

PRATEEK RAJ

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Indian Institute of Management Bangalore, Bengaluru, Karnataka, India 560076

Prateek studies how businesses and markets evolve(d) in history, and in developing countries, and the technological, cultural and institutional causes that drive such evolution

ACADEMIC APPOINTMENTS

Indian Institute of Management Bangalore (Jul, 2018 - Present)
Assistant Professor of *Strategy Area* and Young Faculty Research Chair

OTHER ACADEMIC RESPONSIBILITIES

University College London (Jul, 2018 – Present)
Honorary Research Associate, *School of Management*

University of Chicago Booth School of Business (Aug, 2016- June, 2018)
Research Associate, *Stigler Center for the Study of the Economy and the State*

Kellogg School of Management at Northwestern University (Aug, 2015- June, 2018)
Visiting Pre-Doctoral Fellow, *Department of Finance*

London School of Economics and Political Science (Oct, 2012- Jul, 2015)
Guest Teacher, *Department of Management*

EDUCATION

PhD , Strategy and Entrepreneurship	University College London	2018
MRes , Management Science and Innovation	University College London	2013
BTech , Production and Industrial Engineering	Indian Institute of Technology Delhi	2010

DISSERTATION

“The Friends we make: Networks, Culture and Institutions”

“Origins of Impersonal Markets in Commercial and Communication Revolutions of Europe”

(Stigler New Working Paper Series No. 11)

The paper provides an explanation of the rise of Northwestern Europe, emphasising its location at the centre of the commercial and communication revolutions.

Coverage:

- “What the story of early capitalism can teach us about late capitalism”, *UnHerd*. 19th Jan’18
- “This explains why modern markets developed where they did”, *Bloomberg*. 15th Jan, 2018
- “The role of trade and information technology in the decline of merchant guilds”, *VoxEU*. 4th Jan’18
- “A Tale of Two Cities- Hamburg and Lübeck”, *ProMarket*. 13th Nov’17; *LSE Business Review*. 12th Feb’18
- “How Markets in Europe Opened Up as Guild Monopolies Declined in the Sixteenth Century?”, *ProMarket*. 21st July’17; *Economics*. 29th July’17; *Naked Capitalism*. 20th Aug’17
- “Hacia los intercambios impersonales en Europa” (Spanish), *Derecho Mercantil*. 18th July’17

“Evolution of Honesty and Trust among Strangers”

(SSRN ID: 3033861)

The paper provides an explanation of how generalized trust evolves and sustains among strangers, emphasising the role of cycles of trust, dishonesty, mistrust and honesty that regulate the reputation of strangers in the market.

Coverage:

- “¿Cómo se pasa de cooperar solo con los de tu tribu a cooperar con cualquier extraño en una Sociedad?” (Spanish), *Derecho Mercantil*. 23rd Sep’17

“Census and Salience of Caste: India’s imagined communities” (with Paola Sapienza and Luigi Zingales)

The paper provides an explanation of why caste identity is more salient and quality of government poorer in some parts of India, emphasising the role colonial censuses played in making the identity more salient by ranking and categorising different Jatis.

Presentation:

- CAGE/IAS Culture, Identity & Economic Development Summer School, *University of Warwick*. 27th Jun’18

ONGOING PROJECTS

“Competition and the Market for Ideas” (with Raghuram Rajan)

The paper explores the factors that give rise to a competitive market for ideas, by looking at the earliest decades of printing in Europe for answers.

Presentation:

- TMCD-SBS Joint Workshop, *University of Oxford*. 11th Jun’18

“Contract and Control – How markets in Europe and China evolved” (with Yasheng Huang)

The paper studies the relationship between the economy and the state, and the historical differences and similarities Europe and China, and their economic and political organization.

“Jugaad and Partnership Uncertainty” (with Achal Bassamboo and Sanket Patil)

The paper models how partnership uncertainty influences level of investment, and the conditions under which a gentleman's agreement can be a credible commitment device.

“The business model of the fourth estate.” (with Guy Rolnik)

The paper investigates the business models that can support taking the risky bets needed in investigative journalism, and the impact the presence or absence of such business models has on the political economy.

Presentation:

- (by Guy Rolnik) Hoover Institution, *Stanford University*, 30th May’18

AWARDS AND SCHOLARSHIPS

- Young Faculty Research Chair 2018-2021, Strategy Area, Indian Institute of Management Bangalore
 - Research Funding from *Stigler Center for the Study of the Economy and the State* for 2016-18
 - PhD Scholarship by *UCL School of Management* for 2012-17
 - Indian Institution of Industrial Engineering 2010-11 National Award for Best Paper (Vrat et.al, 2010)
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OTHER EXPERIENCES

Other writings

- "Prize-Winning Innovations in Measuring Civic Capital and its Effects", ProMarket. 22nd Mar'18
- "Antimonopoly is as old as the Republic", ProMarket. 22nd May'17
- "Can Narratives Shape Society?", ProMarket. 11th Apr'17
- "Regulace Taxislužeb: Dvojsečná Zbraň", Finmag (translated in Czech). 22nd Mar'17
- "Does Regulation Build Trust or Entrench Cliques", ProMarket. 8th Mar'17
- "Role of Narratives in Economics", ProMarket. 13th Feb'17
- "How to come up with strategy under true uncertainty?", LSE Business Review. 2nd Sep'16

Associate Consultant, **Dastur Business and Technology Consulting, Kolkata** (Apr, 2011 - Sep, 2012)

- Modeled & analyzed plant logistic systems for three of the largest integrated Steel Plants of India
- Designed the IT infrastructure for one of the world's largest Aluminum manufacturers
- Estimated Steel Demand in MENA region for a major Steel manufacturer of Saudi Arabia
- Developed a risk modeling & valuation framework, for mining investments

As Advisor at **Gardner Denver NASH** developed company's India entry strategy (Dec, 2010- Apr, 2011)

As Secretary of Bengal for **SPIC MACAY**, organized cultural outreach programs (Apr - Aug, 2012)

As Derivatives trader at **Jaypee Capital** traded in Commodities and Exchange Market (Jul - Oct, 2010)

As Intern at **Delphi Automotives** reduced cycle time & waste inventory of HVAC assembly (May - Jul, 2009)