



Ergun Onoz, Ph.D.

Assistant Professor of International Business & Strategy



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TECHNICAL SKILLS

Microsoft Products

Excel / VBA, Word, Power
Point, MS Project, SQL

Document Preparation

LaTeX

Statistical Software Packages

STATA, SPSS, R-project

Qualitative analysis software

NVivo, ATLAS.ti

Business Information and Research Tools

Factiva, LexisNexis,
Euromonitor (Passport)

Financial Analysis Databases

Orbis, Bloomberg Terminal

Patent Databases

Orbit Intelligence, PatSeer,
Espacenet

Litigation Databases

MaxVal, LexisNexis

Web Analytics

Google Analytics

OTHER SKILLS

Project management training:
Projects IN Controlled
Environments (PRINCE2)

Turkish Republic citizenship

Cypriot (European Union)
citizenship

EDUCATION

Ph.D. in Management

Ca' Foscari University of Venice, Italy

08/2015 – 02/2019

Distinction Honors (cum laude)

Title of the Ph.D. Thesis: "Three Essays on Competition in the Global Mobile Phone Industry"

- Abstract: This thesis that includes three quantitative essays on competition in the global mobile phone industry contributes to the field of competitive dynamics by examining strategic decisions and performance outcomes of 85 mobile phone vendors that operate in 46 countries from 2003 to 2015. In the first essay, we made an attempt to shed light on how institutional quality of an MNE's host country affect the observability of actions of the MNE's rivals in that country, that in turn affects the ability of the MNE to conduct an MMC strategy. The second essay contributes to the literature on patent enforcement strategies and antecedents of market entry decisions by highlighting the crucial role that escalating patent wars in a country play in deterring potential entrants. Third essay makes the first attempt to empirically show how escalating patent wars and IPR protection in a firm's host country influence its performance in that country.

- Supervisor: Professor Claudio Giachetti (Ca' Foscari University of Venice)

- Final Defense Commissioners: Prof. Geert Braam (Radbouy University), Prof. Tazeeb Rajwani (University of Essex) and Prof. Salvatore Torrissi (Università degli Studi di Milano –Bicocca)

Visiting Ph.D. Scholar

The University of Manchester, Alliance Manchester Business School, United Kingdom

02/2017 – 03/2017

Host Supervisor:

- Professor Joseph Lampel (Alliance Manchester Business School)

STATA Summer School

Cass Business School, United Kingdom

07/2016 – 07/2016

5 day statistics & data analysis course between 4-9 July 2016

M.Phil. in Management

Ca' Foscari University of Venice, Italy

08/2015 – 09/2016

Grade: 29 / 30

Courses

- Statistics for Management Studies • Statistical Models for Management Studies • Mathematics for Management Studies • Technology and Innovation Management • Strategic Management • Qualitative Research Methods • Organization Theory • Game Theory • Financial Management • Accounting • Philosophy of Social Sciences • Critical Management Studies

M.Sc. in Management of Projects

The University of Manchester

09/2009 – 11/2010

Honors

B.Sc. in Civil Engineering

The University of Wolverhampton

09/2006 – 07/2009

2:1 (Upper Second Class Honors)

OTHER SKILLS

Completed mandatory military service

LANGUAGES

Turkish (Mother Tongue)



English (Fluent)



Italian (Intermediate)



German (Pre-Intermediate)



REFERENCES

Claudio Giachetti, Associate Professor of Strategy

"Ca Foscari University of Venice, Department of Management"

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Anna Comacchio, Professor of Organization and Management

"Ca Foscari University of Venice, Department of Management"

acomac@unive.it – +39 041 234 8737

Salvatore Torrisi, Professor of Management

"Università degli Studi di Milano, Department of Economics, Management and Statistics"

salvatore.torrisi@unimib.it – +39 026 448 3146

TEACHING EXPERIENCE

Özyeğin University

Faculty of Business

02/2020 – Present

Istanbul, Turkey

Tasks

- Responsible for teaching the following: 1) Global Strategy (IBUS-402).
- Involved in faculty recruitment coordination.

The Near East University

Department of Civil Engineering

08/2012 – 09/2014

Nicosia, Cyprus

Tasks

- Responsible for teaching the following: 1) Advanced Calculus I (MAT-101); 2) Advanced Calculus II (MAT-102); 3) Transportation Engineering (CE-351); 4) Water Resources Engineering (CE-471).
- Appointed as one of the committee members of the summer training programs (CE-300 and CE-400).

WORK EXPERIENCE

Data Collection, Formation and Analysis

Ca' Foscari University of Venice, Italy

09/2016 – 02/2019

Data Collection and Analytical Skills

- Collection of extensive amount of data of 85 mobile phone vendors that operate in 46 countries from 2003 to 2015. These involve: 1) Mobile phone vendors' annual market shares and number of units sold in various countries from Euromonitor International Group (Passport); 2) Mobile phone vendors' patent applications and patent grants from Orbit Intelligence, Patseer and Espacenet; 3) Mobile phone vendors' lawsuit data from Maxval and LexisNexis; 4) Various country-level data from Worldbank, Property Rights Alliance.
- Analysis of mobile phone vendors' different strategies and performance outcomes in various countries through multiple methods of data analysis by using variety of statistical software packages. These methods involve: 1) Linear fixed / random effects regressions; 2) Logistic & Probit fixed / random effects regressions; 3) Survival Analysis; 4) Meta-analysis.

Temporary Civil Engineer

The Security Forces Command (Güvenlik Kuvvetleri Komutanlığı), Cyprus

09/2011 – 08/2012

Tasks/Achievements

- Responsibilities: 1) Ensuring that all assigned work is completed on time and within agreed budgets; 2) Applying personal and technical knowledge to the development and delivery of projects; 3) Arrange project works in accordance with technical drawings and specifications; 4) Project cost estimating; 5) Main point of contact between department manager (captain) and assistant manager (lieutenant); 6) Collaborating with other team members; 7) Site surveying; 8) Examine projects, evaluate structures' properties and qualities and discuss the matters with department manager and assistant manager.
- Skill acquired: 1) Work experience in a highly intense work environment; 2) Enhance cost estimation skills; 3) Teamwork and group participation; 4) Target setting and decision-making; 5) Managing people; 6) Leadership skills.

Trainee Civil Engineer and Assistant Manager

Emek Construction LTD, Cyprus

06/2008 – 09/2008

Under supervision of a project manager, I worked as a trainee civil engineering and assistant manager on a construction site having a contract value of £6,500,000.

Tasks/Achievements

- Responsibilities: 1) Participated in contractor-supplier and contractor-client meetings; 2) Site surveying; 3) Get involved in the project from the start; 4) Provide solutions to client complaints with the help of a project manager; 5) Main point of contact between clients and senior project manager.
- Skills acquired: 1) Leadership skills; 2) Teamwork and group participation; 3) Excellence in target setting; 4) Managing people; 5) Practice in site surveying.

VOLUNTEER EXPERIENCE

Ad Hoc Reviewer

Business Research Quarterly (IF: 2.410) edited by Elsevier

01/2019 – Present

Volunteer Reviewer

I worked as a volunteer reviewer for leading international conferences such as the Academy of Management (AOM), the Strategic Management Society (SMS) and the European International Business Academy (EIBA).

09/2016 – 12/2018

PAPERS UNDER REVIEW

1)

How Do Patent Wars Affect Firms' Decision to Enter New International Markets? An Analysis of Patent Infringement Lawsuits in the Global Mobile Phone Industry

Author(s)

Onoz E., Giachetti C.

Date of Submission: February 2020

Strategic Organization (SO)

2)

Do You See What I See? Institutional Quality, Action Observability and Multimarket Contact in the Global Mobile Phone Industry

Author(s)

Giachetti C., Lampel J., Onoz E.

Date of Submission: April 2019

European Management Review (EMR)

PAPERS PRESENTED AT CONFERENCES

1) European International Business Academy (EIBA) conference, Milan (Italy) [🔗](#)

Giachetti C., Lampel J., Onoz E. (2017). *Market Supporting Institutions and International Multimarket Strategy: An Analysis of the Global Mobile Phone Industry*. 14-16 December 2017.

2) Strategic Management Society (SMS) conference, Houston (US) [🔗](#)

Market Supporting Institutions and International Multimarket Strategy: An Analysis of the Global Mobile Phone Industry. 28-31 October 2017

PAPERS PRESENTED AT DOCTORAL WORKSHOPS & SEMINARS

1) Academy of Management (AOM) conference, Technology and Innovation Management (TIM) division doctoral workshop, Chicago (US)

Onoz E., Giachetti C. (2018). *How Do Patent Wars Affect Firms' Decision to Enter New International Markets? An Analysis of Patent Infringement Lawsuits in the Global Mobile Phone Industry*. August 2018.

2) Academy of Management (AOM) conference, International Management (IM) division doctoral workshop, Chicago (US)

Onoz E., Giachetti C. (2018). *How Do Patent Wars Affect Firms' Decision to Enter New International Markets? An Analysis of Patent Infringement Lawsuits in the Global Mobile Phone Industry*. August 2018.

3) Ca' Foscari University of Venice, Joint PhD Workshop Economics and Management, Venice (Italy)

Giachetti C., Lampel J., Onoz E. (2017). *Market Supporting Institutions and International Multimarket Strategy: An Analysis of the Global Mobile Phone Industry*. June 2017.

4) University of Milano-Bicocca, Milan (Italy)

Onoz E., Giachetti C. (2018). *How Do Patent Wars Affect Firms' Decision to Enter New International Markets? An Analysis of Patent Infringement Lawsuits in the Global Mobile Phone Industry*. October 2018.

HONOR AWARDS

Research Doctorate Scholarship (2015 – 2019)

Ca' Foscari University of Venice, Department of Management

- ▣ Based on an evaluation of my academic qualifications and an oral interview with the examination committee, I was awarded a full scholarship for the whole duration of my PhD programme.