

Sandeep Pillai ENTREPRENEURSHIP & FAMILY BUSINESS

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, vol.45, no. 8, pp.1539–1566

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

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