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## **ACADEMIC EXPERIENCE**

Assistant Professor (September 2016 – present)  
School of Planning, Public Policy and Management, University of Oregon

## **EDUCATION**

### **PhD, Public Policy and Administration (2015)**

The George Washington University, Trachtenberg School of Public Policy and Public Administration, Washington, DC, USA

### **Master of Public Policy (2007)**

The George Washington University, Trachtenberg School of Public Policy and Public Administration, Washington, DC, USA

### **Bachelor of Engineering (2004)**

The University of Mumbai, Mumbai, India  
*Concentration: Electronics Engineering*

## **OTHER PROFESSIONAL ACTIVITIES**

United Nations Development Programme Impact Measurement and Management Training  
Academic Working Group (2019 – present)

The Kauffman Foundation - Evaluation Advisory Committee (2017 – present)

## **PEER-REVIEWED PUBLICATIONS**

### **Book**

Roberts, P.W. & **Lall, S. A.** (2019) “Observing Acceleration: Uncovering the Effects of Accelerators on Impact-Oriented Entrepreneurs” (*Palgrave-Macmillan*).  
<https://www.palgrave.com/us/book/9783030000417#aboutBook>

### **Journal Articles**

**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*.

**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 6.

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. (2014). "Bridging the Pioneer Gap: The Role of Accelerators in Creating High Impact Enterprises." *Innovations*, Vol. 8, Issue 3/4.

### **RESEARCH REPORTS (WITH ASSOCIATED MEDIA COVERAGE)**

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.

- Impact Alpha, "Data suggests impact accelerator programs do, indeed, accelerate." May 2018. <https://impactalpha.com/data-suggests-impact-accelerator-programs-do-indeed-accelerate/>

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.

- Techcrunch, "A new accelerator report suggests that independent work is most effective." March 2016. <https://techcrunch.com/2016/03/28/a-new-accelerator-report-suggests-that-independent-work-is-most-effective/>
- Devex, "New insights on what makes emerging market entrepreneurship accelerators work." March 2016. <https://www.devex.com/news/new-insights-on-what-makes-emerging-market-entrepreneurship-accelerators-work-87940>
- Disrupt Africa, "Study finds accelerators have positive impact on investment." March 2016. <http://disrupt-africa.com/2016/03/study-finds-accelerators-have-positive-impact-on-investment/>

Edens, G. & **Lall, S.** (2014). *The State of Measurement Practice in the SGB Sector*. The Aspen Institute.

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

The Aspen Network of Development Entrepreneurs (2012). *Small and Growing Businesses: Investing in the Missing Middle for Poverty Alleviation*. 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.

- Economic Times, "Clean Power to the People." February 2011. <https://economictimes.indiatimes.com/view-point/clean-power-to-the-people/articleshow/7591534.cms>

- Fast Company (*Interview*), "India's Clean Energy Investment Potential." October 2010. <https://www.fastcompany.com/1692484/indias-clean-energy-investment-potential-report>
- Bloomberg, "Indian Poor May Support \$2 Billion Annual-Clean Energy Market." September 2010. <https://www.bloomberg.com/news/articles/2010-09-28/indian-poor-may-support-2-billion-annual-clean-energy-market-study-says>

Delio, E., **Lall, S.** and Singh, C. (2009). *Powering Up: The Investment Potential of Energy Service Companies in India*. World Resources Institute.

### **SUBMITTED WORKS**

**Lall, S.A.**, Chen, L., & Davidson, A. "The Expat Gap: Equitable Access to Grant Financing for Entrepreneurship in International Development" (*2<sup>nd</sup> round review at Public Administration Review*).

Chen, L., Pandey, S., & **Lall, S.A.** "Demystifying Early-Stage Entrepreneurs' Perceptions of Resource Needs: The Role of Resource Endowments, Overconfidence, and Gender" (*Revise & Resubmit at Strategic Management Journal*).

**Lall, S.A.** & Park, J. "How Social Entrepreneurship Grows: The Role of Philanthropic Finance" (*Revise & Resubmit at Business & Society*)

**Lall, S.A.**, Chen, L., & Roberts, P.W. "Are We Accelerating Equity Investment into Impact-Oriented Ventures?" (*Under review at World Development*)

Mason, D., Chen, L., & **Lall, S.A.** "Can Institutional Supports Improve the Quality of the Volun-'told'? An Analysis of Online Volunteer Mentors" (*submitted to Journal of Management*)

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

**Lall, S.A.**, Chen, L., & Mason, D. "Matchmaking and Mentoring: An Experimental Study of Online Entrepreneurial Support"

Sahasranamam, S., **Lall, S.A.**, Nicolopolou, K., & Shaw, E. "Founding Team Entrepreneurial Experience, External Financing, and Social Enterprise Performance"

**Lall, S.A.** "Balancing Act: Interacting Institutional Logics in Social Entrepreneurship and Social Finance"

## **GRANTS**

### ***Innovation Growth Lab (IGL) Grants Programme (The Argidius Foundation, The Kauffman Foundation, NESTA) (2018) (Principal Investigator)***

\$201,359 for “Matchmaking and Mentoring: An Experimental Study of Online Entrepreneurial Support” with implementing partner MicroMentor (*with Dyana Mason, University of Oregon & Li-Wei Chen, Old Dominion University*).

<https://www.innovationgrowthlab.org/projects/matchmaking-and-mentoring-experimental-study-entrepreneurial-mentoring>

### ***Kauffman-Emory Seed Grant Project (2017) (Principal Investigator)***

\$9,825 for “Matchmaking and Mentoring: An Experimental Study of Online Entrepreneurial Support” with implementing partner MicroMentor (*with Dyana Mason, University of Oregon*).

### ***ASAE Foundation Scholarly Research in Association Management Award (2017)***

*(Principal Investigator)*

\$7,400 for “The Role of Associations and Intermediaries in Shaping and Legitimizing New Organizational Fields: Examining the Growth of Social Enterprise in India.”

### ***University of Oregon Office for Research and Innovation (2016)***

\$2,000 for the New Junior Faculty Research Award.

### ***Global Accelerator Learning Initiative (2015) (Co-Principal Investigator)***

\$2.3 million over three years to study the effectiveness of social enterprise incubators and accelerators, in partnership with the Social Enterprise @ Goizueta Center at Emory University. Funded by the Argidius Foundation, Kauffman Foundation, Lemelson Foundation, Omidyar Networks, Banamex, Doen Foundation, and USAID

([www.galidata.org](http://www.galidata.org)). Data used in multiple journal articles and book. (*with Peter Roberts, Emory University*)

- Forbes Entrepreneurs, “\$2.3M Partnership Will Study Startup Accelerators, Especially In Emerging Markets.” July 2015.

### ***Examining the State of Social Enterprise Accelerators (2013) (Principal Investigator)***

\$50,000 for one year to study incubation and acceleration models for social entrepreneurship. Funded by Halloran Philanthropies.

### ***Developing an Entrepreneurial Ecosystem Diagnostic Toolkit (2013) (Principal Investigator)***

\$30,000 for one year to develop a practical reference guide for policymakers and development agencies implementing entrepreneurial development projects. Funded by UK Department for International Development (DFID).

## **RELEVANT WORK EXPERIENCE**

### **The Aspen Institute, Washington, DC (2011 – 2016)**

*Research Director, Aspen Network of Development Entrepreneurs*

### **The World Resources Institute (WRI), Washington, DC (2008 – 2011)**

*Research Officer (2010 – 2011), Research Assistant (2008 – 2009), New Ventures Program*

### **The George Washington Institute of Public Policy, Washington, DC (2007 – 2008)**

*Graduate Research Assistant – Government Performance Project*

### **The George Washington Center for the Study of Globalization, Washington, DC (2006 – 2007)**

*Graduate Research Assistant*

### **National Council for Public Private Partnerships, Washington, DC (2006)**

*Research Intern*

### **Society for Development Studies (SDS), New Delhi, India (2004 – 2005)**

*Research Associate*

## **TEACHING EXPERIENCE**

### **Courses Taught**

*The University of Oregon, School of Planning, Public Policy and Management*

- PPPM 618: Public Sector Theory (graduate)
- PPPM 610: Social Enterprise (graduate)
- PPPM 686: Master of Nonprofit Management 48 Hour Project (graduate)
- PPPM 465/565: Program Evaluation (graduate + undergraduate)
- PPPM 487/587: Impact Philanthropy (graduate + undergraduate)
- PPPM 480: Nonprofit Management (undergraduate)

Average Teaching Evaluation Score: 4.1/5

## **SERVICE**

### **University of Oregon**

Co-organizer – Innovation Summit at the University of Oregon, in collaboration with colleagues from PPPM, IPRE, Lundquist Center for Entrepreneurship (2018)

College of Design Student Affairs Committee (2018 – present)

School of Planning, Public Policy and Management PhD Committee (2017 - present).

**Field**

ARNOVA Track Chair – Accountability, Effectiveness, Evaluation and Program Outcomes (2019)

Co-organizer, Social Enterprise @ Goizueta Research Colloquium (2014 – 2019) & Practitioner Forum (2016 – 2019).

Co-organizer, Symposium on Entrepreneurial Accelerators at *Academy of Management* (2018).

Co-organizer, Aspen Network of Development Entrepreneurs (ANDE) Metrics from the Ground Up Conference (2012 – 2016).

Advisory Council member, Urban Institute Fourth Sector Mapping Initiative (2014 – 2015).

**Peer Review Activities**

Manuscript and proposal reviewer: *Journal of Management Studies*, *Journal of World Business*, *Public Administration Review*, *Nonprofit & Voluntary Sector Quarterly*, *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*.

Peer reviewer for Oikos Social Enterprise Annual Case Writing Competition operated by the University of St. Gallen, Switzerland (2012 – 2017, 2019).

Reviewer for multiple research reports and edited volumes published by the World Economic Forum, the British Council Global Social Enterprise Programme, the Global Impact Investing Network, UNDP Business Call to Action, the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ), and Palgrave Macmillan.