

*Indian School of Business*

*India Strategy Conference,  
9-10 July 2011, Hyderabad, India*

**CALL FOR PAPERS**

The resident and affiliate faculty of the Strategy Area at the Indian School of Business (ISB) invite you to submit research papers for presentation at the first ISB India Strategy Research Conference to be held on its campus in Hyderabad, India on July 9-10 2011.

The ISB India Strategy conference will feature research papers in the field of Strategy that meet high standards of academic rigour and also create insights that are of value in practice. ISB resident and affiliate faculty will select a mix of papers that complement each other for presentation at the conference.

Academic paper presentations will be organized into four tracks:

*I. Strategy & Organization*

Discussant: Sendil Ethiraj (U. Michigan)

Session Organizers: Kannan Srikanth (ISB) and Phanish Puranam (London Business School)

This track will feature papers that explore the link between internal organization - formal incentive and coordination structures, informal networks, culture - and strategy.

*II. Strategy and Firm Scope*

Discussant: Jay Barney (Ohio State)

Session Organizers: Nagalakshmi Damaraju (ISB) and Prashant Kale (Rice University)

This track will focus on organizational growth strategies and governance mechanisms. Potential topics include the determinants and models of choice between M&A, internal development and alliances, particularly in the context of emerging markets, and how the various governance mechanisms influence or are influenced by the cultural and institutional domains.

*III. Strategy & Globalization*

Discussant: Sea-Jin Chang (NUS)

Session Organizers: Ravee Chittoor (ISB) and Charles Dhanaraj (Indiana University and ISB)

Papers in this track will cover topics such as globalisation and strategy in emerging markets, the management of the multinational enterprise, the global delivery of services and internationalization issues, particularly those specific to emerging market multinationals.

#### *IV. Strategy & Innovation*

Discussant: Ashish Arora (Duke)

Session Organizers: Anand Nandkumar (ISB) and MB Sarkar (Temple University)

The topics covered in this track include business model and technological innovation, the impact of technological change on strategy and performance, and the management of innovation.

In addition to the above paper sessions, there will be two panel discussions: on “*Trust and Strategy*”, led by Aks Zaheer (U. Minnesota) and on “*Corporate Strategy in Emerging Markets*” led by Harbir Singh (Wharton).

Please send your submissions by email to [strategy\\_conference@isb.edu](mailto:strategy_conference@isb.edu) by March 1, 2011. Submitters of papers selected for presentation will be intimated by April 1, 2011. Presenters of accepted papers will be hosted on ISB campus for the duration of the conference. For more information on the conference, please visit <http://www.isb.edu/IndiaStrategyConference> or contact Ravee Chittoor ([raveendra\\_chittoor@isb.edu](mailto:raveendra_chittoor@isb.edu)).

**Key Dates:**

Submission of Papers: March 1, 2011.

Acceptances to be intimated by April 1, 2011.

Conference: July 9, 2011 (Full Day); July 10, 2011 (ends by 2pm)