

SAI YAYAVARAM

Indian Institute of Management Bangalore

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ACADEMIC EXPERIENCE

Indian Institute of Management Bangalore

Professor (2019 - present)

Indian Institute of Management Bangalore

Associate Professor (2013 - 2019)

National University of Singapore

Assistant Professor (2004 - 2013)

The Tuck School of Business at Dartmouth

Visiting Scholar (Jan - Aug 2004)

EDUCATION

The University of Texas at Austin

McCombs School of Business, Ph.D. in Strategic Management, August 2004

Indian Institute of Management, Ahmedabad

MBA, 1994

Indian Institute of Technology, Madras

B.Tech, Mechanical Engineering, 1992

RESEARCH

Research Interests

Technology management, complexity and strategic rents

Publications

Li, Shuping and Yayavaram, S. 2019. Attenuating the negative effects of network change on innovation: A whole network level analysis of Taiwanese business groups. Accepted for publication at *Asia Pacific Journal of Management* (<https://link.springer.com/article/10.1007/s10490-018-9621-9>)

Awasthi, K., Yayavaram, S., George, R., and Sastry, T. 2019. Classification for Regulated Industries: A New Index. *IIMB Management Review*, 31(3): 309-315.

Yayavaram, S., Srivastava, M.K. and Sarkar, M.B., 2018. Role of search for domain knowledge and architectural knowledge in alliance partner selection. *Strategic Management Journal*, 39: 2277-2302.

Yayavaram, S. and Chen, W. 2015. Changes in firm knowledge couplings and firm innovation performance: The moderating role of technological complexity. *Strategic Management Journal*, 36: 377-396.

Ahuja, G. and Yayavaram, S. 2011. Explaining influence rents: The case for an Institutions-Based View of strategy. *Organization Science*, 22: 1631-1652.

Yayavaram, S. and Ahuja, G. 2008. Decomposability in knowledge structures and its impact on the usefulness of inventions and knowledge-base malleability. *Administrative Science Quarterly*, 53: 333–362.

Jarvenpaa, S. and Yayavaram, S. 2001. Globalizing E-Business: The Role of Institutional Environments. In *E-Business Handbook*, (Eds.) Lowry, P.B., Cherrington, O. and Watson, R.J. Boca Raton: St. Lucie Press.

Working Papers

Yayavaram, S., and Chanda, S. Decision making under high complexity: A formal model for the science of Muddling Through.

Awasthi, K., Yayavaram, S., George, R., and Sastry, T. Micro and recurring benefits of political connections: Effects on project announcements and project costs.

Yayavaram, S., and Shi, Y. Commercial or Technological Impact? Contextual Determinants of the Value of Nonlocal Search.

Yayavaram, S. Recursive pluralism: A new approach to studying strategic rents.

Yayavaram, S. Manageable complexity and economic organization.

Awasthi, K., Yayavaram, S., George, R., and Sastry, T. Effect of political directors on profit persistence: Evidence from India.

Cases

Balaji Telefilms Ltd (co-authored with Bharat Khanna and Nitin Bobba)

Amara Raja Group: Conglomerate diversification (co-authored with R Srinivasan)

Selected Presentations at professional meetings

Yayavaram, S., and Shi, Y. 2019. Commercial or Technological Impact? Contextual Determinants of the Value of Nonlocal Search. Academy of Management 2019 Annual Conference, Boston, US.

Iyengar, A. and Yayavaram, S. 2017. Heterogeneity in Knowledge Flows of Regions: Impact on Invention Quality. Strategic Management Society Conference, Houston.

Awasthi, K., Yayavaram, S., George, R., and Sastry, T. 2017. Role of political connections in strategy execution: Project announcements and project costs. Academy of Management 2017 Annual Conference, Atlanta, US.

Awasthi, K., Yayavaram, S., George, R., and Sastry, T. 2016. Effect of political directors on profit persistence: Evidence from India. Academy of Management 2016 Annual Conference, Anaheim, US.

Awasthi, K., Yayavaram, S., George, R., and Sastry, T. 2014. Effect of political directors on profit persistence: Evidence from India. Strategic Management Society Conference, Madrid.

Srivastava, M., and Yayavaram, S. 2014. Innovation assets, return volatility and firm value: Insights from quantile regression. Academy of Management 2014 Annual Conference, Philadelphia, US.

Yayavaram, S, Srivastava, M. and Sarkar, M.B.2012. The impact of knowledge structures on alliance formation. Strategic Management Society Singapore Special Conference, Singapore.

Yayavaram, S. 2011. Manageable complexity and the organization of economic activity. ISB India Strategy Conference, Hyderabad.

Li, S., Mahmood, I.P., and Yayavaram, S. 2011. Stability vs. change: A whole network perspective to network dynamics. Academy of International Business Annual Meeting 2011, Nagoya, Japan.

Li, S., Mahmood, I.P., and Yayavaram, S. 2011. The Impact of network instability on innovation at a network level. Academy of Management 2011 Annual Conference, San Antonio, US.

Yayavaram, S. 2009. Decomposability in decision making: Investigating the roles of interdependence and coupling. Academy of Management 2009 Conference, Chicago, US.

Taylor, A. and Yayavaram, S. 2006. A strategic view of knowledge use. Paper presented at the Academy of Management 2006 Conference, Atlanta, US.

Yayavaram, S. 2005. "Towards a complexity based view of the firm". Paper presented at the Academy of Management 2005 Conference, Honolulu, US.

Yayavaram, S. and Ahuja, G. 2004. "Structure of a firm's knowledge base and the effectiveness of technological search". Paper presented at the Academy of Management 2004 Conference, New Orleans, US.

ACADEMIC HONORS

- IIMB Chair of Excellence
- Distinguished Paper Award, 2016, Strategic Management Division, Academy of Management
- Finalist, 2002 INFORMS/Organization Science Dissertation Proposal Competition
- The University of Texas Preemptive Fellowship, 1998-1999
- IDBI Scholarship (awarded for academic excellence), Indian Institute of Management, Ahmedabad, 1993-1994
- NTSE Scholarship (awarded by the Government of India), 1985-1994

SERVICE

- Deputy Editor, Management and Organization Review (current)
- Senior Editor, Management and Organization Review
- Associate Editor, IIMB Management Review
- Member, Editorial Review Board, Strategic Management Journal (current)
- Member, Editorial Review Board, Organization Science (current)
- Member, Editorial Review Board, Global Strategy Journal (current)
- Co-organized (with Prof Suresh Bhagavatula) Management and Organization Review Second Research Frontiers Conference, 2017, Bangalore
- Co-organized (With Profs Mukta Kulkarni and Srivardhini Jha) AMJ Paper & Idea Development Workshop, 2018, IIM Bangalore
- Member, NUS Business School building committee & faculty recruitment committee
- Member, IIMB Faculty Development and Evaluation Committee (current)
- Member, IIMB Fellowship Programme in Management (FPM) Review Committee
- Member, IIMB PGPEM Committee

- Member, IIMB EEP Review Committee
- Member, IIMB EEP Committee
- Member, IIMB Library Committee
- Area Chair, Strategy Area
- FPM Coordinator, Strategy Area
- Ph.D. and M.S. thesis examiner
- Faculty advisor/judge for student case competitions
- Dissertation Advisory Committee
 - Rupanwita Dash
 - Kshitij Awasthi
 - Ashwin Iyengar
 - Shooj Bhaskaran Raj
- Ad-hoc Reviewer: *Management Science, Organization Science, Administrative Science Quarterly, Strategic Management Journal, Academy of Management Journal, IEEE Transactions in Engineering Management, Computational and Mathematical Organization Theory*

TEACHING

Indian Institute of Management Bangalore

Corporate Strategy (PGP/MBA) 2017-20
Competition & Strategy (PGP/MBA), 2013-18
Strategy Content (FPM/PhD), 2013-20
Executive Education Programmes 2013-20

Indian Institute of Management Visakhapatnam

Corporate Strategy (PGP/MBA), 2015-16

National University of Singapore

Corporate Strategy (MBA), 2006-07, 2010-2012
Seminar in Strategic Management 2 (PhD), 2005-06, 2007-08
Strategic Management (BBA), 2004-12

The University of Texas at Austin

Management Policy and Strategy (BBA), 2002
Organizational Behavior (BBA), 2003

PROFESSIONAL EXPERIENCE

Consultant, Tata Strategic Management Group, Bombay, India, 1994-1998

As a consultant, I worked on providing strategic planning advice to leading Indian firms that were facing competitive shocks due to government deregulation. Client businesses included steel, construction machinery, financial services, electronic media, and engineering consulting.