SANTHI HEJEEBU

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EDUCATION

Ph.D. Department of Economics, University of Iowa, Iowa City, IA, December 1998. Dissertation Title: **Microeconomic Investigations of the English East India Company**

M.A., Economics, University of Iowa, Iowa City, IA, December 1994 Thesis Title: **Market Power and the English East India Company in Bengal**

B.A. (Magna Cum Laude), Economics, University of Maryland Baltimore County, Baltimore, MD, May 1989

RESEARCH INTERESTS

Applied Microeconomics, Organizations, Social Networks, and Economic History

PROFESSIONAL EXPERIENCE

2010 - **Associate Professor**, Department of Economics and Business, Cornell College
Teach the microeconomic theory sequence and several courses in applied economics, most recently business analytics, markets and social networks, and the economics of organizations.

2004 - 2010 **Assistant Professor**, Department of Economics and Business, Cornell College
Teach the microeconomic theory sequence and several courses in applied economics including: managerial economics, economics of organizations, US antitrust and regulation, US economic and business history, and multinational corporations in historical perspective.

2000-2004 **Visiting Assistant Professor**, Department of Economics, University of Iowa.
Teach several courses in historical industrial organization including United States and Asian business history. Also teach microeconomics, macroeconomics, industrial organization, and statistics for business strategy.

spring 2002 **Visiting Assistant Professor**, Department of History, University of Iowa.
Taught a course on globalization in history, emphasizing European commercial expansion in early modern Asia.

spring 2000 **Lecturer**, Departments of Economics and South Asia Regional Studies, University of Pennsylvania. Taught the economic history of South Asia.

1999 **Visiting Scholar**, Department of Humanities and Social Sciences, Indian Institute of Technology, Bombay. Guest lecturer in an M.Phil. course on science and technology in India's development.

1997-1998 **Fulbright Scholar**, Department of Economics, Delhi School of Economics, Delhi. Completed dissertation research using archival sources in India.

1993-1997 **Teaching Assistant**, Department of Economics, University of Iowa.
Graduate courses: Business strategy and managerial economics in the MBA program; Historical economics in the Ph.D. program.
Undergraduate courses: Introductory macroeconomics, intermediate microeconomics, American economic history, and contemporary issues in economics.

summer 1996 **Visiting Researcher**, European University Institute, Department of History and Civilization, Florence, Italy and Institute for Historical Research, University of London, England. Examined hundreds of volumes of archival records.

1994, 1996 **Course Instructor**, Department of Economics, University of Iowa.
Taught the history of economic thought and principles of macroeconomics.

1990-1992 **Assistant Director/Research Economist**, Center for Business and Economic Studies, University of Baltimore, Baltimore, MD. Constructed a demographic model for the State of Maryland and its jurisdictions; designed a large database specializing in regional economic and demographic variables; trained and supervised technical support staff; liaison with local economic development community.

PUBLICATIONS

JOURNAL ARTICLES AND BOOK CHAPTERS

"Job Design in the Presence of Career Concerns" ***Journal of Economics and Management Strategy***, 21(4): 1083-1109. 2012.

"The Colonial Transition and the Direction of the East India Company, c1746-1784" under review.

"The Demand for Empire: Servants and Directors of the East India Company" revise and resubmit at the ***Indian Economic and Social History Review.***

"Specific Information and the English Chartered Companies, 1650-1750" (with Ann M. Carlos, University of Colorado, Boulder), in ***Information Flows, New Approaches in the Historical Study of Business Information***, edited by Leos Müller and Jari Ojala, Helsinki: SKS, 2008.

"Contract Enforcement in the English East India Company" ***Journal of Economic History,*** 65(2): 1-27. 2005.

"The Reproving of Karl Polanyi" with D.N. McCloskey. ***Critical Review***. 13(3-4): 285-314. 2001.

"Polanyi and the History of Capitalism: Rejoinder to Blythe" with D.N. McCloskey. ***Critical Review***. 16(1): 135-142. 2004.

"Asia in the Making of K.N. Chaudhuri's Trading World of Asia" ***Economic History Services***, Project 2000, December 2000 and reprinted in ***East India Company, From Traders to Rulers***, N.J. Rao, editor, Hyderabad: ICFAI University Press, 2004.

ENCYCLOPEDIA ARTICLES

"Trade Policy, 1800-1947" ***Encyclopedia of India.*** Edited by Stanley Wolpert. 2005.

"The Firm Before 1800" ***Oxford Encyclopedia of Economic History.*** Edited by Joel Mokyr. 2003.

"Emporia and Bazaars" ***Oxford Encyclopedia of Economic History.*** Edited by Joel Mokyr. 2003.

BOOK REVIEWS

The Twilight of the East India Company: The Evolution of Anglo-Asian Commerce and Politics, 1790-1860, by Anthony Webster, ***Business History*** 52, 6 (2010)

People, Taxation, and Trade in Mughal India by Shireen Moosvi, ***Economic History Review*** 62, 3 (2009).

The Business of Empire, The East India Company and Imperial Britain, 1756-1833 by H.V. Bowen, **Eh. Net**, April 2007.

Bullion for Goods, European and Indian Merchants in the Indian Ocean Trade, 1500-1800 by Om Prakash, ***Indian Economic and Social History Review***, 42, 4 (2006).

The Worlds of the East India Company edited by H.V. Bowen, Margarette Lincoln, and Nigel Rigby, ***Journal of Economic History***, September 2003.

Transition to a Colonial Economy by Prasannan Parthasarathi, ***Journal of Asian Economics***, 218 (2002).

Economic History of India, 1857-1947 by Tirthankar Roy, ***Economic History Services***, March 2002

Empire of Free Trade by Sudipto Sen. ***Minnesota Journal of Global Trade***, Summer 2000.

Maritime Commerce and English Power: Southeast India, 1750-1800 by S. Arasaratnam, ***Journal of Economic History***, June 1998.

TEXTBOOK REVIEWS

Microeconomics: An Interactive Approach, by Stephen Erfle, commissioned review, January 2010.

The Economic Conversation, by Arjo Klamer, Deirdre McCloskey, and Stephen Ziliak, commissioned review, spring 2007.

MISCELLANEOUS

"Resources for Teaching the History of the Firm" invited essay for EH.Teach. Fall 2006.

"Job Design and the Benefits of Private Trade" with Pablo Casas-Arce, Oxford University, Department of Economics Discussion Paper Series #204, September 2004.

"Introductory Microeconomics and One Big Firm" with Lesley Chiou, Occidental College, Department of Economics, September 2007. Available at SSRN: http://ssrn.com/abstract=1020145

TEACHING WORKSHOPS

Conversations about Teaching "Enabling Writers with Tunritin.com," **Cornell College**, November, 2012

Women and the Academy, Defining Our Roles, ACM Workshop hosted by **Coe College**, September 25-27, 2009.

History of the Sleeping Car, **Newberry Library**, March, 2007.

Art of Discussion Leadership, **Harvard Business School**, November 10-11, 2006.

Conversations about Teaching "Grading: It's All About the *A*," **Cornell College**, October 6, 2006

Committee on the Status of Women in the Economics Profession (CSWEP) and the **National Science Foundation**, Junior Faculty Mentoring Workshop, Chicago, IL, March 2005.

"Company Raj: The East India Company, 1600-1857" **University of Iowa**, Department of History, March 10, 2005.

SCHOLARLY PRESENTATIONS

"Colonial Transition and the East India Company," Warwick University, August 2011.

"Mixed Blessings: Consequences of State Lending on the East India Company," **University of Cambridge, Newnham College**, March 2010, **Questioning 'Credible Commitment': Re-thinking the Glorious Revolution and the Rise of Financial Capitalism**

"The Demand for Empire: Servants and Directors of the East India Company," **University of London, Institute for Historical Research** and **Cornell College HAIG Seminar**, October 2009.

"Economic Origins of British India" **XV International Economic History Congress, Utrecht, Netherlands,** August 2009**.**

"Contract Enforcement in the English East India Company," **The British Library**, invited lecture for staff of the Oriental and India Office Library, London. May 23, 2008.

"Reconstruction and Analysis of Eighteenth Century Balance Sheets," (with Lisa Lefebure) **Accounting, Business, and Financial History Conference,** Cardiff University, September 2006.

"Specific Information and the English Chartered Companies 1650-1750" (with Ann M. Carlos, University of Colorado, Boulder), **Jyväskylä University (Finland)**, June 2005 and **XIV International Economic History Congress, Helsinki,** August 2006**.**

"Economic Origins of British India" **Northwestern University**, Department of Economics, May 12, 2005.

"A Critical Appreciation of Karl Polanyi" **Invited Plenary Speaker, Social Science History Association**, November 2004.

"Job Design and the Benefits of Private Trade**" European Meeting of the Econometric Society**, Madrid, Spain, August 2004.

Organizer and presenter "The origins of British India: reason and representation" for **Social Science History Conference**. November 2003.

"Was Plassey Profitable?" **Gokhale Institute of Politics and Economics**, Pune, India, December 2003.

"Contract Enforcement in the East India Company" **University of Wisconsin, La Crosse**, Economics Department Seminar Series, November 2004, **University of Warwick (UK)**, Department of Economics, May 2003. Earlier presented at **Economic History Association Conference**, Philadelphia, PA, October, 2001, and at **Northwestern University**, Department of Economics, May 2001.

"Economic Origins of British India." **University of Chicago**, South Asia Seminar, May 2003

"Job Design and the English East India Company." (with Pablo Casas-Arce) Tow Seminar Series, **University of Iowa**, Department of Economics, November 1, 2002

"Contract Design in the English East India Company." (with Pablo Casas-Arce) **Harvard University**, Department of Economics, March 18, 2002.

"Rent-Seeking in the Chartered Companies: Overseas Agents in the English East India Company." Department of Humanities and Social Science, **Indian Institute of Technology**, Mumbai, India, October 14, 1999.

"Market Power and the English East India Company in Bengal, 1660-1760," presented at the **Association for Indian Economic Studies Conference**, San Francisco, CA, January 6, 1996 and at the **Social Science History Association Conference**, Chicago, IL, November 19, 1995.

"The Great Transformation: A Review in Retrospect," presented at the **Markets and Morals: The Rhetoric of a Middle Class** conference, University of Iowa, Iowa City, IA, October 1995.

GRANTS AND AWARDS

Faculty Development Grants, **Cornell College**
- Student-faculty research grant, 2005-06, summer 2011, summer 2012
- McConnell Sabbatical Fellowship, 2010.
- McConnell Travel Fund, 2008 and 2009.
- One term course release. 2006-07.
- Writing course development grant, 2005-06.

Faculty Career Enhancement Project (FaCE Project), **Associated Colleges of the Midwest**
- Funding for research at the British Library, spring 2008.
- Funding for All-Iowa Economic History Workshop, 2004-05.

Arthur H. Cole Research Grant, **Economic History Association**, 2003-04.

MidAmerican Energy Research Awards, **Tippie College of Business**, **University of Iowa**, 2002-03.

J. William Fulbright Grant for Dissertation Research, United States Educational Foundation in India, 1997-98.

H.B. Earhart Fellowship, **Earhart Foundation**, Ann Arbor, Michigan, 1996-97.

T. Anne Cleary International Dissertation Research Award, Graduate College, **University of Iowa**, 1996-97.

Foreign Language and Area Studies Scholarship, **U.S. Department of Education**, 1995-96.

South Asian Arts Scholarship, **Kala Mandali Association**, Iowa City, IA, 1995.

Paul Olson Fellowship for Outstanding Masters Thesis, **Department of Economics, University of Iowa**, 1994.

SERVICE ACTIVITIES

SERVICE TO THE COLLEGE

Chair, Department of Economics and Business, 2011-2014
Diversity Committee, 2012-13
Search Committees:
- VP Alumni Affairs and Advancement, Spring 2012
- Biology Department, Winter 2009-10
- Public Policy, 2006-07

New Faculty Mentor, 2011-12
Conduct Board, Chair, 2011-2012
Administration Committee, 2008-2010
Faculty Salary Sub-Committee, 2008-2010
Faculty advisor: Omicron Delta Epsilon (International Economics Honors Society) and Cornell SIFE (Students for Free Enterprise)
New Faculty Orientation: Discussion Leader on Grading and Evaluation, 2008 and 2009.
Berry Center for Economics, Business and Public Policy, Operations Committee, 2006-2007
Academic Affairs Committee, 2005-2006
Academic Standing Committee, 2005-2006
Economics and Business Department Internship Liaison, 2005-2006

SERVICE TO THE PROFESSION

Consultant for "Mankind: The Story of All of Us," a TV series produced by Nutopia Studio (London) for the **History Channel**, 2011-2012.

Economics Network Chair, **Social Science History Association**, 2006-2009

Referee for the ***Explorations in Economic History*** (2009, 2010), ***Economic History Review*** (2007), ***Journal of Political Economy*** (2005), ***Journal of Economic History*** (1998, 2003, 2004, 2006), ***Australian Economic History Review*** (2006), ***Southern Economic Journal***, (2004).

Associate Book Review Editor, **Economic History Services,** 2004-2006.

Member, Committee on Research in Economic History, **Economic History Association**, 2004-2006.

Faculty Consultant for the **2004 Advanced Placement Economics**, Educational Testing Service.

Discussant, invited participant, or chair for sessions at the following meetings: **Northwestern University Rise and Decline of Imperial Leadership Conference** (2007), **Social Science History Conference** (2003, 2005, 2006), **Iowa Economics Alumni Workshop** (2005), **Cliometric Society Conference** (2001), **Wisconsin Conference on South Asia** (2000), **Karl Polanyi Institute of Political Economy** (1996), **Association of Indian Economic Studies** (1996).

Public Lecture: **Responding to Globalization**, Unitarian Universalist Society of Iowa City, June 29, 2003.

Historical data archivist for the **Cliometric Society**, Miami University, OH, 1996-1997.

CONFERENCES/WORKSHOPS ORGANIZED

Organizer, **All-Iowa Economic History Network**, Iowa City, 2003-2006.

Convener: **Rapid Economic Growth, Lived Experience, and Mediated Representations: South, Southeast and East Asia, 1980-2000.** University of Iowa, 2001-2004.

Co-organizer and discussant for **Markets and Morals: The Rhetoric of a Middle Class**, University of Iowa, October, 1995.

MEMBERSHIP

American Economic Association
Economic History Association
Cliometric Society
Business History Society
Economic History Society (U.K.)
Social Science History Association

PERSONAL

Born in Peoria, IL, 1966	First language: English
Additional languages:	Telugu and Hindi
Extracurricular activities:	cello, yoga, volunteering in the community