

# Sanjana Prabhu

Foster School of Business | University of Washington

Email: sprabh@uw.edu

## Education

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**University of Washington** | Foster School of Business | Department of Management & Organization | Seattle, WA

**PhD in Business Administration (Strategy)** | 2019-Present

**Dissertation:** Under Pressure: Essays on Firm Responses to Constraints on their Power of Firms to Suppress Stakeholders

**Committee:** David Tan (Chair), David Sirmon, Warren Boeker, Jerald Herting

**Minor:** Sociology; Research Methods

**Institute of Rural Management, Anand** | Anand, India

**Post-Graduate Diploma In Rural Management** (MBA equivalent) | 2017

**Christ University** | Bangalore, India

**Bachelor of Arts** | 2015

Major: Psychology, Sociology, Economics

## Research Overview

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My research can broadly be broken into two areas of focus. The first area of focus lies at the intersection of political science, law, and business. I focus on (1) when, why and how firms “do good” and (2) the role of organizations in politics. My dissertation, which falls within this area of research, explores a relatively understudied stakeholder engagement tactic: stakeholder suppression. Specifically, I explore how the use of tactics like the threat of litigation to suppress potential dissent and avoid accountability is a viable tactic for firms. The first chapter focuses on (1) how the introduction of constraints on a firm’s power to suppress stakeholders incentivizes firms to change how they generate waste and (2) how firms move this waste to continue using such tactics. My second chapter focuses on how the prior use of such tactics can defend the firm from shifts in regulatory scrutiny. My third and last chapter focuses on the potential environmental justice implications of the use of these tactics.

My second area of focus is the economic outcomes of entrepreneurship. Specifically, I am interested in how entrepreneurship acts as a vehicle for economic change, how policy influences how and where entrepreneurship manifests, and how changes and movements within the labor market influence outcomes like funding sources.

## Research Interests

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- Non-Market Strategy, Corporate Political Activity, CSR, Sustainability, Stakeholder Management, Labor Markets, Business and Politics, Entrepreneurship

## **Dissertation**

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*Under Pressure: Essays on Firm Responses to Constraints on their Power of Firms to Suppress Stakeholders*

- Submitted to “Business for a Better World” Dissertation Proposal Competition, 2024

Prabhu S. & Tan D. *Taking Out the Trash: The Power to Suppress Stakeholders and the Movement of Toxic Waste* | Dissertation | Empirical | Revising Manuscript for Journal Submission

- Presented at Strategic Management Society | Toronto | 2023

Prabhu S. *Regulatory Stringency and Suppression* / Dissertation | Empirical | Revising Manuscript for Journal Submission

Prabhu S. *Environmental Justice Implications of Suppression Tactics* / Dissertation | Empirical | Data Analysis

## **Selected Working Papers & Papers Under Development**

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Prabhu S., Gupta A. & Rituraj V. *CEO Long Term Orientation and Corporate Policial Contribution* / Empirical | Data Analysis

*Mobility between GPs and the Movement of LPs.* / Empirical | Data Analysis | with Zhelyazkov P. & DeSantola A.

## **Conferences**

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### ***Paper Presentations:***

- *Taking Out the Trash: The Power to Suppress Stakeholders and the Generation of Toxic Waste* | **Strategic Management Society (SMS) Annual Conference** | Toronto | 2023

### ***Participation:***

- Advanced Causal Inference Workshop | Northwestern University | 2023
- Strategic Management Society Doctoral Consortium | Toronto | 2023

## **Teaching Experience**

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**Instructor** | Foster School of Business | University of Washington | Seattle, WA

- *Strategic Management* | Undergraduate | S22 | Evaluation: 4.4/5
- *Foundations of Global Business Strategy* | A22 | Evaluation: 4.8/5
- *Strategic Management* | Undergraduate | S23 | Evaluation: 4.5/5
- *Foundations of Global Business Strategy* | S23 | Evaluation: 4.2/5
- *Foundations of Global Business Strategy* | A23 | Evaluation: TBA

- *Foundations of Global Business Strategy* | S24 | Evaluation: TBA
- *Strategic Management* | Undergraduate | S24 | Evaluation: TBA

### **Teaching Assistant** | Foster School of Business | University of Washington | Seattle, WA

- *Business Strategy* | MBA | David Sirmon | W22 (x2), A22, W23 (x2)
- *Strategic Management* | Undergraduate | Dan Olson | A21
- *Introduction to Entrepreneurship* | Undergraduate | Dan Olson | A21
- *Strategic Management* | Undergraduate | Sorah Seong | S21 (x2)
- *Introduction to Entrepreneurship* | Undergraduate | Alicia DeSantola | W20, A20 (x2), W21 (x2)
- *International Strategy* | Executive MBA | Kevin Steensma | S20 (x2)
- *Global Strategy* | TMMBA & Hybrid MBA | Kevin Steensma | W20, S20

### **Honors and Awards**

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- PhD Program Teaching Award, 2023-2024
- Foster School PhD Program Fellowship, 2022-2023
- The Boeing Company PhD Fellowship, 2020-2022
- Evert McCabe Endowed Fellowship, 2019-2020

### **Service**

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- Reviewer for Strategic Management Division and Social Issues in Management Division | 2022, 2023
- Organizer for Organizations and the Natural Environment (ONE) Division Professional Development Workshop (PDW) with local environmental practitioners | 2022
- Reviewer for Strategic Management Society Conference | 2024

### **Other Service**

- Doctoral in Business Student Association (DBSA) Elected Representative | 2022-24

### **Professional Membership**

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- *Academy of Management* | 2020-Present
- *Strategic Management Society* | 2023-Present

### **Non-Academic Experience**

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*Assistant Manager, Replenishment (Buying & Merchandising)* | (Bigbasket.com) Supermarket Grocery Supplies Pvt. Ltd. | May 2017-2019

- Managed assortment and inventory for multiple distribution channels and cities, and acted as a liaison between the B&M team and the Product and Tech teams for back-end feature development.

*Intern* | (Bigbasket.com) Supermarket Grocery Supplies Pvt. Ltd. | Nov-Dec 2016

- Designed a market strategy through quantitative and qualitative market research for the launch of a product.

*Intern* | CDD Society (Consortium for DEWATS Dissemination Society) | Jun-Jul 2016

- Studied the NEXUS project, and worked on a qualitative study titled “Economic Assessment of Existing Practices of Reuse of Fecal Sludge for Crop Production in Devanahalli, Bangalore”

*Intern* | MYRADA | Sept- Nov 2015

- Conducted an impact assessment of the SHG-Bank Linkage Scheme on women’s health in a village in Gulbarga District