Pulkit Yadav

PhD Candidate in Entrepreneurship, INSEAD

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EDUCATION

INSEAD

PhD in Management (specializing in Entrepreneurship and Family Enterprise) *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 (Grande École) *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, Entrepreneurship through Acquisition (ETA), Search Funds, Information Asymmetry, Field Experiments

JOB MARKET PAPER

[1] "Buying an Entrepreneurial Opportunity: Experimental Evidence on Target Evaluation in Entrepreneurship through Acquisition"

- 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)

- *Finalist*: Managerial Organization and Cognition (MOC) Division, Best Paper Award in Entrepreneurial Cognition, 85th Academy of Management Annual Meeting, Copenhagen (2025)
- Supported by the Will Mitchell Grant (Strategic Management Society)

[3] "When Does Human Capital Matter More? Institutional Context and the Contingent Value of Entrepreneurial Signals in Search Fund Fundraising" (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" *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*
Workshop on Entrepreneurial Finance and Innovation (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;
Academic Director, ETA & Search Funds Hub
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