

## Sayan SARKAR

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### **ACADEMIC APPOINTMENT**

**The Hong Kong University of Science & Technology (HKUST)**  
Assistant Professor of Management, July 2021-present

### **EDUCATION**

**London Business School**, London, UK  
PhD in Strategy & Entrepreneurship, 2021  
Master of Research, 2017

**Indian Institute of Management**, Ahmedabad, India  
MBA, 2010

**Indian Institute of Technology**, Kharagpur, India  
B.S., Mechanical Engineering, 2007

### **PUBLICATION and R&R**

Dushnitsky, G., & Sarkar, S\*. Here comes the sun: the impact of incidental contextual factors on entrepreneurial resource acquisition. *Academy of Management Journal* (2022)

### **UNDER REVIEW**

Sarkar, S. [Social media response to entrepreneurial strategy]. *Revise & resubmit at Journal of Business Venturing*.

### **WORKING PAPERS**

When do investors reward adversity in early-stage entrepreneurship? (with Donal Crilly).

The prodigal son: The negative consequences of liberalized access to finance on post-IPO innovation.

Does the sun cast a long shadow? Long-term consequences of short-term frictions in entrepreneurial finance (with Gary Dushnitsky).

Narratives resource-constrained entrepreneurs craft to outperform better-resourced peers in the market for early-stage entrepreneurial finance.

### **TEACHING**

Entrepreneurship & Innovation, 4<sup>th</sup>-year UG elective. HKUST, Spring 2021-  
Overall rating: 4.2/5 (5 sections over 2 years)

### **GRANTS & AWARDS**

Hong Kong **Research Grants Council (RGC)** grant 2022. \$81k

Hong Kong government Job Creation Scheme 2.0 grant 2021. \$95k

LBS Leadership Institute grant 2019. \$8k

LBS Institute of Innovation & Entrepreneurship grant x2 2018-19. \$24k

RADMA post-graduate student support x2. 2016-17. \$2k

IIM MBA merit-based tuition fee scholarship, 2010

## **BEST-PAPER PROCEEDINGS & POPULAR PRESS**

Sarkar, S., & Dushnitsky, G. (2023). Sun Cast A Long Shadow? The Long-Term Implications of Short-Term Frictions in Venture Investing. *AOM Best Paper Proceedings* (Vol. 2023, No. 1, p. 13403).

Need funds? Ask investors on a Sunny Day. Sydney Morning Herald. February 2021.

Dushnitsky, G., & Sarkar, S. (2018)\*. Variance decomposing of accelerator and cohort effects among London startups. *AOM Best Paper Proceedings* (Vol. 2018, No. 1, p. 10522).

Houlder, D., Nandkishore, N., & Sarkar, S. (2018). Return of the dinosaurs. *London Business School Review*, 29(1), 46-49.

*\*Authors listed alphabetically and contributed equally*

## **SELECTED PRESENTATIONS**

2022: Central European University, Vienna; London School of Economics, Warwick Business School

2021: Panelist, SMS job market pitching workshop

2020: HKUST, University of Hong Kong, HK Polytechnic U, HK City U, Copenhagen Business School

2019-20: AOM STR and ENT doctoral consortia

2018: SMS doctoral consortium

## **SERVICE**

Organizer, AOM symposium on new venture scaling, 2023

Organizer, AOM symposium on entrepreneurial communication, 2023

PhD co-supervision: Anne Lu, HKUST 2023-

Undergraduate thesis supervision HKUST 2021-

Journal reviewing: SMJ, Organization Science, and Management Science

## **INDUSTRY EXPERIENCE**

Sun Pharmaceutical Industries Ltd., Mumbai, India, 2013-2015.

*Executive Assistant to CEO; PMO for the largest M&A deal ever in India's pharma industry*

Tata Strategic Management Group, Mumbai, India, 2010-2013.

*Senior and Associate Consultant*

Tata Motors Ltd., India 2007-2008

*Assistant Manager for greenfield Nano car plant*