

My Journey in Academics

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Initial Interest

- During school days wrote for magazines like Junior Science Digest to make some money!
- My first journal paper in an Astronomy Journal on telescopes in 1984 in 12th – but no money!
- Took up B.Sc. in 1984-87 – no publications.
- Joined Institute of Rural Management Anand in 1987. Most of the profs were FPMs of IIMA.
- Developed an interest in taking an academic career. Took higher interest in doing projects.

Interest in Publishing

- First major publication was 1989 IRMA paper publication based on my summer project.
- Work in dairy board later converted into case.
- Joined IIMA FPM in 1991 – converted most term papers into Indian journal publications.
- First international refereed journal publication 1994 in *Greener Management International*.
- Asian Case Research Journal case publication based on a college friend's own company.

FPM Thesis at IIM Ahmedabad

- Thesis idea came from a magazine article that covered ICICI's SPREAD program that funded R&D projects by firms in technology institutes.
- Got ICICI to give list of projects to do six cases.
- *R&D Management* Conference at Pisa 1995.
- Paper then included in Italian published book.
- After joining IIMB in 1996 three quick papers based on thesis in TASM (1997), IJTM (1999) and Technovation (1999) all on one revision.

Thesis Related Publications

- Many rejects – from SMJ, AMJ, OS, MS, JMS.
- Collaboration with Gerry George in 1998.
- Own paper accepted in AOM 1999 but joint paper with Gerry was rejected that year!
- Paper in AMR 2000 finally after four revisions.
- Research Policy paper appeared in 2003 after two major revisions over a year.
- Both these papers were broadly on thesis area but had little to do with the actual thesis data.

Extending the Thesis Theme

- Broad theme - research on collaboration between dissimilar organizations.
- A UK contract research on industry – NGO partnerships led to two chapters and a paper on the Zurich Financial Services work in India.
- Paper noticed by an McKinsey consultant in Spain who started “Adopt a Business” – an initiative to get European firms to adopt small Indian firms on similar lines. ZFS is a member.

Other Work

- Started elective 1996 in product development.
- Started strategy process FPM course in 1996.
- Contract research on software products led to a chapter and a paper with Rishikesh Krishnan.
- Started elective 2004 in qualitative research.
- Most cited paper so far is a paper titled “Social Entrepreneurial Leadership” in CDI
- Project on small monopoly business firms with some cases on such firms in India.

Unpublished Projects

- Project with Ashis Mishra on retailing models in India presented at Oxford conference 2009.
- Case project with Parul Bajaj on PaGaLGuY sent to Asian Case Research Journal
- Case project in progress with Anuradha and Balasubramaniam on Amar Chitra Katha.
- Project with YLR Moorthi on adverse country of origin effects presented in AOM 2005.
- Project with Utkarsh Majmudar on internet business models presented in AOM 2001.

Completed FPM Committees

- Prarthan B. Desai (OB&HR) *Maintaining and Enhancing Internal Legitimacy of the Alternate Organizational Identity in Dual-identity Organizations* (2009)
- Thomas Joseph (Strategy) *Alliances for Innovation: The Impact of Firm and Alliance Characteristics on Learning Skills & Competencies from Partner (s) in the Indian Biotechnology Industry* (2009)
- Joseph Shields (Strategy) *A Study of the Factors that Affect the Formation and Performance of International Strategic Alliances of Domestic IT Firms in an Emerging Economy* (2003)
- Thillai Rajan Annamalai (Public Systems) *Restructuring of a Vertically Integrated Electrical Utility: A Study and Analysis of the Reforms in Orissa* (2000)
- Pankaj Kulshreshtha (QMIS) *Investigations into Preference Relations, Choice Functions and Rationality in Decision Making Contexts* (1999)

Current FPM Committees

- Ananya Upadhyay (QMIS Area) Knowledge Sharing and Team Performance in Distributed Teams: Interplay of Communication and Task Characteristics
- Annapurna N (Finance Area) Replication and Evolution of Micro Finance Models: Case of Grameen Model
- Padmaja Parulkar (OB&HR Area) Evolution of Human Resource Practices in High Employee Growth Organizations

Current Research Proposals

- UK-India Science Bridge Proposal on Digital Economy with Imperial Collage London 2008 (rejected).
- UK-India Science Bridge Proposal on Product Development with Cambridge 2008 (rejected).
- Italy-China-India Joint Proposal with Sant Anna University, Italy on Outsourcing R&D to India, 2009.
- USA - India Joint Research Workshop Proposal under National Science Foundation, USA 2009. (on review)
- India-UAE-Singapore based Science of Generosity research proposal, USA 2009. (under review)