992). *International business: Is it a strategic concern of corporate America*. Academy of International Business North East.
- Gopinath, C. (1992). *Recognizing the severity of decline: Insights from crisis models*. Eastern Academy of Management.
- Gopinath, C. (1991). *The commercial bank as a source of early recognition of decline*. Eastern Academy of Management.
- Gopinath, C. (1990). *The role of directors in a failing firm: Strategic implications of recognition and response*. Eastern Academy of Management.
- Gopinath, C. (1989). *The critical phase in a business turnaround*. Eastern Academy of Management.

Presentations

- Gopinath, C., Elliot, Esi (Author Only), African Academy of Management Biennial Conference, "Experiential Exercises: Engaging students in learning by doing," African Academy of Management, Lagos, Nigeria. (January 11, 2020).
- Gopinath, C. (Presenter & Author), African Academy of Management Biennial Conference, "Gandhi's Approach to Management: The South African experience," African Academy of Management, Lagos, Nigeria. (January 9, 2020).
- Gopinath, C. (Presenter & Author), Saleem, Farida (Author Only), Constructing Our Students, Constructing Ourselves, Fall 2019 Conference, "The Effect of Structuring on Team Behavior and Learning," New England Faculty Development Consortium, Worcester, MA. (November 8, 2019).
- GOPINATH, C, "Research and Publication Process," Loyola Institute of Business Administration, Chennai, India. (July 30, 2019).

- GOPINATH, C (Presenter & Author), Saleem, Farida (Author Only), Academy of International Business, "Corporate environmentalism: Moderated mediation model," 1951, Copenhagen. (June 25, 2019).
- Saleem, Farida, Hayat, Saqib, GOPINATH, C., Eastern Academy of Management, "Foreign locals: Myth or reality," Eastern Academy of Management, Providence, RI. (May 5, 2018).
- GOPINATH, C, 13th. Knowledge Globalization Conference, "Social Business and SDGs: Need for structural facilitation," Knowledge Globalization Institute, Dhaka, Bangladesh. (February 24, 2018).
- Saleem, Farida (Author Only), Gopinath, C., Academy of International Business, "Impact of servant leadership on subordinate performance and citizenship behavior," Academy of International Business, Dubai, UAE. (July 2017).
- Gopinath, C (Presenter & Author), Saleem, Fareeda (Author Only), Eastern Academy of Management International, "Social Business: A viable business model?," Eastern Academy of Management. (June 19, 2017).
- Saleem, Farida (Presenter & Author), Gopinath, C. (Author Only), Eastern Academy of Management Annual Meeting, "Antecedents and outcomes of green behavioral intentions," Eastern Academy of Management, Baltimore, Maryland. (May 11, 2017).
- Saleem, Farida, Gopinath, C., Eastern Academy of Management, "Impact of servant leadership on followers' trust and behavior," New Haven, Connecticut. (2016).
- Saleem, Farida, Gopinath, C., Academy of International Business - NE, "Corporate social responsibility and consumer behavior: A developing country perspective," Boston. (October 24, 2015).
- Gopalakrishnan, Shanti (Presenter & Author), Gopinath, C. (Presenter & Author), Narayanan, V. (Presenter & Author), Bandera, Cesar (Presenter & Author), Kessler, Eric (Presenter & Author), Managing in a Global Economy, "New methods and techniques to enhance the classroom experience of old courses - at the intersection of 'old' and 'new'," Eastern Academy of Management - International, Lima, Peru. (June 2015).
- Gopinath, C. (Presenter & Author), Chowdhury, Muntakim M (Author Only), Managing in the Global Economy, "Exploring the emotional response to a bribe situation," Eastern Academy of Management-International, Lima, Peru. (June 2015).
- Gopinath, C., Chowdhury, Muntakim M, Knowledge Globalization Conference, "Exploring the emotional response to a bribe situation," Knowledge Globalization Institute/ Suffolk University, Shijiazhuang, China. (May 30, 2014).
- Saleem, Fareeda (Presenter & Author), Gopinath, C. (Author Only), Academy of Management Annual Meeting, "Stakeholders impact on corporate environmental strategies: Evidence from a developing country," Academy of Management, Orlando, FL. (August 12, 2013).
- Saleem, Farida (Presenter & Author), Gopinath, C. (Author Only), Eastern Academy of Management, "Antecedents of environmental conscious purchase behavior," Baltimore, MD. (May 9, 2013).
- Gopinath, C. (Presenter & Author), Eighth Knowledge Globalization Conference, "Social business: Governance issues with business models," KGI/ Suffolk University, Istanbul, Turkey. (May 9, 2013).

Gopinath, C., Bengaluru, Karnataka, India. (July 7, 2012).

Saleem, Farida, Gopinath, C. (Presenter & Author), Academy of International Business, "Impact of institutional forces and availability of slack on corporate environmental behavior: Evidence from a developing country," Washington DC, USA. (July 1, 2012).

Saleem, Farida (Presenter & Author), Gopinath, C., Academy of International Business, "Impact of Institutional Forces and Availability of Slack on Corporate Environmental Behaviour: Evidence from a Developing Country," Washington DC. (July 1, 2012).

Gopinath, C., Knowledge Globalization Conference, "Social Business and CSR," Suffolk/FLAME/Knowledge Globalization Institute, Pune, India. (January 7, 2012).

Gopinath, C., SRM University School of Management, Kattankollatur, Tamil Nadu, India. (December 29, 2011).

Saleem, Farida (Author Only), Gopinath, C. (Presenter & Author), Academy of International Business, "Corporate environmentalism: Evidence from Pakistan," Nagoya, Japan. (June 2011).

Gopinath, C., Chelariu, Cristian, Ko, Nai Nan, Academy of International Business, "Crisis in the supply chain: Lessons from Toyota dealer's response," Nagoya, Japan. (June 2011).

Gopinath, C., Parthasarathi, Rags (Presenter & Author), Eastern Academy of Management, "The competitive environment of the US domestic airline industry 2009-2010," Boston. (May 13, 2011).

Gopinath, C., Murphy, Christin, Ricard, Antonin, Suresh, Jayshree, Knowledge Globalization Conference, "Perceptions of globalization: Exploratory evidence from France and India," Knowledge Globalization Institute, Dhaka, Bangladesh. (2010).

Ricard, Antonin (Presenter & Author), Gopinath, C. (Presenter & Author), Reynaud, Emmanuelle (Author Only), Raviiochanan, P. (Author Only), Knowledge Globalization Conference 2010, "International comparison on global perceptions," Knowledge Globalization Institute, Boston. (November 2010).

Gopinath, C. (Presenter & Author), Prasad, Anshuman (Presenter & Author), Academy of Management, "Cutting to the core of corporate social responsibility: Approaches with a critical edge," Montreal. (July 2010).

Ricard, Antonin (Presenter & Author), Reynaud, Emanuelle (Author Only), Gopinath, C. (Author Only), IFSAM World Conference, "Que pensent les managers de la mondialization?," Paris, France. (July 2010).

Gopinath, C., Madras Management Association, Chennai, Tamil Nadu, India. (June 11, 2010).

Gopinath, C., "Globalization: A framework for analysis," KGlobalization, Boston, Massachusetts. (2009).

Gopinath, C., "A re-examination of the fizz from Coca-Cola's Indian experience," Academy of International Business, Milan, Italy. (2008).

- Gopinath, C., "A System View of Globalization," Faculty of Icfai Business School, Chennai and Bangalore, India. (August 2007).
- Gopinath, C., "Globalization: Taking a systems perspective," Eastern Academy of Management International Meeting, Amsterdam, Netherlands. (June 2007).
- Gopinath, C., Youngstown State University/Williamson School of Business, Youngstown, Ohio. (2006).
- Gopinath, C. (Discussant), Academy of International Business, Quebec City, Canada. (2005).
- Gopinath, C., "Exploring a decision to bribe," Eastern Academy of Management International Meeting, Cape Town, South Africa. (June 2005).
- Gopinath, C., SRM Institute of Management Studies, India, Kattankulathur, India. (2003).
- Gopinath, C., "Focusing the school through IB: The case of Suffolk University," Southern Management Association Annual Meeting, Clearwater, Florida. (November 2003).
- Gopinath, C., Indian Institute of Management, Bangalore, Bangalore, India. (2002).
- Gopinath, C., Nippon Academy of Management Education, Japan, Tokyo, Japan. (2002).
- Gopinath, C., Carlson, P., "Grading cases: Effects of criteria and multiple graders," Academy of Management annual conference, Denver, Colorado. (August 2002).
- Gopinath, C., "Sharpening strategy skills through experiential exercises," Global Business and Technology Association Conference, Istanbul, Turkey. (July 2001).
- Gopinath, C. (Discussant), Academy of Management Annual Meeting. (2000).
- Gopinath, C., Indian Institute of Management, Bangalore, Bangalore, India. (2000).
- Gopinath, C., Vivekananda College, Economics Association, Chennai, India. (2000).
- Blodgett, M., Carlson, P., Gopinath, C., Sergenian, G., "Starting the MBA with a bang! A multidisciplinary approach to teaching competencies and perspectives for tomorrow's managers," Academy of Business Education Meeting, Bermuda, Bermuda. (September 2000).
- Gopinath, C., "Enhancing learning through experiential methods in business courses," Conference on Management Education and Development in Developing Nations, Al Ain, United Arab Emirates. (April 2000).
- Gopinath, C., Confederation of Indian Industry, India, Chandigarh, India. (1998).
- Gopinath, C., Government of Punjab, Civil Secretariat, India, Chandigarh, India. (1998).
- Gopinath, C., Becker, T. E., "Communications, procedural justice, and employee attitudes: Relationships under conditions of divestiture," Academy of Management annual conference, San Diego, California. (August 1998).
- Gopinath, C., Sawyer, J., "Student learning from an enterprise simulation," Academy of Management annual conference, San Diego, California. (August 1998).
- Gopinath, C., Indian Institute of Management, Bangalore, India. (1997).

- Gopinath, C., Center for Teaching Effectiveness, University of Delaware. (1996).
- Siciliano, J., Gopinath, C., "The opportunities and difficulties of outcomes assessment in the strategic management course," Eastern Academy of Management, Crystal City, Virginia. (May 1996).
- Gopinath, C., Kerala Management Association, India, Cochin, India. (1994).
- Hoffman, R. C., Gopinath, C., "Critical strategic issues for the future: A CEOs perspective," International Federation of Scholarly Associations of Management, Dallas, Texas. (August 1994).
- Gopinath, C., "Understanding turnaround management," Eastern Academy of Management, Albany, New York. (May 1994).
- Gopinath, C., Center for Teaching Effectiveness, University of Delaware. (1993).
- Gopinath, C., "Recognition of business failure," Academy of Management annual conference, Atlanta, Georgia. (August 1993).
- Gopinath, C., "Bank strategies towards failing clients," Eastern Academy of Management, Providence, Rhode Island. (May 1993).
- Gopinath, C., Hoffman, R. C., "Research agenda for strategic management: The CEOs perspective," Academy of Management annual conference, Las Vegas, Nevada. (August 1992).
- Hoffman, R. C., Gopinath, C., "International business: Is it a strategic concern of corporate America," Academy of International Business North East, Baltimore, Maryland. (June 1992).
- Gopinath, C., "Recognizing the severity of decline: Insights from crisis models," Eastern Academy of Management, Baltimore, Maryland. (May 1992).
- Gopinath, C., "The commercial bank as a source of early recognition of decline," Eastern Academy of Management, Hartford, Connecticut. (May 1991).
- Gopinath, C., "The role of directors in a failing firm: Strategic implications of recognition and response," Eastern Academy of Management, Buffalo, New York. (May 1990).
- Schroeder, D. M., Congden, S., Gopinath, C., "Advanced manufacturing technology: Competitive advantage or disadvantage?," Strategic Management Society Conference, San Francisco, California. (October 1989).
- Gopinath, C., "The critical phase in a business turnaround," Eastern Academy of Management, Portland, Maine. (May 1989).