



## Dipak C. Jain

Dean  
INSEAD

Mailing address:  
Boulevard de Constance  
77305 Fontainebleau - France

Phone: 33 (1) 6072 9370

[dipak.c.jain@insead.edu](mailto:dipak.c.jain@insead.edu)

**INSEAD**

The Business School  
for the World®

Dipak C. Jain was named Dean of INSEAD, the international business school based in Fontainebleau, France in September 2010, and assumed his new role officially in March 2011, succeeding Dean J. Frank Brown.

Prior to his INSEAD appointment, Jain had an enduring and illustrious career spanning nearly three decades both as an educator and as a business school administrator. He was Dean of Northwestern University's Kellogg School of Management from 2001-2009, and has been a member of the faculty since 1986, serving as the Sandy and Morton Goldman Professor in Entrepreneurial Studies and a Professor of Marketing.

Prior to his appointment as Dean, he served as the Associate Dean of Academic Affairs from 1996-2001 and worked closely with former Kellogg School Dean, Donald P. Jacobs, to set the agenda for the school's curriculum, faculty and research activities.

At Kellogg, Dipak Jain taught courses on marketing research, new products and services, and statistical models in marketing. Professor Jain's areas of research include the marketing of high-technology products; market segmentation and competitive market structure analysis; cross-cultural issues and global product diffusion. He has published three books as well as more than 60 articles in leading academic journals.

His long career in education began as a student in Tezpur (Assam), India. He went on to earn his bachelor's degree in mathematics and statistics in 1976 and his master's degree in mathematical statistics in 1978 from Gauhati University in India. He taught at Gauhati for the next five years before leaving for Dallas to pursue his PhD at the University of Texas. In addition to his positions at the Kellogg School, Dipak Jain has been a visiting professor of marketing since 1989 at the Sasin Graduate Institute of Business Administration at Chulalongkorn University in Bangkok.

In 2003, he was appointed as a foreign affairs adviser to the Prime Minister of Thailand. He has served as a consultant to Microsoft, Novartis, American Express, Sony, Nissan, Motorola, Eli Lilly, Phillips and Hyatt International. He also serves as a member of the board of directors of Deere & Company, Northern Trust Corporation and Reliance Industries (India). He is also a former director at United Airlines, Peoples Energy and Hartmarx Corporation.

Jain has received numerous honors from the Kellogg School for teaching and research. He was awarded the Outstanding Educator Award from the State of Assam in India in 1982; the Gold Medal for the Best Post-Graduate of the Year from Gauhati University in India in 1978; the Gold Medal for the Best Graduate of the Year from Darrang College in Assam in India in 1976; and the Jawaharlal Nehru Merit Award, Government of India in 1976.

Professor Jain has served as the departmental editor for the journal *Management Science*, the area editor for *Marketing Science* and associate editor for the *Journal of Business and Economic Statistics*. He is also a former member of the editorial board of the *Journal of Marketing Research*.