



## Professor Ranjay Gulati

The Jaime and Josefina Chua Tiampo Professor & the Unit  
Head of the Organizational Behavior Unit at Harvard  
Business School



### CSA CELEBRITY SPEAKERS

Prof. Ranjay Gulati is the Jaime and Josefina Chua Tiampo Professor and the Unit Head of the Organizational Behaviour Unit at Harvard Business School. He is an expert on leadership, strategy, and organizational issues in firms. His recent work explores leadership and strategic challenges for building high growth organizations in turbulent markets. Some of his prior work has focused on the enablers and implications of within-firm and inter-firm collaboration. He has looked at both when and how firms should leverage greater connectivity within and across their boundaries to enhance performance.

**"Ranked as one of the top ten most cited scholars in Economics and Business over a decade by ISI-Incite"**

#### In detail

Prof. Gulati is the past-President of the Business Policy and Strategy Division at the Academy of Management and an elected fellow of the Strategic Management Society. The Economist, Financial Times, and the Economist Intelligence Unit have listed him as among the top handful of business school scholars whose work is most relevant to management practice. His research has been published in leading journals such as Harvard Business Review, Strategic Management Journal, Sloan Management Review, and Organization Science. He has also written for the Wall Street Journal, Forbes and the FT. Professor Gulati sits on the editorial board of several leading journals.

#### What he offers you

Ranjay Gulati explores how "resilient" companies - those that prosper both in good times and bad - drive growth and increase profitability by immersing themselves in the lives of their customers. Having served on the advisory boards of several startup companies and appeared as an expert witness in business litigations, he advises and speaks to corporations, large and small, around the globe. His recent work explores leadership and strategic challenges for building high growth organizations in turbulent markets. Ranjay uses instructional methodologies that include proven and effective adult learning tools.

#### How he presents

An important and fascinating speaker for theorists and practitioners alike, Ranjay Gulati assembles, integrates and refines ten years of path breaking research by extending the "resource-based" view to include 'network resources' residing, not in the firm, but in its social networks to the outside, in a clear and concise manner.

#### Topics

Strategic Thinking for Turbulent Markets: Building a Breakaway Strategy  
Building Market Driven Organisations  
From Products to Solutions: When, Why, and How  
Relational Capital: Managing Relationships as Resources  
Increasing the Odds: Building Strategic Alliances that Work!  
Designing Next Generation Organizations

### Languages

He presents in English.

### Want to know more?

Give us a call or send us an e-mail to find out exactly what he could bring to your event.

### How to book him?

Simply phone or e-mail us.

### Publications

#### 2013

Principals of Management

#### 2012

Management

#### 2010

Re-Organize for Resilience

#### 2007

Managing Network Resources: Alliances, Affiliations, and other Relational Assets