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Sarah Bauerle Danzman

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EDUCATION

- 2014 Ph.D. Political Science
 University of North Carolina at Chapel Hill
- 2010 M.A. Political Science
 University of North Carolina at Chapel Hill
- 2005 B.A., *summa cum laude*, Political Science/Economics
 Villanova University

ACADEMIC POSITIONS

- 2015 – Assistant Professor, Department of International Studies
 Indiana University, School of Global and International Studies
- Adjunct Professor, Department of Political Science
 Faculty Affiliate, Vincent & Elinor Ostrom Workshop in Political Theory
 and Policy Analysis
 Faculty Affiliate, Center for the Study of Global Change
- 2019 – 2020 International Affairs Fellow, Council on Foreign Relations
 Foreign Affairs Officer – United States Department of State
- 2014 – 15 Postdoctoral Research Associate, Niehaus Center for Globalization &
 Governance, Princeton University

PUBLICATIONS

Books

Forthcoming. Bauerle Danzman, Sarah. *Merging Interests: When Domestic Firms Shape FDI Policy*. Cambridge University Press.

Refereed Journal Articles

Forthcoming. Bauerle Danzman, Sarah. "Foreign Direct Investment Policy, Domestic Firms, and Financial Constraints." *Business and Politics*.

2017. Bauerle Danzman, Sarah, Thomas Oatley, and William Kindred Winecoff. “All Crises are Global: Capital Cycles in an Imbalanced International Political Economy.” *International Studies Quarterly*. 61(4): 907 –923.
2016. Bauerle Danzman, Sarah. “Contracting with Whom? The Differential Effects of BITs on Mitigating Sources of Investment Risk.” *International Interactions* 42(3): 432 – 478.
2013. Oatley, Thomas, Willim Kindred Winecoff, **Sarah Bauerle Danzman**, and Andrew Pennock. “The Political Economy of Global Finance: A Network Model” *Perspectives on Politics* 11(1): 131 – 151.

Book Chapters

- Forthcoming. Bauerle Danzman, Sarah and Geoffrey Gertz. “Facilitating Sustainable Investment: The Role and Limits of Investment Promotion Agencies.” in *Word Trade Forum 2018: Trade, Development, and Sustainability* edited by Cosimo Beverelli, Jurgen Kurtz, and Damian Raess. Cambridge, UK: Cambridge University Press.
2019. Bauerle Danzman, Sarah. “The Political Economy of Bilateral Investment Treaties: The Conditional Effects of BITs on FDI Flows and Domestic Politics.” in *Research Handbook on Foreign Direct Investment*, edited by Markus Krajewski. Cheltenham, UK: Edward Elgar Publishing.

Articles and Policy Papers (Non-Peer Reviewed)

2017. Bauerle Danzman, Sarah. “Leveraging WAIPA to Facilitate Private Sector Linkages.” *World Association of Investment Promotion Agencies Research Note* April.
2016. Bauerle Danzman, Sarah, Jacqueline Bauman, Michael Holmberg, Jonathan Hreha, Karis Neufeld, Anna Piskunova, Alec Resch, Jamie Spitz, Jocelyn Wallace, and Anna Williams. “Incentivizing an Increasingly Automated Manufacturing Sector: A Descriptive Analysis of U.S. States’ Manufacturing Investment Promotion Programs” *Smart Incentives Policy Report* December.

Short Articles and Commentary

2019. Bauerle Danzman, Sarah “Why is the U.S. forcing a Chinese company to sell the gay dating app Grindr?” (with Geoffrey Gertz) *The Monkey Cage* (April 3).
- Reprinted as “Is it a threat to US security that China owns Grindr, a gay dating app?” at Brookings Opinions (March 8, 2019).

2017. “Robots aren’t killing the American Dream. Neither is trade. This is the problem” (with Jeff Colgan). *The Monkey Cage* (March 10).
2015. “What Black Monday does and doesn’t tell us about the world economy” (with W. Kindred Winecoff.) *The Monkey Cage* (August 27).
2013. “Why U.S. financial hegemony will endure” (with W. Kindred Winecoff.) *Symposium* (October)
2013. “The strange politics of U.S. – E.U. free trade” (with W. Kindred Winecoff.) *The National Interest* (February 14).

Articles in Preparation

- “Incentivizing Embedded Investment: Evidence from Patterns of Foreign Direct Investment in Latin America” (with Alexander Slaski.) *Under Review*
- “Explaining Deference: Why and When do Policymakers think FDI needs Tax Incentives?” (with Alexander Slaski.)
- “Political Investment Cycles: Electoral Competition and Timing of Investment Announcements” (with Jonas Bunte and Paulo Cavallo)
- “Market Concentration, Transnational Corporate Networks, and Politically-Connected Firms” (with William K. Winecoff.)
- “Investment Incentives, Industrial Policy, and Upgrading: Evidence from FDI Projects in Latin America”
- “The Social Identities of Investment Promotion Agencies” (with Geoffrey Gertz)
- “Political Violence and Infrastructure Investment” (with Samee Desai, Jessica Steinberg, and William K. Winecoff.)
- “Privatization and Public Opinion of FDI in Latin America” (with Alissandra T. Stoyan.)

GRANTS, FELLOWSHIPS AND AWARDS

- 2019 Indiana University Social Sciences Research Funding Program, *Market Concentration, Transnational Corporate Networks, and Politically-Connected Firms* (with William K. Winecoff) \$36,629
- 2019 Council on Foreign Relations, International Affairs Fellowship Program, *Balancing Interests: Reforming and Securing US Investment Screening Processes Amid the Growth of State-Connected Multinational Enterprises* \$100,000

- 2019 Artinian Travel Award, Southern Political Science Association, \$500
- 2018 Tobias Center Research Assistance Fellows Program, Indiana University, \$2,250
- 2017 Ostrom Workshop Faculty Research Award, *Investment Facilitation Priorities in Complex Policy Environments*, Indiana University, \$10,000
- 2017 Emerging Areas of Research Proposal Development Award, *International Aid and Development: Risk, Context, and Learning* (with Nick Cullather, Stephen Macekura, and Jessica Steinberg), Indiana University, \$23,902
- 2016 School of Global and International Studies Research Travel Award, *Investment Facilitation Priorities in Complex Policy Environments*, Indiana University, \$1,674
- 2016 School of Global and International Studies Research Travel Award, *Investment Facilitation Priorities in Complex Policy Environments*, Indiana University, \$2,500
- 2015 International Studies Department Research Cluster Award, *Capitalism Workshop* (with Purnima Bose, Stephanie Kane, Stephen Macekura, Jessica Steinberger, and Nur Amali Ibrahim), \$2,000
- 2013 – 14 UNC Chapel Hill Leadership Development Scholars Program
- 2013 UNC Chapel Hill Graduate School Travel Grant, \$250
- 2013 Uhlman Conference Travel Grant, UNC Chapel Hill, \$450
- 2013 Journeys in World Politics Fellow, University of Iowa, \$350
- 2013 International Studies Association Travel Grant, \$250
- 2011 Earl Wallace Award for Outstanding Teaching Assistant, UNC Chapel Hill, \$900
- 2011 Uhlman Summer Research Award, *The Politics of FDI Policy in Authoritarian Countries*, UNC Chapel Hill, \$2000
- 2011 CIBER Faculty Development in International Business Education, George Washington University, Tuition and Travel Grant
- 2011 Uhlman Conference Travel Grant, UNC Chapel Hill, \$200
- 2005 Phi Beta Kappa
- 2005 Falvey Scholars Award for Best Political Science Thesis, *The Commercialization of Microfinance in Latin America*, Villanova University
- 2005 Thomas More Medallion Award (Best Honors Student), Villanova University

Grants in Development

- 2020 National Science Foundation, *The Effects of Investment Facilitation on Market Structures, Inequality, and Democratic Institutions* (with William K. Winecoff)

Grants Denied

- 2017 Indiana University Emerging Areas of Research Grant, *International Development Interventions: Risk, Context, and Learning* (with Nick Cullather, Sameeksha Desai, Stephen Macekura, Jessica Steinberg, and William K. Winecoff) \$1,977,439
- 2016 Indiana University Emerging Areas of Research Grant, *International Development, Risk & Adaptive Aid* (with Nick Cullather, Stephen Macekura, and Jessica Steinberg) \$2,188,398
- 2016 US State Department Minerva Grant, *Political Violence and Infrastructure Investment* (with Sameeksha Desai, Jessica Steinberg, and William K. Winecoff), \$749,723, advanced to second round

INVITED TALKS

- 2019 “MNEs in an Age of Increased Multipolarity,” CENTRA Workshop on Multipolarity and International Governance. Washington, DC. July 11
- 2019 “Weaponized Interdependence, Anti-Globalism, and FDI Policy,” Workshop on International Order, Networks, and Power. Mortara Center for International Studies, Georgetown University. Washington, DC. June 20.
- 2018 “Market Concentration, Transnational Corporate Networks, and Politically-Connected Firms, “ (with William K. Winecoff.) Symposium on The Evolution of Economic Power in the Age of Globalization: Three Major Debates on the Rise of Transnational Corporations, University of Amsterdam, Amsterdam, Netherlands. December 10.
- 2018 “Investment Facilitation Priorities in Complex Policy Environments,” Ostrom Workshop Research Colloquium, Bloomington, IN. December 3.
- 2018 “Cooperating Across Borders: Leveraging Relationships for Global Relevance,” International Economic Development Council’s Annual Conference, Atlanta, GA. October 1.
- 2018 “Drivers and Determinants of FDI: Applying traditional concepts to modern trends,” World Association of Investment Promotion Agencies, Istanbul, Turkey. July 2-3.
- 2017 “Collective, Competitive Advantage for Foreign Direct Investment,” International Economic Development Council’s Annual Conference, Toronto, Canada. September 17
- 2017 “Liberalizing for Liquidity: The Politics of FDI Liberalization,” University of Chicago. May 18 (postponed)

- 2016 “Factors that Determine Private Sector Investment into Markets,” World Association of Investment Promotion Agencies’ Annual Conference, Istanbul, Turkey. October 13
- 2016 “Compensation, Agglomeration, or Competition? Evaluating the Correlates of Investment Incentives” (with Alexander Slaski), Workshop on the Politics of Multinational Firms and Investment, Princeton University. September 30
- 2016 “A Political Economy Approach to Understanding Investor-State Dispute Settlement,” Workshop on the Central and Eastern European Experience with Investor-State Dispute Settlement, Central European University, Budapest, Hungary. May 20
- 2016 “Incumbents who Reform: The Politics of FDI Liberalization,” Institutions, Trade, and Economic Development Workshop, Indiana University. May 14
- 2016 “Incumbents who Reform: The Politics of FDI Liberalization,” Emory University. March 3
- 2015 “Incumbents who Reform: The Politics of FDI Liberalization,” Indiana University. February 19
- 2015 “Incumbents who Reform: The Politics of FDI Liberalization,” Princeton University. March 23
- 2014 “Incumbents who Reform: The Politics of FDI Liberalization,” Villanova University. November 12
- 2014 “Financial Crises and Political Instability,” Political Instability Taskforce, Washington, D.C. October 22
- 2014 “Incumbents who Reform: The Politics of FDI Liberalization,” Elon University, January 22
- 2013 “Incumbents who Reform: The Politics of FDI Liberalization,” Lewis and Clark College, November 6
- 2013 “The Political Determinants of Investment Policy in Non-Democracies,” Journeys in World Politics Annual Workshop, University of Iowa. May 3

CONFERENCE PRESENTATIONS

- 2019 “Political Investment Cycles: Electoral Competition and Timing of Investment Announcements” (with Jonas Bunte and Paulo Cavallo) Annual Meeting of the American Political Science Association, Washington, DC. August 30.
- 2019 “Explaining Deference: Why and When do Policymakers think FDI needs Tax Incentives?” Annual Meeting of the Southern Political Science Association, Austin, TX. January 19.
- 2018 “Facilitating Sustainable Investment: The Role and Limits of Investment Promotion Agencies,” (with Geoffrey Gertz.) Blended Development Finance and the New Industrial Policy conference, Geneva, Switzerland. November 8. (non-presenting co-author)
- 2018 “Facilitating Sustainable Investment: The Role and Limits of Investment Promotion Agencies,” (with Geoffrey Gertz.) 2018 World Trade Forum Book Track: Trade, Development and Sustainability, Florence, Italy. September 29. (non-presenting co-author)
- 2018 “Investment Facilitation Priorities in Complex Policy Environments,” Annual Meeting of the American Political Science Association, Boston, MA. September 2.
- 2018 “Pork-Barrel Politics in an Era of Globalization,” Annual Meeting of the American Political Science Association, Boston, MA. September 1.
- 2018 “Art of the Deal? Capital Mobility, Host Country Political Strategies, and Investment Incentives in Latin America,” Annual Meeting of the Midwest Political Science Association, Chicago, IL. April 6.
- 2016 “Financing Constraints, Interest Groups, & Investment Law Making,” Annual Meeting of the American Political Science Association, Philadelphia, PA. September 2
- 2015 “Compensation, Agglomeration, or Competition? Evaluating the Correlates of Investment Incentives” (with Alexander Slaski), Annual Meeting of the International Studies Association, Atlanta, GA. March 20
- 2015 “American Hegemony and Global Capital Cycles” (with Thomas Oatley and William K. Winecoff), Annual Meeting of the American Political Science Association, San Francisco, CA. September 3
- 2015 “When Incumbents Reform: The Politics of FDI Policy Liberalization,” The Annual Meeting of the International Political Economy Society, Washington, D.C. November 15

- 2014 “Hegemony and Global Capital Cycles” (with Thomas Oatley and William K. Winecoff), Annual Meeting of the International Studies Association, Toronto, Canada. April
- 2013 “Crisis, Financial Reform, and Long-Term Capital Account Liberalization,” Annual Meeting of the American Political Science Association, Chicago, IL. August
- 2013 “Privatization and Public Opinion of FDI in Latin America” (with Alissandra T. Stoyan, Annual Meeting of the American Political Science Association, Chicago, IL. August
- 2013 “The Political Determinants of Investment Policy in Non-Democracies,” Annual Meeting of the International Studies Association, San Francisco, CA. April
- 2011 “The Political Economy of Global Finance: A Network Model” (with Thomas Oatley, Andrew Pennock, and William K. Winecoff), Annual Meeting of the American Political Science Association, Seattle, WA. September
- 2011 “How Do States Compete for Capital? The Political Determinants of Investment Promotion Strategies” Annual Meeting of the International Studies Association, Montreal, Canada, April

PUBLIC OUTREACH PRESENTATIONS & INTERVIEWS

- 2018 “International Trade Economies and Treaties,” Institute for Defense and Business, Bloomington, IN May 25
- 2017 “Indiana and the World: Preparing Indiana Students for a Global Economy,” Partnershare Symposium: Globalization & its Impact on K-12 Education, Bloomington, IN. March 10
- 2016 “Foreign Policy and the Next President,” WFIU Public Radio, Bloomington, IN. September 27
- 2016 “The Politics of Trade in an Era of Populism: Brexit, TPP, and Trump” (with William K. Winecoff), Beth Shalom Synagogue, Bloomington, IN. August
- 2016 “Global Economic Governance,” Global Business Institute at Kelley School of Business, Bloomington, IN. July 12
- 2016 “Political and Economic Effects of Brexit,” Wisconsin Public Radio, June 24
- 2016 “National Security and Grand Strategy” (with Fred Cate, Gen. Gene Renuart, James Steinberg, and Philip Zelikow), America’s Role in the World Conference, Bloomington, IN. March 30

2015 “A Debate on the Transpacific Partnership,” Indiana University Oxfam Club, Bloomington, IN. December

TEACHING AND ADVISING

Indiana University

I203 – Global Development

I310 – Global Economic Governance

I315/515 – Research Design in International Studies

I400 – Capstone (senior thesis class)

I427/503 – Multinational Firms in the Global Economy

I427/503 – Harnessing Foreign Investment for Development

Graduate Student Advisees

Rashid Marcano Rivera (Ph.D) “Varieties of Networked Capitalism: A New Approach to Comparative Political Economy”

Fathima Musthaq (Ph.D) “Financialization of the State in Emerging Markets”

Anna Williams (M.A.) “How European FDI Transformed Turkey and How Turkey Risks Losing It All” (thesis chair, defended May 2017)

Undergraduate Capstone Mentees

Trevor Owens (Fall 2016) *Work and Peace: Economic Opportunity as a Determinant of Political Stability in Sub-Saharan Africa, 1997-2014*

James Cole (Fall 2017) *Understanding European Far Right Parties through Immigration and the Welfare State*

Richard Solomon (Honors, Spring 2018) *More Money, More Problems: An Optimal Stopping Game of Ransom Negotiation*

Nathan Handwerker (Honors, Spring 2018) *The Road to Internationalization: China’s “One Belt, One Road” and the Rise of the Renminbi*

Michelle Duke (Spring 2018) *Autonomous Monetary Policy and the Sustainability of Social Welfare Systems*

Emily Unison (Spring 2018) *Brexit: An Inspiration or a Mistake? A Comparative Case Study on the Invocations of Brexit and the Use of Rhetoric by Populist Leaders in the EU*

Kate Hill (Honors, Spring 2019) *Assessing the Effectiveness of the Green Climate Fund*

Joe Cullather (Spring 2019) *Commercial Diplomacy, Infrastructure Projects, and Public Opinion*

Aaron Teater (Honors, Spring 2019) *Examining Corporate-Government Relations Around Environmental Regulations*

Max Holmberg (Spring 2019) *What Explains Public Support for Authoritarian Regimes?*

University of North Carolina at Chapel Hill

POLI 150 – Introduction to International Relations

DEPARTMENTAL SERVICE

2018-19	International Studies Faculty Symposium co-organizer
2018 -	International Studies Legal Studies B.A. Committee Member
2017 – 18	International Studies External Review Data Analyst
2016 – 17	International Studies Undergraduate Association, Advisor
2016 – 17	International Studies Russian Politics Search Committee
2015 – 16	International Studies Undergraduate Affairs Committee
2015 – 16	International Studies International Governance Search Committee
2015 – 16	International Studies Faculty Symposium co-organizer
2015	International Studies Capstone Research Symposium Judge
2015	International Studies Capstone Thesis Prize Judge

SCHOOL AND UNIVERSITY SERVICE

2018 -	Hamilton and Lugar School for Global and International Studies Career Cohort Leader – Fortune 500 Companies
2016 –	Tobias Center for Innovations in Development, Steering Committee Member
2015 –	Office of Overseas Study Review Committee
2015	SGIS/NED Mark Helmke Post-Doctoral Scholarship Development Committee

SERVICE AT UNIVERSITY OF NORTH CAROLINA

2012	UNC Political Science Departmental Search Committee
2010 – 12	International Relations Graduate Student Representative

SERVICE TO THE PROFESSION

2019 -	Committee Member and Panel Convener, Virtual International Political Economy Society
2019	Chair, Best Article Award Committee, <i>International Collaboration (IC) Section of the American Political Science Association.</i>
2018	Committee Member, John Sprague Award Committee, <i>Political Networks Section of the American Political Science Association.</i>
2016	Co-organizer, <i>Niehaus Center Workshop on the Politics of Multinational Firms, Governments, and Global Production Networks</i> , Princeton University. September 30 – October 1

2011 – 12 Assistant to the Program Chairs, 2012 Annual Meeting of the International Studies Association, San Diego, CA.

Occasional Reviewer: *American Journal of Political Science, Business and Politics, European Journal of International Relations, Foreign Policy Analysis, Journal of Conflict Resolution, Journal of Politics, International Interactions, International Organizations, International Studies Quarterly, Latin American Politics and Society, Oxford University Press, Perspectives on Politics, Research and Politics, World Politics*

OTHER EXPERIENCE

2006 – 08 Consulting Group Analyst – Citigroup Smith Barney (Asheville, NC)
Series 6 and 63 Designations

2004 Research Intern, Instituto Centroamericano de Administración de
Empresas (Alajuela, Costa Rica)