

Curriculum Vitae: Nilesch Saraf

Associate Professor
Beedie School of Business
Simon Fraser University, Burnaby, BC

CONTACT DETAILS

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EDUCATION

2003 Ph.D. in Business Administration (MIS), Marshall School of Business,
University of Southern California, Los Angeles, USA
1996 Masters in Business Administration (MIS), Indian Institute of Management,
Lucknow, India
1993 Bachelors in Electronics Engineering (Minor: Communications), Maharaja
Sayajirao University, Baroda, India

EMPLOYMENT HISTORY AT ACADEMIC INSTITUTIONS

2011 - Associate Professor (with tenure), Beedie School of Business, Simon Fraser
University, Burnaby, BC, Canada
2004 - 2011 Assistant Professor, Beedie School of Business, Simon Fraser University,
Burnaby, BC, Canada
2003 - 2004 Instructor/Assistant Professor, Florida Atlantic University, Boca Raton,
Florida, USA
1998 - 2002 Research and teaching assistant, University of Southern California, Los
Angeles, USA

RESEARCH GRANTS, AWARDS AND RECOGNITION

Emerald Insights Citation of Excellence Awards (2011, 2014) for research article in MIS
Quarterly titled "Assimilation of enterprise systems: The effect of institutional
pressures and the mediating role of top management" (2007)
Simon Fraser University Internal Grants (2013-2015) \$9,800: Information Technology and
Organizational Performance: The Configurational Approach.
SSHRC Insight Grant (2013 – 2016). *Co-Investigator*. \$93,000 "E-Persuasion: The Art of
Persuading in Online Environments". Project Title: Funding Source (Agency):
SSHRC Standard Research Grant (2010 – 2013). *Principal Investigator*. \$59,000 "Firm-
Performance Impacts of IT Implementations and IT Capabilities".
SSHRC Standard Research Grant (2007 – 2010). *Principal Investigator*. \$59,000 "Network
Formation and Project Success of Open Source Software Projects" Collaborators:
Deepa Chandrasekaran (Lehigh) and Peter Monge (Southern California)
Small SSHRC Grant (2009) (PI: Karen Ruckman, *Co-Applicant*: Nilesch Saraf). \$9,000
"Imitation of service capabilities: an investigation of Indian information technology
outsourcing vendors".

SSHRC 4A (2006). *Principal Investigator*. \$10,000. "Network formation and project success of open source software projects". Collaborators: Deepa Chandrasekaran (Lehigh) and Peter Monge (Southern California)

Small SSHRC Grant (2005). (PI: Blaize Reich, *Co-Applicant*: Nilesh Saraf). \$7000 "The Business Value of Enterprise Application Integration (EAI): A Knowledge-Based Approach

Runner-up: ACM Best Doctoral Dissertation Competition at the International Conference in Information Systems (ICIS), Seattle, WA, Dec 2003.

Merit scholarship from Gujarat State Government, India (Grade 12th state-wide rank: 36)

RESEARCH ACTIVITY

Journal Articles (Published/ Forthcoming)

1. Liang, H.G., N. Saraf, Q. Hu, and Y.J. Xue (2007). "Assimilation of enterprise systems: The effect of institutional pressures and the mediating role of top management," **MIS Quarterly**, 31:1, 59-87. (*Google Scholar citations #1077*)
2. Saraf, N., C.S. Langdon, and S. Gosain (2007). "IS application capabilities and relational value in interfirm partnerships," **Information Systems Research**, 18:3, 320-339. (*Google Scholar citations #184*)
3. Chellappa, R., and N. Saraf (2010). "A Study of Alliances and Firm Performance in Enterprise Systems Software Markets: A Social Network Approach," **Information Systems Research**, 21:4. (*Google Scholar citations #36*)
4. Chellappa, R., V. Sambamurthy, and N. Saraf (2010). "Competing in Crowded Markets: The Dynamics of Competition in the Enterprise Systems Software Industry," **Information Systems Research**, 21:3. (*Google Scholar citations #17*)
5. Saraf, N., Liang, H., Xue, Y., and Hu, Q. (2013). "How does organizational absorptive capacity matter during the assimilation of enterprise information systems?," **Information Systems Journal** (23:3), pp 245-267. (*Google Scholar citations #15*)
6. Saraf, N., Langdon, C., and El Sawy, O. A. (2013). "IS integration and knowledge sharing in multi-unit firms: the winner's curse," **European Journal of Information Systems** (22:6), pp 592-603.
7. Ruckman, R., Saraf, N., Sambamurthy, V. (2015). "Market positioning by IT Service Vendors through imitation". Forthcoming at **Information Systems Research**

Book Chapters

Saraf N., Seary A., Chandrasekaran D., Monge P. Evolution of an Open Source Community Network. *Advances in Network Analysis and its Applications*, Ed. Evangelos Kranakis. Springer

Journal Articles under revision

Youngki Park, Paul Pavlou, Nilesh Saraf (2014). Configurations of Innovation Ambidexterity using Information Technology (***)Equal authorship). (Working paper)

Dasgupta S., Saraf N., Assadi, P. "On virtuous cycles of IT implementations – An organizational learning perspective" (Working paper)

Srabana Dasgupta, Jing Li, Nilesh Saraf (2014). Platform adoption and real options. **(Working paper)**

Saraf, N., Chandrasekaran, D., Siddarth, S. "Does Familiarity Breed Content? Impact of Past Choices on Network Formation in Open Source Communities". **(Working paper)**

Refereed Conference Proceedings

Qing, H, Xiao, J., Xie, K., Saraf, N. Antecedents and consequences of trust in supply chains: The role of information technology. European Conference on Information Systems, Helsinki, Finland, June 2011

Saraf, N., Liang, H., Hu, Q., Xue, Y., "Implementation knowledge and the assimilation of enterprise information systems: An empirical study", Diffusion Interest Group in Information Technology (DIGIT) 2007 Proceedings, Montreal, December 2007.

Saraf, N., Liang, H., Hu, Q., Xue, Y., "The Moderating Role of Absorptive Capacity in the Assimilation of Enterprise Information Systems", Proceedings of the Americas Conference on Information Systems, Acapulco, Mexico, Aug 2006.

Saraf, N., Langdon, C., Gosain, S., "IT Infrastructure Capabilities and Relational Value in Firm Partnership Portfolios", Proceedings of the Tenth INFORMS Conference on Information Systems and Technology, San Francisco, Nov 12-13, 2005.

Liang, H., Saraf, N., Hu, Q., Xue, Y. "Assimilation of Information Technology in Enterprise Business Processes", Proceedings of the Americas Conference on Information Systems, New York, NY, Aug 2004.

Chellappa, R., Saraf, N., "Standards and Alliances in Non-Standardized Software Industries", Proceedings of the Americas Conference on Information Systems, Long Beach, CA, Aug 2000.

Works-in-Progress

Saraf N. Dynamic Network Formation in an Open Source Software Community.

Saraf N, Ravichandran T, Gosain S. Emergent Social Capital and Time to Consensus in Open Standards Committees.

Srabana Dasgupta, Daniela Blettner, Nilesh Saraf (2014). Performance at extremes and business innovation: A comprehensive test, with Daniela Blettner and Srabana Dasgupta

Nilesh Saraf, Gautam Pant (2013). Ecosystems and technology hypecycles.

Nilesh Saraf, Sanjay Gosain, T Ravichandran (2013). Social Structure of Java Standards Development.

Academic Presentations

- Nilesh Saraf and Youngki Park (2014). Mixed-data GTM: building theory using fuzzy-set QCA. Auckland University, New Zealand.
- Chandrasekaran, D., Saraf, N., Sivaramakrishnan, S. (2014). Open source software development and developer choice of project teams. Winter Academy of Marketing Association Conference, United States.
- Saraf, N (2013). Empirical Methods in Information Systems. Tata Research Development and Design Centre, Pune, India.
- Saraf, N., Dasgupta, S. (2013). IT implementation and learning. SJ Mehta School of Management, Indian Institute of Technology, Mumbai, India.
- Dasgupta S., Saraf N., Assadi, P. "Mechanisms of IT Innovations – An organizational learning perspective", Academy of Management, Boston, MA, August 2012.
- Saraf, N., Li, Q and Bhattacharyya, B. "Evolution of Open Source Software Community", MITACS Social Networks Workshop, Vancouver, BC, August 2009.
- Saraf, N., Chandrasekaran, D., Siddarth, S. "Does Familiarity Breed Content? Impact of Past Choices on Network Formation in Open Source Communities" Thirty third PDMA Annual International Conference, Anaheim, CA, August 2009
- Saraf, N., Chandrasekaran, D., Siddarth, S. "Network formation: Developer-project affiliations in the open source context" Presented at the UBC-MIS Seminar series, Oct 2008
- Saraf, N., Chandrasekaran, D., Siddarth, S. "Network formation: Developer-project affiliations in the open source context" INSEAD Conference on Network Evolution, Fontainebleu, Oct 2008
- Saraf, N., Chandrasekaran, D., Siddarth, S. "Network formation: Developer-project affiliations in the open source context" INFORMS Annual Conference, Washington DC, Oct 2008
- Saraf, N., Zatzick, C. "Information Technology Training, Usage and Organizational Performance" Academy of Management, Anaheim, CA, August 10-13, 2008
- Saraf, N., Chandrasekaran, D., Siddarth, S. "Network Formation of Open Source Software Projects", International Symposium of Information Systems, Hyderabad, India, December 2007.
- Saraf, N., Langdon, C., Gosain, S., "Capabilities of the IS Applications Portfolio and Relational Value in Inter-Firm Partnerships", INFORMS Annual Meeting, Pittsburgh, PA., November 2006
- Li, J., Saraf, N., "Cross-Platform Mobility of IT Vendors: A Real Options Approach", INFORMS Annual Meeting, Pittsburgh, PA., November 2006.
- Saraf, N., Langdon, C., "The Moderating Role of IS integration in Augmenting the Absorptive Capacity of Multi-unit Firms" Academy of Management, Atlanta, August 2006.
- Saraf, N., Langdon, C., Gosain, S., "Capabilities of the IS Applications Portfolio and Relational Value in Inter-Firm Partnerships", Workshop for the Information Systems Research Special Issue on Extended Enterprise, University of Michigan, Ann Arbor, MI., March 2006.
- Chellappa, R., Saraf, N., "Product Interoperability in the Enterprise Software Systems Industry: A Social Network Approach", with Ramnath Chellappa, Proceedings of the MIS Quarterly Special Issue Workshop on Standard Making, Seattle, December 12-14, 2003.

Chellappa, R., Saraf, N., "Compatibility in non-standardized software industries: A social network perspective", Organizations and Management Theory track at the Academy of Management, Denver, CO, August 2002.

Chellappa, R., Saraf, N., "Alliances and Market Participation in the Absence of Standards: A Study of Enterprise Systems Software Firms", Organizations and Management Theory track at the Academy of Management, Denver, CO, August 2002.

TEACHING ACTIVITY

Florida Atlantic University

Undergraduate: Introduction to MIS, Systems Analysis and Design

Simon Fraser University

Undergraduate: Introduction to Information Systems in Business, Systems Analysis and Design, Database Management, Managing IT for Business Value

Ph.D. Seminar on Social Network Analysis for Management Research

ACADEMIC SERVICE (EXTERNAL)

Associate Editor (2014-2017), Information Systems Research

Ad-hoc reviewer for:

- European Journal of Information Systems
- Journal of Electronic Commerce Research
- Journal of Management Information Systems
- Journal of Strategic Information Systems
- Information Systems Frontiers
- Information Systems Journal
- Information Systems Research
- Management Science
- MIS Quarterly
- Organization Science

Program Committee: Conference on Information Systems and Technology (INFORMS) 2009, 2010

National Science Foundation Review Panel (Division of Information and Intelligent Systems), Arlington, Virginia, April 2008

Session Chair: Conference on Information Systems and Technology 2007

Discussant: International Conference on Information Systems 2004

Track Chair: Americas Conference on Information Systems 2004

Guest Associate Editor: Journal of Management Information Systems, 2004

Program Committee: Conference on Information Systems and Technology, 2011

Associate Editor: International Conference on Information Systems, 2011

Associate Editor: Special issue of European Conference on Information Systems

National Science Foundation Review Panel, Big Data Grants, Arlington, Virginia, November 2012

ACADEMIC SERVICE (INTERNAL)

Tenure and Promotion Committee (2009-2010)

Ph.D. Committee (2008-09, 2010-11)
Nominations Committee (2008-09)
Undergraduate Curriculum Committee (2005-06, 2013-14)
MIS Area Coordinator (2011-12)

PROFESSIONAL AFFILIATIONS

INFORMS, Academy of Management, Association of Information Systems, Information Systems Audit and Control Association (ISACA)
Academic Relations Chair on the ISACA Board, Vancouver Chapter (2009-2010), ISACA Academic Advocate for SFU (2011-12)
Chief Information Office Association of Canada, Vancouver Chapter, Board Member (2014-)
