SANJAY JAIN
05/04/2026

ACADEMIC APPOINTMENTS

2022-present **Associate Professor**, Department of Management, David Nazarian College of Business & Economics, **California State University-Northridge**
2017-2022 **Assistant Professor**, Department of Management, David Nazarian College of Business and Economics, **California State University-Northridge**

EDUCATION

Stern School of Business, New York University New York, NY
Ph.D. in Management, 2001
Indian Institute of Management Calcutta, India
Post Graduate Diploma in Management, 1990
B.M.S.College of Engineering, **Bangalore University** Bangalore, India
Bachelor of Engineering, 1988

GRANTS/AWARDS

- DNCBE Summer Research Grant, 2025 ($3000), 2018 ($500)
  CSUN RSCA Grant, 2022-23 (1 course release)
  CSUN Probationary Faculty Grant, 2021-22 (1 course release)
- Best Reviewer, *Academy of Management Perspectives*, 2024
- Best Paper in Social Entrepreneurship, ENT Division, Academy of Management, 2015
- Best Paper Finalist, Sustainability Ethics and Entrepreneurship (SEE) Conference, 2014
- Best Paper, Western Academy of Management (WAM) Conference, 2011

RESEARCH INTERESTS

Organizational futures; Imagination in management studies; Emergence of new technologies; Public sector entrepreneurship; Innovation in emerging economies; Science & Technology Studies; Economic Sociology; Qualitative research methods

PUBLICATIONS

Books

Mir, R. & Jain, S. 2018. ***Routledge Companion to Qualitative Research in Organization Studies*.** New York, NY: Routledge

Peer Reviewed Journals

Jain, S., Islam, H., Farrell, M., & Nair, A. 2026. Seeking, Shaping, Becoming: A scoping review of the organization futures literature. ***Journal of Management***,
DOI: 10.1177/01492063261429051

Iurchenko, D., Petty, J., & Jain. S. 2024. "Collective entrepreneurship makes strange bedfellows: Examining framing activity in the construction of the equity crowdfunding market" ***Journal of Small Business Management***, 62(3), 1652-1683

Jain, S., Islam, H., Goossen, M. & Nair, A. 2023. "Social movements and institutional entrepreneurship as facilitators of technology transition: The case of free/open-source software." ***Research Policy***. 52(2) Article 104672

Jain, S. 2022. "From *Jugaad* to *Jugalbandi*: Understanding the changing nature of Indian innovation." ***Asia Pacific Journal of Management***, 39(1) 1-26.

Jain, S. & Ahlstrom, D. 2021. "Technology legitimacy and the legitimacy of technology: The case of chronic kidney disease therapies." ***Journal of Engineering and Technology Management***, 62: 101653.

Jain, S. 2020. "Fumbling to the future? Socio-technical regime change in the recorded music industry." ***Technology Forecasting and Social Change***, 158: 120168.

Jain, S. & Koch, J.L. 2020. "Crafting markets and fostering entrepreneurship within underserved communities: Social ventures and clean energy provision in Asia." ***Entrepreneurship & Regional Development,*** 32(1-2): 176-196**.**

Prabhu, J.C. & Jain, S. 2015. "Innovation and entrepreneurship in India: Understanding *Jugaad*" ***Asia Pacific Journal of Management,*** 32(4): 843-868.

Jain, S., Nair, A. & Ahlstrom, D. 2015. "Introduction to the special section: Towards a theoretical understanding of innovation and entrepreneurship in India" ***Asia Pacific Journal of Management***, 32(4): 835-841.

Petkova, A., Wadhwa, A., Yao, E. & Jain, S. 2014. "Reputation and decision making under ambiguity: A study of U.S. venture capital investments in the emerging clean energy sector." ***Academy of Management Journal***, 57(2): 422-448.

Jain, S. & Sharma, D. 2013. "Institutional logic migration and industry evolution in emerging economies: The case of telephony in India." ***Strategic Entrepreneurship Journal*****,** 7: 252-271.

Jain, S. 2012. "Pragmatic agency in technology standard setting: The case of Ethernet." ***Research Policy***, 41, 1643-1654.

Jain, S., George, G., & Maltarich, M.A. 2009. "Academics or entrepreneurs? Investigating role identity modification of university scientists involved in commercialization activity." ***Research Policy***, 38(6), 922-935.

Garud, R., Jain, S., & Tuertscher, P. 2008. "Incomplete by design and designing for incompleteness." ***Organization Studies***, 29(3), 351-371.

Jain, S., & George, G. 2007. "Technology transfer offices as institutional entrepreneurs: The case of Wisconsin Alumni Research Foundation and human embryonic stem cells." ***Industrial and Corporate Change***, 16(4), 535-568.

Garud, R., Jain, S., & Kumaraswamy, A. 2002. "Institutional entrepreneurship in the sponsorship of common technology standards: The case of Sun Microsystems and Java." ***Academy of Management Journal***, 45(1), 196-214.

Edited Book Chapters

Mir, R. & Jain, S. 2018. "Embracing a constructed boundary: Mapping qualitative research in organization studies" in R.Mir & S.Jain (Eds.) ***Routledge Companion to Qualitative Research in Organization Studies***. NY, NY: Routledge.

Jain, S. & Koch, J. 2016. "Conceptualizing markets for underserved communities" in A.Guerber & G.Markman (Eds.) ***Sustainability, Society, Business Ethics, and Entrepreneurship***. Singapore: World Scientific Publishing.

Garud, R., Jain, S., & Phelps, C. 1998. "Organizational linkages and product transience: New strategic imperatives in network fields." In J. Baum (Ed.), ***Advances in Strategic Management*** (pp. 205-237). Greenwich, CT: JAI Press.

Garud, R., & Jain, S. 1996. "The embeddedness of technological systems." In J. Baum and J. Dutton (Eds.) ***Advances in Strategic Management*** (pp. 389-408). Greenwich, CT: JAI Press.

As of April 22 2026, the citation count of my published work (refereed articles + book chapters) is **5000** on Google Scholar.

Work in Progress

Jain, S. & Prabhu, J. Institutional entrepreneurship in the reconfiguring of a nation's innovation system: The case of India's digital public infrastructure. Revision submitted to ***Research Policy.***

Jain, S., Islam, H., Farrell, M. & Nair, A. Exploring the role of speculative projects in technology transitions: An analytic narrative of the post-internal combustion engine (ICE) age.

Rastogi, C., Jain, S., & Jha, S. Exploring the role of imagination in shaping entrepreneurial pathways: From possibility to actualization.

Nair, A., Islam, H., Farrell, M., & Jain. S. No ordinary cog-in-the-wheel: Understanding the role of CARB (California Air Resources Board) as a public entrepreneur in the emergence of the US post-internal combustion engine market.

Jain, S., Petkova, A., & Wadhwa, A. Decoding the structure and dynamics of expectations: The case of clean energy startups in Silicon Valley.

Belinga, R., Histen, M., Alpaslan, C & Jain, S. Attending to sustainability: Examining how firm attention structures influence its strategic preparedness for changes in the natural environment.

CONFERENCE PRESENTATIONS (since 2015)

Rastogi, C., Jain, S., & Jha, S. Exploring the role of imagination in shaping entrepreneurial pathways: From possibility to actualization.
Academy of Management annual meeting, Aug 2026

Belinga, R., Histen, M., Alpaslan, C & Jain, S. Preparing for sustainability: How sensing future risks influences strategy making.
Academy of Management annual meeting, Jul 2025

Prabhu, J. & Jain, S. Transformative innovation policy in practice: The case of India's digital public infrastructure.
Academy of Management annual meeting, Jul 2025

Jain, S., Islam, H., Farrell, M., & Nair, A. Exploring the role of proto-imaginaries in technology transition: An analytic narrative of the post-ICE age.
Academy of Management annual meeting, Aug 2024

Rastogi, C., Jha, S. & Jain, S. Path creation through imaginaries: The case of pioneering entrepreneurs in India.
European Group on Organization Studies Conference, July 2024

Jain, S. From *jugaad* to *jugalbandi*: Understanding the changing nature of Indian innovation.
Invited talk, Jindal Business Global School, June 2022

Jain, S. & Ahlstrom, D. Technology legitimacy and the legitimacy of technology.
Academy of Management annual meeting, Aug 2020

Jain, S., Petkova, A., Wadhwa, A. & Yao, X. The newcomer's challenge: Charting the trajectories of prominent start-ups in the emerging clean energy sector.
Western Academy of Management, Apr 2022
European Group on Organization Studies Conference, July 2019
Academy of Management annual meeting, Aug 2018.

Jain, S. From creative destruction to convoluted construction: Socio-technical regime change in the recorded music industry.
Academy of Management annual meeting, Aug 2019
Wharton Technology & Innovation Conference, Apr 2019

Jain, S. & Koch, J. Articulated embedding in the development of markets for underserved communities: The case of clean-energy provision to off-grid communities.
Western Academy of Management, Mar 2019
Entrepreneurship and Regional Development Special Issue Workshop, Nov 2018
Academy of Management annual meeting, Aug 2015.

PROFESSIONAL ACADEMIC ACTIVITIES

• Editorial Review Board, *Organization Science* (2013-16), *Asia Pacific Journal of Management* (2015-present)
• Guest editor, Special issue on "Innovation and entrepreneurship in India", *Asia Pacific Journal of Management* (Dec 2015)

• Journal Reviewing (past five years):
Academy of Management Journal, Entrepreneurship Theory & Practice, Journal of Business Venturing, Journal of International Business Studies, Journal of Management Studies, Organization Science, Organization Studies, Research Policy, Strategic Entrepreneurship Journal, Strategic Management Journal, Strategic Organization

• Academy of Management meetings service (past five years):
Co-organizer, "OMT meets STS: Imaginaries, innovation and futures" PDW cosponsored by the OMT, CTO, SAP, ENT, MOC, TIM and CMS divisions, August 2026
Co-organizer, "Navigating the intersections of organization theory (OT) and science and technology studies." PDW cosponsored by the OMT, CTO, SAP, ENT, MOC and CMS divisions, July 2025
Invited participant, "Qualitative Research: Ask the experts." RM division PDW, July 2025.
Co-organizer, "Qualitative Research: Ask the experts." PDW cosponsored by the RM, CMS, CTO, MH, OMT, MOC, SAP, TIM, ONE and SIM divisions, Aug 2024
Co-organizer, "Qualitative Research: Ask the experts." PDW cosponsored by the RM, CMS, CTO, ENT, MH, SAP and TIM divisions, Aug 2023
Invited participant, "Qualitative Research: Ask the experts." RM division PDW, Aug 2022.
Co-organizer, "Qualitative Research: Ask the experts." PDW cosponsored by the RM, OMT, SAP, SIM and MH divisions, Virtual Session, Aug 2020
Recognized as one of the Top-10 attended sessions at AOM 2020
Chair, Qualitative Methods Track, RMD-CARMA Doctoral Student and Junior Faculty Consortium, Online forum, May-June 2020.

* Service to other conferences (past five years)
Organizer, "Entrepreneurship as future making." Session at the 12th California Entrepreneurship Educators Conference, Apr 2026.
Organizer, "Qualitative Research: Ask the experts." Session at the 10th California Entrepreneurship Educators Conference, Apr 2024.
Chair, Technology and Innovation Management track, Western Academy of Management Conference, Mar 2022
Participant, "Qualitative Research: Ask the experts." Session at the 8th California Entrepreneurship Educators Conference, Apr 2021.
Co-organizer, "Qualitative Research: Ask the experts." Session at the 7th California Entrepreneurship Educators Conference, Apr 2020.

CSUN TEACHING

Management of Emerging Technologies (Undergraduate course), 1 section, 2025-

Strategic Management: Capstone (Undergraduate course), 37 sections, 2017-
Strategic Management: Capstone (Graduate course), 11 sections, 2017-
Management/Marketing Seminar (pre-Graduate course), 4 sections, 2018-2021
Leadership Topics (Executive Education program), 2 sections, 2020-2021

CSUN SERVICE (University/College/Department) -- past five years

- Member, Faculty Senate Standing Committee on Extended Learning, CSUN, 2024-
- Member, Pathways to Tenure Grant Committee, CSUN, 2024-
- Member, DNCBE Graduate Building Committee, 2024-
- Member, DNCBE Strategic Vision & Assurance Committee (SVAC), 2025-
- Co-Chair, DNCBE Strategic Plan Taskforce, Spring 2024
- Chair, Search & Screen Committee, Sustainability Faculty Hire for 2023, Department of Management, 2022-23 (hired Rachelle Belinga)
- Member, Search & Screen Committee, OB/HR Faculty Hire for 2020, Department of Management, 2019-20 (hired Zhaleh Semnani-Azad)
- Member, Strategic Assurance Committee, DNCBE, 2018-
- Member, Faculty Senate Library Committee, CSUN, 2018-2021
- Member, Impact Journal Rankings Task Force, DNCBE, 2018-2021
- Chair, Plant Scholarship Committee, Department of Management, 2020