

Sandeep Yadav

Assistant Professor, Strategy

Indian Institute of Management Bangalore, India

Ph.D. (Strategic Management), IIM Kozhikode

IIMB Young Faculty Research Chair

Email: sandeep.yadav@iimb.ac.in



Ph.D. Dissertation

Title **Home country pro-market reform and cross-border acquisitions speed of emerging market firms**

Committee Rajesh S Upadhyayula (Chair), P Rameshan, Chitwan Lalji and Vikas Kumar (*External member, University of Sydney*)

Teaching

- MBA Courses: Competition & Strategy (2023)
- Doctoral Courses: International business (2023)

Research interest

- Internationalization of emerging market firms, Time and speed in internationalization, Corporate Sustainability

Academic Profile

Ph.D.(FPM)	Indian Institute of Management Kozhikode	2018-2022
B.Tech	NIT Jalandhar (1 st Rank)	2012-2016

Work Experience

IIM Bangalore	Assistant Professor (Strategy)	2023-current
Trident India Ltd. (Textile)	Manager-Productions	2017-2018
Trident India Ltd. (Textile)	Manager-Product Development & Designing	2016-2017

Academic Achievements

- 1st rank holder (Godel Medalist) in B.Tech Textile Technology (2012-16), NIT Jalandhar
- All India Rank-20 in GATE-2016 (Textile Engineering and Fibre Science)
- Outstanding Student Award- Ministry of Textile, India, 2016

Best Paper Award (Nominations)

- **2024 Rugman Most Promising Scholar Award Nomination** for paper: **Yadav, S.** (2024). When Does Starting Unregistered Impact Foreign Entry Speed? Evidence From Developing Country SMEs", AIB 2024 Seoul Conference

- **Best paper** (Internationalization and Global Strategy Track) in the India Strategy Conference, 2023: **Yadav, S.**, Upadhyayula, RS., & Kumar, V. (2023). Pro-market reform and first cross-border acquisition speed of Indian business group firms: Exploring intergroup and intragroup heterogeneities
- **SAJBS Editor's Best Paper Award** during the INDAM 2022 conference for paper: **Yadav, S.** (2022). Foreign entry timing, time since first entry and internationalization speed of SMEs: Moderating role of manager domestic experience matter? (also nominated best paper in the track)
- **Yadav, S.**, Hazarika, L. & Srivastava, J. (2022). Impact of spiritual intelligence on pedagogical success: Evidence from management education, nominated as best paper in the track in INDAM 2022.

Research Article Publications

- Dabic, M., **Yadav, S.**, Huck, N., Maley JF., & Kiessling, T. (2024). Mitigating the impact of late internationalization of emerging market SMEs: A dynamic capability perspective. *Journal of Small Business Management* (accepted).
- **Yadav, S.** (2023). Foreign entry timing, time since first entry, and internationalisation speed of exporting SMEs: When does manager domestic experience matter?. *European Journal of International Management* (Forthcoming). DOI:10.1504/EJIM.2022.10050885
- **Yadav, S.**, & Srivastava, J. (2023). CSR, monitoring cost and firm performance during COVID-19: Balancing organizational legitimacy and agency cost. *Accounting Research Journal*. <https://doi.org/10.1108/ARJ-07-2021-0191>
- **Yadav, S.**, & Dayanithy, D. (2023). Do IPL teams escalate commitment for costly players? When does player status and reputation matter?. *IIMB Management Review*. <https://doi.org/10.1016/j.iimb.2023.06.001>
- **Yadav, S.**, & Upadhyayula, RS. (2023). Geographic cluster or global linkages? What accelerates emerging market firms foreign entry speed. *IIM Kozhikode Society And Management Review* (Forthcoming). <https://doi.org/10.1177/22779752231156209>
- Srivastava, J., & **Yadav, S.** (2023). Global financial crisis and variability in the stock price index in India: A vector error correction model approach. *International Journal of Indian Culture and Business Management*. <https://dx.doi.org/10.1504/IJICBM.2023.130933>
- **Yadav, S.** (2022). A socioemotional wealth perspective on innovation in family firms: Review and theoretical extension. *International Journal of Indian Culture and Business Management*. <https://dx.doi.org/10.1504/IJICBM.2022.125596>
- **Yadav, S.** (2020). Institutional ownership and corporate social performance in emerging economies multinationals: Evidence from India. *Indian Journal of Corporate Governance*, 13(2), 227-252. <https://doi.org/10.1177/0974686220966812>

Book Chapter publications

- **Yadav, S.**, & Hazarika, L. (2021). Managing employee relations in multinational firms: Challenges and opportunities. *Critical issues on changing dynamics in employee relations and workforce diversity* (pp. 18-44). IGI Global. <https://doi.org/10.4018/978-1-7998-3515-8.ch002>
- **Yadav, S.** (2021). Agency theory and internationalization: A critical assessment of literature. In A. P. O. L. Emeagwali, & A. P. F. Bhatti (Eds.), *Corporate governance - Recent advances and*

perspectives. IntechOpen. <https://doi.org/10.5772/intechopen.99192>

Research Grants & Funding

- Scheme for Promotion of Academic and Research Collaboration, No.: SPARC/2019-2020/P2236/SL, Title: Digital Transformation of Rural Banking in India: A Multilevel Perspective of Technological Transition and Social innovation (with Nandakumar MK, Rekha Rao-Nicholson, Amit Mitra, & Mukundhan KV)

Work in Progress- Under review/R&R

- **Yadav, S.**, Upadhyayula, RS., & Kumar, V. (2024). Institutional Dynamics and Internationalization: The Role of Reform Scope, Speed, and Fragility in EMNEs' Cross-Border Acquisitions.
- **Yadav, S.**, Upadhyayula, RS., & Kumar, V. (2024). Entrepreneurial Dynamics of Cross-Border Acquisitions by Business Group Affiliates in Emerging Markets.
- **Yadav, S.** & Paulraj, A. (2024). Impact of home country institutional harshness on emerging market SMEs' international customer base: The moderating role of foreign operational resources.
- Kiessling, T., Dabic, M., **Yadav, S.**, Huck, N., & Maley JF. (2024). Supply Chain Disruptions and Need for Resilience: SMEs Direct/Indirect Exporting and Rapid Internationalization.
- **Yadav, S.**, & Srivastava, J. (2024). Heterogeneity of institutional investors, internationalization stage, and R&D investments in emerging economy firms.

Manuscript Under Preparation

- Bhattacharya, B., & Goyal, L. & **Yadav, S.** (2024). Business Group-Affiliation and Firm-Bank Relationships: Evidence from India
- **Yadav, S.**, & Srivastava, J. (2024). When Does Firm Internationalization Impact Corporate Social Responsibility? A Home Country Institutional Perspective.
- **Yadav, S.** & Kathuria, N.(2024). Historical imprinting and speed of first cross-border acquisition by emerging market firms: Evidence from India Independence movements.
- **Yadav, S.**, Upadhyayula, RS., & Kumar, V. (2024). Timing and speed of internationalization: A critical review and future research agenda.
- **Yadav, S.** (2024). Informal entrepreneurship and foreign entry speed of developing country SMEs: A cross-country examination.
- **Yadav, S.** (2024). Limiting the role of business group diversification in affiliates springboard internationalization.

Conference Presentations

International conferences

- Bhattacharya, B., Goyal, L. & **Yadav, S.** (2024). Business Group-Affiliation and Firm-Bank Relationships: Evidence from India, Academy of Management Annual Conference, Chicago, August 9-13, 2024.
- **Yadav, S.** (2024). Does Imprinting From Historical Events Impact Emerging Market Firms' Springboard Internationalization? Evidence From India, AIB Annual Meeting, Seoul, South Korea, July 2-6, 2024.
- **Yadav, S.** (2024). When Does Starting Unregistered Impact Foreign Entry Speed? Evidence From Developing Country SMEs, AIB Annual Meeting, Seoul, South Korea, July 2-6, 2024.

- **Yadav, S., & Srivastava, J. (2023).** When Does Firm Internationalization Impact Corporate Social Responsibility? A Home Country Institutional Perspective, AIB Annual Meeting, SGH Warsaw, Poland, July 5-9, 2023.
- **Yadav, S., & Rameshan, P. (2023).** Pro-market reform and first cross-border acquisition speed of emerging market firms: Exploring intergroup and intragroup heterogeneity, AIB Annual Meeting, SGH Warsaw, Poland, July 5-9, 2023.
- **Yadav, S., Upadhyayula, RS., & Kumar, V. (2023).** Impact of institutional reform scope, speed, and fragility on cross-border acquisitions speed of emerging market firms, AIB Annual Meeting, SGH Warsaw, Poland, July 5-9, 2023.
- **Yadav, S., & Srivastava, J. (2022).** Where Are You Coming From? Firm Internationalization and Corporate Social Responsibility, AIB-Canada Chapter Annual (Hybrid) Conference, Dalhousie University, Canada, November 4, 2022.
- **Yadav, S., & Upadhyayula, RS. (2022).** Pro-market reform and first cross-border acquisition speed of emerging market firms: Exploring intergroup and intragroup heterogeneity, AIB-2022 (Virtual), Miami, July 15, 2022.
- **Yadav, S., & Srivastava, J. (2022).** Temporal verticality in internationalization process: digitalization, entry mode and SMEs speed of internationalization during COVID-19 , AIB SOUTH ASIA Conference 2022 (Virtual), January 23-25.
- **Yadav, S., & Srivastava, J. (2021).** Which firms accelerate internationalization during COVID-19 pandemic? A cross-country examination, 7th AIB-CEE Chapter Conference (Virtual), November 17-19, 2021.
- **Yadav, S. (2021).** Export mode, and SMEs speed of internationalization during COVID-19: Exploring the dark side of informal institutions, 7th AIB-CEE Chapter Conference (Virtual), November 17-19, 2021.
- **Yadav, S. (2021).** Home country institutional harshness and emerging market SMEs internationalization: a strategy tripod perspective, 47th EIBA conference, Madrid, Spain, 2021 (Accepted)
- **Yadav, S., & Upadhyayula, RS. (2021).** Geographic Cluster or Global Linkages? What Accelerate Emerging Market Firms Foreign Entry Speed, AIB-2021, Virtual conference, FIU, USA, June 28 – July 2.
- **Yadav, S., & Upadhyayula, RS. (2021).** Timing and Speed of Small and Young Firm’s Internationalization: A Critical Review and Future Research Agenda, AIB-2021, Virtual conference, FIU, USA, June 28 – July 2.
- **Domestic conferences**
 - **Yadav, S. (2024).** When does entry timing impacts export performance of emerging market SMEs: A dynamic capability perspective, INDAM 2024, GIM Goa, January 11-13.
 - **Yadav, S. (2023).** Pro-Market Reform and First Cross-Border Acquisition Speed Of Business Group Firms, India Strategy Conference (ISC), IIM Bangalore, December 14-17.
 - **Yadav, S. (2022).** Foreign entry timing, time since first entry and internationalization speed of SMEs: Moderating role of manager domestic experience matter?, INDAM 2022 (Virtual), IIM Rohtak, January 7-9.
 - **Yadav, S. (2022).** How does home country institutional harshness effect emerging market SMEs internationalization: A strategy tripod perspective, INDAM 2022 (Virtual), IIM Rohtak, January 7-9.
 - **Yadav, S., Hazarika, L., & Srivastava, J. (2022).** Impact of spiritual intelligence on peda-

gical success: Evidence from management education, INDAM 2022 (Virtual), IIM Rohtak, January 7-9.

- **Yadav, S., & Srivastava J.**, (2020). CSR, audit quality and firm performance during COVID-19: An organizational legitimacy perspective, CERE-2021 (Virtual), IIM Indore, June 18-20.
- **Yadav, S.** (2020). Impact of Institutional investors ownership on R&D investments in emerging economy multinational firms: Evidence from India, AIB INDIA Chapter 2020 (Virtual), IIM Visakhapatnam, December 20-22.
- **Yadav, S., & Sinha, Anubha S.** (2020). Managing Innovation in Emerging Market Multinationals: A Systematic Literature Review., INDAM 2020, IIM Tiruchirappalli, January 2-4.
- **Yadav, S., & Nandakumar, MK.** (2020). Effect of M&A on Post-Merger Innovation of firms: Evidence from India., INDAM 2020, IIM Tiruchirappalli, January 2-4.

Research workshops and Seminars

- AIB faculty development workshop: South Asia regional series, November, 2021.
- Two-week (40 hours) online workshop on “Social Network Analysis” by Dr. Michael T. Heaney, University of Glasgow, Virtual, April 12-23, 2021.
- Journal of International Management (JIM) online paper development workshop at Emerging Markets Society, May 18, 2020.
- AIB India international business research & paper development workshop, December 22-24, 2019.

Academic Services

- Journal adhoc reviewer:
 - Journal of International Management (ABS-3, ABDC-A)
 - IIMK Society & Management Review (ABS-2)
 - Asian Journal of Management Cases (ABS-1)
 - Cogent Business & Management (ABS-1)
- Conference organising:
 - IMRDC 2024 Review Advisory Committee member
 - Track Chair, Internationalization and Global Strategy, India Strategy Conference, Dec 14-17, 2023, IIM Bangalore
 - Session Chair, Internationalization and Global Strategy Track, India Strategy Conference, Dec 14-17, 2023, IIM Bangalore
 - Core coordinating team IIMK Doctoral Symposium 2020
- Conference reviewer:
 - AIB Annual Meeting, 2024, 2023, 2022 & 2021
 - AIB-CEE 2021
 - 47th EIBA Annual Conference 2021
 - Pan IIM-2021
 - IIMK Doctoral Symposium 2020

Professional Affiliations

- Member of Academy of international Business (AIB)
- Member of Indian Academy of Management (INDAM)