

Snehal S. Awate

Associate Professor
School of Management (SOM)
Indian Institute of Technology (IIT) Bombay, Mumbai
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Research Areas

Corporate strategies, Multinational management, Emerging economy multinationals, Innovation networks, Social network analysis, Organizational learning, Patents

Academic Positions Held

2020 – School of Management, Indian Institute of Technology (IIT) Bombay, Mumbai
present *Faculty member in Strategy*

2013 – Indian School of Business (ISB), Hyderabad
2020 *Faculty member in Strategy*

Awards, Honors

- 2024 Best Paper Award, Strategic Management Forum, Indian Institute of Management (IIM) Mumbai
- 2024 Spotlight Paper, India Strategy Conference, Indian Institute of Management (IIM) Ahmedabad
- 2023 Best Paper Award by Georgia Inst. of Tech., Academy of International Business (AIB) US Southeast
- 2023 Best Paper Award for Most Novel Paper, Academy of International Business (AIB) US Northeast
- 2023 Best Selling Cases (three) on Harvard Business School (HBS) Publishing platform
- 2023 Spotlight Paper, India Strategy Conference, IIM Ahmedabad, IIM Bangalore, ISB Hyderabad
- 2022 Best Paper Award for Research Methodology, Academy of International Business (AIB) US Northeast
- 2022 CK Prahalad Prashasti Award for Corporate & Social strategy by Re-Think India organization
- 2021 Best Selling Case on Harvard Business School (HBS) Publishing platform
- 2020 ISB – Ernst & Young Initiative for Emerging Market Studies grant (USD 12,000)
- 2019 Best Reviewer Award, Journal of International Business Studies (JIBS) (ABDC rating A*)
- 2018 Best Reviewer Award, Academy of Management (AOM) conference's International Management Div.
- 2016 Best Case Award, EFMD Case Writing Competition, Bringing Technology to Market category (€ 2,000)
- 2015 ISB – Ernst & Young Initiative for Emerging Market Studies grant (USD 20,000)
- 2014 Peter J. Buckley and Mark Casson Best Dissertation Award finalist, Academy of International Business
- 2013 Ernst & Young – SKOLKOVO Institute for Emerging Market Studies grant (USD 50,000)
- 2011 High Achievement Award, Fox School of Business (USD 1000)
- 2010 Kauffman Foundation, Faculty-Doctoral Student grant (USD 6,000)
- 2007 Interdisciplinary Telecommunications Program scholarship, University of Colorado (USD 4,000)

Publications – Journals

- 1) Awate S, Mudambi R, Scalera V, Schotter A
Global connectivity in a world of disruptions
Journal of International Management (JIM) 2025 (ABDC rating A)
- 2) Jha S, Awate S, Mudambi R
[A multilateral network perspective on inward FDI](#)
Journal of International Business Studies (JIBS) 2024, 55(3):303-325 (ABDC rating A*)
- 3) Sarangdhar V, Awate S, Mudambi R

Business model innovations in high-velocity environments*Journal of Business Research (JBR)* 2024, 183:114864 (ABDC rating A)

- 4) Jha S, Awate S
Offshore FDI, tax havens, and productivity: a network analysis
Global Strategy Journal (GSJ) 2024, 14(2):350-382 (ABDC rating A)
- 5) George G, Chauradia AJ, Chatterjee A, Awate S
Women trainers help women entrepreneurs: effect of trainer gender on employment in India
Journal of Business and Economics: Inquiries and Perspectives 2022, 13(1):1-25
- 6) Awate S, Mudambi R
On the geography of emerging industry technological networks: the breadth and depth of patented innovations
Journal of Economic Geography (JEG) 2018, 18(2):391-419 (ABDC rating A)
- 7) Cano-Kollmann M, Awate S, Hannigan TJ, Mudambi R
Burying the hatchet for catch-up: open innovation among industry laggards in the automotive industry
California Management Review (CMR) 2018, 60(2):17-42 (ABDC rating A)
- 8) Awate S, Ajith V, Ajwani-Ramchandani R
Catch-up as a survival strategy in the solar power industry
Journal of International Management (JIM) 2018, 24(2):179-194 (ABDC rating A)
- 9) Paruchuri S, Awate S
Organizational knowledge networks and local search: the role of intra-organizational inventor networks
Strategic Management Journal (SMJ) 2017, 38(3):657-675 (ABDC rating A*)
- 10) Awate S, Larsen M, Mudambi R
Accessing vs sourcing knowledge: a comparative study of R&D internationalization between emerging and advanced economy firms
Journal of International Business Studies (JIBS) 2015, 46(1):63-86 (ABDC rating A*)
- 11) Awate S, Larsen M, Mudambi R
EMNE catch up strategies in the wind turbine industry: is there a trade-off between output and innovation capabilities?
Global Strategy Journal (GSJ) 2012, 2(3):205-223 (ABDC rating A)

Publications – Case Studies

- 12) Saihjpal V, Awate S
Strategies for firm positioning: The Case of Lexus (A)
Caselet series Indian School of Business (ISB) – Harvard Business School (HBS) Publishing, Boston, MA, 2020
Case number ISB229
Best-seller on Harvard Platform since 2023
- 13) Saihjpal V, Awate S
Strategies for firm positioning: The Case of McDonald's in 2015 (B)
Caselet series Indian School of Business (ISB) – Harvard Business School (HBS) Publishing, Boston, MA, 2020
Case number ISB230
Best-seller on Harvard Platform since 2023
- 14) Saihjpal V, Awate S
Strategies for firm positioning: The Case of Samsung in 2010 (C)
Caselet series Indian School of Business (ISB) – Harvard Business School (HBS) Publishing, Boston, MA, 2020
Case number ISB231
Best-seller on Harvard Platform since 2023
- 15) Awate S, Shah G, Tripathi S, Swapna AJ

Sterlite Power: technology as a point of differentiation

Indian School of Business (ISB) – Harvard Business School (HBS) Publishing, Boston, MA, 2020
Case number ISB206

16) Nanubala N, Awate S, Swapna AJ**LogiNext: An Indian start-up scales challenges in the GCC region**

Indian School of Business (ISB) – Harvard Business School (HBS) Publishing, Boston, MA, 2020
Case number ISB202

17) Awate S, Mudambi R, Narain A**Balancing the power equation: Suzlon Energy Limited**

Indian School of Business (ISB) – Harvard Business School (HBS) Publishing, Boston, MA, 2013
Case number ISB049

Winner of 2015 EFMD Case Writing Competition – Bringing Technology to Market category

Best-seller on Harvard Platform since 2022

Publications – Book Chapters18) Ajwani-Ramchandani R, Awate S**Let there be light: IIT Bombay's SoUL project to energize rural India**

Cosmolocal Reader, Futures Lab 2021, 196-209

19) Yadav R, Jafri A, Awate S**Technology turbulence in agricultural value chain: Evidence from India**

In *Strategy in a turbulent era*. A Hawk, M Larsen, M Leiblein, J Reur (editors), Edward Elgar publishing, 2023

Education

2009 – **Ph.D. in Strategic Management**

2013 Temple University, Philadelphia, USA

Dissertation:

Trajectory of innovation in emerging industries: evidence from the global wind power industry

Peter J. Buckley and Mark Casson Best Dissertation Award finalist,

Academy of International Business (AIB) 2014

2006 – **M.S. in Telecommunications Engineering**

2008 University of Colorado, Boulder, USA

2000 – **B.E. in Electronics Engineering**

2004 University of Mumbai, Mumbai, India

Scholarly Service

- Track Co-Chair, Emerging markets and EMNEs, Academy of International Business (AIB) conference, 2025
- Program Co-Chair, Academy of International Business (AIB) South Asia chapter conference, 2023
- Senior Editor, Asia Pacific Journal of Management, 2024–present
- Associate Editor, Industry & Innovation, 2022–24
- Co-Editor-In-Chief substitute, Industry & Innovation, Oct 2023 – March 2024
- Guest Editor, Journal of International Management (JIM) Special Issue, 2023–24
- Guest Editor, Academy of International Business (AIB) Insights Special Issue, 2024–25
- Editorial Review Board member, Global Strategy Journal (GSJ)
- Editorial Review Board member, Journal of International Business Studies (JIBS)
- Editorial Review Board member, Journal of International Business Policy (JIBP)
- Ad-hoc reviewer: Strategic Management Journal (SMJ), Journal of International Business Studies (JIBS),

Journal of International Management (JIM), Global Strategy Journal (GSJ), Long Range Planning (LRP), Research Policy (RP)

- Ad-hoc reviewer: Annual conferences of Strategic Management Society (SMS), International Business (IB), Academy of Management (AOM)
- Founding Member, Shared Interest Group on Emerging Markets in Academy of International Business (AIB)
- Board Member, South Asia Chapter, Academy of International Business (AIB)

IIT Bombay Service

- Professor-in-Charge, HDFC Ergo – IIT Bombay (HE-IITB) Innovation Lab, June 2024–present
- Convener, IITB SOM Strategy committee, 2024
- Faculty Recruitment Coordinator, IITB SOM, 2021–24

Industry Participation

2021 – present Impact Platform LLP.
 Co-Founder
 First product: Bloomscope (pilot testing)
 Scholastic assessment tool