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**Ranjay Gulati** is the Michael L. Nemmers Distinguished Professor of Strategy and Organizations at the Kellogg School of Management, Northwestern University.

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managing network resources

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ALLIANCES, AFFILIATIONS,  
AND OTHER RELATIONAL ASSETS

RANJAY GULATI

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**Ranjay Gulati** is the Michael L. Nemmers Distinguished Professor of Strategy and Organizations at the Kellogg School of Management, Northwestern University.

Professor Gulati has spent the last 15 years studying network dynamics associated with the formation of interfirm strategic alliances. Gulati's research has been published in leading journals such as *American Journal of Sociology*, *Administrative Science Quarterly*, *Strategic Management Journal*, *Academy of Management Journal*, *Organization Science*, *Harvard Business Review*, and *Sloan Management Review*. Gulati sits on the editorial boards of several leading business journals and was the editor of a special issue of the *Strategic Management Journal* on Alliances and Strategic Networks in 2000.