

Arzi Adbi

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EDUCATION

INSEAD, Singapore and France	2015-2020
PhD in Management	
Dissertation: Inclusive Business Strategies in Developing Institutional Environments	
Committee: Jasjit Singh (Chair), Matthew Lee , Phanish Puranam , Maria Guadalupe	
INDIAN INSTITUTE OF MANAGEMENT (IIM), Calcutta, India	2006-2008
MBA	
INDIAN INSTITUTE OF TECHNOLOGY (IIT), Roorkee, India	2000-2004
Bachelor of Technology, Electrical Engineering	

RESEARCH INTERESTS

Emerging Markets; Inclusive Business; Competitive Strategy

PUBLICATIONS

[1] Lee M, Adbi A, Singh J (2020). "[Categorical Cognition and Outcome Efficiency in Impact Investing Decisions.](#)" *Strategic Management Journal*, 41(1): 86-107.

- Winner of Best Proposal Award for CSR and Sustainability Track at 2018 SMS Special Conference India
- Finalist for 2018 SMS Special Conference India Best Paper Prize

[2] Adbi A, Bhaskarabhatla A, Chatterjee C (2020). "[Stakeholder Orientation and Market Impact: Evidence from India.](#)" *Journal of Business Ethics*, 161(2): 479-496.

[3] Adbi A, Chatterjee C, Drev M, Mishra A (2019). "[When the Big One Came: A Natural Experiment on Demand Shock and Market Structure in India's Influenza Vaccine Markets.](#)" *Production and Operations Management*, 28(4): 810-832.

REVISE AND RESUBMIT

[4] **Job Market Paper:** Adbi A. "Financial Sustainability of For-Profit versus Non-Profit Organizations following an Industry-Level Scandal: Evidence from Microfinance." [Invited to revise and resubmit at *Strategic Management Journal*.]

[5] Adbi A, Lee M, Singh J. "Community-Mediated Exchange and Collective Loan Defaults in Microfinance: Evidence from Indian Demonetization." [Invited to revise and resubmit at *Management Science*.]

- Winner of Best Proposal Award for Globalization and Emerging Markets Track at 2018 SMS Special Conference India
- Finalist for 2018 SMS Special Conference India Best Paper Prize
- Finalist for 2018 SMS Special Conference India Best Paper Prize in Global Strategy

[6] Adbi A, Liu X, Mishra A. "Technology Licensing and Productivity Growth: Evidence from Manufacturing Firms in Developing Economies." [Invited to revise and resubmit at *Manufacturing & Service Operations Management*.]

WORK IN PROGRESS

[7] Adbi A, Mishra A, Chatterjee C. "Nations within a Nation? Subnational Heterogeneity and MNE Market Share in an Emerging Economy following an Exogenous Shock" [Manuscript under review.]

- Finalist for 2019 SMS Annual Conference Minneapolis Best Paper Prize
- Finalist for 2019 SMS Annual Conference Minneapolis Best Research Methods Prize

[8] Adbi A, Chatterjee C, Cortland C, Kinias Z, Singh J. “Women’s Disempowerment and Risky Preferences that Reinforce Colorism: Experimental Evidence from India.” [Manuscript under review.]

[9] Adbi A. Preferential Tax Policy, Organizational Forms, and Market Impact: Quasi-Experimental Evidence from Microfinance in East Asia and Pacific. [Manuscript under preparation for submission.]

ACADEMIC AWARDS & HONORS

Finalist for SMS Annual Conference Best Paper Prize Competition	2019
Finalist for SMS Annual Conference Research Methods Best Paper Prize Competition	2019
Outstanding Tutor Award for Academic Year 2018/19, INSEAD	2019
ARCS Travel Stipend Award for ARCS 11th Annual Research Conference	2019
AIB Doctoral Travel Stipend Award for AIB Annual Conference	2019
SRF Dissertation Scholar Award from Strategic Management Society	2018
Finalist for SMS Special Conference India Best Paper Prize	2018
Finalist for SMS Special Conference India Best Paper Prize in Global Strategy	2018
Winner for Best Track Proposal (Track B) at SMS Special Conference India	2018
Winner for Best Track Proposal (Track C) at SMS Special Conference India	2018
Outstanding Reviewer at Academy of Management for the Annual Meeting	2018
Best Reviewer at Academy of International Business for the Annual Meeting	2017
ARCS Travel Stipend Award for ARCS 9 th Annual Research Conference	2017
Best Poster Award for PhD Students and Young Scholars, ILO-INSEAD Evidence Symposium	2016
INSEAD PhD Fellowship	2015

RESEARCH CONFERENCES, SEMINARS, WORKSHOPS

Presentation, “Financial Sustainability of For-Profit and Non-Profit Organizations in the Wake of the 2010 Indian Microfinance Scandal”

- 2019: Academy of Management, Boston, USA
- 2019: CCC Doctoral Student Colloquium, Chapel Hill, US
- 2019: Academy of International Business, Copenhagen, Denmark

Presentation, “Collective Behavior at the Base of the Pyramid: Evidence from a Liquidity Shock in Microfinance”

- 2019: Strategic Management Society, Minneapolis, USA
- 2019: Academy of Management, Boston, USA
- 2019: Alliance for Research on Corporate Sustainability, Chapel Hill, US
- 2019: Academy of International Business, Copenhagen, Denmark
- 2018: Strategic Management Society, Hyderabad, India

Presentation, “Nations within a Nation? Pandemic, Subnational Heterogeneity, and MNC Market Share in an Emerging Economy”

- 2019: Strategic Management Society, Minneapolis, USA
- 2019: Academy of Management, Boston, USA

Presentation, “Women’s Disempowerment and Preference for Risky Skin Whitening Products: Experimental Evidence from India”

- 2018: Academy of Management, Chicago, USA
- 2018: Randomized Controlled Trials, INSEAD, Singapore
- 2017: Academy of International Business, Dubai, UAE
- 2017: Alliance for Research on Corporate Sustainability, Rotterdam, Netherlands

- 2017: Asian Management Research Conference, Singapore Management University, Singapore
- 2016: Wharton-INSEAD Doctoral Consortium, INSEAD, Singapore
- 2016: Strategic Management Society, Berlin, Germany

Presentation/Co-author, “Hybrid Organizations, Categorical Cognition, and Outcome Efficiency in Impact Investing Decisions”

- 2019: Academy of International Business, Copenhagen, Denmark
- 2018: Strategic Management Society, Hyderabad, India
- 2018: Strategic Management Society, Paris, France
- 2018: Alliance for Research on Corporate Sustainability, MIT Sloan, Boston, USA
- 2018: Randomized Controlled Trials, INSEAD, Singapore
- 2017: Academy of Management, Atlanta, USA
- 2017: Sumantra Ghoshal Strategy Conference, London Business School, London, UK
- 2017: Asian Management Research Conference, Singapore Management University, Singapore
- 2017: Annual PhD Research Day, National University of Singapore, Singapore
- 2016: ILO-INSEAD Evidence Symposium, Abu Dhabi, UAE

Presentation/Co-author, “Stakeholder Orientation and Market Impact: Evidence from India”

- 2018: JAMS, Journal of the Academy of Marketing Science, Hyderabad, India

Presentation/Co-author, “When the Big One Came: A Natural Experiment on Demand Shocks and Market Structure in India’s Influenza Vaccine Markets”

- 2015: Academy of International Business, Bengaluru, India
- 2015: DRUID, Rome, Italy
- 2015: Sumantra Ghoshal Strategy Conference, London Business School, London, UK
- 2015: Annual International Industrial Organization Conference, Boston, USA
- 2014: Annual REER Conference, Georgia Institute of Technology, Atlanta, USA

Selected as Participant

- 2019: SRF Scholars Workshop, Strategic Management Society, Minneapolis, USA
- 2019: TIM Doctoral Consortium at Academy of Management, Boston, USA
- 2019: Doctoral Workshop at Academy of International Business, Copenhagen
- 2019: Doctoral Consortium at CCC, Chapel Hill, USA
- 2018: Doctoral Workshop at Strategic Management Society, Hyderabad, India
- 2018: STR Dissertation Consortium at Academy of Management, Chicago, USA
- 2018: IM Doctoral Consortium at Academy of Management, Chicago, USA
- 2018: PDW on “Developing Organizational Research around the World: Opportunities and Challenges” at Academy of Management, Chicago, USA
- 2018: PDW on “Developing Organizational Research on Financial Precarity, Inequality, and Socio-Economics Status” at Academy of Management, Chicago, USA

Co-chair, Session: [Foundations Interview: A Conversation with Professor Gautam Ahuja, SMS Annual Conference, September 2016, Berlin, Germany](#)

CASE STUDIES

[Patrimonio Hoy: A Scalable Business Model for Inclusive Housing?](#) (Singh J, Adbi A 2018)

TEACHING PRACTICUM

- | | |
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| [1] TA, Assisted Prof. Jasjit Singh in writing a teaching note and in developing a teaching plan for the business case “ <i>Credit Suisse: Building an Impact Investing Business in Asia</i> ” | 2017 |
| [2] TA, Instructor for Econometrics A Tutorial, PhD Course, INSEAD | 2019 |
| ○ Awarded 5 out of 5 (Excellent) in student evaluation ratings | |
| [3] TA, Strategy and Impact, EMBA Course (Instructor: Jasjit Singh), INSEAD | 2018, 2017 |
| [4] TA, Introduction to Strategy, MBA Course (Instructor: Matthew Lee), INSEAD | 2017 |

SERVICE

Reviewer for: AOM 2020, 2019, 2018; SMS Minneapolis 2019, Frankfurt 2019, Hyderabad 2018; ARCS 2020, 2019, 2017; AIB 2020, 2019, 2017; DRUID 2018

Active member of: Academy of Management; Strategic Management Society; INFORMS; Academy of International Business

PROFESSIONAL AWARDS & CERTIFICATIONS

Certificate of Participation for Completing Data for Climate Action Challenge, United Nations	2018
Executive Education: Evaluating Social Programs using Randomized Control Trials (JPAL/CLEAR)	2015
Training Course “Protecting Human Research Participants” (NIH Office of Extramural Research)	2015
Level 3 Certificate in Investments (Securities & Financial Derivatives) from SII, UK	2008

INDUSTRY EXPERIENCE

General Manager, International Business (Lanco International, Singapore and India)	2010-2015
Emerging Markets Trader (Goldman Sachs, London, England)	2008-2010
Junior Field Engineer, Wireline Logging Operations (Schlumberger, USA and India)	2004-2005

LANGUAGES

English (fluent), Hindi (fluent), Bahasa Indonesia (basic)

REFERENCES

Jasjit Singh (Chair) Professor of Strategy, INSEAD The Paul Dubrule Chaired Professor of Sustainable Development Email: jasjit.singh@insead.edu	Phanish Puranam Professor of Strategy, INSEAD The Roland Berger Chaired Professor of Strategy and Organization Design Email: phanish.puranam@insead.edu
Matthew Lee Assistant Professor, Management & Organizations NYU Stern School of Business Email: mlee@stern.nyu.edu	Maria Guadalupe Professor of Economics, INSEAD Academic Director, INSEAD Randomized Controlled Trials Lab Email: maria.guadalupe@insead.edu