

# Sandeep Pillai

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ASSISTANT PROFESSOR

**Entrepreneurship & Family Business**

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## Biography

Sandeep Pillai is an Assistant Professor in the Department of Management and Technology at Università Bocconi where he teaches Entrepreneurship and Econometrics courses for master's students and a Management course for undergraduates. He serves the scholarly community by reviewing articles for journals and conferences and organizing symposia and workshops at conferences. Before academia, he worked as an electrical engineer for various electrical utilities in Ontario for seven years.

His research interests focus on Entrepreneurship, Industry Evolution, Organizational Learning, Philosophy of Science, Abduction, Inference to the best explanation, Automobile Industry, History. He explores the determinants of firm performance in nascent industries. Using historical and statistical methods, he explores antecedents & consequences of entrepreneurial uncertainties & capabilities. He has written articles on his topics of interest in the Strategic Management Journal.

He has a Master's in Engineering (Electric Power) from the University of Waterloo in Canada, an MBA – Master of Business Administration from the University of Toronto, and a Ph.D. in Strategic Management & Entrepreneurship from the University of Maryland.

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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, 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

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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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