

JASJIT SINGH

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Employment

- 2018-Present: The Paul Dubrulle Chaired Professor of Sustainable Development, INSEAD
- 2018-Present: Professor of Strategy, INSEAD
- 2016-2020: Academic Director, INSEAD Social Impact Initiative
- 2011-2018: Associate Professor of Strategy (with tenure), INSEAD
- 2017-2018: The Akzo Nobel Fellow of Strategic Management, INSEAD
- 2013-2017: The Shell Fellow in Business and the Environment, INSEAD
- 2004-2011: Assistant Professor of Strategy, INSEAD
- 1995-1998: Management Consultant, Accenture (Europe/India)
- 1990-1994: Internships at AT&T (1994), Intel (1992 & 1993) and Cadence (1990)

Education

Harvard Business School and Harvard Department of Economics (Boston/Cambridge)

PhD in Business Economics, 2004

Master of Arts in Economics, 2004

Georgia Institute of Technology (Atlanta)

Master of Science in Management (MBA), 1995

Master of Science in Computer Science, 1993

Indian Institute of Technology (Delhi)

Bachelor of Technology, Computer Science & Engineering, 1991

Teaching and Research Interests

Sustainability Strategy, Impact Entrepreneurship, Corporate Intrapreneurship, Sustainable Development, Investing for Impact, Impact Evaluation

Current Research

- [26] Lee M, Singh J (2023). Non-Market Activism and Firm Compliance with ESG Disclosure Policy: Experimental Evidence from the U.K. Modern Slavery Act.
- [25] Lee M, Adbi A, Shukla D, Singh J (2022). Evaluations of the Entrepreneurial Poor: Evidence from a Crowdfunding Platform.
- [24] Adbi A, Shukla D, Singh J (2021). Unintended Consequences of Regulating Corporate Philanthropy: Evidence from the 2013 Indian Companies Act.
- [23] Adbi A, Lee M, Singh J (2021). Peer Influence and Microfinance Loan Defaults under Crisis Conditions: Evidence from Indian Demonetization. [Winner of Best Proposal Award for Globalization and Emerging Markets track and Finalist for GSJ Best Paper Award at SMS India 2018.]

Academic Publications (About 6,100 [Google citations](#))

- [22] Bode C, Rogan M, Singh J (2022). Up to No Good? Gender, Social Impact Work and Employee Promotions. *Administrative Science Quarterly* 67(1) 82-130.
- [21] Singh J, Dutt P, Adbi A (2022). Microfinance and Entrepreneurship at the Base of the Pyramid. *Strategic Entrepreneurship Journal* 16(1) 3-31. [An earlier version of this paper has appeared in the *Best Paper Proceedings of the 2019 Meeting of the AOM*, Boston.]
- [20] Rao H, Puranam P, Singh J (2022). Does Design Thinking Training Increase Creativity? Results from a Field Experiment with Middle-School Students. *Innovation: Organization & Management* 24(2) 315-332.
- [19] Adbi A, Chatterjee C, Cortland C, Kinias Z, Singh J (2021). Women's Disempowerment and Preferences for Skin Lightening Products that Reinforce Colorism: Experimental Evidence from India. *Psychology of Women Quarterly* 45(2) 178-193.

- [18] Lee M, Adbi A, Singh J (2020). Categorical Cognition and Outcome Efficiency in Impact Investing Decisions. *Strategic Management Journal* 41(1): 86-107. [Winner of Best Proposal Award for CSR and Sustainability track at SMS India 2018.]
- [17] Bode C, Rogan M, Singh J (2019). Sustainable Cross-Sector Collaboration: A Global Platform for Social Impact. *Academy of Management Discoveries* (special issue on “Sustainable Development for a Better World”) 5(4): 396-414.
- [16] Singh J, Teng N, Netessine S (2019). Philanthropic Campaigns and Customer Behavior: Field Experiments on an Online Taxi Booking Platform. *Management Science* 65(2): 913-932. [Nominated for Best Paper Award at SMS 2016 Conference and Carolyn Dexter Award at AOM 2016 Meeting.]
- [15] Bode C, Singh J (2018). Taking a Hit to Save the World? Employee Participation in a Corporate Social Initiative. *Strategic Management Journal* 39(4): 1003-1030.
- [14] Bode C, Singh J, Rogan M (2015). Corporate Social Initiatives and Employee Retention. *Organization Science* 26(6) 1702-1720. [An earlier version appeared as “Deep Dive and Back: Social Impact Projects and Employee Retention” in *Academy of Management Proceedings* 2014 (1), 15437.]
- [13] Marx M, Singh J, Fleming L (2015). Regional Disadvantage? Employee Non-Compete Agreements and Brain Drain. *Research Policy* 44(2) 394-404.
- [12] Singh J, Marx M (2013). Geographic Constraints on Knowledge Spillovers: Political Borders vs. Spatial Proximity. *Management Science* 59(9) 2056-2078.
- [11] Alnuami T, Singh J, George G (2012). Not with My Own: Long-Term Effects of Cross-Country Collaboration on Subsidiary Innovation in Emerging Economies vs. Advanced Economies. *Journal of Economic Geography* 12(5) 943-968. [Finalist for the Best Paper Award at SMS Singapore 2012.]
- [10] Singh J, Agrawal A (2011). Recruiting for Ideas: How Firms Exploit the Prior Inventions of New Hires. *Management Science* 57(1) 129-150.
- [9] Singh J, Hansen M, Podolny J (2010). The World is Not Small for Everyone: Inequity in Searching for Information in Organizations. *Management Science* 56(9) 1415-1438.
- [8] Singh J, Fleming L (2010). Lone Inventors as Sources of Breakthroughs: Myth or Reality? *Management Science* 56(1) 41-56. [Runner-up for the 2015 Best Paper Award for Innovation and Entrepreneurship research published in INFORMS journals in 2010.]
- [7] Singh J (2008). Distributed R&D, Cross-Regional Knowledge Integration and Quality of Innovative Output. *Research Policy*, 37(1) 77-96. [Winner of the Best Paper Award at DRUID 2006 Conference and the Haynes Best Paper Prize at AIB 2005 Conference.]
- [6] Singh J (2007). Asymmetry of Knowledge Spillovers between MNCs and Host Country Firms. *Journal of International Business Studies*, 38(5) 764-786. [An earlier version appeared as “Multinational Firms and Knowledge Diffusion: Evidence using Patent Citation Data” in *Best Paper Proceedings of AOM 2004 Meeting* and won the Newman Best Paper Award 2004 for AOM’s BPS Division.]
- [5] Sorenson O, Singh J (2007). Science, Social Networks and Spillovers. *Industry and Innovation* 14(2) 219-238.
- [4] Singh J (2005). Collaborative Networks as Determinants of Knowledge Diffusion Patterns. *Management Science* 51(5) 756-770. [Nominated by Thomson ScienceWatch in 2010 as an “Emerging Research Fronts Paper” in *Economics & Business* (based on its five-year citation impact)]
- [3] Narayanan VG, Raman A, Singh J (2005). Agency Costs in a Supply Chain with Demand Uncertainty and Price Competition. *Management Science* 51(1) 120-132.
- [2] Corts K, Singh J (2004). The Effect of Repeated Interactions on Contract Choice: Evidence from Offshore Drilling. *Journal of Law, Economics & Organization* 20(1) 230-260.
- [1] Mahmood IP, Singh J (2003). Technological Dynamism in Asia. *Research Policy* 32(6) 1032-1054.

Editorial Responsibilities & Professional Positions

Strategic Management Journal: Member of the Editorial Review Board, 2013-Present

Organization Science: Member of the Editorial Review Board, 2009-Present

Management Science: Associate Editor, 2009-2014

Strategic Organization: Member of the Editorial Review Board, 2012-2014

AOM Business Policy & Strategy Division: Member of Research Committee, 2009-2011

Ad-Hoc Journal Reviewing

Academy of Management Discoveries, Academy of Management Journal, Administrative Science Quarterly, Industrial and Corporate Change, Journal of Economics and Management Strategy, Journal of Engineering and Technology Management, Journal of Industrial Economics, Journal of International Business Studies, Management Science, Organization Science, Research Policy, Strategic Management Journal

Practitioner Articles

- Using Corporate Social Initiatives to Build a Purpose-Driven Organisation (with C Bode and M Rogan). 2021. *INSEAD Knowledge*.
- What Does the Microfinance Debate Imply for Impact Investing (with P Dutt)? 2021. *INSEAD Knowledge*.
- From Band-Aid to Deep Impact: Building Effective Social Sector Organisations. 2021. *INSEAD Knowledge*.
- The Three Dimensions of Social Impact. 2021. *INSEAD Knowledge*.
- A ‘Lab in the Field’ Approach to Evidence-Based Management (with P Puranam and H Rao). 2021. *INSEAD Knowledge*.
- When Does Microfinance Do the Most Good (with P Dutt and A Adbi)? 2021. *Entrepreneur & Innovation Exchange*.
- How Disempowerment Drives Demand for Risky Skin-Lightening Products (with Z Kinias). 2021. *INSEAD Knowledge*.
- How to Overcome ‘Warm Glow’ and Other Barriers to Effective Impact Investment Decisions (with M Lee). 2020. *Stanford Social Innovation Review* (Online).
- What Lies Ahead for the Class of 2020 (with Winnie Jiang)? 2020. *INSEAD Knowledge*.
- Maximising Outcomes in Impact Investing. 2020. *INSEAD Knowledge*.
- The Force for Good Spectrum: Using Business as a Tool. 2020. *INSEAD Knowledge*.
- Why Social Enterprises Still Matter in an Age of “Win-Win”. 2020. *INSEAD Knowledge*.
- From Good Intentions to Maximising Your Impact. 2019. *INSEAD Knowledge*.
- Kiva Reinvents Itself. 2019. *Stanford Social Innovation Review*.
- Crowdfunding for Impact? 2019. *INSEAD Knowledge*.
- Using Innovative Finance to Scale Up Corporate Base-of-Pyramid Initiatives (with J Bhuvaraghan). 2019. *INSEAD Knowledge*.
- Reflections on Kiva’s Impact Journey (with P Shah). 2018. *Medium*.
- Building an Impact Investing Business that Makes a Real Difference. 2018. *INSEAD Knowledge*.
- What Employees Get Out of Giving Back (with C Bode). 2017. *INSEAD Knowledge*.
- Ad Hoc Promotions Can’t Buy Customer Loyalty (with S Netessine). 2016. *INSEAD Knowledge*.
- Engaging Employees through Corporate Social Initiatives (with C Bode). 2016. *The Huffington Post*.
- Corporate Sustainability Is More than Just Ticking the Regulatory Box. 2015. *South China Morning Post*.
- Corporate Social Impact Initiatives Make Employees More Loyal. 2015. *INSEAD Knowledge*.
- Why Non-Compete Agreements Are Not Always Good for Business. 2015. *INSEAD Knowledge*.

Case Studies

- “Sama: Building an Ethical AI Business”, INSEAD 2022
- “Aline Sara and NaTakallam” (with D Shukla), INSEAD 2020
- “Jacqueline Novogratz and Acumen”, INSEAD 2019
- “Kiva’s Impact Strategy” (with E Wu), INSEAD 2018
- “Patrimonio Hoy: A Scalable Business Model for Inclusive Housing?” (with A Adbi), INSEAD 2018
- “Credit Suisse: Building an Impact Investing Business in Asia” (with J Bilkes), INSEAD 2017 [Winner of the 2018 EFMD Case Writing Competition (“Finance and Banking” category)]
- “Impact Evaluation of the Perry Preschool Programme”, INSEAD 2017
- “Gib Bulloch and Accenture”, INSEAD 2017
- “Trevor Field and the PlayPump”, INSEAD 2017
- “John Wood and Room to Read”, INSEAD 2017
- “Unilever in Vietnam: The ‘Perfect Village’ Initiative” (with H Duce), INSEAD 2015
- “Impact Assessment Exercise”, INSEAD 2015
- “LOLC Micro Credit” (with P Dutt), INSEAD 2013

“Schneider Electric in Rural India: Integrating Social Responsibility with BOP Strategy” (with Christiane Bode), INSEAD 2012 [Highly Commended Case, EFMD Case Writing Competition 2012]
“Schneider Electric in India: Power Backup Products” (with C Bode), INSEAD 2012
“Singapore’s Economic Development Strategy and the Biomedical Sciences Cluster”, INSEAD 2011
“GE Healthcare (A): Innovating for Emerging Markets”, INSEAD 2011 [Best Case Award in Strategy and General Management, Case Centre (formerly ecch) Awards 2014]
“GE Healthcare (B): A CSR Dilemma”, INSEAD 2011
“i2 Technologies, Inc.” (with A Raman), HBS 1998

Programme Direction

Open-Enrolment Executive Programmes

Director, INSEAD Social Entrepreneurship Programme (ISEP), 2021 (Live virtual)
Co-Director, INSEAD Social Entrepreneurship Programme (ISEP), 2015-2019 (France/Singapore)
Co-Director, INSEAD Leading the Business of Sustainability (LTBS) Programme, 2015 (Singapore)

Customized Executive Programmes

Director, INSEAD-Cartier Women’s Initiative Impact Entrepreneurship Programme, 2022 (Live virtual)
Director, INSEAD-NCSS Transforming Nonprofits through Sustainable Business Models, 2021 (Singapore)
Director, INSEAD-NCSS Impact Strategy, Evaluation and Management Programme, 2020-2021 (Singapore)
Director, INSEAD-CA Sri Lanka Global Strategy Programme, 2013 (Sri Lanka)
Director, INSEAD-EDB Business Management Programme (Strategy Module), 2012-13 (Singapore)
Director, INSEAD-IE Singapore GEP+ Programme, 2012-13 (Singapore)
Director, INSEAD-Ascendas Leadership Development Programme, 2010 (Singapore)
Director, INSEAD-PT Astra Value Innovation Programme, 2008 (Indonesia)

Teaching

MBA

Elective “Strategy and Investing for Impact”, INSEAD MBA Programme, 2020-2022 (France/Singapore)
Elective “Impact Investing”, INSEAD MBA Programme, 2018-2019 (France/Singapore)
Elective “Strategy and Impact”, INSEAD MBA Programme, 2015-2019 (France/Singapore)
Core course “Strategy”, INSEAD MBA Programme, 2004-2005, 2012 (Singapore)
Elective “Global Strategy and Management”, INSEAD MBA Programme, 2005-2012 (France/Singapore)
Teaching fellow for HBS MBA Finance & TOM core courses, 1999-2000 (Boston)

MiM

Elective “Strategy and Investing for Impact”, INSEAD MiM Programme, 2021-2022 (Singapore)

Executive EMBA

Elective “Strategy and Investing for Impact”, INSEAD EMBA Programme, 2020-2022 (Online)
Elective “Strategy and Impact”, INSEAD EMBA Programme, 2017-2019 (France/Singapore)
Core course “Strategy”, INSEAD EMBA Programme, 2013-2015 (Singapore)
Core course “Strategy”, Tsinghua-INSEAD Executive MBA programme, 2007-2009 (Singapore/Abu Dhabi)

Alumni

Lifelong Learning Course “Strategy and Investing for Impact”, 2021 (Online, twice)
Lifelong Learning Course “Strategy and Investing for Impact”, 2020 (Online)
Lifelong Learning Course “Strategy and Investing for Impact”, 2020 (Singapore)

Executive Education and External Workshops

Modules on Business Strategy, Innovation, Sustainable Development, Purpose-Driven Business, Impact Strategy, Investing for Impact, Impact Evaluation and Impact Management for diverse audiences.

PhD

INSEAD: Multinational Enterprises, 2008 (France/Singapore)
INSEAD: Innovation and Industrial Dynamics, 2006 (France/Singapore)
INSEAD: Special Topics in Strategy, 2005 (France/Singapore)
HBS: Quantitative Methods in Social Science & Mathematics for Economics, 2001-2003 (Boston)

Doctoral Student Supervision/Dissertation Committee

Amit Jain (Placement: National University of Singapore)
Christiane Bode (Placement: Bocconi University)
Arzi Adbi (Placement: National University of Singapore)
Leena Kinger Hans (Placement: Indian School of Business)
May-Anne Very (Placement: IESE Business School)
Anna Szerb (Current PhD student)
Sukti Ghosh (Current PhD student)
Devanshee Shukla (Current PhD student)

Awards

Deans' Commendation for Excellence in MBA Teaching, 2021
Deans' Commendation for Excellence in MBA Teaching, 2019
Selected for the Best Paper Proceedings of the 2019 Academy of Management Meeting, Boston
Winner, EFMD Case Writing Competition 2018 ("Finance and Banking" category)
Winner, Best Proposal Award for "CSR and Sustainability" track, SMS 2018 India Conference
Winner, Best Proposal Award for "Globalization and Emerging Markets" track, SMS 2018 India Conference
Finalist, GSJ Best Paper Award, *Strategic Management Society* 2018 India Conference
Awarded the Paul Dubrue Chair in Sustainable Development at INSEAD, 2018
Promoted to Professor of Strategy at INSEAD, 2018
Awarded the Akzo Nobel Fellowship in Strategic Management at INSEAD, 2017
Deans' Commendation for Excellence in MBA Teaching, 2017
Finalist, Best Paper Award for the *Strategic Management Society* 2016 Annual Conference
Finalist, Carolyn Dexter Award at the *Academy of Management* 2016 Annual Meetings
Deans' Commendation for Excellence in MBA Teaching, 2016
Runner-up, 2015 INFORMS Best Paper Award for Innovation and Entrepreneurship papers from 2010
Best Case in Strategy and General Management, Case Centre (formerly ECCH) Awards, 2014
Awarded the Shell Fellowship in Business and the Environment at INSEAD, 2013
Highly Commended Case, EFMD Case Writing Competition 2012
Meritorious Associate Editor Award 2012, *Management Science*
Finalist, Best Paper Award at Strategic Management Society Singapore Conference, 2012
Promoted to Associate Professor of Strategy (with tenure) at INSEAD, 2011
Thomson ScienceWatch "Emerging Research Fronts Paper" in Economics & Business, 2010
Winner, Best Paper Award at DRUID Summer Conference 2006, Copenhagen.
Winner, Richman Best Dissertation Award in International Management, AOM 2005, Honolulu.
Finalist, Best Dissertation Award in Business Policy and Strategy, AOM 2005, Honolulu.
Finalist, Best Dissertation Award in Technology & Innovation Management, AOM 2005, Honolulu.
Winner, Haynes Best Paper Prize, Academy of International Business 2005, Quebec City
Winner, Newman Best Paper Award in Business Policy and Strategy, AOM 2004, New Orleans

Lectures and Workshops for General Audience

Presenter, "From Good Intentions to Real Impact", June 2022, INSEAD Alumni Reunion, France.
Presenter, "Pursuing Impactful Careers", April 2022 and July 2022, Guest lectures for 200+ first-generation college students from around the world, organized by Harvard-incubated nonprofit Aspire Institute.
Presenter, "How to Scale Your Impact: Keeping Your End Game in Mind", April 2022, Guest lecture for the staff of Singapore-based nonprofit organization AWWA.
Panelist, Judging for the "Champions of Good" Award for social engaged organizations in Singapore, April 2022, Organized by Singapore-based nonprofit organization NVPC.
Presenter, "The Role of Business in Sustainable Development and Climate Action", November 2021, Online event organized by the Dutch INSEAD Alumni Association.
Presenter, "Integrating Sustainability into Business Strategy", November 2021, Guest speaker at the School of Business Management at Nanyang Polytechnic, Singapore.

Masterclass on “Social Entrepreneurship: Employing Business as a Force for Good”, November 2021, Guest speaker at the INDIA@75 Youth Ideathon organized for high school students by ThinkStartup.

Keynote speech, “Impact through Venture Capital & Private Equity: Making Money Responsibly”, October 2021, LPEA Insights Conference, Luxembourg.

Presenter, “Making a Real Contribution to Society”, September 2021, Guest lecture at Yale-NUS College, Singapore.

Presenter, “Governance of Impact Ventures”, June 2021, webinar hosted by INSEAD Directors Network Alumni Club.

Panelist, “Impact Investing: Getting to Sustainability and Getting Involved”, April 2021, co-organized by INDEVOR and INSEAD’s MBA Impact Investing Network.

Panelist, “Unusual Talks: Social Intrapreneurship”, April 2021, co-organized by Yunus Social Business and INSEAD’s Hoffman Institute of Business and Society.

Presenter, “Pursuing Impactful Careers”, Mar 2021, Invited lecture at Plaksha, India (Online).

Presenter, “Pursuing Impactful Careers”, Feb 2021, Guest lecture in the course “Entrepreneurial Finance” at Indraprastha Institute of Information Technology, Delhi (Online).

Presenter, “Investing for Impact: Opportunities and Challenges”, Dec 2020, Arthan India “Future of Work” Conference (Online).

Presenter, “Pursuing Impactful Careers”, Dec 2020, event organized by Skill Lab Nepal (Online).

Panelist, “Reviving Livelihoods Post-COVID: Leveraging Innovative Finance”, Dec 2020, even organized by Asian Venture Philanthropy Network (Online).

Presenter, “Impact Management”, Nov 2020, Dalberg Design global team meeting (Online).

Presenter, “Growing a Business with Impact”, Nov 2020, Euro-Med Scale Up Innovation Day (Online).

Moderator, “Humanitarian Entrepreneurship: The NaTakallam Story”, Nov 2020, event organized as a part of INSEAD SDG Week (Online).

Presenter, “Thinking Strategically about Impact”, Aug 2020, Arthan Impact Investing Conference (Online).

Presenter, “Thinking Strategically about Impact”, May 2020, INSEAD Wendel Centre for Family Business Event “Family Business: A Force for Good?” (Online).

Moderator, “Impact Investing during and after the Covid-19 Crisis”, May 2020, INSEAD Global Private Equity Initiative (Online).

Presenter, “Ensuring & Evaluating Impact”, Feb 2020, Dasra Social Impact Leadership Program (Online).

Moderator, “Pursuing Impactful Careers”, Dec 2019, INSEAD SDG Week, Singapore.

Presenter, “From Good Intentions to Real Impact”, Dec 2019, INSEAD Emerging Market Conference: Tech and Investing for Impact, Singapore.

Presenter, “Thinking Strategically about Impact”, Nov 2019, Sankalp Annual Summit, Mumbai.

Presenter, “Thinking Strategically about Impact”, Sep 2019, World Knowledge Forum, Seoul.

Presenter, “Thinking Strategically about Impact”, Sep 2019, INSEAD Alumni Event, Seoul.

Presenter, “Thinking Strategically about Impact”, Aug 2019, INSEAD-HBS Joint Alumni Event, Singapore.

Presenter, “Thinking Strategically about Impact”, July 2019, INSEAD Alumni Event, New Delhi.

Presenter, “Thinking Strategically about Impact”, June 2019, INSEAD Alumni Forum, Geneva.

Presenter, “Ensuring & Evaluating Impact”, Mar 2019, Dasra Social Impact Leadership Program, Mumbai.

Presenter, “From Good Intentions to Real Impact”, Mar 2019, INSEAD Alumni Event, Mumbai.

Presenter, “Strategies for Impact”, Mar 2019, J&J Global Social Impact Conference, Singapore.

Presenter, “From Good Intentions to Real Impact”, Mar 2019, LinkedIn Social Impact Meeting, Singapore.

Presenter, “Values-Driven Investing”, Nov 2018, Young Investors Organization Reunion, Thailand.

Presenter, “Strategies for Social Impact”, Nov 2018, INSEAD Alumni Forum, Singapore.

Presenter, “What’s All the Fuss about Social Impact?” Nov 2018, INSEAD Staff Brown Bag, France.

Presenter, “What’s All the Fuss about Social Impact?” Oct 2018, INSEAD Staff Brown Bag, Singapore.

Presenter, “From Good Intentions to Real Impact”, Aug 2018, AWWA Board Meeting, Singapore.

Panelist, “Universities – Shaping the Next Generation”, Jun 2018, AVPN Annual Conference, Singapore.

Presenter, “From Intentions to Real Impact”, Mar 2018, Shell Social Performance Workshop, Singapore.

Presenter, “Demystifying Impact Investing”, Mar 2018, ISEP Alumni Reunion, New Delhi, India.

Panelist, “Hyper-Urbanization: Challenges and Opportunities”, Mar 2018, ISEP Summit, New Delhi.

Presenter, “Building High-Impact Social Initiatives”, Feb 2018, Hand-In-Hand Academy, Chennai, India.

Presenter, “From Intentions to Impact”, Dec 2017, Indian School of Development Management, New Delhi.

Presenter, “Thinking Strategically about Impact” Dec 2017, Agastya Foundation Workshop, Singapore.

Presenter, “Strategy and Impact Evaluation”, June 2017, Association of Women for Action and Research (AWARE) Board Meeting, Singapore.

Presenter, “Aligning Business Strategy and Sustainability”, June 2017, Innovation Sustainability Conference, The French Chamber of Commerce, Singapore.

Presenter, “How to Evaluate Impact?” May 2017, Agastya Foundation, Kuppam, India.

Presenter, “Building Sustainable and Impactful Business Models for Social Enterprises”, April 2017, Hasanah Foundation, Kuala Lumpur (Malaysia).

Presenter, “Sustainability Strategy and Impact”, Jan 2017, INSEAD Alumni Association Lecture, Singapore.

Presenter, “How to Change the World: From Good Intentions to Real Impact”, Nov 2016, Project Inspire Workshop on Social Entrepreneurship (Organized by UN Women and MasterCard).

Presenter, “Aligning Business Strategy with Social Impact”, Oct 2016, Singapore Social Enterprise Conference, Singapore (Organized by Singapore Centre for Social Enterprise).

Presenter, “Evaluating Social Impact”, DBS Foundation Social Enterprise Summit 2016, Singapore.

Presenter, “Strategic Thinking and Social Impact”, July 2016, PES University, Bangalore, India.

Presenter, “Building a Better World: The Complementary Role of Non-Profits, Social Enterprises and Companies”, July 2016, Ashoka University, Sonapat, India.

Presenter, “Strategy and Social Impact”, July 2016, Indian School of Development Management, New Delhi, India.

Presenter, “A Business Perspective on Sustainability”, Singapore Sustainability Symposium 2016, Singapore (Organized by Nanyang Technological University).

Presenter, “How to Maximize Your Impact?”, Nov 2015, Project Inspire Workshop on Social Entrepreneurship (Organized by UN Women and MasterCard)

Presenter, “Thinking Strategically about Impact”, April 2015, Intrapreneurship Lab Singapore (Hosted on INSEAD campus).

Presenter, “How to Maximize Your Impact?”, Aug 2014, Project Inspire Workshop on Social Entrepreneurship (Organized by UN Women and MasterCard).

Presenter, “How to Maximize Your Impact?”, Aug 2013, Project Inspire Workshop on Social Entrepreneurship (Organized by UN Women and MasterCard).

Academic Conferences and Research Seminars

Faculty Mentor, OMT Division Junior Faculty Consortium, Aug 2022 Academy of Management Annual Meetings, Seattle/Online.

Co-Author, “Evaluations of the Enterprising Poor: An Exploratory Study of Kiva.Org”, Presented by M Lee at the Aug 2022 Academy on Management Annual Meetings, Seattle/Online.

Presenter, “Activist Pressure and Corporate Regulatory Compliance: Experimental Evidence from the U.K. Modern Slavery Act”, Research seminar organized by the Alliance for Research on Corporate Sustainability (ARCS), April 2022 (Online).

Presenter, “Hybrid Organizational Forms: Combining Societal and Economic Value”, Organization Design Community Annual Conference, Oct 2021 (Online).

Co-Author, “Philanthropic Campaigns and Customer Behavior: Field Experiments on an Online Taxi Booking Platform”, Presented by N Teng at a symposium on field experiments at Academy of Management Aug 2021 Meetings (Online).

Presenter, “CSR Regulation and Firm Behavior: Evidence from the 2013 Indian Companies Act”, Rotman Strategic Management Faculty Research Seminar, University of Toronto, Nov 2020 (Online).

Presenter, “CSR Regulation and Firm Behavior: Evidence from the 2013 Indian Companies Act”, Carlson Strategic Management & Entrepreneurship Seminar, University of Minnesota, Nov 2020 (Online).

Co-Presenter, “Community-Mediated Exchange and Collective Loan Defaults in Microfinance: Evidence from Indian Demonetization”, ESSEC Mar 2020 Strategy Conference, Singapore.

Co-Author, “Community-Mediated Exchange and Collective Loan Defaults in Microfinance: Evidence from Indian Demonetization”, Presented by A Adbi at SMS Oct 2019 Annual Conference, Minneapolis.

Co-Author, “Community-Mediated Exchange and Collective Loan Defaults in Microfinance: Evidence from Indian Demonetization”, Presented by M Lee at McGill Oct 2019 Org Theory Conference, Canada.

Presenter, “Microfinance and Entrepreneurship at the Base of the Pyramid”, Academy of Management Aug 2019 Meetings, Boston, USA.

Co-Presenter, “Business Risk at the Base of the Pyramid: Quasi-Experimental Evidence from Demonetization in India”, Academy of Management Aug 2019 Meetings, Boston, USA.

Panelist, “Bridging the Gap between Market and Nonmarket Strategy”, Academy of Management Aug 2019 Meetings, Boston, USA.

Presenter, “Microfinance and Entrepreneurship at the Base of the Pyramid”, Academy of International Business June 2019 Meetings, Copenhagen, Denmark.

Co-Presenter, “Business Risk at the Base of the Pyramid: Quasi-Experimental Evidence from Demonetization in India”, Academy of International Business June 2019 Meetings, Copenhagen, Denmark.

Co-Presenter, “Hybrid Organizations, Categorical Cognition, and Outcome Efficiency in Impact Investing Decisions”, Academy of International Business June 2019 Meetings, Copenhagen, Denmark.

Co-Presenter, “Business Risk at the Base of the Pyramid: Quasi-Experimental Evidence from Demonetization in India”, June 2019 Conference of Alliance for Research on Corporate Sustainability, Raleigh, USA.

Panelist, “Corporate Social Responsibility: From Just Good Intentions to Creating Real Impact”, Strategic Management Society 2018 India Conference, Hyderabad.

Presenter, “Outcome Efficiency in Impact Investing Decisions”, Strategic Management Society 2018 India Conference, Hyderabad.

Co-Presenter, “Vulnerability of Base-of-Pyramid Business to Policy Shocks: Impact of Demonetization on Microfinance in India”, Strategic Management Society 2018 India Conference, Hyderabad.

Co-Author, “Categorical Cognition and Outcome Efficiency in Impact Investing Decisions”, Presented by M Lee at the Sept 2018 Strategic Management Society Annual Meetings, Paris.

Co-Author, “Up to No Good? Gender, Social Impact Work and Employee Promotions”, Presented by C Bode at the Sept 2018 Strategic Management Society Annual Meetings, Paris.

Co-Author, “Outcome Efficiency in Impact Investing Decisions”, Presented by M Lee at the Aug 2018 Academy of Management (AOM) Annual Meetings, Chicago.

Co-Author, “Employee Engagement through Corporate Social Initiatives: An Intrapreneurship Perspective”, Presented by C Bode at the Aug 2018 Academy of Management Conference, Chicago.

Co-Author, “Women’s Disempowerment and Preference for Risky Skin Whitening Products: Experimental Evidence from India”, Presented by A Adbi at the Aug 2018 Academy of Management (AOM) Annual Meetings, Chicago.

Co-Author, “Outcome Efficiency in Impact Investing Decisions”, Presented by M Lee at the 2018 Conference of Alliance for Research on Corporate Sustainability (ARCS), Cambridge.

Co-Author, “Employee Engagement through Corporate Social Initiatives: An Intrapreneurship Perspective”, Presented by C Bode at the 2018 Harvard Rethinking Cross-Sector Social Innovation Conference, Cambridge.

Co-Presenter, “Outcome Efficiency in Impact Investing Decisions”, 2018 INSEAD Workshop on Randomized Experiments.

Co-Presenter, “Women’s Disempowerment and Preference for Risky Skin Whitening Products: Experimental Evidence from India”, 2018 INSEAD Workshop on Randomized Experiments.

Presenter, “Philanthropic Campaigns and Customer Behavior: Field Experiments on an Online Taxi Booking Platform”, 2018 INSEAD Research Workshop on Randomized Experiments.

Co-Presenter, “The Market for Skin Whitening: Women’s Empowerment or Corporate Irresponsibility?”, 2017 Conference of Alliance for Research on Corporate Sustainability (ARCS), Rotterdam.

Co-Presenter, “Up to No Good? Gender, Social Impact Work and Employee Promotions”, 2017 Research Conference of the Alliance for Research on Corporate Sustainability (ARCS), Rotterdam.

Panelist, “Research Opportunities in Social Impact”, Dec 2016, INSEAD-Wharton Doctoral Consortium, Singapore.

Presenter, “Investor Behavior in ‘Impact Investing’: How Much Do Social and Financial Outcomes Really Matter?”, Oct 2016, Singapore First Cut Seminar, Singapore Management University, Singapore.

Presenter, “Philanthropic Campaigns and Customer Behavior: Field Experiments in an Online Taxi Booking Company”, Sep 2016, Nanyang Technological University, Singapore.

Presenter, “Philanthropic Campaigns and Customer Behavior: Field Experiments in an Online Taxi Booking Company”, Strategic Management Society (SMS) Annual Meetings 2016, Berlin.

Presenter, “Thinking Rigorously about Social Impact”, Strategic Management Society (SMS) Annual Meetings 2016, Berlin, Germany.

Co-Presenter, “The Market for Skin Whitening in India: Women’s Empowerment or Corporate Social Irresponsibility?” Strategic Management Society (SMS) Annual Meetings 2016, Berlin.

Panelist, “Junior Faculty Research and Paper Development Workshop (Competitive Strategy Interest Group)”, Strategic Management Society (SMS) Annual Meetings 2016, Berlin, Germany.

Presenter, “Philanthropic Campaigns and Customer Behavior: Field Experiments in an Online Taxi Booking Company”, Academy of Management (AOM) Annual Meetings 2016, Anaheim, USA.

Panelist, International Management Division Doctoral Consortium, Academy of Management (AOM) Annual Meetings 2016, Anaheim, USA.

Panelist, Business Policy & Strategy Division Doctoral Consortium, Academy of Management (AOM) Annual Meetings 2016, Anaheim, USA.

Co-Presenter, “Taking a Hit to Save the World: Employee Participation in a Corporate Social Initiative”, 2016 Research Conference of the Alliance for Research on Corporate Sustainability (ARCS), Boulder.

Presenter, “Customer Response to Corporate Philanthropy: Field Experiments in an Online Marketplace”, Apr 2016, Asian Management Research Consortium, Singapore.

Presenter, “Customer Response to Corporate Philanthropy: Field Experiments in an Online Marketplace”, Feb 2016, National University of Singapore.

Presenter, “Entrepreneurship at the Base of the Pyramid: Evidence from Commercial Microfinance”, July 2015, Bocconi University.

Presenter, “Corporate Social Initiatives and Employee Retention”, Academy of International Business 2015 Meetings, Bengaluru, India.

Presenter, “Entrepreneurship at the Base of the Pyramid: Evidence from Commercial Microfinance”, Academy of International Business 2015 Meetings, Bengaluru, India.

Presenter, “Taking a Hit to Save the World: Employee Participation in a Corporate Social Initiative”, Academy of International Business 2015 Meetings, Bengaluru, India.

Panelist, Junior Faculty Consortium, Academy of International Business 2015 Meetings, Bengaluru, India.

Presenter, “Entrepreneurship at the Base of the Pyramid: Evidence from Commercial Microfinance”, May 2015, Singapore Management University.

Presenter, “Causal Inference from Naturally-Occurring Data”, Asian Management Research Consortium, March 2015, Singapore.

Presenter, “Network Effects on Team Performance: The Effect of Deep Diversity” (with Henrich Greve & Gopakumar Gopalakrishnan), AOM Annual Meetings 2014, Philadelphia.

Presenter, “Deep Dive and Back: Social Impact Projects and Employee Retention” (with Christiane Bode & Michelle Rogan), AOM Annual Meetings 2014, Philadelphia.

Panelist, Professional Development Workshop on “Employee Mobility: Approaches and Methods”, AOM Annual Meetings 2014, Philadelphia.

Panelist, Doctoral Consortium, International Management Division, AOM Annual Meetings 2014, Philadelphia.

Presenter, “Employee Engagement in Corporate Social Initiatives: Retention Consequences”, Strategic Management Society Conference in India, Dec 2013, Mohali.

Co-Organizer, Doctoral and Faculty Research Consortium, Strategic Management Society Conference in India, Dec 2013, Mohali.

Panelist, New Faculty Consortium, BPS Division, AOM Annual Meetings 2013, Orlando

Panelist, Junior Faculty Consortium, TIM Division, AOM Annual Meetings 2013, Orlando

Presenter, “Geographic Constraints on Knowledge Spillovers: Political Borders vs. Spatial Proximity” INSEAD-Georgetown University Conference on Business and Public Policy, March 2013, Singapore.

Presenter, “Not with My Own: Effect of Cross-Country Collaboration on Subsidiary Innovation in Emerging Economies” ESSEC Conference on Globalization & the Return of Geography, March 2013.

Panelist, Symposium on “Microfoundations of Spillovers”, AOM Annual Meetings 2012, Boston

Panelist, Professional Development Workshop on “Measuring Knowledge Spillovers” AOM 2012, Boston

Panelist, Junior Faculty Consortium, TIM Division, AOM 2012 Annual Meetings, Boston

Member, Award Committee, Technology and Innovation Management Division, AOM 2012, Boston

Presenter, “Publishing in Top Journals”, Indian Institute of Management Bangalore, July 2012

Presenter, “Not with My Own: International Collaboration Patterns and Innovative Capabilities in Foreign Subsidiaries of MNCs”, SMS Singapore Conference, June 2012. Finalist for Best Paper Award.

Session Chair, “Networks and Innovation”, SMS Singapore Conference, June 2012

Organizing Committee Member and Track Co-Chair, SMS Singapore Conference, June 2012

Presenter, “Life after Death: Social Effects in Scientific Citation” Bocconi University KITEs Conference on New Frontiers in the Economics and Management of Innovation, March 2012

Presenter, “Regional Disadvantage? Non-Compete Agreements and Brain Drain”, Conference on Research in Innovation and Entrepreneurship, April 2011, National University of Singapore.

Presenter, “The Geographic Scope of Knowledge Spillovers: Spatial Proximity, Political Borders and Non-Compete Enforcement Policy”: Asia-Pacific Innovation Conference, Singapore, May 2011; Singapore Management University, Mar 2011

Co-Organizer, INSEAD Networks Conference, Oct 2010, Fontainebleau.

Presenter, “Recruiting for Ideas: How Firms Exploit the Prior Inventions of New Hires” INSEAD Networks Conference, Oct 2010, Fontainebleau.

Discussant, National University of Singapore Summer Strategy Conference, August 2010.

Panelist, “Symposium on Absorptive Capacity,” AOM 2010, Montreal.

Presenter, “Patent Citations and the Geography of Knowledge Spillovers” AOM 2010, Montreal.

Co-Presenter, “Regional Disadvantage? Non-Compete Agreements and Brain Drain,” AOM 2010, Montreal.

Organizer and panelist, Professional Development Workshop on “Measuring Knowledge Flows: Patent and Non-Patent Data,” AOM 2010, Montreal.

Panelist, Junior Faculty Symposium (International Division), AOM 2010, Montreal.

Presenter, “Patent Citations and the Geography of Knowledge Spillovers: Disentangling the Role of State Borders, Metropolitan Boundaries and Distance”, 2010 NUS Conference on Research in Innovation & Entrepreneurship.

Presenter, “Recruiting for Ideas: How Firms Exploit the Prior Inventions of New Hires,” April 2010: Multiple Seminars: National Bureau of Economic Research, Cambridge; Wharton Technology Conference; Harvard Business School, Boston; Georgia Institute of Technology, Atlanta; Duke University, Durham; University of North Carolina, Chapel Hill; National University of Singapore

Presenter, “Regional Disadvantage? Non-Compete Agreements and Brain Drain” AEA Meeting 2010, Atlanta.

Organizing Committee Member, Strategic Management Society Conference in India, Dec 2008, Hyderabad.

Co-Chair and Panelist, Doctoral Consortium, SMS Conference in India, Dec 2008, Hyderabad.

Co-Organizer, INSEAD Networks Conference, Oct 2008, Fontainebleau.

Presenter, “The World is Not Small for Everyone: Pathways of Discrimination in Searching for Information in Organizations” INSEAD Networks Conference, Oct 2008, Fontainebleau.

Presenter, “Big Cities, Big Ideas? Regional Agglomeration and High Impact Innovation” AOM 2008, Anaheim.

Presenter, “Lone Inventors as Sources of Breakthroughs: Myth or Reality?” AOM 2008, Anaheim.

Panelist, Professional Development Workshop on “Measuring Knowledge Flows” AOM 2008, Anaheim.

Panelist, Doctoral Consortium, Business Policy & Strategy Division, AOM 2008, Anaheim.

Member, Best Dissertation Award Committee, TIM Division, AOM 2008, Anaheim.

Presenter, “Big Cities, Big Ideas? Regional Agglomeration and High Impact Innovation” AIB 2008, Milan.

Panelist, Doctoral Consortium, AIB 2008, Milan.

Presenter, “The World is Not Small for Everyone: Out-group Status and Homophily as Impediments to Searching for Knowledge within Organizations”, AOM 2007, Philadelphia.

Presenter, “Benefits from Collaborating across Boundaries”, AOM 2007, Philadelphia.

Discussant, “Knowledge Transfer and Management” DRUID Summer Conference 2007, Copenhagen.

Chair, “Competition, Innovation and Firm Strategies” DRUID Summer Conference 2007, Copenhagen.

Presenter, “External Collaboration, Social Networks and Knowledge Creation”, 2007: DRUID Summer Conference 2007, Copenhagen; HBS International Conference 2007, Boston

Presenter, “Science, Social Networks and Spillovers.” AOM 2006, Atlanta.

Discussant, “Innovation, Globalization and Regional Factors.” AOM 2006, Atlanta.

Panelist, “Managing Your Dissertation.” AOM 2006, Atlanta.

Presenter, “Science, Social Networks and Spillovers.” AIB 2006, Beijing.

Presenter, “Distributed R&D, Cross-Regional Ties and Quality of Innovative Output.” DRUID Summer Conference 2006, Copenhagen. Winner of the Best Paper Award.

Discussant, “New Economic Geography and Beyond.” DRUID Summer Conference 2006, Copenhagen.

Presenter, “Distributed R&D, Cross-Regional Ties and Quality of Innovative Output.” AIB 2005, Quebec City. Winner of the Haynes Best Paper Prize.

Panelist, “Networks in International Management Research” AIB 2005, Quebec City.

Discussant, “Inter-Subsidiary Knowledge Transfer and R&D Personnel Movements.” AIB 2005, Quebec City.

Presenter, “Collaborative Networks as Determinants of Knowledge Diffusion Patterns.” AOM 2005, Honolulu.

Panelist, “Methodologies for Research on Knowledge Flows”, AOM 2005, Honolulu.

Panelist, Doctoral Student Consortium, International Management Division, AOM 2005, Honolulu.

Discussant, “Economics of Entrepreneurship and Innovation.” AOM 2005, Honolulu.

Presenter, “Distributed R&D, Cross-Regional Ties and Quality of Innovative Output.” AOM 2005, Honolulu.

Discussant, “Political Economy of Institutional Complementarities” Aspen Institute Global Scholars 2005 Conference on “Success and Failures in Institutional Development: The Role of Business”, Paris.

Presenter, “Collaborative Networks as Determinants of Knowledge Diffusion Patterns.” AEA 2005, Philadelphia.

Presenter, “Multinational Firms and Knowledge Diffusion: Evidence using Patent Citation Data.” AOM 2004, New Orleans. Winner of the William H. Newman Best Paper Award.

Presenter, “Collaborative Networks as Determinants of Knowledge Diffusion Patterns.” AIB 2004, Stockholm.

Presenter, “Multinationals and Knowledge Diffusion: Evidence using Patent Citation Data.” AIB 2004, Stockholm.

Presenter, “Collaborative Networks as Determinants of Knowledge Diffusion Patterns”, 2004: Presented as job market seminar at multiple schools.

Presenter, “Multinational Firms and Knowledge Diffusion: Evidence using Patent Citation Data”, 2004: Presented as job market seminar at multiple schools; AEA Meeting, San Diego.

Presenter, “Innovation and Knowledge Diffusion in the Global Economy.” CCC Doctoral Consortium 2002, Boston.

Presenter “The Effect of Repeated Interactions on Contract Choice: Evidence from Offshore Drilling”: AEA Meetings 2002, Atlanta; Transatlantic PhD Conference 2001, London Business School.