

Mohan Venkatachalam
Senior Associate Dean, Executive Programs
RJ Reynolds Professor of Business Administration

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Employment

2017 - Senior Associate Dean, Executive Programs
2014 - R.J. Reynolds Professor of Business Administration
2012 - 2014 Professor and F.M. Kirby Research Fellow, Duke University
2010 - 2012 Professor, Duke University
2011 Visiting Professor, Cornell University
2002-2010 Associate Professor, Duke University
1996-2002 Assistant Professor, Stanford University
1988-1990 Audit Executive, Suhail & Saud Bahwan, Muscat, Sultanate of Oman
1987-1988 Business Accountant, Chemicals & Plastics India Ltd., Madras, India

Education

1996 Ph.D. Accounting, University of Iowa
1986 B.Com, University of Madras, India

Professional Affiliations

1990 CIMA (Completed Exams), Chartered Institute of Management Accountants, London
1987 ACA, Chartered Accountant, The Institute of Chartered Accountants of India

Editor *The Accounting Review (2014-17)*

Ad-hoc Editor *Contemporary Accounting Research (2011 - present)*

Editorial Board

The Accounting Review (2005 - 2014; 2017 - present), Contemporary Accounting Research (2011 - present), Review of Accounting Studies (2011 - present)

Teaching Experience

Financial Accounting (Core) - Undergraduate, MMS, MBA and Executive MBA programs
Financial Statement Analysis (Elective) - Executive MBA program
Corporate Financial Reporting (Elective) - MBA program
Probability and Statistics - Undergraduate program
PhD seminar, Empirical Accounting Research
Health Care Finance and Accounting Workshop for Physicians, CCHAMP program
Co-developed online pre-term financial accounting course – MBA and Executive programs

Awards and Honors

AAA Notable Contribution to Accounting Literature Award, 2018
AAA FARS Best Paper award, 2018
Glen McLaughlin Prize for Research in Accounting Ethics, 2017
Best Paper Award, ISB Conference, 2016
Teaching Excellence in Core Course – WEMBA (Duke University), 2015
Teaching Excellence – EMBA (Nazarbayev University), 2014
Teaching Excellence – GEMBA (Duke University) 2014, 2015
Teaching Excellence in Core Course – Daytime MBA (Duke University), 2014
Nominated for Economist Intelligence Unit Business Professor of the Year Award, 2012
Teaching Excellence in Elective Course – CCMBBA (Duke University), 2010, 2011
Best Paper Award, 2008 Financial Research Association Conference
Runner-up, Daimler Chrysler Core Teaching Award – Daytime MBA (Duke University) 2006, 2007
Honorable Mention for Teaching – Daytime MBA (Duke University), 2005, 2018
Letter of Commendation for Teaching (Stanford University), 1998, 1999, 2001, 2002
Fletcher Jones Foundation Faculty Scholar, Stanford University, 1998-99
Arthur Andersen Dissertation Fellowship, 1995
European Doctoral Consortium Fellow, 1995
AAA Doctoral Consortium Fellow, 1994
Merit Certificate, Institute of Chartered Accountants of India, 1987

Published Papers

1. Agarwal, V., R. Vashishtha, and M. Venkatachalam. 2017. Mutual Fund Transparency and Corporate Myopia. *Review of Financial Studies* forthcoming.
2. Khan, U., B. Li, S. Rajgopal and M. Venkatachalam. 2017. Do the FASB's Standards Add Shareholder Value? *The Accounting Review* forthcoming.
3. Hobson, J., M. Peecher and M. Venkatachalam. 2017. Can Auditors Detect Deceptive Discussions During Earnings Conference Calls? *Journal of Accounting Research* forthcoming.
4. Kraft, A., R. Vashishtha, and M. Venkatachalam. 2017. Frequent Financial Reporting and Managerial Myopia. *The Accounting Review* forthcoming.
5. Collins, L., W. Mayew, M. Venkatachalam and S. Throckmorton. 2015. Fraud Detection Using Vocal, Linguistic, and Financial Cues. *Decision Support Systems* 74: 78-87.
6. Mayew, W., M. Sethuraman, and M. Venkatachalam. 2015. MD&A Disclosure and the Firm's Ability to Continue as a Going Concern. *The Accounting Review* 90(4): 1621-1651.
7. Hopkins, J., E. Maydew, and M. Venkatachalam. 2015. Corporate General Counsel and Financial Reporting Quality. *Management Science* 61(1): 129-145.
8. Li, B. S. Rajgopal, and M. Venkatachalam. 2014. R² and Idiosyncratic Risk are not Inter-changeable. *The Accounting Review* 89(6): 2261-2295.
9. Bowen, R., S. Rajgopal, and M. Venkatachalam. 2014. The Impact of Influential Investors on Accounting, Governance and Investing Decisions: The Case of Warren Buffett and Berkshire Hathaway. *The Accounting Review* 89(5): 1609-1644.
Adapted version published in the Special Issue of *Journal of Applied Corporate Finance*, 30(3), 2018, A review of Buffett's commentary on accounting, governance, and investing practices: does he "walk the talk"?
10. Anderson, Klostad, Mayew, and Venkatachalam. 2014. Vocal Fry may Undermine the Success of Young Women in the Labor Market, PLoS ONE, 9 (5): e97506. DOI: 10.1371/journal.pone.0097506.
11. Mayew, W., C. Parsons, and M. Venkatachalam. 2013. Voice Pitch and the Labor Market Success among Male Chief Executive Officers. *Evolution and Human Behavior* 34(4): 243-248.

12. Mayew, W., N. Sharp and M. Venkatachalam. 2013. Using Earnings Conference Calls to Identify Analysts with Superior Private Information. *Review of Accounting Studies* 18(2): 386-413.
13. Mayew, W., and M. Venkatachalam. 2012. Speech Analysis in Financial Markets. *Foundations and Trends in Accounting* 7(2): 73-130.
14. Hobson, J., W. Mayew, and M. Venkatachalam. 2012. Analyzing Speech to Detect Financial Misreporting. *Journal of Accounting Research* 50(2): 349-392.
15. Rajgopal, S., D. Taylor and M. Venkatachalam. 2012. Frictions in the CEO Labor Market: Do Professional Negotiators Extract Rents on Behalf of their Client CEOs? *Contemporary Accounting Research* 29(1): 119-151.
16. Mayew, W., and M. Venkatachalam. 2012. The Power of Voice: Managerial Affective States and Future Firm Performance. *Journal of Finance* 67(1): 1-43.
Discussed in *Academy of Management Perspectives*, Executive Voice: A Crystal Ball or Truth? S. Sidle, November 2012, DOI: 10.5465/amp.2012.0155.
17. Kim, I., and M. Venkatachalam. 2011. Are Sin Stocks Paying the Price for Accounting Sins? *Journal of Accounting, Auditing and Finance* 26(2): 415-442.
18. Rajgopal, S., and M. Venkatachalam. 2011. Financial Reporting Quality and Idiosyncratic Return Volatility. *Journal of Accounting and Economics* 51(1-2): 1-20.
19. Choudhary, P., S. Rajgopal, and M. Venkatachalam. 2009. Accelerated Vesting of Employee Stock Options in Anticipation of SFAS 123R. *Journal of Accounting Research* 47(1): 105-146.
20. Bowen, R., S. Rajgopal, and M. Venkatachalam. 2008. Accounting Discretion, Corporate Governance and Firm Performance. *Contemporary Accounting Research* 25(2): 351-405.
21. Subramanyam, K.R. and M. Venkatachalam. 2007. Earnings, Cash Flows, and Ex Post Intrinsic Value of Equity. *The Accounting Review* 82: 457-481.
22. Pincus, M., S. Rajgopal, and M. Venkatachalam. 2007. The Accrual Anomaly: International Evidence. *The Accounting Review* 82: 169-203.
23. Davila, A., and M. Venkatachalam. 2004. The Relevance of Non-financial Performance Measures for CEO Compensation: Evidence from the Airline Industry. *Review of Accounting Studies* 9: 463-464.
24. Desai, H., S. Rajgopal, and M. Venkatachalam. 2004. Value-Glamour and Accruals mispricing: One Anomaly or Two. *The Accounting Review* 79: 355-385.
25. Kotha, S., S. Rajgopal, and M. Venkatachalam. 2004. The Role of Online Buying Experience as a Competitive Advantage: Evidence from Third-Party Ratings for E-Commerce Firms. *Journal of Business* 77: 109-133.
26. Rajgopal, S., T. Shevlin, and M. Venkatachalam. 2003. Does the Stock Market Fully Appreciate the Implications of Leading Indicators for Future Earnings? Evidence from Order Backlog. *Review of Accounting Studies* 8: 461-492.
27. Rajgopal, S., M. Venkatachalam, and S. Kotha. 2003. The Value-Relevance of Network Advantages: The Case of E-Commerce Firms. *Journal of Accounting Research* 41: 135-162.
Abstracted in *The CFA Digest*, Vol. 33, No. 3 (August 2003).
28. Beaver, W., and M. Venkatachalam. 2003. Differential Pricing of Components of Bank Loan Fair Values. *Journal of Accounting Auditing and Finance* 18: 41-67.
29. Rajgopal, S., M. Venkatachalam, and S. Kotha. 2002. Managerial Actions, Stock Returns, and Earnings: The Case of Business-to-Business Internet Firms. *Journal of Accounting Research* 40: 529-556.
Abstracted in *The CFA Digest*, Vol. 32, No. 4 (November 2002).
30. Jambalvo, J., S. Rajgopal, and M. Venkatachalam. 2002. Institutional Ownership and the Extent to which Stock Prices Reflect Future Earnings. *Contemporary Accounting Research* 19: 177-145.
31. Linsmeier, T., D. Thornton, M. Venkatachalam, and M. Welker. 2002. The Effect of Mandated Market Risk Disclosures on Trading Volume Sensitivity to Interest Rate, Exchange Rate, and Commodity Price Movements. *The Accounting Review* 77: 343-377.
32. Venkatachalam, M. 1996. Value-Relevance of Banks' Derivatives Disclosures. *Journal of Accounting and Economics* 22: 327-355.

33. Balakrishnan, R. T. Linsmeier, and M. Venkatachalam. 1996. Financial Benefits from JIT Adoption: Effects of Customer Concentration and Cost Structure. *The Accounting Review* 71: 183-205.

Published Discussions

1. Venkatachalam, M. 2001. Discussion of Corporate Disclosure Practices, Institutional Investors and Stock Return Volatility. *Journal of Accounting Research* 38: 203-207.
2. Venkatachalam, M. 1999. Are 20-F Reconciliations between IAS and US-GAAP Value-Relevant? A discussion. *Journal of Accounting and Economics* 26: 313-318.

Published Comment Letters - AAA/FASB Financial Accounting Standards Committee

1. Response to the FASB's Exposure Draft on Fair Value Measurements. 2005. (Principal Co-authors: Hopkins P., K. Nelson, and M. Venkatachalam). *Accounting Horizons* 19: 187-196.
2. Response to FASB Exposure Draft: Accounting Changes and Error Corrections. 2004. (Principal Co-authors: Ashbaugh, H. and P.M. Fairfield). *Accounting Horizons* 18: 255-262.
3. Evaluation of the IASB's Proposed Accounting and Disclosure Requirements for Share-Based Payment. 2004. (Principal Co-authors: Botosan, C.A., and D.E. Hirst). *Accounting Horizons* 18: 65-76.
4. Response to FASB Exposure Draft: Accounting Changes and Error Corrections. 2004. (Principal Co-authors: Ashbaugh, H. and P.M. Fairfield). *Accounting Horizons* 18: 255-262.
5. Commentary on the IASB's Exposure Draft on Business Combinations. 2004. (Principal Co-authors: Beatty, A.L., P.M. Fairfield, M. Venkatachalam, and L. Vincent). *Accounting Horizons* 18: 55-64.
6. Comments on the FASB's Proposals on Consolidating Special-Purpose Entities and Related Standard Setting Issues. 2003. (Principal Co-authors: Botosan, C.A., D.E. Hirst, and M. Venkatachalam). *Accounting Horizons* 17: 161-173.

Working Papers

1. Heater, J., S. Nallareddy, and M. Venkatachalam. 2019. Aggregate Accruals and Market Returns: The Role of Aggregate M&A Activity.
2. He, E., M. Jacob, R. Vashishtha, and M. Venkatachalam. 2019. The Effect of Capital Gains Tax Policy Changes on Long-term Investments.
3. Li, B., G. Siciliano, and M. Venkatachalam. 2019. Economic Consequences of IFRS adoption: The Role of Changes in Disclosure Quality.
4. Mayew, B., M. Sethuraman and M. Venkatachalam. 2019. Analyst Conflict of Interest and Conference Call Informativeness.
5. Nallareddy, S., M. Sethuraman and M. Venkatachalam. 2018. Earnings or Cash flows: Which is a better predictor of future cash flows?

Invited Presentations

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| 2019 | Bauer Accounting Symposium at University of Houston, University of Miami, University of California, Los Angeles, George Washington University |
| 2018 | AAA New Faculty Consortium, FARS Doctoral Consortium, AAA Doctoral Consortium, Harvard IMO Conference, Boston University, Columbia Burton Conference |
| 2017 | FARS Doctoral Consortium, AAA New Faculty Consortium, Monash University, Rice University |
| 2016 | Ohio State University, Nanyang Technological University, University of Texas at Arlington, Dopuch Conference at Washington University, St Louis, AAA Doctoral Consortium |
| 2015 | Tilburg University, Nazarbayev University, UCLA Mini Accounting Conference, Northwestern University, MIT, Yale Summer Accounting Research Conference, Colorado |

- Accounting Conference, University of Texas, Dallas, Southern Methodist University, New York University
- 2014 Nazarbayev University, George Mason University, AAA Conference, Queen's University, University of Colorado, Boulder d
- 2013 FARS Conference, Minnesota Empirical Conference, University of Iowa Sidney Winter Lecture Series, University of Southern California, Florida Atlantic University, Texas Christian University, University of Washington
- 2012 University of South Carolina, Virginia Commonwealth University, Stanford University Summer Camp, University of Georgia, Temple University
- 2011 University of Chicago, Lancaster University, University of Maryland, Syracuse University, Dartmouth University
- 2010 FARS Conference, Harvard University, Florida State University, George Washington University, Cornell University, Georgia State University
- 2009 FARS Conference, Indiana University, Maastricht University, University of Miami, Northwestern University, Rice University, Texas A&M University, Washington University at St Louis
- 2008 Chinese University of Hong Kong, University of Connecticut, Queens University, University of Toronto, Vanderbilt University
- 2007 AAA Conference, FARS Conference, Accounting Research Conference at Penn State University, University of Pennsylvania
- 2006 FEA Conference, Columbia University, Cornell University, University of Minnesota
- 2005 AAA Conference, University of California at Berkeley, Emory University, Massachusetts Institute of Technology, University of North Carolina, Ohio State University, Rice University, University of Southern California, Southern Methodist University, University of Texas at Austin
- 2004 FARS Conference, George Washington University, University of Iowa, University of Kentucky, University of Southern California
- 2003 University of Colorado at Boulder, EFA Conference at Glasgow, FARS Conference at Indiana, Mini-Conference at Washington University at St Louis
- 2002 BMAS Conference at University of Texas at Austin, Columbia University, JAAF Conference, London Business School, University of Memphis, University of Michigan, Michigan State University
- 2001 AAA Conference, Duke University, Penn State University, Texas A&M University
- 2000 University of Chicago, UNC/Duke Conference
- 1999 University of Minnesota Conference, Stanford University Summer Camp, University of Wisconsin at Madison
- 1998 JAE Conference, Derivatives Symposium at Queens University, Stanford University Summer Camp
- 1997 University of Arizona, University of California at Davis, Stanford University Summer Camp
- 1996 University of California at Berkeley, University of Chicago, Harvard University, Massachusetts Institute of Technology, University of Michigan, University of North Carolina, University of Pennsylvania, University of Rochester, Stanford University, University of Washington
- 1995 JAE Conference

Service

Duke University

Member, Global Priorities Committee 2016-present

Member, Masters Advisory Council 2016-present

Member, Academic Council 2016-2018
Academic Director, Kazakhstan, 2011-2016
Academic Director, Middle East Region, 2009-2012
Co-Chair, Fuqua Strategy Review committee, 2010-2012
Accounting Area PhD Coordinator, 2006 – 2011
Chair/Member, Curriculum Committee, 2006-2008
Member, Technology Committee, 2003-2005

American Accounting Association and Professional activities

Doctoral Consortium
Presenter – 2016, 2018; Chair – 2017; Member – 2015-2018;
Presenter, FARS Doctoral Consortium, 2017, 2018
New Faculty Consortium
Presenter – 2017, 2018; Co-Chair – 2012; Group Leader – 2011; Panelist - 2010
Member, FARS Nominating Committee, 2014
Member, Professional Academic Council, University of Iowa, 2011-2015
Discussant, FARS Conference, 2004, 2007, 2009, 2010, 2013
FARS Best Dissertation Award Committee, 2008
FARS Steering Committee 2006-2007
Financial Reporting Issues Conference Committee, 1998-1999, 2004-2006
Financial Accounting Standards Committee, 2002-2005
Trueblood Seminar Committee, 2002
Distinguished International Lecturers Committee, 2000-2001
Chair, International Relations Committee, 1999-2000
Research Advisory Committee, 1998-1999

Doctoral Committees

Chair/Co-Chair

Mani Sethuraman, Duke University 2016 (Chair), Placement – Cornell University
Zhenhua Chen, Duke University 2012 (Co-Chair), Placement – Tulane University
Allen Huang, Duke University, 2007 (Chair), Placement – Lehman Brothers

Member

Thomas Steffen, Duke University 2016, Placement – Yale University
Dirk Black, Duke University 2014, Placement – Dartmouth College
Bin Li, Duke University 2012, Placement – University of Texas, Dallas
Samuel Melessa, Duke University 2012, Placement – University of Iowa
Rika Spencer (Marketing), Duke University, 2010, Placement – UNC, Wilmington
Patrick Badolato, Duke University, 2010, Placement – University of Texas, Austin
Wadia Haddaji (Finance), Duke University, 2009, Placement – University of Amsterdam
Ken Njoroge, Duke University, 2009, Placement – University of Oregon
Runeet Kishore (Finance), Duke University, 2007, Placement – Blackrock
Preeti Choudhary, Duke University, 2007, Placement – Georgetown University
Li Xu, Duke University, 2006, Placement – Morgan State University
Xin Wang, Duke University, 2006, Placement – Chinese University of Hong Kong
Elizabeth, Demers, Stanford University, 1999, Placement – INSEAD
Christopher Jones, Stanford University, 1998, Placement – George Washington University