

APARAJITA AGARWAL

ACADEMIC POSITIONS

- Assistant Professor in Strategy, INSEAD Singapore Aug 2025 - Present

EDUCATION

Ph.D., Management, The Wharton School, University of Pennsylvania, 2025

- Dissertation Title: Digital Platforms as Institutional Intermediaries: Implications for Inclusion, Relational Dynamics, and Strategic Advantage in Emerging Markets
- Dissertation committee: Exequiel Hernandez (Co-advisor), Tyler Wry (Co-advisor), Valentina Assenova, Witold Henisz, Natalie Carlson
- Visiting Student, London Business School, Spring 2024

MBA, Indian Institute of Management Bengaluru, India, 2010

- Exchange Student, Kenan-Flagler Business School, University of North Carolina at Chapel Hill, Fall 2009

MSc Tech. (Integrated) Information Systems, Birla Institute of Technology and Science, Pilani, India, 2005

- Gold Medalist, #1 of 900+ students, Final CGPA 10.0

RESEARCH

Interests

- Strategy and Entrepreneurship in Emerging Markets, Formal and Informal Institutions, Implications of Digital Technologies, Inclusive Markets and Social Impact

Peer-Reviewed Publications

- Agarwal, A. & Assenova, V. A. (2024). Mobile Money as a Steppingstone to Financial Inclusion: How Digital Multisided Platforms Fill Institutional Voids. *Organization Science*, 35(3), 769-787

Working Papers

- Agarwal, A. Relational Constraints and Agent Trade-offs at the Last Mile: Evidence from a Digital Platform in India (Revise and Resubmit)

Research in Progress

- Competition and Collaboration in the STEM Pipeline: Field Experimental Evidence from a Curricular Learning System in Colombia with Natalie Carlson and Vanessa Burbano (preparing for submission)
- Network Orchestration and Entry into Entrepreneurship at the Base of the Pyramid: Evidence from Self-Help Groups in Rural India with Leena Kinger-Hans, Valentina Assenova and Jasjit Singh (preparing for submission)
- Democratization or Disparity? Incumbent Strategy and Unequal Gains from Digital Platforms in Emerging Markets with Sarath Balachandran (preparing first draft)
- Inert or Adaptive: How Microenterprises Navigate External Disruptions with Tyler Wry (in data analysis phase)
- Frictions in Social Capital: How Digital Alternatives Reshape Informal Institutions in Emerging Markets (in design phase) with Natalie Carlson

Book Chapters

- Assenova, V. A. & Agarwal, A. "Entrepreneurship and Innovation in Africa". *The Handbook of Sociology of Innovation and Entrepreneurship*, edited by Olav Sorenson and Patricia H. Thornton, (De Gruyter, 2023)

RESEARCH AWARDS, FELLOWSHIPS AND GRANTS

- Winkelman Fellowship (Awarded to one Wharton doctoral student) 2023
- Wharton MACK Institute Research Fellowship, \$8000 2023
- ESG Initiative Fund, \$6,720; Wharton Global Initiatives Fund, \$4000; Wharton Coalition for Equity, \$2700 2023
- Goldberg Barclay Fellowship (Awarded to one student at UPenn each year for research in entrepreneurship) 2022
- Wharton MACK Institute Research Fellowship, \$28000 2021
- Wharton Global Initiatives Fund, \$9000 (with Tyler Wry) 2021
- Wharton Dean's Research Fund, \$15000 (with Tyler Wry) 2021

APARAJITA AGARWAL

- Wharton Center for Leadership and Change Management Research Grant, \$9529 (with Tyler Wry) 2020

CONFERENCE PRESENTATIONS

Relational Constraints and Agent Trade-offs at the Last Mile: Evidence from a Digital Platform in India

- SMS Special Conference, Hong Kong, June 2026 (upcoming)
- Asia Management Research Conference, April 2026 (upcoming)
- HEC, Inclusive Economy Day, May 2025
- Strategic Management Society (SMS) Conference, Istanbul, Oct 2024
- European Digital Platform Research Symposium (EU-DPRN) Summit, London, June 2024
- Consortium on Competitiveness and Cooperation (CCC) Conference, St. Louis, May 2024
- Wharton Management Emerging Markets Conference (WMEM), Philadelphia, April 2024

Mobile Money as a Steppingstone to Financial Inclusion: How Digital Multisided Platforms Fill Institutional Voids

- AOM Conference, Seattle, Aug 2022
- Alliance for Research on Corporate Sustainability (ARCS), Milan, June 2022
- Strategic Management Society Conference (SMS), Virtual, Sep 2021

Democratization or Disparity? Incumbent Strategy and Unequal Gains from Digital Platforms in Emerging Markets

- AOM Conference, Philadelphia, Aug 2026 (upcoming)
- India Strategy Conference, ISB Hyderabad, Dec 2025

Competition and Collaboration in the STEM Pipeline: Field Experimental Evidence from a Curricular Learning System

- Conference for Field Experiments in Strategy (CFXS), London, Sep 2022*

Inert or Adaptive: How Microenterprises Navigate External Disruptions (latest title)

- INSEAD Doriot Entrepreneurship Conference (IDEC), Abu Dhabi, Dec 2024
- India Strategy Conference (ISC), Bengaluru India, Dec 2023
- West Coast Research Symposium (WCRS), Washington, Sep 2023*
- AOM Conference, Seattle, Aug 2022
- European Group for Organization Studies (EGOS), Virtual, July 2021

Spillovers of Digitization for Entrepreneurs in Developing Contexts

- Conference for Field Experiments in Strategy (CFXS), London, Sep 2022

*Presented by co-author

INVITED CONSORTIA/ WORKSHOPS

- West Coast Research Symposium, Doctoral Workshop, Sep 2024
 - Academy of Management, STR Dissertation Consortium, Aug 2024
 - Academy of Management, OMT Doctoral Consortium, Aug 2024
 - Non-market Strategy Workshop, Bocconi University, June 2024
 - Alliance for Research on Corporate Sustainability (ARCS), Doctoral Consortium, Los Angeles, May 2024
 - Organization Science Winter Conference Doctoral Consortium, Zurich, Feb 2024
 - Academy of Management STR Doctoral Consortium, Aug 2023
 - Trans-Atlantic Doctoral Conference (TADC), London, May 2023
 - Rising Stars Workshop, Stanford University May 2023
 - NBER Entrepreneurship Bootcamp, Boston, July 2022
 - Wharton-INSEAD Doctoral Consortium, Apr 2022
 - Medici Summer School in Management Studies, HEC Paris, May 2022
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APARAJITA AGARWAL

TEACHING

- Global Strategy (MBA, MIM at INSEAD) 2025-Present
- Recitation Instructor and Teaching Assistant for *Introduction to Management* at Wharton, 2022
- Teaching Assistant for *Global Strategy for Managing the Enterprise*, Executive MBA at Wharton, 2021
- Lecture at Wharton Global Youth Program, *Essentials of Impact Finance*, Wharton Social Impact Initiative, 2020

SERVICE

- Ad-hoc Reviewer, Organization Science, Management Science, Strategic Management Journal 2022 - Present
 - STR Outstanding Reviewer Award, AoM 2024
- Co-organizer, Asia Non-Market Strategy Seminar Series 2025-Present
- Board member, Wharton MACK Innovation Doctoral Association (MIDAS) 2019-2023
- Member, Organizing Committee, Wharton Innovation Doctoral Symposium (WINDS) Conference 2020-2023
- Student Coordinator, Wharton Management PhD Admissions 2021

INDUSTRY EXPERIENCE

Amazon.com Inc, India & UK

- Principal/ Senior Product Manager India & UK, 2017-2019
- Regional Head, Amazon Prime Now, India, 2016-2017

Godrej Group, India

- Advisor to Chairman (Adi Godrej) and General Manager, Corporate Strategy, 2013-2016

Boston Consulting Group, India

- Consultant in financial services, Technology & communication, and industrial goods, 2010-2013

Yahoo! Development Center Pvt Ltd., India

- Senior Software Engineer, 2005-2008

SKILLS

- Technical: R, Stata, Python
 - Languages: English, Hindi
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