

# Sandeep Pillai

ENTREPRENEURSHIP & FAMILY BUSINESS

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## ARTICLES IN SCHOLARLY JOURNALS

PILLAI S., GOLDFARB B., KIRSCH D.

**Lovely and likely: Using historical methods to improve inference to the best explanation in strategy**  
Strategic Management Journal, 2024

PILLAI S., GOLDFARB B., KIRSCH D. A.

**The origins of firm strategy: Learning by economic experimentation and strategic pivots in the early automobile industry**  
Strategic Management Journal, 2020, vol.41, no. 3, pp.369-399

GOLDFARB B., ZAVYALOVA A., PILLAI S.

**Did victories in certification contests affect the survival of organizations in the American automobile industry during 1895-1912? A replication study**  
Strategic Management Journal, 2018, vol.39, no. 8, pp.2335-2361

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## PROCEEDINGS/PRESENTATIONS

PILLAI S., DATAR A.

**A Re-Examination of Detroit's Emergence - The Role of Production Capabilities**

*84th Annual Meeting of the Academy of Management, August 9-13 2024, Chicago, IL, United States of America*

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