



## CURRICULUM VITAE

### Dr. Rafiq K. Dossani

**Address** 4231 Dake Avenue, Palo Alto, CA 94306

**Telephone** Home 650-493-4786; Office 650-725-4237  
**Email** Personal: [dossani1@gmail.com](mailto:dossani1@gmail.com) Office: [dossani@stanford.edu](mailto:dossani@stanford.edu)  
**Website** [www.stanford.edu/~dossani1](http://www.stanford.edu/~dossani1)  
**Citizenship** American

**Education** Ph.D. (Finance), Northwestern University, Evanston, IL, 1982.  
MBA, Indian Institute of Management, Calcutta, India, 1976.  
B.A. (Economics), St. Stephen's College, Delhi, India, 1974.  
CFA, 1998.

**Languages:** English, Hindi, Bengali

### Work (selected)

Since 2/98: Stanford University. Consulting Professor & Senior Research Scholar,  
Shorenstein Asia Pacific Research Center.

2009-10: Director, Center for South Asia, Stanford University

2009-10: Adjunct Professor of Finance, Santa Clara University

Summer, 2008: Research Fellow, Department of Management, King's College, London

Summer, 2006: Research Fellow, Said Business School, Oxford University

12/92-1/98: Investment Banker, Robert Fleming Group. Upto 6/95, was CEO of Jardine  
Fleming India, a firm with 350 employees. Subsequently, ran its San Francisco operations.

1/92-12/92: Chairman and CEO, Adukia Financial, an investment bank and member of the  
Over The Counter Exchange of India.

1989-1991: Deputy Editor, Business India Magazine. In charge of editorials, corporate  
reports and stockmarkets.

9/87-12/87: Visiting Associate Professor of Finance, The Pennsylvania State University.

1/86-5/86: Visiting Associate Professor of Finance, Florida International University.

1980-1982: Lecturer in Finance and, from March 1982, Assistant Professor of Finance, The  
Pennsylvania State University.

**Teaching:** 1980-82: Taught undergraduate, graduate and Ph.D. courses in corporate finance, portfolio management and decision theory at the Pennsylvania State University.

1998-99: Taught undergraduate and graduate courses in portfolio management and international business at College of Notre Dame, Golden Gate University and Santa Clara University; also taught CFA Levels 1 and 3 courses in ethics and portfolio management.

2006-09: Taught undergraduate courses at Stanford University on Development Issues in South Asia and Religion and Nationalism in South Asia

2008-2010: MBA program, Santa Clara University: Financial Management, Asian Finance

2009-10: Graduate course, Stanford University: Business Policy and Development, Department of International Policy Studies. Undergraduate course: Development Issues in South Asia.

**Research:** Policy issues in South Asian education, energy, entrepreneurship, finance, regional integration, security and technology. Recent work: The software industry's globalization, engineering education in India, private equity in India and regional integration in South Asia (see website for recent downloadable papers).

### **Academic Publications and Working Papers (Selected)**

#### **Books:**

1. (with D.Sneider and V.Sood, eds), Does South Asia Exist? Prospects for Regional Integration in South Asia, Washington DC: Brookings, forthcoming, 2009.
2. India Arriving, AMACOM Books (2007).  
BNET UK named India Arriving as one of the top business books for 2008: <http://blogs.bnet.co.uk/sterling-performance/2008/12/02/top-business-books-for-2008/>
3. with H Rowen, (ed) The Prospects for Peace in South Asia, Stanford University Press, 2005.
4. Telecommunications Reform in India, Westport, CT: Quorum Books, May 2002.

#### **Papers:**

1. with S Vijaykumar, Indian Federalism and the Conduct of Foreign Policy in Border States: State Participation and Central Accommodation since 1990, in A. Mattoo and H Joseph (eds), *Domestic Politics and Indian Foreign Policy*, New Delhi: Routledge, New Delhi, forthcoming, 2009
2. with M Kenney, Service Provision for the Global Economy: the Evolving Indian Experience, in *Review of Policy Research*, 26(1-2), forthcoming, 2009
3. Offshoring, in A. Iriye and P-Y Saunier (Eds), *The Dictionary of Transnational History*, New York: Palgrave Macmillan, 2009
4. with A Kumar, Weak Ties and Innovation, in Carayannis, E, Assimakopoulos, D, and Masayuki, K, (Eds), *Innovation Networks and Knowledge Clusters*, New York: Palgrave, 2008.
5. with A Desai, Accessing Venture Capital in India, in R Kumar and M Patibandla (eds), *Institutional Dynamics and the Evolution of the Indian Economy*, New York: Routledge, 2009 (forthcoming)
6. with M Patibandla, Preparing India for a Services Economy: the Role and Quality of Engineering Education, in H Bidgoli (ed), *The Handbook of Technology Management*, New York: John Wiley, 2008 (forthcoming)
7. with M Kenney, Implications of Globalization for Software Engineering, in *The Offshoring of Engineering*, Washington DC: National Academy of Engineering Press, 2008
8. with M Kenney and J Mullan, Mexico and the Globalization of Services, *Economia Mexicana* 17(2) 2008
9. with N Denny, 'The Internet's Role in Offshored Services: a Case Study of India' in *ACM TOIT* (Association of Computing Machinery Transactions in Internet Technology), 7(3). 2007.
10. with M Kenney, The Next Wave of Globalization: Relocating Service Provision to India, *World Development*, 35(5) 772-792, 2007.
11. Book Review: India's Telecommunications Industry, *Journal of Asian Business* 22(1), 2006
12. The Origins and Growth of India's Software Industry, in *Offshoring White-Collar Work*, Collins, S. and Brainard, L., (Eds.), Washington DC: Brookings Institution, 2006.

13. Entrepreneurship: The True Story behind Indian IT, in *Making IT*, Hancock, M., Rowen, H, and Miller, W., (Eds.), Stanford: Stanford University Press, 2007, Chapter 8, 221-266.
14. with M. Kenney. The Relocation of Service Provision to Developing Nations: The Case of India. In A. Newman and J. Zysman (Eds.) *New Industries in the Global Economy* Stanford: Stanford University Press. 2006, Chapter 9, 193-216.
15. IT-Enabled Sectors in K. Basu (ed.) *The Oxford Companion to Economics in India*, p.320-323 Delhi: OUP 2007
16. with M Kenney, Offshoring and the Future of US Engineering: an Overview, *The Bridge*, Fall 2005 (Journal of the National Academy of Engineering).
17. with R Jhaveri and D Misra, Enabling ICT for rural India, working paper, Stanford University, 2005.
18. Power Distribution Sector Reform in India, *Energy Policy* 32, 1277-1289, 2004.
19. with M Kenney, Lift and Shift: Moving the Back-office to India, *Information Technologies and International Development* 1(2) 21-37, 2004.
20. with M Kenney, Moving Tata Consultancy Services into the Global Top 10, *Journal of Strategic Management Education*, 1(2), 2004.
21. with M Kenney, The Outsourcing Debate, *Yale Global*, 2004
22. with V Ranganathan, Farmers' Willingness to Pay for Power: Conceptual Issues, Survey Results and Implications for Pricing Reform in India, *Energy Economics*, 26, 359-369, 2004.
23. Reforming Venture Capital in India: Creating the Enabling Environment for Information Technology, *International Journal of Technology Management*, v.25, Nos.1/2, 151-164, 2003.
24. with M Kenney, Finance for Technology-based Small and Medium Enterprises, working paper, Stanford University, November 2002.
25. The Telecommunications Convergence Bill and its Implications for Telecommunications in India, working paper, Stanford University, October 2002.
26. Telecommunications Reform in India, *India Review*, v.1, No.2, April 2002.
27. Chinese and Indian Engineers and their Networks in Silicon Valley, working paper, Stanford University, March 2002.
28. with M Kenney, Creating an Environment for Venture Capital in India, *World Development*, v.30, No.2, 227-253, 2002.
29. with R Crow, Restructuring the Power Sector in India, with Robert Crow, working paper, Stanford University, 2001.
30. with L Saez, Venture Capital in India, with Lawrence Saez, *International Journal of Finance*, v. 12, No.4, 1932-1946, 2000.
31. with C Holloway, Hotmail Corporation (a Case Study), Stanford University Graduate School of Business Case Book, 1999.
32. with S Hamid, A J Prakash and M W Smyser, A Strong Case for the Arrow-Pratt Risk Aversion Measure, in *New Advances in Financial Economics*, ed. by D. Ghosh, 87-96, Oxford, UK: Pergamon, 1995.
33. with K Dandapani, A J Prakash and M A Reside, Personal Taxes and the Underpricing of Initial Public Offerings, *Managerial and Decision Economics*, v.13, 279-286, July-August 1992

## Memberships

<b>Academic</b>	Since 10/03:	Sloan Network on the globalization of high technology supply chains	
	Since 6/05:	Editorial Board, International Journal of Mobile Learning and Organization.	
	Since 11/01:	Editorial Board, International Journal of Information Technology Management.	
	Since 3/06:	Member, Government of India Planning Commission Committee on Technical Innovation and Venture Capital	
	Since 6/06:	Member, Department of Commerce US-India Venture Capital Group	
	Since 1/08:	Member, Kauffman Foundation Innovation Scholars Research Network	
	9/99-8/00:	Advisor, MBA program, College of Notre Dame.	
		Journal reviewer in AY 2005-08 for: Business and Politics, Information Technologies and International Development, Journal of Asian Business, Journal of International Business Studies, Review of Policy Research, Telecom Policy, and World Development.	
	<b>Related</b>	2003:	Advisory Board, India Abroad Magazine.
		2002:	Editorial Board, Mantram Online Magazine.
2002:		Editorial Board, The Subcontinental Magazine.	

Since 4/02: Advisory Board, The Silicon Valley Indian Professionals Association.  
 2000: Advisory Board, US-India Business Council, Washington, DC.  
 and, Advisory Panel to the Knowledge Trade Initiative, US India Business Council, Washington DC.

2000: Charter Member, The Indus Entrepreneurs

2001: Advisory Board, South Asia Program, Council for Strategic and International Studies, Washington, DC.

2000-2005: Advisor, Ministry of Information Technology, Government of India.

1999-2000: Member, Working Committee on Venture Capital, appointed by India's Security and Exchange Board (SEBI).

Since 10/98: Association of Investment Management and Research

**Board/Advisory** Since 7/10: Chair, Focus USA, a disaster management and relief agency

Since 6/07: Member, Board of Directors, TRG, a 6000-person IT-services firm.

Since 6/03: Member, Board of Directors, Equitymaster, a financial research firm.

Since 4/06: Member, Advisory Board, Quantum Asset Managers, an asset management firm with about \$250 m in assets under management.

Since 6/03: Trustee, Hidden Villa, a Bay Area environmental operation

2004-2006: Member, Board of Directors, Specsoft, a 1000-person IT services firm

Since 1/03: Member, Advisory Board, South Asian Arts and Films Association

2001-2006: Member, Advisory Board, American India Foundation.

1992-1995: Managing Director and CEO, Jardine Fleming India Securities Ltd.

1992-1996: Director, Development Credit Bank Limited, a retail bank based in Mumbai, India. The bank currently has deposits of Rs. 50 bn and a depositor base of 60,000.

1991-1993: Director, Jindal Iron and Steel Company Limited, a manufacturer of steel. The company is listed on the Bombay Stock Exchange and is one of the 100 largest manufacturing companies in India.

**Academic Outreach, Conference Organization and Policy Advisory Work:**

1. 1999-2002: Executive Director of the South Asia Initiative at Stanford University, a new university-wide initiative to increase Stanford University's academic links with South Asia. The Initiative funded courses, visiting faculty and research projects on South Asia. In 2002, the Initiative was folded into the Asia-Pacific Research Center.
2. Since 9/01: Principal India Advisor to the Asia Technology Initiative, a student-sponsored initiative to engage Stanford students with emerging technology centers in Asia. This includes work on the structure of the program, introductions to entrepreneurs, trade bodies and state organizations in India and to Asian entrepreneurs in Silicon Valley, and support for a conference in Bangalore in August 2003.
3. Organized (with Martin Kenney of the University of California, Davis) the annual Stanford conference on the Globalization of Services, sponsored by the Sloan Foundation, in 2005, 2006 and 2007.
4. Organized (with Henry Rowen and Scott Sagan of Stanford University) conferences on security in South Asia in 2002, 2003 and 2004.
5. Organized a conference on regionalism and regional integration in South Asia in June 2008.
6. Prepared, with Ministry of IT in India, a report on rural access to information and communication technologies (November 2005). The report has since been adopted by the Ministry of IT and the Universal Service Fund as a formal model for USO funding eligibility. The Nasscom Foundation (a division of the India IT Trade Body Nasscom) is implementing a pilot based on the model in Sangli, Maharashtra. The California Public Utilities Commission accepted the model as part of the pro-competition initiatives for underserved communities in rural California under the SBC-ATT and Verizon-MCI mergers. A sum of \$60 million was set aside for such initiatives.
7. Since 1/00: Advisor to the Ministry of Information Technology, Government of India, on IT, venture capital and telecommunications reform: (1) responsible for proposing the introduction of "party-lines" to the regulator and NGOs as a means to reduce voice telecommunications costs, as a result of which

a set of 20 villages in rural Andhra Pradesh now have this facility; (2) responsible for convincing policymakers that convergence based on layered services (as proposed in the Convergence Bill of 2001) would require a higher regulatory capacity than currently available and is best deferred until other reforms take effect.

8. 2002-2003: Advisor to the Pakistan Telecommunications Authority, Government of Pakistan, on telecommunications reform.
9. 6/99-2/00: Advisor to the Securities and Exchange Board of India, Ministry of Finance on venture capital reform; responsible for writing, in collaboration with a team from the Securities and Exchange Board, new laws for regulating venture capital. The laws were enacted in 2000, as a result of which venture capital investment in India rose from an average of \$30 m per annum between 1988 and 1999 to \$1.1 bn per annum between 2000 and 2003.
10. Since 2/06: member, Committee on Technical Innovation and Venture Capital, Planning Commission, Government of India
11. Since 2/06: member, Committee on US-India Venture Capital Group, Department of Commerce, United States Government.

### **Institutional grants received and in process**

1. Sloan Foundation, 2003-08
2. Stanford University International Initiative, 2007-2010
3. Wadhvani Foundation, 2005.
4. TiE Foundation, 2005.
5. US-IVCA Foundation, 2005.
6. India Technology Initiative, 2000-02.
7. Bechtel Foundation, 1999-2002
8. Pacific Council, 2004.

### **Projects currently funded:**

1. A Study of the Quality of Technical Education in India, China and Russia.
2. The Offshoring of Services.
3. India's Private Equity Industry
4. VLSI design strategies for Indian service providers
5. Carbon management solutions.

### **Recent remunerated consulting assignments (2006 onwards)**

1. Assessment of India country risk (for a Fortune 100 firm).
2. Doing business in India (for a [different] Fortune 100 firm).
3. The primary drivers of IT partner relationships (for a Fortune 100 firm)
4. Assessing India as an investment destination (for the National Council on Teacher Retirement)
5. Assessing India as an investment destination (for a Fortune 100 firm)
6. Assessing South Asia's IT industry (for a multilateral organization)
7. Assessing India's trade competitiveness (for a US government agency)
8. Corporate governance in India (for a US government agency)
9. Trade associations in India (for a US government agency)
10. Assessing the Private Equity Industry in India (for a Big 4 accounting and professional services firm)
11. Assessing the Indian IT industry's relevance for the Brazilian IT industry, for a global IT consulting firm.
12. VLSI design strategies (for a Big 3 Indian IT firm)