

TERRENCE R. GUAY

The Smeal College of Business
The Pennsylvania State University
324 Business Building
University Park, PA 16802

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PROFESSIONAL POSITIONS

The Pennsylvania State University, Smeal College of Business, University Park, PA
Clinical Professor of International Business, July 2013 present
Clinical Associate Professor of International Business, July 2007 June 2013
Clinical Assistant Professor of International Business, June 2004 June 2007

American University, School of International Service, Washington, DC
Assistant Professor, August 2003 May 2004

Syracuse University, Maxwell School of Citizenship and Public Affairs, Syracuse, NY
Assistant Professor of International Relations and Political Science, August 1999 June 2003
Assistant Professor of Political Science, August 1996 August 1999
Director of Graduate Studies, International Relations Program, August 1997 June 2003
Responsible for admissions and scholarship decisions, advising 150 graduate students annually, curriculum and program development, report writing, and teaching one course each semester.

National Bank of Detroit, Detroit, MI
Assistant Loan Officer, March to August, 1991
Loan Representative, September 1990 to March 1991
Credit Analyst, August 1989 to September 1990
Completed Commercial Loan Officer Training Program. Acted as intermediary between the
v , p , Australia, and Hong Kong offices. ,

EDUCATION

Syracuse University, Maxwell School of Citizenship and Public Affairs, Syracuse, NY
PhD, Political Science, 1996
M.A., International Relations, 1992

The Ohio State University, Columbus, OH
Master of Business Administration, 1989
Concentrations: International Business and Finance

Clarkson University, Potsdam, NY
B.S. (cum laude), Industrial Distribution, 1987

MAJOR PUBLICATIONS

Books and Monographs

The European Union and the United States: Competition, Convergence and Crisis in the Global Arena, 2nd ed. (with Mike Smith and Jost Morgenstern-Pomorski). Under contract with **Palgrave Macmillan**, forthcoming October 2021.

Emerging Powers and Future Threats: Implications for the U.S. and Global Defense Industry. (Carlisle, PA: U.S. Army War College Strategic Studies Institute), 2017.

European Competition Policy and Globalization (with Chad Damro). (Basingstoke, UK: **Palgrave Macmillan**), 2016.

The Business Environment of Europe: Firms, Governments, and Institutions. (Cambridge: Cambridge University Press), 2014.

Globalization and its Implications for the Defense Industrial Base. (Carlisle, PA: U.S. Army War College Strategic Studies Institute), 2007.

The Transatlantic Defense Industrial Base: Restructuring Scenarios and their Implications. (Carlisle, PA: U.S. Army War College Strategic Studies Institute), 2005.

The United States and the European Union: The Political Economy of a Relationship. Book is the eighth in a series on modern Europe by the University Association for Contemporary European Studies (UACES), (Sheffield UK: Sheffield Academic Press), 1999.

At Arm's Length to the Union and . (Basingstoke, UK: Defence Macmillan Press and New York: St. Martin's Press

Journal Articles

Response to Empowering Contingent Faculty , *PS: Political Science & Politics*, 53 (2), April, 2020, pp. 235-236.

Infrastructure Protection and Homeland Security, *The CIP Report* (Center for, m , , George Mason University School of Law), 12 (10), April, 2014, pp. 4-6.

December, 2013, pp. 152-155. , *International Affairs Forum*, 4 (2), , r

Damro), *Journal of European Integration*, 34 (6), September 2012, pp. 643-661. e , (with Chad , z ,

January, 2009, pp. 86-109. , , , *UNISCI Discussion Paper* 19, , t

Network Perspective (with Nicolas Dahan and Jonathan Doh), *Human Relations*, 59 (11), November, 2006, pp. 1571-1600. , z , o ,

orate Social Responsibility, Public Policy, and NGO Activism in Europe and the United States: An Institutional- *Journal of H* , w *Management Studies*, 43 (1), January, 2006, pp. 47-73.

October, 2005, pp. 23-34. , r , p , v, , *UNISCI Discussion Papers*, 9, M ,

Transatlantic Studies, 3 (1), 2005, pp. 139-57. , v , p , , *Journal of* , ,

ations, Shareholder Activism, and Socially Responsible Investments: *Journal of Business Ethics*, 52 (1), 2004, pp. 125-39. r M, M, , t , v

responsibility: How Nongovernmental Organizations *Management* , , o *International Review*, 44 (2), 2004, pp. 7-29. t , v , y , r

in *International Affairs*, 78 (4), Fall, 2002, pp. 757-76.

Political Science Quarterly, 115 (3), Fall, 2000, pp. 353-76.

Journal of European Public Policy, 4 (3), September, 1997, pp. 404-21.

National Security Studies Quarterly, 3 (2), Spring, 1997, pp. 49-70.

Studies Journal, 24 (3), Autumn, 1996, pp. 404-19.

Book Chapters

see Trade Agreements and Regional Trade Agreements with Third Countries and European Business *The Routledge Companion to European Business*, Gabriele Suder, Monica Riviere, and Johan Lindeque, eds., (Abingdon, UK: Routledge), 2019, pp. 148-158.

SAGE Encyclopedia of Business Ethics and Society, 2nd ed., (Thousand Oaks, CA: SAGE), 2018, pp. 1026-1028.

SAGE Encyclopedia of Business Ethics and Society, 2nd ed., (Thousand Oaks, CA: SAGE), 2018, pp. 462-465.

Damro), in *Globalization and EU Competition Policy*, Umut Aydin and Kenneth P. Thomas, eds., (London: Routledge), 2013.

in *Routledge Handbook of American Foreign Policy*, Steven W. Hook and Christopher M. Jones, eds., (New York: Routledge), 2011, pp. 393-405.

than P. Doh) in *Wiley International Encyclopedia of Marketing*, Jagdish N. Sheth and Naresh K. Malhotra, eds., (Chichester, UK: John Wiley & Sons, Ltd.), 2010, Vol. 6, pp. 161-172.

International Encyclopedia of Peace, Nigel Young, ed., (New York: Oxford University Press), 2010, Vol. 2, pp. 105-108.

Encyclopedia of Business Ethics and Society, Thousand Oaks, CA: Sage, 2009, Vol. 2, pp. 702-3.

Handbook of International Marketing, Masaaki Kotabe and Kristiaan Helsen, eds., (Thousand Oaks, CA: Sage), 2008, pp. 36-54.

Small and Medium-Sized Enterprises and the Global Economy, Gerald Susman, ed., (Cheltenham, UK: Edward Elgar), 2007, pp. 249-265.

Jonathan Doh) in *International Corporate Responsibility: Exploring the Issues*, John Hooker and Peter Madsen, eds., (Pittsburgh, PA: Carnegie Mellon University Press), 2004, pp. 101-130.

Industry in the Post-Cold War Era: Corporate Strategies and Public Policy Perspectives, Gerald I. M., -102.M, H e ,

Business Research Yearbook: Global Business Perspectives, Abbas F. Alkhafaji, ed., (Lanham, MD: University Press of America), 1994, pp. 1050-1054.

Book Reviews

The European Union and the United States: Competition and Convergence in the Global Arena, Steven McGuire and Michael Smith (Basingstoke, UK: Palgrave Macmillan), in *International Affairs*, 84 (5), September 2008, pp. 1047-1048.

Winners Without Losers: Why Americans Should Care More About Global Economic Policy, Edward J. Lincoln (Ithaca, NY: Cornell University Press), in *Perspectives on Politics*, 6 (3), September, 2008, pp. 643-644.

Foreign Ministries in the European Union, Brian Hocking and David Spence, eds., (Basingstoke, UK: Palgrave Macmillan), in *EUSA Review*, 16 (4), Fall, 2003, pp. 11-12.

The Third Option: The Emancipation of European Defense, 1989-2000, Charles G. Cogan (Westport, CT: Praeger), in *Perspectives on Politics*, 1 (2), June, 2003, pp. 451-452.

Transatlantic Governance in the Global Economy, Mark A. Pollack and Gregory C. Shaffer, eds., (Lanham, MD: Rowman & Littlefield), in *Journal of Common Market Studies*, 40 (5), December, 2002, pp. 980-981.

Opinion Pieces

The Conversation, January 16, 2019, M ,
(<https://theconversation.com/brexit-an-escape-room-with-no-escape-109935>).

The Conversation, October 18, 2019 (<https://theconversation.com/arms-sales-to-saudi-arabia-give-trump-all-the-leverage-he-needs-in-khashoggi-affair-104998>).

The Conversation, June 9, 2017 (<https://theconversation.com/how-populism-explains-mays-stunning-uk-election-upset-experts-react-79075>).

The Conversation, June 24, 2016 ,
(<https://theconversation.com/britain-exits-the-eu-how-brexit-will-hit-america-61412>).

The Conversation, June 20, 2016 (<https://theconversation.com/love-it-or-leave-it-why-the-uks-brexit-vote-should-matter-to-americans-60835>). Also appeared in Public Radio International, San Francisco Chronicle, US News and World Report

Fast Company,
March 27, 2015 (<http://www.fastcompany.com/3044351/us-russia-china-dominate-global-weapons-market>).

The Conversation,
March 24, 2015 (<http://theconversation.com/us-remains-top-arms-exporter-but-russia-is-nipping-at-its-heels-38639>).

Terrence R. Guay, "The Forum: Discussing International Affairs and Economics," Summer, 2011, pp. 91-92.

Terrence R. Guay, "Why Fight Climate Change?" *Pittsburgh Post-Gazette*, December 13, 2009 (<http://www.post-gazette.com/opinion/Op-Ed/2009/12/13/Sunday-Forum-Why-fight-climate-change/stories/200912130173>).

Terrence R. Guay, "Global Economy and Financial Crisis," *Allentown Morning Call*, September 24, 2009. Also appeared in the *Harrisburg Patriot-News* and *Centre Daily Times* (http://articles.mcall.com/2009-09-24/news/4446599_1_global-economy-economic-crisis-financial-crisis).

Terrence R. Guay, "Globalization and Trade," *Harrisburg Patriot-News*, November 2, 2008, p. F1.

Terrence R. Guay, "Globalization and Trade," *Atlanta Journal-Constitution*, June 6, 2008, p. A15. Also appeared in the *Allentown Morning Call*, *Centre Daily Times*, *Harrisburg Patriot-News*, *Pittsburgh Post-Gazette*, and *Tampa Tribune*.

Terrence R. Guay, "Globalization and Trade," *Hartford Courant*, March 16, 2008, p. C1. This article also appeared in the *Birmingham News*, *Bucks County (Pa.) Courier Times*, *Mobile (Ala.) Press-Register*, *Montgomery (Ala.) Advertiser*, and *Tampa Tribune*, and on the Web sites of The Tribune Co.

Terrence R. Guay, "Globalization and Trade," *Baltimore Sun*, November 24, 2006, p. 31A (http://articles.baltimoresun.com/2006-11-24/news/0611240178_1_globalization-countries-trade-organization).

Terrence R. Guay, "Globalization and Trade," *Baltimore Sun*, March 14, 2006, p. 1A (http://articles.baltimoresun.com/2006-03-14/news/0603140043_1_dp-world-ports-foreign-investment).

RESEARCH INTERESTS

US-Europe Business, Economic, and Political Relations
 Defense Industry Strategy and Government Policies
 Business Interactions with Non-governmental Organizations (NGOs)
 Local Governments as Actors in the Global Political Economy
 Corporate Political Strategy and Public Policy

TEACHING CAPABILITIES

International Business
 Global Business Strategy
 US-Europe Relations

Business Environment of Europe
 Comparative Business-Government Relations
 Dimensions of Globalization

TEACHING EXPERIENCE

Pennsylvania State University: MBA (Executive, Residential, and On-line) and undergraduate courses at University Park campus, including: International Business and National Policies; Business Environment of Europe; Contemporary Issues in International Business; Global Perspectives; Global Business Environment. Study abroad courses: Global Immersion (China, Czech Republic, Hungary, South Africa); Europe in the Global Economy (Denmark); Business in the Mediterranean Region (Italy)

American University: Graduate and undergraduate courses, including: International Monetary and Financial Relations; Politics and Economics of the European Union; Competition in an Interdependent World; European Foreign Policy

Syracuse University: Graduate and undergraduate courses, including: Global Markets and Politics; Comparative Business and Government; Business and Politics; Contemporary Issues in International Relations; Politics of the European Union; US-Europe Relations

INVITED CONFERENCE PAPERS

P, **o**, **k**, **r** *EUCMOSS Conference*, **M**, **n**, *Contestation and Enduring Cooperation in a Changing World Order*, American University, Washington, DC, June 2019.

r, **p**, **o**, **n**, **n**, **e**, **x** *Workshop on Civil Society and Interest* **M**, **n**, **e**, **i**, **m**, **e**, **i**, **n**, **g**, **a**, **n**, **d** *Representation in the EU's*, University of Mannheim, Mannheim, Germany, November 2007.

o, **r**, **r**, **s**, **p**, **a**, **n**, **d** *Association of Americans for Civic* **M**, **n**, *Responsibility*, Washington, DC, April 2007.

v, **t**, **v**, **e**, **n**, **e**, **t**, **e**, **s** *The Third Klein Symposium: Small and Medium-Sized Enterprises and the Global Economy*, University Park, PA, October, 2005.

p, **v**, **p**, **e**, **n**, **e**, **n**, **c**, **e** *Conference*, **n**, **e**, **d**, **e**, **n**, **m**, **a**, **r**, **k**, *on Transatlantic Security Relations*, Copenhagen, Denmark, August 2004.

t, **o**, **r**, **e**, **s**, **e**, **r**, **c**, **h** *Research Colloquium: Business and Government: New Directions*, Tampere, Finland, November 2004.

o, **p**, **o**, **l**, **i**, **c**, **y**, **a**, **n**, **d** **N**, **G**, **O** **A**, **c**, **t**, **i**, **v**, **i**, **s**, **m** **i**, **n** **E**, **u**, **r**, **o**, **p**, **e** **a**, **n**, **d** **t**, **h**, **e** **U**, **n**, **i**, **t**, **e**, **d** **S**, **t**, **a**, **t**, **e**, **s**: **A**, **n** **I**, **n**, **s**, **t**, **i**, **t**, **u**, **t**, **i**, **o**, **n**, **a**, **l**, **-** **(** **w**, **i**, **t**, **h** **J**, **o**, **n**, **a**, **t**, **h**, **a**, **n**, **o**, **n**, **o**, **h**, **)**, *Second Carnegie Bosch Institute Conference on International Corporate Responsibility*, Amsterdam, Netherlands, June 2004.

o, **p**, **o**, **l**, **i**, **c**, **y**, **a**, **n**, **d** **N**, **G**, **O** **A**, **c**, **t**, **i**, **v**, **i**, **s**, **m** **i**, **n** **E**, **u**, **r**, **o**, **p**, **e** **a**, **n**, **d** **t**, **h**, **e** **U**, **n**, **i**, **t**, **e**, **d** **S**, **t**, **a**, **t**, **e**, **s**: **A**, **n** **I**, **n**, **s**, **t**, **i**, **t**, **u**, **t**, **i**, **o**, **n**, **a**, **l**, **-** **(** **w**, **i**, **t**, **h** **J**, **o**, **n**, **a**, **t**, **h**, **a**, **n**, **o**, **n**, **o**, **h**, **)**, *Journal of Management Studies Conference on Corporate Social Responsibility*, Chicago, May 2004.

t, **v**, **e**, **n**, **e**, **t**, **e**, **s** **(** **w**, **i**, **t**, **h** **J**, **o**, **n**, **a**, **t**, **h**, **a**, **n**, **o**, **n**, **o**, **h**, **)**, *Conference on International Corporate Responsibility*, Carnegie Bosch Institute, Carnegie Mellon University, Pittsburgh, June 2002.

Jacques Delors Conference on the Future of Transatlantic Relations, sponsored by the European Union Center of the University System of Georgia, Georgia Institute of Technology, Atlanta, April 2002.

Symposium on Industry Diversification Strategies: The Public Policy Perspective, Louis A. Bantjer, Syracuse, NY, October 1997.

SELECTED CONFERENCE PAPERS

Academy of International Business Annual Meeting, Copenhagen, June 2019.

the European Union Studies Association 16th Biennial International Conference, Denver, May 2019.

European Union Studies Association 16th Biennial International Conference, Denver, May 2019.

25th International Conference of Europeanists, Chicago, March 2018.

Academy of International Business US Northeast Conference, Philadelphia, October 2017.

Democracies and its Implications for the Relationship between Business, Government, and Society, *International Association for Business and Society Annual Conference*, Amsterdam, June-July 2017.

(with Michael Smith), *European Union Studies Association 15th Biennial International Conference*, Miami, May 2017.

23rd International Conference of Europeanists, Philadelphia, April 2016.

European Union Studies Association 13th Biennial International Conference, Baltimore, May 2013.

International Studies Association 52nd Annual Convention, Montreal, March 2011.

Chad Damro), *European Union Studies Association 11th Biennial International Conference*, Los Angeles, April 2009.

US Foreign Economic Policy in the Post-Bush Era: Constraints and Opportunities, *International Studies Association 50th Annual Convention*, New York, February 2009.

International Association for Business and Society Annual Conference, Florence, Italy, May-June 2007.

International Studies Association 47th Annual Convention, San Diego, March 2006.

Academy of International Business Annual Meeting, Quebec City, Canada, July 2005.

European Union Studies Association 9th Biennial International Conference, Austin, TX, March-April 2005.

International Studies Association Annual Meeting, Montreal, March 2004.

International Government Relations: Comparing Association for Business and Society Annual Conference, Jackson, WY, March 2004.

European Union Studies Association 8th Biennial International Conference, Nashville, March 2003.

International Association for Business and Society Annual Conference, Victoria, Canada, June 2002.

International Studies Association Annual Meeting, New Orleans, March 2002.

Academy of Management Annual Conference, Washington, DC, August 2001.

European Community Studies Association Biennial 7th Biennial International Conference, Madison, WI, May/June 2001.

International Studies Association Annual Meeting, Los Angeles, March 2000.

Internationalization, Foreign Economic Policy, and Sub-International Studies Association Annual Meeting, Washington, DC, February 1999.

European Community Studies Association 5th Biennial International Conference, Seattle, May 1997.

International Studies Association Annual Meeting, San Diego, April 1996.

International Academy of Business Disciplines Annual Conference, Pittsburgh, April 1994.

OTHER CONFERENCE ACTIVITIES

Participant, European Union Studies Association 16th Biennial International Conference, Denver, May 2019.

Participant, European Union Studies Association 15th Biennial International Conference, Miami, May 2017.

Discussant for European Union Studies Association 13th Biennial International Conference, Baltimore, May 2013.

Participant, European Union Studies Association 11th Biennial International Conference, Los Angeles, April 2009.

Participant, International Studies Association Annual Meeting, San Francisco, March 2008.

Participant, European Union Studies Association 10th Biennial International Conference, Montreal, May 2007.

Participant, International Studies Association Annual Meeting, Montreal, March 2004.

Participant, International Association for Business and Society Annual Conference, Victoria, Canada, June 2002.

Participant, International Studies Association Annual Meeting, New Orleans, March 2002.

Participant, International Studies Association Annual Meeting, Minneapolis, March 1998.

Participant, Reflections, First Alumni Celebration and 10th Anniversary of the Program on the Analysis and Resolution of Conflicts, Syracuse University, May 1997.

INVITED PRESENTATIONS

- Clark University (2007)
- Hartwick College (2003)
- University of Nebraska, Kearney (2003)
- Skidmore College (2002)
- Texas A&M University (2002)
- Bucknell University (2001)
- University of North Carolina, Greensboro (2001)
- Georgetown University (1999)
- Seton Hall University (1996)

- George Washington University (2004)
- London School of Economics (2003)
- Baylor University (2002)
- Oakland University (2002)
- West Virginia University (2002)
- University of Nevada, Las Vegas (2001)
- Dickinson College (1999)
- US Air Force Academy (1998)

EDITORIAL/REVIEWER ACTIVITIES AND ADVISORY BOARDS

Ad hoc Reviewer, *Business and Politics, Business & Society, Defence Studies, European Science Foundation, Journal of World Business, Journal of Business Ethics, Journal of Common Market Studies, Journal of Management Studies*, Cambridge University Press, CQ Press, European Science Foundation, Prentice Hall/Pearson Publishing, Routledge

Advisory Board Member, *UNISCI Journal*, <http://www.unisci.es/home/>, (2005-present)

Advisory Board Member, Center for International Relations, Arlington, VA, <https://www.ia-forum.org/About/>, (2004-present)

Regional Advisory Board Member, European Union Center of Excellence/European Studies Center, University of Pittsburgh, Pittsburgh, PA (2004-present)

UNIVERSITY SERVICE**The Pennsylvania State University**

Faculty Coordinator, Smeal Teaching Luncheon series (2019-present)

Faculty Coordinator, MBA International Affairs Luncheon Series (2008-present)

Faculty Advisor, International Business Association (2019-present)

Faculty Advisor, Smeal Global Business Brigade (2010-present)

Faculty Advisor, The Pennsylvania State University Tennis Club (2005-present)

Elected Senator to Faculty Senate (2016-2020)

Faculty Member, Smeal Sustainability Council (2008-2015)

Faculty Member, Smeal Clinical Faculty Advisory Committee (2012-2014)

Faculty Advisor, Phi Gamma Nu Professional Business Fraternity (2005-2008)

Member, Faculty Staffing Task Force, Smeal College of Business (2005-2006)

Member, Faculty Staffing Task Force, Smeal College of Business (2005-2006)

American University

Member, Faculty Staffing Task Force, Smeal College of Business (2005-2006)

Syracuse University

Member, Faculty Staffing Task Force, Smeal College of Business (2005-2006)

Member, Faculty Staffing Task Force, Smeal College of Business (2005-2006)

Member, Faculty Staffing Task Force, Smeal College of Business (2005-2006)

Member, Faculty Staffing Task Force, Smeal College of Business (2005-2006)

Member, Faculty Staffing Task Force, Smeal College of Business (2005-2006)

COMMUNITY SERVICE

Quoted in: *Agence France-Presse, Altoona Mirror, American Chronicle, Athens Banner-Herald, CBS MoneyWatch, Central Pennsylvania Business Journal, CardHub.com, Centre Daily Times, Channel NewsAsia (Singapore), ComRadio, CQ Politics, Daily Collegian, Detroit News, Harrisburg Patriot-News, Industry Week, Investor's Business Review, Mergers & Acquisitions, MSN Money, National Defense, Northeast Pennsylvania Business Journal, Philippine Daily Inquirer, Pittsburgh Post-Gazette, Pottsville Republican & Herald, Sputnik International News Service, Sydney Morning Herald, TODAYonline.com (Singapore), UPI, Washington Times, WJACTV, WTAJTV*

Consultant, o, Williamsburg, VA, 2008
<http://www.icitizenforum.com>

Presented, m *Social Justice Committee, Church of the Good Shepherd*, State College, PA, March 2006.

Member, Research Integrated Product Team, External Acquisition Research Program of the Defense Acquisition University, Alexandria, VA, 1999-2001.

Presented, v, m
Association of Purchasing Management - Greater Syracuse, Inc., Syracuse, NY, February 2000.

Presented o, M, s *Central New York Council for the Social Studies Conference*, Syracuse, NY, October 1996.

HONORS AND AWARDS

Pennsylvania State University, Smeal College of Business

Named Fred Brand, Jr. Outstanding Teacher, awarded annually to one of approximately 130 faculty members (2011)

Teaching and Learning Grant (2007)

Nominated for Dillwyn P. Paiste, III Award for Excellence in Undergraduate Teaching (2006)

U.S. Army War College, External Research Associates Program

Funded research and publication of monographs on the defense industry (2005, 2006, 2014)

Cornell University, Institute for European Studies

Regional Visiting Fellow, August 2001 - August 2004

Syracuse University PhD Program

Graduate Fellowship (Three year award, 1991-94)

Graduate Teaching Assistantship (1994-95)

Outstanding Teaching Assistant Award (1996)

Certificate in University Teaching (1996)

Roscoe Martin Dissertation Grant to conduct research in Washington, DC (1995)

Research and Creative Project Grant to conduct research in Europe (1994)

Ohio State University MBA Program

Ohio State University Graduate Assistantship (Two years)

Ohio State University Weidler Scholar Award (Graduated Top 10% of MBA class)

INTERNSHIPS

General Agreement on Tariffs and Trade (GATT), Geneva, Switzerland

Intern, May to July 1992

Westpac Bank (of Australia), Columbus, OH

Credit Analyst, June to September, 1988

Harris Graphics Ltd., Slough, England

Applications Engineer, June to September, 1987

PROFESSIONAL ASSOCIATIONS

Academy of International Business
American Political Science Association
International Association for Business and Society

Academy of Management
European Union Studies Association
International Studies Association

REFERENCES

Available upon request.