

Ramakrishna Devarakonda
Assistant Professor
Department of Management
CUHK Business School, Room 805

Education

Bachelor of Technology (Indian Institute of Technology) – August 2002 to August 2006

Master in Public Policy (National University of Singapore) – August 2008 to August 2010

Doctor of Philosophy (Strategic Management, Business Administration, and Industrial Organization) – August 2011 to August 2015

Work Experience

Assistant Professor (Dept. of Management, CUHK Business School) – August 2015 to Present

Research Interests

Technology commercialization strategies in market for ideas, R&D alliances, and the role of founding teams and intermediaries

Publications

- Partner Selection in R&D Collaborations: Effect of Affiliations with Venture Capitalists. *Organization Science, Articles in Advance, March 2017*. With Jeffrey J. Reuer.
- R&D Alliance Formation among VC-Backed Entrepreneurial Firms. *Frontiers of Entrepreneurship Research BCERC Proceedings (FER), 2015*. With Jeffrey Reuer.

Research Grants

- The allocation of control rights for startups in cooperative commercialization agreements: Effect of Founders and Venture Capitalists. GRF Project (RGC Ref No: 14525216)

Awards

- Wiley Blackwell Outstanding Dissertation Award Finalist. Business Policy and Strategy Division, Academy of Management 2016.
- Stevens Institute Wesley J. Howe Best Paper Award. Babson College Entrepreneurship Research Conference (BCERC), 2015.

Research in Progress

- Startup Founders' Credentials and Payment Structures in Strategic Alliances. *Organization Science*, Revise and Resubmit. With Jeffrey Reuer.
- Scientist Mobility and R&D Alliance Formation. *Academy of Management Journal*, Revise and resubmit. With Stevo Pavicevic and Jeffrey Reuer.
- Startups and Alliance Formation: Effects of Founders' Credentials. *Research Policy*, Revise and Resubmit. With Jeffrey Reuer.
- New Ventures and Going Public: Effects of Founders. *Strategic Entrepreneurship Journal*, Revise and Resubmit. With Jeffrey Reuer.
- Payment Terms in R&D Partnerships: Effect of VC Affiliations. *Strategic Entrepreneurship Journal (Under Review)*. With Jeffrey Reuer and Shivaram Devarakonda.
- How do Founders help New ventures appropriate value in R&D alliances? To be submitted soon to *Organization Science*. With Harsha Tadikonda and Jeffrey Reuer.
- To support or not – When does CVC add value and when does it not? *Work in Progress*. With Supradeep Dutta.
- The Impact of CVC on R&D Partner Selection. *Work in Progress*. With Supradeep Dutta.
- VC Intermediation on Knowledge Transfer among New Ventures. *Work in Progress*. With Supradeep Dutta.
- Acquire or Not – How Does Inventor Mobility Effect Acquisition Likelihood. *Work in Progress*. With Liu Chang and Stevo Pavicevic.

Invited Conference Presentations

- Strategic Management Society Meetings, Houston Texas 2017. Partner Selection in R&D Alliances: The Role of Scientist Mobility
- Academy of Management Annual Meetings, BPS Division, Atlanta, GA. August 2017. Interfirm Ties through Scientist Mobility: Implications for R&D Partner Selection.
- Academy of Management Annual Meetings, BPS Division, Los Angeles, CA. August 2016. The Bargaining Effect of Startup Founders and Venture Capitalists on Value-Capturing Rights.
- Academy of Management Annual Meetings, BPS Division, Vancouver, BC. August 2015. The Effect of Founders' Credentials on Cooperative Agreements of Startups.
- Academy of Management Annual Meetings, ENT Division, Vancouver, BC. August 2015. The Effect of Founders' Credentials on Allocation of Risk in Cooperative Agreements.
- International Society for New Institutional Economics (ISNIE), Harvard University, Cambridge, MA. The Effect of Founders' Credentials on Allocation of Risk in Cooperative Agreements.

- Atlanta Competitive Advantage Conference, Atlanta, GA. May 2015. The Effect of Founders' Credentials on Allocation of Risk in Cooperative Agreements.
- Atlanta Competitive Advantage Conference, Atlanta, GA. May 2014. R&D Partnerships among Entrepreneurial Ventures: Role of VC Affiliations.
- Babson College Entrepreneurship Research Conference, London, ON. June 2014. R&D Partnerships among Entrepreneurial Ventures: Role of VC Affiliations.
- Academy of Management Annual Meetings, BPS Division, Orlando, FL. August 2013. When Do Affiliations with VCs Matter? Payment Structures in High-Tech Partnerships.
- Atlanta Competitive Advantage Conference, Atlanta, GA. May 2013. When Do Affiliations with VCs Matter? Payment Structures in High-Tech Partnerships.
- Darden Cambridge Entrepreneurship and Innovation Research Conference, Charlottesville, VA. May 2013. When Do Affiliations with VCs Matter? Payment Structures in High-Tech Partnerships.

Teaching Interests

Strategic Management, Technology Entrepreneurship, Management of Technology and Innovation

Courses

- MGNT 4010 Business Policy and Strategy Term 1 2015-2016: evaluation – 4.46,3.66,3.69 (for sections G,J,K respectively)
- MGNT 4010 Business Policy and Strategy Term 1 2016-2017: evaluation – 4.82,4.04,4.69 (for sections G,J,K respectively)