

Dr. Ahmadreza Mostajabi

✉ ahmadrezam@smu.edu.sg • 🌐 mostajabi.com

Employment

Singapore Management University

2025-

Assistant Professor of Strategy and Entrepreneurship

Education

London Business School

2020 - 2025

PhD, Strategy and Entrepreneurship

Dissertation Committee: Keyvan Vakili, Sendil Ethiraj, Kamalini Ramdas

Sharif University of Technology

2016 - 2018

MBA, Master of Business Administration

Shiraz University

2012 - 2016

B.Sc, Computer Software Engineering

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 (Bocconi)

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 (Bocconi)

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

Accepted Conferences and Seminars

- European Digital Platform Research Network (EU-DPRN) Summit 2024
- Consortium on Competitiveness and Cooperation (CCC) 2024
- Strategy Science 2023
- Academy of Management 2022-2023-2024-2025

○ DRUID	2022-2023
○ Transatlantic Doctoral Conference	2022(Conference Lead)-2023
○ Bocconi's Platform Paper Development Seminar	2022
○ BU Platform Conference	2022-2023
○ Strategic Management Society	2022-2023-2024-2025

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

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
Teacher Assistant 2022, 2023, 2024, 2025	
Core Strategy (MBA)	London Business School
Teacher 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	2024
Organization Science Journal, Research Policy Journal, AOM, SMS, DRUID	
AOM TIM Division	2024
Social Media Coordinator	
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