

# **Bruno Cassiman**

## ***IESE Business School***

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## ***Education***

1991 - 1996: *Kellogg School of Management*, Northwestern University  
Ph.D. in Managerial Economics and Decision Sciences.  
Dissertation: Cooperation in Research and Development, Advisor David Besanko.

1986 - 1990: *KU Leuven*, Belgium.  
Commercial Engineering. Majors in Quantitative Methods and Finance.  
Magna cum Laude.

## ***Employment***

- 2012 – Present: Nissan Chaired Professor of Strategic Management, *IESE Business School*, Universidad de Navarra, Barcelona.
- 2008 – Present: Professor, Department of Managerial Economics, Strategy and Innovation (MSI), KU Leuven.
- 2011 – 2018: Herman Daems Chair of Strategy and Entrepreneurship, Department of Managerial Economics, Strategy and Innovation (MSI), KU Leuven.
- 2007 – 2012: Professor of Strategic Management, *IESE Business School*, Universidad de Navarra, Barcelona.
- 2002 – 2007: Associate Professor in General Management, *IESE Business School*, Universidad de Navarra, Barcelona.
- 2000 – 2002: Assistant Professor in General Management, *IESE Business School*, Universidad de Navarra, Barcelona.
- 1996 - 2000: Assistant Professor of Economics and Business Strategy at the *Universitat Pompeu Fabra*, Barcelona.

## ***Research Positions***

- January 2009 – July 2009: Visiting Professor, Melbourne Business School, Australia.
- October 2008: Visiting Professor Harvard Business School
- October 2007 – September 2008: Visiting Professor, Department of Managerial Economics, Strategy and Innovation (MSI), K.U.Leuven.
- February 2003 – December 2006: Senior Researcher Steunpunt O&O Statistieken, KU Leuven.
- August 1996: Research Assistant, Managerial Economics and Strategy with

- Professor Reinhilde Veugelers, *K.U.Leuven*.
- 1994 - 1995: Research Assistant, Managerial Economics and Strategy with Professor Raymond De Bondt, *K.U.Leuven*.
- 1990 - 1994: Research Assistant (Aspirant) of the Belgian National Fund for Scientific Research, advisor: Professor Raymond De Bondt.
- 1990 - 1991: Research Assistant, Managerial Economics and Strategy with Professor Raymond De Bondt, *K.U.Leuven*.

### ***Teaching Experience and Visiting Positions***

- Visiting Research Professor (BOF), Managerial Economics and Strategy, *K.U.Leuven*, Fall 2002.
- Instructor, Business Strategy and Economics at Institut D'Educació Continua (IDEC, MBA), *Universitat Pompeu Fabra*, November 2000.
- Visiting Professor, Department of General Management, *IESE Business School*, Universidad de Navarra, Barcelona, January - June 2000.
- Instructor, Managerial Economics at *Helsinki School of Economics and Business Administration* (MBA), Finland, November 1999.
- Instructor, Business Strategy and Economics at Institut D'Educació Continua (IDEC, MBA), *Universitat Pompeu Fabra*, October 1999.
- Visiting, Department of Economics and Business Strategy of *the K.U.Leuven*, Belgium, December 1998.
- Instructor, Competitive Strategy and Economics of Strategy at *Helsinki School of Economics and Business Administration* (BBA), Finland, November 1997.
- Instructor, Managerial Economics at *Leti - Lovanium International School of Management* (MBA), St. Petersburg, November 1997, 1996.
- Instructor, Managerial Economics at *Helsinki School of Economics and Business Administration* (MBA), Finland, September 1997, March 1995.
- Instructor, Managerial Economics at *J.L. Kellogg Graduate School of Management* (MBA), Northwestern University, Spring and Fall 1995.

### ***Fields of Specialization***

Industrial Organization, Economics of Strategy, Competitive Strategy, Strategic Management, Economics of Innovation, Innovation Management, Innovation Policy.

### ***Courses Taught***

Managerial Economics (MBA); Competitive Strategy (MBA, Executives and undergraduate); Innovation Strategy (MBA and Executives); Microeconomics (PhD); Industrial Organization (PhD); Markets and Organizations (undergraduate); Strategic Management II (undergraduate); Economic Analysis of Business Strategies (Master-PhD); Business Strategy and Economics (MBA-Executives).

### ***Fellowships and Awards***

Fellow Strategy Research Initiative (SRI).  
Fellow Center for Economic Policy Research (CEPR) 2005 – 2018  
Research Fellow, SP-SP Center, IESE Business School 2006 –  
Associate Fellow CREA (Centre de Referència d'Economia Analítica).  
IESE Alumni Association Best Paper Award, 2005-2006.  
IESE Alumni Association Excellence in Research Prize, 2001-2002.  
Research Associate CEPR in the TMR project on “Foreign Direct Investment and the Multinational Corporation: New Theories and Evidence” 1998 – 2000.  
First Prize E.A.R.I.E. Young Economist's Essay Competition, 1996 with paper “The Organization of Research Corporations and Researcher Ability.”  
Doctoral Teaching Award, J.L. Kellogg Graduate School of Management, 1994-1995.  
University Scholar in the Graduate School, Northwestern University, 1992-1994.  
Research Assistant (Aspirant) of the Belgian National Fund for Scientific Research, 1990-1994, advisor Professor Raymond De Bondt.  
Fellow of The Belgian American Educational Foundation, 1991-1992.

### ***Grants***

Grant Ministerio de Ciencia, Innovación y Universidades of Spain as principal investigator (PGC2018-094418-B-I00)  
Grant Flemish Science Foundation (FWO). The R&D Value Chain and Product Commercialization. 2016.  
Grant Ministerio de Economía, Industria y Competitividad of Spain as principal investigador (ECO2015-71173-P)  
Grant Flemish Science Foundation (FWO). The Role of Demand-Side Factors in Estimating Productivity. 2014.  
Grant Ministerio de Economía y Competitividad of Spain as principal investigador (ECO2012-38134)  
Grant KU Leuven on “Radical Innovation”, co-promotor. Principal investigator Reinhilde Veugelers.  
Grant KU Leuven on “Open Innovation: The Interaction between Legal Architectures & Innovation Strategies”, co-promotor. Principal investigator Geertrui Van Overwalle.  
Grant Agència de Gestió d'Ajuts Universitaris i de Recerca (2009 SGR 919)  
Grant Ministerio de Ciencia y Innovación of Spain as principal investigador (ECO2009-13169)  
Grant FP7 from the European Commission on “InnoS&T—Innovative S&T indicators combining patent data and surveys: Empirical models and policy analyses” Local IESE coordinator on Collaborative Project (FP7-SSH-2007-1), 2008 – 2010.  
Grant Fundación Ramón Areces, 2007-2009.

Grant Ministerio de Educación y Ciencia of Spain as principal investigador (SEJ2006-11833/ECON)

Grant Fundación BBVA on “La transformación del negocio de la Música” 2003-2005.

Grant Ministerio de Ciencia y Tecnología of Spain as principal investigador (SEC2003-08282) and as investigador (SEC2003-03797)

Mark V Grant from the European Commission in the field of Research and Technological Development, "The New Economy: Micro-foundations of Organizational and Institutional Changes in Europe," Local coordinator for IESE Business School, 2002 – 2005.

TMR Grant from the European Commission in the field of Research and Technological Development, “Financing Innovation in Science-based Industries,” Local coordinator for Universitat Pompeu Fabra, 1999.

TMR Grant from the European Commission “Foreign Direct Investment and the Multinational Corporation: New Theories and Evidence,” Local coordinator for Universitat Pompeu Fabra, 1998.

TSER Grant from the European Commission in the field of Research and Technological Development, “From Science to Products: a Green Paper on Innovation in the Chemical Industry”, Head Coordinator Professor Walter Garcia-Fontes (UPF), 1998.

### ***Conference and Workshop Organization***

Strategy Research Initiative Conference, local organizer IESE New York, June 2014; June 2015).

Workshop on Innovation by Acció, IESE and Move (March 2010; May 2010).

Research Day SPSP Center on “Internationalization, Innovation & Firm Performance” at IESE Business School, March 2011.

Research Day SPSP Center on “Contracts and Organizations” at IESE Business School, March 2008.

Research Day SPSP Center on “Business Strategy and IO” at IESE Business School, October 2007.

Research Day SPSP Center on “Innovation and IO” at IESE Business School, April 2007.

Chair of Local organizing committee of “Jornadas de Economía Industrial,” Barcelona, September 2006.

Research Day SPSP center on “Auctions and Procurement” at IESE Business School, June 2006.

Workshop “Cooperar para Innovar” of the SP-SP Research Center at IESE Business School, October 2005.

Local organizer of the fourth workshop on “Economic change: Micro-Foundations of organizational and institutional changes in Europe” at Catholic University of Leuven, October 24-25, 2005.

Local organizer of the third workshop on “Economic change: Micro-Foundations of organizational and institutional changes in Europe” at IESE Business School, February 25-26, 2005.

Local organizer of “The impact of institutions on innovation: The case of Biotechnology,” CEPR and European Foundation Exploratory Workshop, Barcelona 19-20 September 2003 (Co-organizers: Dietmar Harhoff, Pierre Regibeau and Catherine Rockett).

### ***Refereed Publications***

“Entry Diversion: Deterrence by Diverting Submarket Entry” with Bilgehan Uzunca, *Strategic Management Journal*, forthcoming.

“Fostering Practice-Oriented and Use-Inspired Science in Biomedical Research” with Paul-Emmanuel Anckaert and David Cassiman, *Research Policy*, forthcoming.

“Mind the Gap: Capturing Value from Basic Research through Combining Mobile Inventors and Partnerships” with Reinhilde Veugelers and Sam Arts, *Research Policy*, Vol. 47, No. 9, 2018, pp 1811 – 1824. <https://doi.org/10.1016/j.respol.2018.06.015>

“Text Matching to Measure Patent Similarity,” with Sam Arts and Juan Carlos Gomez, *Strategic Management Journal*, 2018, 39(1), pp. 62 – 84. <https://doi.org/10.1002/smj.2699>

“Capturing Value from Intellectual Property in a Global Environment,” with Juan Alcaccer and Karin Beukel, in Geography, Location and Strategy, *Advances in Strategic Management*, 2017, 36:163-228. <https://doi.org/10.1108/S0742-332220170000036006>

“Open Innovation: Are Inbound and Outbound Knowledge Flows really Complementary?” with Giovanni Valentini, *Strategic Management Journal*, 37(6), 2016, 1034–1046. <https://doi.org/10.1002/smj.2375>

“Exploring the Scope of Open Innovation: A Bibliometric Review of a Decade of Research” with Adrián Kovács and Bart Van Looy, *Scientometrics*, 2015, 104(3), pp. 951 - 983. <https://doi.org/10.1007/s11192-015-1628-0>

“Co-Ownership of Intellectual Property: Exploring the Value-Appropriation and Value-Creation Implications of Co-Patenting with Different Partners” with Rene Belderbos, Dries Faems, Bart Leten and Bart Van Looy, *Research Policy*. 2014, 43: 841–852. <https://doi.org/10.1016/j.respol.2013.08.013>

“How to capture value from linking to science-driven basic research: Boundary crossing inventors and partnerships” with Reinhilde Veugelers and Sam Arts, *IEEE Conference Proceedings of 6th International Conference on Management of Innovation & Technology (ICMIT 2012)*. 2012, 619-623.

“Innovation and Internationalization through Exports,” with Elena Golovko, *Journal of International Business Studies*. 2011, 42: 56-75. <https://doi.org/10.1057/jibs.2010.36>

- “Capturing Spillovers: Complementarities in Innovation Strategy and the Link to Science,” 2010. *Review of Business and Economics*, LV:136-155.
- “Innovation, Exports and Productivity,” 2010. with Elena Golovko and Ester Martínez, *International Journal of Industrial Organization*. 2010. 28: 372–376. <https://doi.org/10.1016/j.ijindorg.2010.03.005>
- “Organizing Links with Science: Cooperate or Contract? A Project Level Analysis,” 2010. with Chiara di Guardo and Giovanni Valentini, *Research Policy*. 2010. 39(7): 882-892. <https://doi.org/10.1016/j.respol.2010.04.009>
- “Diversity of Science Linkages: A Survey of Innovation Performance Effects and Some Evidence from Flemish Firms.” with Reinhilde Veugelers and Maria Pluvia Zuniga. *Economics*. 2010. 4: 2010-33. <http://dx.doi.org/10.5018/economics-ejournal.ja.2010-33>.
- “Strategic Organization of R&D,” with Alfonso Gambardella, in *The Economic Institutions of Strategy. Advances in Strategic Management*.
- “Collaboration and Competition in the Organization of R&D Projects,” with Chiara Di Guardo and Giovanni Valentini, *Long Range Planning*. 2009. 42:216-233. <https://doi.org/10.1016/j.lrp.2009.01.001>
- “Strategic Organization of R&D: Basicness and Openness,” with Giovanni Valentini, *Strategic Organization*. 2009. 7(1), p.43-73. <https://doi.org/10.1177%2F1476127008100129>
- “In Search of Performance Effects of (in)Direct Industry – Science Links,” with Reinhilde Veugelers and Maria Pluvia Zuniga, *Industrial and Corporate Change*, 2008. 17(4), p. 611-646.
- “Introduction to the Special Issue on Strategic Dynamics” with Pankaj Ghemawat, *Management Science*, 2007. 53(4), p.529-536. <https://doi.org/10.1287/mnsc.1070.0723>
- “Measuring Industry-Science Links through Inventor-Author relations: A Profiling Methodology,” with Patrick Glenisson and Bart Van Looy, *Scientometrics*. 2007. 70(2), 379-391. <https://doi.org/10.1007/s11192-007-0208-3>
- “In Search of Complementarity in the Innovation Strategy: Internal R&D and External Knowledge Acquisition” with Reinhilde Veugelers, *Management Science*, 2006, 52 (1), p. 68 -82. <https://doi.org/10.1287/mnsc.1050.0470>
- “Optimal Project Rejection and New Firm Start-ups,” with Masako Ueda, *Management Science*, 2006, 52 (2), p. 262 -275. <https://doi.org/10.1287/mnsc.1050.0458>
- “The Impact of M&A on the R&D Process. An Empirical Analysis of the Role of Technological and Market Relatedness,” with Massimo Colombo, Paola Gerrone and Reinhilde Veugelers, *Research Policy*, 2005, 34(2), p. 195-220. <https://doi.org/10.1016/j.respol.2005.01.002>
- “R&D Cooperation between Firms and Universities: Some empirical evidence from Belgium,” with Reinhilde Veugelers, 2005, *The International Journal of Industrial Organization*, 23 (5-6), p. 355-379. <https://doi.org/10.1016/j.ijindorg.2005.01.008>
- “Foreign Subsidiaries as a Channel of International Technology Diffusion: Some direct Firm Level Evidence from Belgium,” with Reinhilde Veugelers, *European Economic Review*, 2004, 48(2), p.455-476. [https://doi.org/10.1016/S0014-2921\(02\)00327-6](https://doi.org/10.1016/S0014-2921(02)00327-6)

“Spillovers and R&D Cooperation: some Empirical Evidence,” with Reinhilde Veugelers, *American Economic Review*, 2002, 92(4), p.1169-1184.

“Endogeneizing know-how flows through the nature of R&D investments,” with David Perez-Castrillo and Reinhilde Veugelers, *The International Journal of Industrial Organization*, 2001, 20 (6), p. 775-799 (Top 20 download from The International Journal of Industrial Organization in 2002). [https://doi.org/10.1016/S0167-7187\(01\)00084-4](https://doi.org/10.1016/S0167-7187(01)00084-4)

“Research Joint Ventures and Optimal R&D Policy with Asymmetric Information,” *The International Journal of Industrial Organization*, 2000, 18 (2), p. 283-314. [https://doi.org/10.1016/S0167-7187\(98\)00013-7](https://doi.org/10.1016/S0167-7187(98)00013-7)

“Make and Buy in Innovation Strategies: Evidence from Belgian Manufacturing Firms,” with Reinhilde Veugelers, *Research Policy*, 1999, 28, p.63-80. [https://doi.org/10.1016/S0048-7333\(98\)00106-1](https://doi.org/10.1016/S0048-7333(98)00106-1)

“Product Market Objectives and the Formation of Research Joint Ventures,” with Patrick Greenlee, *Managerial and Decision Economics*, 1999, 20, p.115-130. [https://doi.org/10.1002/\(SICI\)1099-1468\(199905\)20:3%3C115::AID-MDE927%3E3.0.CO;2-V](https://doi.org/10.1002/(SICI)1099-1468(199905)20:3%3C115::AID-MDE927%3E3.0.CO;2-V)

“The Degree of Spillovers and the Number of Rivals for Maximum Effective R&D,” with Raymond De Bondt and Patrick Slaets, *The International Journal of Industrial Organization*, 1992, 10, p.35-54. [https://doi.org/10.1016/0167-7187\(92\)90046-2](https://doi.org/10.1016/0167-7187(92)90046-2)

#### ***Refereed Publications (non-english)***

“Estrategias de Innovación entre las multinacionales,” with Pedro Mendi, *Papeles de Economía Española*, 2011, 127: 76-88.

“El Impacto de Internet sobre la Estructura de los Mercados,” with Sandra Sieber, *Economía Industrial*, 2001, 339, p.13-24.

“Cooperación en Investigación y Desarrollo: Evidencias de la Industria Manufacturera Española,” *Papeles de Economía Española*, October 1999, p.143-154.

#### ***Book***

“Mergers and Acquisitions: The Innovation Impact” editor (with Massimo Colombo), Edward Elgar. June 2006.

### ***Book Chapters***

- “Internationalization, Innovation and Productivity” 2018 with E. Golovko in Oxford Handbook of Productivity Analysis, E. Grifell-Tatjé, C. A. Knox Lovell, and R.C. Sickles (eds.). Oxford University Press.
- “Developing an Innovation Mindset,” 2015. in Shaping Entrepreneurial Mindsets: Innovation and Entrepreneurship for in Leadership Development, J. Canals (ed.). The Palgrave Macmillan IESE Business Collection. Palgrave Macmillan: p.81-96.
- “Innovation and Technology Management in Competitive Strategy Research.” 2012, with Chiara Di Guardo, Handbook of Research on Competitive Strategy, G. Dagnino (ed). Edward Elgar. 616p.
- “M&A and innovation: the role of relatedness between target and acquirer” with Massimo Colombo and Larissa Rabbiosi. EITIM Handbook.
- “Anticipating Competitive Dynamics,” (with Pankaj Ghemawat), Chapter 4 in “Strategy and the Business Landscape,” Pankaj Ghemawat, editor, Prentice Hall, 3<sup>rd</sup> edition, 2009.
- “The Impact of Internet on Market Structure,” (with Sandra Sieber), in Handbook of Information Technology in Organizations and Electronic Markets, A. Salazar and S. Swayer (eds). World Scientific Press, Imperial College Press, 2007.
- “Anticipating Competitive Dynamics,” (with Pankaj Ghemawat), Chapter 4 in “Strategy and the Business Landscape,” Pankaj Ghemawat, editor, Prentice Hall, 2<sup>nd</sup> edition, 2005.
- “Organizing MNCs for value creation: Introduction”, in: A. Arino, P. Ghemawat and J.E. Ricart (eds.), Creating value through global strategy, Palgrave Macmillan, London, forthcoming (with G. Valentini), 2004, p.125-129.
- “Innovative Strategies and Know-how Flows in International Companies: Some Evidence from Belgian Manufacturing,” with Reinhilde Veugelers, in Lipsey, R. E. & Mucchielli, J-L. (eds), Multinational Firms and Impacts on Employment, Trade and Technology: New Perspectives for a New Century, 2001, London:Routledge, Chapter 11, p. 220-243.

### ***Non-Refereed Publications***

- “Competitive advantage in an AI world” IESE Insight Magazine, Fall 2018.
- “Three Trends that will change how you Manage,” with Fabrizio Ferraro, IESE Insight Magazine, 2014, 23, 23-30.
- “The Competitive Landscape” with Pankaj Ghemawat, in 3<sup>rd</sup> Edition of the Wiley Encyclopedia of Management. 2013.
- “Productividad + Empleo” with Pankaj Ghemawat, in *El Pais*, 18 December 2011.
- “Innovación, exportaciones y productividad” with Elena Golovko and Ester Martínez-Ros, 2010, in Análisis sobre ciencia e innovación en España, L. Sanz Menéndez y L. Cruz Castro (eds.), p.598-633: FECYT.
- “La Propuesta de Valor”, Manager Focus, 2010. Comment on “Reorganizar la Empresa para ser más flexible” de R. Gulati.

“Productivity of Catalan Firms: International Exposure and (Product) Innovation, with Elena Golovko. Catalan Competitiveness Report SPSP Research Center IESE Business School. July 2009.

“Catalan Competitiveness: Science and Business” with Jordi Mas. Catalan Competitiveness Report SPSP Research Center IESE Business School. July 2009.

“The Benefits of Science Collaborations,” IESE Insight, 3<sup>rd</sup> quarter 2009, p.36-43.

“Complementarities in Innovation Strategy and the Link to Science”, Opuscle CREI research center, UPF. September 2009.

“Vínculos con la comunidad científica e impacto económico de la innovación: Un análisis de empresas belgas incluidas en la encuesta CIS-3,” with Reinhilde Veugelers and Maria Pluvia Zuniga, Cuadernos económicos del ICE, Junio 2007 (73), p.11-36.

“Research Joint Ventures,” in the New Palgrave Dictionary of Economics, second edition, forthcoming.

“Nokia Siemens Networks: hay que buscar mucho más que el ahorro de costes,” El Pais, on-line edition, July 2006.

“Complementarietats en les estratègies empresarials d’innovació,” in l'estudi sobre la innovació a Catalunya” Isabel Busom (ed.) for the Generalitat de Catalunya (CIDEM), April 2006.

“Cooperar para potenciar la Innovación: empresa, universidad y centros tecnológicos,” Editor for Special Issue *Iniciativa Emprendedora*, fall 2004. pp.140.

“Cooperar para potenciar la Innovación,” *Iniciativa Emprendedora*, fall 2004, p.7-11.

“Abrirse para Innovar,” (with Chiara DiGuardo and Giovanni Valentini), *Iniciativa Emprendedora*, fall 2004, p.25.

“Get Ahead: Innovate!” 2005, IESE Alumni Magazine, p.20-23.

“El Impacto de las Fusiones y Adquisiciones en la Innovación,” 2005, *Universia Business Review*, p.56-69.

“Apple y el DRM: no es lo mismo,” El diario económico *El Universal* de México, December 18 2004.

“Innovatiestrategieën van Vlaamse Industriële Ondernemingen,” with Reinhilde Veugelers, Conference Volume of *Vlaams Wetenschappelijk Economisch Congres*, March 1998, and working paper Vlaams Technologie Observatorium.

### ***Working Papers***

“Profiting from Innovation: Markups, Productivity and Technical Efficiency” 2019 with J. Van den Bosch, J. Konings and S. Vanormelingen. KU Leuven working paper.

“The Role of Early Inventors in Science Translation: The Case of the Development of the Lithium-Ion Battery” 2016. with P.E. Anckaert. KU Leuven working paper.

“When Can Firms Capture Value from Collaborating with Research Consortia?” 2016. With P.E. Anckaert. KU Leuven working paper.

“Innovation and Markups: Firm Level evidence.” 2013, with S. Vanormelingen, IESE Business School working paper.

“Are External Technology Acquisition Strategies Substitutes or Complements: The Case of Embodied and Disembodied Technology Acquisition?” January 2007, with Reinhilde Veugelers, mimeo.

“Product Innovation and Exports: Evidence from Spanish Manufacturing,” May 2007, with Ester Martínez-Ros, mimeo.

“Science Linkages and Innovation Performance: An Analysis on CIS-3 firms in Belgium,” August 2006, with Reinhilde Veugelers and Pluvia Zuniga.

“Innovation Strategies among Multinational Firms: Empirical Evidence from Spain”, February 2008, with Pedro Mendi.

“El Impacto de las Nuevas Tecnologías en el Sector de la Música,” May 2006, with Pablo Salvador Quiroga, PwC – IESE eBusiness Center, mimeo.

“The Organization of Research Corporations and Researcher Ability,” July 1996, revised July 1998, working paper IESE Business School and UPF, mimeo.

“Influence Activity and the Organizational Design of Research and Development,” June 1996, revised October 1998, working paper IESE Business School and UPF, mimeo.

### ***Cases***

eDreams: Real People, Great Vacations, IESE Case DG-1386-E

Ducati: In the Pursuit of Magic, IESE Case, 2006.

LVMH’s Estates & Wines (A): A Global Strategy for Luxury Wines?, 2008.

### ***Consulting Activities***

- Idea Consult, Mergers and Acquisitions and Science and Technology Policy. Project for the European Commission, DG Research, 2000-2001.
- Consulting for Joint Venture formation between Food Additive Companies, 2000.
- Consulting for Health Insurance Company, 2002.
- Advisor to the board High Tech Start-up, 2006
- Expert Advisor Ministerio de Industria, Observatorio del PYME, 2006.
- Fundación Cotec for Innovation, “Biotechnology in Foods”, Chapter on Spanish company cases in Agbio, 2005 – 2006.
- Strategy Development Pharmaceutical company, 2008.
- Catalan Competitiveness Report, 2009 with Xavier Vives and Pankaj Ghemawat.
- Development of Strategic Portfolio Management tool for large industrial company, 2011.
- Strategy Development Medical device retail company, 2012 –

### ***Seminar Presentations***

Harvard Business School (4), Wharton School, New York University, Columbia Business School, Rochester University at the W.E. Simon Graduate School of Business Administration, UCLA, USC, London Business School (3), INSEAD (3), University of Toronto (Rotman School) (2), Michigan University (Ross School of Business), Washington University (Olin School), London School of Economics, Wisconsin School of Business, Rutgers University, Melbourne Business School, HEC Paris (2), Universidad Carlos III de Madrid (2), IESE, ESMT Berlin, Universitat Autònoma de

Barcelona, Ecole des Hautes Etudes Commerciales de l' Université de Lausanne (2), EPFL, Universitat Jaume I de Castelló, Swedish School of Economics and Business Administration in Helsinki, Catholic University of Leuven, Universidad de Zaragoza, Universidad Publica de Navarra, Universidad del Pais Vasco en Bilbao, Universidad de Navarra, Universitat de les Balears, Palma de Mallorca, Universita de Bocconi (IGIER, Management (2)), Catolica de Lisboa, Universitat Jaume I, Castelló, University of Copenhagen, Tinbergen Institute and Erasmus University Rotterdam, WZB Berlin, LMU Munchen, Zurich University, University Rovira i Vergili, OECD, UCL, Torino Collegio Carlo Alberto, Universitat Pompeu Fabra, Tilburg University.

### ***Conference Presentations***

*Academy of Management Conference*, August 2015, Vancouver.  
*Strategic Management Society Conference*, September 2014, Madrid  
*Academy of Management Conference*, August 2014, Philadelphia.  
*Strategic Management Society Conference*, October 2013, Atlanta  
*XXVIII Jornadas de Economia Industrial*, September 2013, Segovia (Keynote).  
*EPIP*, September 2012, Leuven.  
*Academy of Management Conference*, August 2012, Boston.  
*Academy of Management Conference*, August 2011, San Antonio.  
*Academy of Management Conference*, August 2010, Montreal.  
*European Academy of Management Conference*, May 2010, Rome.  
*INFORMS*, October 2009, San Diego.  
*EPIP 2009*, September 2009, Bologna.  
*European Association for Research in Industrial Economics*, September 2009, Ljubljana.  
*Academy of Management Conference*, August 2007, Philadelphia.  
*CEPR Conference on Applied Industrial Organization*, May 2007, Tarragona, Spain.  
*SPSP Center Workshop IESE Business School on IO and Innovation*, Barcelona, Spain.  
*European Association for Research in Industrial Economics*, August 2006, Amsterdam.  
*Academy of Management Conference*, August 2006, Atlanta  
*Atlanta Competitive Advantage Conference*, June 2006, Atlanta  
*Triple Helix Conference*, May 2005, Torino.  
*Strategic Management Society Conference*, October 2004, Puerto Rico  
*XX Jornadas de Economia Industrial*, September 2004, Granada.  
*XIX Jornadas de Economia Industrial*, September 2003, Castello.  
*European Association for Research in Industrial Economics*, August 2003, Helsinki.  
*European Academy of Management Conference*, May 2003, Milan.  
*"Managing Innovation" Bocconi University*, February 2003, Milan.  
*European Association for Research in Industrial Economics*, September 2002, Madrid.  
*European Economic Association Conference*, August 2002, Venice.  
*CEPR Conference on Applied Industrial Organization*, June 2002, Bergen, Norway.  
*European Academy of Management Conference*, May 2002, Stockholm, Sweden.  
*Conference on Innovations and Intellectual Property Rights*, November 2001, Brussels.  
*Strategic Management Society Conference*, October 2000, Vancouver.  
*Encuentro de Economistas*, July 2000, Vigo.  
*Conference on Innovation and Supermodularity*, June 2000, Montreal.  
*Conference on the Economics of Scientific Research*, September 1999, Louvain.  
*Association of Southern European Economic Theorists*, October 1998, Bologna.  
*Vlaams Wetenschappelijk Economisch Congres*, March 1998, Leuven.  
*North American Meeting of the Econometric Society*, January 1998, Chicago.

*Association of Southern European Economic Theorists*, November 1997, Marseille.  
*Strategic Management Society Conference*, October 1997, Barcelona, España.  
*European Association for Research in Industrial Economics*, September 1997, Belgium.  
*European Association for Research in Industrial Economics*, September 1996, Austria.  
*XII Jornadas de Economía Industrial*, September 1996, Madrid, España.  
*European Association for Research in Industrial Economics*, September 1994, Greece.  
*European Association for Research in Industrial Economics*, September 1992, Italy.

### **Other Academic Activities**

- Department Editor *Management Science*, 2009 – 2017
- Member of Editorial Board *Strategic Organization*, 2009 – 2011
- Member of Editorial Board *Review of Business and Economic Literature*, 2009 – 2013
- Member of Editorial Board *European Management Review*, 2009 – 2015
- Associate Editor *Management Science*, 2006 – 2008
- Co-Editor *Management Science*, Special Issue on Strategic Dynamics (with Pankaj Ghemawat), April 2007.
- Co-Editor *Spanish Economic Review*, January 2007 – 2009.
- Editor *Cuadernos de Economía y Dirección de Empresas*, Special Issue on “Innovation Management and Strategy”. December 2010.
- Member of Editorial Board *Journal of the European Economic Association*, 2006 – 2009
- Member of Editorial Board *Journal of Industrial Economics*, 2004 – 2009.
- Member of Editorial Board *Spanish Economic Review*, 2002 – 2004.
- Member of Editorial Board *Universia Business Review*, 2003 – 2013
- Panel member ERC Starter Grants 2014, 2016 & 2018.
- Panel member ERC Advanced Grants 2013.
- Member of the Scientific Board of the Inter-Politecnica Doctoral School in Italy.
- Chair of Recruiting Committee Strategic Management Department IESE Business School 2007 – 2011.
- Referee for: American Economic Review, RAND Journal of Economics, European Economic Review, Journal of the European Economic Association, International Economic Review, International Journal of Industrial Organization, Journal of Industrial Economics, Industrial and Corporate Change, Journal of Economics and Management Strategy, Management Science, Strategic Management Journal, Journal of Development Economics, Research Policy, Review of Industrial Organization, Strategic Organization, Journal of Economic Behavior and Organization, Journal of Industry, Competition and Trade, Applied Economics, Economic Letters, Investigaciones Economicas, Revista de Economía Aplicada, Spanish Economic Review, Research in Economics.
- Expert Evaluator for the FP7 grants of the European Commission, January 2008.

- Member of la Comisión de Selección del área de Ciencias Económicas del Programa Nacional de Ciencias Sociales, Económicas y Jurídicas. Evaluator of Research proposals for Research Grants of the Spanish government 2004, 2005.
- Member of Scientific Committee European Association for Research in Industrial Economics (EARIE), Helsinki, August 2003; Valencia, September 2007; Toulouse, September 2008; Ljubljana, 2009, 2010 – 2017.
- Member of the (permanent) Program Committee of the Jornadas de Economía Industrial (2003-2008)
- Member of the Program Committee of the Simposio de Análisis Económico 2003 and 2004
- Member of the Junior Faculty Recruiting Committee in Business of the Universidad Pompeu Fabra, 1998 and 1999.
- Advisor to:
  1. Neus Palomeras i Vilches, “Intellectual Property and Markets for Technology,” Universitat Pompeu Fabra, 2004: first position Universidad de Navarra, Pamplona. Currently: Universidad Carlos III, Madrid.
  2. Giovanni Valentini, “M&A and Innovation,” IESE Business School, September 2005: first position University of Bocconi, Milan. First Prize INFORMS Technology Management Section Best Dissertation Competition.
  3. Raul Aníbal Gonzalez, “Value Creation through the Exploitation of Knowledge Assets: Economic Implications for Firm Strategy,” Universitat Pompeu Fabra, April 2006: first position Deloitte Chicago, Valuation of Intellectual Property.
  4. Elena Golovko, “Essays on Innovation and Exports” IESE Business School, November 2007: first position Tilburg University.
  5. Hugo Zarco, “Public – Private Partnerships in the Water Business” IESE Business School, 2009: first position NERA Consulting.
  6. Sam Arts, “Essays on Industry-Science Links and Technological Breakthroughs,” May 2013: first position Lessius Thomas More Business School, KU Leuven.
  7. Bilgehan Uzunca, “Unraveling the Within Industry Heterogeneity: Submarkets, Ecosystem Niches and Their Impact on Firm Survival, Entry, and Value Capturing,” December 2014, IESE Business School. First position: Utrecht University.
  8. Paul Emmanuel Anckaert. “Moving ideas to Impact: Essays on Industry-Science Linkages and Knowledge Translation,” KU Leuven. January 2018. KU Leuven. First position: post-doc Copenhagen Business School.
  9. Ching Liao. “Imitation versus Innovation in the Context of Growth,” June 2018, IESE Business School. First position NEOMA Business School, Rouen.
  10. Suzanne Koster. “Four Essays on Capability Investment Decision-Making” IESE Business School. February 2019. First position post-doc Rotterdam School of Management.
  11. Adrián Kóvacz. “The evolving market for patent rights” KU Leuven. June 2019. First position European Commission DG Competition.
  12. Jeroen Van den Bosch. “Essays on Productivity: from micro to macro” KU Leuven. October 2019. First position post-doc KU Leuven.
  13. Ali Samei. IESE Business School. Expected 2020.

- Dissertation Committees/Examiner:
  1. Mary Carmen García Alonso, “International Trade in Weapons and Other Security Sensitive Products,” advisors: Pierre Regibeau and Jordi Brandts, Universitat Autònoma de Barcelona, March 1998.
  2. Andrea Fosfuri, “Technology Transfers, Spillovers and International Investments,” advisor: Massimo Motta, Universitat Pompeu Fabra, June 1998.
  3. Ester Martínez-Ros, “Innovation and Rents: Three Empirical Essays Using Data from Spanish Manufacturing Firms,” advisor: Vicente Salas, Universitat Autònoma de Barcelona, July 1998.
  4. Stefan Arping, “Essays on Corporate Finance and Product Market Competition,” advisor: Kai-Uwe Kuhn, Universitat Autònoma de Barcelona, June 1999.
  5. Javier Caballero-Jurado, “Technological Policy and the Organization of R&D,” advisor: Ines Macho, June 1999.
  6. Lluís Bru-Martínez, “Vertical Relationships and Productive Efficiency,” advisor: Xavier Vives, Universitat Autònoma de Barcelona, July 1999.
  7. Chiara Fumagalli, “Oligopoly Models and Competition,” advisor Massimo Motta, Universitat Pompeu Fabra, September 2000
  8. Cristina Bayona Sáez, “Tres Estudios sobre Cooperación entre Empresas en Materia de Investigación y Desarrollo,” advisors Emilio Huerta y Teresa García Marco, Universidad Pública de Navarra, October 2000. José Antonio García Martín, “Spot Market Competition with Stranded Costs in the Spanish Electricity Industry,” advisor Jorge Padilla. Expected time of completion, November 2001.
  9. Réka Horváth, “Cooperation in Research and Development,” advisor David Perez Castrillo, Universitat Autònoma de Barcelona, October 2002.
  10. Stefano Comino, Universidad Autònoma de Barcelona, October 2001.
  11. Lluís Santamaia Sánchez, "Centros Tecnológicos, Confianza e Innovación Tecnológica en la Empresa: Un Análisis Económico," advisor Miguel Ángel García Cestona. December 2001.
  12. Albert Banal, Mergers and Acquisitions, advisor Xavier Vives and Ines Macho. Universitat Autònoma de Barcelona, July 2003.
  13. Jo Seldeslachts, “Interactions between the Internal Dynamics of Organizations and their Operations in Markets, Universidad Autònoma de Barcelona, July 2004.
  14. Maria José Gil Molto, “Three Essays on Technology Choice and Cooperative Strategies” Universitat Jaume I, Castelló, advisors Nikolaos Georgantzis and Vicente Orts Ríos, July 2004.
  15. Ugur Akgun, “Horizontal Mergers and Equilibria Comparison in Oligopoly, Universidad Autònoma de Barcelona, advisor Xavier Vives, September 2004.
  16. Juan Pablo Maicas López, “Análisis Estratégico del Impacto de los Costes de Cambio y los Efectos de Red en el Sector de la Telefonía Móvil en Europa,” Universidad de Zaragoza, advisors Lucio Fuentelsaz Lamata and Yolanda Polo Redondo, June 2005.

17. Volker Reinthaler, “Essays in Growth, Public Finance and International Finance,” Universitat Pompeu Fabra, advisor Antonio Ciccone, October 2005.
18. José Carlos Pernías, “Análisis Empírico de las Estrategias de Innovación y Fijación de Precios de las Empresas,” Universidad de Cartagena, advisor Vicente Orts, October 2005.
19. Juan Gil Rabadán. “La Importancia de los Mercados Electrónicos en la Eficacia de las Empresas en Internet: Una Aplicación a las Empresas del Sector de la Construcción en España,” Universidad Complutense de Madrid, advisor José Ignacio López Sánchez, July 2006.
20. Tunji Adegbesan. “Value Creation and Value Appropriation through Innovation,” IESE Business School, advisor Joan Enric Ricart, November 2006.
21. Brindusa Anghel. “New Insights into the Determinants of Foreign Direct Investment,” Universitat Autònoma de Barcelona, advisors Michael Creel and Rosanella Nicolini, September 2007.
22. Isabel Maria Medhalho Pereira. “Topics on the (re)Organization of Knowledge,” Universitat Autònoma de Barcelona, advisor Inés Macho-Stadler, September 2007.
23. Xosé Luis Varela Irimia. “Essays in Modelling Entry Decisions in Differentiated Product Markets,” Universidad Carlos III, advisor Jordi Jaumandreu Balanzó, November 2007.
24. Ilke Van Beveren. “Globalization and Firm Dynamics,” K.U. Leuven, advisor Joep Konings, December 2008.
25. Alex Oettle. “A New Taxonomy for Star Scientists: Three Essays” University of Toronto, Rotman School, advisor Ajay Agrawal, July 2009.
26. Gaétan de Rassenfosse. “Essays on the Propensity to Patent: Measurement and Determinants” Solvay Brussels School of Economics and Management, Université Libre de Bruxelles, advisor: Bruno van Pottelsberghe de la Potterie, May 2010.
27. Cathy Lecocq. “Technological Performance of Regions (and Firms). The Case of Biotechnology” Department of Managerial Economics, Strategy and Innovation, KULeuven, advisor: Bart Van Looy, October 2010.
28. Manuela Gussoni. “Determinants of R&D Cooperation: Evidence from the Manufacturing and Service Sectors in Europe” Department of Economics, University of Pisa, advisors: Elisa Giuliani and Angelo Secchi, November 2010.
29. Samuele Murtinu. “The Evaluation of Technology Policies towards High-Tech Entrepreneurship through Treatment Effects Methodologies” Politecnico di Milano, Scuola Interpolitecnica, advisor: Luca Grilli, February 2011.
30. Daniele Rotolo. “Linking Science and Technology through Social Capital: Knowledge Creation in Nanoscience and Nanotechnology” Politecnico di Bari, Scuola Interpolitecnica, advisor: Vito Albino, February 2011.
31. Bisera Kajmakoska, “Supporting Creative Thinking in Innovation Process” Politecnico di Torino, Scuola Interpolitecnica, advisor: Maria Franca Norese, February 2011.

32. Abel Lucena, "Essays on Complementarities in R&D activities: Implications for Innovation Management and for Firm Performance," UPF, advisor: Walter Garcia-Fontes, February 2011.
33. Pau Castells, "Political Connections and Economic Outcomes: Three Empirical Essays," UAB, advisor: Francesc Trillas, October 2012.
34. Franz Schiebacher, "On the Use of Intellectual Property Rights by Innovative Firms," KU Leuven, advisor: Dirk Czarnitzki, August 2013.
35. Luis Aguiar, "Three Essays on Empirical Industrial Organization," Universidad Carlos III, advisor: Philippe Gagnepain, May 2014.
36. Anna Bayona Font, "Essays on Incomplete Information in Markets," IESE Business School, advisor: Xavier Vives, September 2014.
37. Guiomar Ibáñez Zárata, "Innovation, Market Structure, and Cooperative R&D Strategies," Universitat Rovira i Virgili, advisors: Bernd Theilen and Ricardo Flores-Fillol, June 2015.
38. David Wehrheim, "Three Essays on Innovation," Universidad Carlos III, advisor: Neus Palomeras Vilches, June 2017.
39. Hanne Peeters, "Essays on Academic Involvement in Corporate Technology Trajectories," advisor: Bart Van Looy, March 2018.
40. Raffaele Morandi Stagni, "Three Essays on Diversification and Technology," Instituto de Empresa, advisor: Juan Santaló Mediavilla, April 2018.
41. Daniele Battaglia, "Combining Innovation and Internationalization Activities for SME Growth: An Empirical Analysis," advisors: Emilio Paolucci and Paolo Neirotti, July 2018.