

C I T A T I O N

For the Conferment of the
Distinguished Alumni Award
on

Prof. Harbir Singh

Professor Harbir Singh received his Bachelor of Technology degree in Electrical Engineering from IIT Delhi in 1975. He received his Master's degree in Business Administration from the Indian Institute of Management, Ahmedabad in 1978. He subsequently received his Ph.D. in Business Administration from the University of Michigan in 1984.

Professor Singh is currently Vice Dean for Global Initiatives at the Wharton School of Business at the University of Pennsylvania.

Professor Singh worked for a couple of years in the industry after completing his B.Tech. and M.B.A. He joined the Wharton School of Business after completing his Ph.D. He has held many important positions at the Wharton School. He has been the William and Phyllis Mack Professor of Management, Co-Director of the Mack Center for Technological Innovation and Edward H Bowman Professor and Chair, Management Department. Prior to becoming the Vice Dean for Global Initiatives, he was the Chair of the Management Department at the Wharton School. In addition to his academic appointment at the University of Pennsylvania, Professor Singh is a Fellow of the Strategic Management Society, the leading international body of scholars working on issues related to corporate strategy. He has also served as Chair of the BPS Division of the Academy of Management.

Professor Singh recently authored a book, *The India Way: How Indian Firms Are Revolutionizing*

Management, published in 2010. This book chronicles the drivers of success of leading Indian firms in the two decades since 1990. He is best known for his research on strategic alliances between firms and his articulation of the key drivers of competitive advantage jointly developed by partnering firms. He has a large number of publications to his credit which includes about 40 publications in refereed journals and a number of articles and books on corporate acquisitions, joint ventures, restructuring and on multinational corporations.

Professor Singh is the recipient of many awards and honors. Early in his career, he received the award for outstanding research from BPS Division of the Academy of Management for his dissertation. A little over a decade later, he received the decade award from the Academy of International Business for his co-authored research on the impact of national cultural differences on choices of modes of investment into the US market by multinational firms. He has been conferred Distinguished Alumni Award of the University of Michigan. He has also received numerous awards and recognition for teaching including the Miller-Sherrard Core Teaching Award of the Wharton School.

In honouring Professor Harbir Singh, IIT Delhi recognizes his contributions made by him as a Researcher and Educator. Through his achievements, Professor Harbir Singh has brought glory to the name of the Institute.