

CAREER SUMMARY

Professor, consultant and researcher of business strategy and entrepreneurship. 10+ years of consulting experience with clients ranging from Fortune 100 defense companies to Indian retailers and technology companies. My research focus is on the association between capital structure (debt and equity) and technology innovation and acquisition (M & A).

I am currently an Assistant Professor of Entrepreneurship at North Central College in Naperville, IL in the School of Business and Entrepreneurship.

EDUCATION

Isenberg School of Management, University of Massachusetts

Amherst, MA

Ph.D. in Strategic Management (Granted September 1st, 2015)

2009 – 2015

- Research focus: Capital Structure, Innovation, Behavioral Theory, Corporate Governance.
- Professional Association Membership: Academy of Management (Divisions: ENT, BPS & RM). Strategic Management Society (Interest Groups: Strategic Leadership-Governance & Behavioral Strategy). European Group for Organizational Studies (EGOS).

University of Southern California, Marshall School of Business

Los Angeles, CA

Master of Business Administration (International Business)

July 2008

- Finalist – Annual Technology Commercialization Competition, 2008. Lloyd Greif Center for Entrepreneurial Studies, U.S.C.

University of Delhi

New Delhi, India

Bachelor of Arts (Honors) in English (minor: Economics)

2003

- Represented India in Youth Across the Commonwealth (YAC) – Canada & Jamaica – 2001.

Certificates

- Certificate in Enterprise Management from the Dept. of Management Studies, Indian Institute of Technology (I.I.T.) Delhi in 2005.

AWARDS/ GRANTS

- Academy of Management Annual Meeting 2010 Best Paper Award: **CEBC Halloran Prize in the History of Corporate Responsibility.**
Paper: Chawla, C., Mangaliso, M., Knipes, B. & Gauthier, J. 2010. *Antecedents & Implications of Uncertainty in Management: A Historical Perspective*. Paper presented at the Annual Meeting of the Academy of Management, Montreal.
- 2011-2012 Isenberg Scholar Award (\$10,000) for integrating engineering & business research.
- Investor Responsibility Research Center Institute <http://www.irrcinstitute.org/> research grant 2010-2012. Research Assistant for team that won IRRCI grant for research on universal investors and M & A. <http://www.irrcinstitute.org/projects.php?project=53> Principal Investigators: Dr. Anurag Sharma & Dr. Ben Branch.

CONFERENCES & PRESENTATIONS

Academy of Management Annual Meeting 2016, Anaheim.

- Presented the first paper out of my dissertation *Conflicting Voices, Strategic Choices...* in the BPS Division.

Academy of Management Annual Meeting 2014, Philadelphia.

- Participating in the selective BPS Dissertation Consortium (for late-stage Ph.D. candidates).

Strategic Management Society Special Conference 2013, Mohali, India.

- Chawla C., Sharma A. 2013. *Indebtedness Of Equity: The Unsung Role Of Debt In Indian Risk Taking*.

European Group for Organizational Studies 29th Annual Colloquium 2013, Montreal, Canada.

- Chawla, C., 2013. *Exploring the Antecedents of Consumer Participation in Value Co-Creation: Microfoundations of Demand-Side Strategy*.

Strategic Management Society Annual Meeting 2012, Prague, Czech Republic.

- Sharma, A., Chawla, C., Moliterno, T. 2012. *Slack, Business Risk & Firm Performance*.

West Coast Research Symposium on Technology Entrepreneurship 2011, University of Washington, Seattle.

- Participated in Track 1 (pre-proposal) of the selective Doctoral Consortium.

Decision Sciences Institute Annual Meeting 2011, Boston.

- Paper presented: Branch, B., Sharma, A., Chawla, C., Qiu, L. 2011. *Mergers & Acquisitions and the Universal Investor*.

Theorizing the Web, University of Maryland, 2011.

- Paper presented: Chawla, C. 2011. *Unweaving the Web: Value Co-creation as Strategy*.

Academy of Management Annual Meeting 2010, Montreal

- Participated in Professional Development Workshop: *Teaching Design Thinking for Innovation*. PDW conducted by faculty from Hasso Plattner Institute, School of Design Thinking; Berlin Institute of Technology; SAP & IDEO.
- Paper Presentation: Chawla, C., Mangaliso, M., Knipes, B. & Gauthier, J. 2010. *Antecedents & Implications of Uncertainty in Management: A Historical Perspective*.

REFEREED PUBLICATIONS

- Chawla C., Mangaliso M., Knipes B., Gauthier J. 2012. Antecedents and implications of uncertainty in management: A historical perspective. *Journal of Management History* **18**(2): 200-218.
- Sharma A., Branch B., Chawla C., Feng T. 2013. An Updated Model of Price to Book. *Journal of Applied Finance* **24** (1): 73-93.

WORKING PAPERS

- Chawla, C., Sharma, A. 2016. *Conflicting Voices & Strategic Choices: Capital Provider Time Horizon and Mergers and Acquisitions*
- Chawla, C., Tinoco, E., Sharma, A. 2016. *Capital Antecedents of Research and Development*.
- Chawla, C., Sharma, A., 2016. *Capital Structure: An Integrated Review and Assessment*.

RECENT WORK EXPERIENCE

North Central College <http://northcentralcollege.edu/home>

Assistant Professor of Entrepreneurship, School of Business and Entrepreneurship

Naperville, IL 2015 –

- Teaching undergraduate and graduate courses in entrepreneurship and strategy.
- Teaching ratings of 4.4 and above out of 5, in both undergraduate and graduate courses.
- Entrepreneurship teaching focuses on application: market discovery, lean startups and scaling.
- Faculty coordinator at the Center for Innovation and Entrepreneurship at North Central College.

Date My Wardrobe <https://www.datemywardrobe.com/> Mobile platform for high-end fashion.

Strategy Advisor

Wellesley, MA 2013 –2015

- Startup based in Babson College's Butler Venture Accelerator.
- Beta launch in November 2014 in Boston and Amsterdam.
- iOS app in Beta testing. Market testing ongoing.
<http://www.bizjournals.com/boston/blog/startups/2014/09/babsoncollege-spinout-date-my-wardrobe-debuts.html>
- Finalist (top 3 out of 35 startups) in Lean Startup Challenge Boston Fall 2013 www.leanstartupchallenge.com/.
- Y Combinator Female Founders Conference participant in March 2014 <http://femalefoundersconference.org/>.
- Y Combinator Startup School Fall 2014 participant.

Lockheed Martin Corporation – Mission Systems & Training <http://www.lockheedmartin.com/us/mst.html>

Consultant

Los Angeles & Italy 2008

Leveraged strong analytical, strategic and market research capabilities to empower client to take advantage of global consolidation in the Defense and Homeland Security software sector. Responsible for identifying, evaluating and initiating technology partnerships/acquisitions in Italy based on extensive in-market research. Enhanced competitive position in Europe.

- Strategic evaluation of software product/ technology portfolio of potential partners – Technology Readiness Level.
- In depth country (Italy) research of companies in four technology areas – Web services (logistics and transportation software on SOA platform), Geospatial Information Systems (including open source GRASS), Search & Discovery (reconnaissance and surveillance) and Knowledge Management.
- Analysis of cultural/ technological fit based on primary (interviews and market research in Italy) and secondary research (scientific papers, industry white papers etc.).
- Due diligence of legal, organizational and regulatory factors affecting potential partnership (offset trade requirements, technology transfer regulation etc.).
- M & A due diligence (financial analysis) of over two dozen Italian software firms. Initiation of partnership discussions with C level executives.
- Developed scenario analysis and strategy plans for senior executives.
- Result: 1 acquisition and 1 technology partnership.

ACADEMIC REFERENCES

1. Anurag Sharma (Dissertation Chair)
Associate Professor of Management
352, Isenberg School of Management
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UMASS, Amherst 01003
Phone: 413-545-5682
Email: sharma@isenberg.umass.edu
Webpage: https://www.isenberg.umass.edu/management/Faculty/Profiles/Anurag_Sharma/
2. Thomas Moliterno (Dissertation Committee Member)
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352, Isenberg School of Management
121 Presidents Drive
UMASS, Amherst 01003
Phone: 413-577-3168
Email: moliterno@isenberg.umass.edu
Webpage: https://www.isenberg.umass.edu/management/Faculty/Profiles/Thomas_Moliterno/
3. Richard Priem
Luther Henderson Chair of Strategic Management and Leadership
Professor of Management
Neeley School of Business
Texas Christian University
TCU Box 298530
Fort Worth, Texas 76129
Phone: 817-257-7550
Email: r.priem@tcu.edu
Webpage: http://www.neeley.tcu.edu/About_Neeley/Faculty_and_Staff/Priem_Richard.aspx

RELEVANT TECHNICAL SKILLS

- Statistical analysis: R <http://www.r-project.org/> .
- Learning Management Systems: Blackboard and Moodle.
- Simulations for teaching: CAPSIM <http://www.capsim.com/>