

Greg Distelhorst

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CURRENT POSITION

Assistant Professor of Global Economics and Management 2016-
Mitsubishi Career Development Professor in International Management
Massachusetts Institute of Technology

PREVIOUS POSITIONS

Associate Professor of International Business 2015-2016
University of Oxford, Saïd Business School

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

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

EDUCATION

Ph.D., Political Science, Massachusetts Institute of Technology 2013
B.A., Cognitive Science, *Magna Cum Laude*, Yale University 2003

PEER-REVIEWED ARTICLES

Distelhorst, G. and R.M. Locke. Forthcoming. “Does Compliance Pay? Firm-level Trade and Social Institutions.” *American Journal of Political Science*.

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>

Distelhorst, G., and Y. Hou. 2017. “Constituency Service Under Nondemocratic Rule: Evidence from China.” *The Journal of Politics* 79(3): 1024-1040.

Distelhorst, G. 2017. “The Power of Empty Promises: Quasidemocratic Institutions and Activism in China.” *Comparative Political Studies* 50(4): 464-498.

Fu, D. and G. Distelhorst. 2017. “Grassroots Participation and Repression Under Hu Jintao and Xi Jinping.” *The China Journal*.

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.

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

Distelhorst, G., J. Stroehle, and D. Yang. "Certified for Success? Ethical Labor Certifications and Chinese Manufacturers."

Nongovernmental certifications of ethical business practices, such as Fair Trade and the Rainforest Alliance, are a popular tool that ostensibly translates consumer preferences in wealthy countries into social goods in poorer ones. Yet we know very little about their efficacy in the setting of labor standards in global trade. This study offers the first establishment-level analysis of ethical certifications of labor practices. Using a panel constructed from industrial census microdata from China and administrative records from a global social certification body, we study selection into labor certifications and subsequent performance among manufacturers. Do firms in emerging markets profit or suffer for signaling high ethical standards?

Amengual, M., G. Distelhorst, and D. Tobin. "Aligning Global Purchasing with Labor Standards."

Activists have long called on multinational enterprises to consider working conditions when placing orders at export factories. Yet we have little concrete evidence on whether firms engage in deleterious sourcing practices. How could a firm determine whether it engages in "responsible sourcing"? This project answers this question by combining purchase order microdata from a North American retailer with records of labor standards violations in its supplier factories. Theoretically, we clarify causal mechanisms underlying the purchasing-labor standards link, separating "incentive" effects from "pressure" effects. Initial empirical findings suggest that problematic sourcing practices are widespread even in retailers with high public commitments to social responsibility.

Distelhorst, G. and A. McGahan. "Internal Stakeholders and Socially Irresponsible Employment: Evidence from Manufacturing in Emerging Markets."

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

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

Distelhorst, G. and D. Fu. "Articulating Authoritarian Citizenship: Public Transcripts in China."

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

INVITED and PEER-REVIEWED PRESENTATIONS

Articulating Authoritarian Citizenship

Mini-Conference on Chinese Politics, American Political Science Assoc 2017
Brown University and Zhejiang University, State Capacity Workshop 2017

Reassessing the Quality of Government in China

Shanghai Jiaotong University, Empirical Study of China Workshop 2017
National Sun Yat-Sen University, Conference on Xi Jinping's China 2017
Brown University and Zhejiang University, State Capacity Workshop 2017
Stanford University, CDDRL Seminar 2016

Does Compliance Pay?

Alliance for Research on Corporate Sustainability 2017
International Political Economy Society, Virtual Workshop 2017
MIT Sloan School, IWER Seminar 2016
University of Edinburgh, Strategy Seminar 2016
Manchester University, GPNs and Social Upgrading Workshop 2016
University of Toronto, Centre for Industrial Relations and HR 2016

Political Participation and China's Leadership Transition

Notre Dame, Citizens and the State in Authoritarian Regimes 2017

Constituency Service Under Nondemocratic Rule

Brown University, Watson Institute for International Studies 2016

The Power of Empty Promises

University of Michigan and Shanghai Jiaotong University 2015
Brown University, Workshop on Comparative Gilded Ages 2015

Does Lean Improve Labor Standards?

Nike Inc. Workshop at Brown University Upcoming
University of Oxford, Saïd Business School 2015
The New School, Milano School of International Affairs 2015
The Wharton School, Multinational Management Seminar 2015
University of Toronto, Employment Relations Student Association 2015
MIT, Just Supply Chains Workshop 2012

Ingroup Bias in Official Behavior

Duke University, New Faces in China Studies Conference 2013
UC-San Diego, China Research Workshop 2013
Stanford-Berkeley China Social Science Workshop 2013

CONFERENCE PRESENTATIONS

Labor and Employment Relations Association Annual Meeting 2017,13
Canadian Industrial Relations Association Annual Meeting 2017
American Political Science Association Annual Meeting 2017,14,13...
Association of Asian Studies Annual Meeting 2017,11,10
Association of Chinese Political Studies Annual Meeting 2016
Society for the Advancement of Socio-Economics Annual Meeting 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
Just Supply Chains, MIT, Co-investigator	2008-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

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

Global Strategy (EMBA), MIT Sloan School	2016-17
Global Markets (Sloan Fellows), MIT Sloan School	2016-17
Strategies for Sustainable Business (MBA/Exec Ed), MIT Sloan School	2017
Leadership and Integrative Management (EMBA), MIT Sloan School	2016-17
Action Learning Mentor: GO-Lab, S-Lab, MIT Sloan School	2017
Global Strategy (MBA), Saïd Business School, Oxford University	2016
Global Challenges, Univ. of Toronto, Guest lecturer and project judge	2015
Topics in Industrial Relations and HR, Univ. of Toronto, Guest lecturer	2014
Yale-China Association, Yali School, Changsha, China	2004-05

SERVICE

Peer reviewer: *American Journal of Political Science*, *American Political Science Review*, *Asian Studies Review*, *British Journal of Political Science*, *Business Ethics: A European Review*, *Canadian Journal of Political Science*, *China: An International Journal*, *Comparative Political Studies*, *Governance*, *Human Relations*, *The Journal of Politics*, *Oxford University Press*, *Political Research Quarterly*, *Proceedings of the National Academy of Sciences*, *Regulation & Governance*, *Strategic Management Journal*.

MIT Distinguished Fellowships Committee	2016-present
Carroll L. Wilson Award Committee	2009-present
International Institute of Boston, Workforce Development Volunteer	2009, 12
Yale College Opera Company, Producer and Director of Operations	2001-02
Student Conservation Association, Ouachita National Forest, Arkansas	1999

SKILLS

Languages—Mandarin Chinese (fluent), Spanish (basic)
Programming—Perl, Python, and Visual Basic
Statistical software—R and STATA
Interests—running, wildlife, dance, baseball