

## Saurabh A. Lall

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### **ACADEMIC WORK EXPERIENCE**

2016 – present      Assistant Professor (Social Enterprise & Nonprofit Management), School of Planning, Public Policy & Management, University of Oregon

### **EDUCATION**

2015      PhD in Public Policy & Administration (Program Evaluation), The George Washington University, Trachtenberg School of Public Policy and Public Administration, Washington, DC, USA

2007      Master of Public Policy, The George Washington University, Trachtenberg School of Public Policy and Public Administration, Washington, DC, USA (*Member of Pi Alpha Alpha, the National Honor Society for Public Affairs and Administration*)

2004      Bachelor of Engineering, The University of Mumbai, Mumbai, India

### **PEER-REVIEWED PUBLICATIONS**

#### **Journal Articles**

**Lall, S.A.** & Park, J. “How Social Ventures Grow: The Role of Philanthropic Finance in Social Entrepreneurship Growth” (forthcoming in *Business & Society*) [2019 Impact Factor: 4.074]

Kerlin, J., **Lall, S.A.**, Peng, S., & Cui, S. “Institutional Intermediaries as Legitimizing Agents for Social Enterprise in China and India” (forthcoming in *Public Management Review*) [2019 Impact Factor: 4.221]

**Lall, S.A.**, Chen, L., & Roberts, P.W. (2020) “[Are We Accelerating Equity Investment into Impact-Oriented Ventures?](#)” *World Development.*, Vol. 131, July 2020 [2019 Impact Factor: 3.869]

**Lall, S.A.**, Chen, L., & Davidson, A. (2019) “[The Expat Gap: Equitable Access to Grant Financing for Entrepreneurship in International Development](#)” *Public Administration Review.*, Vol. 79, Issue 6 [2019 Impact Factor: 4.063]

**Lall, S.A.** (2019) “[From Legitimacy to Learning – How Impact Measurement Perceptions and Practices Evolve in Social Enterprise – Social Finance Organization Relationships](#)” *Voluntas: International Journal of Voluntary and Nonprofit Organizations.*, Vol. 30, Issue 3 [2019 Impact Factor: 1.538]

**Lall, S.** (2017). “[Measuring to Improve vs. Measuring to Prove: Understanding the Adoption of Social Performance Measurement Practices in Nascent Social Enterprises.](#)” *Voluntas: International Journal of Voluntary and Nonprofit Organizations.*, Vol. 28, Issue [2019 Impact Factor: 1.538]

Pandey, S., **Lall, S.**, Pandey, S.K., & Ahlawat, S. (2017). “[The Appeal of Social Accelerators: What do Social Entrepreneurs Value?](#)” *Journal of Social Entrepreneurship.*, Vol. 8, Issue 1

**Lall, S.**, Bowles, L., & Baird, R. (2013). “[Bridging the Pioneer Gap: The Role of Accelerators in Creating High Impact Enterprises.](#)” *Innovations.*, Vol. 8, Issue 3/4

#### **Book**

Roberts, P.W. & **Lall, S. A.** (2019) “[Observing Acceleration: Uncovering the Effects of Accelerators on Impact-Oriented Entrepreneurs](#)” (*Palgrave-Macmillan*).

### **SUBMITTED WORKS**

Chen, L., Pandey, S., & **Lall, S.A.** “Strategic Attention of Early Stage Ventures: The Role of Gender and Overconfidence” (2<sup>nd</sup> round Revise & Resubmit at *Strategic Management Journal*)

Mason, D., Chen, L., & **Lall, S.A.** “Can Institutional Supports Improve the Quality of Volunteering? An Analysis of Online Volunteer Mentors” with Dyana Mason & Li-Wei Chen (Submitted to *Voluntas*)

## **WORKS IN PROGRESS (presented at conferences, but not yet submitted)**

“Changing the System, Not the Seeker: How can early-stage equity investors change their dominant evaluative and valuation practices?” with A. Miller (field experiment registered at AEA Social Science Registry, in preparation for *Management Science*)

“Micro-bricolage Entrepreneurship Under Extreme Constraints: Examining Entrepreneurial Activity in Rohingya Refugee Camps” with R. Chowdhury & B. Siedler (in preparation for *Academy of Management Journal*)

“Motivating Entrepreneurs to Acquire Social Capital: A Field Experiment in Online Mentoring” with L. Chen & D. Mason (in preparation for *Entrepreneurship Theory & Practice*)

## **SELECTED RESEARCH REPORTS**

Roberts, P., Davidson, A., Edens, G., & Lall, S. (2018). [\*Accelerating the Flow of Funds into Early-Stage Ventures: An Initial Look at Program Differences and Design Choices\*](#). The Aspen Institute and Emory University.

Roberts, P., Lall, S., Baird, R., Eastman, E., Davidson, A., & Jacobson, A. (2016). [\*What's Working in Startup Acceleration: Insights from Fifteen Village Capital Programs\*](#). The Aspen Institute and Emory University.

Aspen Network of Development Entrepreneurs (2013). [\*Entrepreneurial Ecosystem Diagnostic Toolkit\*](#). The Aspen Institute.

Bairiganjan, S., Delio, E., Fuente, D., Lall, S. and Singh, S. (2010). [\*Power to the People: Investing in Clean Energy for the Base of the Pyramid\*](#). World Resources Institute and the Centre for Development Finance.

## **GRANTS & AWARDS**

- 2020 \$84,000 (£67,000) for conducting a randomized-controlled trial on [accelerating investment into women-led startups from the International Growth Centre](#) Small and Growing Business Evidence Fund (London School of Economics & University of Oxford) (*co-Principal Investigator, with Amisha Miller at Boston University*).
- 2018 \$201,359 for conducting a randomized-controlled trial on [entrepreneurial mentorship from the Innovation Growth Lab](#) (IGL) Grants Programme (The Argidius Foundation, The Kauffman Foundation, NESTA) (*Principal Investigator*).
- 2017 \$9,825 to study entrepreneurial mentorship from the Kauffman-Emory Seed Grant Project (*Principal Investigator*).
- 2017 \$7,400 to study [Indian impact investing networks from the ASAE Foundation](#) Scholarly Research in Association Management Award (*Principal Investigator*).
- 2015 [\\$2.3 million to study the effectiveness of social enterprise accelerators](#), funded by the Argidius Foundation, Kauffman Foundation, Lemelson Foundation, Omidyar Networks, Banamex, Doen Foundation, and USAID ([www.galidata.org](http://www.galidata.org)) (*co-Principal Investigator, with Peter Roberts at Emory University*).
- 2013 \$50,000 to study social accelerators from Halloran Philanthropies (*Principal Investigator*).

## **SELECTED OTHER WRITINGS**

Guttentag, M. & Lall, S. (2019). [Accelerating entrepreneurship: Why business accelerators are good investments for global development](#). *Impact Alpha*.

Lall, S. (2017). [Measuring to Improve vs. Measuring to Prove – Understanding Performance Measurement in Social Entrepreneurship](#). *Asian Venture Philanthropy Network Blog*.

Edens, G. & Lall, S. (2014). [Measurement for Small and Growing Businesses](#). *Stanford Social Innovation Review*.

## **SELECTED MEDIA COVERAGE**

Forbes (2019), [“Social Impact Accelerators Drive Revenue Growth Among Just a Small Portion of Ventures.”](#)

Innovation Growth Lab (2019), [“A symphony for policy experimentation: The innovation quartet.”](#)

Impact Alpha (2018), [“Data suggests impact accelerator programs do, indeed, accelerate.”](#)

Techcrunch (2016), "[A new accelerator report suggests that independent work is most effective.](#)"

Devex (2016), "[New insights on what makes emerging market entrepreneurship accelerators work.](#)"

Fast Company (*Interview*) (2010), "[India's Clean Energy Investment Potential.](#)"

Bloomberg (2010), "[Indian Poor May Support \\$2 Billion Annual-Clean Energy Market.](#)"

### **SELECTED OTHER ACADEMIC AND PROFESSIONAL ACTIVITIES**

Starting 2021	Editorial Board, <i>Voluntas: International Journal of Voluntary and Nonprofit Organizations</i>
2020 – present	Associate Editor, <i>Social Enterprise Journal</i>
2017 – present	The Kauffman Foundation – Evaluation Advisory Committee
2019 – present	United Nations Development Programme (UNDP) Impact Measurement and Management Academic Working Group
2020 – present	Advisory Board, MicroMentor Program, Mercy Corps

### **RELEVANT PROFESSIONAL WORK EXPERIENCE**

2011 – 2016	<b>The Aspen Institute, Washington, DC</b> <i>Research Director, Aspen Network of Development Entrepreneurs</i> <ul style="list-style-type: none"><li>• Led the research initiative of the Aspen Network of Development Entrepreneurs (ANDE), a network of over 230 organizations that support entrepreneurship and small business growth in emerging markets and developing countries.</li><li>• Co-founded the Global Accelerator Learning Initiative (<a href="http://www.galidata.org">www.galidata.org</a>), a public-private partnership has aggregated data from over 23,000 ventures that applied to nearly 300 accelerator programs around the world.</li></ul>
2008 – 2011	<b>The World Resources Institute (WRI), Washington, DC</b> <i>Research Officer (2010 – 2011), Research Assistant (2008 – 2009), New Ventures Program</i> <ul style="list-style-type: none"><li>• Trained and supported sustainable enterprises in energy access, water resources management, energy efficiency, and other sectors in South and Southeast Asia as part of the New Ventures Sustainable Accelerator Program.</li></ul>
2007 – 2008	<b>The George Washington Institute of Public Policy, Washington, DC</b> <i>Graduate Research Assistant – Government Performance Project</i>
2006 – 2007	<b>The George Washington Center for the Study of Globalization, Washington, DC</b> <i>Graduate Research Assistant</i>
2004 – 2005	<b>Society for Development Studies (SDS), New Delhi, India</b> <i>Research Associate</i>

### **SELECTED INVITED TALKS AND PANELS**

2016 - 2019	University of Southampton Business School ( <i>Southampton, United Kingdom</i> ); The Omidyar Network ( <i>Bengaluru, India</i> ); The Aspen Institute ( <i>Washington DC, USA</i> ); Global Entrepreneurship Congress ( <i>Medellin, Colombia</i> ); Nesta Summit ( <i>New Delhi, India</i> )
2011 - 2015	MacArthur Foundation ( <i>Chicago IL, USA</i> ); United Nations Global Compact Leaders' Summit ( <i>New York City, NY, USA</i> ); Oikos Foundation Futurelab (Keynote) ( <i>St. Gallen, Switzerland</i> ); Asia Clean Energy Forum ( <i>Manila, Philippines</i> )

### **SELECTED ACADEMIC CONFERENCE PRESENTATIONS**

2019	Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA) ( <i>San Diego, CA, USA</i> ); Nonprofit Academic Centers Council ( <i>London, United Kingdom</i> ); European Group for Organizational Studies ( <i>Edinburgh, United Kingdom</i> ); Innovation Growth Lab Research Meeting ( <i>Berlin, Germany</i> )
2018	Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA) ( <i>Austin, TX, USA</i> ); Association of Public Policy and Management (APPAM) Conference ( <i>Washington DC, USA</i> ); Academy of Management (AOM) ( <i>Chicago, IL, USA</i> ); Sustainability,

- Ethics, & Entrepreneurship (SEE) Conference (*Washington DC, USA*)
- 2017 Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA) (*Grand Rapids, MI, USA*); Darden & Cambridge Judge Entrepreneurship and Innovation Research Conference (*Cambridge, United Kingdom*); Social Enterprise @ Goizueta Research Colloquium, Emory University (*Atlanta, GA, USA*)
- 2016 Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA) (*Washington DC, USA*); Academy of Management (AOM) (*Anaheim, CA, USA*)
- 2015 Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA) (*Chicago, IL, USA*); Oxford Sustainable & Social Finance & Impact Investing (*Oxford, United Kingdom*); Oikos Young Scholars Entrepreneurship Academy (*Weggis, Switzerland*)
- 2011 – 2014 Social Enterprise @ Goizueta Research Colloquium (*Atlanta, GA, USA*); Base of the Pyramid Summit at U. of Michigan (*Ann Arbor, MI, USA*); Academy of Management (AOM) (*Boston, MA, USA*); Oikos Young Scholars Development Academy (*St. Gallen, Switzerland*).

### **TEACHING EXPERIENCE**

Social Entrepreneurship (Graduate); Public Sector Theory (Graduate); Program Evaluation (Graduate + Undergraduate); Impact Philanthropy (Graduate + Undergraduate); Nonprofit Management (Undergraduate).

Supervised multiple independent studies on social entrepreneurship, impact investing and international development.

PhD Supervision: Amisha Miller (Boston University, Questrom School of Business); Ouafaa Hmaddi (University of Oregon, Lundquist College of Business)

*Average Teaching Evaluation Score – 4.3/5 (department mean 4/5)*

### **SERVICE**

University PPPM PhD planning committee; Student Affairs Committee; Entrepreneur Seed Grant Judging Panel; Co-organizer - Innovation Summit; Awards Committee

Field Associate Editor – *Social Enterprise Journal* (2020 – present); ARNOVA Track Chair – Accountability, Effectiveness, Evaluation and Program Outcomes (2019); Co-organizer, Social Enterprise @ Goizueta / Global Accelerator Learning Initiative Research Colloquium on Early-Stage Entrepreneurship (2014 – 2019); Co-organizer, Symposium on Entrepreneurial Accelerators at Academy of Management (2018); Co-organizer, Aspen Network of Development Entrepreneurs (ANDE) Metrics Conference (2012 – 2016)

### **Peer Review Activities**

Manuscript and proposal reviewer: *Journal of Management Studies, Journal of World Business, Public Administration Review, Strategic Entrepreneurship Journal, Journal of Business Venturing, Strategic Management Journal, Nonprofit & Voluntary Sector Quarterly, Voluntas, Public Management Review, Public Performance & Management Review, Nonprofit Management and Leadership, Journal of Social Entrepreneurship, Social Enterprise Journal, Journal of Public & Nonprofit Affairs, UK Economic and Social Research Council (ESRC), Academy of Management, and American Evaluation Association.*

### **PROFESSIONAL ASSOCIATIONS**

Academy of Management (AOM); European Group for Organizational Studies (EGOS); International Society for Third Sector Research (ISTR); Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA); American Evaluation Association (AEA)