


MAYANK SEWAK

8660 NW 5th TER, Apt 109, Miami, FL 33126, USA

 msewak@umass.edu / mayank.sewak@gmail.com

 +1-413-695-6708

Education

Ph.D. (Management), University of Massachusetts Amherst, MA, USA

Dissertation: The Effect of MNE Headquarter Attention on Operations in a Foreign Country: Evidence from Market Seeking MNEs in India

Committee: Anurag Sharma (Chair), Steven Floyd, Anna Lamin, Robert Nakosteen

Dissertation Defense: November 22, 2019

Degree Award: February 1, 2020

Masters of International Business, Institute of Management Technology, Ghaziabad, UP, India, 2006

Bachelor of Science in Chemistry (with Honors), St. Stephen's College, University of Delhi, Delhi, India, 2004

Academic Positions held

Visiting Lecturer, University of Massachusetts Amherst (May 2020 – Present)

Published Paper

Sewak, M., & Sharma, A. (2020). Performance implications of MNE subsidiary federation: Evidence from India. *Journal of International Management*, 26(1), 100710.

Paper Under Review

Sewak, M., Sharma, A. & Garg, G. (2019). “Host country Embeddedness and Local Subsidiary R&D” (Revise and Resubmit at *Research Policy*)

Garg, G., Sewak, M., & Sharma, A. (2020). “Gaining from Older Siblings: Implications of Within Country Experience on MNE Subsidiary Performance” (Under Review: *International Business Review*)

Working Papers

Sewak, M. & Lamin, A. HQ attention, transfers and growth in emerging markets (Paper from Dissertation; Target Journal: *Academy of Management Journal*; Target Date: September 2020)

Garg, G., Sewak, M., & Sharma, A. (2019). “Foreign subsidiary human capital & investments in local R&D” (Target Journal: *Journal of International Business Studies*; Target Date: September 2020)

Sewak, M. & Lamin, A. Now you see me: how emerging market subsidiaries gain HQ attention (Data collection ongoing)

Sewak, M., Garg, G & Sharma, A. “CEO-Chair Nationality in MNE Subsidiary: Implications for R&D and Growth” (Data Collection ongoing)

Sewak, M. & Kumar, P. Location, local knowledge and growth of market seeking operations in emerging markets (Data collection ongoing)

Published Conference Proceedings

Sewak, M. & Sharma, A. “Is Group Affiliation Profitable for MNE Subsidiaries in Emerging Markets?” Academy of International Business Annual Conference, New Orleans, LA, USA, June 2016

Sharma, A. & Sewak, M. “Access to Local Knowledge and R&D by MNE subsidiaries in Emerging Markets” Academy of International Business Annual Conference, New Orleans, LA, USA, June 2016

Conference Presentations

Sewak, M., Sharma, A. & Garg, G. MNE Subsidiaries’ Local Equity Markets Participation and R&D: Evidence from India” *Strategic Management Society Special Conference*, Hyderabad, India, December 2018

Sewak, M., Sharma, A. & Garg, G. Subsidiary Human Capital, Innovation, and Growth of MNE Subsidiaries” *Strategic Management Society Annual Conference*, Paris, France, September 2018

Sewak, M., Sharma, A. & Garg, G. Equity Market Participation and Local Subsidiary R&D” *Academy of Management Annual Conference*, Chicago, IL, USA, August 2018

Sewak, M., Sharma, A. & Garg, G. Subsidiary Managerial Capabilities and Local R&D Mandate” *Academy of Management Annual Conference*, Chicago, IL, USA, August 2018

Sewak, M., Garg, G. & Sharma, A. Local Listing and MNE Subsidiary R&D” *Academy of International Business Annual Conference*, Minneapolis, MN, USA, June 2018

Sewak, M. & Sharma, A. Multiple-Entity Presence of Foreign MNEs in Emerging Markets: Implications for Performance” *Academy of Management Annual Conference*, Atlanta, GA, USA, August 2017

Sharma, A. & Sewak, M. Access to Local Knowledge and R&D by MNE subsidiaries in Emerging Markets” *Academy of Management Annual Conference*, Anaheim, CA, USA, August 2016

Sewak, M. & Sharma, A. Is Group Affiliation Profitable for MNE Subsidiaries in Emerging Markets?” *Academy of Management Annual Conference*, Anaheim, CA, USA, August 2016

Sewak, M. & Sharma, A. “Access to resources and Exports by MNE subsidiaries in Emerging Markets” *Eastern Academy of Management Annual Conference*, New Haven, CT, USA, May 2016

Sewak, M., Sharma, A. & Nakosteen, R. “Liability of Foreignness in Industry context: Evidence from Indian manufacturing” *Academy of International Business – South East US Chapter Annual Conference*, Savannah, GA, USA, November 2015

Sewak, M. “Role of Latent Groups and Social Identities in MNE Decision Making: A Process Model” *Academy of International Business – South East US Chapter Annual Conference*, Savannah, GA, USA, November 2015

Sewak, M. & Sharma, A. An Institutional Voids Conundrum: Foreign Affiliates in an Emerging Market” *Strategic Management Society International Annual Conference*, Denver, Colorado, USA, October 2015

Sharma, A. & Sewak, M. Unified or Split Control of MNE Subsidiary: A Test of Competing Hypotheses” *Strategic Management Society International Annual Conference*, Madrid, Spain, September 2014

Teaching Experience

Visiting Lecturer, University of Massachusetts Amherst

- Introduction to Global Business (Online, MGMT 391) – Summer 2020
 - Asynchronous Online 13 Week Course with 6 students
- International Management – Fall 2020, Expected
 - Synchronous class for Management majors

Instructor, University of Massachusetts Amherst

- Introduction to Global Business (Online, MGMT 391) –
 - Taught thrice (Summer 2019; 2018; 2017)
 - Asynchronous Online 13 Week Course with 9 – 14 students
- Business Policy and Strategy (MGMT 494)
 - Taught 9 independent section of students over the period of 8 semesters between Fall 2014 and Spring 2019
 - 28 – 44 students in each section, total 344 students
- International Management (MGMT 448)
 - Taught twice. Fall 2017 (32 students); Fall 2018 (23 students)

Teaching Assistant, University of Massachusetts Amherst

- Doctoral Student Seminar with focus on Global Strategy, Spring 2018

Media

- **Sewak, M.** (2020). COVID-19 and new manufacturing opportunities for Multinational Corporations in Africa. Diplomatist. Retrieved April 29, 2020, from <http://diplomatist.com/2020/04/29/covid-19-and-new-manufacturing-opportunities-for-multinational-corporations-in-africa/>

Non-Peer Reviewed Publications

Thakur, N. & **Sewak, M.** “Doing business with China: Emerging opportunities for Indian companies” joint publication of Deloitte India and Confederation of Indian Industries (CII), 2011

Invited Presentations

Sewak, M. & Sharma, A. “CEO-Chair Nationality in MNE Subsidiary: Implications for R&D and Growth” *Global Strategy and Emerging Markets Conference*, Northeastern University, Boston, June 2017

Sewak, M. & Sharma, A. “Group Affiliation Profitable for Multinational Enterprise subsidiaries in Emerging Markets” at *Jindal Global Business School*, Sonipat, Haryana, India, September 2016

Honors, Awards & Achievements

Dissertation Fellowship by Isenberg School of Management Doctoral Program, 2018

Certificate of Outstanding Contribution in Reviewing, Journal of Business Research, 2018

Nominated for *Best Student Reviewer Award* at Academy of International Business – South East US Chapter Annual Conference, 2017

Nominated for *William J. Ziegler Best Ph.D. Student Paper Award* at Academy of International Business – South East US Chapter Annual Conference, 2015

Gold medal for academic performance at Institute of Management Technology, Ghaziabad, India, 2006

Workshops & Doctoral Consortia

Garg, G., **Sewak, M.** & Sharma, A. (2019). “Home-Bias or Host-Run: Subsidiary Human Capital Development Perspective” International Management Paper Development Workshop at *Academy of Management Annual Conference*, Boston, MA, USA, August 2019

Garg, G., **Sewak, M.** & Sharma, A. “Gaining from Older Siblings: Implications of Within Country Experience on MNE Subsidiary Performance” – International Business Review Paper Development Workshop, Academy of International Business UK & Ireland Conference, Brighton, UK, April 2019

Sewak, M. & Sharma, A. “CEO-Chair Nationality in MNE Subsidiary: Implications for R&D and Growth” International Management Paper Development Workshop at *Academy of Management Annual Conference*, Atlanta, GA, USA, August 2017

Sewak, M. & Sharma, A. “Access to resources and Exports by MNE subsidiaries in Emerging Markets” International Management – Paper Development Workshop at *Academy of Management Annual Conference*, Anaheim, CA, USA, August 2016

Participant, International Management Doctoral Consortium, *Academy of Management*

Annual Conference, Anaheim, CA, USA, August 2016

Professional Service

Journal Reviewer - Journal of Business Research (2016 – Ongoing)

Conference reviewer

- Strategic Management Society Special Conference India (2018)
- Academy of Management Annual Conference (2015, 2016, 2019)
- Academy of International Business Annual Conference (2016, 2018)
- Academy of International Business SE US Chapter Annual Meeting (2015, 2017)
- Administrative Sciences Association of Canada Annual Conference (2017)
- Eastern Academy of Management Annual Meetings (2014, 2016)

Session Chair

- Chair: “Innovation Environment: Emerging Markets” Academy of Management Annual Conference, Anaheim, CA, USA, August 2016
- Chair: “BPS: Strategy: A Subjective View” Eastern Academy of Management Annual Meeting in May 2014, Newport, RI, USA

University Service

Treasurer, Isenberg Doctoral Inter-Disciplinary Association (Graduate Student Association for Isenberg Doctoral Students), University of Massachusetts Amherst, January 2014 – June 2017

Discussant, “User feedback on UMass Amherst Library services with regard to research and teaching”, University of Massachusetts Amherst, Spring 2017

Discussion group participant for structuring a planned new PhD program for working professionals, Institute of Management Technology Ghaziabad, March 2012 – April 2012
Participant for student admission selection panel for class of 2012, 2013 & 2014, Institute of Management Technology Ghaziabad

Industry Experience

Deloitte Touché Tohmatsu India Pvt. Ltd., Gurgaon, India (2008-2012)

(Deloitte Touché Tohmatsu in India)

- Coordinator of the “Strategic Clients Program” for Deloitte in India. Identified potential strategic clients for Deloitte in India
- Worked across-functions and national boundaries to deliver high value bids for key client projects
- Coordinated Deloitte activities with industry and trade associations, create avenues to build eminence in the market-place
- Involved in research on trade, economic and business relations of India with Italy, Canada, Africa and China
- Worked with overseas Deloitte offices for coordinated marketing efforts in India

- Coordinated with Marketing and Business Development teams from the perspective of Strategic Clients Program

Mahindra and Mahindra Limited, Mumbai, India (2006-2008)

Business Analyst, Managing Director's Office; Mahindra Intertrade Ltd. Mumbai, India

- Coordinated Mahindra Intertrade's strategy formulation and ensured implementation through Balanced Score Card rollout
- Worked on new projects development with the objective of achieving approvals from corporate office and company Board of Directors. Projects related to Auto Components, International Business and Steel Service Centers among others
- Shadow Board member of Mahindra Intertrade - as a team, identified new business opportunities and executed approved projects

Professional Memberships

Academy of Management & Academy of International Business