

## **SUMATI VARMA**

Professor

Department of Commerce and Business

Sri Aurobindo College (Evening)

Delhi University

India

### **AREAS OF RESEARCH INTEREST**

International Business – FDI, Born Global Firms, International Entrepreneurship, Cross Border M&As

### **AWARDS / FELLOWSHIPS**

#### ***INTERNATIONAL***

##### **University of North Carolina, Project X –Culture**

- 2020 -21 Global Educator Award, Project X – Culture, University of North Carolina, USA.

##### **US Department of State - International Visitor Leadership Programme (IVLP)**

- 2011 – 12 Post Doctoral Fellowship – IVLP (International Visitor Leadership Programme.) US Department of State sponsored fellowship for contribution to content and pedagogy development of the first interdisciplinary programme on *American Studies in India*.

#### ***NATIONAL***

- April 2017 - **Distinguished Researcher Award** by Sri Aurobindo College (Eve)

### **CONSULTANCY**

#### **World Bank**

- Member, Expert Consultative Committee on Currency Convertibility, (2011 - 13 )

#### **American Centre New Delhi**

- Consultant in content and pedagogy development for the first ever interdisciplinary program in '*American Studies in India* (2010 - 13 ).

#### **Lab ReTMES (Research Team for Mediterranean Entrepreneurship and Startups)**

- Member of the Research Team of Lab ReTMES (Research Team for Mediterranean Entrepreneurship and Startups), Department of Law and Economics, Mediterranean University of Reggio Calabria, Italy,  
<http://www.startupmedlab.it/lab-retmes-research-team.html>,  
<http://www.domeniconicolo.it/2016/10/24/laboratorio-retmes/>.

#### **Full Spectrum Consulting , New Delhi**

- Advisor International Affairs
- **SADRAG – (NGO )- Social and Development Research and Action Group**
- Member Managing Committee

### **INTERNATIONAL EXECUTIVE BOARD MEMBER**

**2015 – 18, 2020 -21** Member Executive Board of *Project X-Culture* – an International Collaborative Experiential Project of the University of North Carolina, USA.

### **INTERNATIONAL PROJECTS**

**Project X- Culture –University of North Carolina, USA** - An international project across 80 universities from 40 countries with 2500 students working on various dimensions of international business, **2013 till present**

### **TRAINING AND CURRICULUM DEVELOPMENT**

- 2019 - Member Working Group of Tax and International Business for revision of courses under CBCS for B Com (Hons) and B.Com.
- Subject Expert for curriculum development and syllabus revision at Apeejay School of Management, New Delhi, 7<sup>th</sup> April 2019  
**American Centre, New Delhi**
- Core group member of the curriculum development team for the first ever interdisciplinary program on '*American Studies in India*'.
- Master trainer for pedagogy and course content delivery for the '*American Studies in India*' Diploma and Certificate courses.

**National Council for Educational Research and Training (NCERT), New Delhi**

- Member Textbook Development Committee, National Council of Educational Research and Training ( 2005 - 06)

**2014 - E-PG Pathshala project under NMEICT, Ministry of Human Resource and Development (MHRD )**

M 21 - Content Development for two modules in '*International Business*' – '*Foreign Exchange Management*' [http://epgp.inflibnet.ac.in/view\\_f.php?category=395](http://epgp.inflibnet.ac.in/view_f.php?category=395)  
<https://www.youtube.com/watch?v=9nSZV26OoWM>

M 31 - '*FDI – A Global Comparison*' .  
<https://epgp.inflibnet.ac.in/Home/ViewSubject?catid=6>

**Delhi University**

- Member Courses Committee at the Department of Commerce, Delhi School of Economics (2006).

**RESEARCH SUPERVISION**

**Phds awarded**

- 2020 - Sangeeta Arora - Low Carbon Business Strategies and Performance : A Study in Indian Context, Department of Commerce, Delhi University
- 2020 – Manoj Kumar Mishra – Developing Innovation Maturity Model for Automotive Component Sector in India, Amity Business School, Amity University, Haryana
- 2019 - Neha Arora - Indian Carbon Credit Market: - A study of its working and determinants of carbon credit prices, Department of Commerce, Delhi University
- 2017 - Rima Bajaj - A Comparative Study on Effectiveness of Indian Regulatory System in Combating Money Laundering with Special Reference to Banks, Amity University, Gurgaon.
- 2017 – Kanika Bankhad - Regional Integration and FDI – A Study of India’s Experience, Amity University, Gurgaon.

**Phds In Progress**

- 2020 – Shweta Gautam – Early Internationalization – A Study in the Indian Context, Department of Commerce, Delhi University.

**Phd ADVISOR**

- 2016 (Submitted) – Sameer Lama “ FDI in Retail – A Study of Select Emerging Economies” - Department of Commerce, Delhi University.
- 2014 (Submitted) – Sonal Thukral “Financing patterns of Indian Merger &Acquisitions” - Department of Commerce, Delhi University
- 2014 – (Submitted) Susmita Chaturvedi “Measurement and determinants of financial inclusion in India: a state level study” Department of Commerce, Delhi University

**Amity University, Gurgaon - Member, Departmental Research Committee (2012 till present)**

**EDITORIAL BOARD MEMBERSHIP**

- Member – editorial board “*Journal of Advanced Research in Management*” , ASERS PUBLISHING Romania.

- Member – editorial board “*Journal of Advanced Research in Entrepreneurship and New Venture Creation*”, ASERS Publishing, Romania, eISSN: 2457 – 1296, ISSN: 2457 – 1288, Journal DOI: <http://dx.doi.org/10.14505/jarencv> .
- Member – editorial Board – “*Focus – Journal of International Business*”, Journal Press India
- Chief Editor “*COMMERCIA*” – *Newsletter of the Department of Commerce, Sri Aurobindo College (Eve), Delhi University*

## PUBLICATIONS

### BOOKS

- **2021- “INTERNATIONAL BUSINESS” 2/e** - Dorling Kindersley (India) Pvt Ltd , Pearson Education, ISBN 978-93-903-9423-4
- October 2020 - *Doing Business in Asia* – with Gabriele Suder (Australia) and Terence Tsai (China), published by Sage London. **Paperback** ISBN: 9781526494498; **Hardcover** ISBN: 9781526494504
- January 2019 “*Fundamentals of International Business*” 4/e – University specific edition for Delhi University, Dorling Kindersley (India) Pvt Ltd , Pearson Education ISBN :978-93-530-6895-0
- January 2016 “*International Business*” 3/e – University specific edition for Delhi University, Dorling Kindersley (India) Pvt Ltd , Pearson Education. ISBN : 9789332582682
- January 2015 “*International Business*” 2/e – University specific edition for Delhi University, Dorling Kindersley (India) Pvt Ltd , Pearson Education. ISBN : 978- 99- 332- 5416-89.
- January 2014 “*International Business*” – University specific edition for Delhi University, Dorling Kindersley (India) Pvt Ltd , Pearson Education. ISBN : 978-93-325-2638-9
- April 2012 “*International Business*” –. Dorling Kindersley (India) Pvt Ltd , Pearson Education, ISBN : 97881317 6129 - 8
- July 2012 “*International Business*”, university specific edition for Osmania University, Hyderabad, Dorling Kindersley (India) Pvt Ltd, Pearson India (Ltd). 978-81-317-9036-6
- 2010 “*International Business – Concept, Environment, Structure and Strategy*” Ane Books New Delhi ISBN : 9789380156569
- July 2007 “*Currency Convertibility – Global and Indian Experiences*”, New Century Publications Pvt. Ltd., New Delhi. ISBN : 9788177081381

### BOOK ADAPTATIONS / CO - AUTHOR

- 2014 - *Preparing Effective Business Plans: An Entrepreneurial Approach*, Global edition 2/e by Bruce R. Barringer, Pearson International, UK, ISBN-13: 9781292059334
- 2013 – Adaptation of the Horizon version of “*Money, Banking, and the Financial Systems*”, R Glenn Hubbard, 2e, Pearson Education Ltd UK. ISBN : 978-1-292-00018-3
- 2012 – Adaptation of the Horizon version of *International business: the challenges of globalization*, Wild and Wild, 6<sup>th</sup> Edition, Harlow, England: Pearson Education Ltd, UK. ISBN : 978-0-273-77975-9

### CHAPTERS IN BOOKS / REPORTS

- **2016 - Cultural determinants of alliance management capability – an analysis of Japanese MNCs in India**, (with Richa Awasthy, Kalpana Narain and Rishika Nayyar), in *Multinational Companies from Japan - Capabilities, Competitiveness, and Challenges*, (ed) Robert Fitzgerald, Chris Rowley, © 2016 – Routledge UK, ISBN : Hardback - 9781138946323, pub: 2015-10-19; Paperback: 9781138294981 pub: 2017-06-16
- 2016 - “*Resource Dynamics of Indian Outbound Acquisitions*” (with R.N Kar), in Ivanaj, McIntyre and Kar (ed), *Emerging Dynamics of Sustainability in Multinational Enterprises*, Edward Elgar Publishing, UK, ISBN: 978 1 78471 852 7.
- 2015 - *Managers in Developing Countries* – (with R N Kar and G Suder), in Wilkinson, Townsend and Suder (ed) **The Handbook of Research on Managing Managers**, Edgar Elgar Ltd, UK ISBN: 978 1 78347 429 5.
- 2011 June - “*Converting and Transferring Currency*” in *Investing Across Borders* World Bank Group.
- 2011 - Emergence of the Born Global Entrepreneur - An Indian Case Study, in “*Towards the Next Orbit – A Corporate Odyssey*”, edited Subir Verma, Response Books, Sage International ISBN : 978-81-0631-9(HB).

- 2010 - Changes in Strategic Orientation - a Study of the Indian Pharmaceutical Industry in Rajiv Thakur and Sanjay K Singh (ed) *"How of Strategy"*, Macmillan Publishing UK, 2010, ISSN No 978-0230-33062-7.
- 2010 - Development Strategies for Inclusive Cities, in *Organizing and Managing in the Era of Globalization*, ed Pritam Singh and Subir Verma, Response Books, Sage Publications, ISBN : 978-81-321-0246-5,.
- Business Studies Class XII, National Council of Educational Research and Training, (NCERT), New Delhi, 2007.

## RESEARCH PAPERS – INTERNATIONAL JOURNALS

### 2021

- [Nayyar, R.](#), [Mukherjee, J.](#) and [Varma, S.](#) (2021), "Institutional distance as a determinant of outward FDI from India", *International Journal of Emerging Markets*, Vol. ahead-of-print No. ahead-of-print. <https://doi.org/10.1108/IJOEM-12-2019-1031> (Scopus and B listed).

### 2020

- "Drivers of Indian FDI to Africa – an initial exploratory analysis", with Ankur Bhatnagar, Swarup Santra and Amit Soni, *Transnational Corporations Review*, 12:3, 304-318, Taylor and Francis Ltd, ISSN 1918-6444 (Print); ISSN 1925-2099 (Online) , DOI:10.5148/tncr.2015.7306 <http://dx.doi.org/10.1080/19186444.2017.1401266> .(Scopus and C listed)
- "Impact of M&As on Employment in the Indian Information Technology (IT) Industry", with Amit Soni and Avinash Chandra, *Indian Journal of Labour Economics*, vol 63(2), pp 311 -329, Springer Ltd, doi:10.1007/s41027-020-00232-7, ISSN : 0971-7927, ( Scopus and C listed).
- **Diaspora Networks as Drivers of Indian Global Technology Start Ups – a Case Study”** - International Journal of Business and Globalization, Vol. 26, No. 3, pp.273–294Inderscience Publications. (C) **ISSN online** 1753-3635, **ISSN print** 1753-3627

### 2018

- **Community Radio in Gurugram: A Case Study in Social Entrepreneurship**, International Journal of Management Research, Vol. 9, No. 1-2, 57-69, December 2018 ISSN: 0976-6669

### 2017

- *Drivers of Emerging Market Cross Border Mergers & Acquisitions: Evidence from the Indian IT Industry*, (with R N Kar, G Suder and A Soni), *Transnational Corporations Review*, Taylor and Francis Ltd, Vol 9, Issue 4, pp 335 – 352, September 2017, ISSN 1918-6444 (Print); ISSN 1925-2099 (Online) , DOI:10.5148/tncr.2015.7306 <http://dx.doi.org/10.1080/19186444.2017.1401266> (Scopus and C listed) UGC no : 47346

### 2016

- *What Drives Precocity? A Study of Indian Technology Intensive Firms* (with Rishika Nayyar and Vishakha Bansal), **Journal of East West Business**, Volume 22, Issue 4, pp 242 – 269, Taylor and Francis Publishing, Print ISSN: 1066-9868 Online ISSN: 1528-6959, DOI:10.1080/10669868.2016.1217724) (C) (1.10)

### 2015

- *Motives as Locational Determinants - A Study of FDI between India and Latin America and the Caribbean (LAC)* (Special Issue on FDI), (with N Bhasin and Rishika Nayyar ), *Transnational Corporations Review*, Taylor and Francis Ltd, Vol 7, Issue 3, pp 335 – 352, December 2015, ISSN 1918-6444 (Print); ISSN 1925-2099 (Online) , <http://www.tandfonline.com/doi/abs/10.5148/tncr.2015.7306> DOI:10.5148/tncr.2015.7306. Scopus and C listed) UGC no : 47346
- *Cultural Determinants of Alliance Management Capability – An Analysis of Japanese TNCs in India*, ( with Richa Awasthy, Kalpana Narain and Rishika Nayyar), in *Asia Pacific Business Review*, 21 (3), Taylor & Francis Ltd, pp 424 – 448, ISSN :1360-2381, doi : 10.1080/13602381.2015.1022332 (IF 0.683) UGC no 8704, impact factor 2 (2018) (B) (0.949 – 2019)

### 2013

- “International Entrepreneurial Capability as a driver of the Born global Firm – A Case Study from India” in *International Journal of Technological Learning Innovation and Development*, Vol 6, No1/2, pp 42 -61, Inderscience Publications. ISSN online: 1753-1950, ISSN print: 1753-1942, 2013 (C)

#### 2011

- “The Role of Networks in the Accelerated Internationalisation of Indian Firms” in *Transnational Corporation Review* ( special issue on India), Vol 3, no 2, pp 128 – 147, Taylor & Francis Ltd. ISSN 1918-6444 (Print); ISSN 1925-2099 (Online) 2011. UGC no : 47346 (C)
- "Born global acquirers from Indian IT: an exploratory case study", *International Journal of Emerging Markets*, Vol. 6 Iss: 4, pp.351 – 368, Emerald Publications. ISSN: 1746-8809, 2011(Impact factor 2.067) (B) 2010
- “Capital Mobility and Growth – An Empirical Investigation”, *Studies in Business and Economics*, Qatar University, Vol 15, no 2, pp 25 – 38, Qatar University, Doha, 2010. ISSN 1818 -1218
- The Global Start Ups from Indian IT - A Case Study, *Journal of Advanced Research in Management*, Volume 1, Summer 2010, Issue 1(1), ISSN 2068-7532, downloadable at <http://www.asers.eu/asers> -Asers Publishing Romania, 2010.

#### 2009

- “International Venturing by Indian IT Firms : A Motive Analysis” *Journal of Emerging Knowledge on Emerging Markets*, Volume 1, issue 1, ICA Institute pp 93 -111, USA, November 2009. ISSN : 1946 – 651X.
- “Capital Account Convertibility and Growth – A Developing Country Perspective,” (with A.K. Seth), *DECISION*, Volume 36, No 1, pp 55 -71, Springer Publications, April 2009. ISSN 0304 - 0941

#### NATIONAL JOURNALS (Refereed)

##### 2017

- “India’s Low-Carbon Pathway and The Market Mechanism”, with Sangeeta Arora, in *New Horizon Vol 14* , pp 22- 38 ,MCM DAV College for Women, Chandigarh, (ISSN: 2277-5218) UGC no 63439
- “Diaspora International Entrepreneurship – Evidence from the Indian IT Industry”, with M Bagoria, in *Focus, Journal of International Business*, Volume 3 (2), pp 98 -115,ISSN: 2347-4459 DOI No. : 10.17492/focus.v3i2.7870
- *Comprehensive Economic Partnership Agreement (CEPA) between India and Japan - An Analysis of Product Tariff Reduction and Consumer Welfare of Select Sectors’ - Intellectual Resonance, DCAC Journal of Interdisciplinary Studies*, Vol 3 (5) , pp 212 – 239, March 2017. (with Savita Gautam). ISSN 2321 – 2594. UGC No : 63970

##### 2016

- *Impact of FTAs on Trade Flows: A Study of the India– Sri Lanka Free Trade Agreement (ISFLTA)*, (with Anoma Abhyaratne), *Journal of Business Thought*, SGGSCC, Delhi University, Vol 7, pp 103 – 113, April 2016 –March 2017, ISSN 2231 -1734.UGC no 64092
- ‘Regional Integration in South Asia – A Specific Focus on the India Sri Lanka Free Trade Agreement (ISLFTA ) and its impact on trade and investment’ (with Preeti Aggarwal) - *New Horizon Vol 13* , pp 16 - 34, MCM DAV College for Women, Chandigarh, (ISSN: 2277-5218) UGC no 63439 (Discontinued from April 2021)

- *Sustainability on Wheels – A Case Study of DMRC* (with Neha Arora), **The Discussant Vol 4, No 4, pp 27 – 35, Journal of the Centre for Reforms, Development and Justice, Oct – Dec 2016, ISSN 2250 – 3412. UGC no 63668**

#### **2014**

- “OFDI between India and the Latin America and the Caribbean (LAC) region – a Firm Level Motive Analysis”, (with Rishika Nayyar) in *FOCUS : Journal of International Business*, Vol 1(1), pp 90 – 107, January – June 2014, ISSN: 2347-4459
- Accelerated Internationalisation – Drivers of the Born Global Firm, in *Journal of Business Thought*, SGGSCC, Delhi University, Vol 4, pp 103 – 113, April 2013 – March 2014, ISSN 2231 -1734. **UGC no 12434**

#### **2013**

- “ Trends and Patterns of FDI between India and the LAC Region – An Initial Exploratory Analysis”, *Intellectual Resonance, DCAC Journal of Interdisciplinary Studies*, Vol 1 (2). (with Rishika Nayyar). ISSN 2321 – 2594. December 2013. **UGC No : 63970**

#### **2012**

“India and Latin America – an Emerging Investment Story of the Pharmaceutical Industry”, *FPRC Journal* No 11, 2012 (3), pp 127 – 139 , ISSN no 2277-2464. **UGC no 47850**  
 “Born Global Firms – A Strategic Indian Perspective”,(with R. N Kar), in *The Utkal Business Review*, Vol XXV, ISSN 0975-6191, 2012.

#### **2010**

“The Global Start ups from India” – *Prabandhiki*, IILM College of Management Studies, Volume 4, No1 (Special Issue), ISSN No 0974-2549

#### **2009**

“Capital Mobility and Growth in the Developing World : An Empirical Investigation”, *Indore Management Journal*, Vol (1) Issue 2, July – September, pp 1- 17, ISSN 0975 – 1653, IIM Indore, 2009

#### **2007**

“Capital Flows and the Macro economy”, (with A.K.Seth) *Journal Of Nepalese Business Studies* Vol 4, No 1, pp 62 -74, ISSN 2350-8795, December 2007.

“Development strategies for Inclusive Cities”, *Shelter*, Vol 10, No1, HUDCO – HSMI, ISSN 2347 - 4912 , New Delhi, April 2007.

#### **2006**

“Capital Mobility and Growth in the Developing World: an Empirical Investigation”, *Amity Management Analyst* , Vol. (1) Jan – June 2006, ISSN 0975 – 1440. UGC no : 62482

### **INTERNATIONAL CONFERENCE / WORKSHOP PRESENTATIONS / WORKING PAPERS (Refereed )**

#### **2021 – 22**

**Panelist on “Doing Business in Asia: Frontrunner for Disruption, Megatrends, and Transformation in IB”**, AIB Online Conference 2021, 1<sup>st</sup> July 2021

#### **2020 -21**

- **CONFERENCE PARTICIPATION**  
X Culture 10 year Anniversary Virtual Conference, 29<sup>th</sup> May 2020.
- **CONFERENCE PRESENTATION**
- “The Role of Operational, Technological and Network resources in Firm Internationalisation – Evidence from the Indian IT Industry”, **Academy of International Business Online Conference 2020, 6<sup>th</sup> July 2020**

#### **2019 -20**

- “Extending the Economic Efficiency Perspective on FDI Location choice – the case of Indian MNEs”, at the *Economics of Global Interactions, New Perspectives on Trade, Factor Mobility and Development*, University of Bari Aldo Moro, Italy, 9<sup>th</sup> – 10<sup>th</sup> September 2019.
- “The role of quality certification in cross border mergers and acquisitions – evidence from the Indian IT industry”; with Surrender Munjal and Amit Soni, at the *AIB INDIA Chapter conference*, 22 – 24 April 2019, Hyderabad.
- “Indian MNEs foreign market selection – Beyond the traditional motives – location typology”; with Rishika Nayyar and Jaydeep Mukherjee, at the *AIB INDIA Chapter conference*, 22 – 24 April 2019, Hyderabad.
- “Indian FDI To Africa – The Role of Markets, Resources and Institutional Factors”, with Surrender Munjal and Ankur Bhatnagar at the *AIB Annual Conference*, Copenhagen, Denmark, June 24 – 27 2019
- “Location choice of Indian MNEs: A dual perspective”, with Rishika Nayyar and Jaydeep Mukherjee, at the *AIB Annual Conference*, Copenhagen, Denmark, June 24 – 27 2019.

#### 2018 -19

- “*Location Choice of India’s Outward FDI: Integrating insights from Traditional and Institutional theory*”, with Rishika Nayyar and Jaideep Mukherjee at the Third All India International and Area Studies Convention, SIS, Jawaharlal Nehru University, 30<sup>th</sup> January-1<sup>st</sup> February 2019
- ‘*India’s Emerging Investment Relations in Africa – An Initial Exploratory Study*’ with Ankur Bhatnagar and Swarup Santra, at the AIB India Annual Conference, MSME Centre IIFT, Simla, 9<sup>th</sup> – 10<sup>th</sup> April 2018.

#### 2017

- *Trade Implications of Regional Economic Integration : India’s Experience in APTA and ISCECA*, with A Abhyaratne, V Madhukar and Kanika Bankhad , paper presented at the 27TH Anniversary of Asian Economic Symposium on Inclusive Growth and Structural Reform - The experience of Asia, Organized by Center of Humanities & Social Sciences, GuangXi Normal University, China & Division of Economic Development of Institute of World Economics and Politics, CASS, 18<sup>th</sup> – 20<sup>th</sup> November 2017, Guilin City China.
- “*Handling Conflict - A Comparison*” in the panel presentation on “Incorporating the X-Culture Project in International Business Curriculum: Challenges and Best Practices” Panel presentation
- “*Conflict in Global Virtual Students Teams (GVST) – A Study from the X-Culture Experience*”, with Richa Awasthy, at the AIB Annual Meet, Dubai, 2 – 5<sup>th</sup> July 2017.
- “*Evolution and Growth of Indian Technology Intensive Early Internationalisers*” with Rishika Nayyar, at the AIB INDIA Chapter meet, 19<sup>th</sup> – 20<sup>th</sup> April 2017, Symbiosis International University, Pune.
- “*Conflict in Global Virtual Student Teams – Perspective*” at the AIB INDIA Chapter meet, 19<sup>th</sup> – 20<sup>th</sup> April 2017, Symbiosis International University, Pune.

#### 2016

- *Drivers of Early Internationalisation - A Study of the Indian IT Industry* - with Rishika Nayyar and Vishakha Bansal **AIB 2016 Annual Meeting, New Orleans, USA**, June 25-30, 2016
- “*What drives precocity of firms from the Indian IT Industry? Examining Entrepreneur, Network and Firm Variables*” with Rishika Nayyar and Vishakha Bansal at the **AIB India Chapter meeting, IIM Indore**, April 21-23 2016.
- March 2016 – “*Community Radio in Gurgaon – A Model of Social Entrepreneurship for Inclusive Development*” at the “**International Conference on Sustainable Business Models: Innovative Strategies and Practices**”, organized by Shyamlal College, Delhi University, India.
- ‘*Comprehensive Economic Partnership Agreement (CEPA) between India and Japan - An Analysis of Product Tariff Reduction and Consumer Welfare of Select Sectors*’- **FREIT Working Paper no 1089**, (with Savita Gautam), <http://www.freit.org/WorkingPapers/Papers/TradePolicyRegional/FREIT1089.pdf>

#### 2015

- “*What Drives Early Internationalisation - A Study of the Indian IT Industry*”, with Rishika Nayyar and Vishakha Bansal, at the **4<sup>th</sup> Biennial Indian Academy of Management Conference**, IIM Lukhnow (Noida Campus) December 11 -13, 2015.
- *Impact of FTAs on Trade Flows: A Study of the India– Sri Lanka Free Trade Agreement (ISFLTA)*, (with Anoma Abhyaratne), FREIT Working Paper no 983, <http://www.freit.org/WorkingPapers/Papers/TradePolicyRegional/FREIT983.pdf>
- “*What Drives Early Internationalisation of Indian Knowledge Intensive Firms ? - A Study of Precocity*”, with Rishika Nayyar and Vishakha Bansal at **The International Conference on Organization and Management**

**(ICOM) 2015, Asia Academy of Management and College of Business Administration, Abu Dhabi University, Abu Dhabi November 22-23, 2015.**

- “*Drivers of Early Internationalisation of Indian Technology Intensive Firms*,” with Rishika Nayyar and Vishakha Bansal, at the **Paper Development Workshop, AIB Annual Conference Bengaluru, June 2015.**
- “*What Drives Early Internationalisation? A Study of Technology Intensive Firms from India*”, with Rishika Nayyar and Vishakha Bansal, for the **UNCTAD - Reading International Business Conference, Henley Business School, University of Reading, UK, 13-14 June 2015.**
- “*Japanese Joint Ventures in India- Cultural Constituents of Alliance Management Capability*”, with Richa Awasthy, Kalpana Narain and Rishika Nayyar at the **28th Annual Meeting of the Association of Japanese Business Studies (AJBS) June 26-27, 2015, Bengaluru, India.**

**2014**

- *Drivers of Emerging-Market Cross Border Mergers & Acquisitions: Evidence from the Indian IT Industry*, (with R N Kar, Amit Soni and Gabrielle Suder ), at the **Academy of International Business Annual Conference, June 2014, Vancouver Canada.**
- *Motives and Location Choice - A Study of FDI between India and Latin America and Caribbean (LAC)*, ( with Niti Bhasin and Rishika Nayyar) at **Vision 2020, Sri Guru Gobind Singh College of Commerce, Delhi University, March 2014.**

**2013**

- *Migrant Networks as Drivers of International Entrepreneurship – an exploratory analysis of the Indian IT industry*, (with Mukesh Bagoria), paper accepted at the International Workshop on **Migrants: Transnational Entrepreneurs or Entrepreneurial Refugees**, organised by the UNU Merit and Maastricht School of Management, May 30 -31, 2013.

**2012**

- *Resource Dynamics of Outbound Acquisitions: Evidence from the Indian IT industry*, (with R.N Kar) – paper presented at the **International Conference on Multinational Enterprises and Sustainable Development (MESD)**, December 2012, New Delhi.
- *Diasporas and International Entrepreneurship – Evidence from the Indian IT industry* – (with Mukesh Bagoria), paper presented at the **All India Workshop on American Studies**, organised by the Banaras Hindu University and the American Centre new Delhi, Varanasi, September 2012.

**2011**

- *Community Radio in Gurgaon – An Entrepreneurial Venture Towards creating an Inclusive City*, paper presented at the **10th International Entrepreneurship Forum**, University of Essex, 9th – 11th January 2011, Bahrain

**2010**

- *The Born Global Entrepreneur*, Paper presented at the NHRDN Global Conference on “**Towards the Next Orbit**” 1st – 3rd December, 2010, New Delhi.
- *International Entrepreneurship - an Indian Case Study* - Paper presented at the 2nd Copenhagen Conference on: ‘**Emerging Multinationals Outward Investment from Emerging and Developing Economies**’, 25-26 November 2010, Copenhagen Business School, Denmark.
- *Strategic Alliances in a changing Global order - a Study of the Indian Pharmaceutical Industry*, Paper presented for the **International Conference on Strategy and Organisation**, 14 – 15 May 2010, IMT, Ghaziabad, India.

**2009**

- *The Global Start Ups from Indian IT – A Case Study*, Paper submitted for the **VII AIB – India International Conference on Global Economic Crisis: Challenges and Opportunities** 17th to 19th December 2009

**2008**

- “*Motives and Strategy of Cross border M&As – A Study of the IT Industry*”, at the **Association of Asia Scholars International Conference on Sustainable Development – Challenges for Asian Societies**, November 2008, Punjabi University, Patiala.
- “*Polyinclusive Strategies for the Development of Cities*”, at the 24th **International EGOS Colloquium** on “*Upsetting Organisations*”, Amsterdam, Netherlands, July 2008.
- “*Prosperity and Inequality in Cities of India*”, at National Seminar on *Globalization and Inclusive Growth*, BIMTECH, Noida, July 2008.

**2007**

- “Strategies for the Development of Inclusive Cities” (with H.S Gill) at an International Colloquium on “Challenges in Organizing and Managing in rapidly Emerging Economies”, **APROS 12**, MDI, Gurgaon, December 2007.

#### **NATIONAL CONFERENCE PAPERS / PRESENTATIONS (Referee)**

**2017**

*Diaspora Networks as Drivers of Indian Global Technology Start Ups – A Case Study* – at the **International Conference on Indian Economic Transformation Through revival of Manufacturing Sector and Start Up Eco – System**, Ramanujam College Delhi University, 21 -22 September 2017

*Trade Creation and Trade Diversion: India’s Experience in APTA and ISCECA*, with A Abhyaratne, V Madhukar and Kanika Bankhad, at the National Conference on “**Managing Indian Economy: Challenges for Future**”, Department of Management Studies, Deen Dayal Upadhyay College, Delhi University, 11th February 2017

**2016**

- *Delhi Metro Rail Corporation: Sustainability on Wheels*, (with Neha Arora), at the National Seminar on **Emerging Issues of Climate Change – Sustainability and Economic Implications**, 21 -22 October 2016, Sri Aurobindo College, Delhi University
- ‘*Sources and Antecedents of Conflict - A Case Study of Global Virtual Student Teams*’, with Richa Awasthy, at the **National Seminar on Social Harmony and Well Being : Issues and Challenges**, Sri Aurobindo College (Eve) Delhi University, 18 – 19 March 2016

**2015**

- ‘*What Drives Early Internationalisation ? A Study of The Indian IT Industry*’, with Rishika Nayyar and Vishakha Bansal, at the **4th Biennial Indian Academy of Management Conference**, at IIM Lucknow Noida Campus, NCR, Dec 11-13, 2015.
- *Impact of FTAs on Trade Flows – A Study of the India – Sri Lanka Free Trade Agreement (ISLFTA)*”, with Anoma Abhyaratne and Preeti Agarwal, in the **National Conference on Business Transformation in Contemporary World -Issues and Challenges**, 31st October, 2015, Bharti College, Delhi University
- *Regional Economic Integration and Trade Flows –Lessons from the India – Sri Lanka Free Trade Agreement (ISLFA)*, with Anoma Abhyartane and Preeti Aggarwal at the **National Conference on Emerging Challenges & Opportunities in Business & Economic Environment, 3rd & 4th, November 2015 Zakir Hussain (Eve) College, Delhi University.**

**2009**

- *Strategic Orientation of the India Pharmaceutical Industry in a Dynamic Competitive Landscape*” at the 6<sup>th</sup> National Seminar on “**Managing Business in the Present : Lessons form past, Strategies for the Future**, Amity University, Gurgaon , November 2009

**2008**

- “*International Venturing: Emerging Paradigms – A Study of Indian IT Industry*” at National Seminar on *Building and Sustaining Competitiveness in the Global Era* at the Amity Business School, Manesar, October 2008.

**2004**

- “*Capital Mobility and Growth - A Developing Country Perspective*,” paper presented at National seminar on Management and Technology: Vision 2010, at the Amity Business School, Manesar, April 2004.

**2003**

- “*The Indian Experience with a New Exchange Rate Regime*”, paper presented at Professional Development Programme conducted by the Center for Professional Development in Higher Education, University of Delhi, South Campus, April 2003.

#### **PAPERS (Non Refereed)**

- *Sustainability on Wheels – A Case Study of DMRC* (with Neha Arora), **The Discussant Vol 4, No 4, Oct – Dec 2016**, ISSN 2250 – 3412.
- “Accelerated Internationalisation Experiences – Lessons from the Indian Born Global Firm”, *Uday*, Department of Commerce, Delhi School of Economics, September 2012.
- Conquering the Chinese Market, *BRAND – I*, MIB, Department of Commerce, Delhi School of Economics, August 2011, . [http://issuu.com/zigu/docs/brandi\\_mag?e=3280267/3694039](http://issuu.com/zigu/docs/brandi_mag?e=3280267/3694039).
- “Whose City is this Anyway”, *Aditi*, Sri Aurobindo College (Evening), Delhi University, March 2010

- “Cities in a Global Perspective” (with H.S Gill), *National Realty*, Vol 1(XI), NAREDCO, New Delhi, December 2007.
- “Financial Liberalisation and Growth in the Developing World”, *INITIATIVE*, Vol. 3, Deen Dayal Upadhyaya College, Delhi University, February 2006.

#### **WORKSHOPS / SEMINARS / LECTURES**

##### **2020 -21**

- Panelist in virtual panel discussion on “Resilience, Sustainability and Leadership: Hope and Possibilities”, organised by *The British Council in India and Association of Commonwealth Scholars and Fellows (ACSF)*, 19<sup>th</sup> December 2020
- Conducted Enactus Webinar on Social Entrepreneurship with Greensole founder Shriyans Bhandari, May 2020
- “Latest developments in International Business” – PGDAV College, University of Delhi, 16<sup>th</sup> May 2020.
- “International Business in the post-Covid scenario” – Atma Ram Sanatan Dharam College, University of Delhi, 22<sup>nd</sup> May 2020.

##### **2019-20**

- Track Chair International Business at the Indian Academy of Management (INDAM) Conference 2020, 1-3<sup>rd</sup> January 2020.
- Expert at the Departmental Research Committee, School of Management, Amity University, Manesar.
- Keynote speaker at International Conference on “Recent Advances and Challenges in Finance and Marketing”, at Mata Sundri College for Women, University of Delhi, 6<sup>th</sup> – 7<sup>th</sup> September 2019.
- “Doing Business across Cultures, at Laxmibai College, Delhi University, 26<sup>th</sup> April 2019.

##### **2018 -19**

- 13<sup>th</sup> December – FDP session on “Doing Business Abroad”, at PGDAV College University of Delhi.
- 12<sup>th</sup> December – Session on “International Trade in a Globalising World” at the International Conference on *International Trade - Trade Wars*, at St Berchmans College, Chanagancherry, Kerala.
- 17<sup>th</sup> May - Round table on, “Empowering Women in India”, with Ambassador Jennifer Galt, Principal Deputy Assistant Secretary (PDAS) for Educational and Cultural Affairs (ECA) at the U.S. State Department in Washington, at the American Centre, New Delhi
- 11<sup>th</sup> May - Keynote speaker at the 4<sup>th</sup> Marketing Conference, at Apeejay School of Management, New Delhi

##### **2017 -18**

- 18<sup>th</sup> March - Keynote Speaker at the Book Launch of “*Transient Reflections Impressions Permanent*”, by Rajat Lal, at the India International Centre, New Delhi.
- 19<sup>th</sup> March - Keynote Speaker at the Faculty Interaction Programme on ‘Emerging Issues Influencing International Business’, PGDAV College, Delhi University.
- February 13<sup>th</sup> - Round table on, “Female Empowerment in Male Dominated Industries”, with American filmmaker Kelly Cox, at the American Centre, New Delhi.
- February 5<sup>th</sup> - Lecture on “*Cultural Environment of International Business*”, at Apeejay School of Management, New Delhi

##### **2017**

- November 10 - Session Chair at ICSSR sponsored national seminar on “*Contemporary Strategies for Sustainable Development: Marketing and HR*”, Department of Management Studies, Deen Dayal Upadhyaya College, Delhi University.
- October 26 – Resource person in the web chat *The Global Entrepreneurship Summit*, hosted by the American Embassy, New Delhi and Washington DC, on “*Diversity in Business – Prosperity for All*” with women entrepreneurs in Washington DC USA  
<https://www.facebook.com/StateDRL/videos/vb.276255930954/10155961563540955/?type=2&theater> ;  
<https://www.youtube.com/watch?v=3LoJc6li57g>
- September 27 - Roundtable at the American Centre on Emerging Issues in American Studies for Indian Universities
- March 7 – Lecture on “Changing Dimensions of Culture in International Business”, Apeejay School of Business, Dwarka, New Delhi.

##### **2016**

- September - Participant in the Townhall on “The Internet Economy”, at the American Centre, New Delhi.

- March – Chaired a technical session on the “Financial and Economic Viability of Business Models” at the “*International conference sustainable business models: innovative strategies and practices*’, organized by Shyamlal College, Delhi University, India.
  - February 2016 – Lecture delivered on “The Role of Culture in International Business” at seminar on “*Culture and its interface with Global Marketing*”, Apeejay Business School , Dwarka, New Delhi.
- 2015**
- February 2015 - Chaired a technical session in the *International Conference on Business and Management* at Deen Dayal Upadhyay College , Delhi University
- 2014**
- November 2014 – Speaker at the round table on “ Dialogue on Economic Development of the North – East”, organised by the Oval Observer Foundation, London, UK.
- 2013**
- December 2013 - Lecture on “American Economy – an Overview”, at the *All India Faculty Development Workshop for Implementation of American Studies Curriculum, Pedagogy for Course Content Delivery*, Lucknow University.
  - August 2013 – Discussant at the roundtable on *Indo – US Relations*, American Centre, New Delhi
- 2012**
- September 2012 - All India American Studies Workshop, Banaras Hindu University and American Centre, Varanasi. “America and India – Social media and the Youth”
- 2010**
- December 13-14, 2010 - The Workshop on “Innovative Pedagogy for American Studies in India”
- 2009**
- September 2009. Workshop on *The Case Study Method of Teaching* organised by IIM Ahmedabad and the Department of Commerce, Delhi School of Economics, Delhi University.
  - November 2009 - Chaired a session at the 6<sup>th</sup> National Seminar on *Managing Business in the Present : Lessons from the Past, Strategies for the Future*, at the Amity Business School, Manesar, Gurgaon
- April 2003, Professional Development Programme “Advances in Corporate Finance, Accounting and Taxation” conducted by the Center for Professional Development in Higher Education, University of Delhi, South Campus.
  - September 2002, Workshop on Emerging Issues in Accounting and Finance at the Department of Financial Studies, University of Delhi, South Campus.
  - September 2001- Professional Development Programme in Commerce at the Centre for Professional Development in Higher Education, University of Delhi.
  - August 2001- Faculty Development Programme organized by the Institute of Chartered Financial Analysts of India.
  - March 1998- Professional Development Programme “Markets Revisited” conducted by the Center for Professional Development in Higher Education, University of Delhi, South Campus.
  - November 1997- National Colloquium on “Indian Financial System: Emerging Issues and Implications”, organized by the Sri Ram College of Commerce, Delhi.
  - March 1997, Professional Development Programme in “Human Resource Management: Trends and Development” at the Center for Professional Development in Higher Education, University of Delhi.