

SARATH BALACHANDRAN

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EDUCATION

The Wharton School, University of Pennsylvania, USA Expected 2019
PhD in Management (Strategy)
Committee: Exequiel Hernandez (Advisor), Lori Rosenkopf (Chair),
Harbir Singh, Gary Dushnitsky

The Georgia Institute of Technology, USA 2010
MS in Industrial Engineering
Global Logistics Scholar, Supply Chain and Logistics Institute

RV College of Engineering, India 2009
BE in Mechanical Engineering

RESEARCH INTERESTS

My research examines how collaborative relationships between firms can enable (or indeed constrain) innovation. In one stream of work, I take a ‘macro’ view of these relationships to examine how institutions – both formal ones like laws/regulations and informal ones like social norms – influence firms’ decisions to partner and how they exchange knowledge. In another stream, I take a more ‘micro’ perspective to explore how the interactions between people that underlie these relationships shape outcomes at the firm level. My dissertation is focused on relationships between established and entrepreneurial firms, and examines how the backgrounds and incentives of the people involved in these relationships determine the exchanges that arise and their consequent influence on entrepreneurial innovation.

PAPERS PUBLISHED AND UNDER REVIEW

Balachandran, S., Hernandez, E. 2018 “Networks and Innovation: Accounting for Structural and Institutional Sources of Recombination in Brokerage Triads” **Organization Science 29(1), 80-99**

Balachandran, S., Hernandez, E. “Do Institutional Reforms Benefit Strong or Weak Firms? Intellectual Property Rights and Access to International Alliances” – **Under Second Round Review at Strategy Science**

- Best paper proceedings, Academy of Management Annual Meeting, 2016
- Nominated for best paper award – 2016 Strategic Management Society Annual Conference

RESEARCH IN PROGRESS

Balachandran, S. “Pipes or Shackles? How Ties to Incumbents Shape Startup Innovation” – **Job Market Paper**

- Finalist for Best PhD Student Paper Prize at the Strategic Management Society’s Annual Conference, Paris 2018

Balachandran, S. “How the People at the Interface Shape Interfirm Partnerships: Evidence from Simultaneous CVC Investments” – **Working Paper**

Balachandran, S., Hernandez, E. “Mi Casa es Su Casa: Immigrant Entrepreneurs as Pathways to Foreign Venture Capital Investments” – **Working Paper**

Balachandran, S. “Us Against Them: Interfirm Network Dynamics Under the Threat of New Entrants” – **Data Analysis**

GRANTS AND AWARDS

- President Gutmann Leadership Award 2018, University of Pennsylvania Graduate and Professional Students Assembly
- Mack Institute for Innovation Management Research Grants 2014-2018 (Six Individual Research Grants Totaling USD 48,500)
- George James Travel Award 2018 & 2016, Wharton Doctoral Programs
- Sheth Foundation Travel Grant 2015, Academy of International Business
- Best Outgoing Student 2009, Department of Mechanical Engineering, RV College of Engineering

PRESENTATIONS AND WORKSHOPS

Pipes or Shackles? How Ties to Incumbents Shape Startup Innovation

- Consortium on Competitiveness and Cooperation (CCC) Doctoral Conference, Berkeley, 2018
- Trans-Atlantic Doctoral Conference, London Business School, London, 2018
- PhD Student Seminar, Wharton School, 2017
- Mack Innovation Doctoral Association Meeting, Wharton School, 2017

Do Institutional Reforms Benefit Strong or Weak Firms? Intellectual Property Rights and Access to International Alliances

- INSEAD-Wharton Doctoral Consortium, Singapore, 2016
- Strategic Management Society Special Conference, Rome, 2016
- Academy of Management Annual Meeting, Anaheim, 2016
- Trans-Atlantic Doctoral Consortium, London Business School, 2016

Networks and Innovation: Accounting for Structural and Institutional Sources of Recombination in Brokerage Triads

- Academy of Management Annual Meeting, Vancouver, 2015
- Academy of International Business Annual Meeting, Bangalore, 2015
- Strategic Management Society Annual Conference, Madrid, 2014

Consortia and Workshops

- AoM STR Division Doctoral Consortium, Chicago, IL (2018)
- AoM TIM Division Doctoral Consortium, Anaheim, CA (2017)
- INSEAD-Wharton corporate strategy camp, Philadelphia, PA (2017)
- Strategy Research Initiative (SRI) methods boot camp, New York, NY (2015)
- Wharton Emerging Scholars Workshop: Evolutionary Perspectives on Strategic Management, Philadelphia, PA (2014)

TEACHING

Introduction to Management (MGMT 101) – Fall 2015

Instructor to two sections (70 students) for 90 min weekly recitations involving case and theory discussions

Corporate Strategy, Mergers and Acquisitions (MGMT 721) – Spring 2016 to Present

Teaching Assistant to Prof. Harbir Singh (MBA, Exec MBA and Exec Ed)

Involved in course design, grading, leading student team meetings, and partial leading of class session on corporate venture capital

Managing the Emerging Enterprise (MGMT 612) – Fall 2014 to Spring 2017

Teaching Assistant to Prof. Exequiel Hernandez for Global Strategy Module (MBA, Exec MBA)

Culture and Institutions of the Tech Sector (MGMT 265) – Fall 2015 to Fall 2017

Teaching Assistant to Prof. Lori Rosenkopf (Undergraduate)

SERVICE

Ad-hoc Reviewer – Strategy Science, Journal of International Business Studies, Long Range Planning, Annual Conferences of the Academy of Management, Strategic Management Society and Academy of International Business

Organizer and Founding Board Member – Mack Innovation Doctoral Association (MIDAS): A cross disciplinary forum for doctoral research on innovation, Wharton School, University of Pennsylvania.

Volunteer – Wharton Undergraduate Division PhD Lunch and Learn Program, Wharton Undergraduate Thesis Seminar

PROFESSIONAL EXPERIENCE

Senior Supply Chain Strategy Analyst, **Unilever Plc**: 2010-2012

OTHER INFORMATION

Software Skills: Stata, R, Python (Network Analysis, Web Scraping)

Languages: English, Hindi, Kannada, Malayalam, Spanish (intermediate)

Citizen of India, Permanent Resident of the United States

REFERENCES

Exequiel Hernandez, Management, Wharton exequiel@wharton.upenn.edu

Lori Rosenkopf, Management, Wharton rosenkopf@wharton.upenn.edu

Harbir Singh, Management, Wharton singhh@wharton.upenn.edu

Gary Dushnitsky, Strategy & Entrepreneurship, London Business School,
gdushnitsky@london.edu