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Citizenship: United Kingdom

Education

Sep 2000 - Jun 2004	Doctor of Philosophy Massachusetts Institute of Technology, USA
Jun 2003	Master of Science in Finance University of Cambridge
Jun 1999	Master of Science in Aeronautics and Astronautics, MIT Master of Science in Technology and Policy, MIT
May 1997	Bachelor of Applied Science in Mechanical Engineering University of British Columbia, Vancouver, Canada

Position(s) Held

Aug 2008	Seminar/Visitor Chair, Management Area, LKCSB, SMU
Jan 2007 - Aug 2008	Acting Coordinator, Management Area, LKCSB, SMU
Jul 2004 - Now	Assistant Professor of Management Lee Kong Chian School of Business Singapore Management University
Jul 2000 - Sep 2000	Associate, McKinsey and Company Transportation Practice, Amsterdam, the Netherlands
Sep 1999 - Jun 2000	Junior Associate, McKinsey and Company Transportation Practice
Jun 1999 - Aug 1999	Project Intern, the World Bank, China
Jun 1998 - Aug 1998	Student Engineer, the Boeing Company, Everett, WA, USA
Sep 1997 - Jun 2000	Research and Teaching Assistant, Massachusetts Institute of Technology, Cambridge, MA, USA
1996	Engineering Intern (summer) at Esso-Imperial Oil production facility in Alberta, Canada
1996	Engineering Intern (summer) at British Columbia Hydro-electricity and Power Authority, Canada

Awards, Recognition and Honors

- Best Paper Prize Nominee, Strategic Management Society Annual Conference, Germany, for joint work with Duncan Robertson "Mutualistic Entrepreneurship: The Case of Facebook", 2008
- Best Paper Award, Graduate Division, U.S. Transportation Research Forum Student Paper Contest. Paper titled: "Small aircraft for more profits? - A preliminary examination on airlines' fleet size decision with fare and demand distributions", 2002 - 2003

Grants

- Linkages for new ventures: Experiences in 'proto-organizations' and 'post-entry' new ventures , November 2009 - October 2010
- Market Entry for de novo New Ventures - Inaugural Entry, November 2008 - October 2008
- International New Ventures: Briding the Gap with 'Conventional' Firms , February 2008 - October 2008
- Market Entry and Competition with an Arch-Incumbent , February 2007 - January 2008

Scholarships

- Sloan Foundation Airline Research Center Fellowship (Tuition Scholarship and Research Assistantship), 2000 - 2004
- Canada Space Agency Postgraduate Scholarship (Awarded but not claimed due to full-time work commitment, 1999
- National Science and Engineering Research Council of Canada Postgraduate Scholarship, 1998
- Canada Scholar Award, University of British Columbia Presidential Scholarship, Department of Mechanical Engineering Scholarship, ASME (American Society of Mechanical Engineers) Scholarship, SAE (Society of Automotive Engineers) Design Competition Award (team), Province of British Columbia Scholarship, Outstanding Student Award (Hong Kong), 1998

Research Interests

- New Venture Strategy
- New Venture Origination
- International New Ventures
- Airline Industry
- Evolution of Technology

Journal Articles (Refereed)

1. "Determinants of de Novo New Entrant Survival in the liberalized intra-European scheduled passenger airline industry", by Terence Ping Ching FAN, 2009, *Transportation Research (Part E Logistics & Transportation Review)*, Elsevier Ltd, 293-306, United States Of America
2. "De novo Venture Strategy: Inaugural Entry and Arch-Incumbency", by Terence Ping Ching FAN, 2009, 31, 1, *Strategic Management Journal*, John Wiley & Sons, 19-38, United States Of America
3. "International New Ventures: revisiting the influences behind the 'born-global' firm", by Terence Ping Ching FAN and Phillip PHAN, 2007, 38, 7, *Journal of International Business Studies*, 1113-1131
4. "Improvements in intra-European inter-city flight connectivity linking the United Kingdom and Ireland with continental Europe 1996-2004", by Terence Ping Ching FAN, 2006, 14, 4, *Journal of*

Transport Geography, 273-286

5. "Price Disparity based on Trip Origins", by Terence Ping Ching FAN, 2005, 4, 3, *Journal of Revenue and Pricing Management*, 252-269
6. "Small aircraft for more profits? - A preliminary examination on airlines' fleet size decision with fare and demand distributions", by Terence Ping Ching FAN, 2002, *Journal of Transportation Research Forum*, Transportation Quarterly, 77-94
7. "A Practical Perspective on Airport Demand Management", by Terence Ping Ching FAN and A.R. ODONI, 2002, 10, 3, *Air Traffic Control Quarterly*, 285–306, United States Of America
8. "Evolution of Global Airline Strategic Alliance and Consolidation in the Twenty-First Century", by Terence Ping Ching FAN, L. VIGEANT-LANGLOIS, Geissler C., B. BOSLER, and J. WILMKING, 11/2001, 7, 6, *Journal of Air Transport Management*, 349-360

Conference Papers (Refereed)

1. "Big Expansions, Monopoly Markets and the Survival of de Novo Entrants", by Ping Ching, Terence FAN, 10/2009, *Strategic Management Society Annual Conference*, Washington, DC, USA
2. "Long term relationships between open skies agreements and passenger flight schedules between US and Europe", by Ping Ching, Terence FAN and Korcan KAVUSAN, 06/2009, *Air Transport Research Society Annual Conference*, Abu Dhabi, UAE
3. "The notion of arch incumbency for de novo ventures: Experience from European airlines", by Ping Ching, Terence FAN, 08/2008, 354, *Academy of Management Annual Meeting*, Anaheim, CA, USA
4. "Mutualistic interaction of host and entrepreneur: Entrepreneurial organization genesis at Facebook", by Duncan ROBERTSON and Ping Ching, Terence FAN, 08/2008, 332, *Academy of Management Annual Meeting*, Anaheim, CA, USA
5. "Understanding internationalization potentials: Explaining international new ventures and their stay-domestic counterparts", by Ping Ching, Terence FAN, 05/2008, *Academy of International Business 50th Annual Conference*, Milan, Italy
6. "Market Entry Strategy and Competition with Arch-Incumbent - Experience from de novo Airline Entrants", by Terence Ping Ching FAN, 2007, *Air Transport Research Society Annual Conference*, Berkeley, California, USA
7. "New entrant strategy: Market entry and competition with an arch incumbent", by Ping Ching, Terence FAN, 10/2007, 100, *Strategic Management Society 27th Annual International Conference*, San Diego, California, USA
8. "Inaugural market entry and information asymmetry: An integrated look at de novo entrants", by Ping Ching, Terence FAN and Phillip PHAN, 08/2007, 330, *Academy of Management Annual Meeting*, Philadelphia, Pennsylvania, USA
9. "Entry strategy and survival of de novo new ventures", by Ping Ching, Terence FAN, 10/2006, 45, *Strategic Management Society Annual Meeting*, Vienna, Austria
10. "Market entry and survival for de novo industry entrants: An integrated analysis", by Ping Ching, Terence FAN, 08/2006, 356, *Academy of Management*, Atlanta, Georgia
11. "Third-degree price discrimination in airlines: Evidence on well-travelled intercontinental routes", by Ping Ching, Terence FAN, 07/2004, 130, *Tenth World Conference on Transport Research Proceedings*, Istanbul, Turkey

12. "Potential of Demand Management as a Short-term Means of Relieving Airport Congestion, The Fourth International Air Traffic Management Research and Development Seminar (ATM-2001), Eurocontrol and the U.S. Federal Aviation Administration (FAA)", by Terence Ping Ching FAN and A.R. ODoni, 12/2001, Sante Fe, NM.
13. "Cost Incentives for Airline Mergers? An Examination on the Cost Impact of US Airline Mergers and Acquisitions, The Fifth Air Transport Research Group Conference (of the World Congress of Transport Research)", by Terence Ping Ching FAN, 07/2001, Jeju Island, South Korea.

Conference Papers (Non-refereed)

1. "Valuair: Lessons from Middle of the Road", by Terence Ping Ching FAN and Raj KOMARAN, 07/2007, *The Sixth International Business Research Conference*, Admiralty, Hong Kong
2. "Non-stop Appeal: Viability of Long-range Low-density Air Routes", by Terence Ping Ching FAN, 05/1997, 738-752, *Canadian Transportation Research Forum Annual Conference Proceedings*, Canada

Chapters in Books

1. "Creating Value through Mergers and Acquisitions: A Conceptual Primer", by Ping Ching, Terence FAN, *Mergers and Acquisitions: Issues and Perspectives from the Asia-Pacific Region*, Ganesh Chand, 92-833-2396-3, *Asian Productivity Organization*, Asian Productivity Organization, Japan, 2009

Published Reports

1. "Potential and Appropriateness of Airport Demand Management Measures, Workshop on Airline and National Strategies for Dealing with Airport and Airspace Congestion", by Terence Ping Ching FAN and A.R. ODoni, University of Maryland at College Park, MD, 03/2001
2. "Human Performance Study of Flight Deck Interfaces for Pilot-Air Traffic Control Data Link Communications, FAA - National Aeronautics and Space Administration (NASA) Joint University Program for Air Transportation Research", by Terence Ping Ching FAN, Princeton University, NJ, 04/1999

Working Papers

1. "Voluntary collaborations and creative software development: The case of Facebook applications", by Ping Ching, Terence FAN and Duncan ROBERTSON, 2009
2. "Aggressive Growth and Monopoly Niches on de Novo Airline Survival", by Ping Ching, Terence FAN, 2009
3. "Learning in Creative Developments? The Case of Facebook Applications", by Terence Ping Ching FAN and Duncan ROBERTSON, 2008
4. "Constrained Performance Optimization and Technological Niches for Industrial Goods", by Terence Ping Ching FAN, 2007

Unpublished Reports

1. "Voluntary collaboration and creative software development: The case of Facebook applications", by Ping Ching, Terence FAN and Duncan ROBERTSON, 2009, 20

Works-in-Progress

1. "Repeated, voluntary collaborations on unstructured projects: The case of Facebook applications", by Ping Ching, Terence FAN and Duncan ROBERTSON, 2009

Conference Presentations

1. "Mutualistic Entrepreneurship: The Case of Facebook", by Terence Ping Ching FAN and Duncan ROBERTSON, 2008, 103, *Strategic Management Society Annual Meeting*, Cologne, Germany
2. "Mutualistic Interaction of Host and Entrepreneur: Entrepreneurial Organization Genesis at Facebook", by Terence Ping Ching FAN and Duncan ROBERTSON, 2008, *Academy of Management Annual Meeting*, Anaheim, U.S.A.
3. "International New Ventures: Bridging the Gap with 'Conventional' Firms", by Terence Ping Ching FAN, 2008, 332, *Academy of Management Annual Meeting*, Anaheim, U.S.A.
4. "The Notion of Arch-Incumbency for De Novo Ventures: Experience from European Airlines", by Terence Ping Ching FAN, 2008, 354, *Academy of Management Annual Meeting*, Anaheim, U.S.A
5. "Understanding Internationalization Potential: Explaining International New Ventures & Their Stay-domestic Counterparts", by Terence Ping Ching FAN, 2008, Competitive Paper Session 1.3.3, *Academy of International Business 50th Annual Conference*, Milan, Italy
6. "Emergence of Niches in Engineering Technology through Specialist Performance Optimization", by Terence Ping Ching FAN, 2008, 15, *Danish Research Unit on Industrial Dynamics (DRUID) 25th Celebration Conference*, Copenhagen, Denmark
7. "The Role of Entry Strategy in the Survival of Entrepreneurial Firms", by Terence Ping Ching FAN, 2007, *Strategic Management Society Special Conference on Entrepreneurship*, Catania, Italy
8. "Information Incompleteness, Opportunity Scanning, and Missed Opportunities for Entrepreneurs", by Terence Ping Ching FAN and Duncan ROBERTSON, 2007, 260, *Academy of Management Annual Meeting 2007*, Philadelphia, USA
9. "Inaugural Market Entry and Information Asymmetry: An Integrated Look at de novo Entrants", by Terence Ping Ching FAN, John BUTLER, and Phillip PHAN, 2007, 330, *Academy of Management Annual Meeting 2007*, Philadelphia, USA
10. "Constrained Performance Optimization and Technological Niches", by Terence Ping Ching FAN, 2007, 288, *Academy of Management Annual Meeting 2007*, Philadelphia, USA
11. "New Entrant Strategy: Market Entry and Competition with an Arch-Incumbent", by Terence Ping Ching FAN, 10/2007, 100, *Strategic Management Society 27th Annual International Conference*, San Diego, USA
12. "Entry Strategy and Survival of de Novo New Ventures", by Terence Ping Ching FAN, 2006, 45, *Strategic Management Society Annual Meeting*, Vienna, Austria
13. "Market Entry and Survival for de Novo Industry Entrants: An Integrated Analysis", by Terence Ping Ching FAN, 2006, 356, *Academy of Management Annual Meeting*, Atlanta, Georgia

14. "International New Ventures: Influences behind the 'Go International' Decision at Inception", by Terence Ping Ching FAN and Phil PHAN, 2006, *Annual Conference on Corporate Strategy*, Berlin, Germany
15. "Third-degree price discrimination in airlines: evidence on well-travelled nonstop intercontinental routes", by Terence Ping Ching FAN, 2004, 130, *Tenth World Conference on Transport Research Proceedings*
16. "Evaluation of Interfaces for Pilot-Air Traffic Control Data Link Communications", by Terence Ping Ching FAN and J.K. KUCHAR, 10/1999, 4.A.5-1 to 4.A.5-8, *Eighteenth Digital Avionics Systems Conference*
17. "Survey of In-flight Replanning Performed on the Flight Deck", by Terence Ping Ching FAN, D.S. HYAMS, and J.K. KUCHAR, 10/1998, F53/1-F53/8, *Proceeding of the Seventeenth Digital Avionics Systems Conference*

Courses Taught - Masters

- Independent Studies, Master's Student, August 2008 - December 2008

Courses Taught - Undergraduate

- Term 1: MGMT002 Technology & World Change, August 2007 - December 2007
- Term 1: MGMT301 Country Studies/ Business Study Mission, August 2007 - December 2007
- Term 1: MGMT002 Technology & World Change, August 2008 - November 2008

Executive Teaching

- Faculty advisor on individual project: IBM Business Insight, 10 August 2009 - 14 August 2009
- Faculty advisor on group project: SingTel Regional Leadership in Action, 07 September 2009 - 11 September 2009

Teaching Cases

- Teaching Case: Way Smarter: Valuair in the Budget Airline Industry, 2006

Committees

- Committee Member, SMU Business Idea Generators (BIG), SMU, 2007 - Now
- Faculty Advisor, Cognitare, SMU, 2004 - Now
- Committee Member, Business Innovators Generator, SMU, August 2006 - August 2006
- Membership Director, MIT , Club of Singapore, 2004 - 2008
- Member of the recreational, MIT Sloan School rowing team, 2002
- Member of the recreational, Boeing Employee Flying Club, 2002

- Co-Chair, MIT Graduate Student Council Academic and Research Committee, 2002
- Member, Business Innovation/Incubation, Institute of Innovation and Entrepreneurship, 2007 - 2009

Conference Program Committee and Advisory Services

- Advisor , SMU Cognitare, SMU, 2004 - 2004

Editorial Duties

- Ad-hoc Reviewer (invited), Journal of Transport Geography, Journal of Business Venturing, Transportation Science, Journal of Management Studies and Journal of World Business, 2006 - Now
- Ad-hoc Reviewer (voluntary), Academy of Management Annual Meeting, 2006 - Now
- Ad-hoc Reviewer (invited): Journal of Business Venturing, 2009
- Ad-hoc Reviewer (invited): Singapore Economic Review, 2009
- Ad-hoc Reviewer (Invited): Journal of Transport Geography, 2009
- Ad-hoc Reviewer (invited): Management and Organization Review, 2009

Consultancy

- Faculty advisor on individual project: IBM Business Insight, 10 August 2009 - 14 August 2009
- Faculty advisor on group project: SingTel Regional Leadership in Action, 07 September 2009 - 11 September 2009

Other Services

- Advised student group Cognitare's inaugural Citibank-SMU Case Challenge Competition in Press: "Big Challenge for Undergrads", The Business Times, 19/03/2007
- Advised student group Cognitare in Press: "SMU team wins Citi's Challenge" Business Times, 10 March, p.11, 2008
- Advised student group Cognitare in Press: "An eye-opening experience", The Business Times, 15 October, p.14, 2007
- Area coordinator, Management group, Jan 2007 - Aug 2008
Coordinates the course assignment for core courses and electives. Interviews potential adjunct faculty members. Administers conference grants.
- Visitor Coordinator, Management group, Aug 2008-present.
Invites and coordinates the visits of leading scholars in the field of management to SMU, to give research seminars and comment on our research. Past visitors include Michael Jacobides from LBS, Scott Shane from Case Western Reserve and Ed Zajac from Northwestern.

Memberships in Professional Organizations

- Fellow, Royal Geographic Society, London, U.K., 2003 - Now
- Reviewer, Annual Meeting, Academy of Management, August 2004 - Now
- Reviewer , SMS Annual Conference, 2009 - Now
- Reviewer, World Congress on Transport Research 2010, 2010 - Now

Interviews by Media

- Interviewed on TV (recorded), Eco-air transport conference in Hong Kong, Bloomberg TV (Asia), 07 October 2009
- Interviewed on TV (recorded) on Singapore bus fare, interview, ChannelNewsAsia (Asia), 19 February 2009
- Quoted in "Airport rankings: Useful as feedback", Straits Times (Singapore), A2, 06 October 2009
- Quoted in "New Aerotropolis hub in Taipei, Taiwan", My Paper (Singapore), B6, 06 May 2009
- Quoted in "Soaring high amid economic turbulence", INVEST (Singapore), February/March, 62-69, 01 March 2009
- Quoted in "First of the cuts (transport fares)", Weekend Today (Singapore), 1-4, 24 January 2009 - 25 January 2009
- Quoted in "Economic road pricing helps cut congestion", The Straits Times (Singapore), A1, 15 December 2008
- Appeared live in Asia Pacific Business Report (broadcast to region-wide to countries including Mongolia and Hong Kong), The British Broadcasting Corporation World, on the first visit for South Korea's President Lee to the U.S., 15 April 2008
- Quoted in the article "NightRider and Nite Owls", in Today (Singapore), 07 July 2008
- Quoted in "Park and ride may work better with premium buses", The Straits Times (Singapore), A8, 15 December 2008
- Appeared live in Asia Pacific Business Report (broadcast to region-wide to countries including Mongolia and Hong Kong), The British Broadcasting Corporation World, on Hyundai's Chairman seeking re-election, 14 March 2008
- Appeared live in Asia Pacific Business Report (broadcast to region-wide to countries including Mongolia and Hong Kong), The British Broadcasting Corporation World, on tightened foreign investment rule in Japan, 29 September 2007
- Appeared live in Asia Pacific Business Report (broadcast to region-wide to countries including Mongolia and Hong Kong), The British Broadcasting Corporation World, on the trial of Chairman Chung Mong-Koo of Hyundai Motor Group, 07 September 2007
- Appeared live in Asia Pacific Business Report (broadcast to region-wide to countries including Mongolia and Hong Kong), The British Broadcasting Corporation World, on the trial of Chairman Chung Mong-Koo of Hyundai Motor Group, 27 August 2007
- Interviewed in ChannelNewsAsia's news report: "IPTV licence to help SingTel expand product offerings", 16 January 2007

- Interviewed in Asia Television (Hong Kong) news report: "Pacific Century Regional Development Extra-ordinary General Meeting", 29 November 2006
- Interviewed in i-Cable (Hong Kong) news report: "Pacific Century Regional Development Extra-ordinary General Meeting", 30 November 2006
- Interviewed live in ChannelNewsAsia's news report: "Singtel seen to be most affected by number portability: experts", 03 August 2006

Other Activities

- Quoted in "ERP helps cut congestion, drivers agree", p. A1-A8, The Straits Times, 15/12/2008
- Quoted in "Park and Ride may work better with premium buses", The Straits Times, p.A8, 15/12/2008
- Quoted in "A Hike And A Respite" Today, p. 1-2, 11/07/2008
- Quoted in "NightRider and Nite Owls - where to next?" Today, p. 1-3, 07/07/2008
- Quoted in "Landing Jobs Through Competitions" My Paper, p B8, 07/05/2008
- Quoted in "Handphones will have to stay switched off", Today, p.6, 09/04/2008
- Quoted in "[trans] SMU students visit Israel to experience war-time spirit", Lianhe Zaobao, p.8, 12/03/2008
- Quoted in "Arriving soon at Changi: T4" Today, p.1-2, 07/03/2008
- Quoted in "Standing room only on peak-hour trains?" Today, p.10, 22/02/2008
- Quoted in "Do your checks before you fly cheap?" The Straits Times, p. S7, 01/12/2007
- Quoted in "Taxi fare surcharges: Too much of a good thing?" The Straits Times, P. H2, 20/11/2007
- Quoted in "Bumpy ride for cabbies", The Straits Times, 23/09/2006
- Quoted in "Changi to review flight timings", The Straits Times, p.H3, 12/07/2006
- Quoted in "Asia's airlines struggle to keep flying", The Straits Times, 14/12/2005
- Quoted in "Keeping the transport hub edge", The Business Times, 09/08/2005