

ACADEMIC APPOINTMENTS

D'Amore McKim School of Business, Northeastern University Associate Teaching Professor of International Business & Strategy	2023-
Glasgow Caledonian University (now IE University), New York College Associate Professor, Faculty Chair, Director of the Center (-'22) & Business for Social Impact & Innovation M.S.	2021-2023
The George Washington University School of Business Professorial Lecturer, Department of Strategic Management & Public Policy <i>Outstanding Faculty Awards:</i> Global MBA (2021), M.S. in Management (2022) & Part-time MBA (2023)	2021-2023
Assistant Professor, Department of Strategic Management & Public Policy	2014-2021
The George Washington University Law School Visiting Scholar	2017-2023

EDUCATION

The Wharton School, University of Pennsylvania Ph.D. Business Ethics & Legal Studies with concentration in Management	2009-2014
Boston University School of Law J.D. <i>magna cum laude</i> BOSTON UNIVERSITY LAW REVIEW, Executive Editor Dean's Scholar (full merit scholarship); Dean's Awards in Property, Torts, and Civil Procedure	2000-2003
Boston University Graduate School of Arts & Sciences M.A. Philosophy	2001-2003
Harvard College A.B. <i>cum laude</i> Philosophy HARVARD CRIMSON, Editor	1992-1996
Harvard Law School, Program on Negotiation Certificate in Negotiation and Leadership	May 2021

TEACHING & RESEARCH AREAS

Strategy; Governance; Business Ethics; Dealmaking & Contracts

PUBLICATIONS

Refereed Journal Articles & Law Reviews

- de los Reyes, G. 2023. The all-stakeholders-considered case for corporate beneficence, *J. BUSINESS ETHICS*
- de los Reyes, G. & M. Scholz. 2023. Assessing the legitimacy of corporate political activity: Uber and the quest for responsible innovation, *JOURNAL OF BUSINESS ETHICS*
- Ostas, D. & G. de los Reyes. 2021. Aristotelian decency as a corrective for compliance-induced environmental racism, *GEORGETOWN ENVIRONMENTAL LAW JOURNAL*
- Scholz, M. *, G. de los Reyes* & N. C. Smith. 2019. The enduring potential of justified hypernorms, *Authors contributed equally, *BUSINESS ETHICS QUARTERLY*
- de los Reyes, G. & M. Scholz. 2019. The limits of the business case for sustainability: Don't count on 'Creating Shared Value' to extinguish corporate destruction, *JOURNAL OF CLEANER PRODUCTION*
- de los Reyes, G. & K. Martin. 2019. Not from guile, but from entitlement: Lawful opportunism capitalizes on cracks in contracts, *BUFFALO LAW REVIEW*

- de los Reyes, G. 2019. Institutional entrepreneurship for digital public health: Challenges and opportunities, HEALTH BEHAVIOR & EDUCATION
- de los Reyes, G. & M. Scholz & N. C. Smith. 2017. Beyond the “win-win”: Creating Shared Value requires ethical frameworks, CALIFORNIA MANAGEMENT REVIEW
- de los Reyes, G., TW Kim & G. R. Weaver. 2017. Teaching ethics in business schools, ACADEMY OF MANAGEMENT LEARNING & EDUCATION
- de los Reyes, G. 2003. Appearance of impartiality in the *Repub. Party v. White Court’s* Opinion, B. U. L. REV.

Invited Articles & Book Chapters

- LeBlanc, J., & de los Reyes, G. 2024. Disrupting the business curriculum for sustainability and the common good: the Glasgow Caledonian New York College experiment. In SUSTAINABLE UNIVERSITIES AND COLLEGES (pp. 207-224). Edward Elgar Publishing.
- Rigsby, C. & S. Newell & G. de los Reyes. 2022. Social purpose value chains, *Sustainable Development Goals volume*, WORLD SCIENTIFIC ENCYCLOPEDIA OF BUS. SUSTAINABILITY, ETHICS & ENTREPRENEURSHIP
- Ostas, D. & G. de los Reyes. 2020. Corporate beneficence and COVID-19, JOURNAL OF HUMAN VALUES
- de los Reyes, G. & M. Scholz. 2019. Guest Editors’ introduction: Creating Shared Value: Restoring the legitimacy of business and advancing competitiveness, COMPETITIVENESS REVIEW
- de los Reyes, G. & M. Scholz, 2019. Response to Porter: Responsibility for realising the promise of shared value in MANAGING THE SUSTAINABLE ENTERPRISE
- de los Reyes, G. & M. Scholz, 2015. Creating Shared Value—Limits and suggestions for further development, JOURNAL OF BUSINESS, ECONOMICS & ETHICS
- Scholz, M. & G. de los Reyes. 2015. Management von Shared Value – eine legitime Corporate Strategy?, in CORPORATE SOCIAL RESPONSIBILITY 543-555 (Schneider & Schmidpeter)

Selected Working Papers

- de los Reyes, G. Personal values, social responsibility, and the quality of purpose in Andrews’s concept of corporate strategy (targeting Long Range Planning SI on Corporate Purpose Revisited)
- de los Reyes, G. Economics as a system of hypothetical imperatives (invited to present at October 2023 conference, *The Is and Ought of Business Ethics* in Wittenberg, Germany)
- de los Reyes, G. *Against* generic corporate purpose and *for* generic frameworks of corporate responsibility
- de los Reyes, G. The case for strong consideration doctrine (contract law & org theory / transaction cost economics)

TEACHING EXPERIENCE

D’Amore-McKim School of Business, Northeastern University	2020-
Strategy in Action; Int’l Business & Global Social Responsibility; The Global Environment of Business; Creating Shared Value as a Way of Life (original 1-credit MBA elective)	
Isenberg School of Management, University of Massachusetts, Amherst	2021-
International Management; Strategic Management for a Sustainable World	
Glasgow Caledonian New York College, Glasgow Caledonian University	2021-
Business Strategy as an Instrument for Sustainability; Impact through Social Entrepreneurship	
George Washington University School of Business	
Business Ethics & Public Policy, Global MBA / Online MBA / Health Care / Homeland Security	2020-
Business Ethics & Public Policy, Dept. of Homeland Security (STT) MBA (online)	2022
Strategy, GWSB Executive MBA for Strategic Gears Consulting, Saudi Arabia	2020
Dealmaking for Social Impact: GlaxoSmithKline Austria (<i>international consulting</i>)	2017
Business and Society (Social Enterprise) (<i>hybrid online/in-person</i>)	2017
Governance through Dealmaking	2016
Business Law & Ethics / Business Ethics & the Legal Environment (undergraduate)	2014 -2020

The Wharton School, University of Pennsylvania

Introduction to Law and the Legal Process	2012, 2014
Corporate Responsibility and Ethics	2011, 2013

PROFESSIONAL EXPERIENCE

Cleary Gottlieb Steen & Hamilton LLP , New York, NY	2007-2009
Associate in Latin America corporate practice	
<i>Practice Highlight:</i> Lead finance associate in <u>1st major post-crisis Latin America Wall St. financing deal</u> (7 banks, \$1.9 billion)	
Bulkley, Richardson & Gelinis LLP , Springfield, MA	2004-2006
Associate in general commercial litigation	
<i>Practice Highlight:</i> Lead associate on brief in <u>successful health care law dispute before Massachusetts Supreme Judicial Court</u>	
United States Court of Appeals for the First Circuit , San Juan, PR	2003-2004
Law Clerk for the Honorable Juan R. Torruella	
John Hancock Funds / Baring Asset Management , Boston, MA	1996-1998
Investment Analyst for buy-side global funds (portfolio team transitioned firms)	

INVITED TALKS (SELECTED)

Dec. 2024	The genealogy of property rights theory, Northeastern U. Law School (NUSL) Faculty Colloquium
Apr. 2024	Panelist, Behavioral Approaches to Social Justice in Business and Law, DMSB & NUSL
Mar. 2024	Bring Back the Quality of Corporate Purpose, DMSB Management Research-in-Progress Seminar
Mar. 2023	Measuring the Force of the All-Stakeholders-Considered Case for Corporate Beneficence, Yunus Centre, Glasgow Caledonian U. (Scotland)
Sep. 2022	What happened to the Brahmins of Harvard Business School? Eva Haller Salon Series
May 2022	Assessing the legitimacy of corporate political activities, Transatlantic Business Ethics Conference
Oct. 2021	Strategy Frameworks Meets Critical Theories, Glasgow Caledonian New York College
Dec. 2020	Responsible Innovation and Corporate Political Strategy: The Case of Uber, Northeastern U. IB&S.
Sep. 2019	From Creating Shared Value to Responsible Strategy, U. of Miami School of Business
Jun. 2018	Digital Health Executive Summit, Panelist: Ethics & Public Health, Institutional Entrepreneurship for Digital Public Health, George Washington University
Apr. 2017	Conflicts of Interest in Practice: A Business Ethics Perspective on Professional Rule 1.13 "Organization as Client," The First 100 Days: Alumni CLE, Cleary Gottlieb, New York
Mar. 2016	Private Environmental Governance as a Managerial Imperative, Shapiro Symposium on Private Environmental Governance, George Washington University School of Law
Apr. 2012	Who's Responsible? Sustainability, Purpose, and Organizational Character MBA workshop, Boston University School of Management, sponsored by Net Impact chapter
Mar. 2012	Of Pinto Fires and HIV Cures, Do you think corporate counsel can do better for the public? Boston University School of Law

CONFERENCE PRESENTATIONS (REPRESENTATIVE)

August 2024	<i>The Life and the Quality of Corporate Purpose</i> , Society for Business Ethics (Chicago)
March 2023	<i>How the Brahmins survived the Chicago School's rise</i> (Paper development workshop sponsored by Organization Theory & U. Edinburgh)
August 2022	<i>From Generic Corporate Purpose to Generic Frameworks for Responsible Strategy</i> , AOM Seattle
August 2021	<i>Responsible Innovation and Corporate Political Strategy: The Case of Uber</i> Society for Business Ethics (August 2021); European Group of Organization Studies (July 2020)
August 2020	<i>Organic Corporate Purpose</i> ; Society for Business Ethics; Academy of Legal Studies in Business <i>How Strategic Management Shed Business Policy's Sense of Social Responsibility</i> , AOM

- August 2019 *The Political Imperative to Do the Good There is No Business Reason Not to Do* (published as *The All-Stakeholders Considered Case for Corporate Beneficence*)
Academy of Management, Boston, **Finalist Best Ethics Paper Award**
- September 2018 *The Enduring Potential of Hypernorms* (with Scholz & Smith)
Global Business and Human Rights Scholars Association, New York University
TransAtlantic Business Ethics Conference (TABEC), St. Gallen, Switzerland (Sept. 2016)
- August 2018 *Corporate Responsibility for Negligence Law*, Society for Business Ethics, Chicago
- March 2018 *Don't Count on 'Creating Shared Value' to Extinguish Corporate Destruction*
Sustainability, Ethics, and Economics Conference, Washington, D.C.
Academy of Management, Atlanta (2017); Strategic Management Society, Berlin (2016)
- August 2017 *What's Wrong with Lawful Opportunism?* Society for Business Ethics, Atlanta
- July 2016 *SWOT without Business Policy: How Strategy was Dis-integrated from Ethics and Social Responsibility*, IESE Ethics & Strategy Symposium, Barcelona
- November 2015 *Why Contract Law Makes Entrepreneurship Risky* INFORMS, Philadelphia, PA
- August 2015 *What's Wrong with Armchair Ethics? Beyond the Critique of Non-Discursive Approaches to Business Ethics* (with M. Scholz); Panel, Society for Business Ethics, Vancouver, BC
- August 2014 *Fulfilling the Promise of CSV with SWONT* (with M. Scholz), Academy of Management, Philly
- August 2012 *Cutting through Managerial Isolationism*, Society for Business Ethics Conference, Boston
- August 2011 *The Concept of Strategy 40 Years Later: What Happened to Andrews's Vision for Business Policy?*
Organizer, Selected as *Showcase Symposium* (BPS-SIM), Academy of Management, San Antonio
- August 2010 *Corporate Capabilities and the Global AIDS Epidemic*, Society for Business Ethics

PROFESSIONAL SERVICE

University Appointments

NuPath Ad Hoc Committee (Provost's office) 2024-2025

Editorial Appointments

Associate Editor, *Academy of Management Perspectives* (2024-); *Business and Society* (2019-)

Guest Editor, *Competitiveness Review* Special Issue on Creating Shared Value

Ad Hoc & Conference Reviewer (Selected)

Business & Society; Business Ethics Quarterly, J. Business Ethics, AOM: STR; Society for Business Ethics

NON-PROFIT BOARD SERVICE

Amherst Education Foundation, Amherst, MA, Board Member	2020-2023
Oyster-Adams School Community Council, Washington, DC, Chair, Community Liaison	2015-2018
Cleveland House Tenant Association, Washington, DC, President	2016-2018
St. Mary's Nursery School, Philadelphia, PA, Vice-President	2010-2014
Early Childhood Center of Greater Springfield, Springfield, MA, Board Member	2004-2006

POLITICAL APPOINTMENTS & BAR ADMISSIONS

Chair, Amherst Affordable Housing Trust Fund	2024-
Member, Board of License Commissioners, Amherst, MA	2019-2024
New York Bar (4624094)	2009-
Massachusetts Bar (662200)	2005-

LANGUAGES

Native Spanish and English speaker, proficient in French, rudimentary Portuguese