

Reddi Kotha

Associate Professor of Strategic Management
Lee Kong Chian Fellow
Academic Director Master of Science in Innovation
Academic Co-Advisor SMU Institute of Innovation and Entrepreneurship
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Education

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| 2002 – 2007 | Ph.D. in Entrepreneurship, London Business School, U.K. |
| Thesis | <i>A General Model of the Entrepreneur's Organizational Experience Heterogeneity: Implications for Equity Distribution and Resource Mobilization</i> |
| Advisors | Gerard George & John Mullins |
| 2000 – 2002 | MBA |
| | Babson College, Wellesley, MA, U.S.A. |
| 1991 – 1994 | Bachelor of Commerce |
| | Nizam College, Hyderabad, India |

Academic Employment

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| July 2015 – Present | Associate Professor in Strategy and Organization Group Academic Director of Master of Science in Innovation (since July 2018), Academic Co-Advisor SMU Institute of Innovation & Entrepreneurship. Lee Kong Chian School of Business Singapore Management University |
| July 2016 – June 2018 | Entrepreneurship Major coordinator |
| July 2007 – June 2015 | Assistant Professor in Strategy and Organization Group Lee Kong Chian School of Business Singapore Management University |

Publications

[12] Nai, J., Lin, Y., Kotha, R., & Vissa, B. (2021). A Foot in the Door: Field-experiments on Entrepreneurs' Network Activation Strategies for Investor Referrals. (Forthcoming August 2021). *Strategic Management Journal*.

[11] Ertug, G., Hedstrom, P., & Kotha, R. (2020). *Kin ties and the performance of new firms: A Structural Approach*. *Academy of Management Journal*. 63 (6), 1893-1922.

[10] Nai, J., Kotha, R., Narayanan, J., & Puranam, P. (2020). *Managing fairness concerns in resource allocation decisions: The case for transparency*. Forthcoming. *Strategy Science*. 5 (1), 55-70.

[9] Kim, P., S. & Fourne, S. Coussement, K., Kotha, R. (2019). *Taking Leaps of Faith: Evaluation Criteria and Resource Commitments for Early-stage Inventions*. *Research Policy*. 48(6), 1429-1444

- [8] Kim, Y., Rhee, M., & Kotha, R. (2019). *Many Hands: The Effect of the Prior Inventor-Intermediaries Relationship on Academic Licensing*. **Research Policy**, 48(3), 813-829.
- [7] Kotha, R., Crama, P., Kim, P. (2018) *Experience and Signaling Value in Technology Licensing Contract Payment Structures*. **Academy of Management Journal**, 61(4), 1307-1342.
- [6] George, G., Kotha, R., Parikh, P., Alnuaimi, T., & Bahaj, A. (2016). *Social structure, reasonable gain and entrepreneurship in Africa*. **Strategic Management Journal**, 37(6), 1118-1131.
- [5] Kotha, R., Kim, P., & Alexy, O. (2014). Turn your science into a business. **Harvard Business Review**, 92(11), 106-114.
- [4] Kotha, R., George, G. & Srikanth, K. (2013). Bridging the mutual knowledge gap: coordination and the commercialization of radical science. **Academy of Management Journal**, 56(2), 498-524.
- An earlier version of the paper received the Glueck Distinguished Paper Award in the BPS Division, Chicago, IL, 2010.
- [3] Kotha, R. & George, G. (2012). Friends, family, or fools: Entrepreneur experience and its implications for equity distribution and resource mobilization. **Journal of Business Venturing**, 27(5), 525-543.
- An earlier version of the paper received the Cox Best Family Business Paper, Entrepreneurship Division, Atlanta, 2006.
- [2] Kotha, R., George, G., & Zheng, Y. (2011). Branching into new niches: The expansion of technological capabilities in start-ups. **Strategic Management Journal**, 32, 1011-1024.
- [1] George, G., Kotha, R., & Zheng, Y. (2008). Entry into insular domains: A longitudinal study of knowledge structuration and innovation in biotechnology firms. **Journal of Management Studies**, 45(8), 1448-1474.

Revise and Resubmit

- [13] Kotha, R., Lin, Y., Ohlsson-Corboz, A., & Vissa, B. (2020). [title masked]. Revise and resubmit (resubmitted June 2021) **Strategic Management Journal**.

Working Papers

- [14] Zschoche, M., Fourne, S., Schwens, C. & Kotha, R. (2020). Families Rush In? Internationalization of Firms Pre and Post Global Financial Crisis.
- [15] Kotha, R., Nai, J., R. Narayanan, J., Puranam, P. (2017). *Comparing Decentralized vs. Centralized Organizational Resource Allocation: Experimental Evidence*. Reject and resubmit at **Strategic Management Journal**.
- [16] Arora, R, Kotha, & Puranam, P. (2020). *Celebrating Failures*. Reject and resubmit at **Strategic Management Journal**.
- [17] Al-sheri, M, Kotha, & Tschang, T, Kannan, S. (2020). *Designing Thinking and Organizational Innovation*.
- [18] Kotha, R., Kim, Y, Camerer, C., & Lovallo, D. (2016). Equality Norms, Incentives, and Value Claiming in Scientific Licensing Contracts.
- [19] Kim, Y., Rhee, M., & Kotha, R (2020). *The Strategic Timing of Licensing*.

Teaching

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|----------------|---|
| 2018- Present | Master of Science in Innovation Capstone Course |
| 2017- Present | DBA, Ph.D. in General Management, & Ph.D. in Innovation |
| 2016- 2018 | Undergraduate Course: Corporate Innovation and Entrepreneurship |
| 2016- Present | Undergraduate Course: Entrepreneurship Practicum |
| 2013 – Present | SMU executive education and Masters program: <i>Ad hoc</i> teaching |
| 2012 – 2016 | Ph.D. seminar: Introduction to Business Research |
| 2011 – 2016 | Undergraduate Course: Strategy Core |
| 2011 – 2013 | MBA Core Course: Strategy Core |
| 2009 | MBA Elective: Evaluating Early-Stage Opportunities <i>Rating of 4.7 out of 5.0</i> |
| 2007 – 2011 | Undergraduate Core Course: Technology and World Change |

PhD Supervision

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| 2020 | Mohammed Ali ALSHEHERI, Doctor of Science in Innovation |
| 2020 | Ajay Makhija, Doctor of Science in Innovation |
| 2020 | Reem ALSHEHERI, Doctor of Science in Innovation |

Awards and Fellowships

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| 2021 | Lee Kong Chian Fellow |
| 2017 | Lee Kong Chian Fellow |
| 2016 | Dean's Teaching List |
| 2010 | Glueck Distinguished Paper Award in the BPS Division |
| 2008 | Journal of Management Studies Karen Legge Award for distinguished contribution by an early career academic |
| 2006 | Cox Best Family Business, Entrepreneurship Division |

Research Grants

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| 2018 | \$695,000.00 (PI: Singapore SSRC Start-up Scaling Field Intervention) |
| 2016 | \$132,570.00 (PI: Singapore Start-ups Field Intervention) |
| 2015 | \$33,999.00 (PI: Innovation in Chinese Firms) |
| 2012 | \$9,700.00 (PI: IP Project Evaluation) |
| 2008 | \$20,920.0 (PI: Venture Capital Research) |
| 2007 | \$13,530.43 (PI: Technology Licensing) |

Reviewer

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| 2018 – Present | Reviewer board of the Journal of Business Venturing |
| 2013 – Present | Reviewer board of the Academy of Management Journal |
| 2013 – 2016 | Reviewer board of the Long Range Planning |
| 2010 – Present | Strategic Management Journal (<i>ad hoc</i>) |
| 2010 – Present | Strategic Entrepreneurship Journal (<i>ad hoc</i>) |
| 2012 – Present | Small Business Economics Journal (<i>ad hoc</i>) |
| 2009 – 2017 | Journal of Business Venturing (<i>ad hoc</i>) |
| 2012 – Present | Journal of Management (<i>ad hoc</i>) |
| 2008 – Present | Journal of Management Studies (<i>ad hoc</i>) |

Select Seminar Presentations

Shanghai University of Finance & Economics, Hong Kong University, National University of Singapore, Tilburg, Rotterdam School of Management, IESE, Emory University, K.U. Leuven, Southern Denmark University, Washington University St. Louis.

Service

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| 2020-2022 | LKCSB Standing Evaluation Committee member |
| 2020-2020 | Dean Search Sub Committee |
| 2020-2021 | Greenhouse Faculty Advisor |
| 2020-2021 | SMU Case Study Center Reviewer Board |
| 2020-2021 | Business Families Institute Steering Committee Member |
| 2018 – Present | Academic Director Master of Science in Innovation, LKCSB |
| 2016 – Present | Academic Co-advisor SMU Institute of Innovation & Entrepreneurship |
| 2018- 2019 | Co-chair Entrepreneurship Division Doctoral Consortium of AOM |
| 2016 – 2018 | Entrepreneurship Major Coordinator, SMU |