

Juliana M. Binhote

Curriculum Vitae

Graduate Research Assistant at University of Louisville
Partner at Korumak Serviços
Lawyer Specialized in Family Law, Brazil

jmbinhote@gmail.comjuliana.binhote@louisville.edu**Online Profiles**Research Gate: https://www.researchgate.net/profile/Juliana_Binhote2Google Scholar: <https://scholar.google.com.br/citations?user=44iT114AAAAJ&hl=pt-BR&authuser=3&oi=ao>LinkedIn: <https://www.linkedin.com/in/juliana-binhote-a7ba7021/>ORCID: <https://orcid.org/0000-0002-9071-7712>Publons: <https://publons.com/researcher/3213687/juliana-molina-binhote/>**EDUCATION**

- 2020-present** Ph.D. Candidate in Entrepreneurship at College of Business, University of Louisville.
 Working title: The impact of work-life (im)balance on entrepreneurial family firms' succession.
 Advisor: Prof. Dr. Carl Maertz.
 Committee members: Manju Ahuja, Kristen Lucas, Kimberly Eddleston, James O. Fiet.
- 2018-2020** Ph.D. interrupted in Business Administration at The Coppead Graduate School of Business/ Federal University of Rio de Janeiro in Brazil.
 Working Title: Internationalization of Brazilian family firms.
- 2016-2018** Master's in Business Administration at Pontifical Catholic University of Rio de Janeiro (PUC-Rio), Rio de Janeiro, Brazil.
 Title: Who builds the History and Memory of Organizations? Reflections on the use of organizational memory and companies' producers of organizational histories.
 Committee: Dr. Alessandra de Sá Mello Costa (Chair), Dr. Luis Alexandre Grubits de Paula Pessoa, Dr. Ana Christina Celano Teixeira.
- 2014-2015** MBA in Management at Pontifical Catholic University of Rio de Janeiro (PUC-Rio), Rio de Janeiro, Brazil.
 Title: Succession in family businesses: a case study of Gafeng LLC.
 Advisor: M.Sc. Renata Coutinho.
- 2009-2011** Specialization in Civil Law (Master's Degree interrupted) at the University of Lisbon School of Law, Lisbon, Portugal.
 Title: The (in) alienability of parental responsibilities and their apparent contradictions in the perspective of Portuguese-Brazilian law.
 Advisor: Dr. Carlos Pamplona Corte-Real and Dr. Jorge Duarte Pinheiro.

- 2009-2009** Extension course in Real Estate Law at Pontifical Catholic University of Rio de Janeiro (PUC-Rio), Rio de Janeiro, Brazil.
- 2003-2008** Bachelor's Degree in Law at Pontifical Catholic University of Rio de Janeiro (PUC-Rio), Rio de Janeiro, Brazil.
- Title: The real-estate concession of use for housing purposes and possession of public real estate.
- Committee: Dr. Daniela Trejos Vargas (Chair), Dr. Roberta Mauro Medina Maia, Dr. Augusto H.P.S. Werneck Martins.

CONTINUOUS EDUCATION & CERTIFICATES

- 2021** Certificate from IFERA Summer School on Family Business Research Methods – May-June 2021.
- 2020** Harvard Business School Online – Certificate on Negotiation Mastery (40 hours).
- 2018** Ph.D. Disciplines of Qualitative Methods (45 hours) and Survey Method (45 hours) with Dr. Angela da Rocha. Pontifical Catholic University of Rio de Janeiro (PUC-Rio), Rio de Janeiro, Brazil, March-June, 2018.
- 2017** Ph.D. Discipline of Business History: Theoretical Approaches and Case Studies. (25 hours). Faculty of Economics, Administration and Accounting, University of São Paulo, FEAC/USP with Dr. Jacques Marcovitch (USP), Dr. Alexandre Saes (USP), Dr. Armando Dalla Costa (Federal University of Paraná) and Dr. Carolina Gonçalves (USP), São Paulo, Brazil, October 23-27, 2017.
- 2014** Qualitative Methods Workshop: Doing Case Studies and Qualitative Research in International Business with Dr. Catherine Welch at the 40th EIBA Conference, Uppsala, Sweden, December 11, 2014.

ACADEMIC EXPERIENCE

- Fall 2023** Instructor of ENTR 350 (Entrepreneurial Creativity & Innovation), College of Business, University of Louisville, KY, U.S.
- Spring 2023** Instructor of ENTR 350 (Entrepreneurial Creativity & Innovation), College of Business, University of Louisville, KY, U.S.
- Fall 2022** Instructor of ENTR 350 (Entrepreneurial Creativity & Innovation), College of Business, University of Louisville, KY, U.S. Evaluation 5/5.
- Spring 2022** Research assistant of Dr. Carl Maertz, College of Business, University of Louisville, KY, U.S.
- Spring 2022** Research assistant of Dr. Isabel Botero, College of Business, University of Louisville, KY, U.S.
- Fall 2021** Research assistant of Dr. Carl Maertz, College of Business, University of Louisville, KY, U.S.
- Fall 2021** Research assistant of Dr. Isabel Botero, College of Business, University of Louisville, KY, U.S.
- Fall 2020-Fall 2021** Research assistant of Dr. Isabel Botero, College of Business, University of Louisville, KY, U.S.

- KY, U.S.
- 2019 Oct to Dec** Teaching internship/assistant of Dr. Renato Cotta de Mello in the discipline of Strategic Planning of the Undergraduate of Defense and International Strategic Management, Federal University of Rio de Janeiro, Brazil.
- 2018-2019** Coordinator of Foreign Trade and International Business Program at Alumni COPPEAD.
- 2018-2019** Lecturer of discipline of “Culture and International Negotiations” at Alumni COPPEAD.
- 2018-2019** Assistant researcher at the International Business Study Center at COPPEAD.
- 2016-2016** Teaching internship/assistant of Dr. Andréa Cherman in the discipline of Organizational Behavior and General Theory of Administration of the Undergraduate Business Administration at Pontifical Catholic University of Rio de Janeiro (PUC-Rio), Rio de Janeiro, Brazil.
- 2006-2008** Teaching internship/assistant of Dr. Daniela Trejos Vargas in the discipline of In Rem Rights of the Undergraduate Law School at Pontifical Catholic University of Rio de Janeiro (PUC-Rio), Rio de Janeiro, Brazil.
- 2007** Scientific Initiation in Under graduation Law School at Pontifical Catholic University of Rio de Janeiro (PUC-Rio), Rio de Janeiro, Brazil. Usucapio in public properties: social function of public property. Supervisor: Dr. Daniela Trejos Vargas.

HONORS AND AWARDS

- 2023** Spring Semester Student Champion – Nomination by students and Recognition given by the UoFL President and Provost for faculty that went above and beyond their duties to provide exceptional or critical support to their students.
- 2021** Best Paper Contribution to Practice Award at 2021 International Family Enterprise Research Academy. 14-25 June, 2021, Virtual Edition.
- 2019** Best Reviewer Award at 2019 International Family Enterprise Research Academy. 17-21 June, 2019, Bergamo, Italy.

FELLOWSHIPS

- 2021-2022** Recipient of Don Lavoie Fellowship from Mercatus Center at George Mason University.

REFEREED JOURNAL PUBLICATIONS

- Botero, I. C., Barroso Martínez, A., Sanguino, G., & **Binhote, J.** (2021). The family’s effect on knowledge sharing in family firms. *Journal of Knowledge Management*, 26(2), 459-481. <https://doi.org/10.1108/JKM-08-2020-0653>
- Pinho, V. M., Monteiro, J. G. M. R., & **Binhote, J. M.** (2021). Wanderlust without wandering: Managing a travel blog during the COVID-19, *Journal of Contemporary Administration/ Revista de Administração Contemporânea*. 25(spe), e200243. <https://doi.org/10.1590/1982-7849rac2021200243.en>
- Binhote, J. M.**, Pinho, V. M., Monteiro, J. G. M. R., & Almeida, V. M. C. (2020). Anitta: A Star Born to Be Global?, *Emerald Emerging Markets Case Studies*, 10(4). <https://doi.org/10.1108/EEMCS-10-2019-0286>

Kogut, C.S., **Binhote, J.**, Mello, R.D.C., & Caballero, A.J.M. (2020). Bazaar Case Exporting Gourmet Brazil, *Emerald Emerging Markets Case Studies*, 10(4). <https://doi.org/10.1108/EEMCS-10-2019-0284>

Binhote, J. M. (2011). A interpretação do negócio jurídico no Draft Common Frame of Reference (Interpretation of the juridical act in the Draft Common Frame of Reference). *O Direito* (Lisboa), v.143º, p.337 - 365.

BOOK CHAPTERS

Holt, D. T., & **Binhote, J.** (2024). Legacy. Elgar Encyclopedia of Family Business. Carole Howorth and Allan Discua Cruz (Editors). Edward Elgar Publishing. ISBN: 978 1 80099 871 5. <https://www.elgar.com/shop/usd/elgar-encyclopedia-of-family-business-9781800888715.html>

PAPERS IN PROGRESS

Maertz, C.P., Shockley, K. M., & **Binhote, J.** In the eye of the beholder? A theory of work-life interface episode processing. (For submission to Academy of Management Review).

Binhote, J., Conz, E., Ahuja, M., The effects of promoting the organizational past on innovative work behavior of employees. (Data collection stage for submission to Entrepreneurship Theory & Practice).

COMPETITIVELY SELECTED CONFERENCE PAPERS

Botero, I.C., Wittmeyer, C., **Binhote, J.**, & Astrachan, J. Building a Competent Next Gen – What do we need to do? 2022 Family Firm Institute Global Conference, October 26-29, 2022, Boston/Cambridge, MA, USA, 2022.

Botero, I. C., **Binhote, J.** & Fediuk, T. Employee Innovative Work Behavior: A Missing Piece in Understanding Family Firm Innovation. Academy of Management. 82nd Annual Meeting of the Academy of Management. 5-9 August 2022, Seattle, Washington, USA, 2022.

Binhote, J. & Conz, E. The effects of promoting the organizational past on innovative work behavior of non-family members employees. International family enterprise research academy (IFERA). June 22-24, Santander, Spain, 2022.

Binhote, J., Wittmeyer, C., Botero, I.C., & Astrachan, J. Translating Research to Practice. United States Association for Small Business and Entrepreneurship (USASBE). January 5th-9th, Raleigh, NC, USA, 2022.

Binhote, J., Wittmeyer, C., Botero, I.C., & Astrachan, J. Emerging Experiential Exercises Studio Track - The role of socialization for committed next generation members. United States Association for Small Business and Entrepreneurship (USASBE). January 5th-9th, Raleigh, NC, USA, 2022.

Binhote, J. The Strategic Use of History and Memory to Enhance Family Business Branding. 16th EIASM Workshop on Family Firm Management Research Family Firms Between Local and Global Challenges, Online, September 16 – October 21, 2021.

- Binhote, J.**, Botero, I.C., Wittmeyer, C., & Astrachan, J. Developing Committed Next Generation Members in Family Firms: The Role of Socialization Processes. 81st Annual Meeting of the Academy of Management. 29 July-4 August 2021, Virtual Edition.
- Botero, I.C., **Binhote, J.**, Astrachan, J., & Wittmeyer, C. Does working outside the firm make next generation members more successful inside their family firm? International family enterprise research academy (IFERA). 14-25 June 2021, Virtual Edition.
- Binhote, J.** Family business in crisis management and the struggle for power within the family: Evidences from a Brazilian family firm. International family enterprise research academy (IFERA). 20-24th June, Spain, 2020 (Conference cancelled due to covid-19).
- Kogut, C.S.; **Binhote, J.**; Mello, R.D.C., Planned and Incidental Internationalization: a Case Study on Two Small Emerging Market B2B Firms. Academy of International Business. Chapter Latin America and the Caribbean. 30th June-1st July, Miami, USA, 2020.
- Binhote, J. M.**, Pinho, V. M., Monteiro, J. G. M. R., & Almeida, V. M. C., Anitta: Uma Estrela que Nasceu Global? XLIII National Association of Postgraduate and Research in Administration (EnAnpad - Encontro da ANPAD-Associação Nacional de Pós-Graduação e Pesquisa em Administração). Annual Meeting. 02-05, October, São Paulo, Brazil, 2019.
- Kogut, C.S., **Binhote, J.**, Mello, R.D.C., & Caballero, A.J.M., Bazaar Case Exporting Gourmet Brazil. XLIII National Association of Postgraduate and Research in Administration (EnAnpad - Encontro da ANPAD-Associação Nacional de Pós-Graduação e Pesquisa em Administração). Annual Meeting. 02-05, October, São Paulo, Brazil, 2019.
- Binhote, J.**, Kogut, C.S., Mello, R.D.C., & Caballero, A.J.M., Specialty foods, SMEs and country-of-origin: a case study of Bazaar. 23rd McGill International Entrepreneurship Conference University of Southern, August 28 – 30, Denmark, 2019.
- Binhote, J.** & Costa, A.S.M. A História De Quem Constrói As Histórias Empresariais: Caso Expomus e Museu Banco Do Brasil (The Story of who builds Business Stories: Case of Expomus and Banco do Brasil Museum) at Red Pilares V Conference, 26-29 September, Chile, 2018.
- Binhote, J.** Corporate Historical-Social Responsibility: can socioemotional wealth, uses of history and memory of a family firm help overcome a disruption caused by corruption: Reflections on a case study of an engineering company in Brazil at International family enterprise research academy (IFERA), 3-6 July, Zwolle, The Netherlands, 2018.
- Binhote, J.** & Dib, L.A. Family firm's succession within the Brazilian culture: as engineering firm case study at Latin American and European Organization Studies (LAEMOS), March 22-24, Buenos Aires, Argentina, 2018.
- Trindade, T.O., **Binhote, J.**, & Costa, A.S.M. A Past in Dispute: Politics of Memory and Forgetting in the Memorial of Resistance of São Paulo at the 10th International Critical Management Studies Conference, Liverpool, UK, July 2017.
- Barbosa, I., **Binhote, J.**, & Costa, A.S. Tempo & Memória: um estudo inicial sobre a produção de Memória e História Empresarial. (Tempo&Memória: a initial study on the production of Memory and Business History) at VIII Congresso Nacional de Administração e Contabilidade (VIII AdCont), Rio de Janeiro, 19-21 October, 2017.

SESSION CHAIR, DISCUSSANT & CONFERENCE PARTICIPANT***Session Chair***

Chair (2023). Special Interest Group (SIG) Family Business. United States Association for Small Business and Entrepreneurship (USASBE). January 18th-22nd, 2023. Tallahassee, FL, USA.

Chair (2021). Session SE 101. PhD Students Social: What's Next. Co-chair with Carlotta Benedetti and Marco Mismetti. International family enterprise research academy (IFERA). 14-25 June 2021, Virtual Edition.

Chair (2019). Session 10. Teaching Cases for Business Administration. XLIII National Association of Postgraduate and Research in Administration (EnAnpad - Encontro da ANPAD-Associação Nacional de Pós-Graduação e Pesquisa em Administração). Annual Meeting. 02-05, October 2019, São Paulo, Brazil.

Discussant

Discussant (2022). Family Firm Institute Global Conference, October 26-29, 2022, Boston/Cambridge, MA, USA, 2022.

Discussant (2022). Academy of Management. 82nd Annual Meeting of the Academy of Management. 5-9 August 2022, Seattle, Washington, USA, 2022.

Discussant (2022). International family enterprise research academy (IFERA). June 22-24, Santander, Spain, 2022.

Discussant (2022). United States Association for Small Business and Entrepreneurship (USASBE). January 5th-9th, Raleigh, NC, USA, 2022.

Discussant (2021). 16th EIASM Workshop on Family Firm Management Research Family Firms Between Local and Global Challenges, Online, September 16 – October 21, 2021.

Discussant (2021). 81st Annual Meeting of the Academy of Management. 29 July-4 August 2021, Virtual Edition.

Discussant (2021). International family enterprise research academy (IFERA). 14-25 June 2021, Virtual Edition.

Discussant (2019). XLIII National Association of Postgraduate and Research in Administration (EnAnpad - Encontro da ANPAD-Associação Nacional de Pós-Graduação e Pesquisa em Administração). Annual Meeting. 02-05, October 2019, São Paulo, Brazil.

Discussant (2019). 23rd McGill International Entrepreneurship Conference University of Southern, August 28 – 30, 2019, Denmark.

Discussant (2018). Red Pilares V Conference. Santiago, Chile, 26-29, September 2018.

Discussant (2018). International Family Enterprise Research Academy (IFERA). Annual Meeting. Zwolle, The Netherlands, 3-6 July 2018.

Discussant (2018). Latin American and European Organization Studies (LAEMOS). Buenos Aires, Argentina, 22-24 March., 2018.

Discussant (2017). National Congress of Administration and Accounting (VIII AdCont - Congresso Nacional de Administração e Contabilidade). Rio de Janeiro, Brazil, 19-21 October, 2017.

Participant

Participant (2023). Doctoral Consortium. Southern Management Association (SMA). Late-Stage Student Consortium. October 24-28, 2023 St. Pete Beach, FL, USA.

Participant (2023) Academy of Management Annual Conference. August 4-8, 2023, Boston, Massachusetts, USA.

Participant (2023). Doctoral Consortium. Family Enterprise Research Conference. June 15-17, 2023. Delray, FL, USA.

Participant (2023). Doctoral Consortium. United States Association for Small Business and Entrepreneurship (USASBE). January 18th-22nd, 2023. Tallahassee, FL, USA.

Participant (2020). International Council for Small Business 1st Virtual Family Business Research & Practice Conference. 26 May 2020. On-line Conference.

Participant (2019). Family Firm Institute Global Conference. 23-25 October, Miami, USA.

Participant (2019). 3rd Culture and Consumer Meeting. 05-06 September, Rio de Janeiro, Brazil.

Participant (2019). International Family Enterprise Research Academy Doctoral Consortium. International Family Enterprise Research Academy (IFERA). Annual Conference. University of Bergamo, 17-21 June 2019, Italy.

Participant (2018). International Family Enterprise Research Academy (IFERA). Latin America Meeting. Buenos Aires, Argentina, 21-22 November 2018.

Participant (2016). National Association of Postgraduate and Research in Administration (EnAnpad - Encontro da ANPAD-Associação Nacional de Pós-Graduação e Pesquisa em Administração). Annual Meeting. Costa do Sauípe, Brazil, 25- 28 September 2016.

Participant (2015). Meeting of Strategy Studies of National Association of Postgraduate and Research in Administration (3Es - Encontro de Estudos de Estratégia). Brasília, Brazil, 21-23 June 2015.

Participant (2015). European International Business Academy (EIBA). Annual Meeting. Rio de Janeiro, Brazil, 1-3 December 2015.

Participant (2014). European International Business Academy (EIBA). Annual Meeting. Uppsala, Sweden, 11-13 December 2014.

Participant (2014). National Association of Postgraduate and Research in Administration (EnAnpad - Encontro da ANPAD-Associação Nacional de Pós-Graduação e Pesquisa em Administração). Annual Meeting. Rio de Janeiro, Brazil, 14-17 September 2014.

INVITED PRESENTATIONS

May 2021. The importance of planned succession of the ownership and the management for the family and for the family business survival. Family Business Week organized on the 24-28.05.2021 by the Family Business Institute (Instytut Biznesu Rodzinnego Sp. z o.o.)

PROFESSIONAL SERVICES***Editorial Board***

Entrepreneurship Research Journal

Invited Reviewer

Academy of Management Perspectives

Business Ethics: A European Review

Business Ethics, the Environment & Responsibility
 Elgar Encyclopedia of Family Business Book
 Entrepreneurship Research Journal
 Entrepreneurship Theory and Practice
 European Management Review
 Journal of Small Business Management
 RAC – Revista de Administração Contemporânea/Journal of Contemporary Administration
 Emerald Emerging Markets Case Studies Journal
 BASE - Revista de Administração e Contabilidade da Unisinos

Reviewer for Conferences

United States Association for Small Business and Entrepreneurship (USASBE)

Reviewer for 2022 Annual Meeting.

Academy of Management Annual Conference – Entrepreneurship and Organization Behavior Divisions

Reviewer for 2023 Annual Meeting.

Reviewer for 2022 Annual Meeting.

Reviewer for 2021 Annual Meeting.

International Family Enterprise Research Academy

Reviewer for 2023 Annual Meeting.

Reviewer for 2022 Annual Meeting.

Reviewer for 2019 Annual Meeting.

McGill International Entrepreneurship Conference

Reviewer for 2019 Annual Meeting.

National Association of Postgraduate and Research in Administration (ANPAD-Associação Nacional de Pós-Graduação e Pesquisa em Administração).

Reviewer for 2019 Annual Meeting.

PROFESSIONAL MEMBERSHIPS

Academy of Management (2020 – present)

Brazilian Bar Association (OAB-Rio de Janeiro) (2008 – present)

British Academy of Management (2021 – present)

European International Business Academy (2014 – 2016)

Family Firm Institute (2019 – present)

International Family Enterprise Research Academy (IFERA, 2018 – present)

National Association of Postgraduation and Research in Administration (Brazil) (2016 – present)

Project Management Institute (2019 –2021)

United States Association for Small Business and Entrepreneurship (USASBE) (2021-present)

Southern Management Association (2023 – present)

OTHER PROFESSIONAL EXPERIENCES

Jan 2022 –January 2023 Co-Chair Special Interest Group Family Businesses (USASBE)

July 2021 – June 2023 Ifera PhD Ambassador.

July 2021 – June 2023 Ifera Research Development Team

July 2020 – June 2023 Ifera Latam Communications and Community Coordinator.

Aug 2008 – Present Lawyer associated at OAB (Brazilian Bar Association) – Section of Rio de Janeiro, Brazil.

Jul 2011 – Aug 2021 Partner at DDJ Desenvolvimento Profissional Ltda.

May 2014 – Present Partner at Korumak Serviços Ltda.