



FBA

NEWSLETTER

18 Oct 2023

ISSUE 87

NEWS

1 CONGRATULATIONS TO UM STUDENT CHEANG PEI LOK ON WINNING SILVER AT ASIAN GAMES

Pei Lok CHEANG (鄭泚珞), a first-year student of business intelligence and data analytics in the Faculty of Business Administration at the University of Macau (UM), and his teammates from the Macao team won a silver medal in the men's team kata event in the 19th Asian Games held in Hangzhou. UM expressed congratulations to the athlete on his excellent performance in the games. CHEANG was admitted to the university through UM Principals' Recommended Admission Scheme for Outstanding Student-Athletes.

Prof. Yonghua SONG, Rector of UM, said that Cheang's achievement is the pride of UM and the glory of Macao, adding that the university places great emphasis on students' holistic development and will continue to encourage student's participation in various sports and support sports science research.

For more details, please visit: <https://www.um.edu.mo/news-and-press-releases/campus-news/detail/56676/>



Pei Lok CHEANG (Left) won a silver medal in the 19th Asian Games



The awarding ceremony

2 澳大高級管理人員工商管理碩士(EMBA)學生考察珠海名企 EMBA PROGRAMME COMPLETED THE 'INTERNATIONAL MARKETING STRATEGY' FIELD TRIP IN ZHUHAI

Teaching and Learning

Business Engagement

澳門大學工商管理學院於10月13日，於珠海偕31名高級管理人員工商管理碩士課程學生順利完成「國際營銷戰略」課程的產業實地考察。

一整天實地考察課程內容豐富，到訪多家珠海當地知名企業，獲得一致好評。包括正菱·智循M.A.P電商產業園、珠光集團南方人力資源服務有限公司、珠海華發集團旗下的珠海中心、華發商都及其文化旗艦品牌「閱·潮書店」與「La Galleria」。

通過與參訪單位的負責人與高管面對面交流分享，已有多年中高層管理經驗的學生對珠海知名企業的國際營銷戰略、人力資源管理、當地營商環境與經營模式有了更進一步的了解。學員們紛紛表示參訪行程安排難得，從中獲益良多。而安排參訪的企業也表示希望將來能繼續與澳門大學高級管理人員工商管理碩士課程合作和交流，以推動企業與大學之間的溝通和聯繫。

澳大高級管理人員工商管理碩士課程由**張旭教授**負責，而「國際營銷戰略」是必修課程之一，本次產業實地考察由**劉丁己教授**安排。

On 13 Oct 2023, the University of Macau (UM) Faculty of Business Administration (FBA) organized a field trip, part of "International Marketing Strategy" in Zhuhai for a total of 31 students of the Executive Master of Business Administration (EMBA) programme.

The whole-day field trip contains several site visits to well-known enterprises in Zhuhai, including Zhengling MAP E-Commerce Industrial Park, Zhuhai South Human Resources Service Co., Ltd (affiliated with ZhuKuan Group) and four sites of Zhuhai Huafa Group Co. Ltd.: Huafa Center, Huafa Mall, "Readzone" Bookstore and "La Galleria".

During the field trip, the EMBA students were excited to understand international marketing, business operation, human resources management, and the business environment of Zhuhai through in-depth conversations with the senior executives who, on the other hand, expressed interest and were looking forward to cooperating with UM in the EMBA programme.

The field trip is an integral part of the "International Marketing Strategy" course, which is instructed by **Prof. Matthew LIU (劉丁己教授)**. This course is a compulsory component of the EMBA program, overseen by **Prof. Xu ZHANG (張旭教授)**.



Dr. Xiachuan LI explains e-commerce development and current situation of Zhengling MAP E-Commerce Industrial Park in Zhuhai



Dr. Tutao ZHANG introduced La Galleria of Zhuhai Huafa Group Co. Ltd



Group photo with Mr. Yong YUAN, General Manager of Zhuhai South Human Resources Service Co., Ltd



Group photo with Dr. Yutao ZHANG, General Manager of Huafa Department Store of Zhuhai Huafa Group Co. Ltd



Students visit Huafa Center and learn marketing strategy and development of Zhuhai City



Centre for Tourism and Integrated Resort Studies (CTIRS) organized a unique study trip in Hengqin



Group photo

3 THE CTIRS HELD ONE-DAY STUDY TRIP IN HENGQIN FOR STUDENTS AND ALUMNI

Teaching and Learning

Business Engagement

Service

9月27日，在澳門大學工商管理學院旅遊及綜合度假村研究中心主任蘇小恩副教授及綜合度假村及旅遊管理學系李雪瑩助理教授的帶領下，16名優秀FBA學生及2名優秀校友鄭芷琪小姐及陳博翰先生一同到訪橫琴粵澳深度合作區，感受了這座新區的發展成就和未來願景。橫琴粵澳深度合作區作為推動粵港澳大灣區建設的新高地，同時也是豐富“一國兩制”實踐的新示範，不僅促進了澳門經濟的適度多元發展，同時也為澳門居民的就業生活提供了新空間。本次活動著眼於琴澳新建設，拓展學生發展視野，推動琴澳合作達成未來雙贏。

The Centre for Tourism and Integrated Resort Studies (CTIRS) under the Faculty of Business Administration (FBA), University of Macau (UM) organized a unique study trip in Hengqin on 27 September 2023. Led by Prof. Amy SO (蘇小恩教授) and Prof. Soey LEI (李雪瑩教授), the delegation consisted of outstanding alumni and current students visited the Guangdong-Macao In-Depth Cooperation Zone in Hengqin to learn from its history and look forward to the future, as well as to promote win-win cooperation between Macau and Hengqin.

For more details, please visit:

https://ctirs.fba.um.edu.mo/hengqin_trip_sept_2023/?lang=zh-hant

4 FBA SUCCESSFULLY HELD TWO FBA SEMINAR SERIES IN BUSINESS ECONOMICS AND ACCOUNTING

Teaching and Learning

Research

Service

The Faculty of Business Administration (FBA) of the University of Macau (UM) successfully held the FBA Seminar 070 on 11 Oct 2023 and FBA Seminar 071 on 13 Oct 2023 respectively.



The FBA Seminar Series 070: **Prof. Zhuo QIAO (喬卓教授)**, hosted the seminar delivered by **Prof. Lingxiao ZHAO (趙冷簫教授)**, Assistant Professor, Peking University



Prof. Lingxiao ZHAO (趙冷簫教授) presented her study "Are Anomalies Still Anomalies after Allowing for Change Points?"



The FBA Seminar Series 071: **Prof. Morris LIU**, (劉明教授) hosted the seminar delivered by **Dr. Yi XIANG** (向易博士), Research Assistant Professor, Hong Kong Polytechnic University



Dr. Yi XIANG (向易博士) presented his study "Flight to Environmental, Social, and Governance Transparency: Evidence from Foreign Government Procurement Contracts."

UPCOMING EVENT

1 FBA DISTINGUISHED SCHOLAR SEMINAR

- Topic: Modular Production and Endogenous Strength of Comparative Advantages
- Speaker: Professor Zhiyuan LI, Professor in Economics at Fudan University
- Date: Tuesday, 24 October 2023
- Time: 2:30 pm
- Venue: E22-G004
- Language: English
- Registration Link: <https://go.um.edu.mo/vdwkgmjn>

All academic staff, students, and interested parties are welcome to join!

For more details, please visit:

<https://fba.um.edu.mo/fba-distinguished-scholar-seminar-modular-production-and-endogenous-strength-of-comparative-advantages-by-prof-zhiyuan-li/>



澳門大學
UNIVERSIDADE DE MACAU
UNIVERSITY OF MACAU



工商管理學院
FACULDADE DE GESTÃO DE EMPRESAS
FACULTY OF BUSINESS ADMINISTRATION



商業研究及培訓中心
BRC
Centro de Investigação e Formação em Gestão de Empresas
Business Research and Training Centre

FBA DISTINGUISHED SCHOLAR SEMINAR SERIES
工商管理學院 傑出學者研討會系列

Modular Production and Endogenous Strength of Comparative Advantages

24 October 2023 (Tues)
2:30 pm, E22-G004
Language: English

Presented by
Prof. Zhiyuan LI

REGISTER NOW

<https://go.um.edu.mo/vdwkgmjn>



Moderator: Prof. Alex Sili ZHOU
Associate Professor in Finance, FBA, UM

Abstract
This paper complements the classical Ricardian-type international trade theories by proposing an endogenous approach to determine the strength of comparative advantages. We show that the size of production modules governs the strength of comparative advantages. Reduction of module size, or "module sharpening", unleashes the comparative advantages that were previously trapped in bundled productions of larger modules, since submodules, where the country had comparative disadvantages, had to be bundled together with those of comparative advantages for international trade. As module sharpening strengthens the comparative advantages, it complements trade liberalization in generating welfare gains. Our theory, linking modular production with the strength of comparative advantages, is helpful to understand not only gains from trade in particular, but also how division of labor is achieved, and comparative advantages are exploited more generally.



Professor Zhiyuan LI is currently a professor in Economics at Fudan University. His main research area is international economics. He has published at top journals in the field such as review of economics and statistics, journal of international economics, etc. Many of his papers have been listed as NBER working papers, introduced in NBER reporter, and got many citations. His paper has been selected as the top 1% highly cited paper in the field of "Economics and Business" according to the ESI index. He is also awarded several renowned awards in the field, such as the "An Zijie International Trade Research Award" and the "Pu Shan Award for Excellent Papers on International Economics".




UNIVERSITY OF MACAU
FACULTY OF BUSINESS ADMINISTRATION

FBA SEMINAR SERIES
- 072

FBA SEMINAR SERIES
Consumption Portfolio Management: Very Good Stuff Is Best Enjoyed by Itself



Prof. Luxi Shen
Associate Professor
Chinese University of Hong Kong
Date: 19 October 2023 (Thursday)
Time: 10:30 am to 12:00 am
Venue: E22-G015
Host: Prof. Fangyuan CHEN, Associate Professor in Marketing
Online registration: https://umac.au1.qualtrics.com/jfe/form/SV_51NYq7xD201bbLg

Abstract

Consumption planning decisions are investment decisions about enjoyment and well-being. Inspired by financial investment portfolio management, we propose a "consumption portfolio management" framework to study how consumers design an episode of consumption experience involving one or multiple products. While extant research has examined consumption portfolios containing a single product or those containing multiple products, we look into the critical yet missing connection: When do consumers prefer to expand their consumption portfolio from one product to multiple products? We propose and find that the quality of the initial product matters. Although people have a general preference to expand their consumption portfolios, they are reluctant to do so when the initial item is of very high quality. Further evidence shows that they believe that adding other stuff would ruin the very good product. Lastly, field data suggests that marketers are somewhat insensitive to this consumer preference. Our research contributes to the marketing literature by suggesting a new framework to study consumption planning decisions and adding a nuanced understanding of complementary and substitute goods.

Register Now!



Deadline: 17/10/2023
The registered audience will be notified of more detailed information via email.

Speaker

Luxi Shen (PhD, University of Chicago Booth School of Business) studies judgment and decision-making, and consumer behavior. Her recent research focuses on the general topic of uncertainty in pricing strategies, incentive designs, and investment decisions. For example, she explores when and why consumers expend more effort to earn an uncertain reward than a certain reward. Shen's work has been published in top academic journals, including the *Journal of Marketing Research*, the *Journal of Consumer Research*, *Management Science*, *Psychological Science*, and *Organizational Behavior and Human Decision Processes*. She was named a 2019 Young Scholar by the Marketing Science Institute for her early career achievements. She has received the runner-up of the 2015 Hillel Einhorn New Investigator Award by the Society for Judgement and Decision Making for the first essay in her doctoral dissertation (The Motivating-Uncertainty Effect, JCR, 2015) and the Honorable Mention of the 2020 Ferber Award (best dissertation-based article in the *Journal of Consumer Research*) by the Association for Consumer Research for the second essay in her doctoral dissertation (The Fun and Function of Uncertainty, JCR, 2019).

All are welcome!

2 FBA SEMINAR SERIES 072

- Topic: Consumption Portfolio Management: Very Good Stuff Is Best Enjoyed by Itself
- Speaker: Prof. Luxi Shen, Associate Professor, Chinese University of Hong Kong
- Date: 19 October 2023 (Thursday)
- Time: 10:30 am – 12:00 am
- Venue: E22-G015
- Host: Prof. Fangyuan CHEN, Associate Professor in Marketing
- Online registration: https://umac.au1.qualtrics.com/jfe/form/SV_51NYq7xD201bbLg

All academic staff, students, and interest parties are welcome to join!

For more details, please visit: <https://fba.um.edu.mo/fba-seminar-series-072/>

3 FBA SEMINAR SERIES 073

- Topic: High-Dimensional Low-Rank Linear Time Series Modeling
- Speaker: Prof. Guodong LI, Professor, University of Hong Kong
- Date: 19 October 2023 (Thursday)
- Time: 3:00 pm – 4:30 pm
- Venue: E22-G015
- Host: Prof. Yan LIN, Assistant Professor in Business Intelligence and Analytics
- Online registration: https://umac.au1.qualtrics.com/jfe/form/SV_8vIB2IEUrgUyFz8

All academic staff, students, and interested parties are welcome to join!

For more details, please visit: <https://fba.um.edu.mo/fba-seminar-series-073/>




UNIVERSITY OF MACAU
FACULTY OF BUSINESS ADMINISTRATION

FBA SEMINAR SERIES
- 073

FBA SEMINAR SERIES
High-Dimensional Low-Rank Linear Time Series Modeling



Prof. Guodong LI
Professor
University of Hong Kong
Date: 19 October 2023 (Thursday)
Time: 3:00 pm – 4:30 pm
Venue: E22-G015
Host: Prof. Yan LIN, Assistant Professor in Business Intelligence and Analytics
Online registration: https://umac.au1.qualtrics.com/jfe/form/SV_8vIB2IEUrgUyFz8

Abstract

Motivated by Tucker tensor decomposition, this paper imposes low-rank structures to the column and row spaces of coefficient matrices in a multivariate infinite-order vector autoregression (VAR), which leads to a newly proposed concept of supervised factor models, where two factor modelings are conducted to responses and predictors simultaneously. Interestingly, the stationarity condition implies an intrinsic weak group sparsity mechanism of infinite-order VAR, and hence a rank-constrained group Lasso estimation is considered to make inference on high-dimensional time series. Its non-asymptotic properties are also discussed thoughtfully by balancing the estimation, approximation and truncation errors. Moreover, an alternating gradient descent algorithm with thresholding is designed to search for the high-dimensional estimate, and its theoretical justifications, including statistical and convergence analysis, are also provided. Theoretical and computational properties of the proposed methodology are verified by simulation experiment, and the advantages over existing methods are demonstrated by two empirical examples. This is a joint work with my two PhD students, Feiqing Huang and Kexin Lu.

Register Now!



Deadline: 17/10/2023
The registered audience will be notified of more detailed information via email.

Speaker

Prof. Guodong joined the Department of Statistics & Actuarial Science, University of Hong Kong, in 2009 as an Assistant Professor, and is currently a Professor. He received his PhD in Statistics in The University of Hong Kong. In 2022, he published three papers in *Journal of Business and Economic Statistics*, *Journal of Econometrics*, *Econometric Theory* (AERS) respectively.

All are welcome!



FBA
Salon Series on
Data Analysis

Dive into Unstructured Data

Prof. Jacky Yan LIN
Assistant Professor in
Business Intelligence and Analytics
FBA, UM

Date: 24 October 2023 (Tuesday)
Time: 1:00pm to 2:00pm
Venue: FBA Lobby

Abstract

Traditional business research has long focused on structural data-numerical data in a tabular format. The development of new tools and models has allowed us business researchers to move beyond numerical data and gain insights from unstructured data: text, images, and videos. In this sharing section, I will share my past experiences in analyzing unstructured data. First, I will share my detailed experience in analyzing emotions in video data and how the data is used in the research where we study how Duchene and non-Duchene smiles affect user engagement in a live streaming context. Second, I will share my recent experience with using large language models for text analysis.

Speaker

Dr. Yan LIN is an assistant professor at the Faculty of Business Administration, University of Macau. He received his Ph.D. in Information Systems from Nanyang Business School, Nanyang Technological University, Singapore. His research interests are in the areas of Business Analytics, FinTech, Social Media, and e-commerce. He has published multiple articles in high-quality business journals, such as *Journal of Marketing Research*, *Information & Management*, *International Journal of Hospitality Management*. He has also served as a reviewer for top-tier journals, such as *MIS Quarterly*, *Management Science*, *Journal of the Association for Information Systems*, etc.

All are welcome!

www.fba.um.edu.mo

4 FBA SALON SERIES ON DATA ANALYSIS 004

- Topic: Dive into Unstructured Data
- Speaker: Prof. Jacky Yan LIN, Assistant Professor in, Business Intelligence and Analytics, FBA
- Date: 24 October 2023 (Tuesday)
- Time: 1:00pm – 2:00pm
- Venue: FBA Lobby

All academic staff, students, and interest parties are welcome to join!

For more details, please visit:

<https://fba.um.edu.mo/fba-salon-series-on-data-analysis-004/>

5 MMI DEPARTMENTAL SEMINAR

- Topic: Leaders' Integrity and Power Abuse
- Speaker: Prof. Xu HUANG, Chair Professor, Department of Management, Marketing and Information Systems, School of Business, Hong Kong Baptist University
- Date: 24 Oct 2023 (Tuesday)
- Time: 3:00pm – 4:30 pm
- Venue: E22-1065

All academic staff, students, and interest parties are welcome to join!

For more details, please visit:

<https://fba.um.edu.mo/mmi-departmental-seminar-leaders-integrity-and-power-abuse/>



MMI Departmental Seminar

Speaker
Prof. Xu HUANG

Chair Professor
Department of Management,
Marketing and Information Systems
School of Business,
Hong Kong Baptist University

Leaders' Integrity and Power Abuse

Date & Time
3:00pm-4:30pm,
Oct 24, Tue

Venue
E22-1065

Abstract

Leaders' displayed integrity refers to behaviors characterized by moral principles, word-deed alignment, and situational consistency. Worldwide, leaders' integrity is considered one of the most important leadership qualities by employees and leaders themselves. I will report the findings of two papers, in which we investigate how leaders' displayed integrity influences their subordinates and other managers. In Study 1, we theorized and examined the idea that higher-up leaders' (boss's boss) displayed integrity functions as a monitoring mechanism to regulate subordinate managers' use of power. While higher-up leaders' high levels of integrity may reduce managers' tendency to misuse their power, it may promote managers to exercise their power to benefit others. Results partially supported our propositions. In Study 2, we investigated an unintended consequence of leader integrity. We theorized and demonstrated that abusive supervision exercised by leaders high on integrity has stronger negative impact on employees' self-esteem and performance than abusive supervision exercised by leaders low on integrity does. We offered and tested the explanations for these counter-intuitive findings using attribution theories.

All are welcome!



FBA
Salon Series on Tourism+

Unveiling the Mysteries: Metaphysics, Feng Shui and Beyond
揭開神秘面紗：玄學、風水與旅遊

Mr. Chao LIU
 PhD Student in
 Integrated Resort and Tourism
 Management
 Moderator: Prof. Faye Chen
 Remark: The event will be held in Chinese

Date: 25 October 2023 (Wednesday)
 Time: 13:00-14:00
 Venue: E22-1029 Hospitality Lab

Abstract
 Metaphysics and Feng Shui are precious gems of traditional Chinese culture. In this salon, you will delve into the fundamental principles and philosophical background, such as the balance of Yin Yang, the theory of the Five elements, and the concept of Qi. We will explore their correlations with wealth, emotions, relationships, and health. Through case studies, you will gain insights into the positive applications in home, business, and urban planning. From an academic perspective, we will contemplate the potential research opportunities in the realm of tourism. Join us as we delve into these mysteries and unlock the doors to a new world.

Speaker
 Mr. Liu received his master's degree from Renmin University of China. His current supervisor is Prof. Hou Yuansi, and his research interests focus on the intersection of behavioral economics, rural tourism, and consumer psychology in the context of tourism. He has actively participated in some national-level academic research projects and has published several articles in Chinese journals and media outlets. Additionally, he has rich work experience in the field of finance.

All are welcome!

澳大旅遊學 綜合度假村及旅遊管理學系
 TOURISM@UM
 DEPARTMENT OF INTEGRATED RESORT AND TOURISM MANAGEMENT
 UNIVERSITY OF MACAU

www.fba.um.edu.mo

6 FBA SALON SERIES ON TOURISM+ 004

- Topic: Unveiling the Mysteries: Metaphysics, Feng Shui and Beyond
- Speaker: Mr. Chao LIU, PhD Student in Integrated Resort and Tourism Management
- Date: 25 October 2023 (Wednesday)
- Time: 1:00pm – 2:00pm
- Venue: E22-1029 Hospitality Lab
- Moderator: Prof. Faye CHEN

All academic staff, students, and interest parties are welcome to join!

For more details, please visit:

<https://fba.um.edu.mo/fba-salon-series-on-tourism-004/>

7 FBA SEMINAR SERIES 074

- Topic: Does Auditing Shape Global Value Chains? Evidence from PCAOB Inspections
- Speaker: Prof. Sibio LIU, Assistant Professor of Finance, Hong Kong Baptist University
- Date: 24 October 2023 (Tuesday)
- Time: 3:00 pm – 4:30 pm
- Venue: E22-G015
- Host: Prof. Rachel MA, Assistant Professor in Finance
- Online registration:
https://umac.au1.qualtrics.com/jfe/form/SV_6PXL5wAsXJ4BibI

All academic staff, students, and interested parties are welcome to join!

For more details, please visit:

<https://fba.um.edu.mo/fba-seminar-series-074/>



FBA
SEMINAR SERIES
 - 074

FBA SEMINAR SERIES
Does Auditing Shape Global Value Chains? Evidence from PCAOB Inspections

Prof. Sibio LIU
 Assistant Professor of Finance
 Hong Kong Baptist University
 Date: 24 October 2023 (Tuesday)
 Time: 3:00 pm – 4:30 pm
 Venue: E22-G015
 Host: Prof. Rachel MA, Assistant Professor in Finance
 Online registration: https://umac.au1.qualtrics.com/jfe/form/SV_6PXL5wAsXJ4BibI

Abstract
 This study investigates how auditing shapes the formation and performance along global value chains (GVCs). We focus on the effect of the Public Company Accounting Oversight Board's (PCAOB) inspections on non-U.S. auditors, which induce higher information quality of the global exporters audited by these auditors. Using a unique, comprehensive dataset of U.S. waterway imports from global suppliers of 36 countries and adopting a Difference-in-Differences design, we find that PCAOB inspections not only lead to significantly more exports to U.S. buyers among treated suppliers, particularly for intermediate goods and capital goods, but treated suppliers also upgrade their product complexity and increase product R&D intensity. These results are stronger for suppliers with ex-ante lower reporting quality, for those that are not industry leaders, and for those located in countries with weaker institutions or higher geopolitical risk with the U.S. We further find that U.S. importers with a greater share of suppliers audited by PCAOB-inspected auditors experience improvements in firm value, profitability, and investments. PCAOB inspections also increase chain-level duration length between the importers and exporters. Overall, our findings suggest that regulatory oversight on auditing facilitates global exporters' participation and upgrading in GVCs, enhances U.S. importers' performance, and upholds the stability of GVCs.

Speaker
 Sibio Liu is an Assistant Professor of Finance in the School of Business at Hong Kong Baptist University (HKBU). Before joining HKBU, he worked in the Department of Economics at Lingnan University. His research interests include financial economics, financial technology, and political economy. His works appear in leading journals and major international conferences.

All are welcome!

Register Now!

Deadline: 20/10/2023
 The registered audience will be not find of more detailed information via email.




UNIVERSITY OF MACAU
 FACULTY OF BUSINESS ADMINISTRATION

FBA SEMINAR SERIES

When do transnational institutions matter for multinational corporations' location choices?



Prof. Christine, Man Kuen CHAN
Professor
The University of Hong Kong
 Date: 25 October 2023 (Wednesday)
 Time: 11:00 am – 12:30 pm
 Venue: E22-G015
 Host: Prof. Jennifer LAI, Associate Professor in Management
 Online registration: https://umac.au1.qualtrics.com/jfe/form/SV_3P140ydeidsYVQg

Abstract

This study examines the influence of transnational institutions (i.e., bilateral investment treaties and preferential trade agreements) on multinational corporations' (MNCs) location choices. It draws on institutional perspectives and insights from political economy to argue that the influence of transnational institutions on MNCs' location choices varies depending on host country institutional uncertainty, home country formal institutional voids, and MNC multiple embeddedness. Using a sample of 13,011 foreign market entries from 1,129 parent MNCs in 73 host countries between 2005 and 2017, we find that the influence of transnational institutions is stronger when the levels of host country institutional uncertainty and home country formal institutional voids are higher, and that such an influence is weaker for MNCs with a high degree of multiple embeddedness.

Speaker

Prof. Christine Chan is Professor of Management and Strategy at the HKU Business School, The University of Hong Kong. Her research interests include foreign market entry decision, entry mode choice, international joint venture, and performance of foreign affiliates of multinational corporations. She has published articles in the Strategic Management Journal and Journal of International Business Studies. She has presented her papers at the Academy of Management Conference, Academy of International Business Conference, and Asia Academy of Management Conference. Two of her conference papers have appeared in the Academy of Management Best Paper Proceedings.

All are welcome!

Register Now!



Deadline: 23/10/2023
The registered audience will be notified of more detailed information via email.

8 FBA SEMINAR SERIES 075

- Topic: When do transnational institutions matter for multinational corporations' location choices?
- Speaker: Prof. Christine, Man Kuen CHAN, Professor, The University of Hong Kong
- Date: 25 October 2023 (Wednesday)
- Time: 11:00 am – 12:30 pm
- Venue: E22-G015
- Host: Prof. Jennifer LAI, Associate Professor in Management
- Online registration: https://umac.au1.qualtrics.com/jfe/form/SV_3P140ydeidsYVQg

All academic staff, students, and interest parties are welcome to join!

For more details, please visit:

<https://fba.um.edu.mo/fba-seminar-series-075/>

9 FBA SEMINAR SERIES 076

- Topic: Saying "No" at Work: The Psychological and Behavioral Consequences of Help Request Rejection
- Speaker: Prof. Katrina Lin, Associate Professor, Hong Kong Polytechnic University
- Date: 27 October 2023 (Friday)
- Time: 10:30 am – 12:00 pm
- Venue: E22-G015
- Host: Prof. Kraivin CHINTAKANANDA, Assistant Professor of Management
- Online registration: https://umac.au1.qualtrics.com/jfe/form/SV_06ZsnbbnSoReTaK

All academic staff, students, and interested parties are welcome to join!

For more details, please visit:

<https://fba.um.edu.mo/fba-seminar-series-076/>




UNIVERSITY OF MACAU
 FACULTY OF BUSINESS ADMINISTRATION

FBA SEMINAR SERIES

Saying "No" at Work:
The Psychological and Behavioral Consequences of Help Request Rejection



Prof. Katrina Lin
Associate Professor
Hong Kong Polytechnic University
 Date: 27 October 2023 (Friday)
 Time: 10:30 am to 12:00 pm
 Venue: E22-G015
 Host: Prof. Kraivin CHINTAKANANDA, Assistant Professor of Management
 Online registration: https://umac.au1.qualtrics.com/jfe/form/SV_06ZsnbbnSoReTaK

Abstract

Over the past two decades, research has extensively explored the dark side of helping coworkers. Recognizing the personal costs associated with assisting others at work, researchers and executive coaches have advocated for employees to confidently decline help requests, emphasizing the potential benefits of doing so. However, empirical examinations of the implications of rejecting coworkers' help requests (i.e., help request rejection) at work remain rare. Drawing on identity threat theory, we question the prevailing notion that help request rejection benefits the request recipients and examine whether and when rejecting help requests might engender psychological burden (i.e., prosocial identity threat), which predicts downstream work-related consequences. Across two studies, including a time-lagged field study and a pre-registered scenario-based experiment, we find that rejecting coworkers' help requests results in higher prosocial identity threat, which then leads to disparate outcomes (i.e., increased public, rather than private, helping and poorer task performance). These effects are more pronounced in request recipients with a stronger prosocial helping identity or those who perceive a higher level of helping pressure within their team. Theoretical and practical implications for helping decisions, prosocial identity, and identity threat management are discussed.

Speaker

Dr. Katrina Lin is an Associate Professor of Management at the Faculty of Business at The Hong Kong Polytechnic University. She received her Ph.D. in Organizational Behavior from National University of Singapore in 2017. Dr. Lin's research interests include coworker interpersonal interactions, with a focus on helping interactions, emotions, and work-family interface. Her research has been published in the Academy of Management Journal, Journal of Applied Psychology, and Organizational Behavior and Human Decision Processes, among others.

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