

## DINESH N IYER

### Academic Employment

Rutgers University <i>Assistant Professor, Rutgers School of Business-Camden</i>	Camden, NJ 2013- Present
Ohio University <i>Assistant Professor, College of Business</i>	Athens, OH 2007-2013
Ohio University <i>Visiting Professor, College of Business</i>	Athens, OH 2006-2007
Purdue University <i>Research Assistant, Krannert School of Management</i> <i>Teaching Assistant, Krannert School of Management</i>	West Lafayette, IN 2002-2006 2003, 2005
Ohio University <i>Teaching Assistant, College of Business</i>	Athens, OH 2001

### Education

Purdue University <i>PhD, Strategic Management</i> <ul style="list-style-type: none"><li>• Minor: Corporate Finance</li><li>• Topic: Performance Feedback View of the Timing of Acquisitions, Direction of Diversification, and Firm Performance (<b>Dissertation Award Finalist</b>, AOM BPS Division, 2008)</li><li>• Committee: Kent D. Miller (Co-chair); Thomas H. Brush (Co-chair) David J. Denis; Rangaraj Ramanujam</li></ul>	W Lafayette, IN 2007
Ohio University <i>MBA, Finance</i>	Athens, OH 2001
Inst. of Chartered Accountants of India <i>C.A. Intermediate certification</i>	Chennai, India 1997
Madras University <i>Bachelor of Commerce</i>	Chennai, India 1995

## Teaching Experience

- Rutgers University
  - Strategic Management – PMBA, MBA, Online MBA
  - Business Policy – UG, Online
  - Multinational Business – UG
- Ohio University
  - Corporate Strategy & International Business – IMBA Capstone Course, 2007-2011
  - Business Policy & Strategy – PMBA Course, 2010-2012
  - India MBA Course, 2007-2009
  - Brazilian Executive Seminar on Leadership and Change, 2010-2013
  - Global Consulting Project (Undergraduate) – Greece (2008); France (2010)
  - Strategic Management – Undergraduate Senior Capstone Course, 2007-2013
  - Principles of Management, 2007
  - Strategic Leadership, 2007-2011
- Purdue University
  - Strategic Management and Business Policy – Senior Capstone Course
- Ohio University
  - Managerial Economics, Teaching Assistant

## Publications

- Cabral, J., Iyer, D.N., & O'Brien, J. 2023. "How the Ghosts of Past Experience shape Problemistic Search". *Strategic Organization*, 1-23.
- Ref, O., Feldman, N., Iyer, D. N., & Shapira, Z. 2021. "Entry into new foreign markets: Performance feedback and opportunity costs. *Journal of World Business*, 56(6): 101258.
- Borgholthaus, C., Iyer, D. N., & O'Brien, J. 2021. "The Effects of Firm Aspirational Performance on Changes in Leadership Structure". *Journal of Business Research*, 129: 319-327.
- Iyer, D.N., Bau, Massimo., Chirico, F., Patel, P., & Brush, T.H. 2019. "The Triggers of Local and Distant Search: Relative Magnitude and Persistence in Explaining Acquisition Relatedness". *Long Range Planning*, 52(5).

- Sharp, B. M., Iyer, D. N., & Brush, T. H. 2017. “Executive Influence on Invention and Commercialization: The Moderating Role of Innovation Radicalness”. *American Journal of Business*, 32(3/4): 134-151.
- Iyer, D. N., Sharp, B. M., & Brush, T.H. 2017. “Knowledge Creation and Innovation Performance: An Exploration of Competing Perspectives on Organizational Systems”. *Universal Journal of Management*, 5(6): 261-270.
- Ruth, D., Iyer, D. N., & Sharp, B. 2013. “Motivation and Ability in the Decision to Acquire”. *Journal of Business Research*, 66(11): 2287-2293.
- Iyer, D. N., & Miller, K. D. 2008. “Performance Feedback, Slack, and the Timing of Acquisitions”. *Academy of Management Journal*, 51(4): 808-822.

### Book Chapters

- Sharp, B., Iyer, D. N., & Ruth, D., “Patent-Based Measures in Strategic Management Research: A Review and Assessment”. 2019. In *Strategic Renewal: Core Concepts, Antecedents, and Micro-Foundations*, Eds. Tuncdogan, A., Lindgreen A., Volberda H., Bosch, F. Routledge, NY.
- Iyer, D. N., & Davis, J. L. 2012. “Discovery & Exploitation”. In *Encyclopedia of New Venture Management*, Eds. M. Marvel and J. Golson. Sage Publications, Inc.

### Manuscripts being readied for submission

- Iyer, D. N. “Performance Feedback and Wealth Creation: A Study of Acquirer Returns. To be submitted to *AMJ*.
- Iyer, D. N., Kreiser, P., Patel, P. “To be or not to be Ambidextrous: The Role of Industry Context & Size”. To be submitted to *SMJ*.
- Iyer, D. N., Kreiser, P., Patel, P. “Curvilinearity and inflection points in exploration/exploitation hypotheses: The effect of industry context”. To be submitted to *SMJ*.
- Iyer, D. N., & Ref, O. “Performance Feedback and Acquisitions: The Effect of Industry Growth Rate on Domestic vs Cross-border Acquisitions”. Draft Stages.
- Kumar, M., Gaur, A., Popli, M., & Iyer, D. N. Performance Feedback, CEO regulatory focus, and Direction of Search.

## Media mentions

- nj1015.com. “NJ’s economic hit just beginning, but long run fine” (April, 2020: <https://nj1015.com/rutgers-prof-njs-economic-hit-just-beginning-but-long-run-fine/>).
- NJ.com. “Now’s not the time to wander around Target or Home Depot, experts say. ‘The economy can wait.’ (April, 2020: <https://www.nj.com/coronavirus/2020/04/should-we-shop-for-non-essential-items-at-stores-open-during-coronavirus-pandemic.html>).

## Conference Papers\*

- Borgholthaus, C., Iyer, D. N., & O’Brien, J. 2019. “Corporate Governance and Performance Feedback: An Exploratory Analysis”. Presented at the *Academy of Management* Conference in Boston, MA.
- Cabral, J., Iyer, D.N., & O’Brien, J. 2019. “How Experience Shapes Problemistic Search”. *Strategic Management Society* Conference in Minneapolis, MN. Awarded for **Honorable Mentions** (Top 5 papers Behavioral Strategy Track).
- Cabral, J., Iyer, D.N., & O’Brien, J. 2017. “Drivers of Search Bias in Problemistic Search”. Presented at the *Academy of Management* Conference in Atlanta, GA.
- Cabral, J., Iyer, D.N., & O’Brien, J. 2015. “The Influence of Past Experience on Firm Search Behavior”. Presented at the *Academy of Management* Conference in Vancouver, British Columbia.
- Iyer, D.N., Patel, P., & Brush, T.H. 2013. “The Magnitude and Persistence of Performance Feedback: Explaining the Likelihood of Related and Unrelated Acquisitions”. Presented at the *Southern Management Association* conference, New Orleans.
- Sharp, B., Iyer, D. N., & Brush, T. H. 2012. “Top Management Teams and Innovation: The Effect of Executives on Innovation Type and Efficiency”. Presented at the *EURAM* conference, Rotterdam. By co-author.
- Ruth, D., Iyer, D. N., & Sharp, B., 2011. “Performance Feedback & Absorptive Capacity: Role of Motivation and Ability in Acquisitions”. Presented at the *Academy of Management* Conference in San Antonio, TX.
- Iyer, D. N., & Kreiser, P., 2011. “Ambidexterity in SMEs: The Role of Exploration and Exploitation in Enhancing Firm Performance”. Presented at the *Academy of Management* Conference in San Antonio, TX.

- Burr, J., & Iyer, D. N., 2009. “Exploration, Exploitation, and Financial Performance: Does the Market reward Exploration?”. Presented at the *Strategic Management Society* Conference in Washington, D.C.
- Iyer, D. N., 2009. “Performance Feedback, Problemistic Search, and Acquirer Returns”. Presented at the *Academy of Management* Conference in Chicago.
- Iyer, D. N., 2008. “Performance Feedback, Problemistic Search, and Acquirer Returns”. Presented at the *Strategic Management Society* Conference in Cologne, Germany.
- Ruth, D., Iyer, D. N., & Sharp, B. 2008. “Innovative Output and the Decision to Acquire”. Presented at the *Academy of Management* Conference in Anaheim, CA.
- Iyer, D. N. & Brush, T. H., 2007. “Performance Feedback, Slack, and the Direction of Diversification”. Presented at the *Strategic Management Society* Conference in San Diego. By co-author.
- Ruth, D., Iyer, D. N., & Sharp, B. 2007. “Innovation and Experience in Technology Acquisitions: A Longitudinal Study”. Presented at the *Strategic Management Society* Conference in San Diego. By co-author.
- Iyer, D. N. & Brush, T. H. 2007. “Performance Feedback, Slack, and the Direction of Diversification”. Presented at the *Academy of Management* Conference in Philadelphia.
- Venkiteshwaran, D. N. & Miller, K. D., 2006. “Performance Feedback, Slack, and the Timing of Acquisitions”. Presented at the *Academy of Management* Conference in Atlanta, GA.
- Venkiteshwaran, D. N. 2005. “Organizational Change and Acquisition Activity from Performance Feedback”. Presented at the *Academy of Management* Conference, Hawaii.
- Venkiteshwaran, D. N. 2005. “The Role of Organizational Systems on Knowledge and Performance”. Presented at the *Academy of Management* Conference, Hawaii.
- Burr, J. F., & Venkiteshwaran, D. N. 2005. “Valuation of R&D Investments: Does the Market Recognize Explorative Investments?”. Presented at the 25<sup>th</sup> Annual Conference of the *Strategic Management Society* in Orlando, FL.

\* Due to the change in my surname, the presentations before August 2006 appear under the name “Venkiteshwaran”

## Conference - Workshop

- Iyer, D. N. 2009. “Managing your dissertation committee”. Presented at the Academy of Management Conference. Workshop run by the Dissertation Finalists ’08 team in Chicago.

## Honors, Awards & Grants

- Rutgers School of Business-Camden Summer research grant (2016-2019, 2022)
- Superior Achievement Award for Teaching, 2019
- Honorable Mentions Award for Paper in Behavioral Strategy Track, SMS 2019 (top five papers)
- Digital Teaching Fellow at Rutgers University-Camden, 2017
- Best Reviewer Award, MAM 2014
- BPS Dissertation Award Finalist, AOM 2008
- Journal Publication Award (COB, Ohio University), 2007
- Purdue Research Foundation Grant 2005-2006
- Strategic Management Society Doctoral Workshop, 2005
- Academy of Management, BPS Doctoral Consortium, 2005
- Krannert Management Award for Teaching Excellence, 2003
- Strategic Management Scholar Award for Doctoral Study, 2003-2005
- Ross Doctoral Fellowship, 2002
- Rookie of the year award, GBQ Partners, 2002
- Member of Honor Society, Beta Gamma Sigma, 2001

## Professional/Service Activities

### *Dissertation Committee*

- Murad Mithani, 2012. “Fallacies of Adaptation: The Limits of Power and Learning in Organizations. Rensselaer Polytechnic Institute. (Member)
- Justin Weinhardt. 2013. Assessing the Influence of a Self-Efficacy Intervention on Students’ Motivation and Performance. (Member)

### *Faculty Search Committee*

- Rutgers Univ., NTT Management Faculty Search, 2016
- Ohio Univ., Management Systems Endowed Chair in Entrepreneurship and department Chair search committee, 2012
- Ohio Univ., Management Systems International Business and CIBED search committee, 2011

### *Department/College Service*

- Faculty Development & impact committee, 2022
- Research development & impact committee, 2020-2021
- NTT Reappointment Committee, 2020

- Faculty Advisory Council, eLearning Conference, 2016-2019
- Graduate Curriculum Committee, 2019
- UG Curriculum Committee, 2015-2019
- AECOM Global Challenge Directed Study, 2018
- Research Committee 2013-2015
- Graduate CIT and AOL, Member, 2012-2013.
- Intellectual Contributions CIT, Member, 2008-2012
- Organizational Strategy course restructuring committee, 2008-2010
- Strategic Leadership Center development task force, 2010-2011
- Strategic Leadership Certificate curriculum development committee, 2010-2011

#### *Other*

- Track Chair, 2017 Midwest Academy of Management
- Member, Academy of Management
- Member, Strategic Management Society
- Reviewer, Strategic Management Society Conference
- Reviewer, Academy of Management Conference
- Reviewer, Southern Management Association Conference
- Reviewer, Midwest Academy of Management
- Ad hoc reviewer, Academy of Management Journal
- Ad hoc reviewer, Strategic Management Journal
- Ad hoc reviewer, Journal of Business Research
- Ad hoc reviewer, Organization Science
- Ad hoc reviewer, Journal of Business Venturing
- Ad hoc reviewer, Journal of Management Studies
- Ad hoc reviewer, Industry and Innovation
- Ad hoc reviewer, Asia Pacific Journal of Management
- Krannert Doctoral Student Association, Member – Social Committee, 2004-05

### **Industry Employment**

GBQ Partners Columbus, OH  
*Staff Accountant* 2002

- Corporate Audits

Artee Industries Ltd. Lagos, Nigeria  
*Manager* 1997-1999

- Job responsibilities included developing
  - Corporate client base
  - Marketing and promotional plans
  - New product line - Corporate gifts
  - Inventory, accounting and management information systems
  - Procedures for weekly reconciliation
  - Basic systems for accounting and inventory document management

Inst. of Chartered Accts of India

Chennai, India

*Apprenticeship*

*1994-1997*

- Audit Experience
  - Corporate – Financial and Tax Audits
  - Internal Audits
  - Financial Institutions