

## GAUTAM AHUJA

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### EDUCATION

- 1991 - 1996 The University of Michigan  
Ph.D. (Corporate Strategy) August 1996  
M.A. 1994, MBA 1994. Ann Arbor, MI
- 1984 - 1986 Indian Institute of Management  
Post Graduate Diploma in Management (M.B.A.), Ahmedabad, India
- 1981 - 1984 Delhi University  
B.A. Honors (Economics), St. Stephen's College, Delhi, India

### ACADEMIC APPOINTMENTS

- 2017-cont. **Cornell University, Samuel Curtis Johnson Graduate School of Management**  
2018- cont. Eleanora and George Landew Professor of Management  
2017- cont Professor of Management & Organizations  
2014-2015 **Harvard University, Harvard Business School**  
Visiting Professor of Business Administration  
2001- 2017 **The University of Michigan, Stephen M. Ross School of Business**  
2006-2017 Harvey C. Fruehauf Professor of Business Administration, Professor of Strategy  
2004-2006 Professor, Michael R. and Mary Kay Hallman Faculty Fellow  
2001 -2004 Associate Professor and Michael R. and Mary Kay Hallman Faculty Fellow  
2004 -2013 Chair, Corporate Strategy and International Business (renamed Strategy in 2007)  
2001 –2004 Co-Chair, Corporate Strategy and International Business  
1996 - 2001 **The University of Texas at Austin, McCombs School of Business**  
Assistant Professor, Management Department

### RESEARCH INTERESTS

- The development and renewal of firm technical capabilities.
- Innovation and search
- Inter-organizational collaboration, acquisitions, and their impact on firm performance, especially technological performance.
- Application of network analysis to inter-organizational and intra-organizational networks.
- Market institutions and their role in competitive advantage

### ACADEMIC HONORS

#### **GENERAL ACADEMIC HONORS**

- 2018-continuing Eleanora and George Landew Professor of Management, Cornell University  
2016 BPS Outstanding Educator Award, Academy of Management  
2012 Lectio Magistralis, Graduation Day, Luiss University, Rome, December 2012  
2011 Ranked #2 on Business Week's List of Most Popular Professors in America  
2011 Pravasi Bharatiya Divas Orator: Selected by the Government of India to deliver the 2011 address  
2010 Il Sigillum Magnum from The University of Bologna, Italy  
2006-17 Harvey C. Fruehauf Professor of Business Administration, University of Michigan

2001-05	Michael and Mary Kay Hallman Faculty Fellowship, The Michigan Business School
1995	Gessner Fellowship for Academic Excellence, The Michigan Business School
1993	Du Pont Fellowship for Scholarly Excellence, The University of Michigan
1993	The Leabo Award for Academic Performance, The Michigan Business School
1979-85	National Talent Search Scholar, Government of India
1985	Industry Scholarship for Outstanding Academic Performance, Indian Institute of Management, Ahmedabad
1984	Rudra Memorial Award for Excellence in Economics, St. Stephen's College, Delhi University
1983	Best Student in Economics Award, St. Stephen's College, Delhi University
1983	The Rector's Prize for General Proficiency (3 <sup>rd</sup> place), Delhi University
1981	National Scholarships Scheme Award, Government of India

## **RESEARCH**

2023	Elected Fellow of the Strategic Management Society
2021	Elected Fellow of the Academy of Management
2019	AOM-TIM Distinguished Scholar, Academy of Management
2019	Elected to MOBS (Macro-Organizational Behavior Society)
2016	Dan & Mary Lou Schendel Best Paper Award, Strategic Management Journal
2015	SMS Knowledge & Innovation IG Best Paper Award, Strategic Management Society
2013	EBS-SIIE Award for the Best Paper on Innovation Management published in 2013
2010	Senior Faculty Research Award, Ross School of Business, The University of Michigan
2008	Distinguished Ph. D. Alumni Award. Ross School of Business, The University of Michigan.
2003	Best Paper Award, TIM Division, The Academy of Management
2002	Best Symposium Award, OMT Division, The Academy of Management
2001	Distinguished Hightower Lecture, Emory University
2000	SMS-McKinsey Best Paper Award Finalist, Strategic Management Society
1998	The West Publishing Best Paper Award, OMT Division, The Academy of Management
1998	Pondy Award for the Best Dissertation-based Paper, OMT, The Academy of Management
1998	SMS-McKinsey Best Paper Award, Honorable Mention, Strategic Management Society
1997	Free Press Best Dissertation Award, BPS Division, The Academy of Management
1995	INFORMS College on Organization Science Best Dissertation Proposal Award

## **TEACHING**

### **Cornell University**

- Johnson-Weill Healthcare MBA/MS Teaching Excellence Award 2024, awarded by the graduating Cornell-Weill MBA Class to one faculty member a year by student vote
- Invited by graduating MBA students to give a “Last Lecture” 2019, 2022, 2023
- Cornell-Tech Teaching Excellence Award, 2019, 2020, 2025 (Campus-Wide Award - Graduating students across all degree programs on campus select one professor across all disciplines to receive this award, by student-vote.)
- Apple Teaching Excellence Award 2019 (Awarded by the graduating Residential MBA class at the Johnson Graduate School of Management to one faculty member by student vote)

### **University of Michigan**

- MBA Teaching Excellence Award (Awarded by student vote to one faculty/year for the Full Time MBA program): 2003, 2004, 2005, 2010, 2012, 2017
- EMBA Teaching Excellence Award (Awarded by student vote to one

faculty/year for the EMBA program): 2008, 2011, 2015

- Evening MBA Teaching Excellence Award (Awarded by student vote to one faculty/ year for the Evening MBA program): 2012
- Ph. D Teaching Excellence Award, (Awarded by student vote to one faculty/ year): 2004, 2010, 2017
- Executive Education Custom Programs Impact Award: 2012
- Faculty Inspiration Award, HLBSA, The University of Michigan 2003
- Voted Faculty Commencement Speaker for the Executive MBA graduating class: 2008, 2013, 2017
- Dykstra Fellowship for Teaching Excellence, The Michigan Business School: 1995

#### **University of Texas at Austin**

- GBC Award for MBA Mentoring, CBA, (Awarded by student vote to one faculty/ year): 2001
- GBC Award for MBA Teaching Excellence - Electives (Awarded by student vote to one faculty/ year): 2000, 2001
- GBC Award for MBA Teaching Excellence – Core (Awarded by student vote to one faculty/ year): 1997, 1999
- CBA Foundation Award for Teaching Excellence (The University of Texas-Austin): 1999
- Named in outstanding faculty in Business Week's Guide to the Best B-Schools- multiple years

#### **PUBLICATIONS**

##### **Working Papers:**

DELETED FOR PRESERVATION FOR BLIND REVIEW

##### **Published Papers**

2022. Demystifying Organization Science. **Organization Science 33(5):1701-06.**  
<https://doi.org/10.1287/orsc.2022.1636>

2022. Integration and appropriability: A study of process and product components within a firm's innovation portfolio (with PK Toh) **Strategic Management Journal 43(6):** <https://doi.org/10.1002/smj.3351>

2020. On Innovating: an Interview with Gautam Ahuja (with A Adbi, A Contigiani, G Szulanski).  
**Journal of Organization Design** 9 (1), 1-11

2018. Strategy and the Institutional Envelope. (With L. Capron, M. Lenox and D. Yao) **Strategy Science** 3(2)ii-x

2017: Activity Overinvestment: The Case of R&D. **Journal of Management**

2017. Redirecting Research Efforts on the Diversification Performance Linkage: The Search for Synergy. **Academy of Management Annals** Vol. 11(1): 342-390
2016. Incumbent Responses To An Entrant With A New Business Model: Resource Co-Deployment And Resource Re-Deployment Strategies (with E. Novelli). **Advances in Strategic Management** 35:125-153.
2015. Competency trap (with V. Tandon). **Palgrave Encyclopedia of Strategic Management**.
2014. Innovation Strategies (with E. Novelli). **Palgrave Encyclopedia of Strategic Management**.
2014. Paradigm-changing versus paradigm-deepening innovation: how firm scope influences firm technological response to shocks (with C. Lampert and V. Tandon). **Organization Science**
2013. The Second Face of Appropriability: Generative Appropriability and its Determinants (with C. Lampert and E. Novelli). **Academy of Management Review**
- An earlier version of this paper won the **TIM Best Paper Award** at The Academy of Management, 203
  - Receipt of EBS – SIES Award for Best Paper published on Innovation Management in a journal in 2013
2013. Mergers and Acquisitions and Innovation (with E. Novelli). **Oxford Handbook of Innovation Management**. Oxford University Press, Oxford, UK.
2012. The Genesis and Dynamics of Networks (with G. Soda and A. Zaheer). **Organization Science** 23(2): 434-448.
2011. Explaining Influence Rents: The Case for an Institutions-based View of the Firm. (with S. Yayavaram) **Organization Science**: 22(6):1631-52
2011. Knowledge Structures and Innovation: Useful Abstractions, Lessons Learnt and Unanswered Questions (with E. Novelli). **Wiley Handbook of Organization Learning**.
2011. When The Social Structure Overshadows Competitive Incentives: The Effects Of Network Embeddedness On Joint Venture Dissolution (with F. Polidoro, and W. Mitchell). **Academy of Management Journal**
2009. Structural Homophily Or Social Asymmetry? The Formation Of Alliances By Poorly Embedded Firms (with F. Polidoro and W. Mitchell). **Strategic Management Journal**.
2008. Decomposability in Knowledge Structures and Its Impact on the Usefulness of Inventions and Knowledge-base Malleability (with S. Yayavaram). **Administrative Science Quarterly**. Volume 53 No. 2 June 2008.
2008. Moving Beyond Schumpeter: What the Management Literature tells us about the Determinants of Innovation. (with C. Lampert and V. Tandon). **Academy of Management Annals**. Volume 2, 2008. *Lead Article*
2007. Managing Network Resource by Ranjay Gulati. **Book review in Administrative Science Quarterly**, Volume 52(4): 335-337. 2007.
2005. Managerial Foresight and Attempted Rent Appropriation. Insider Trading on Knowledge of Imminent Breakthroughs. Ahuja, Gautam, (with Russ Coff & Peggy Lee) 2005. **Strategic Management Journal** 26:791-808. *Lead Article*.
2004. Dictionary Entries for the **Blackwell Entrepreneurship Encyclopedia** (with PK Toh).

- “Innovation”
- “Disruptive Innovation”

2004. Where Do Resources Come From? The Role of Idiosyncratic Situations. (with Riitta Katila). 25:887-908. **Strategic Management Journal**, 2004.

- This paper was one of 10 papers selected (from over 120 competitive submissions) for the Strategic Management Journal’s Special Issue on Technology

2003. Cooperative Strategy: Economic, Business, and Organizational Issues, Faulkner and de Rond. **Book Review in Administrative Science Quarterly**, Vol. 47(1):182-183. 2003.

2002. Something Old, Something New: A Longitudinal Study of Search Behavior and New Product Introduction. (with Riitta Katila). **Academy of Management Journal**, December 2002.

- This paper was one of ten finalists for the SMS-Mckinsey Best Paper Award presented by the Strategic Management Society. These ten papers were picked from a competitive pool of around 700 submissions.

2001. Entrepreneurship In The Large Corporation: A Longitudinal Study Of How Established Firms Create Breakthrough Inventions. (with Curba Morris Lampert). **Strategic Management Journal**, July 2001.

- This paper was one of 6 papers selected (from over 90 competitive submissions) for presentation at the Strategic Management Society’s Special Conference on Wealth Creation (co-sponsored with the Kaufman Foundation) and for subsequent inclusion in SMJ.

2001. Technological Acquisitions and the Innovation Performance of Acquiring Firms: A Longitudinal Study. (with Riitta Katila) **Strategic Management Journal**, Vol.22 (3):197-220. *Lead Article*.

- This paper won the Dan & Mary Lou Schendel Award (2016) for Best Paper published in SMJ.
- This paper was one of four runners-up for the SMS-Mckinsey Best Paper Award presented by the Strategic Management Society. These five papers (four runners up and the winning paper) were picked from a competitive pool of around 600 submissions.
- This paper has been profiled by Sloan Management Review to disseminate its findings to managers

2000. Collaboration Networks, Structural Holes and Innovation: A Longitudinal Study. **Administrative Science Quarterly**, Vol. 45(3):425-455. *Lead Article*.

- This paper won the West Publishing and Louis R Pondy Awards from the OMT Division of the Academy of Management for the Best Paper in 1998.

2000. The Duality of Collaboration: Inducements and Opportunities in the Formation of Interfirm Linkages. **Strategic Management Journal**, Vol.21(3):317-343.

- Award from the BPS Division of the Academy of Management and the Best Dissertation Proposal Award from INFORMS.

1998. On the Sequencing of Privatization in Transition Economies. (with Sumit Majumdar). **Industrial and Corporate Change**. Vol. 7(1):109-151.

1998. An Assessment of the Performance of Indian State-Owned-Enterprises. (with Sumit Majumdar). **Journal of Productivity Analysis**. Vol. 9(2):113-132.

1996. Does it Pay to be Green? An Empirical Examination of the Relationship Between Pollution Prevention and Firm Performance. (with Stuart Hart) **Business Strategy and the Environment** 5(1):30-37. 1996.

- The research of this paper was reported on in Business Week and several other practitioner publications. The paper has also been cited by various Government and International Agencies including the US EPA, UNEP, OECD, among others.

## TEACHING EXPERIENCE

### **Ph.D:**

2019 - onwards: Doctoral Seminar on Theoretical Perspectives in Strategy Research, Johnson School of Management, Cornell University

2001-2017 - Doctoral Seminar in Strategy, Contemporary Theoretical Perspectives in Strategy Research, The University of Michigan. Average Instructor Rating 5.0/5.0

- Voted Best Professor PhD Teaching Award winner, 2004, 2010, 2017

1997-2001 Doctoral Seminar in Strategy, The University of Texas at Austin

### **MBA:**

**MBA:** 2001 -2017- The University of Michigan

MBA Elective – Advanced Competitive Analysis

EMBA Core – Strategic Thinking and Competitive Analysis

EMBA: Competition in Resources

- Named as outstanding faculty in *Business Week's Guide to the Best B-Schools* – various editions since 1998
- Voted Best Professor Teaching Award winner 10 times (2001-2017) across MBA, EMBA and Evening MBA programs
- Ranked #2 on Bloomberg BusinessWeek's List of America's Favorite Professors 2011

**MBA:** 1997-2001 Strategy Core/Elective Class, The University of Texas at Austin

Average Instructor Rating for last four years: 4.98/5.0

#### Student based honors

- Voted *Best Professor* by the MBA students in 1997, 1999, 2000, and 2001
- Named as outstanding faculty in *Business Week's Guide to the Best B-Schools* in 1999 and 2000
- Named as Outstanding Mentor, 2001

#### Faculty and Administration Based Honors

- *Trammell CBA Foundation Award for Teaching Excellence*, The University of Texas-Austin, 1998-99

**MBA:** Required Curriculum Strategy, 2015: Harvard Business School

**BBA:** Corporate Strategy Core Class, The University of Michigan,

1994 Instructor Rating 5.0/5.0

- *Dykstra Fellowship* for Teaching Excellence

## DOCTORAL STUDENT ADVISING

Graduation Date, Name, Role

- 2027 (expected) - Youchung Kwon, Cornell University, Chair
- 2026 (expected) – Tejas Ramdas, Cornell University, Chair
- 2025 (expected) Andrew Foley, Cornell University, Chair
- 2023 Yang Liu, Cornell University, Chair
- 2021, Subrina Shen, Cornell University, Committee Member
- 2020, Harsh Ketkar, Michigan, Committee Member
- 2020, Saerom Lee, Michigan, Committee Member
- 2018, Casidhe Horan Troyer, Michigan, Co-Chair
- 2017, Sara Ryoo, Michigan, Co-Chair
- 2017, Guy Shani, Michigan, Committee Member

- 2016, Heewon Chae, Michigan, Committee Member
- 2015, Ajit Sharma, Michigan, Committee Member
- 2015, Gianluigi Giustiziero, Michigan, Committee Member
- 2014, Heeyon Kim, Michigan, Committee Member
- 2014, Johan Chu, Michigan, Committee Member
- 2014, Russell Funk, Michigan, Committee Member
- 2013, John Chen, Michigan, Co-Chair
- 2013, Na-Eun Cho, Michigan, Committee Member
- 2012, Chiara D'Alise, LUISS, Italy, Co-Advisor\*
- 2012, Maryam Nasiryar, Skema – France, Committee Member\*\*
- 2012, Pranav Garg, Michigan, Committee Member
- 2012, Suresh Malladi, Michigan, Committee Member
- 2012, Vivek Tandon, Michigan, Chair
- 2010, Elena Novelli, Bocconi, Co-Advisor\*
- 2009, Bo Kyung Kim, Michigan, Committee Member
- 2009, David Zhu, Michigan, Committee Member
- 2009, Sun Hyun Park, Michigan Committee Member
- 2008, Anne Bowers, Michigan, Co-Chair
- 2008, Aradhana Roy, Michigan, Committee Member,
- 2008, Ben Cole, Michigan, Chair
- 2008, Maggie Zhou, Michigan, Committee Member
- 2007, Puay Khoon Toh, Michigan, Chair
- 2007, Serden Ozcan, Copenhagen Business School, Committee Member\*\*
- 2006, Francisco Polidoro, Michigan, Chair
- 2005, Poonam Khanna, UT-Austin, Committee Member,
- 2004, Curba Lampert, UT-Austin, , Co-Chair
- 2004, Jane Zhao, Michigan, Committee Member
- 2004, Sai Yayavaram, UT-Austin, Co-Chair
- 2003, Mike Frandsen, UT-Austin, Committee Member,
- 2003, Nandini Lahiri, Michigan, Chair
- 2000, Riitta Katila, UT-Austin Co-Chair,
- 2000, Judy Frels, UT-Austin, Committee Member
- 2000, Ravi Chitturi, UT-Austin, Committee Member
- 1999, Joseph Broschak, UT-Austin, Committee Member

\*Student at an external university, I served as a significant advisor throughout the dissertation process

\*\* Student at an external university, I served as an external evaluator of the dissertation primarily

## SERVICE

### Institutional:

- JCB PhD Committee (Standing Committee), Member. July 1, 2025 - June 30, 2026
- Johnson Program Committee: Johnson Cornell Tech MBA (Standing Committee), Chair. July 1, 2025 - June 30, 2026
- Johnson Administrative Science Quarterly Advisory Council (Standing Committee), Member. July 1, 2024 - June 30, 2026
- JCB PhD Committee (Standing Committee), Chair. November 1, 2024 - June 30, 2025
- JCB IAHC, Chair, M&O Department July 1, 2024 - June 30, 2025
- Johnson Program Committee: Johnson Cornell Tech MBA (Standing Committee), Member. June 1, 2024 - June 30, 2025
- Johnson Program Committee: EMBA/MS Healthcare Leadership (Standing Committee), Member. July 1, 2023 - June 30, 2025

- Johnson Program Committee: Johnson Cornell Tech MBA (Standing Committee), Member. 2024 -25
- Johnson Program Committee: EMBA/MS Healthcare Leadership (Standing Committee), 2024-25
- Cornell ASQ Oversight Committee: July 1 2024 – continuing
- JCB IAHC Chair, M & O Department, , July 1 2024 – December 31, 2024
- JCB IAHC, M&O Department, Department Internal Member, July 1 2024 – December 31, 2024
- M&O Department – PhD Coordinator – November 1 2024 – Dec 31, 2025
- EMBA Weill Committee, JGSM, 2023-24
- JCB Teaching Overloads Committee 2023-24
- EMBA Metro Committee, JGSM, 2022-23
- EMBA Programs Oversight Committee, JGSM, 2017-22
- Faculty Policy Committee, JCB, 2021-22
- Faculty Policy Committee, JGSM, 2019-2021
- Co-Chair, Cornell Tech Business Faculty Search Committee 2019-2020
- Multiple Faculty Search Committees, JCB, JGSM, 2017-2018, 2018-2019, 2019-2020
- Multiple Internal Ad Hoc Promotion Committees – JGSM, 2017-2024
- NYC-Ithaca Campus Integration Committee, JCB 2017-18
- Faculty Director, India Initiatives 2015-2017
- Member, Executive Committee, Ross School of Business, 2006-2007, 2013-2014, 2016-2017
- Global Initiatives Committee – 2011-2012, 2015-2016, 2016-2017
- Doctoral Program Coordinator, Strategy, Ross School of Business, 2001-2006, 2013-2014
- Chair, Corporate Strategy and International Business (renamed Strategy in 2007) Area, Ross School of Business, 2004-2013
  - For several years during this period the department was ranked in the top 3 (including #1) in the world by the Financial Times, London
- Co-Chair, Corporate Strategy and International Business, Ross School of Business, 2001- 2004
- Executive Education Committee, Ross School of Business, member 2008-2009, 2016-2017
- Research Committee, Ross School of Business, member 2008-2009
- Executive Committee member – Intra-university Consortium on Organization Studies (ICOS) University of Michigan – 2001 - 2012
- Member, Executive Committee, Tauber Institute, University of Michigan, 2006-2010
- Chair, Doctoral Studies Committee, Ross School of Business, 2005-2006
- Research Committee, Ross School of Business, member 2002-2003
- Doctoral Student Comprehensive Exam Committees – UT Austin, Theory & Methods – 1999, Theory, 2000.

#### **Professional:**

##### **Reviewing**

- **Editor-in-Chief** – Organization Science – 2017-2022
- **Associate Editor** – Management Science – 2001 – 2007
- **Senior Editor** – Organization Science – 2004 - 2016
- **Editorial Board Member** – Academy of Management Review – 2001-2004
- **Editorial Board Member** – Administrative Science Quarterly 2001-2009
- **Editorial Board Member** – Strategic Organization
- **Editorial Board Member** – Journal of Management 1999-2001
- **Editorial Board Member** – Strategic Management Journal
- **Editorial Board Member:** Academy of Management Journal, 2014-2015
- Member of Committee to evaluate the Best Paper in Academy of Management Review, 2003

##### **Administrative Reviews**

- Chair, Search Committee – Editor in Chief Organization Science 2013
- Five Year Department Review: Management Department, The Wharton School, University of Pennsylvania 2014, 2026



- Department Review: NUS Business School, 2007

### **Professional Association Service**

- Current Research on Organization Design – Topics, Tools, Triumphs – Distinguished Speaker, Academy of Management, Atlanta 2017
- BPS Paper Writing Workshop : Several years 2010- 2015  
BPS Doctoral Consortium, Faculty panelist, San Antonio, 2011
- TIM Doctoral Consortium, Faculty panelist, San Antonio, 2011
- Senior Faculty Guide: OMT Junior Faculty Paper Development Workshop, AOM 2010
- Senior Faculty mentor: BPS New Faculty Consortium, AOM 2008
- Chair, Knowledge Spillovers Workshop, AOM 2008
- Division Chair, Technology and Innovation Management Division, Academy of Management, 2005
- Program Chair, Technology and Innovation Management Division, Academy of Management, 2004
- Professional Development Workshop Chair, Technology and Innovation Division Management, Academy of Management, 2003
- Academy of Management, Business Policy and Strategy Division – Executive Committee - 01-03
- Academy of Management, Technology and Innovation Management Division – Executive Committee - 00-02
- Academy of Management, Business Policy and Strategy Division - Research Committee - 99-00
  - Co-Organizer – Junior Faculty Consortium, Academy of Management, Business Policy and Strategy Division, 2002
- Co-Chair – Professional Development Workshop on Teaching, Academy of Management, Business Policy and Strategy Division, 2002
- Invited Panelist - Professional Development Workshop on Research, Academy of Management, Business Policy and Strategy Division, 2002
- Organized BPS Doctoral Dissertation Workshop, 1998

### **INVITED SEMINAR/RESEARCH WORKSHOP PRESENTATIONS (Incomplete)**

- Arizona State University 2024
- University of Bath, United Kingdom 2011
- Bocconi University, Milan, Italy, 2006, 2010, 2020 (cancelled due to Covid)
- Boston University
- Carnegie Mellon University, 2004, 2018
- University of Connecticut, 2022
- The University of Chicago, 2004, 2016
- University of Colorado at Boulder 2021
- Columbia University, 1996, 2024
- Copenhagen Business School, Denmark
- Cornell University
- Dartmouth College 1999, 2000
- Duke University, 1995, 2004, 2011
- Durham University UK (Virtual) 2021
- Emory University, 2000
- EPFL, Lausanne, Switzerland
- Rotterdam Business School, Erasmus University, Rotterdam
- ESSEC Business School, Paris
- Harvard Business School, 2000, 2014, 2019

- HKUST, 2022
- IESE Barcelona, 2018
- Insead, France, 2005, 2006, 2008, 2014, 2018
- University of Illinois at Urbana-Champaign, 2003, 2021
- London Business School, 2006, 2018, 2023
- Luiss University, Rome, Italy.
- University of Maryland, 2003, 2012, 2015, 2025
- University of Michigan, ICOS, OB Brown Bag, Hosmer Luncheon Series
- University of Minnesota, 1995 and 2006
- University of North Carolina, Chapel Hill, 2001, 2016
- University of Notre Dame, 1995
- Northwestern University
- Ohio State University
- Purdue University
- Rice University, 2000, 2015
- University of South Carolina
- University of California, Irvine, 2016
- University of Southern California, 2025
- Stanford University, 2010, 2016, 2019, 2024
- University of Texas, Austin, 1996, 2017, 2025
- Tilburg University, Netherlands
- Virginia Polytechnic Institute and State University
- University of Washington, Seattle, 2006
- University of Wisconsin, Madison, 1995 and 2004
- Washington University at St Louis, 1996
- The Wharton School, 1995, 2002, 2006, 2014, 2021

#### **INVITED KEYNOTE, DEBATE, AND PANELIST ADDRESSES**

- SKEMA Business School, France Building a Theoretical Contribution Jun 13 2025 - (delivered through Zoom)
- SMS San Francisco, Economies and Diseconomies of Scope in Private Capital Firms 2025
- Dartmouth College, Tuck Summer Camp, Economies and Diseconomies of Scope in Private Capital Firms August 2025 (Invited, eventually could not travel)
- Wharton EM Conference, University of Pennsylvania: Innovation in Global Markets April 19, 2024
- Rice Globalization Conference, Keynote Speaker Rice University, “Big” Problems May 15, 2024
- Wharton Innovation and Corporate Strategy Conference University of Pennsylvania - Caveat Emptor: A Theory of False Signaling to Explain Technology Padding Dec 7, 2024 Invited (but flight cancelation prevented presentation)
- Ross Centenary Conference University of Michigan Caveat Emptor: A Theory of False Signaling to Explain Technology Padding October 25 2024
- Ross Centenary Conference University of Michigan “Strategy at Michigan” October 25, 2024
- Organization Science Winter Conference, Speaker INFORMS, Organization Science Past Editor’s Perspective March 3, 2024
- Dartmouth College, Tuck Summer Camp, Caveat Emptor: A Theory of False Signaling to Explain Technology Padding July 30, 2024
- SKEMA Business School, France Building a Theoretical Contribution Jun 10 2024 - Invited (delivered through Zoom)
- Academy of Management, Speaker AOM Strategic Management of Enabling Technologies Aug 9, 2024
- Strategic Management Society, Speaker SMS Doctoral Workshop Oct 20, 2024
- The Landscape of Research on Organizational Search: Diverse Approaches and The Path Forward,

- Panelist. Academy of Management Annual Conference, 2022
- Search for Innovation: Past, Present, and Future. Panelist. Academy of Management Annual Conference, 2022
- Spanning Up and Across: Examining the Role of Status in the Exploitation of Structural Holes: Paper presented at Academy of Management Annual Conference, 2022 (actual presentation by coauthor)
- The past and future of business dynamics research. Panelist. Strategic Management Society Annual Conference, London. 2022
- Wharton Corporate Strategy and Innovation Conference, Panelist, 2022.
- SKEMA KTO – Skema Business School, (virtual), France, 2022
- AOM Conference (virtual): Lean Start-Ups and Schumpeterian Entrepreneurship 2021
- AOM Conference (virtual): External Governance and Innovation. 2021
- SKEMA KTO – Skema Business School, (virtual), France, 2021
- MOBS, Harvard Business School, Virtual, 2021
- Strategic Management Society : The Future of Competitive Strategy, Zoom. 2020
- Strategic Management Society, AI and Organizational Knowledge, 2020
- SKEMA KTO – Skema Business School, Sophia, France, 2019
- TIM Distinguished Scholar Address, Academy of Management, 2019
- Wharton Technology Conference, University of Pennsylvania, Discussant 2018
- INSEAD Networks Conference, INSEAD, Discussant, 2018
- Ghoshal LBS Strategy Conference 2016, Invited Panelist, Big Data and Strategy Research
- Ghoshal LBS Strategy Conference 2015, Invited Panelist: The View from the Top: Building a Successful Career on Managerially Relevant Research
- Plenary Debate, Academy of Management, TIM Division, 2015: Is Empirical Support Necessary for Managerial Theories
- INSEAD Networks Conference, Keynote Speaker, Fontainebleau, Paris, October, 2014
- Ghoshal LBS Strategy Conference – Featured Speaker: What’s on my mind? 2014
- DRUID Summer Conference, Opening Keynote Address, Copenhagen, June 2012
- The Sumantra Ghoshal Conference, London Business School, Featured Speaker - Debate on Incrementalism in Strategy Research, 2011
- FRIDA – The Triple Helix in Action, Sicily, 2010
- Bologna University Summer School on Patents, June 2009
- INSEAD Networks Conference, Keynote Speaker, Fontainebleau, Paris, October, 2008
- Bocconi Dynamic Capabilities Conference, Milan, Italy, June 2008
- Opportunities In Firm Scope Research: Talk at the SMS Doctoral Consortium, Cologne, Germany, 2007
- Distinguished Speaker: M&A as a Research Context – Workshop at the Academy of Management, Annual Conference, Anaheim 2008
- Panelist: Strategic Dynamics in Industry Architectures: The Challenges of Knowledge Integration, SMS Conference, Cologne , 2007
- University of Southern California, Greif Entrepreneurship Center, April 2007
- The Danish Research Unit on Industrial Dynamics Summer Conference on Knowledge, Innovation and Competitiveness, Copenhagen, 2006, 2007, 2008
- Carnegie-Bosch Foundation, Conference on the Growth of the Multinational Firm, Stuttgart, Germany, 2005
- The Wharton School, Mack Center for Technological Innovation, Creating and Managing Networks of Innovation, Philadelphia, 2005
- Copenhagen Business School, Organizing the Search for Technological Innovation, Copenhagen, Denmark, 2005

#### **INVITED DISCUSSANT / GUEST LECTURES**

- Academy of Management, Discussant AOM New Frontiers in Innovation Research Aug 13, 2024

- Panelist - Tuck Strategy Conference. Signaling in Technology Acquisitions, Dartmouth College August 2023
- Discussant - Wharton Technology Conference. The Wharton School. From Invention to Innovation & Appropriation, April 2022
- Discussant, Wharton Corporate Strategy and Innovation Conference. The Wharton School, Technology & Organizations, Dec 2023
- Wharton Corporate Strategy and Innovation Conference: The Wharton School. You Get What You Pay For: The Rise Of The Index Fund And Exploration In R&D. Dec 2023
  - Guest Speaker: Networks and Interorganizational Relationships, Stanford University:2022
  - Guest Speaker: On Sociological and Organizational Perspectives in Entrepreneurship, Harvard University, 2022
- Discussant, INSEAD, Networks Conference, 2016
- Discussant, LBS Ghoshal Conference 2013
- Discussant, DRUID Summer Conference, London, 2010
- Discussant, INSEAD Networks Conference, Fontainebleau, France, 2010
- The Wharton School Technology Conference, Philadelphia, 2010
- Discussant, The Process of Knowledge Integration, AOM, 2008
- Discussant, Network Evolution, Causes and Consequences, AOM 2008
- Discussant at Plenary Session of DRUID Annual Summer Conference, June 2008, Copenhagen
- Discussant, Duke Strategy Conference, April 2008
- Discussant, West Coast Entrepreneurship Conference (hosted by Stanford and University of Washington), 2007
- Discussant, Networks: Trust and Dependence, Academy of Management Annual Conference, Atlanta, 2006
- Discussant, Nurturing and Executing Innovation, Thought Leadership Roundtable on Digital Strategies, Center for Digital Strategies at the Tuck School of Business, 2006
- Discussant, The University of North Carolina Conference on Real Options, UNC, Chapel Hill, 2006
- Discussant, The Vrije University Workshop on Strategic Entrepreneurship, Amsterdam, 2006
- Discussant, The Wharton School Technology Conference, 2003
- Discussant, The Utah Strategy Winter Conference, 2003 and 2010
- Discussant, Maryland Innovation Conference, University of Maryland, 2004
- Discussant, Academy of Management (various years)
- Discussant, Strategic Management Society (various years)

## **PRESENTATIONS AT PROFESSIONAL MEETINGS**

- Academy of Management, Speaker AOM Alternative Ownership and Governance Aug 10, 2024
- Academy of Management, Speaker AOM Board Structures and Innovation Aug 11, 2024
- Strategic Management Society, Speaker SMS Private Equity, Private Credit and Corporate Governance Oct 19, 2024
- Honor Among Thieves: Vulnerable Network Positions and Reciprocity, Academy of Management Conference – Boston, August 4-8, 2023
- Challenges Confronting the Public Corporation. Academy of Management Conference, Boston. AOM. August 4-8, 2023
- Alliance Networks and Ecosystems. Strategic Management Society Annual Conference, Toronto. Sept 30 – Oct 3, 2023.
- Alliance Networks in a Digital World , Sept 30 – Oct 3. Strategic Management Society Annual Conference. Toronto, 2023
  - Governance Structure and Innovation: Managerial Risk taking and Breakthrough Inventions, (paper with Casidhe Horan) presented at AOM 2015
  - Developing and Writing a Structured Draft PDW Workshop AOM, 2015

- Creating and Capturing Value in Ecosystems: Bottlenecks and Strategies Symposium
- Digital Transformations and Firm Strategy: Do We Need New Frameworks? PDW Workshop , AOM 2015
- Developing and Writing a Structured Draft of a Paper , AOM, 2014
- Acquisitions, Alliances and Capabilities: New Research Directions, AOM, 2014
- Strategy at Crossroads: What Ideas Matter? AOM 2014
- Appropriating Value from Ideas: Past and Future Research Trajectories , AOM 2014
- Tackling Uncertainty, AOM 2013
- Junior Faculty Workshop - Paper Development Workshop, AOM 2013
- Pro-Market Reforms and Global Competition, AOM, 2013
- New Frontiers of Research in Creativity, Scientific Discovery, and Innovation AOM, 2013
- Inter-partner Dynamics and Relational View, AOM 2013
- What Doesn't Kill You Makes You Stronger: General Technologies, Supporting Assets And Firm Survival. Paper presented at the Academy of Management, 2011
- Brother from Another Mother: External and Internal Development as Sources of Innovation Paper presented at the Academy of Management, 2011
- Explaining Influence Rents: The Case for an Institutions-based View of the Firm.. Paper presented at the Academy of Management, 2010.
- External Shocks and the Direction of Innovation Efforts, Academy of Management, 2009. Opportunities In Firm Scope Research: Talk at the SMS Doctoral Consortium, October 2008, Cologne, Germany.
- External Shocks and The Direction of Innovative Efforts, SMS, Cologne, October 2008
- Distinguished Speaker: M&A as a Research Context – Workshop at the Academy of Management, Annual Conference, Anaheim , 2008
- Presenter, Professional Development Workshop: Working with Patent Data, AOM 2006, Atlanta
- Presenter, Professional Development Workshop: Creating Value through Innovation Alliances, AOM 2006, Atlanta
- Presenter, Workshop , Sharing Management Knowledge, AOM, Atlanta, 2006.
- Innovation and profits: PuayKhoon Toh and Gautam Ahuja Paper presented at the Annual Meeting of the Strategic Management Society, Vienna, September, 2006
- Ahuja, Gautam and Nandini Lahiri. Paper presented at the 64th Annual Meeting of The Academy of Management, Hawaii, August, 2005
- Nandini Lahiri and Gautam Ahuja. Paper presented at the 64th Annual Meeting of The Academy of Management, Seattle, August, 2005
- Innovation and Profits PuayKhoon Toh and Gautam Ahuja Paper presented at the 64th Annual Meeting of The Academy of Management, Seattle, August, 2005
- Polidoro, Francisco, Gautam Ahuja and Will Mitchell. Paper presented at the 63rd Annual Meeting of The Academy of Management, New Orleans, August, 2004
- Ahuja, Gautam, Francisco Polidoro, and Will Mitchell Paper presented at the 63rd Annual Meeting of The Academy of Management, New Orleans, August, 2004
- Ahuja, Gautam. 2003. When Atlas Shrugged: Pre-emption, Complexity and Division of Labor in a Theory of Appropriability. Paper presented at the 62nd Annual Meeting of The Academy of Management, Seattle, August, 2003.
- Katila, Riitta and Gautam Ahuja. Citius, Altius, Fortius: Search for Radical Innovations. Paper presented at the 61st Annual Meeting of The Academy of Management, Denver, August, 2002.
- Ahuja, Gautam & Curba Morris Lampert. 2000. Entrepreneurship In The Large Corporation: A Longitudinal Study Of How Established Firms Create Breakthrough Inventions. Kauffman Center, Kansas City.
- Ahuja, Gautam & Curba Morris Lampert. 2000. Entrepreneurship In The Large Corporation: A Longitudinal Study Of How Established Firms Create Breakthrough Inventions. Paper presented at 20<sup>th</sup> Annual International Strategic Management Society Conference, Vancouver, October

2000

- Riitta Katila & Ahuja, Gautam. New Product Search in the Robotics Industry. Paper presented at 20<sup>th</sup> Annual International Strategic Management Society Conference, Vancouver, October 2000
- Riitta Katila & Ahuja, Gautam. "Searching the Unknown and Researching the Known: A Longitudinal Study of New Product Introduction.". Paper presented at the 60<sup>th</sup> Annual Meeting of The Academy of Management, Toronto, August, 2000.
- Ahuja, Gautam & Riitta Katila. "The Antecedents and Consequences of Innovation Search: A Longitudinal Study". Paper presented at the 59<sup>th</sup> Annual Meeting of The Academy of Management, Chicago, August, 1999
- Ahuja, Gautam. "The Duality of Collaboration: Inducements and Opportunities in the Formation of Interfirm Linkages". Paper presented at the SMS Special Conference at the Kellogg School, Northwestern University. 1999
- Riitta Katila & Ahuja, Gautam. "In Search of Innovation: Determinants of New Product Introduction and Radicality". Paper presented at the 59<sup>th</sup> Annual Meeting of The Academy of Management, Chicago, August, 1999
- Ahuja, Gautam. Collaboration Networks, Structural Holes and Innovation: A Longitudinal Study. Paper presented at the 58<sup>th</sup> Annual Meeting of The Academy of Management, San Diego, August, 1998
- Ahuja, Gautam & Riitta Katila. "Technological Acquisitions and the Innovation Performance of Acquiring Firms: A Longitudinal Study of the Chemicals Industry. Paper presented at the 58<sup>th</sup> Annual Meeting of The Academy of Management, San Diego, August, 1998
- Ahuja, Gautam. "The Duality of Collaboration: Inducements and Opportunities in the Formation of Interfirm Linkages". Paper presented at the 57<sup>th</sup> Annual Meeting of The Academy of Management, Boston, August, 1997
- "Collaboration & Innovation: A Longitudinal Study of Interfirm Linkages & Firm Patenting Performance." Paper presented at the 16<sup>th</sup> Annual International Conference of the Strategic Management Society, November 10 - 13, 1996
- "On the Sequencing of Privatization in Transition Economies." (with Sumit Majumdar). Paper presented at the 55th Annual Meeting of The Academy of Management, August 6 - 9, 1995, Vancouver, British Columbia, Canada.
- Ahuja, G. and S. Majumdar, 1995. "An Assessment of the Performance of Indian State-Owned-Enterprises." (with Sumit Majumdar). Paper presented at the 15th Annual International Conference of the Strategic Management Society, September, Mexico City, Mexico.
- "Does it Pay to be Green? An Empirical Examination of the Relationship Between Pollution Prevention and Firm Performance." (with Stuart Hart). Paper presented at the 54th Annual Meeting of The Academy of Management, August 14 - 17, 1994. Dallas, Texas.

## RESEARCH GRANTS

- Summer Research Assignment Award, The University of Texas at Austin, 1999.
- Center for Customer Insight Research Grant, 1999.
- Center for Entrepreneurship, Growth and Renewal. Summer Support Grant for 1998.
- Center for International Business Education Doctoral Dissertation Award, 1995.
- Inter-Departmental Consortium for Organizational Studies Research Grant, 1995.

## PROFESSIONAL MEMBERSHIPS

Academy of Management  
Strategic Management Society

## PROFESSIONAL EXPERIENCE

Employed in various management positions in the Marketing Division of Pond's (India) Ltd. 1986-1991