

## Manav Raj

Doctoral Candidate in Management & Organizations  
Leonard N. Stern School of Business, New York University  
40 West 4<sup>th</sup> Street, New York, NY 10012  
mraj@stern.nyu.edu

October 2021

### EDUCATION

---

New York University, Leonard Stern School of Business, New York City, NY  
Ph.D., Management and Organizations (Specialization: Strategy)  
Expected graduation: May 2022

**Dissertation:** “Competition in Platform Ecosystems and Digital Markets”

**Job Market Paper:** Friends in High Places: Demand Spillovers and Competition on Platform Markets.

**Committee:** Deepak Hegde (co-chair), Rob Seamans (co-chair), J.P. Eggers, and Arun Sundararajan.

New York University, Leonard Stern School of Business, New York City, NY  
M. Phil., Management and Organizations, 2021

Dartmouth College, Hanover, NH

A.B., *Cum Laude*, Major in Economics and a Minor in Public Policy, 2015

### RESEARCH INTERESTS

---

- Effects of innovation on firms and markets.
- Effects of institutions and non-market forces on innovation and entrepreneurship.

### PUBLICATIONS

---

Hegde, D., A. Ljungqvist, & **M. Raj** (2021) Quick or Broad Patents? Evidence from U.S. Startups. *Forthcoming at the Review of Financial Studies*.

Felten, E., **M. Raj**, & R. Seamans (2021) Occupational, Industry, and Geographic Exposure to Artificial Intelligence: A Novel Dataset and Its Potential Uses. *Strategic Management Journal*.

**Raj, M.** (2021) A House Divided: Legislative Competition and Young Firm Survival in the United States. *Strategic Management Journal*.

Felten, E., **M. Raj**, & R. Seamans (2019) The Effect of Artificial Intelligence on Human Labor: An Ability-Based Approach. *Academy of Management Proceedings*.

**Raj, M.** & R. Seamans (2019) Primer on Artificial Intelligence and Robotics. *Journal of Organizational Design*.

**Raj, M.** & R. Seamans. Automation (2019) In *Oxford Bibliographies in Management*, eds. Ricky Griffin, Oxford University Press: New York.

**Raj, M.** & R. Seamans (2019) AI, Labor, Productivity, and the Need for Firm-Level Data. In *The Economics of Artificial Intelligence: An Agenda*, eds. Ajay Agrawal, Joshua S. Gans and Avi Goldfarb, University of Chicago Press: Chicago.

Felten, E., **M. Raj**, & R. Seamans (2018) A Method to Link Advances in Artificial Intelligence to Occupational Abilities. *American Economic Association Papers & Proceedings*, 108: 1-4.

## **WORKING PAPERS**

---

**Raj, M.** & J. Eggers. Short-Term Focus, Long-Term Benefits: Retrenchment as Response to CEO Employment Threat.

- *Revise & Resubmit* at *Strategic Management Journal*.
- Best Paper Award Honorable Mention, Strategic Management Society, Annual Conference 2019.

**Raj, M.**, A. Sundararajan, & C. You. COVID-19 and Digital Resilience: Evidence from Uber Eats.

- *Reject & Resubmit* at *Management Science*.
- Runner-up Best Paper Award, Workshop on Information Systems and Economics 2020.

**Raj, M.** Friends in High Places: Demand Spillovers and Competition on Platform Markets.

- Winner Best Paper Award, WINDS 2021.
- Winner Best Conference PhD Paper Prize, Strategic Management Society, Annual Conference 2020.
- Best Proposal Award for Creativity in Research Finalist, Strategic Management Society, Annual Conference 2020.

Hegde, D., A. Ljungqvist, & **M. Raj**. Race, Glass Ceilings, and Lower Pay for Equal Work.

Eklund, J., **M. Raj**, & J. Eggers. Looking Out of the Window & Into the Mirror: The Role of Managerial Attention in Shaping Responses to Industry Change.

## **WORK IN PROGRESS**

---

**Raj, M.** When Delivery Comes to Town (*Working title*).

**Raj, M.** & D. Sands. Michelin Spillovers (*Working title*).

## **HONORS & AWARDS**

---

**NYU Stern Fubon Center for Technology, Business, and Innovation**, Doctoral Fellowship (\$5,000), 2021.

**Microsoft Fellowship for the Study of the Future of Work and Organizations**, PhD Grant (\$1,000), 2021.

**Kauffman Foundation**, Knowledge Challenge Student Grant (\$27,200), 2020.

**Strategic Research Foundation**, Dissertation Research Grant (\$10,000), 2019.

**NYU Stern Center for Global Economy and Business**, PhD Grant (\$2,500), 2019.

**Leonard N. Stern School of Business**, Doctoral Fellowship, 2017-2021.

## CONFERENCE PRESENTATIONS

---

**M. Raj.** Friends in High Places: Demand Spillovers and Competition on Platform Markets.

- Trans-Atlantic Doctoral Conference, May 2020 (*cancelled because of COVID-19*).
- Strategic Management Society Annual Conference, October 2020.
- Harvard Business School Digital Doctoral Workshop, November 2020.
- Workshop on Information Systems and Economics, December 2020.
- Wharton Innovation Doctoral Symposium, March 2021.
- New York University Strategy Brownbag, April 2021.
- Strategy Science Annual Conference, April 2021.
- East Coast Doctoral Consortium, April 2021.
- Consortium on Competitiveness and Cooperation, June 2021.
- Academy of Management Annual Conference, August 2021.

**Raj, M.** When Delivery Comes to Town (*Working title*).

- Strategic Management Society Annual Conference, September 2021 (*scheduled*).

**Raj, M., A. Sundararajan, & C. You.** COVID-19 and Digital Resilience: Evidence from Uber Eats.

- NYU Stern's Future of Work Workshop, December 2020.

Hegde, D., A. Ljungqvist, & **M. Raj.** Quick or Broad Patents? Evidence from U.S. Startups.

- National Science Foundation Future of IP Conference, February 2020.

Felten, E., **M. Raj,** & R. Seamans. Occupational, Industry, and Geographic Exposure to Artificial Intelligence: A Novel Dataset and Its Potential Uses.

- Academy of Management Annual Conference, August 2019.
- Temple University Conference on Artificial Intelligence, Machine Learning, and Business Analytics, December 2019.
- AI & Strategy Consortium, January 2021.

**Raj, M.** A House Divided: Legislative Competition, State Incentives, and Young Firm Survival in the United States.

- East Coast Doctoral Consortium, April 2019
- Strategic Management Science Annual Conference, October 2019.

- Raj, M. & J. Eggers.** Under Pressure: CEOs' Short-Term Responses to Employment Threat.
- Strategic Management Science Annual Conference, October 2019.

## **SYMPOSIA, CONSORTIUMS, AND WORKSHOPS**

---

NBER Entrepreneurship Research Boot Camp, August 2020.

Doctoral Student Workshop at the Strategic Management Science Annual Conference, October 2019.

Doctoral Student Workshop at the West Coast Research Symposium, September 2019.

TIM Research Development Workshop at the Academy of Management Annual Conference, August 2019.

## **TEACHING EXPERIENCE**

---

### **Management & Organizations – Instructor**

NYU Stern Undergraduate Core Course, Summer 2021.

- Instructor evaluation: 4.8/5.0. Course evaluation: 4.6/5.0.
- Selected comments:
  - “Loved Prof. Raj!”
  - “Professor Raj paced the course extremely well. I never felt like class was too long even though each of our sessions is 3 hours because the materials were so engaging, and even more so because of the way Professor Raj taught them. I thoroughly enjoyed management and organizations!”
  - “Honestly the best class I’ve ever taken!”
  - “I have enjoyed this class very much and I think it is due to Prof. Raj's teaching style as it is very inclusive, motivational and makes me actually want to participate. Thank you!”

### **Teaching Fellow for the following courses:**

- Strategy, Professor Rob Seamans.
  - Summer, 2018.
- Managerial Decision Making, Professor Zur Shapira.
  - Fall 2018, Spring 2019.
- Artificial Intelligence, Automation, and the Platform Revolution, Professor Arun Sundararajan.
  - Winter 2019, Winter 2020.
- Management & Organizations, Professor Taylor Phillips.
  - Fall 2019.
- Endless Frontier Labs, Professor Deepak Hegde.
  - Fall 2018, Spring 2019, Fall 2019, Spring 2020.

## **REVIEWING EXPERIENCE**

---

Organization Science (*Ad Hoc Reviewer*)

2018 to present

Management Science ( <i>Ad Hoc Reviewer</i> )	2018 to present
Artificial Intelligence Review ( <i>Ad Hoc Reviewer</i> )	2020 to present
Strategy Science ( <i>Ad Hoc Reviewer</i> )	2020 to present

## **MEMBERSHIPS AND AFFILIATIONS**

---

Academy of Management	2018 to present
Strategic Management Society	2018 to present
Institute for Operations Research and the Management Sciences (INFORMS)	2018 to present

## **PRIOR WORK EXPERIENCE**

---

Cornerstone Research <i>Analyst</i> , Consulting Group	Fall 2015 – Spring 2017
Dimensional Fund Advisors <i>Associate (Intern)</i> , Financial Advisors Services Group	Summer 2014
J.P. Morgan Chase & Co. <i>Consultant (Intern)</i> , Consumer Bank & Credit Card Division	Winter 2014
United States Treasury <i>Analyst (Intern)</i> , Office of Small Business, Community Development, and Housing Policy	Summer 2012