

Pulkit Yadav

PhD Candidate in Management (Entrepreneurship), INSEAD

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EDUCATION

INSEAD

PhD in Management (specializing in Entrepreneurship) 2021–2027

Dissertation: Entrepreneurship Through Acquisition (ETA)

Dissertation Committee: Bala Vissa (co-chair), Ivana Naumovska (co-chair),
Vibha Gaba

MSc in Management Sciences 2023

ESSEC Business School

Master in Management (MiM) 2021

Duke University, The Fuqua School of Business

Master of Business Administration (Exchange Program) 2019

Birla Institute of Technology & Science, Pilani (BITS Pilani)

B.E. (Hons) Computer Science 2017

RESEARCH INTERESTS

My research lies at the intersection of entrepreneurship and strategy. In my dissertation, I study entrepreneurship through acquisition (ETA), in which individuals become entrepreneurs by buying existing firms rather than founding new ones. I ask how entrepreneurs (buyers) screen acquisition targets, how sellers of the firms disclose quality, and how investors choose whom to back. To study all three actors, I run field experiments with active buyers on a large acquisition marketplace and draw on a proprietary hand-collected dataset tracking the global diffusion of search funds, including funds that failed to raise, funds that raised, and funds that went on to acquire.

Keywords: Entrepreneurship through Acquisition (ETA), Search Funds, Information Asymmetry, Field Experiments

JOB MARKET PAPER

[1] “Buying an Opportunity: Experimental Evidence on Target Evaluation in Entrepreneurship through Acquisition” (with Balagopal Vissa).

- Supported by the Will Mitchell Dissertation Grant (Strategic Management Society)

WORKING PAPERS

[2] “Ideapreneurs in the Market for Business Opportunities: How Success and Failure Shape Future Attempts and Performance” (with Ivana Naumovska). *In preparation for submission.*

- *Designated Best Paper:* Entrepreneurship (ENT) Division, 85th Academy of Management Annual Meeting, Copenhagen (2025)

- Supported by the Will Mitchell Grant (Strategic Management Society)
- [3] “Who Gets to Search? How Investors Select Searchers in the Search Fund Market” (with Ivana Naumovska and Balagopal Vissa). *In preparation for submission.*
 - Supported by the Rudolf and Valeria Maag Scholarship

WORK IN PROGRESS

- [4] “Entrepreneurship Through Acquisition and Investor Evaluation: Eliciting Investor Preferences through Incentivized Resume Rating” (with Ivana Naumovska and Balagopal Vissa). *Experiment design stage.*
- [5] “One Size Fits None: Matching Resources to Firm Stage to Improve SME Performance” (solo-authored). *Experiment design stage.*
 - Supported by the Rudolf and Valeria Maag Scholarship

CONFERENCE PRESENTATIONS AND WORKSHOPS

- **2025**

- INSEAD Doriot Entrepreneurship Conference, Abu Dhabi
- Strategy Science Conference, Barcelona
- Trans-Atlantic Doctoral Conference, London Business School
- Academy of Management Annual Meeting, Copenhagen
- SMS Annual Meeting, San Francisco
- Conference for Field Experiments in Strategy, INSEAD San Francisco

- **2024**

- INSEAD Doriot Entrepreneurship Conference, Singapore
- SMS Annual Conference, Istanbul
- Cornell Emerging Markets Institute Conference
- Conference for Field Experiments in Strategy, INSEAD Fontainebleau

- **2023**

- Wharton–INSEAD Doctoral Consortium, Singapore
- Academy of Management OMT Workshop, Singapore

TEACHING EXPERIENCE

Teaching Assistant, Realizing Entrepreneurial Potential (Prof. Naumovska), INSEAD	2024–2026
Teaching Assistant, Machine Learning and Advanced Natural Language Processing, BITS Pilani	2017

GRANTS, AWARDS AND SCHOLARSHIPS

Will Mitchell Dissertation Research Grant, SMS (10K USD)	2025
Rudolf and Valeria Maag Scholarship in Entrepreneurship (5K Euros)	2025
Rudolf and Valeria Maag Scholarship in Entrepreneurship (5K Euros)	2026
Rudolf and Valeria Maag Dissertation Scholarship in Entrepreneurship (58K SGD)	2026

INSEAD Doriot Entrepreneurship Conference, Travel Grant (2.2K Euros)	2025
Conference on Field Experiments in Strategy Travel Grant (600 USD)	2024
WEFI Fellow	2024–2025
INSEAD PhD Fellowship	2021–Present
BITS Academic Excellence Scholarship	2013–2017

SERVICE

Reviewing

- Conference Reviewer: Academy of Management, Strategic Management Society

Organizing

- Co-organizer: 13th Wharton–INSEAD Alliance Doctoral Consortium, Philadelphia (2024)
- Co-founder: PhD Student Seminar Organizing Committee, INSEAD (2024–2025)

Departmental

- Entrepreneurship Area Student Representative, INSEAD (2024–2025)

SKILLS AND INTERESTS

Languages: English (fluent), Hindi (fluent), French (conversational)

Programming: Python, STATA, C

Marathon runner: TCS Sydney Marathon, Standard Chartered Singapore Marathon, Adidas Paris Run

Sports & eSports: Football, Cricket, EA FC

REFERENCES

Balagopal (Bala) Vissa (co-chair)
Professor of Entrepreneurship and Family Enterprise;
André and Rosalie Hoffmann Chaired Professor of Family Enterprise
INSEAD
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Ivana Naumovska (co-chair)
Associate Professor of Entrepreneurship and Family Enterprise;
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