

Sandeep Devanatha Pillai

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Citizenship – Canadian

ACADEMIC APPOINTMENT

Assistant Professor, Dept. of Management and Technology, Bocconi University

2019 -

EDUCATION

Ph.D. (Strategic Management & Entrepreneurship) University of Maryland, 2019

Committee: B. Goldfarb (Co-Chair), D. Kirsch (Co-Chair), R. Agarwal, S. Braguinsky, D. Sicilia

Master of Business Administration

University of Toronto, 2014

Master of Engineering (Electric Power)

University of Waterloo, 2011

Bachelor of Applied Science (Honors Electrical Engineering)

University of Waterloo, 2009

PUBLICATIONS

Pillai, S.D., Goldfarb, B., and Kirsch, D., The Origins of Firm Strategy: Learning by Economic Experimentation and Strategic Pivots in the Early Automobile Industry *Strategic Management Journal* (2020).

Goldfarb, B., Zavyalova, A., and Pillai, S.D., Did Victories in Certification Contests Affect the Survival of Organizations in the American Automobile Industry During 1895-1912, *Strategic Management Journal* (2018).

RESEARCH PROJECTS

(Withheld), *Under review at SMJ*

Learning by Scaling in the Early American Automobile Industry, *Reject and Resubmit at Management Science*

Institutional void formation through legitimacy loss: Study of entrepreneurs in Maoist China, with A. Frost (Harvard U.), *Stage: First draft*

Ascend of Milan from production cluster to creative hub: Role of new organizational forms, with V. Giacomini (Bocconi, U), *Stage: Archive exploration*, Winner of €10K Bocconi research grant (2021)

When start-ups fail: Consequences for venture labour in the early American auto industry, *Stage: Data analysis*

Organization Location: Destiny or Strategy? Agglomeration in the US Medical Device Manufacturing Industry, with Venkataraman V. (IIM-B), *Stage: Data analysis*, Project on hold till 2022

SYMPOSIA ORGANIZED

Re-integration of History in Strategy Research, SMS 2020

Abduction and the Problem of Null, AOM 2020

Using Historical Methods to Improve Inference in Strategy Research, AOM 2018

Experimentation and Innovation: Individuals, Firms, and Economies, AOM 2018

Experimentation Strategy and Industry Evolution, AOM 2017

INVITED CONFERENCES & PRESENTATIONS

Business History Collective 2021

BYU/Utah Winter Strategy Conference, IIM-Bangalore, AOM, SMS 2020

SMS, Historical approaches to Entrepreneurship and Organizational Change - USC 2019

SMS, AOM, Strategy Science, CCC, West Coast Research Consortium, SERC, East Coast Doctoral 2018

Job Talks at MIT Sloan (TIES), London Business School, HEC Paris, Pennsylvania State, Oklahoma State, George Mason 2018

Israel Strategy Conference, SMS, West Coast Research Consortium, AOM, Medici Summer School 2017

SMS-Berlin, AOM, Strategy Research Initiative Bootcamp 2016

TEACHING (student evaluation scores out of 10 received each year is listed)

Entrepreneurship and Business Planning, Master's elective, 2020 – 8.43; 2019 – 9.02	2019 -
Empirical Methods for Innovation Strategies, Master's elective, 2020 – 8.01; 2019 – 7.51	
Foundations of Management, First year undergraduate core, 2020 – 8.54; 2019 – 8.6	
Strategic Management, Under graduate elective, University of Maryland	2017

SERVICE

Reviewing activities for Strategic Management Journal, Management Science, Administrative Science Quarterly, Industrial and Corporate Change, AOM, and SMS.
Thesis supervision for Master's (2020 - 12 students) and Undergraduates (2020 - 1 student)
Bocconi Assembly for Innovation and Cooperation, 2021 Co-organizer
President, Association of Doctoral Students, University of Maryland

INDUSTRY EXPERIENCE

Hydro One Networks Inc. (formerly Ontario Hydro), Toronto, Canada	2009-2014
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