

RAJA ROY

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EDUCATION

- 1998-2003: *Doctor of Philosophy*, Katz Graduate School of Business, University of Pittsburgh, and Pittsburgh. (*Major: Strategic Management*).
- 1993-1995: *Master of International Business*, Indian Institute of Foreign Trade, New Delhi, India. (*Specialization: International Marketing*).
- 1987-1991: *Bachelor of Production/Manufacturing Engineering*, Jadavpur University, Calcutta, India. (*Specialization: Industrial Robotics*).

WORK EXPERIENCE

- 2003- present: *Assistant Professor in Strategy and Entrepreneurship*, A.B. Freeman School of Business, Tulane University, New Orleans, LA, USA.
- 1995-1998: *Manager (Exports)*, Hindustan Lever Ltd. (Subsidiary of Unilever PLC.), Mumbai (Bombay), India.
- 1991-1993: *Commercial Executive*, CESC Ltd. (Formerly The Calcutta Electric Supply Corporation Ltd., a subsidiary of RPG Enterprises), Kolkata (Calcutta), India.

INDUSTRY EXPERIENCE

- Consumer Goods Manufacturing and Distribution: *Manager (Exports)*, 1995-1998, Hindustan Lever Ltd., Bombay, India
- Leather Footwear Manufacturing: *Summer Internship*, 1994, Bata India Ltd., Calcutta, India
- Electricity Generation and Distribution: *Executive*, 1991-1993, Calcutta Electric Supply Corporation, Calcutta, India
- Automobile Tire Manufacturing: *Management Trainee*, 1991, Dunlop India Ltd., Calcutta, India

- Aluminum and Flexible Packaging Goods Manufacturing: *Summer Internship, Third Year Engineering, 1990*, India Foils Ltd., Calcutta, India.
- Heavy Engineering and Locomotive Products Manufacturing: *Summer Internship, Second Year Engineering, 1989*, Burn Standard Company Ltd., Calcutta, India.

RESEARCH INTERESTS

- Role of user innovators during technological changes
- Response of firms to technological changes.
- Firm capabilities and their role during technological changes.
- Disruptive technological changes
- Dynamic capabilities
- Multipoint competition.

PUBLICATIONS

- 2006: Niche width revisited: Organizational scope, behavior, and performance, *with Prof. Olav Sorenson, Prof. Susan McEvily, and Prof. Charlotte Ren (forthcoming, Strategic Management Journal)*.
- 2004: Incumbent survival during market fusion in matured industries: The influence of component and architectural capabilities on the survival of U.S. machine tool manufacturers during 1975-1995, with Prof. Susan McEvily, *Advances in Strategic Management, Vol. 21*, Eds. J.A.C. Baum, J.A.C. and A. McGahan. Elsevier Science: Amsterdam.

WORKING PAPERS

- 2008: User manufacturers and product innovation in Industrial Robotics industry, *with Prof. Rajshree Agarwal (University of Illinois, Urbana-Champaign), Prof. M.B. Sarkar (University of Central Florida)*.
- 2008: Evolution of the Industrial Robotics Industry, *with Prof. Rajshree Agarwal (University of Illinois, Urbana-Champaign), Prof. M.B. Sarkar (University of Central Florida), and Prof. Ralph Hollis (Robotics Institute, Carnegie-Mellon University)*. Status: Data collection, involving product performance characteristics of almost all the industrial robots ever introduced into the world market from the late-1960s onwards, is complete. Data entry into spreadsheet complete.

GRANTS

- 2007: Tulane Research Enhancement Fund: Technological Innovation in Industrial Robotics industry: Case study of four market-leaders- Asea Brown Boveri, Kawasaki Heavy Industries, Yaskawa-Motoman, and Fanuc Robotics, *with Prof. M.B.Sarkar*, \$ 21,800
- 2007: Tulane Research Enhancement Fund: The R&D Laboratory: The Role of Structure and Integration Routines in Invention and Innovation, *with Prof. Laura Cardinal and Prof. Alex Sleptsov*, \$27,000
- 2001: National Science Foundation: Incumbent Resurgence: Lessons from the U.S. Machine Tool industry, 1975-1995, *with Prof. Susan McEvily*, \$ 60,000

AWARDS

- 2007: BSM Teacher Honor Roll for Elective Courses, Spring Semester
- 2007: Nominee for Howard W. Wissner Award for Excellence in Teaching, Spring Semester
- 2004: Finalist, BPS Division Best Dissertation Award.
- 2003: Finalist, McKinsey/SMS Best Conference Paper prize.

CONFERENCE AND INVITED PRESENTATIONS

- 2007: Disruption lies in the eye of the beholder: Firm capabilities and endogeneity of the 'Christensen Effect', *Sloan Industry Studies Annual Meeting, April 2007, Cambridge, MA.*
- 2007: Disruption lies in the eye of the beholder: Firm capabilities and endogeneity of the 'Christensen Effect', *International Robotics and Visison Show, June 2007, Chicago, IL.*
- 2006: Role of firm capabilities during market fragmentation in mature industries, *with Prof. Violina Rindova, Academy of Management Conference, Atlanta.*
- 2006: Disruption lies in the eye of the beholder: Firm capabilities and the differential effects of disruptive technological change in the Industrial Robotics industry, *Third Atlanta Competitive Advantage Conference, Emory University, Atlanta.*
- 2005: Technology strategies, capabilities, and incumbent survival during market fusing technological change in the matured U.S. machine tool industry, 1975-1995, *Economic Research Unit, Indian Statistical Institute, Kolkata (Calcutta), India.*

- 2004: Technology strategies, capabilities, and incumbent survival during market fusing technological change in the matured U.S. machine tool industry, 1975-1995, *Fourth Wharton Technology Miniconference, University of Pennsylvania, Philadelphia.*
- 2004: Technology strategies, capabilities, and incumbent survival during market fusing technological change in the matured U.S. machine tool industry, 1975-1995, *First Atlanta Competitive Advantage Conference, Emory University, Atlanta.*
- 2003: Technological change and firm survival in U.S. machine tool industry, *with Prof. Susan McEvily and Prof. Olav Sorenson, Strategic Management Society Conference, Baltimore.*
 - Finalist for 2003 McKinsey/SMS Best Conference Paper Prize
- 2003: Technological and Complementary Capabilities and Survival of U.S. Machine Tool Incumbents, 1975-1995, *Academy of Management Conference, Seattle.*
- 2003: Firm Capabilities, Strategies and Survival: Technological Challenge in Machine Tool Industry, 1975-95, *with Prof. Susan McEvily, Academy of Management Conference, Seattle.*
- 2002: Diffusing the Shadow of the Future: Technological Innovation and (Non) Mutual Forbearance, *with Prof. John Prescott, Academy of Management Conference, Denver.*
- 2002: Niche width revisited: The scope of the firm and organizational reliability, *with Prof. Olav Sorenson and Prof. Susan McEvily, European Group for Organisational Studies (EGOS) Conference, Barcelona, Spain.*
- 2002: Incumbent Resurgence: Strategies for Surviving Competence-Destroying Environmental Shocks- Lessons from the U.S. Machine Tool Industry, *CCC Doctoral Consortium, Boston University.*
- 2001: Surviving Radical Technological Shocks: Lessons from the U.S. Machine Tool Industry, *with Prof. Susan McEvily, Technology and Operations Management Unit Seminar, Harvard Business School.*
- 2000: Incumbent Resurgence: Strategies for Surviving Competence-Destroying Environmental Shocks, *with Prof. Susan McEvily, Institute for Operations Research and the Management Sciences (INFORMS) Conference, San Antonio, Texas.*
- 1999: How Does Industry Context Influence Firm Profits? Resources vs. Rivalry, *with Prof. Susan McEvily, Academy of Management Conference, Chicago.*

TEACHING EXPERIENCE

- Tulane University: CMBA 663-03 (Houston Professional MBA Core), *Strategy Formulation*, Instructor
- Tulane University: GMGT 630 (Graduate Core), *Practice of Management IV: Entrepreneurship*, Instructor
- Tulane University. GMGT 731 (Graduate elective), *Management of Technology and Innovation*, Instructor.
- Tulane University: STRE 461 (Senior Undergraduate elective), *Managing New Venture Creation*, Instructor.
- Tulane University: GMGT 415 (Senior Undergraduate core), *Management Policy*, Instructor.
- Tulane University: STRE 421/GMGT-431 (Senior Undergraduate elective), *Management of Technology and Innovation*, Instructor.
- University of Pittsburgh: BUSSPP 1080 (Senior Undergraduate), *Strategic Management*, Instructor.
- University of Pittsburgh: BSEO 2406 (Full-time MBA), *Competing in Global Environment*, Teaching Assistant to Prof. John Prescott and Lecturer in several sessions.
- University of Pittsburgh: BFAE 2401 (International EMBA, Brazil), *Economic Analysis for Managerial Decisions: Firms & Markets*, Teaching Assistant to Prof. Esther Gal-Or.

TEACHING INTERESTS

- Strategic Management
- Management of Technology and Innovation.
- Entrepreneurship

PROFESSIONAL SERVICE

- 2006-2008: Member, Behavioral Sciences Area Speakers Committee.
- 2007: Member, Behavioral Science Ph.D. Curriculum Committee.
- 2006-2007: Member, Graduate Curriculum Committee, A.B.Freeman School of Business, Tulane University.

- 2006-2007: Member, Dean's Advisory Committee, A.B.Freeman School of Business, Tulane University.
- 2006-2007: Member, Strategy Group Committee for developing new undergraduate Managing New Venture Creation course.
- 2004-2005: Member, Recruitment Committee, Strategy and Entrepreneurship, A.B.Freeman School of Business, Tulane University.
- 2004-2005: Member, Undergraduate Curriculum Committee, A.B.Freeman School of Business, Tulane University.
- 2004-2005: Member, Strategy Group Committee for developing new undergraduate Management of Technology and Innovation course.
- 2003-2004: Member, Recruitment Committee, Strategy and Entrepreneurship, A.B.Freeman School of Business, Tulane University.

REVIEW SERVICE

- Ad-hoc reviewer, Organization Science Journal.
- Ad-hoc reviewer, Management Science Journal.
- Ad-hoc reviewer, Academy of Management Journal

PROFESSIONAL ACTIVITIES

- Member, Academy of Management
- Member, Robotics Industries Association, Ann Arbor, MI.
- Member, Society of Manufacturing Engineers, Dearborn, MI.
- Member, Strategic Management Society.
- 2004: TIM Division New Faculty Consortium, Academy of Management Conference, New Orleans.
- 2002: Doctoral Consortium, TIM Division, Academy of Management Conference, Denver.
- 2001: Doctoral Consortium, BPS Division, Academy of Management Conference, Washington D.C.
- 1999: New Doctoral Students' Consortium, Academy of Management Conference, Chicago.