

Faculty Biodata

Personal Information

Full Name: **Ajay K. Singal**

Designation: **Associate Professor** Area: **Strategic Management**

Office location: _____ Contact: _____

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Research interests: **Firm Vulnerability, Ecosystems, Organization Design for Innovation**

Educational Qualifications

Qualification	Area of Specialization	Awarding Body	Year awarded
FPM	Strategic Management	IIM, Lucknow	2009-13
PGDM	Marketing, Agri. Business	IIM, Ahmedabad	1990-92

Work Experience

Employer	Position Held	Period
IMT Dubai		May'2013 to July'2022
IIM Lucknow	Doctoral Scholar	June'2009 to May'2013
K-Edu Services, India	Director	2003 – 2009
JSW Steel Ltd, India	Manager	Aug'02 - Apr'03
DARCL Logistics, India	Manager	Feb'02 - Aug'02
22nd Century Technologies Inc., NJ, USA	System Analyst	1999 - 2001
Indian Petrochemicals Corp Ltd, India	Senior Officer	1992 – 1999

Professional Associations

Description	Membership Type	Membership Number
Academy of Management, NY, USA	Regular	91064
Academy of International Business, MI, USA	Regular	36219
Strategic Management Society, IL, USA		75322

Significant Publications

Journal Publications	
2021	Designing Platform Ecosystems for Collaboration, Innovation and Growth, <i>Benchmarking – an International Journal</i> , Forthcoming
2021	The Relationship Between Cross Border Acquisitions and R&D Investments by Indian Firms – Substituting or Complementing with Faisal M Ahsan), <i>International Journal of Emerging Markets</i> , Forthcoming

2021	CSR Initiatives and Practices: Empirical Evidence from Indian Metal and Mining Companies, Sage Open, 11(3)
2019	Performance of Mid-size Internationalized Indian Firms: Evaluation of the Role of Family Control (with Faisal M Ahsan), <i>Asian Journal of Empirical Research</i> , pp.387-400, 9(12)
2016	Resource Position, Fitness, Firm Vulnerability and Performance Heterogeneity (with A. K. Jain), <i>Strategic Change</i> , pp 383-399, 25(4)
2014	Mapping Vulnerability: How emerging markets respond to multinationals (with A. K. Jain), <i>Journal of Business Strategy</i> , pp. 41-48, 35(6)
2014	Emerging Market Firms: Measuring Their Success with Strategic Positioning Maps (with A. K. Jain), <i>Journal of Business Strategy</i> , pp. 20-28, 35(1)
2013	An empirical examination of the influence of corporate vision on internationalization (with A K Jain), <i>Strategic Change</i> , pp. 243-257, 22(5/6)
2012	Outward FDI trends from India - Emerging MNCs & strategic issues (with A. K. Jain), <i>International Journal of Emerging Markets</i> , pp. 443-456, 7(4)

Books/Books Chapters/Monographs	
2012	Degree of internationalization & old economy firms in Indian context - A Perspective (with A. K. Jain), In Marin Marinov, Svetla Marinova (Eds.) <i>Impacts of Emerging Economies and Firms on International Business</i> , pp. 107-125, 2012, Palgrave Macmillan.
2010	Strategic Positioning Choices for Indian Businesses: Beyond Jugaad into the Next Orbit (with A. K. Jain), In Subir Verma (Ed.) <i>Towards the Next Orbit: Corporate Odyssey</i> , pp. 39-54, 2010, SAGE, New Delhi

Conference Proceedings/Others	
2021	Effect of Cross Border Acquisitions on R&D Investments – An Emerging Market Perspective (with Faisal M Ahsan), 81st Annual Meeting of Academy of Management, USA, July 30 –August 3, 2021
2021	Network Analysis of CSR Spending Practices of Indian Extractive Sector (with Faisal M Ahsan), 81st Annual Meeting of Academy of Management, USA, Jul 30 –Aug 3, 2021
2021	Platform Ecosystems – Which Design Elements to Consider? (with Faisal M Ahsan), 63rd Annual Meeting of Academy of International Business, USA, June 25–Jul 1, 2021
2013	Role of Relative Resources and Fitness in Defining Firm Vulnerability (with A. K. Jain), <i>Proceedings of Annual Meeting of Southern Management Association</i> , New Orleans, Louisiana, Nov 5 -9, 2013
2013	The relationship between internationalization and performance of mid-size Indian firms - The role of family control (with Faisal M. Ahsan, A.K. Jain), <i>Proceedings of the 55th Annual Conference of Academy of International Business</i> , Istanbul, Turkey, July 3-6, 2013
2012	A conceptual positioning matrix for firms in developing countries: A case of India (with A. K. Jain), <i>Proceedings of the 54th Annual Conference of Academy of International Business</i> , Washington, DC, June 30-July 3, 2012
2011	Towards new understanding of degree of internationalization in Indian context (with A. K. Jain), <i>Proceedings of the 53rd Annual Conference of Academy of International Business</i> , Nagoya, Japan, June 24-28, 2011
2011	Degree of internationalization of Indian firms - A fresh approach to theory building (with M. B. Ganvir and A. K. Jain), <i>Business Policy Abstracts of the 71st Annual Conference of the Academy of Management</i> , San Antonio, TX USA, August 12-16, 2011

Supervision

Postgraduate Supervision			
Level	Year	Student's Name	Research Topic

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Academic Awards & Distinctions

Type	Description	Awarding Body

Institution Building Activities

Position	Description	Period
Chairman	MBA Program	Sep 2022 to Date
Chairman	Purchase Committee	Sep 2022 to Date

Management Development Programs, Research Grants & Consultancy

Topic	Organization	Amount	Period
Strategic Plan Document	UAE Based Diversified Shipping Company		2017
Strategic Interpretation of Global Environment	NIBM, Pune-IMT Dubai		2016, 2018

Additional Professional Activities

Position	Description	Period
Session Chair	Market Entry, Positioning and Customer Acquisition; Selecting Partners and Building Networks At 78th Annual Meeting of Academy of Management, Chicago	Aug 10-14, 2018