

ABHISHEK BHATIA

(+91)9959321818 \diamond abhatia@london.edu

EDUCATION

London Business School

Doctoral Student, Strategy & Entrepreneurship

August 2020 - Present

National Institute of Technology, Warangal

Bachelor of Technology, Chemical Engineering

July 2009 - April 2013

CGPA: 8.11/10

RESEARCH INTERESTS

Technological innovation, entrepreneurship, venture capital, crowdfunding, social networks

RESEARCH EXPERIENCE

Conference Papers

- Elites vs Masses: Expanding Entrepreneurial Finance through Equity Crowdfunding, with Prof. Prachi Deuskar, Prof. Deepa Mani and Prof. Anand Nandkumar
Cambridge Centre for Alternative Finance Annual Conference, 2019
Asian Management Research Consortiums Annual Conference, 2019
Conference on the Digital Economy, 2018
- Friends with Benefits? Impact of Network Position on Entrepreneurial Finance, with Prof. Deepa Mani and Prof. Anand Nandkumar
Conference on the Digital Economy, 2019

Data Collection and Analysis in Progress

- Artificial Intelligence & Future of Work, with Prof. Deepa Mani

SKILLS

- **Datasets:** SDC Platinum - VentureXpert & M&A Databases, Bloomberg, Wharton Research Data Services - Compustat, CRSP, Capital IQ, IPUMS, Crunchbase, WIPO international patents data, custom data using web-scraping
- **Methodologies:** Cross-sectional data analysis, panel data analysis, social network analysis
- **Causal Inference:** Instrumental variable regressions, coarsened exact matching
- **Survey Data Analysis:** Survey instruments, principal factor analysis
- **Programming and Scripting:** Stata, Python, R, \LaTeX

ACADEMIC EXPERIENCE & PROJECT SUMMARIES

Indian School of Business, Hyderabad

June 2018 - July 2020

Research Associate

- **Elites vs Masses: Expanding Entrepreneurial Finance through Equity Crowdfunding**
In this study, we seek to address the highly debated issue about the potential disruption caused by crowdfunding to the traditional Venture Capital (VC) market. Using a sample of over 7,000 VC-funded and nearly 400 crowdfunded U.S.-based startups, we find that crowdfunded start-ups perform at-least at par with those funded by less successful VCs and VCs with less of a track record. Moreover, crowdfunded startups are more likely to raise subsequent financing from more successful VCs as compared to startups funded by VCs with lesser track record. Overall, our findings suggest that crowd-funders, by expanding access to more successful VCs, can substitute less experienced and less successful VCs, but are less able to provide value-added services to start-ups compared to VCs with a better track record.
- **Friends with Benefits? Impact of Network Position on Entrepreneurial Finance**
In this project, we are studying the role of interpersonal relationships, in the form of educational connections, between founders of start-ups and funders (Partners at VC firms) in funding outcomes of the investee start-ups. Using a comprehensive sample of over 11,000 VC funded startups, we find that start-ups founded by connected founders raise higher funding than their not-connected counterparts. An exploratory analysis of the underlying mechanisms suggests that VCs base their decisions on personal connections in situations of high uncertainty about either the project or the founder.
- **Artificial Intelligence and Future of Work**
The study is aimed at assessing impact of artificial intelligence beyond automation of jobs and pervasive labor substitution to provide a nuanced commentary on the interaction between machine and humans, job redesign for the future and re-engineering of businesses and business processes. The study comprises of two surveys: (i) Suitability for Machine Learning (SML) Survey: a survey of over 3,000 individuals employed in diverse occupations across India, aimed at assessing the susceptibility of over 110 Indian occupations to machine learning; and (ii) Future of Work Survey: a survey of approx. 300 Indian firms that have adopted AI / ML in their workflows, aimed at assessing the broad impacts of implementation of AI on innovation, productivity and worker behaviour; as well as the organizational mechanisms underlying such impact.

INDUSTRY EXPERIENCE

o3 Capital Global Advisory, Mumbai

May 2017 - Dec 2017

Analyst, Investment Banking

- Responsible for Mergers & Acquisitions (M&A) and Private Equity (PE) deals origination and execution in the Indian Chemicals sector
- Sector scoping of various chemical sub-sectors to identify potential sellers and buyers
- Creation of pitch books for pre-mandated sell-side / buy-side transactions

Moodys Analytics, Bangalore

Oct 2014 - May 2017

Associate, Investment Banking

Select transactions:

Sell-side advisory: Pitch book creation for a 'take-private' transaction of USD 85 million worth industrial equipment manufacturing company

Buy-side advisory: Potential add on acquisition targets identification for a USD 160 million worth HVACR equipment manufacturing company

Comparable company analysis, precedent transaction analysis, historical and projected valuations, financial modeling, WACC calculation, leveraged buyout (LBOs), sum-of-the-parts (SOTP), discounted cash flow (DCF), football field analysis, accretion - dilution sensitivity models and pro-forma merger analysis

PROFESSIONAL QUALIFICATIONS

- CFA (Chartered Financial Analyst) Level I, Jun 2015
- National Stock Exchanges NCMP (NSE Certified Market Professional) Level II, Sep 2012

ACADEMIC REFERENCES

Prof. Deepa Mani
Associate Professor, Information Systems
Indian School of Business
Hyderabad
email: deepa_mani@isb.edu

Prof. Anand Nandkumar
Associate Professor, Strategy & Entrepreneurship
Indian School of Business
Hyderabad
email: anand_nandkumar@isb.edu

Prof. Prachi Deuskar
Assistant Professor, Finance
Indian School of Business
Hyderabad
email: prachi_deuskar@isb.edu