

Dr. Ahmadreza Mostajabi

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Employment

Singapore Management University

Assistant Professor of Strategy and Entrepreneurship

2025-present

Education

London Business School

PhD, Strategy and Entrepreneurship

Dissertation Committee: Keyvan Vakili, Sendil Ethiraj, Kamalini Ramdas

2020 - 2025

Sharif University of Technology

MBA, Master of Business Administration

2016 - 2018

Shiraz University

B.Sc, Computer Software Engineering

2012 - 2016

Research Interests

- Competition and Innovation Dynamics
- Platforms and Platform Strategy
- Entrepreneurship Policy

Publications and Working Papers

Competing with the Platform: Complementor Positioning and Cross-Platform Response to Entry

Kapacinskaite, A., & Mostajabi, A. (2024). Competing with the platform: Complementor positioning and cross-platform response to entry. *Strategic Management Journal*, 1–31. <https://doi.org/10.1002/smj.3643>

Myopic Expansions on Platforms

- 2nd R&R at Administrative Science Quarterly
- In collaboration with Prof. Keyvan Vakili (LBS) and Prof. Aldona Kapacinskaite (INSEAD)

Market Homogenization: How Creating New Product Markets Impacts Matchmaking and Innovation in Platform Marketplaces

- Under Review
- Best Paper Proceedings at AOM TIM Division (2023)

Work in Progress

Chicken or Egg? A Taxonomy of Platforms' Launch Strategies

- In collaboration with Prof. Keyvan Vakili (LBS) and Prof. Aldona Kapacinskaite (INSEAD)

Quantity-Quality Trade-off: The Heterogeneous Impact of Platform Policies on Small and Big Entrepreneurs

- Writing in progress

Conferences & Invited Presentations

Market Homogenization: How Creating New Product Markets Impacts Matchmaking and Innovation in Platform Marketplaces

○ Academy of Management Annual Meeting	2023
○ BU Platform Conference	2023
○ Strategic Management Society	2023
○ Consortium on Competitiveness and Cooperation (CCC)	2024
○ University College London	2024
○ Stockholm School of Economics	2024
○ University of Warwick	2024
○ Nanyang Technology University	2024
○ INSEAD	2024
○ Singapore Management University	2024
○ University of Lugano	2024
○ IE University	2024
○ University of California, Irvine	2024
○ University of Manitoba	2024
○ Simon Fraser University	2024

Competing with the Platform: Complementor Positioning and Cross-Platform Response to Entry

○ Transatlantic Doctoral Conference	2022
○ Academy of Management Annual Meeting	2022
○ DRUID	2022
○ BU Platform Conference	2022
○ Strategic Management Society Special Conference	2022

Myopic Expansions on Platforms

○ Bocconi University Platform Paper Development Seminar	2022
○ Strategic Management Society	2023
○ DRUID	2023
○ Transatlantic Doctoral Conference	2023
○ Strategy Science	2023
○ IE Doctoral Conference	2023
○ European Digital Platform Research Network (EU-DPRN) Summit	2024
○ Academy of Management Annual Meeting	2024
○ Strategic Management Society Special Conference	2025

Frontier Strategy Research on Competition and Regulation in Platform Markets

○ Academy of Management Annual Conference Symposium	2025
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Funding and Grants

○ IEPC Institute, £8,900	2024
○ IEPC Institute, £14,900	2023
○ LBS, Full PhD Scholarship	2020-2025

Honors and Awards

○ Best Paper Proceedings at AOM TIM Division	2023
○ Sharif University's Top Educational Student Award	2017
○ Shiraz University CSE Department's Top Student Award	2016
○ Direct entrance to Sharif University's Masters program; exempt from entrance exam	2016

Teaching Experiences

Strategy (Undergrad)

Core Lecturer 2025

Singapore Management University

Developing Strategy for Value Creation (Executive)

London Business School

Lead Tutor, 11 modules 2022, 2023, 2024, 2025

CFO as Strategic Partner: Strategic Thinking (Executive)

London Business School

Lead Tutor, 4 modules 2023, 2024

Digital Strategy (MBA and Executive Students)

London Business School

Teaching Assistant 2022, 2023, 2024, 2025

Core Strategy (MBA)

London Business School

Teaching Assistant 2021, 2022, 2023

Platform Strategy (Undergrad and Executive)

Sharif University of Technology

Teacher 2018

Selected Work Experiences

Senior Product Manager - Snapp!

2019 – 2020

Core Product Manager of Snapp, Largest Ride-hailing Platform in the Middle East with +5 Million rides/day

Startup Mentor and Instructor

2017 – 2019

Business model design mentor and workshop instructor for startup accelerators

Co-Founder & Product Manager - NoticeMe IM

2016 – 2017

Co-founder and Product Manager of NoticeMe, an instant messaging, multi-platform application

Service

Ad-hoc Reviewer

2020-present

- Organization Science Journal
- Strategic Management Journal
- Research Policy Journal
- Academy of Management Annual Meeting Conference
- DRUID Conference
- Strategic Management Society Conference

AOM TIM Division

2024-present

Communications

TADC Conference

2022

London Business School - Conference Lead

PhD Student Representative - SE Department

2022

London Business School

Scientific Association

2013-2015

Shiraz University, CSE Department - Core Member of the Association

Updated on August 2025