

JASJIT SINGH

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Employment

2011-Present: Associate Professor of Strategy, INSEAD
2004-2011: Assistant Professor of Strategy, INSEAD
1995-1998: Management Consultant, Accenture (India/Europe)

Education

Harvard Business School (Boston) and Harvard University Department of Economics (Cambridge)

PhD in Business Economics (Specialization in Strategy), 2004

Dissertation Title: "Innovation and Knowledge Diffusion in the Global Economy"

Committee: Professors Tarun Khanna, Josh Lerner and Richard Caves

Master of Arts (AM), Economics, 2004

Georgia Institute of Technology (Atlanta)

Master of Science in Management (MSM), 1995

Master of Science (MS), Computer Science, 1993

- Internships: AT&T (1994) and Intel (1992 & 1993)

Indian Institute of Technology (Delhi)

Bachelor of Technology (B.Tech.), Computer Science & Engineering, 1991

- Internship: Cadence Design Systems (1990)

Interests

Strategic Management; Innovation; Knowledge Management & Diffusion; Social Networks; Economic Geography; International Business; Emerging Market Strategy.

Research Publications

- [1] "Recruiting for Ideas: How Firms Exploit the Prior Inventions of New Hires" (with Ajay Agrawal) *Management Science* 57(1), January 2011, pp. 129-150.
- [2] "The World is Not Small for Everyone: Inequity in Searching for Information in Organizations" (with Morten Hansen & Joel Podolny) *Management Science* 56(9), September 2010, pp. 1415-1438.
- [3] "Lone Inventors as Sources of Breakthroughs: Myth or Reality?" (with Lee Fleming) *Management Science* 56(1), January 2010, pp. 41-56.
- [4] "Distributed R&D, Cross-Regional Knowledge Integration and Quality of Innovative Output" *Research Policy*, 37(1), February 2008, pp. 77-96.
- [5] "Asymmetry of Knowledge Spillovers between MNCs and Host Country Firms" *Journal of International Business Studies*, 38(5), September 2007, pp. 764-786. [An earlier version of this paper appeared as "Multinational Firms and Knowledge Diffusion: Evidence using Patent Citation Data" in D.H. Nagao (Ed.), *Best Paper Proceedings of the 2004 Meeting of the Academy of Management*.]
- [6] "Science, Social Networks and Spillovers" (with Olav Sorenson) *Industry and Innovation* 14(2), May 2007, pp. 219-238.
- [7] "Collaborative Networks as Determinants of Knowledge Diffusion Patterns" *Management Science* 51(5), May 2005, 756-770.
- [8] "Agency Costs in a Supply Chain with Demand Uncertainty and Price Competition" (with V.G. Narayanan & Ananth Raman) *Management Science* 51(1), January 2005, pp. 120-132.
- [9] "The Effect of Repeated Interactions on Contract Choice: Evidence from Offshore Drilling" (with Ken Cortis) *Journal of Law, Economics & Organization*. 20(1), Spring 2004, pp. 230-260.

- [10] “Technological Dynamism in Asia” (with Ishtiaq P. Mahmood) *Research Policy* 32(6), June 2003, pp. 1032-1054.

Working Papers

- [11] “The Geographic Scope of Knowledge Spillovers: Spatial Proximity, Political Borders and Non-Compete Enforcement Policy” (with Matt Marx).
- [12] “Regional Disadvantage? Non-Compete Agreements and Brain Drain” (with Matt Marx & Lee Fleming).

Editorial Responsibilities & Professional Positions

Management Science: Associate Editor (since 2009)

Organization Science: Member of the Editorial Review Board (since 2009)

Business Policy & Strategy Research Committee (Academy of Management): Member (since 2009)

Ad-Hoc Reviewing for Journals

Academy on Management Journal, Administrative Science Quarterly, Industrial and Corporate Change, Journal of Economics and Management Strategy, Journal of Engineering and Technology Management, Journal of Industrial Economics, Journal of International Business Studies, Management Science, Organization Science, Research Policy, Strategic Management Journal

Research Awards

Thomson ScienceWatch “Emerging Research Fronts Paper” in Economics & Business (MS 2005 article) Winner, Best Paper Award at DRUID Summer Conference 2006, Copenhagen.

Winner, Richman Best Dissertation Award in International Management, AOM 2005, Honolulu.

Finalist, Best Dissertation Award in Business Policy and Strategy, AOM 2005, Honolulu.

Finalist, Best Dissertation Award in Technology & Innovation Management, AOM 2005, Honolulu.

Winner, Haynes Best Paper Prize, Academy of International Business 2005, Quebec City

Winner, Newman Best Paper Award in Business Policy and Strategy, AOM 2004, New Orleans

Case Development

“GE Healthcare: Innovating for Emerging Markets” (A) and (B), INSEAD case studies, 2011

“i2 Technologies, Inc.” (with Ananth Raman), HBS case study, 1998

Teaching Experience

MBA

Elective “Global Strategy & Management”, INSEAD, 2005-2011

Core course “Strategy”, INSEAD, 2004-2005

Teaching fellow for MBA Finance & TOM core courses, HBS, 1999-2000

PhD

“Multinational Enterprises” (co-taught), INSEAD, May-Jun 2008

“Innovation and Industrial Dynamics” (co-taught), INSEAD, May-Jun 2006

“Special Topics in Strategy” (co-taught), INSEAD, May-Jun 2005

“Quantitative Methods in Social Science” & “Mathematics for Economics”, HBS, 2001-2003

EMBA

Core course “Strategy”, Tsinghua-INSEAD EMBA programme, 2007-2009

Executive Education

Frequent instructor in several open-enrolment as well as client-specific executive programmes

Involved in marketing, design and direction of client-specific programmes

Research Conference & Seminar Presentations

- Presenter, "Regional Disadvantage? Non-Compete Agreements and Brain Drain", Conference on Research in Innovation and Entrepreneurship, April 2011, National University of Singapore.
- Presenter, "The Geographic Scope of Knowledge Spillovers: Spatial Proximity, Political Borders and Non-Compete Enforcement Policy"
- Second Asia-Pacific Innovation Conference, Singapore, May 2011
 - Singapore Management University, Singapore, March 2011
- Co-Organizer, INSEAD Networks Conference, Oct 2010, Fontainebleau.
- Presenter, "Recruiting for Ideas: How Firms Exploit the Prior Inventions of New Hires" INSEAD Networks Conference, Oct 2010, Fontainebleau.
- Discussant, National University of Singapore Summer Strategy Conference, August 2010.
- Panelist, "Symposium on Absorptive Capacity," AOM 2010, Montreal.
- Presenter, "Patent Citations and the Geography of Knowledge Spillovers" AOM 2010, Montreal.
- Co-author of presentation, "Regional Disadvantage? Non-Compete Agreements and Brain Drain," AOM 2010, Montreal.
- Organizer and panelist, Professional Development Workshop on "Measuring Knowledge Flows: Patent and Non-Patent Data," AOM 2010, Montreal.
- Panelist, Junior Faculty Symposium (International Division), AOM 2010, Montreal.
- Participant, Mid-Career Faculty Workshop (BPS Division), AOM 2010, Montreal.
- Presenter, "Patent Citations and the Geography of Knowledge Spillovers: Disentangling the Role of State Borders, Metropolitan Boundaries and Distance", 2010 Conference on Research in Innovation and Entrepreneurship, National University of Singapore.
- Presenter, "Recruiting for Ideas: How Firms Exploit the Prior Inventions of New Hires," April 2010
- National Bureau of Economic Research, Cambridge
 - Wharton Technology Conference, Philadelphia
 - Harvard Business School, Boston
 - Georgia Institute of Technology, Atlanta
 - Duke University, Durham
 - University of North Carolina, Chapel Hill
 - National University of Singapore
- Co-author of presentation, "Regional Disadvantage? Non-Compete Agreements and Brain Drain" AEA Meeting 2010, Atlanta.
- Member of the Organizing Committee, Strategic Management Society Special Conference in India, Dec 2008, Hyderabad.
- Co-Chair and Panelist, Doctoral Consortium, SMS Conference in India, Dec 2008, Hyderabad.
- Co-Organizer, INSEAD Networks Conference, Oct 2008, Fontainebleau.
- Presenter, "The World is Not Small for Everyone: Pathways of Discrimination in Searching for Information in Organizations" INSEAD Networks Conference, Oct 2008, Fontainebleau.
- Presenter, "Big Cities, Big Ideas? Regional Agglomeration and High Impact Innovation" AOM 2008, Anaheim.
- Presenter, "Lone Inventors as Sources of Breakthroughs: Myth or Reality?" AOM 2008, Anaheim.
- Panelist, Professional Development Workshop on "Measuring Knowledge Flows" AOM 2008, Anaheim.
- Panelist, Doctoral Consortium, Business Policy & Strategy Division, AOM 2008, Anaheim.
- Member, Best Dissertation Award Committee, TIM Division, AOM 2008, Anaheim.
- Presenter, "Big Cities, Big Ideas? Regional Agglomeration and High Impact Innovation" AIB 2008, Milan.
- Panelist, Doctoral Consortium, AIB 2008, Milan.
- Presenter, "The World is Not Small for Everyone: Out-group Status and Homophily as Impediments to Searching for Knowledge within Organizations", AOM 2007, Philadelphia.
- Presenter, "Benefits from Collaborating across Boundaries", AOM 2007, Philadelphia.
- Discussant, "Knowledge Transfer and Management" DRUID Summer Conference 2007, Copenhagen.
- Chair, "Competition, Innovation and Firm Strategies" DRUID Summer Conference 2007, Copenhagen.
- Presenter, "External Collaboration, Social Networks and Knowledge Creation", 2007

- DRUID Summer Conference 2007, Copenhagen
 - HBS International Conference 2007, Boston
- Presenter, “Science, Social Networks and Spillovers.” AOM 2006, Atlanta.
- Discussant, “Innovation, Globalization and Regional Factors.” AOM 2006, Atlanta.
- Panelist, “Managing Your Dissertation.” AOM 2006, Atlanta.
- Presenter, “Science, Social Networks and Spillovers.” AIB 2006, Beijing.
- Presenter, “Distributed R&D, Cross-Regional Ties and Quality of Innovative Output.” DRUID Summer Conference 2006, Copenhagen. Winner of the Best Paper Award.
- Discussant, “New Economic Geography and Beyond.” DRUID Summer Conference 2006, Copenhagen.
- Presenter, “Distributed R&D, Cross-Regional Ties and Quality of Innovative Output.” AIB 2005, Quebec City. Winner of the Haynes Best Paper Prize.
- Panelist, “Networks in International Management Research” AIB 2005, Quebec City.
- Discussant, “Inter-Subsidiary Knowledge Transfer and R&D Personnel Movements.” AIB 2005, Quebec City.
- Presenter, “Collaborative Networks as Determinants of Knowledge Diffusion Patterns.” AOM 2005, Honolulu.
- Panelist, “Methodologies for Research on Knowledge Flows Using Patent and Non-Patent Data”, AOM 2005, Honolulu.
- Panelist, Doctoral Student Consortium, International Management Division, AOM 2005, Honolulu.
- Discussant, “Economics of Entrepreneurship and Innovation.” AOM 2005, Honolulu.
- Presenter, “Distributed R&D, Cross-Regional Ties and Quality of Innovative Output.” AOM 2005, Honolulu.
- Discussant, “Political Economy of Institutional Complementarities” Aspen Institute Global Scholars 2005 Conference on “Success and Failures in Institutional Development: The Role of Business”, Paris.
- Presenter, “Collaborative Networks as Determinants of Knowledge Diffusion Patterns.” AEA 2005, Philadelphia.
- Presenter, “Multinational Firms and Knowledge Diffusion: Evidence using Patent Citation Data.” AOM 2004, New Orleans. Winner of the William H. Newman Best Paper Award.
- Participant, Junior Faculty Consortium, International Management, AOM 2004, New Orleans.
- Presenter, “Collaborative Networks as Determinants of Knowledge Diffusion Patterns.” AIB 2004, Stockholm.
- Presenter, “Multinational Firms and Knowledge Diffusion: Evidence using Patent Citation Data.” AIB 2004, Stockholm.
- Participant, Junior Faculty Consortium, AIB 2004, Stockholm.
- Presenter, “Collaborative Networks as Determinants of Knowledge Diffusion Patterns”, 2004
- Presented as job market seminar at multiple schools.
- Presenter, “Multinational Firms and Knowledge Diffusion: Evidence using Patent Citation Data”, 2004
- Presented as job market seminar at multiple schools.
 - AEA Meeting, San Diego.
- Participant, Doctoral Consortium (Business Policy and Strategy), AOM 2003, Seattle.
- Presenter, “Innovation and Knowledge Diffusion in the Global Economy.” CCC Doctoral Consortium 2002, Boston.
- Presenter “The Effect of Repeated Interactions on Contract Choice: Evidence from Offshore Drilling.”
- Co-author of presentation at AEA Meetings 2002, Atlanta.
 - Presenter at Transatlantic PhD Student Conference 2001, London Business School.