

## REKHA KRISHNAN

Associate Professor of International Business and Entrepreneurship  
Beedie School of Business, Simon Fraser University  
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### EDUCATION

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#### **PhD in Business** (March 2006)

Tilburg University, CentER Graduate School, Tilburg, The Netherlands

#### **Master's in Business Economics** (August 1997-January 2000, Distinction with Second Rank)

Cochin University of Science and Technology

#### **B.A. in Economics** (June 1994 - July 1997, Distinction with Third Rank)

Calicut University, Calicut, Kerala, India

### ACADEMIC POSITIONS

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#### **Beedie School of Business, Simon Fraser University**

Associate Professor of International Business and Entrepreneurship, September 2019-Current

Associate Professor of International Business, September 2013—Current

Assistant Professor of International Business, September 2006—2013

#### **IRISS, Stanford University**

Visiting Scholar, September 2013—August 2014

Visiting Scholar, September 2015—April 2016

Visiting Scholar, September 2017—December 2017

### RESEARCH

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#### ***PhD Thesis*** (Completed: March 2006)

*Title:* 'When is trust produced and when does it matter? Taking a closer look at trust and alliance performance'.

*Thesis Committee:* Profs. Niels Noorderhaven (Chair), Jean-Francois Hennart, Andrew Inkpen & Xavier Martin

*Winner of the Best Dissertation Proposal Award at European International Business Academy (2001)*

*One of the three finalists for the Gunnar Hedlund Best Dissertation Award (EIBA-2006)*

*Winner of the Richard Farmer Best Dissertation Award (AIB-2007)*

*One of the finalists for the BPS Outstanding Dissertation Award (AoM-2007)*

#### **Research Interests**

Interaction Rituals, Social Networks, Status Dynamics, Entrepreneurship, Emerging Economies, Ethnography, Field Experiments

### REFEREED CONTRIBUTIONS

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#### **Articles in Scholarly Refereed Journals**

Eapen, A., and Krishnan, R. 2019. Transferring tacit know-how: Do opportunism safeguards matter for firm boundary decisions? *Organization Science*, 30(4): 715-734. (Impact factor: 3.257, Citations in Google Scholar: 1)

Krishnan, R., Geyskens, I., Steenkamp, J.B. 2016. The Effectiveness of contractual and trust-based governance in strategic alliances under behavioral and environmental uncertainty. *Strategic Management Journal*, 37(12): 2521-2542. (Impact factor: 5.572, Citations in Google Scholar: 67)

Krishnan, R., and Kozhikode, R.K. 2015. Status and corporate illegality: Illegal loan recovery practices of commercial banks in India. *The Academy of Management Journal*, 58(5): 1287-1312 (Lead Article). Impact factor: 7.191, Citations in Google Scholar: 33)

Geyskens, I., Krishnan, R., Steenkamp, J.B.E.M., & Cunha, P. 2009. 'A review and evaluation of meta-analysis practices in management research'. *Journal of Management*, 35(2): 393-419. (Impact factor: 9.056, Citations in Google Scholar: 282)

Janowicz, M., & Krishnan, R. 2009. 'Measures for dealing with competence and integrity violations of interorganizational trust at the corporate- and operating-levels of organizational hierarchy'. *Journal of Management Studies*, 46(2): 245-268. (Impact factor: 5.839, Citations in Google Scholar: 84)

Eapen, A., Krishnan, R. 2009. 'Conform or rebel: When does keeping to the rules enhance firm performance?' *Canadian Journal of Administrative Sciences*, 26: 95-108.  
**Winner of the CJAS' Verity International Award** for Overall Outstanding Paper in Management  
*CJAS' most downloaded paper in 2010* (Citations in Google Scholar: 12)

Krishnan, R., Martin, X., Noorderhaven, N. 2006. 'When does trust matter to alliance performance?' *Academy of Management Journal*, 49 (5):894-917. (Impact factor: 7.191, Citations in Google Scholar: 1036)

### **Book Chapter**

Krishnan, R., Noorderhaven, N. & Eapen, A. Collaboration across borders: Benefits to firms in an emerging economy. In Verbeke, A. & Merchant, H. (Eds.), *Handbook of Research on International Strategic Management*, Cheltenham, United Kingdom: Edward Elgar

Aulakh, PA., Jiang, MS., Krishnan, R. Managing risks in cross-border licensing alliances: Interdependence, contract structure and knowledge transfer in T.K. Das (Ed.), *Research in Strategic Alliances*. Information Age Publishing (IAP).

### **Cases**

Krishnan, R. 2003. Making Well and Making Profit: A Biotechnology Drug Dispute in India. ECCH Case Study 703-004-1. **European Case Clearing House**: Cranfield, 21 pp. (Contribution: 100%)

### **FORTHCOMING CONTRIBUTIONS AND WORKING PAPERS**

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#### **Revise and Resubmit**

Krishnan, R., Cook, K., Kozhikode, RK., Schilke, O. Interaction rituals and the stability of generalized exchange: Evidence from a Silicon Valley Accelerator.

Kozhikode, RK & Krishnan, R. 'Status Attainment Discrepancies of New CEOs and Status Begetting Risk Taking'

#### **Under Review**

Kozhikode, RK., Krishnan, R., Li, JT. Protestors in the polity: Electoral victory of social movements and entrepreneurial mobilization in contentious markets. *Under Review* in *American Sociological Review*

### **Out for Friendly Reviews**

Krishnan, R., Newman-Kahindi, A., Kozhikode, RK. Status-based competition in underground markets: An ethnographic study of economic life in Tanzanian refugee camps. *Under Preparation for Submission to Administrative Science Quarterly.*

Kozhikode, RK., Krishnan, R. Can markets temper radicals? *Under Preparation for Submission to American Sociological Review.*

### **Data Analysis Completed**

Backstage rituals as a coping mechanism for entrepreneurial failure: An ethnographic study of early stage entrepreneurs in a Vancouver based accelerator. (with Rajiv Kozhikode and Laura Lam)

Contentment as a barrier to entrepreneurship: A study of entrepreneurial opportunity recognition in Tribal Villages in India. (with Rajiv Kozhikode and Krithika Sendhil)

Interaction rituals and the discrimination against women entrepreneurs: A field experiment in Tribal Villages in India. (with Rajiv Kozhikode and Neethu Parvathy)

Do high status firms enjoy favorable treatment in courtrooms? (With Rajiv Kozhikode). *Data analysis in progress.*

### **GRANTS**

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2017	<b>SSHRC- Insight Research Grant</b> (114,908 CAD), Principal investigator
2017	<b>CPA Innovation Center Grant</b> (7000 CAD)
2016	<b>VPR SSHRC Bridging Grant</b> (10.000CAD)
2009	<b>SSHRC- Standard Research Grant</b> (67,383 CAD), Principal investigator
2008	<b>SSHRC- 4A Status.</b> Discovery park grant (9,035 CAD), Principal investigator
2008	<b>SSHRC Grant-Small</b> (4,732 CAD), Principal investigator
2002	<b>Philip Law Case Writing Scholarship</b> (1000 EUR) granted by the European Case Clearing House (ECCH), Cranfield, UK

### **AWARDS**

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2010	<b>CJAS' Verity International Award</b> for Overall Outstanding Paper in Management
2009	<b>Research Honor Roll.</b> Simon Fraser University
2008	<b>Research Honor Roll.</b> Simon Fraser University
2007	<b>Finalist</b> for the <b>Blackwell Outstanding Dissertation Award</b> awarded by the Business Policy and Strategy Division of the Academy of Management.
2007	<b>Winner</b> of the <b>Richard Farmer Best Dissertation Award</b> awarded by the Academy of International Business.

- 2006 One of the three **finalists** of the **Gunnar Hedlund Best Dissertation Award** awarded by IIB Stockholm.
- 2005 **Wendy McDonald Fellowship** (10,000 CAD) granted by Simon Fraser University, Canada
- 2002 **Philip Law Case Writing Scholarship** granted by the European Case Clearing House (ECCH), Cranfield, UK
- 2001 **Best Thesis Proposal Award** awarded by the European International Business Academy at its annual Conference held in Paris
- 2000 **University Second Rank Holder** for Masters' degree program in Business Economics, Cochin University of Science & Technology, Kerala, India
- 1999 **Jan Tinbergen Scholarship** awarded by NUFFIC, The Netherlands
- 1997 **University Third Rank Holder** for BA in Economics, University of Calicut, Kerala, India

#### NON-REFEREED CONTRIBUTIONS

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##### Invited Presentations

Kellogg School of Management, Northwestern University, March, 2004  
Simon Fraser University, November 2004  
Rutgers Business School, December 2004  
Kansas University, December 2004  
Schulich School of Business, York University, December 2004  
HEC-Paris, January 2005  
David Lam Center lectures, Simon Fraser University, 2007  
Hong Kong University of Science & Technology (HKUST), 2008  
PhD Seminar, Stanford 2014  
Stanford Network Forum, 2016

##### Cases

Krishnan, R. 2002. Dancing with Strangers. Case Study. **The Smart Manager**, January issue (Indian Practitioner Journal. Editorial board members included Professors Sumantra Ghoshal (deceased), Nitin Nohria).

Krishnan, R. 2002. 'Hidden Battleground' Case Study, **The Smart Manager**, April issue.

#### CONFERENCES

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Krishnan, R., K. Cook, R. K. Kozhikode, O. S. Schilke. Social support ties among strategic actors? Tie formation dynamics among nascent entrepreneurs

- 2018 Academy of Management Annual Meeting, Chicago, IL

Kozhikode, R. K., and R. Krishnan. Acquisition spree of new CEOs: A consequence of social comparison with predecessors.

- 2017 Academy of Management Annual Meeting, Atlanta, GA

Kozhikode, R. K., J. Li, and R. Krishnan. 2016. The consequences of political inclusion of regional language movements in India.

- 2016 Academy of Management Annual Meeting, Anaheim, CA.

Eapen, A., Krishnan, R. Is opportunism redundant in the theory of the Multinational Enterprise?

- 2014 *Strategic Management Society*, Madrid
- 2012 *Academy of International Business Meeting*, Washington DC

Krishnan, R. & Kozhikode, R.K.. Status based model of corporate misconduct.

- 2012 *Annual Meeting of the American Sociological Association*, Denver, Colorado.
- 2011 *Annual Meeting of the Academy of Management, San Antonio* (Organization & Management Theory Division)

Martin, X., and Krishnan, R. 2010. 'Managing the Paradox of Trustworthiness. The Role of Experience Working Together'.

- *Annual Meeting of the Academy of Management, Montreal* (Organization & Management Theory Division)

Krishnan, R, Aulakh, P., Jiang, M. 2009. 'Relative Absorptive Capacity and Interorganizational Trust in Knowledge Seeking Alliances: Too Much of A Good Thing?'

- *Annual Meeting of the Academy of Management, Chicago* (Organization & Management Theory Division)

Jiang, M., Aulakh, P., Krishnan, R. 2009. Deliberate Learning from Partners: Tactics and Innovation Performance.

- *Annual Meeting of the Academy of International Business, San Diego*

Aulakh, P, Jiang, M & Krishnan, R. 2008 'Meet Me in the Middle: Interactional Absorptive Capacity and its Implication on Recipients'Innovation Performance'

- *Academy of Management Meeting, Anaheim, CA*
- *Annual Meeting of the Academy of International Business, Milan* (Competitive session)

Krishnan, R & Cunha, P. 2007. 'A Meta-analysis on Alliance Performance'

- *Annual Meeting of the Academy of Management, Philadelphia* (Organization & Management Theory Division)

Krishnan, R & Noorderhaven, N. 2004. 'How and When Does Governance Flexibility Influence Trust in International Strategic Alliances? An Empirical Study'.

- *Academy of Management Meeting, New Orleans* (Organization & Management Theory Division)
- *Annual Meeting of the Academy of International Business, Stockholm* (Competitive session)

Krishnan, R & Noorderhaven, N. 2003. 'Effects of structural conditions and process characteristics on alliance outcome'.

- *Academy of Management Meeting, Seattle* (International Management Division)
- *Annual Meeting of the Academy of International Business, Monterey* (Competitive session)
- *European International Business Academy, Athens* (2002 December)

Krishnan, R & Noorderhaven, N.2001. 'Alliance outcomes: The moderating effect of process' (conceptual paper).

- *Academy of Management Meeting, Washington DC* (Organization Management Theory Division)

- *European International Business Academy (EIBA), Maastricht (2000 December)*

Srinivasan, K, Krishnan, Rekha. & Krishnan, Rajiv. 2005. 'Simulating trust restoration behavior and its consequences for strategic alliance outcomes'.

- *Academy of Management Meeting, Honolulu, Hawaii (Organization Management Theory Division).*

Eapen, A. & Krishnan, R. 2004. 'Confirm or Rebel – Does keeping to the Rules Enhance Firm Performance'.

- *Academy of Management Meeting, Honolulu, Hawaii (International Management Division)*
- *Annual Meeting of the Academy of International Business, Stockholm (Competitive session)*

Krishnan, R & Noorderhaven, N. 2002. 'Collaboration across borders: Benefits to firms in an emerging economy.

- *Academy of Management Meeting, Denver (International Management Division)*
- *Annual Meeting of the Academy of International Business, Puerto Rico (Competitive session)*

## TEACHING

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### Courses

*At Simon Fraser University*

- PhD seminar on Entrepreneurship, Market Creation, and Socioeconomic Development
- Foreign Market Entry (4<sup>th</sup> year undergraduate course)
- International Business (3<sup>rd</sup> year undergraduate course)
- Global Business Environment (Executive MBA course, Fall 2008—co-taught with other faculty members)

## SERVICE

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### Service to the faculty

- *Fellow at the CIBC Centre for Corporate Governance and Risk Management, Faculty of Business Administration, Simon Fraser University, Canada*
- *Teaching Effectiveness Committee (2011)*
- *International Activities Committee (2006, 2007, 2009)*
- *Library Representative (2008)*
- *Appointments Committee (2012-2013)*
- *Teaching and Learning Committee (2014-2015)*
- *PhD Committee (2018)*
- *Visiting Scholar Committee (2018, 2019)*

### Service to the university

*Graduate Award Adjudication Committee (2008, 2009, 2010, 2011)*

### External service to the academic community

Editorial Board Member of

- (JTR) Journal of Trust Research

Ad-hoc reviewer for

- AMJ (Academy of Management Journal)

- AMR (Academy of Management Review)
- Organization Science
- JIBS (Journal of International Business Studies)
- Organization Studies
- Journal of Management Studies
- BJM (British Journal of Management)
- JWB (Journal of World Business)
- Annual Academy of International Business Meetings
- Annual Academy of Management Meetings
- SSHRC Grant proposal

**External service to the business community**

- *Serving on the board* of a Silicon Valley start-up, *Swiftlearn* since July 2012-December 2013.
- Advisor to NEXIN July 2018-Current
- Advisor to a start-up on stealth mode April 2019-Current

**NOTE**

I was on Maternity Leave between September 2010 and May 2011.

Updated on Nov 30<sup>th</sup>, 2019