

Neelam Modi Jain

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EXPERIENCE

2025–Present	Columbia Business School – Management Division , New York City, NY Postdoctoral Research Scholar <i>Joint affiliation with Tamer Institute for Social Enterprise and Climate Change</i>
2024–Present	Northwestern University – School of Professional Studies , Remote Adjunct Lecturer <i>Teaching an annual course on ‘Leveraging and Learning from Networks’</i>
2018–2020	Deloitte Consulting LLP , Philadelphia, PA Strategy and Operations Consultant <i>Post-merger business unit integration and analytics for life sciences clients, from early-stage startups (<\$20M in funding) to large commercial firms (~\$20B–\$200B in annual revenue)</i>

EDUCATION

2021–2025	Northwestern University , Evanston, IL Ph.D. Industrial Engineering and Management Sciences (IEMS) Dissertation: <i>Essays on Network Approaches to Understanding Social Influence</i> Committee: Noshir Contractor (Chair), Dashun Wang, Leslie DeChurch, Johan Koskinen, Alina Lungeanu
2020–2021	Northwestern University , Evanston, IL M.S. Industrial Engineering and Management Sciences
2014–2018	University of North Carolina at Chapel Hill , Chapel Hill, NC, and North Carolina State University , Raleigh, NC B.S. Biomedical Engineering, <i>Summa Cum Laude</i> B.S. Economics, <i>Summa Cum Laude, Valedictorian</i>

RESEARCH INTERESTS

Areas	Entrepreneurship; Neighborhoods; Economic inequality; Spatial inequality; Geography; Social networks; Social influence; AI and student learning
Methods	Big data; Causal inference; Social network analysis; Preregistered field experiments

PUBLICATIONS

Published as Neelam Modi through 2025 and Neelam Modi Jain from 2026

Tanaka, K., **Jain, N. M.**, Gado, H., Contractor, N. (2026). Six Degrees of Separation: An Interactive Teaching Activity for Social Networks. *Connections*, 46(2), 47-52.
<https://doi.org/10.2478/connections-2026-0010>

Modi, N., Lungeanu, A., DeChurch, L., & Contractor, N. (2025). The differential impacts of team diversity as variability versus atypicality on team effectiveness. *Scientific Reports*, 15(1), 4461.
<https://doi.org/10.1038/s41598-025-86483-0>

Modi, N., Koskinen, J., DeChurch, L., & Contractor, N. (2025). Modeling the “who” and “how” of social influence in the adoption of health practices. *Social Networks*, 82, 99–110.
<https://doi.org/10.1016/j.socnet.2025.03.006>

Under Review

Jain, N. M. and Wang, D. Voice-based debate with an AI adversary is associated with increased divergent ideation. *Under review*.

Preprint: <https://doi.org/10.48550/arXiv.2603.27073>

Wang, D. and **Jain, N. M.** AI-Powered Discussion Practice and Student Learning Outcomes in the Classroom. *Under review*.

Preprint: <https://doi.org/10.48550/arXiv.2610.10463>

Whalen, R., Lungeanu, A., **Jain, N. M.**, DeChurch, L., and Contractor, N. Success in First-Time Partnerships: Optimal Expertise Diversity and Divergent Ideation. *Under review*.

Working Papers

Jain, N. M., Guzman, J., and Small, M. Neighborhood visits generate startup activity. *Working paper*.

Jain, N. M., Guzman, J., and Small, M. What is a connected neighborhood? A framework and application to local economic activity. *Working paper*.

Zhang, C., **Jain, N. M.**, and Wang, D. Venture capital firms as multifunctional brokers: The diffusion of AI safety practices. *Working paper*.

Jain, N. M., Koskinen, J., Januar, J., and Contractor, N. Estimating Social Influence from Partial Network Data. *Working paper*.

Research in Progress

Jain, N. M. Come one, come all? How types of neighborhood visits shape local economic outcomes.

SELECTED CONFERENCE PRESENTATIONS

Jain, N. M., Guzman, J., and Small, M. Do Better Connected Neighborhoods Have More Startups?
INSEAD Network Evolution Conference, Fontainebleau, France, November 2026
Wharton People & Organizations Conference, Philadelphia, PA, September 2026
Social Network Society Conference, Barcelona, Spain, June 2026

Koskinen, J., Wang, P., **Jain, N. M.**, Januar, J., and Contractor, N. Multivariate social influence models for cross-sectional binary outcomes.

Sunbelt Annual Conference, Daytona Beach, FL, June 2026

Sunbelt Annual Conference, Paris, France, June, 2025

Sunbelt Annual Conference, Edinburgh, Scotland, June 2024

Modi, N., Lungeanu, A., Sawyer, S., DeChurch, L., and Contractor, N. Is Success Contagious? A Case Study of U.S. Patenting Teams.

Sunbelt Annual Conference, Edinburgh, Scotland, June 2024

Whalen, R., Lungeanu, A., **Modi, N.**, and Contractor, N. Success in First-Time Partnerships.

Academy of Management Annual Meeting, Boston, MA, August 2023

Modi, N., Koskinen, J., DeChurch, L., and Contractor, N. Modeling the “Who” and “How” of Social Influence in the Adoption of Health Practices.

Sunbelt Annual Conference, Portland, OR, June 2023

Modi, N., Koskinen, J., Januar, J., and Contractor, N. Social Influence from Partial Network Data.

Engineering Society of Systems Scholars, Evanston, IL, November 2023

Sunbelt Annual Conference, Cairns, Australia, July 2022

Modi, N., Lungeanu, A., DeChurch, L., and Contractor, N. Team Diversity and Team Effectiveness.

TEAMS Research Incubator, Coral Gables, FL, March, 2023

Academy of Management Annual Meeting, Seattle, WA, August, 2022

International Communication Association Annual Conference, Paris, France, May 2022

Joint Sunbelt and NetSci Conference, Virtual, July 2021

Science of Team Science Conference, Virtual, June 2021

CHAired SYMPOSIA

Overcoming the Data Collection Burden for Organizational Network Analysis (with Noshir Contractor and Leslie DeChurch)

Society for Industrial and Organizational Psychology, Boston, MA, April, 2023

INVITED TALKS

April 2025	Columbia Business School, Management Division
January 2025	Northwestern Kellogg School of Management, CSSI
November 2024	Northwestern Institute on Complex Systems, Wednesdays@NICO Seminar
October 2024	Corvinus University of Budapest, ANETI Lab Seminar
October 2024	North Carolina State University, Park Scholarships Seminar

TEACHING

Instructor of Record

2024 – 2026 **Leveraging and Learning from Networks**, School of Professional Studies
Northwestern University (taught each summer)
Enrollment: 10 (2026), 8 (2025), 9 (2024) students; *Evaluations:* [2025](#), [2024](#)

Teaching Assistant

2023, 2024 **Social Network Analysis**, Undergraduate Course, McCormick School of Engineering, Northwestern University
Enrollment: 105 (Spring 2023), 90 (Spring 2024) students; *Evaluations:* [2023](#), [2024](#)

2023, 2024 **Leading and Leveraging Networks**, M.S. in Communication Custom and Online Leadership Programs, School of Communication, Northwestern University
Enrollment: Custom 58 (2023), 51 (2024); Online 14 (2023), 15 (2024) students; *Evaluations:* [Custom 2023](#), [Online 2023](#)

2022, 2023 **Social Network Analytics**, M.S. in Analytics (2022) and M.S. in Machine Learning and Data Science (2023), McCormick School of Engineering, Northwestern University
Enrollment: 34 (Fall 2022), 41 (Fall 2023) students; *Evaluations:* [2022](#), [2023](#)

- 2022 **Leveraging Networks in Creative Enterprises**, M.S. in Leadership for Creative Enterprises, School of Communication, Northwestern University
Enrollment: 15 (Winter 2022) students; *Evaluation*: [2022](#)
- 2022 **Social Network Analysis and Its Applications**, Global Online Certification Course, Indian Institute of Management (IIM) Mumbai
Enrollment: 983 students (Winter 2022)

Executive Education

- On Networks* **Leveraging and Learning from Networks**: Fresenius Kabi IMPACT Leadership Program (1 session); Kellogg Management Foundations (2 sessions)
Leading and Leveraging Networks: W.W. Grainger Inc. End-to-End (E2E) Leadership Program (3 sessions)
Leadership Networks: FDC-Sicredi Leadership Program (1 session)
- On Teamwork* **Building Strong Teams**: Sidley Austin LLP (2 sessions)
Influencing AI and Human Teams: Kellogg Strategy of Leadership (1 session)

Teaching Tools

CAiSEY (*Founding Research Team Member*): An AI debate partner for MBA and EMBA courses, in which students argue a position by voice or text against an informed AI opponent. Developed by Dan Wang, Jill Cohen, and Johnny Lee. [Try the demo](#).

Six Degrees of Separation (*Co-Developer*): An interactive classroom activity for teaching social networks. Published in [Connections \(2026\)](#) with K. Tanaka, H. Gado, and N. Contractor.

Network Strengths Survey (*Co-Developer*): An survey-based activity prompting reflection on a personal network and identifying strengths and weaknesses. Co-developed with Brennan Antone, Jasmine Wu, Megan Chan, Vsevolod Suschevskiy, and Noshir Contractor.

GRANTS AND FELLOWSHIPS

2024	NICO Intersection Science Fellowship, Northwestern University, \$27,000
2023	Delaney Family Foundation Research and Communication Grant, \$50,000
	NSF Student Grant, Academy of Management CTO Division, \$1,251
2022	International Network for Social Network Analysis Student Grant, \$1,000
2020	Harold Richards Graduate Fellowship, Northwestern University, \$2,500

SERVICE

2026	Ad Hoc Reviewer, Administrative Science Quarterly (ASQ) Journal
2023, 2024	Ad Hoc Reviewer, Academy of Management Annual Meeting Paper Submissions <i>Awarded 2023 OB Division Best Reviewer Award</i>
2021–2023	INFORMS Student Chapter, Northwestern University: Co-President (2022-2023) <i>Awarded 2022 and 2023 Magna Cum Laude Student Chapter Award</i>

HONORS AND AWARDS

2026	Top Reviewer Award, Academy of Management Social Network Society
2025	Canvas Course Website Hall of Fame Nominee, Northwestern University
2024	IEMS Outstanding Teaching Assistant Award, Northwestern University
2023	IEMS Student Leadership Award, Northwestern University

2020	OB Division Best Reviewer Award, Academy of Management
2014–2018	IEMS Harold Richards Fellow, Northwestern University
2016	Roy H. Park Scholarship, North Carolina State University
	Phi Beta Kappa Honor Society, North Carolina State University

REFERENCES

Dan Wang	djw2104@gsb.columbia.edu
Jorge Guzman	jag2367@gsb.columbia.edu
Mario Small	mario.small@columbia.edu
Noshir Contractor	nosh@northwestern.edu

PERSONAL

Citizenship:	U.S. Citizen
Languages:	English, Gujarati