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Education

PhD, Massachusetts Institute of Technology, United States of America, 2004

Master of Science, University of Exeter, Great Britain, 2003

Master of Science, Massachusetts Institute of Technology, United States of America, 1999

Bachelor of Applied Science, University of British Columbia, Canada, 1997

Academic Appointments

Assistant Professor of Strategic Management (Education), Lee Kong Chian School of Business, SMU, Jul 2012 - Present

Assistant Professor of Strategic Management, Lee Kong Chian School of Business, SMU, Jul 2008 - Jun 2012

Assistant Professor of Management, Lee Kong Chian School of Business, SMU, Jul 2004 - Jun 2008

Lecturer of Management, Lee Kong Chian School of Business, SMU, Jul 2003 - Jun 2004

Academic Administrative Positions

Course Coordinator, Entrepreneurship Concentration, Lee Kong Chian School of Business, SMU, Jul 2014 - Jun 2016

RESEARCH

Research Interests

New Venture Strategy

Evolution of Technology

International New Ventures

New Venture Origination

Airline Industry

Publications

Journal Articles [Refereed]

- Thinking through the meteoric rise of Middle-East carriers from Singapore Airlines' vantage point, by FAN, Terence Ping Ching; LINGBLAD, Mats. (2016). *Journal of Air Transport Management*, 54 111-122. <http://doi.org/10.1016/j.jairtraman.2016.04.003> (Published)
- How product attributes influence internationalization: A framework of domain- and culture-specificity, by FAN, Terence Ping Ching; TAN, Alex Tai Loong. (2015). *Management International Review*, 55 (1), 53-76. <http://dx.doi.org/10.1007/s11575-014-0229-0> (Published)
- Rapid capacity expansions and failure: A trap for new airline?, by FAN, Terence P. C.; TAN, Alex Tai Loong; GENG, Xuesong. (2014). *Transportation Research Part E: Logistics and Transportation Review*, 61 (1), 176-191. <http://dx.doi.org/10.1016/j.tre.2013.11.002> (Published)
- Determinants of De Novo new entrant survival in the liberalized Intra-European scheduled passenger airline industry, by FAN, Terence Ping Ching. (2009). *Transportation Research Part E: Logistics and Transportation Review*, 45 (2), 293-306. <http://dx.doi.org/10.1016/j.tre.2008.09.009> (Published)
- De Novo venture strategy: Inaugural entry and arch-incumbency, by FAN, Terence Ping Ching. (2009). *Strategic Management Journal*, 31 (1), 19-38. (Published)
- International New Ventures: Revisiting the Influences Behind the 'Born-Global' Firm, by FAN, Terence Ping Ching; Phan, Phillip. (2007). *Journal of International Business Studies*, 38 (7), 1113-1131. (Published)
- Improvements in Intra-European inter-city flight connectivity linking the United Kingdom and Ireland with continental Europe 1996-2004, by FAN, Terence Ping Ching. (2006). *Journal of Transport Geography*, 14 (4), 273-286. <http://dx.doi.org/10.1016/j.jtrangeo.2005.08.006> (Published)
- Price Disparity Based on Trip Origins, by FAN, Terence Ping Ching; LEUNG, Richard W. F.. (2005). *Journal of Revenue and Pricing Management*, 4 (3), 252-269. <http://dx.doi.org/10.1057/palgrave.rpm.5170147> (Published)
- Smaller Aircraft for More Profits? A Preliminary Examination on Airlines' Fleet Size Decision with Fare and Demand Distributions, by FAN, Terence Ping Ching. (2002). *Transportation Quarterly*, 56 (3), 77-94. (Published)
- A Practical Perspective on Airport Demand Management, by FAN, Terence Ping Ching; Odoni, A. R.. (2002). *Air Traffic Control Quarterly*, 10 (3), 285-306. (Published)
- Evolution of Global Airline Strategic Alliance and Consolidation in the Twenty-First Century, by FAN, Terence Ping Ching; Vigeant-Langlois, Laurence; Geissler, Christine; Bosler, Björn; Wilmking, Jan. (2001). *Journal of Air Transport Management*, 7 (6), 349-360. [http://dx.doi.org/10.1016/s0969-6997\(01\)00027-8](http://dx.doi.org/10.1016/s0969-6997(01)00027-8) (Published)

Book Chapters

Differentiating large absolute from relative expansions in De Novo Ventures — Are large capacity expansions sustainable in the long run?, by FAN, Terence Ping Ching. (2017). In Amy J Guerber, Gideon D Markman, Sherry Chih-Yi Su (Ed.), *The World Scientific Reference on Entrepreneurship: Volume 3: Sustainability, Ethics and Entrepreneurship* (pp. 395-423) USA: World Scientific Publishing.

http://doi.org/10.1142/9789813220614_0015 (Published)

Creating Value through Mergers and Acquisitions: A Conceptual Primer, by FAN, Terence Ping Ching. (2009). *Mergers and Acquisitions: Issues and Perspectives from the Asia-Pacific Region* Tokyo: Asian Productivity Organization. <http://worldcat.org/isbn/9789283323969> (Published)

Book Review

International Business Travel in the Global Economy, J.V. Beaverstock, B. Derudder, J. Faulconbridge, F. Witlox (Eds.), by FAN, Terence Ping-Ching. (2010). *Journal of Transport Geography*, 18 (6), 762-763 <http://dx.doi.org/10.1016/j.jtrangeo.2010.08.007> (Published)

Conference Proceedings

Third-Degree Price Discrimination in Airlines: Evidence on Well-Travelled Intercontinental Routes, by FAN, Terence Ping Ching. (2004). *10th World Conference on Transport Research: July 4-8, 2004, Istanbul, Turkey, Proceedings*, (pp. 130-) Istanbul, Turkey: İstanbul Teknik Üniversitesi.

<http://www.worldcat.org/oclc/166262925> (Published)

Evaluation of interfaces for pilot-air traffic control data link communications, by FAN, Terence P. C.; Kuchar, J. K.. (1999). *18th DASC: 18th Digital Avionics Systems Conference: Proceedings: St. Louis, Missouri, October 24-29, 1999*, (pp. 4.A.5-1-4.A.5-8) Piscataway, NJ: IEEE.

<http://dx.doi.org/10.1109/DASC.1999.863723> (Published)

Conference Paper

Collaboration imprint for entrepreneurs in innovative projects, by FAN, Terence P.C., GENG, Xuesong. (2016). *Strategic Management Society Special Conference in Rome: Strategy Challenges in the 21st Century: Innovation, Entrepreneurship and Cooperation.*, Rome, Italy. (Published)

Innovation and performance: Differential learning from international versus domestic sales among Australian small- and medium-enterprises, by TAN, Alex Tai Loong; FAN, Terence P. C.. (2014). *Strategic Management Society Special Conference 2014, December 5-8*, Sydney, Australia. (Presented)

SMEs learning from international sales, innovations and performance, by TAN, Alex Tai Loong; FAN, Terence P. C.. (2014). *Academy of International Business Annual Conference 2014, June 24-26*, Vancouver, Canada. (Presented)

Revisiting Market-Level Competition: The Perspective from Low-Cost Entrants, by FAN, Terence Ping Ching. (2012). *Strategic Management Society Annual International Conference 2012, October 6-9*, Prague, Czech Republic. (Published)

Learning to write killer apps? Implications from a system-wide perspective in developing innovations for the marketplace, by FAN, Terence Ping Ching; GENG, Xuesong. (2012). *Academy of Management Annual Meeting*, Boston, MA, USA. (Published)

Learning to write killer apps? Performance improvements in innovations, by FAN, Terence Ping Ching. (2012). *DRUID 2012, 19-21 June, Copenhagen*, Copenhagen, Denmark.

http://druid8.sit.aau.dk/acc_papers/q158oty1vnk7l5lfjvccigf60v1c.pdf (Published)

Learning to write killer apps? A system-wide perspective in Facebook, by FAN, Terence Ping Ching; GENG, Xuesong. (2012). *DRUID Annual Conference*, Copenhagen, Denmark. (Published)

- Learning from Successive Creative Innovations? The Case of Solo and Collaborative Facebook Application Development, by FAN, Terence Ping Ching; Robertson, Duncan. (2012). *Organization Science Winter Conference*, Steamboat Springs, CO, USA. (Published)
- Relation-Specific Creative Performance in Voluntary Collaborations: A Micro-Foundation for Competitive Advantage?, by FAN, Terence Ping Ching; Robertson, Duncan. (2011). *DRUID Summer Conference, 15-17 June 2007, Copenhagen*, Copenhagen, Denmark. (Published)
- Creative performance in voluntary collaborations: A micro-foundation of relation-specific competitive advantage?, by FAN, Terence Ping Ching; Robertson, Duncan. (2011). *Atlantic Competitive Advantage Conference 2011, May 17-19*, Atlanta, GA. (Published)
- Hubris, rapid capacity expansions and the competition in de novo ventures, by FAN, Terence Ping Ching; Hayward, Mathew. (2010). *Strategic Management Society 30th International Conference*, Rome, Italy. (Published)
- Rethinking Growth: Differential Impact of Large Absolute vs Relative Expansion in De Novo Ventures, by FAN, Terence Ping Ching. (2010). *Academy of Management Annual Meeting, Montreal, 6-10 August 2010*, Montreal, Canada. (Published)
- Rethinking growth: Differential impact of large absolute vs relative expansion in de novo ventures, by FAN, Terence Ping Ching. (2010). *Academy of Management 2010 Annual Meeting*, Montreal, Canada. (Published)
- Big Expansions, Monopoly Markets and the Survival of De Novo Entrants, by FAN, Terence Ping Ching. (2009). *Strategic Management Society Annual International Conference, Washington DC, 11-14 October 2009*, Washington, DC, USA. (Published)
- Long Term Relationships between Open Skies Agreements and Passenger Flight Schedules between US and Europe, by FAN, Terence Ping Ching; Kavusan, Korcan. (2009). *Air Transport Research Society Annual Conference, June 2009, Abu Dhabi*, Abu Dhabi, UAE. (Published)
- The Notion of Arch Incumbency for De Novo Ventures: Experience from European Airlines, by FAN, Terence Ping Ching. (2008). *Academy of Management Annual Meeting, Anaheim, 8-13 August 2008*, Anaheim, CA, USA. (Published)
- Mutualistic Interaction of Host and Entrepreneur: Entrepreneurial Organization Genesis at Facebook, by Robertson, Duncan; FAN, Terence Ping Ching. (2008). *Academy of Management Annual Meeting, Anaheim, 8-13 August 2008*, Anaheim, CA, USA. (Published)
- Understanding Internationalization Potentials: Explaining International New Ventures and their Stay-Domestic Counterparts, by FAN, Terence Ping Ching. (2008). *Academy of International Business Annual Meeting, 30 June - 3 July 2008, Milan*, Milan, Italy. (Published)
- New Entrant Strategy: Market Entry and Competition with an Arch Incumbent, by FAN, Terence Ping Ching. (2007). *Strategic Management Society Annual International Conference 2007, October 14-17*, San Diego, CA. (Published)
- Inaugural Market Entry and Information Asymmetry: An Integrated Look at De Novo Entrants, by FAN, Terence Ping Ching; PHAN, Phillip H.. (2007). *Academy of Management Annual Meeting, Philadelphia, 3-8 August 2007*, Philadelphia, PA. (Published)
- Market Entry Strategy and Competition with Arch-Incumbent: Experience from De Novo Airline Entrants, by FAN, Terence Ping Ching. (2007). *Air Transport Research Society Annual Conference, Berkeley, June 2007*, Berkeley, CA, USA. (Published)
- Valuair: Lessons from Middle of the Road, by FAN, Terence P. C.; KOMARAN, Rajah Vellan. (2007). *International Business Research Conference, Dubai, 26-27 April 2007*, Dubai, UAE. (Published)
- Entry Strategy and Survival of De Novo New Ventures, by FAN, Terence Ping Ching. (2006). *Strategic Management Society Annual International Conference 2006, October*, Vienna, Austria. (Published)

Market Entry and Survival for De Novo Industry Entrants: An Integrated Analysis, by FAN, Terence Ping Ching. (2006). *Academy of Management Annual Meeting, Atlanta, 11-16 August 2006*, Atlanta, Georgia, USA. (Published)

Potential of Demand Management as a Short-term Means of Relieving Airport Congestion, by FAN, Terence Ping Ching; Odoni, Amedeo R.. (2001). *Air Traffic Management Research and Development Seminar, Sante Fe, 4-7 December 2001*, Sante Fe, NM, USA.

http://atmseminar.org/seminarContent/seminar4/papers/p_122_ITFODM.pdf (Published)

Cost Incentives for Airline Mergers? An Examination on the Cost Impact of US Airline Mergers and Acquisitions, by FAN, Terence Ping Ching. (2001). *Air Transport Research Group Conference, July 2001*, Jeju Island, South Korea. (Published)

Non-Stop Appeal: Viability of Long-Range Low-Density Air Routes, by FAN, Terence Ping Ching. (1997). *Proceedings of the Canadian Transportation Research Forum*, Canada. (Published)

Research Grants

Singapore Management University

International sales experience, innovations and future performance: an Australian perspective, SMU Internal Grant, Ministry of Education (MOE) Tier 1 , PI (Project Level): Terence FAN, 2014, S\$39,181.89
 Industry innovation environment and performance at the firm: a contingency perspective, SMU Internal Grant, Ministry of Education (MOE) Tier 1 , PI (Project Level): Terence FAN, 2014, S\$6,300

De novo ventures and overconfidence, SMU Internal Grant, Ministry of Education (MOE) Tier 1 , PI (Project Level): Terence FAN, 2010, S\$6,791.75

Linkages for new ventures: Experiences in 'proto-organizations' and 'post-entry' new ventures, SMU Internal Grant, Ministry of Education (MOE) Tier 1 , PI (Project Level): Terence FAN, 2009, S\$6,888

International New Ventures: Briding the Gap with 'Conventional' Firms, SMU Internal Grant, Ministry of Education (MOE) Tier 1 , PI (Project Level): Terence FAN, 2008, S\$7,140

Market Entry for de novo New Ventures – Importance of Inaugural Entry Characteristics on Venture Survival, SMU Internal Grant, Ministry of Education (MOE) Tier 1 , PI (Project Level): Terence FAN, 2008, S\$14,859.74

Market Entry and Competition with an Arch-Incumbent, SMU Internal Grant, Ministry of Education (MOE) Tier 1 , PI (Project Level): Terence FAN, 2007, S\$6,326.5

Route Entry Patterns of Select Low-Cost Carriers in Europe, SMU Internal Grant, Ministry of Education (MOE) Tier 1 , PI (Project Level): Terence FAN, 2005, S\$15,109.48

A Multi-dimensional View on Technological Performance, SMU Internal Grant, Ministry of Education (MOE) Tier 1 , PI (Project Level): Terence FAN, 2005, S\$13,038.38

Route Entry Patterns of Select Low-Cost Carriers in Europe, SMU Internal Grant, Ministry of Education (MOE) Tier 1 , PI (Project Level): Terence FAN, 2004, S\$12,275.55

Route Patterns of Low-Cost Air Carriers – Evidence from Western Europe, SMU Internal Grant, Ministry of Education (MOE) Tier 1 , PI (Project Level): Terence FAN, 2004, S\$28,935.18

TEACHING

Courses Taught

Singapore Management University

Undergraduate Programmes :

Management of Technology and Innovation
Strategy
Technology and World Change

Postgraduate Professional Programmes :

Innovation and Entrepreneurship
Innovation-Focused Strategic Leadership
Risk Management for an Uncertain World: Focus on Volatility, Uncertainty, Complexity and Ambiguity

Postgraduate Research Programmes :

Introductory Research Project
Product Strategy

Teaching Publications

Case

Lembu Dairy: Beyond Milk, by LOH, Patrick H. M.; FAN, Terence P. C.. (2016). SMU-16-0016.

<http://www.thecasecentre.org/educators/products/view?id=137504> (Published)

“Way Smarter”: Valuair In The Budget Airline Industry, by FAN, Terence P. C. (2013). SMU-13-0010.
(Published)

Teaching Note

Lembu Dairy: Beyond Milk, by LOH, Patrick H. M.; FAN, Terence P. C.. (2016). SMU-16-0016.

<http://www.thecasecentre.org/educators/products/view?id=137504> (Published)

“Way Smarter”: Valuair In The Budget Airline Industry, by FAN, Terence P. C. (2013). SMU-13-0010.
(Published)