

APARAJITA AGARWAL

2048 SH-DH 3620 Locust Walk Philadelphia, PA 19104 Email: aapa@wharton.upenn.edu

EDUCATION

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

- 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

- Awarded Aditya Birla Scholarship in both years; Ten students selected country-wide
- 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
- Digital Technologies and Platforms
- Inclusive Markets and Social Impact
- Role of Technology and Data in Entrepreneurial Decision-making and Adaptation

TEACHING INTERESTS

- Strategy, Entrepreneurship, Global Strategy, Technology Strategy

RESEARCH

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. & Wry, T.** Inert or Adaptive: How Microenterprises Navigate External Disruptions (Under review)
- **Agarwal, A.** Digital yet Human? Platform Value Capture and Agent Trade-offs at the Last Mile (Job market paper)

Book Chapters

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

Research in Progress

- Competition and Collaboration in Building STEM Innovation Pipeline: Field Experiment in Colombia (in data collection phase) with *Natalie Carlson and Vanessa Burbano*
- Entrepreneurship through Collective Action: Evidence from Self-Help Groups in India (in data analysis phase) with *Leena Kinger-Hans, Valentina Assenova and Jasjit Singh*
- Regulatory Antecedents to Digital Strategy of Firms: Evidence from Mobile Money (in data collection phase) with *Sarath Balachandran*
- Spillovers of Digitization for Entrepreneurs in Developing Contexts (in data collection phase)
- Impact of Digital Data-based Specific Advice on Entrepreneurial Performance: Evidence from Ag-Tech (in design phase)
- Impact Strategies in Base of Pyramid Markets: Evidence from Field-Experiment in India (in design phase)

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

TEACHING EXPERIENCE

- Recitation Instructor and Teaching Assistant to Aline Gatignon for *Introduction to Management* (Undergraduate), 2022
- Teaching Assistant to Exequiel Hernandez for *Global Strategy for Managing the Enterprise* (Executive MBA), 2021
- Teaching Assistant to Valentina Assenova for *Entrepreneurship* (Undergraduate Elective), 2021
- Teaching Assistant to Valentina Assenova for *Social Entrepreneurship* (Undergraduate and MBA Elective), 2021
- Lecture at Wharton Global Youth Program, *Essentials of Impact Finance* (Wharton Social Impact Initiative), 2020

CONFERENCE PRESENTATIONS

Digital yet Human? Platform Value Capture and Agent Trade-offs at the Last Mile (latest title)

- Strategic Management Society (SMS) Conference, Istanbul, Oct 2024 (upcoming)
- 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

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

- 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

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

Impact Strategies in Base of Pyramid Markets: Evidence from Field-Experiment in India

- Conference for Field Experiments in Strategy (CFXS), Boston, Aug 2023

Spillovers of Digitization for Entrepreneurs in Developing Contexts

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

When We All Come Together: Determinants of Community-based Organizing for Financial Inclusion

- AOM Conference, Boston, Aug 2023*

*Presented by co-author

INVITED CONSORTIA/ WORKSHOPS

- Academy of Management, STR Dissertation Consortium, Aug 2024 (upcoming)
 - Academy of Management, OMT Doctoral Consortium, Aug 2024 (upcoming)
 - 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
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- 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

SERVICE IN ACADEMIA

- Reviewer, Organization Science, Academy of Management, SMS 2022 - Present
- Co-organizer, PDW on Emerging Markets and Understudied Institutional Contexts at AOM Conference, Chicago (upcoming) Aug 2024
- Co-organizer, Symposium on Resolving Barriers to Entrepreneurship: Implications for Socio-Economic Development at AOM Conference, Seattle Aug 2022
- 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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