

Ahmadreza Mostajabi

✉ amostajabi@london.edu • 🌐 mostajabi.com

Education

London Business School

Sep 2020 - Present

PhD, Strategy and Entrepreneurship

Dissertation Committee: Keyvan Vakili, Sendil Ethiraj, Kamalini Ramdas

Sharif University of Technology

Sep 2016 - Aug 2018

MBA, Master of Business Administration

Shiraz University

Sep 2012 - Aug 2016

B.Sc, Computer Software Engineering

Research Interests

- Competition and Innovation Dynamics
- Platforms and Platform Strategy
- Entrepreneurship Policy

Publications and Working Papers

Competing with the Platform: Complementor Positioning and Cross-Platform Response to Entry

Kapacinskaite, A., Mostajabi, A. (2024). Competing with the platform: Complementor positioning and cross-platform response to entry. Strategic Management Journal, 1–31. <https://doi.org/10.1002/smj.3643>

Myopic Expansions on Platforms: Evidence From Mobile Application Markets

- R&R at Administrative Science Quarterly
- In collaboration with Prof. Keyvan Vakili (LBS) and Prof. Aldona Kapacinskaite (Bocconi)

Competition Perception: How Homogeneity Shapes Competition and Innovation Dynamics in Platform Markets

- Job Market Paper
- Best Paper Nomination at AOM TIM Division (2023)

Work in Progress

Chicken or Egg? A Taxonomy of Platforms' Launch Strategies

- In collaboration with Prof. Keyvan Vakili (LBS) and Prof. Aldona Kapacinskaite (Bocconi)

Quantity-Quality Trade off: The Heterogeneous Impact of Platform Policies on Small and Big Entrepreneurs

- In collaboration with Prof. Keyvan Vakili (LBS) and Prof. Sendil Ethiraj (LBS)

Accepted Conferences and Seminars

- European Digital Platform Research Network (EU-DPRN) Summit 2024
- Consortium on Competitiveness and Cooperation (CCC) 2024
- Strategy Science 2023
- Academy of Management 2022-2023-2024
- DRUID 2022-2023
- Transatlantic Doctoral Conference 2022(Conference Lead)-2023
- Bocconi's Platform Paper Development Seminar 2022
- BU Platform Conference 2022-2023
- Strategic Management Society 2022-2023-2024

Honors and Awards

- Best Paper Nomination at AOM TIM Division 2023
- Sharif University's Top Educational Student Award 2017
- Shiraz University CSE Department's Top Student Award 2016
- Elites Foundation's Educational Award - Direct entrance to Masters program 2016

Teaching Experiences

Developing Strategy for Value Creation (Executive)	London Business School
Lead Tutor, 9 modules 2022, 2023, 2024	
CFO as Strategic Partner: Strategic Thinking (Executive)	London Business School
Lead Tutor, 4 modules 2023, 2024	
Digital Strategy (MBA and Executive Students)	London Business School
Teacher Assistant 2022, 2023, 2024	
Core Strategy (MBA)	London Business School
Teacher Assistant 2021, 2022, 2023	
Platform Strategy (Undergrad and Executive)	Sharif University of Technology
Teacher 2018	

Professional Experiences

Senior Product Manager - Snapp!	2019 – 2020
Core Product Manager of Snapp, Largest Ride-hailing Platform in the Middle-East with +5 Million rides/day	
Bahar & Saba Foreign Languages Institute	2015 – 2016
English as a Second Language Teacher	

Service

Ad hoc Reviewer	2024
Organization Science Journal, Research Policy Journal, AOM, SMS, DRUID	
Academy of Management TIM Division	2024
Social Media Coordinator	
TADC Conference	2022
London Business School - Conference Lead	
PhD Student Representative - SE Department	2022
London Business School	
BTIU Student Conference	2013-2015
Conference Lead 2015	

References

Prof. Keyvan Vakili	London Business School
Associate Professor of Strategy and Entrepreneurship Tel: +44 (0)20 7000 8742 Email: kvakili@london.edu	
Prof. Sendil Ethiraj	London Business School
Professor of Strategy and Entrepreneurship; Deputy Dean (Faculty) Tel: +44 (0)20 7000 8756 Email: sethiraj@london.edu	
Prof. Aldona Kapacinskaite	Bocconi University
Assistant Professor, Department of Management and Technology Tel: +39 02 5836 2532 Email: aldon.kapacinskaite@unibocconi.it	