

Prof Dipak JAIN

Citation

In today's highly competitive global business arena, where a winner-takes-all mentality may appear the only profitable way to go, there is a leading exponent among business educators of an alternative way for executives to succeed. To Prof Dipak Jain, who always leads from the front and his own experience: "People respect people who are genuine."

His own life certainly seems to reflect the power of sincerity to bring achievement. Prof Jain's curriculum vitae encompasses the rare accomplishment of visionary leadership at business schools on three separate continents. He is a cherished and award-winning educator. He has published more than 60 articles in leading academic journals. He has also held numerous company directorships in different countries and served as a consultant for major companies, including Microsoft, Sony and American Express, as well as governments. As such, Prof Jain is a management guru who has scaled all the heights of his chosen field. Not through playing hard ball or force of personality, but a patient emphasis on positive values and quiet effectiveness in bringing about change.

As one interview has noted, his first year as Dean at the world-leading Kellogg School of Management at Northwestern University in the US coincided with the 9/11 terrorist attacks in 2001. Prof Jain immediately foresaw the disastrous events might result in an economic downturn

and employment challenges for the graduating class. He then personally visited all the School's recruiters to advocate for his students, with 91% gaining job placements in 2002, a record achievement for a management institute in the US that year.

In total, Prof Jain spent 25 years at Kellogg, eight years as Dean. Starting out in the Marketing Department, he later became Sandy and Morton Goldman Professor of Entrepreneurial Studies and Professor of Marketing, Associate Dean for Academic Affairs working alongside Donald P Jacobs, the School's long-serving Dean, before being chosen to take on the leadership role himself. In an age of globalization, he took Kellogg out to the world, championing the extension of the School's footprint around the globe. His international vision extended to the joint Kellogg-HKUST Executive MBA, where he helped the University's faculty and Kellogg colleagues first steer the program to the world's No.1 spot in the Financial Times league table in 2007, a collaborative achievement the program has now attained eight times in total.

For business education as a whole, Prof Jain sought pedagogical and curriculum development to enable its teaching and learning to embrace a much wider worldview. Cross-cultural understanding mattered in line with respect for a diversity of views. As head of Kellogg, then INSEAD, an international business school with

campuses in France, Singapore, and Abu Dhabi, and recently Director of Sasin Graduate Institute of Business Administration at Chulalongkorn University in Thailand, he has been a powerful voice for global change. He also strove to increase business education's relevance to the corporate world while always retaining intellectual rigor. By building bridges between academia and the business sector to help each learn from the other, he has assisted both to grow stronger.

As a marketing and management researcher, he has brought fresh insights to organizational entrepreneurship, the marketing of hi-tech products, cross-cultural issues in product diffusion, new product innovation and forecasting models, among others. Recognitions include the prestigious John D C Little Best Paper Award and senior editorial roles on leading academic publications, including Management Science, Marketing Science and the Journal of Business and Economic Statistics.

Prof Jain always knew education was his calling. Growing up in a small town in the state of Assam, northeast India, during his early schooldays, he could not afford textbooks so his teachers lent them to him overnight to make notes. His school could not afford chairs and students sat on the floor till grade four. But he still excelled. He won honors as a bachelor and master's student in statistics and mathematical statistics respectively at Gauhati University and later as an educator at his alma mater. Determined to learn more about the world, he earned a Master's in Management Science at the University of Texas, Dallas, one year later a PhD in Marketing, ahead of impressing his own recruiters at Kellogg.

With his on-going passion to contribute, despite the challenge of ill-health in recent years, Prof Jain serves as a brilliant example of how a proactive, forward-looking attitude, patience and determination, and the ability to gain the trust and confidence of others through frank exchange and mutual respect can richly empower all facets of the business community to the immense benefit of the world at large.

Chancellor, on behalf of the Council of the Hong Kong University of Science and Technology, I have the high honor of presenting to you, Prof Dipak Jain, for the award of Doctor of Business Administration *honoris causa*.