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Entrepreneurship INTELIS, University of Chile
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EDUCATION

- Ph. D. in Management. UCLA Anderson School of Management. University of California Los Angeles, 2006.
- M. A., Economics, University of California Los Angeles. 2005.
- M. A., Economics, University of Chile. 1997.
- B. A., Economics, University of Chile. 1996.

PROFESSIONAL EXPERIENCE

- Associate Professor, Department of Economics, University of Chile. June 2010-present
- Researcher, Centre for Innovation and Entrepreneurship (INTELIS), University of Chile. March 2008-present
- Editor, Journal of the Chilean Economy, Central Bank of Chile. June 2011-present
- Senior Economist, Financial Policy Division, Central Bank of Chile. November 2008- January 2013.
- Representative, National Commission of Price Distortions on Imported Goods, 2008-January 2013.
- Senior Economist, Research Department, Central Bank of Chile. July 2006-October 2008
- Alternate Representative, National Commission of Price Distortions on Imported Goods, 2007-2008
- Research Assistant. UCLA Anderson School of Management, March 2002-June 2006, under supervision of Professor Sebastian Edwards.

- Summer Internship: “Open Economy Macroeconomic Issues in India”, World Bank, July-September 2004, under supervision of Marina Wes.
- Consulting: “Financial Dollarization in Central America”, Regional Department Operations 2, Inter-American Development Bank: August-September, 2003, under supervision of Manuel Agosin.
- Research Assistant: "Global Disaggregation of Information Intensive Services", UCLA Anderson School of Management, December 2001- February 2002, under supervision of Professor Uday Karmakar.
- Instructor Professor: Department of Economics, University of Chile. 1996 – 2000.
- Consulting: “Evaluation of Technological Innovation Projects”, “Impact of Free Trade Agreement with European Union”, “Determinants of Foreign Direct Investment in Chile”, and “Impact of Export Promotion Programs”, Government of Chile. 1996-2000.
- Research Assistant: Department of Economics, University of Chile. 1994 - 1996.

FIELDS OF SPECIALIZATION

- International Trade and Economic Development
- Innovation and Productivity

PUBLICATIONS

ARTICLES IN JOURNALS

- “Financial Development, Exporting and Firm Heterogeneity in Chile,” Review of World Economics, forthcoming (with R. A. López).
- “Is Previous Export Experience Important for New Exports?,” Journal of Development Studies, 49(3), April 2013, pp. 42-441 (with Hasan Faruq and Ricardo A. López)
- “Credit Contraction and International Trade: Evidence from Chilean Exporters”, World Development, Volume 44, April 2013, Pages 212–224 (with Ari Aisen, Andrés Sagner and Javier Turén).

- “Trade Exposure, Survival and Growth of Small and Medium-Size Firms,” International Review of Economics & Finance 25(1), January 2013, pp. 185–201 (with Sebastián Vergara).
- “Specialization Dynamics and Natural Resources Abundance,” Review of World Economics, 148(4), December 2012, pp 733-750 (with J. R. Fuentes)
- “Liquidity Crises and Corporate Cash Holdings in Chile,” The Developing Economies 50(4), December 2012, pp. 378–92 (with Andrés Sagner and Carla Valdivia)
- “Trade Liberalization and Industry Dynamics,” Open Economies Review 23(4), September 2012, pp. 579-595 (with Ricardo López).
- “Multinationals as Stabilisers? Economic Crisis, Access to Finance, and Employment Growth,” Journal of Development Studies 48(7), July 2012, pp. 847-863 (with Holger Gorg)
- The Effect of Government-Designed Export Promotion Service Use on Small and Medium-Sized Enterprise Goal Achievement: A Multidimensional View of Export Performance,” Industrial Marketing Management 41(4), May 2012, pp. 680–691 (with Serdar S. Durmuşoğlu, Gerhard Apfelthaler, Dilek Zamantili Nayir, and Terry Mughan)
- “Is the Exchange Rate Pass-Through into Import Prices Declining? Evidence from Chile,” Emerging Markets Finance and Trade 48(1) January-February 2012, pp. 100 – 116 (with Patricio Jaramillo and Jorge Selaive)
- “Determinants of Export Diversification around the World: 1962–2000”. The World Economy 35(3), 2012, pp. 295–315 (with Manuel R. Agosin and Claudio Bravo-Ortega).
- "Technological Consortia in Argentina, Chile, Colombia y Uruguay". El Trimestre Económico, LXXX (1) 2012, pp. 227-256 (with Jose Miguel Benavente, Carmen Contreras and Jose Luis Contreras), in spanish.
- “Effects of the Export Promotion Instruments: Some Lessons,” Cuadernos Económicos, 82, Diciembre 2011, pp. 143-158, in spanish

- “Entry into Export Markets and Product Quality”, The World Economy 34 (8), 2011, pp. 1237–1262, with Rodrigo Fuentes.
- “The Effects of Chinese Imports on Relative Wages: Microevidence from Chile”, Scandinavian Journal of Economics, 113(2), 2011, pp. 342-363, with Luis Opazo.
- “Export Transitions”, Journal of International Trade and Economic Development, 20(2), 2011, pp. 221-250
- Innovation, R&D and Productivity: The Chilean Case, CEPAL Review, 104, 2011, pp. 141-166, with Claudio Bravo-Ortega and Lucas Navarro.
- “Exit in Developing Countries: Economic Reforms and Plant Heterogeneity,” Economic Development and Cultural Change, 58(3), 2010, pp. 537-561, with Sebastián Vergara
- “Productivity, Innovation and Exports in the Chilean Manufacturing Industry”, El Trimestre Económico, forthcoming, LXXVII(1), 2010, pp. 155-184, with Álvaro García (in Spanish).
- “Economic Crisis and Organizational Change in Developing Countries: Evidence From Chile,” International Journal of Technological Learning, Innovation and Development, , 3(1), 2010, pp. 67 - 86, with José Miguel Benavente and Gustavo Crespi.
- “Skill Upgrading and the Real Exchange Rate”, The World Economy, 32(8): 2009, pp. 1165-1179, with Ricardo A. López.
- “Exports of Manufactures to China: An Analysis of Their Determinants 1990-2006” CEPAL Review 98, 2009, pp. 107-120, with Eugenio Figueroa, María Pía Figueroa, and Macarena Palma E.
- “David versus Goliath: The Impact of Chinese Competition on Developing Countries,” World Development, 37(3), 2009, pp. 560–571, with Sebastián Claro.
- “Multinationals and Plant Exit: Evidence from Chile,” International Review of Economics and Finance, 18(1), 2009, pp. 45-51, with Holger Görg.

- “Exchange rate Pass-Through into Prices: An Microeconomic Approach, Revista de Economía Chilena, 11(3):, 2008, pp. 105-112, in Spanish, with Gustavo Leyva and Jorge Selaive.
- "Entry and Exit in International Markets: Evidence from Chilean Data", Review of International Economics, 16(4), 2008, pp. 692-708, with Ricardo A. Lopez.
- "Is Exporting a Source of Productivity Spillovers," Review of World Economics, 144(4), 2008, pp. 723-749, with Ricardo A. Lopez.
- “Understanding Cross-Country Differences in Exporter Premia: Comparable Evidence for 14 Countries,” Review of World Economics, 144(4), 2008, pp. 596-635, as a member of The International Study Group on Exports and Productivity.
- “Multinational Firms and Productivity Catching-Up: The Case of Chilean Manufacturing”, International Journal of Technological Learning, Innovation and Development, 1(2), 2007, pp. 136-152, with Gustavo Crespi.
- “Survival of SMES in Chile”, Estudios Públicos, No. 107, 2007, pp. 79-98, with Sebastián Vergara (in Spanish).
- “Explaining Export Success in a Developing Country: Firm Characteristics and Spillover Effects”, World Development 35(3), 2007, pp. 377-393.
- “The China Price: Evidence and Some Implications”, Estudios de Economía, 33(2), 2006, pp. 117-139, with Sebastián Claro.
- “Specialization Patterns in an Economy Growing Rapidly: The Case of Chile”, Trimestre Económico, LXXIII(4), 2006, pp. 749-781, with J. Rodrigo Fuentes.
- “Dutch Disease: Theory and Revision of International Experience”, Revista de Economía Chilena, 9(3), 2006, pp. 97-108, with J. Rodrigo Fuentes.
- “Exporting and Performance: Evidence from Chilean Plants”. Canadian Journal of Economics. 38(4), 2005, pp. 1384-1400. (with Ricardo A. López).

- “Export Orientation and Productivity in Chilean Manufacturing Industry”. Latin American Journal of Economics (Cuadernos de Economía). 41 (December), 2004, pp. 315-343. in Spanish. (with Ricardo A. López)
- “Export Performance of Chilean Firms: Some Stylized Facts”. CEPAL Review. 83, 2004, pp. 121-134, in Spanish.
- “Sources of Export Success in Small and Medium-Sized Enterprises: The Impact of Public Programs”, International Business Review, 13, 2004, pp. 383 -400.
- "Exposure to Foreign Markets and Firm-Level Innovation: Evidence from Chile and Mexico", Journal of International Trade and Economic Development, 13 (1), 2004, pp. 57-87, (with Raymond Robertson).
- “Determinants of Technical Efficiency in Small Firms”, Small Business Economics, 20 (3), May 2003, pp. 233-244, (with Gustavo Crespi).
- “Productivity and Openness in Chile: 15 Years Later”, El Trimestre Económico, LXXX(1), 277, January-March 2003, pp. 21-41, (with J. Rodrigo Fuentes), in Spanish.
- “The Impact of Licenses on a "Late Starter" LDC: Chile in the 1990s”, World Development, Vol. 30 (8), August 2002, pp. 1445-1460, (with Gustavo Crespi and Joseph Ramos).
- “The Presence of Small and Medium Size Firms: An Analysis of Its Determinants in the Chilean Manufacturing Industry”, Latin American Journal of Economics (Cuadernos de Economía), 115, December 2001, pp. 347-365, in Spanish. (with Gustavo Crespi)
- “An Analysis of the Chilean Exports Diversification in the 90’s”. Estadística y Economía, N 21, December 2001, pp. 85-100, (with Anthony Lemus), in Spanish.
- “External Sources of Technological Innovation in Chilean Manufacturing Industry”, Estudios de Economía, Vol. 28, N 1, June 2001, pp. 53-68.
- “Exporter Performance and Promotion Instruments: The Chilean Empirical Evidence”, Estudios de Economía, Vol 27 (2), December 2000, pp. 225-241, (with Gustavo Crespi).

- “Impact of Export Promotion Policies on Chilean Export Growth”, El Trimestre Económico, N° 268, LXVII (4), October, December 2000, pp. 557-577, in Spanish. (with Gustavo Crespi).
- “Impact of Liquidity Constraints on Small and Medium Size Firms Performance”, Estadística y Economía, N 18, December 1999, pp. 85-100, in Spanish. (with Gustavo Crespi, David Naschelsky and M. Gabriela Sepúlveda).
- “Economic Benefits from a Reduction in Atmospheric Pollution in Santiago de Chile”, Investigación Económica, Universidad Nacional Autónoma de México, 59 (227), January-March 1999, pp. 143-169, in Spanish. (with Eugenio Figueroa and Sebastián Valdés).
- “Chile: Effects of Free Trade Agreement with Mercosur”, Comercio Exterior, Vol. 47 (11), November 1997, pp. 899-906, in Spanish. (with J. Rodrigo Fuentes).
- “Is the Extension of NAFTA Convenient for Latin American Countries?”, Revista de Economía Política, N° 26, July - December 1994, pp. 275-291, in Spanish. (with Manuel Agosin).

BOOK CHAPTERS

- “Sources of China’s Export Growth”, en N. Dinello y W. Shaoguang (Eds.): China, India and Beyond: Development Drivers and Limitations, Edward Elgar Publishing Limited, 2009, pp 98-118, (con Sebastián Claro)
- “Trade Reform and Manufacturing Industry,” in P. Aroca and G. Hewings (Eds.): Structured and Structural Change in the Chilean Economy, 2006, pp. 71-94 (with J. R. Fuentes).
- “Imperfect Labor Mobility, Urban Unemployment and Agricultural Trade Reform in Chile”, in R. Chumacero and K. Schmidt-Hebbel (Eds.): General Equilibrium Models for Chilean Economy, 2005, pp. 375-394, Central Bank of Chile, Santiago, Chile (with D. Holland, E. Figueroa and J. Gilbert)
- “Biodiversity and Tourism: Opportunities for Economic Development and Conservation in Chile”, in E. Figueroa and J. Simonetti (Eds): Globalization and Biodiversity: Opportunities and Challenges for Chilean Society, Chapter VIII, pp. 285-323, 2003, in Spanish. (with Eugenio Figueroa and Carlos Bravo).

- “Information Technologies and “Grassroots Tourism”: Protecting Native Cultures and Biodiversity in a Global World”, in F. Di Castri and V. Balaji (Eds.): Tourism, Biodiversity and Information, Chapter 21, pp. 349-380, 2002 (with Eugenio Figueroa).
- "Environmental Sustainability in Chilean Export Sector", in O. Sunkel (ed): Environmental Sustainability of Chilean Economic Growth, Programa de Desarrollo Sustentable del Centro de Análisis de Políticas Públicas. Universidad de Chile. 1996, in Spanish. (with Eugenio Figueroa, Guillermo Donoso, Gustavo Lagos and José Muñoz).
- "Environmental Capacitating in the Public Sector", in E. Figueroa (ed): Economic Policies for Sustainable Development in Chile. Center of Economy of Natural Resources and Environment, December, 1994 (with Eugenio Figueroa and Rodrigo González), in Spanish.

WORK IN PROGRESS

- “Banking Mergers and Credit Access in Chilean SMEs”, with Andres Galarce (Euroamerica) y Alejandro Micco (University of Chile).
- “Empirical Evidence on R&D Targeting”, with Claudio Bravo (University of Chile) and Dan Poniachik (University of Chile)
- “Innovation and Competition in Developing Countries”, with Rolando Campusano (University of Chile)
- “Households Debt and Income Shocks,” with Luis Opazo (Central Bank of Chile)
- “Innovation and Financing Gaps”, with Gustavo Crespi (IADB)
- “Labor Market Regulation and Productivity,” J. Rodrigo Fuentes (Pontificia Universidad Católica de Chile).
- “The Effect of Product Mix Changes on Productivity among Chilean Plants”, with Lucas Navarro (Universidad Alberto Hurtado) and Claudio Bravo-Ortega (University of Chile).

FELLOWSHIPS AND AWARDS

- Research Prize for best paper of the year 2009. School of Economics and Business, University of Chile.
- Research Prize for best researcher of the year 2009. School of Economics and Business, University of Chile.
- First Place, Medals for Research and Development, Changes in Global Trade: Causes and Consequences. 2006 Global Development Awards (with Sebastian Claro)
- Second Place, Medals for Research and Development, Industrial Development and Long Term Growth. 2006 Global Development Awards (with J. Rodrigo Fuentes)
- Dissertation Year Fellowship, Graduate Division, UCLA: 2005-2006.
- Bradley Graduate and Post Graduate Fellowship Program, The Lynde and Harry Bradley Foundation, Inc.: 2004-2005
- Graduate Scholarship. The Anderson School of Management: Ph. D. Global Economics and Management, UCLA: 2004 – 2005.
- Graduate scholarship. Government of Chile: Ph. D. Global Economics and Management, UCLA: 2001 – 2004.
- Graduate scholarship. Graduate Division, University of Chile: M. A. in Economics, University of Chile: 1995-1996.
- Award “Best Professor in Undergraduate Economics Courses”: Department of Economics, University of Chile: 1998.

RESEARCH GRANTS

- Millennium Scientific Initiative: INTELIS Centre, Empirical Analysis on Innovation, 2011-2014 (with Jose Miguel Benavente, Claudio Bravo-Ortega and Andres Zahler).
- FONDECYT Project: “Export Diversification and Economic Growth” (with Manuel Agosin and Claudio Bravo-Ortega). 2008.

- Ford Foundation - Fund for Analysis of Public Policies in Chile, “Entry and Exit of Exporter Firms and Export Promotion Instruments”, 2000-2001.

TEACHING EXPERIENCE

- University of Chile:
Introduction to Economics
Undergraduate School, 2102
- University of Chile:
Economics of Entrepreneurship
Graduate School, 2010-Present
- University of Chile:
Topics in International Economics and Trade, Innovation and Growth
Graduate School, 2007-2011
- University of Chile
Introduction to Macroeconomics and International Trade Theory
Undergraduate School, 2008 - 2010
- University of Chile: Undergraduate courses in International Economics, Macroeconomics and Econometrics. 1996-2001.
- Southern University of Chile (Universidad Austral de Chile, Temuco): Graduate courses (MBA) in Macroeconomics and Microeconomics.1999-2000.

REFEREEING

- American Economic Review, European Economic Review, Scandinavian Journal of Economics, Canadian Journal of Economics, Journal of Development Economics, World Development, World Economy, Journal of International Business Studies, Journal of International Trade and Economic Development, International Business Review, Small Business Economics, Research Policy, Journal of Applied Economics, Estudios de Economía, Trimestre Económico, Cuadernos de Economía, Journal of Development Studies, Review of World Economics, Emerging Markets Finance, Economic System, and Trade and Journal of Business Economics and Management.
- Referee for research proposals presented at FONDECYT, Chile.