

Sandeep Devanatha Pillai

Via Roentgen 1, Milano, Italy, 20122
sandeep.pillai@unibocconi.it
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 chairs: B. Goldfarb, D. Kirsch
Committee members: R. Agarwal, S. Braguinsky, D. Sicilia
Master of Business Administration University of Toronto, 2014
Master of Engineering (Electric Power Engineering) University of Waterloo, 2011
Bachelor of Applied Science (Honors Electrical Engineering) University of Waterloo, 2009

RESEARCH INTERESTS

Industry evolution, Agglomeration, Entrepreneurship, Historical methods, Abduction, Philosophy of Science

PUBLICATIONS

Pillai, S.D., Goldfarb, B., and Kirsch, D., (2024). Lovely and Likely: Using Historical Methods to Improve Inference to the Best Explanation in Strategy, *Strategic Management Journal*. <http://doi.org/10.1002/smj.3593>

Pillai, S.D., Goldfarb, B., and Kirsch, D., (2020). The Origins of Firm Strategy: Learning by Economic Experimentation and Strategic Pivots in the Early Automobile Industry, *Strategic Management Journal*. <https://doi.org/10.1002/smj.3102>

Goldfarb, B., Zavyalova, A., and Pillai, S.D.,(2018). Did Victories in Certification Contests Affect the Survival of Organizations in the American Automobile Industry During 1895-1912, *Strategic Management Journal*. <https://doi.org/10.1002/smj.2911>

- Best Paper Runner-up, SMS Annual Conference, 2016

RESEARCH PROJECTS

Pillai, S.D., Pre-shakeout Scaling in the Early American Automobile Industry

- Reject and Resubmit at *Strategic Management Journal*
- Best Paper Finalist, DRUID-2022
- Best Doctoral Paper in Innovation and Entrepreneurship, Snider Center for Enterprise & Markets, University of Maryland
- Rejected by *Management Science* after multiple rounds of review

Pillai, S.D., Goldfarb, B., and Kirsch, D., From Hypothesis to Puzzle: Testimonial Structure for Abductive Studies in Strategy

- Invited article at *Strategic Management Journal* for the forthcoming special issue on Abductive research in Strategy; First draft due November 2024

Frost, A., Pillai, S.D., Khanna, T., Aligning with the State: Informal Entrepreneurship and State Control in Maoist China

- Preparing for submission to *Academy of Management Journal* by July 2024
- Rejected by *Administrative Science Quarterly*

Pillai, S.D., Giacomini, V., From a Creative Cluster to a Creative Hub: Prêt-à-porter's Emergence in Italy and Milan's Transition to a Fashion Hub

- Winner of €50K (in 2022) and €10K (in 2021) Bocconi research grants
- Under review

- Pillai, S.D., Datar, A., Re-examination of the emergence of Detroit: The role of Scaling
- Stage: Preparing first draft. Target: *Management Science* by September 2024
- Pillai, S.D., Goldfarb, B., King, A., Kirsch, D., Building knowledge foundations through testimony in Strategy
- Stage: Preparing first draft
- Peltoniemi, M., Sihvonen, A., Taipale, T., Pillai, S.D., Learning from non-market experiments by incumbents in the Finnish pulp and paper industry
- Stage: Data collection
- Venkataraman V., Pillai, S.D., Organization Location in the US Medical Device Manufacturing Industry: Destiny or Strategy?
- Stage: Data analysis

PDW/SYMPOSIA (CO-) ORGANIZED AT CONFERENCES

How to be a good reviewer, SMS	2024
Future of Geographic and Technological Emergence, AOM	2024
Using Abductive Methods in Management Research, AOM	2024
Studying Creative Industries: Opportunities and Challenges, AOM	2024
Using Historical Methods To Improve Inference In Strategy Research, SMS	2023
Facts, Papers, and the Future of Strategy Research, SMS	2023
Studying the Fashion Industry: Opportunities and Challenges, AOM	2023
Publishing Mixed-Methods Studies: Challenges and Opportunities, AOM	2023
Novel Methods and Data in Studying Industry Emergence and Evolution, AOM	2023
Geographies of Innovation: Challenges and Opportunities, AOM	2022
Entrepreneurial Strategies in Developing Economies, AOM	2022
Research design and the problem of inference from extreme events, SMS	2021
Re-integration of History in Strategy research, SMS	2020
From special issues to regular contributions: Next steps on the path to the re-integration of History in Management research, AOM	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 & INSTITUTIONS

Business History Conference, Neoma Business School, Smith Entrepreneurship Research Conference, DRUID, AOM, University of Cambridge	2024
University of Jyväskylä HiMOS Conf., INSEAD Doriot Entrepreneurship Conf., Strategy Science, DRUID, ZHAW School of Mgmt., AOM, SMS, INSEAD Creative Industries Conf.	2023
University College London, Business History Conference, EGOS, AOM, SMS, SMS-Oxford, SMS-Milan, Israel Strategy Conference,	2022
Business History Collective, SMS workshop on “Best Practices for Reliable Quantitative Research”, DRUID	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, Bocconi University	2018
Israel Strategy Conference, SMS, West Coast Research Consortium, AOM, Medici Summer School	2017
SMS, AOM, Strategy Research Initiative Bootcamp	2016

TEACHING

What, Why, and How of Abduction, Ph.D. Seminar, University of Maryland, Co-Instructor	2024-
Advances in Entrepreneurship, Ph.D. Seminar	2022
Entrepreneurship and Business Planning (20335), Master's elective, Course Director	2019-
Empirical Methods for Innovation Strategies (20568), Master's elective, Course Director	2019-
Entrepreneurship & New Business Startup (30492), Undergraduate elective, Course Director	2024-
Fundamentals of Management (30450), First year undergraduate core, Course Director	2019-2023
Entrepreneurship Lab (30501), Bocconi Summer School	2022-
Strategic Management, Under-graduate elective, University of Maryland	2017

SERVICE

AOM-TIM Research Committee, 2024-2025	
Rep-at-Large, Research Methods Community, SMS, 2023-2024	
Workshop on Historical Methods, Bocconi U., 2023	
Bocconi Assembly for Innovation and Cooperation (BAIC), 2022 & 2023 Co-organizer	
Junior job market committee, Management and Technology Department, 2021, 2022 and 2023	
Delegate, Equal Opportunities Committee, Inclusion Disability and Well-Being Committee, Sustainability Committee, Bocconi University, 2023-	
Reviewing activities for leading journals and conferences, 2018-	
Thesis advisor for Master's students, 2019-	
Online teaching transition committee, Management and Technology Department, 2020	
President, Association of Business School Doctoral Students, University of Maryland, 2017	

INDUSTRY EXPERIENCE

Electrical Engineer, Hydro One Networks Inc., Toronto, Canada	2009-2014
4-month internships (Co-op terms) at Ontario Power Generation, Toronto Hydro, Independent Electricity System Operator, Ontario Power Authority, Hydro One	2005-2008
Toilet cleaner / Dishwasher (Tim Hortons, Canada), Door-to-door toy sales, Tele-marketing	2003-2004