

# DIANA JUE-RAJASINGH

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## ACADEMIC POSITIONS

**Rice University, Jones Graduate School of Business and Virani Undergraduate School of Business**, Houston, Texas

Assistant Professor of Strategic Management, July 2023 – Present

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## EDUCATION

**University of Michigan, Ross School of Business**, Ann Arbor, Michigan

**University of Michigan, Department of Sociology**, Ann Arbor, Michigan

PhD in Business Administration (Strategy) and Sociology, granted August 2023

Dissertation: “Developing New Ventures and Markets for Social Innovations”

Committee: Jordan Siegel (Strategy co-chair), Mark Mizruchi (Sociology co-chair), Jerry Davis, Cheng Gao, and Tanya Rosenblat

**Massachusetts Institute of Technology**, Cambridge, Massachusetts

Master in City Planning, International Development Group, granted June 2012

SB Economics, SB Urban Studies and Planning, granted June 2009

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## RESEARCH-RELATED PROFESSIONAL EXPERIENCE

**Essmart**, Cambridge, Massachusetts, Bangalore, India, & Tamil Nadu, India

Co-Founder & COO, October 2011 – August 2016

- Co-founded and ran operations for a venture that distributes socially beneficial innovations (e.g., solar lanterns, agricultural technology, and water treatment) to Indian rural and peri-urban markets
  - Recognized as a Forbes 30 Under 30 Social Entrepreneur, Echoing Green Fellow, Cartier Women’s Initiative Laureate, and Grinnell College Innovator for Social Justice
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## PUBLICATIONS

**Jue-Rajasingh, D.** 2025. Second-order knowledge intermediaries and multi-country entrepreneurial entry into a nascent industry. *Organization Science* 36(6): 2435-2458.

- “In Emerging Economies, Shared Knowledge is Key,” *Port Bureau News*, February 9, 2026
- 2022 Academy of Management (AOM) Annual Meeting, IM Division Best Paper Designation
- 2022 Douglas Nigh Award (best International Management division paper that employs an interdisciplinary perspective and is authored by a junior scholar)

**Jue-Rajasingh, D. & Koo, W. W.** 2025. From margins to mainstream: The narrative dilemma in scaling social ventures. *Strategic Management Journal* 46(11): 2690-2719.

- 2024 Finalist for the Strategic Management Society (SMS) Annual Conference Responsible Research Prize

Csaszar, F.A, **Jue-Rajasingh, D.**, Jensen, M. 2023. When “less is more”: How statistical discrimination can decrease predictive accuracy. *Organization Science* 34(4):1383-1399.

- “When It Comes to Data, Sometimes Less is More,” *Wall Street Journal*, November 4, 2022
- 2018 Academy of Management (AOM) Annual Meeting, OMT Division Best Paper Designation and Award Finalist

**Jue-Rajasingh, D.**, & Siegel, J. 2022. Addressing the market failures of environmental health products. In G. George, M. R. Haas, H. Joshi, A. M. McGahan, & P. Tracey (Eds.), *Handbook on the Business of Sustainability: The Organization, Implementation, and Practice of Sustainable Growth*: 516–543. Northampton: Edward Elgar Publishing.

Calmon, A. P., **Jue-Rajasingh, D.**, Romero, G., & Stenson, J. 2022. Operational strategies for distributing durable goods in the base of the pyramid. *Manufacturing & Service Operations Management* 24(4):1887-1905.

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## WORKING PAPERS

Jegade, O, **Jue-Rajasingh, D.**, & Koo, W.W.. Framing the hustle: Experimental evidence from motivating recycling in Lagos, Nigeria.

- Revise and resubmit
- **Awards:** 2026 Nomination for the Strategic Management Society (SMS) Annual Conference Responsible Research Paper Prize

**Jue-Rajasingh, D.** Broadening without displacement: How mission-oriented industries sustain parallel templates.

- **Awards:** 2024 Giarratani Rising Star Award Runner-Up, Industry Studies Association Conference, 2023 Young Scholar Best Paper Award, Indiana University Innovations to Tackle Global Sustainability Challenges Conference, 2022 Nomination for the Strategic Management Society (SMS) Annual Conference Responsible Research Paper Prize
- **Funding:** Supported by the Responsible Research in Business & Management (RRBM) Dare to Care Dissertation Scholarship, Colorado State University Business for a Better World Dissertation Proposal Competition, and multiple University of Michigan funding sources

Lief, D., **Jue-Rajasingh, D.**, & Kwon, M. In purpose we trust: Why blue- and white-collar workers respond differently to expressions of corporate purpose.

- **Awards:** 2025 Academy of Management Annual (AOM) Meeting, STR Division Best Paper Designation
- **Funding:** Supported by the Rice JGSB Dean’s Office and Behavioral Lab and Subject Pool

**Jue-Rajasingh, D.** New ventures’ strategic use of social impact framing in interfirm relationships.

- **Awards:** 2022 Nominations for the Strategic Management Society (SMS) Annual Conference Best Paper Prize, Research Methods Paper Prize, and Responsible Research Paper Prize
- **Funding:** Supported by the Strategic Research Foundation (SRF) Dissertation Research Grant, Responsible Research in Business & Management (RRBM) Dare to Care Dissertation Scholarship, Colorado State University Business for a Better World Dissertation Proposal Competition, and multiple University of Michigan funding sources

Sunday, L., **Jue-Rajasingh, D.**, & Kwon, M. The color of their skin or the content of their character? Social bias, reputation, & employment outcomes on online labor platforms.

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## WORKS IN PROGRESS

Chen, G., **Jue-Rajasingh, D.**, Caunedo, O. Carbon credits and disclosure.

- **Funding:** Supported by the Rice JGSB Dean's Office
- Role: Lead faculty member to undergraduate and PhD students

Wang, C., Han, J., **Jue-Rajasingh, D.** Cross-sector partnership formation.

- An early version of the formal model was peer-reviewed and published in the *Technical Proceedings of the 61<sup>st</sup> Annual Allerton Conference on Communication, Control, and Computing* (2025) as "Group formation through game theory and agent-based modeling: Spatial cohesion, heterogeneity, and resource pooling"

**Jue-Rajasingh, D.**, Lall, S.A., Perera, N. Foundations and industry emergence.

Cho, Y.H. & **Jue-Rajasingh, D.** Managing marginalized entrepreneurial identity for the creation of new markets: Evidence from Muslim American entrepreneurs.

- **Funding:** Supported by the 2020 Kauffman Knowledge Challenge Student Grant

**Jue-Rajasingh, D.** & Yang, T. Founder narratives in industries serving under-represented populations.

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## ACADEMIC AWARDS, RECOGNITIONS, & GRANTS

### AWARDED

2026	Poets&Quants Best 40 Under 40 Business Professors
2026	Rice Business Award for Excellence in Research (Untenured Faculty Research Award)
2026	IIT Madras & Rice University Strategic Partnership Collaboration Award (\$20,000)
2025	Rice Career Champion
2025	AOM Best Paper Award Designation (STR Division)
2025	Rice Outstanding Undergraduate Research Mentor Award
2024	Finalist, Responsible Research Prize, SMS Annual Conference
2024	Finalist, IM Division Dissertation Award, AOM Annual Meeting
2024	Giarratani Rising Star Award Runner-Up, Industry Studies Association Conference
2023	Young Scholar Best Paper Award, Indiana University Innovations to Tackle Global Sustainability Challenges Conference
2022	Nominated, Best Paper Prize, Research Methods Paper Prize, Responsible Research Prize, SMS Annual Conference
2022	Douglas Nigh Best Paper in Multidisciplinary Research Award, IM Division, AOM Annual Meeting
2022	AOM Best Paper Award Designation (IM Division)
2022	William & Flora Hewlett Foundation Award (\$1,150)
2022	Responsible Research in Business & Management Dare to Care Dissertation Scholarship (\$10,000)
2021	University of Michigan Ross School of Business Doctoral Research Grant (\$4,000)
2021	University of Michigan Rackham Graduate Student Research Grant (\$3,000)
2021	Colorado State University Business for a Better World Dissertation Proposal Competition

	(\$6,000)
2021	University of Michigan Rackham International Research Award (\$5,860)
2020	Strategic Research Foundation Dissertation Scholar Grant (\$10,000)
2020	Kauffman Knowledge Challenge Student Grant (with Yun Ha Cho and Reuben Hurst) (\$21,750)
2019	Flamholtz Award for Entrepreneurship Research
2019	University of Michigan Ross School of Business C.K. Prahalad Research Grant (\$8,000)
2019	University of Michigan International Institute Student Fellowship, African Studies Center Grant (\$6,000)
2019	University of Michigan Graham Sustainability Institute Dow Doctoral Sustainability Fellowship (\$5,000)
2019	University of Michigan Rackham Professional Development Grant (\$400)
2018	Finalist, AOM OMT Division Best Paper Award
2018	AOM Best Paper Award Designation (OMT Division)
2017	University of Michigan Rackham Graduate Student Research Grant (\$1,500)
2017-19, '22	University of Michigan Rackham Conference Travel Grant (\$800 - \$1,150)
2017-22	University of Michigan Ross Doctoral Studies Office Travel Grant (\$500)
2012	Fulbright-Nehru Research Fellowship to India
2012	American Institute of Certified Planners (AICP) Outstanding Student Award
2012	MIT Department of Urban Studies and Planning Best Thesis, Honorable Mention
2012	Devex-USAID Essay Contest Winner
2011	Cornell University's Center for Sustainable Global Enterprise Base of the Pyramid Narrative Competition, Third Place
2011	China Scholarship Council Award for Study at Fudan University
2010	National Science Foundation Grant administered through MIT International Science and Technology Initiative India
2010	MIT Department of Urban Studies and Planning Lloyd and Nadine Rodwin Travel Award
2009	MIT Department of Urban Studies and Planning Full Tuition Grant
2009	Kelly Douglas Summer Travel Fellowship
2008	Martin Fellow Undergraduate Researcher on Energy Intensity on China

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## CONFERENCES, INVITED TALKS, & RESEARCH SYMPOSIA

### SELECTED INVITED TALKS & SYMPOSIA

2025	Duke Fuqua Junior Strategy Conference (Duke)
2025	Junior Faculty Organizational Theory (JFOT) Conference (Wharton)
2024	Johns Hopkins Carey Business School Seminar Speaker Series (Johns Hopkins)
2023	Junior Scholars Conference (INSEAD)

### ALL CONFERENCES, INVITED TALKS, & SYMPOSIA, BY PAPER

Framing the hustle: Experimental evidence from motivating recycling in Lagos, Nigeria.

- Academy of Management (AOM) Annual Meeting (Philadelphia, Pennsylvania; scheduled August 2026)
- Conference on Field Experiments in Strategy (Duke University; Washington, D.C.; scheduled August 2026)
- Mitsui Symposium on Comparative Corporate Governance and Globalization (University of Michigan; Ann Arbor, Michigan; scheduled June 2026)

- Strategy Science Conference (University of Colorado; Boulder, Colorado; May 2026)
- Rice Strategy Symposium on Emerging Markets (Rice University; Houston, Texas; May 2026)

Broadening without displacement: How mission-oriented industries sustain parallel templates. (Presented at earlier stages as “Unpacking the ‘expat gap’: Why and how local entrepreneurs nonetheless persist in developing countries’ moral markets.”)

- Academy of Management (AOM) Annual Meeting Presenter Symposium (“Strategy, Technology, and Governance for Social Good in Emerging Markets”) (Philadelphia, Pennsylvania; scheduled August 2026)
- Management in Emerging Markets Conference (University of Toronto; Toronto, Canada; May 2025)
- Community on Social Innovation (COSI) Conference (UC Santa Barbara; Santa Barbara, California; January 2025)
- Carey Business School Seminar Speaker Series – Invited Talk (Johns Hopkins University; Baltimore, Maryland; November 2024)
- Economic Sociology Conference (Rice University; Houston, Texas; November 2024)
- Industry Studies Association (ISA) Conference (Sacramento State University; Sacramento, California; June 2024)
  - Runner-Up: Giarratani Rising Star Award
- Rice Strategy Symposium on Emerging Markets (Rice University; Houston, Texas; May 2024)
- Stanford Graduate School of Business Organizations and Environmental Sustainability Conference (Stanford University; Palo Alto, California; February 2024)
- Indiana University Innovations to Tackle Global Sustainability Challenges Conference (Indiana University; Bloomington, Indiana; September 2023)
  - Recipient: Young Scholar Best Paper Award
- Strategic Management Society (SMS) Conference (London, UK; September 2022)
  - Nominated: Responsible Research Paper Prize
- Social Entrepreneurship Conference (Virtual; November 2021)
- European Group for Organizational Studies (EGOS) Colloquium (Virtual; July 2021)
- Society for the Advancement of Socio-Economics (SASE) Conference (Virtual; July 2021)
- Social Entrepreneurship and Philanthropy (SEPHI) Doctoral Seminar (Virtual; May 2021)
- Academy of Management (AOM) Annual Meeting (Virtual; August 2020)
- Sustainability and Development Conference (University of Michigan; Ann Arbor, Michigan; October 2019)
- Babson College Entrepreneurship Research Conference (BCERC) Poster Session (Babson College; Wellesley, Massachusetts; June 2019)
- Workshops: STR Junior Faculty Paper Development Workshop (Academy of Management Annual Meeting, Copenhagen, Denmark; July 2025), Globalizing Organization Theory Conference and Paper Development Workshop (University of South Carolina; Columbia, South Carolina; January 2020), Alliance for Research on Corporate Sustainability (ARCS) Research Conference PhD Workshop (June Virtual; 2021)

Corporate purpose and hiring.

- Duke Fuqua Junior Strategy Conference (Duke University; Durham, North Carolina; October 2025)

- Academy of Management (AOM) Annual Meeting (Copenhagen, Denmark; July 2025)
  - Recipient: STR Division Best Paper Award Designation
- Strategic Management Society (SMS) Special Conference (Johns Hopkins University; Washington, D.C.; June 2024; presented by co-author)

Cross-sector partnership formation.

- Strategic Management Society (SMS) Conference (San Francisco, California; October 2025)
- University of Michigan Data Science & AI Summit (University of Michigan; Ann Arbor, Michigan; October 2025; presented by co-author)
- Junior Faculty Organizational Theory (JFOT) Conference (Wharton School, University of Pennsylvania; Philadelphia, Pennsylvania; September 2025)
- 61<sup>st</sup> Allerton Conference on Communication, Control, and Computing (presented as “Group formation through game theory and agent-based modeling: Spatial cohesion, heterogeneity, and resource pooling,” University of Illinois; Urbana-Champaign, Illinois; September 2025, presented by co-author)
- Industry Studies Association (ISA) Conference (MIT; Cambridge, Massachusetts; June 2025; presented with co-author)

Carbon credits and disclosure.

- Strategic Management Society (SMS) Conference (San Francisco, California; October 2025)
- Industry Studies Association (ISA) Conference (MIT; Cambridge, Massachusetts; June 2025; presented with co-author)

From margins to mainstream: The narrative dilemma in scaling social ventures.

- Strategic Management Society (SMS) Conference (Istanbul, Turkey; October 2024)
  - Finalist: Responsible Research Prize
- Academy of Management (AOM) Annual Meeting (Chicago, Illinois; August 2024)
- Alliance for Research on Corporate Sustainability (ARCS) Research Conference (UCLA; Los Angeles, California; June 2024)

Second-order knowledge intermediaries and multi-country entrepreneurial entry into a nascent industry.

- Academy of Management (AOM) Annual Meeting (Seattle, Washington; August 2022)
  - Recipient: IM Division Best Paper Award Designation
  - Recipient: Douglas Nigh Award (Best IM Division paper that employs an interdisciplinary method and is authored by a junior scholar)
- Center on Philanthropy and Public Policy (CPPP) Philanthropy and Social Impact Research Symposium (USC; Los Angeles, California; March 2019)
- Mitsui Symposium on Comparative Corporate Governance and Globalization (University of Michigan; Ann Arbor, Michigan; October 2018)
- Social Entrepreneurship Conference (Northeastern University; Boston, Massachusetts; November 2017)
- Workshops: Stanford Center on Philanthropy and Civil Society (PACS) Junior Scholars Forum (Stanford University; Palo Alto, California; June 2018), Harvard Social Innovation and Change Initiative (SICI) Conference Doctoral and Post-Doctoral Pre-Conference (Harvard University; Cambridge, Massachusetts; April 2018), Sustainability, Ethics, and Entrepreneurship (SEE) Conference Junior Faculty and Doctoral Consortium (February 2018, Washington, DC),

Ivey/ARCS PhD Sustainability Academy (Western University; London, Ontario, Canada; November 2017), Enterprising Before and Beyond Profits Doctoral Consortium (Western University; London, Ontario, Canada; April 2017)

New ventures' strategic use of social impact framing in interfirm relationships

- Junior Scholars Conference (INSEAD; Fontainebleau, France; April 2023)
- Micro Meets Macro Conference on Engaged Scholarship (Arizona State University; Tempe, AZ; February 2023)
- Completed academic job talks (September to November 2022): Columbia University, Fordham University, Indiana University, McGill University, New York University, Rice University, University of Massachusetts Amherst, University of Miami, University of Oregon, Willamette University
- Economic Sociology Job Market Showcase (Virtual, September 2022)
- Strategic Management Society (SMS) Conference (London, UK; September 2022)
  - Nominated: Best Paper Prize, Research Methods Paper Prize, Responsible Research Prize
- Academy of Management (AOM) Annual Meeting (Seattle, Washington; August 2022)
- Alliance for Research on Corporate Sustainability (ARCS) Research Conference (Bocconi University; Milan, Italy; June 2022)
- Consortium on Competitive and Cooperation (CCC) Conference for Doctoral Student Research (University of Toronto; Toronto, Canada; June 2022)
- Non-Market Strategy Research Community (NMSRC) Doctoral Conference (Virtual; May 2021)
- Workshops: Group for Research on Organizations and the Natural Environment (GRONEN) Doctoral Consortium (Virtual; 2022), Smith Entrepreneurship Research Conference (SERC) Doctoral Consortium (Virtual; 2021)

Managing marginalized entrepreneurial identity for the creation of new markets: Evidence from Muslim American entrepreneurs

- Muslim Studies Conference (Virtual; February 2024)
- Academy of Management (AOM) Annual Meeting (Boston, Massachusetts; August 2023)

The color of their skin or the content of their character? Social bias, reputation, & employment outcomes on online labor platforms.

- Workshop: Wharton People and Organizations Conference (Wharton School, University of Pennsylvania; Philadelphia, Pennsylvania; September 2023)

When “less is more”: How statistical discrimination can decrease predictive accuracy.

- Academy of Management (AOM) Annual Meeting (Chicago, Illinois, August 2018)
  - Recipient: OMT Division Best Paper Award Designation
  - Finalist: OMT Division Best Paper Award

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## **NON-PAPER CONFERENCE SESSIONS**

### **INVITED PANELIST OR DISCUSSANT**

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| 2026 | Panelist, “Entrepreneurship and Marginalization” Professional Development Workshop, Academy of Management (AOM) Annual Meeting (Philadelphia, Pennsylvania; scheduled August 2026) |
| 2024 | Discussant, “Research in Emerging Markets and Understudied Institutional Contexts:   |

Theoretical and Methodological Frontiers” Professional Development Workshop, Academy of Management (AOM) Annual Meeting (Chicago, Illinois; August 2024)

## **ORGANIZED CONFERENCE SESSIONS**

Co-organizer with Xi Kang, Strategic Research Foundation Dissertation Workshop

- Workshop, Strategic Management Society (SMS) Annual Meeting (San Francisco, California; October 2025)
- Mentors: Markus Taussig, Tyler Wry, Minyuan Zhao, Rajshree Agarwal, Mary Tripsas, Jordan Siegel, Rebecca Karp, Cheng Gao, and Arvind Karunakaran

Organizer, Managing marginalized identities for entrepreneurial success

- Symposium, Academy of Management (AOM) Annual Meeting (Boston, Massachusetts; August 2023), sponsored by ENT
- Presenters: Diana Jue-Rajasingh, Ouafaa Hmaddi, Suntae Kim, Tiantian Yang, and Martin Ruef (Discussant)

Organizer, Doing good better: Limitations of firm-led social impact efforts and solutions moving forward

- Symposium, Academy of Management (AOM) Annual Meeting (Seattle, Washington; August 2022), sponsored by STR, SIM, and PNP
- Presenters: Luis Ballesteros, Tobias Bänder, Aline Gatignon, Nikolas Rathert, Eric Zhao, and Ruth Aguilera (Discussant)

Organizer, How do we do good while doing well? Studying the consequences of markets in tackling social problems

- Symposium, Academy of Management (AOM) Annual Meeting (Virtual; August 2020), sponsored by SIM, OMT, PNP
- Presenters: Laura Doering, Aneel Karnani, and Tyler Wry

Co-organizer with Laura Sunday, Unsung papers: Ideas that got away and reflections from their authors

- Professional Development Workshop, Academy of Management (AOM) Annual Meeting (Virtual; August 2020 and Boston, Massachusetts; August 2019), sponsored by OMT, OB, and STR
- Panelists: Gautam Ahuja, Tarun Khanna, Mark Mizruchi, Sandra Robinson, Denise Rousseau, Mary Tripsas, James Westphal, Teresa Amabile, Blake Ashforth, Jerry Davis, Neil Fligstein, Sarah Kaplan, and Elizabeth Morrison

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## **TEACHING AND ADVISING**

### **INSTRUCTOR**

2024-Ongoing Strategy Formulation and Implementation, Rice University Jones Graduate School of Business, Houston, Texas

- Recognized as 2026 Poets&Quants 40 Under 40 Best Business School Professor
- MBA core course of ~150 students (3 sections), in-person
- Case-based class included modules on corporate strategy, technology strategy, non-market strategy, and strategy for social impact

2024-Ongoing Advanced Strategic Management, Rice University Jones Graduate School of Business,

Houston, Texas

- Undergraduate course of 35-45 students, in-person
  - Case-base class Included modules on corporate strategy, technology strategy, non-market strategy, stakeholder strategy, and strategy for social impact
- 2024-2025 Undergraduate Business Independent Study, Rice University Jones Graduate School of Business, Houston, Texas
- Advised undergraduate researcher on idea development, data collection, and writing
- 2020 Corporate Strategy, University of Michigan Ross School of Business, Ann Arbor, Michigan
- Undergraduate core course of 71 senior students, virtual
  - Designed the syllabus, selected cases, filmed asynchronous lectures, utilized digital technologies (e.g., video submissions, discussion board posts, Google Jamboard), and invited guest speakers to create an engaging virtual class with both synchronous and asynchronous components
  - One of “5 Most Impactful Business Classes” in column for Poets&Quants for Undergrads
- 2019 Business Strategy, University of Michigan Ross School of Business, Ann Arbor, Michigan
- Undergraduate core course of 81 sophomore students, in-person
  - Taught as one of five instructors in a coordinated course with shared materials

#### **TEACHING ASSISTANT OR GRADER**

- 2021, 2022 Grader for Mergers, Acquisitions, and Corporate Development, University of Michigan Ross School of Business, Ann Arbor, Michigan (Professor Brian Wu)
- MBA elective course, virtual and in-person
- 2020 Teaching Assistant for Corporate Strategy in the China Context, University of Michigan Ross School of Business, Ann Arbor, Michigan (Professor Brian Wu)
- Undergraduate elective course of 17 students, virtual
  - Adjusted coursework from firm strategy in China to global supply chain strategy of firms in China due to Covid-19

#### **GUEST LECTURER**

- 2021 “Technology and Entrepreneurship for Social Impact,” Guest lecturer for Cities and Economic Development: Technological Disruption, Economic Transformation, and Planning for Economic Growth (and Degrowth), Yale-NUS, Singapore
- 2021 “The Clean Cooking Alliance and the Formation of Markets for Social Impact Products,” Guest lecturer for International Environmental Policy, University of Michigan School for Environment and Sustainability, Ann Arbor, Michigan
- 2018 “Social Movements and Non-Profits in Strategy,” Guest lecturer for Corporate Strategy, University of Michigan Ross School of Business, Ann Arbor, Michigan
- 2018 “Essmart,” Guest lecturer, University of Michigan Ross School of Business, Weekend MBA and BBA Global Strategy, Ann Arbor, Michigan
- 2017 “The Essmart Case,” Guest lecturer, INSEAD Business Sustainability, Fontainebleau, France

#### **DOCTORAL COMMITTEE MEMBER**

- 2025-Ongoing Committee Member for HK Park
- 2025-Ongoing Committee Member for Yijia Tang

## STUDENT ADVISING

2025-Ongoing	Doctoral Research Advisor for Octavio Caunedo and Saurav Manna (Rice University)
2024-Ongoing	Doctoral Research Advisor for Nishelli Perera and Jimin Han (Rice University)
2024-2025	Undergraduate Research Advisor for Guangshun Chen and Diana Rudel (Rice University)
2023-2024	Doctoral Research Advisor Dongjie Xu (Rice University)
2022	Research Advisor for four India-based Research Assistants: Suradeep Deb, Kunalika Hemanth, Shreenish S, Prem Kumar
2021	Co-Undergraduate Research Advisor for Leo Luo (independent research project, University of Michigan)

## TEACHING ASSISTANT SUPERVISION

2026	Mentored MGMT 571 TAs: Aimeé Magaña Pelayo, Paula Gonzales Gago, Nishant Verma, Henry Awaka, Abdul Rehman, Nishelli Perera, and Saurav Manna
2026	Mentored BUSI 431 TAs: Jimin Han and Octavio Caunedo
2025	Mentored MGMT 571 TAs: Guangshun Chen, Angie Amaya Zendejas, and Diana Carillo Romero
2025	Mentored BUSI 431 TAs: Nishelli Perera and Jimin Han

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## ACADEMIC SERVICE

### SERVICE TO THE ACADEMY AT LARGE

Ongoing	Ad-hoc reviewer for <i>Management Science</i> , <i>Strategic Management Journal</i> , <i>Organization Science</i> , <i>Strategic Entrepreneurship Journal</i> , INFORMS Best Dissertation Proposal Competition
Ongoing	Academy of Management (AOM) Annual Meeting Reviewer for STR, OMT, and SIM Divisions
Ongoing	Strategic Management Society (SMS) Annual Meeting and Special Conference Reviewer
Ongoing	Alliance for Research on Corporate Sustainability (ARCS) Conference Reviewer
2026	Panelist for AOM PDW, Entrepreneurship and Marginalization
2026	Discussant for Rice Strategy Symposium on Emerging Markets
2025-2026	Organizer for Management in Emerging Markets Consortium Virtual Seminar Series
2025	Moderator for Rice Innovations in Healthcare Access Conference
2025	Co-Organizer for SMS Strategic Research Foundation Dissertation Workshop
2025-2026	Mentor for AOM PDW, SIM Research Development Workshop
2025	Organizer for COSI Social Gathering at AOM
2025	Discussant for Rice Strategy Symposium on Emerging Markets
2024	Discussant for IM Best Dissertation Award Webinar
2024	Presenter for Rice PhD Student Workshop on Academic Writing
2024	Discussant for AOM PDW, Research in Emerging Markets and Understudied Institutional Contexts: Theoretical and Methodological Frontiers
2024	Discussant for PhD consortium at Rice Strategy Symposium on Emerging Markets
2024	External discussant for Interdisciplinary Network for Technology and Entrepreneurship Research in Africa (INTERA) paper discussion
2023	Panelist for ONE Sustainability PhD Community Job Market Event
2023	Contributor to Group for Research on Organizations and the Natural Environment (GRONEN) PhD Stories
2020	Administrative Science Quarterly blogger
2019-2020	University of Michigan Ross PhD Forum Communications Chair

- 2019 Judge of the Detroit Entrepreneurship Network Pitch Competition
- 2019 Guest adviser of the Ross Impact Investing Group
- 2018-2019 University of Michigan Ross PhD Forum Computing Liaison
- 2018 Chair of “Tackling Grand Challenges” session at the Social Innovation and Change Initiative Conference on Rethinking Cross-Sector Social Innovation, Harvard Kennedy School, Cambridge, Massachusetts
- 2017-2018 University of Michigan Ross PhD Forum Grants Committee Chair
- 2017-2018 Research Mentor for Undergraduate Research Opportunity Program

**SERVICE TO RICE UNIVERSITY, RICE JONES GRADUATE SCHOOL OF BUSINESS, RICE VIRANI UNDERGRADUATE SCHOOL OF BUSINESS, AND STRATEGY & ENVIRONMENT AREA**

- 2023-Ongoing Co-organizer of the SE Area Seminar Series with Tommy Pang Fang
- 2026 Participated in Rice University Office of Admissions “Owl About Rice” Prospective Student Event (scheduled)
- 2026 Participated in Virani Undergraduate School of Business Meet the Majors Fair
- 2026 Presented “The Relational Foundations of the Classroom Experience” in PhD Teaching Training Workshop
- 2026 Served on PhD Student Selection Committee for SE Area
- 2025 Presented “From Puzzles to Papers: Lessons on Generating Research Ideas” at SE Area Retreat; co-organized SE Area Retreat with Tommy Pan Fang
- 2025 Discussant for Rice Strategy Symposium on Emerging Markets
- 2024 Presented “The Write Stuff: PhD Writing Workshop” in PhD Student Brown Bag
- 2024 Presented “On Writing as a PhD Student” at SE Area Retreat; co-organized SE Area Retreat with Tommy Pan Fang
- 2024 Discussant for PhD consortium at Rice Strategy Symposium on Emerging Markets
- 2024 Served on PhD Student Selection Committee for SE Area
- 2023 Presented “Dissertation Research Process” in PhD Brown Bag
- 2023 Presented “Job Market Experience” at SE area Retreat

**PROFESSIONAL AWARDS & RECOGNITIONS**

- 2016 Grinnell College Innovator for Social Justice Prize
- 2015 USAID Development Innovation Ventures Grant
- 2015 UN Foundation Global Alliance for Clean Cookstoves Women’s Empowerment Fund Grant
- 2015 UN Foundation Global Alliance for Clean Cookstoves Travel Scholarship
- 2015 Forbes 30 Under 30 Social Entrepreneur
- 2014 Society for International Development Andrew E. Rice Award
- 2014 Cartier Women’s Initiative Awards Laureate for Asia-Pacific Region
- 2013 Echoing Green Fellowship for Social Entrepreneurs
- 2013 D-Prize Prize for Distribution
- 2012 Dell Social Innovation Challenge Grand Prize
- 2012 MIT IDEAS Global Challenge First Prize
- 2011 MIT Department of Urban Studies and Planning William Emerson Travel Award
- 2011 MIT IDEAS Global Challenge Development Grant
- 2011 MIT International Development Initiative Technology Dissemination Fellowship
- 2011 MIT Public Service Center and D-Lab Technology Dissemination Fellowship

**SPEAKING ENGAGEMENTS & MEDIA MENTIONS**

## **AS AN ACADEMIC**

- 2026 “In Emerging Economies, Shared Knowledge is Key,” *Port Bureau News*
- 2025 “When Doing Good Comes with Stigma,” *Rice Business Wisdom*
- 2025 “In Emerging Economies, Shared Knowledge is Key,” *Rice Business Wisdom*
- 2025 Pi-Squared (Private Innovation in the Public Interest) Podcast with Anita McGahan
- 2024 “Discrimination Isn’t Just Unethical – It’s Inefficient,” *Rice Business Wisdom*
- 2022 “When It Comes to Data, Sometimes Less is More,” *Wall Street Journal*
- 2021 “Ross Reflections: 5 Most Impactful Business Classes I’ve Taken,” *Poets&Quants*

## **AS A PRACTITIONER**

- 2022 “Getting Innovative Products to Rural Communities,” MIT News Office
- 2015 “Marketing from the Enterprise Point of View,” Panelist, Clean Cooking Forum, Accra, Ghana
- 2015 “Essmart: Our Journey from MIT to South India,” Guest speaker, MIT Development Ventures, Cambridge, Massachusetts
- 2014 “A start-up in India treats the poor as discerning customers, not aid recipients,” Interviewee, Public Radio International’s *The World*
- 2014 “Essmart and Student-Driven Social Entrepreneurship in India,” Presenter, MIT Alumni Meeting, Bangalore, India
- 2014 “If you build it, they won’t necessarily come: Understanding and innovating social impact technology dissemination,” Presenter, Design for Sustainable Well-Being and Empowerment Conference, Bangalore, India
- 2014 “Design for Social Good,” Guest speaker, Dream:In Open Innovation Camp, Bangalore, India
- 2014 “Development through Social Entrepreneurship and Last-Mile Distribution,” Award recipient and guest speaker, Society for International Development Conference, Washington D.C.
- 2014 “Panel: Social Entrepreneurship,” Panelist, MIT Global Startup Workshop, Marrakech, Morocco
- 2014 “Essmart and Student-Driven Social Entrepreneurship,” MIT-India 15<sup>th</sup> Year Anniversary, Mumbai, India
- 2013 “From Idea to Reality: Essmart’s Story,” Guest speaker, Singapore University of Technology and Design, Singapore
- 2013 “Panel: The Current State of Social Innovation,” Panelist, Dell Social Innovation Challenge Think Tank, Austin, Texas
- 2013 “Guest Entrepreneur: Essmart,” Guest speaker, Social Venture Design, Indian Institute of Human Settlements, Bangalore, India
- 2012 “Essmart Pitch,” Presenter, Global Green Inclusive Innovation Conference, Bangalore, India