

Curriculum Vitae

Name : Francisco Castañeda
Department : Departamento de Administración
Faculty : Facultad de Administración y Economía (FAE) /
Universidad de Santiago de Chile (USACH)
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EDUCATION

- Ph.D. Economic Geography

Supervisor: Ed Brown.

School of Social, Political and Geographical Sciences, Loughborough University, UK.

- Research Studies

Subject: "Corporate Governance: An International Review".

Business School - Faculty of Humanities and Social Sciences. Newcastle University, UK

- Master of Science (MSc) Money, Banking and Finance

Department of Economics - Birmingham Business School,
University of Birmingham, UK.

- MBA (Master of Business Administration)

Facultad de Economía y Negocios - Universidad of Chile.

- Bachelor's Degree, Economics

Facultad de Economía y Negocios - Universidad of Chile.

Secondary School: Liceo A 13 (State School) – Av 10 de Julio, Santiago

Best Student of the School in Third and Fourth Level of Secondary Cycle.

Primary School: Liceo Ignacio Carrera Pinto (State School),

Best Student in each level.

PREVIOUS POSITIONS

Director International Relations Unit (2007-2018). Facultad de Administracion y Economia. Ad honorem.

Vice-Dean of Teaching and Innovation (2016 - 2018). Facultad de Administracion y Economia, Universidad de Santiago de Chile

Member of University Committee for International and Inter-University Relations (2007- 2018).
(CRII - USACH)

Director Graduate Programs. Facultad de Economía y Negocios, Universidad Andres Bello, Chile (2003-2006).

I started working as professor in Economics and Finance subjects. Simultaneously, I was in charge of International Student Exchange and was appointed Director of Master Programs (2003-2006). Creation of new master programs in different seats of the University, new international agreements and a strong link to the local media, were my main activities. Acknowledged and awarded by the University with official documents.

Economic Analyst. Central Bank of Chile (1998-2000).

I participated in the preparation of the Report of Monetary Policy (IPOM) from the beginning.

For this report, I carried out an analysis of aggregate variables such as monetary aggregates, employment, investment and consumption. I was also in charge of writing a part of this report concerning to the real sector (investment, consumption) and provided an analysis of the fiscal sector. Further, I had to analyze the evolution of exports and imports by region.

Advisor at Ministry of Finance of Chile. International Finance Unit (1995-1997).

I participated in the international finance area, mainly in the topics related to the risk country and financial regulation. We had contact with the risk classification agencies such as Moody's, Standard and Poor's, Duff and Phelps and Fitch-IBCA as well as the local agencies. One of the main tasks was to answer the questions related to short term macroeconomic performance, particularly those linked with current account deficit and the payment balance.

Project Analyst. CTC Mundo (Telecommunications Company) (1994-1995).

I participated in the evaluation of projects of optical fiber, mainly in the economic-financial variables. This function required knowledge of technical aspects, which implied work jointly with people of the Technical Division. I worked in this company in the period of deregulation of the long-distance telephony (Law 3A), which implied to analyze the changes in the market share after the new regulatory framework.

CURRENT ACADEMIC POSITIONS - UNIVERSIDAD DE SANTIAGO DE CHILE

- Associate Professor / Finance Courses – Macroeconomics - Undergraduate Program, Universidad de Santiago de Chile (2007 - present)
- Lecturer / Financial Economics, Magíster en Economía Financiera. (2012 - present)
- Lecturer / Corporate Finance – Business Economics, MBA Program (2014 - present)
- Head of Finance / Courses for the Undergraduate Program. Departamento de Administracion. Responsible for the Degree Examination in Finance Subject (2016 – present).
- Lecturer / Industrial Policy, Doctorado en Ciencias de la Administración (2016 - present).
- Faculty Member of the Magíster en Economía Financiera at USACH (2016 - present).
- Visiting Professor in Universities in Europe and Latin America (Please see below, Teaching section)

CURRENT ADMINISTRATIVE POSITIONS - UNIVERSIDAD DE SANTIAGO DE CHILE

- Director MBA Program, Facultad de Administracion y Economia (2014 - present)

TEACHING - UNIVERSIDAD DE SANTIAGO DE CHILE

- Undergraduate at USACH

Finance I (Financial Analysis)
Finance II (Corporate Finance)
Finance III (International Finance)
Macroeconomics
Financial Economics

- Graduate at USACH

Business Economics (Diplomado en Finanzas)
Corporate Finance (MBA)
Financial Economics (Master en Economía Financiera)
Industrial Policy (Doctorado en Ciencias de la Administración)
Certificate in International Policy (Instituto de Estudios Avanzados)

- International Teaching

Latin American Business Development
International Finance
Microfinance

RESEARCH INTERESTS

Research and academic interests

I am an economist and geographer with a strong research focus on:

- i) Financial economics in a context of asymmetries of information and market failures, taking into account the international economics, and
- ii) Industrial policy, global value chains and production networks

Research Areas:

a) Finance

- Financial Economics
- Corporate Governance in State and Private Owned Companies
- Microfinance
- Corporate Finance
- International Finance and Macroeconomics

b) Industrial Policy

- Industrial Policy and Upgrading
- International Trade and Cluster Policy
- Global Value Chains and Production Networks
- Private Sector Development (SMEs)
- Development Economics

PUBLICATIONS

Papers & Working Papers

“Spread determinants of Corporate Bonds in State-Owned Enterprises. The Codelco Case” Authors: Caro, V., Castaneda, F. & Contreras, F. Revista Mexicana de Economía y Finanzas (REMEF), Volumen 12, Número 4, Octubre-Diciembre, 2017.

“The Determinants of Corporate Debt Maturity Structure: The case of Chile”. Authors: Castañeda, F. and Contreras, F. El Trimestre Económico. Fondo de Cultura Económica. México, 2016.

"Is the OECD Model Suitable for Strategic Public Enterprises? Reflections from Codelco Case, Chile".

Authors: Castañeda, F., Barria, D. & Astorga, G. Published in CIRIEC's Series of Working Papers (Liege University) / Universidad de Milan (Italia), 2015.

- **“Bancarización' and Access to Financial Services in Latin America”**, Authors: Brown, Cloke, Castañeda and Taylor. Journal: "The Geographical Journal" (Wiley-Blackwell) - Royal Geographical Society - London – UK, 2013.

- **“Influencia de la Concentración en el Desempeño Contable de las Firmas y en la Eficiencia de Mercado”**, Co-author: René Fernández. “Management Made in Chile 2011”. Revista Trendmanagement (Vol 13, N°4, Special Edition), 2011.

- **“ Entre las fallas del Mercado y las fallas del Estado. Algunas reflexiones para entender el desarrollo de la Economía Social en Chile”**, Revista Internacional de la Cooperación – Alianza Cooperativa Internacional (ACI), Buenos Aires, Vol.xx, N°1, 2011.

- **“Causas de la Crisis Subprime”**, First Place “Management Made in Chile 2010”. Revista Trendmanagement (Vol 12, N°4, Special Edition), 2010.

- **“Gobiernos Corporativos: Una Discusión Teórica y Aplicada”**, “Management Made in Chile”. Revista Trendmanagement (Vol 11, N°4, Special Edition), 2009.

- **“Mercado del Crédito de Consumo en Chile en los Estratos Socioeconómicos Medios – Bajos”**, Revista “Vestigium”, Facultad de Ciencias Administrativas (Celaya), Universidad de Guanajuato, México, 2009.

- **“PYMES: Una Breve Revisión de la Discusión”**, Revista Trendmanagement (Vol 8, N°9 / 2008), 2008.

- **“Sistemas de Pensiones: Crisis y Desafíos en China”**, Biblioteca del Congreso Nacional de Chile – Proyecto BCN Innova (Nodo Asia Pacífico), 2007.

- **“Superávit Fiscal Estructural y los Paradigmas”**, Revista Trendmanagement (Vol 8, N°6 / August– September 2006).

- **“Fusiones y Adquisiciones: Un Enfoque Global”**, co-author: Orlando Balboa / Departamento de Economía - Universidad de Santiago. Revista de Economía y Administración, Facultad de Ciencias Económicas y Administrativas, Universidad de Chile, 2006.

- **“Análisis Económico de la Industria del Cine en Chile”**, Revista de Economía y Administración, Facultad de Ciencias Económicas y Administrativas, Universidad de Chile. Published by CLADEA, 2005.

Books & Book Chapters

- **“State Owned Enterprises (SOEs) and the Industrial Development in Latin America”**. Authors: Castañeda, F., Barria, D. & Carpentier, J. Chapter to be published in Routledge Handbook of State Owned Enterprises. Editor: Luc Bernier, Ottawa University. 2019.
- **“Industrial Policy in Latin America: a Theoretical Discussion”**. Authors: Castañeda, F and Araya, L. Chapter to be published in Routledge Handbook of International Political Economy (IPE). Editor: Ernesto Vivares (FLACSO - Ecuador). 2019.
- **“Auge y Caída de La Polar”**, Authors: Castañeda, F., Meza, C. and Jaramillo, A. Chapter published in the book: “Regulación Económica: Caso La Polar”. Sello Editorial Usach / Torres, I., González, F. & Garrido, A. (eds) (2015). I.S.B.N: 978-956-303-286-4, 2015.
- **“Manual de Finanzas Corporativas, 2a Edición”**, “Colección Texto Guía”. Sello Editorial USACH. I.S.B.N: 978-956-303-243-7. Authors: Castañeda, F., Aguirre, J., Madariaga, L., Contreras, F. and Ormazábal, F., 2014.
- **“Ciudadanía en Marcha: Educación Superior y Movimiento Estudiantil 2011”**. “Colección USACH”. Sello Editorial USACH, (Author of the chapter: Financing Education), 2012.
- **“Latinoamerican Cities in Globalization” y “Central American Cities”**, Chapters 14 y 36 (Rocha, Brown and Cloke). Published in the book: “Global Urban Analysis: A Survey of Cities in Globalization”. Earthscan, London, in press. / Taylor, P.J., Ni, P., Derudder, B., Hoyler, M., Huang, J. and Witlox, F. (eds). ISBN 978-1-84971-213-2. 2010.
- **“Chilean Business Cases”**. Sponsored by Babson College (Boston, USA) and Banco de Chile. Published in Babson College Research (Chilean Teaching Cases) and ECCH (European Case Clearing House -UK), 2010.
- **“Análisis de la Estrategia de Carrefour en el Mercado Chileno”**, Latin American Council of Management Schools – CLADEA (2005). Published by CLADEA.

CONFERENCES & ACADEMIC MEETINGS

- **Academic Committee Member: “Karl Marx Workshop”**. It was organized by Magister en Filosofía Política and Facultad de Administración y Economía. USACH. 2018.
- **The Main Latin American Block Trade**. Lecture to students. Amsterdam University of Applied Sciences, Netherlands. 2018.
- **Political and Economic Crises: An Approach from Latin America**. Lecture to students. Hochschule Coburg, Germany. 2018.
- **5th Global Conference on Economic Geography**. Abstract accepted. Conference organized by the University of Cologne, Germany, 2018.
- **Global Conference**. Organized by the international agency AMBA (Association of MBAs). 2018, Stockholm, Sweden, 2018.
- **Latin America Conference for Deans and Directors**. Organized by the international agency AMBA (Association of MBA). 2017, Cusco, Peru, 2017.
- **Success and Failures in the Chilean Economy**. Friedrich Alexander Universitaet (FAU Erlangen), Germany (2017). i) Lecture to Master’s students, and ii) materializing a new academic partner (student exchange) for the faculty (FAE USACH). December 11, 2017.
- **Global Value Chains: A Latin American Perspective**. TU Bergakademie Freiberg - (Germany). i) Lecture to students, ii) Materializing a new specific academic agreement (student exchange) for the faculty (FAE USACH), and iii) Besides, I attended on behalf of Chilean universities, members of the “Red Domeyko”. October 26, 2017.
- **“Desarrollismo en America Latina desde los años 60”**. Gastvortrag / Hispanistik Bamberger Vorträge zur Lateinamerikanistik, Bamberg University, Germany (January 11, 2017). In the same dates, I taught in University of Applied Sciences Joanneum in an international program (invited by Joanneum).
- **“Chilean and Latin American Perspectives”**. Lecture to Master in European Economic Studies’ Students, Bamberg University Germany. January 10, 2017.

- **"State Owned Enterprises: Some Reflections from South America"**. Authors: Castañeda, F., Barria, D & Contreras, F. Workshop organised by CIRIEC (Liege University) and University of Ottawa (I was invited by the University of Ottawa to these sessions), Canada, 2017.
- **"Encadenamientos Productivos y Sociales en la Region de Antofagasta, Chile"**. Authors: Castañeda, F., Mayol, A., Azocar, C. & Carpentier, J. Organised by ENEFA Universidad La Serena (Encuentro Nacional de Facultades de Economía y Administración), 2017.
- **"Determinants of Spreads of Corporate Bonds in State-Owned Companies. The CODELCO Case"**. Authors: Castañeda, F., Caro, V. & Contreras, F. BALAS - Annual Conference 2017 (Business Association of Latin American Studies), hosted by Universidad de Chile.
- **"Chilean Agrofood Sector: a Perspective of Public Policy"**. The Annual Conference of Royal Geographical Society, Londres, UK. 2016.
- **"CODELCO and the OECD Rules as State Owned Enterprise"**. Proceeding at Congreso Latinoamericano de Historia Económica, (CLADHE.V) Sao Paulo, Brasil, 2016.
- **"Políticas Públicas para Diversificar la Estructura Productiva de Chile"**. Colloquium organized by Students of Industrial Civil Engineering. IX Version de LEO (Laboratorio de Emprendimiento Organizacional), USACH, 2016.
- **"Chilean and Latinoamerican Economy"**. Wiesbaden Business School, RheinMain University of Applied Sciences (Germany). i) Lecture to students, and ii) Work meetings with our long term academic partner (Dr. Andreas Lenel), about our student exchanges and opportunities of improvement. 2015.
- **"A Rough Comparison between Chilean and Bolivian Economies"**. Lecture to students of MBA program at Universidad Privada Boliviana (UPB). Ciudad de La Paz, Bolivia, 2015.
- **Track Chair: "Empresas Públicas y Servicios Privatizados"**. VIII Congreso Chileno de Administradores Públicos, Universidad La República (Rancagua Venue), 2015.- **"Territorios de cooperación internacional: experiencias y desafíos: desarrollo territorial sostenible en el siglo XXI"**. Lecturer at a summit organized by Centro de Investigación e Información Territorial – CENIIT - Department of Geography, Universidad Católica de Valparaíso, 2015.
- **"El Gobierno Corporativo de Codelco: ¿es el modelo de OECD una alternativa viable"**. Lecture presented at VIII Congreso Chileno de Administradores Públicos, Universidad La República (Rancagua Venue), 2015.
- **Track Chair in "Estrategias de Internacionalización y Nuevas Conexiones Asia-Pacífico"**. Consejo Latinoamericano de Escuelas de Administración (CLADEA) – Universidad de Valparaíso, 2015.
- **"Los Determinantes de la Estructura de Madurez de la Deuda Corporativa: El Caso de Chile"**. Consejo Latinoamericano de Escuelas de Administración (CLADEA) – Universidad de Valparaíso. (Authors: Contreras, F. & Castañeda, F.), 2015.
- **XIV Milan European Economy Workshop. "Major Public Enterprises in a Global Perspective"**. Jean Monnet Network (European Union). Department of Economics, Management and Quantitative Methods, Universidad de Milan, Italy. 2015.
- **Conference in the program "Master Business in Emerging Markets"**. Conference held in University of Applied Sciences Joanneum for Master students focused in emerging markets, Austria (April 21, 2015). In the same dates I taught in University of Applied Sciences Joanneum in an international program (invited by Joanneum).
- **Alles Rund um Lateinamerika**. Conference based on Latin-American perspectives of foreign investment. Organized by ICC (Internationalisierung Center Steiermark), "Industrielle Vereinigung Steiermark", Steiermarksland and University of Applied Sciences Joanneum, Graz, Austria. April 20, 2015.
- **Encuentro Anual de la Sociedad Chilena de Políticas Públicas**. Sixth Version - Universidad del Desarrollo. Participation at the Topic Board "Descentralización" with the lecture: "Decentralization: An Approach from the Economic Development", Santiago, 2015.
- **Escuela de Verano: "Economía del Bien Común" (Gemeinwohl Oekonomie, Christian Felber)**. Organised by the Department of Accounting and Auditing (FAE USACH). Lecture to students, Santiago, 2015.
- **"Análisis de la Coyuntura Económica"**. Lecture to professors and students of the Facultad de Ciencias Económicas, Universidad Nacional de Asunción (Paraguay). Santiago, 2014.
- **"Challenges of Chilean Society: Political, Social and Economic Matters"**. Lecture to American professors of Florida International University (FIU), Santiago, 2013.
- **"La Nueva Economía Global, las Oportunidades y Riesgos"**. Lecture to students of International Relation programs in Brazil and Chile. Summit organised by the Faculty of Humanities, Santiago, 2013.
- **Seminario Regulación Económica Caso La Polar – Organizado por Licenciatura de Estudios Internacionales, USACH**. Speaker in the debate "Modelo Económico Chileno", Santiago, 2012.

- **“A Comparison of Evolution of Higher Education between Chile and UK”**. International Conference “Geographies of Education”, carried out in Loughborough University, UK, Co-presenter, 2012.
- **“Desafíos de la Economía Chilena”**. Lecture to Brazilian students of UNICESP (FACULDADES INTEGRADAS ICESP – FACICESP, Instituição de Ensino Superior), Santiago, 2012.
- **“Panel de Análisis Financiamiento Estudiantil para la Educación Superior”**. Organized by Consorcio de Universidades del Estado. Speaker in the topic of financing higher education in Chile, 2012.
- **“State, Market, and Funding: The Influence of the State-Private Nexus on Social Inclusion in Higher Education. Some Reflections from Latin America and Europe”**. The Annual Conference of Royal Geographical Society, London, UK, 2011. (In this period, I was in Loughborough, UK, working on my doctoral thesis).
- **“Seminario sobre Educación Superior”**. Organized by the Department of Public Administration at USACH. Speaker in the topic of higher education in Chile, Santiago, 2011.
- **Industrial Upgrading of the Agro-food Sector in the Chilean Economy**. The Third Conference on Economic Geography, Seoul, Corea del Sur. Presentation: Chilean Agro-food Sector, 2011. (Conference related to my doctoral thesis).
- **“SMEs, Sustainability and Climate Change”**. Organized by Loughborough University (UK). Presentation: Chilean Small Medium Sized Enterprises”, 2011. (In this period, I was in Loughborough, UK, working on my doctoral thesis).
- **“Latin-American Economy and the Challenges of the Multinationals”**. Lecture by Videoconference for a Dual Degree MBA (School of Economics) Helsinki – ESC Rennes. Loughborough, UK, 2010.
- **“Desafíos para un Trabajo Digno desde la Economía Social”**, Organised by Ciescoop – USACH. Participation as speaker, Santiago, 2010.
- **“Tercer Workshop Internacional Políticas Públicas de Inclusión en la Educación Superior”**, Organised by Universidad C.Silva Henríquez and Cátedra USACH-UNESCO, Santiago, 2010.
- **“The Subprime Crisis”**. i) Lecture to students at University of Applied Sciences Bielefeld, and ii) Materializing a new academic agreement for faculty (FAE USACH). Germany, 2010.
- **“Challenges of Chilean Economy and the Subprime Crisis”**. Lecture to students of MBA Texas Austin, USA. Santiago. 2009 & 2010.
- **“Foro de Relaciones Internacionales”**, Organised by Universidad Internacional de Andalucía (UNIA) – Grupo la Rábida – Sevilla, España. Participation as a representant of Universidad de Santiago de Chile, 2010.
- **“Programa CONICYT: 1000 Científicos, 1000 Aulas”**. Lecture to secondary school students about the impact of the economy on the communities. Liceo Técnico Profesional, Buin, 2009.
- **“Corporate Governance: A Theoretical Approach”**. Working paper presented in a Meeting in Florida International University (FIU). Organized by: The College of Business Administration, de FIU, USA, 2007.
- **“Costs of Agency in Chilean Stock Market: an International Comparison”**. Working paper presented in the Conference of Corporate Governance and International Business. Conference organized by King’s College, London, UK, 2007.
- **“Chilean Economy”. Evolution in the Last 20 years”**. Lecture to students at *Sozial- und Wirtschaftswissenschaftlichen Fakultät*, of “Karl Fransenz Universitaet”, Graz, Austria, 2006.
- **Armonización Bancaria, Liberalización Financiera y Movimientos de Capitales en el Marco de un Área Integrada**. European Union Training Program – Grupo de Río Montevideo, Uruguay, 1997

RESEARCH PROJECTS

- **“Comprehensive support program (PAI – FAE)”**. Mentoring system for students of the Faculty of Business and Economics. Canales, C. and Castañeda, F. Funded by USACH. 2018 (in progression).
- **“InnovaT: Innovative Teaching Across Continents”**. Application of new technologies into Higher Education in the fields of the Business Schools. Capacity building in the field of higher education. Project funded by EACEA (European Commission). Leader of the Project: University of Applied Sciences Joanneum, Graz, Austria. 2018-2019-2020-2021. (starting).
- **“Erasmus + ” for Student Exchange and Research. Funded by European Union**. Jointly with Amsterdam University of Applied Sciences (AUAS). Pardo, G., Castañeda, F. and Cespedes, C. 2018-2019-2020 (in progression).
- **“Encadenamientos Productivos en la Economía Chilena: Espacios para una Activa Política Pública”** – Proyecto DICYT USACH/ Marzo 2017. This research is supported by the Scientific and Technology Research Committee (DICYT) of Universidad de Santiago de Chile (Grant number: 031761CG) (in progression).
- **“Promotion of Student Exchange, Visiting Professors, and Programs of Double Degree”**. Project supported and financed by BAYLAT (Bayerisches Hochschulzentrum für Lateinamerika). Participants: USACH and Friedrich Alexander Universitaet (FAU –Erlangen). Field: Development Economics. December 2017 (in progression).

ACTIVITIES AS REVIEWER

- The Business Association of Latin American Studies - BALAS
- Fondo Nacional de Desarrollo Científico y Tecnológico - FONDECYT
- Consejo Latinoamericano de Escuelas de Administración – CLADEA
- Corporación de Fomento de la Producción (CORFO)
- Fondo de Innovación para la Competitividad (FIC)

VISITING PROFESSOR

- **The Economic Development of Latin America**– Department of Economic Sciences, Friedrich Alexander Universität Erlangen-Nürnberg (FAU), Germany. Master Program Development Economics and International Studies / (2018).
- **Latin American Business Development** – Faculty of Management, University of Warsaw, Poland. International Business Program (IBP) / (2018).
- **Latin American Business Development (Global Business Program)** – University of Applied Sciences Joanneum, Graz, Austria. Erasmus Program / Staff Mobility (2016-2017-2018).
- **Course: Microfinance (Bachelor of Business Administration)**. Kenan-Flager Business School. The University of North Carolina at Chapel Hill (USA), Santiago, Chile, (2015)
- **Modelos de Desarrollo Económico en la Historia de Chile:** In “Chile: Political Systems and Economic Development”- SIT Study Abroad- Program of World Learning (2013-2014).
- **Corporate Finance (Global MBA Program)** – Universidad Tecnológica (UNITEC), Honduras, (2012).
- **Industrial Organization (Graduate Program)** – Universidad Interamericana, Costa Rica - Panamá, (2006-2007).
- **Corporate Finance: a Global Perspective (Graduate Module)** – University of Applied Sciences Joanneum, Graz, Austria, (2006).
- **World Financial Markets and Institutions (Graduate Module)** – Euromed Marseille, Ecole de Management, France, (2004).

SUPERVISION

Thesis Supervision (Selected) to Chilean and Foreign Students

- “**Gestión de Portfolios de Activos Criptográficos**”. Student: Nelson Ibarra. Program: Corporate Financial Management, ESSCA (France) / Double degree: MBA USACH. 2019. Status: completed.
- “**Costos de Agencia. Caso Soquimich**”. Student: Cristián Lagos. Program: Magíster en Economía Financiera (MEF) USACH. 2018. Status: completed.
- “**Diversity of Tax Systems and Fiscal Competition**”. Student: Yoann Goby. Program: Corporate Financial Management, ESSCA (France) / Double degree: Magíster en Economía Financiera (MEF) USACH. 2018. Status: in progress.
- “**The use of foreign debt by non-financial firms**”. Student: Pauline Joffret. Program: Corporate Financial Management, ESSCA (France) / Double degree: Magíster en Economía Financiera (MEF) USACH. 2018. Status: in progress.
- “**Instrumentos de financiamiento para Cooperativas**”. Student: Andrés Castro. Program: Magíster en Economía Financiera (MEF) USACH. 2018. Status: in progress.
- “**Riesgo de Crédito en la banca chilena. Análisis de colocaciones y provisiones**”. Student: Juan Pablo Armijo. Program: Magíster en Economía Financiera (MEF) USACH. 2018. Status: completed.
- “**Inversión Extranjera Directa de Empresas Alemanas en Latinoamérica**”. Student: Johanna Jung. Program: Doble Grado Ingeniería Comercial / CALA (Carrera Alemana Latinoamericana de Administración) – University of Applied Sciences Münster (Germany) (2017). Status: completed.
- “**Information Technology and the Technical Professional Schools in Chile**”. Student: Jamie Kent (Wharton Business School). Fulbright Awarded Scholar. 2017
- “**Inversiones de las AFPs y los Gobiernos Corporativos**”. Student: Alvaro Salazar. Program: Magíster en Economía Financiera (MEF) USACH. 2017. Status: completed.
- “**Creando nuevas posibilidades de crédito para Pymes a partir del Modelo Brasileiro**”. Alumno: Christian Stevenson. Programa: Ingeniería Comercial Mención Administración, USACH. 2016. Status: completed.
- “**Greening the Supply Chain: The Role of Suppliers in Ensuring Sustainability: A Study of the Styrian Automotive Industry**”. Student: Anja Geisler. Program: Doble Grado MBA USACH / Master Business in Emerging Markets – University of Applied Sciences Joanneum, Austria (2016). Status: completed. Examiners: Irsa Wolfram and Francisco Castañeda.
- “**Evaluation of Poverty in Chile in the last 20 years**”. Student: Linda Tallous. Program: Doble Grado MEF USACH with the Master in International Business Administration (RheinMain University of Applied Sciences, Germany), (2015). Status: completed. Examiners: Dr. Andreas Lenel and Francisco Castañeda.
- “**Microfinanzas en Bolivia**”. Student: Manuel Pantoja Resnikowski. Program: Ingeniería Comercial, Universidad Gabriela Mistral. 2015. Status: completed. Thesis marker.
- “**Factores determinantes de la Inversión Extranjera Directa en Chile**”. Alumno: Gonzalo Miranda. Programa: Ingeniería Comercial Mención Administración, USACH. 2015. Status: completed.
- “**Las redes de negocios y sus efectos en el desarrollo de las Capacidades Dinámicas para la internacionalización de la mediana empresa peruana**”. Student: Silvia Seperack. Programa: Doctorado en Ciencias de la Administración (DCA- USACH). Starting year: 2014. Status: in process.
- “**Análisis del Microcrédito como Herramienta de Superación de la Pobreza**”. Students: Claudia Montecino and Felipe Rivero. Program: Ingeniería Comercial Mención Administración, USACH. 2014. Status: completed.
- “**Análisis de la Integración de los Pequeños Productores Agropecuarios a las Cadenas Globales de Producción, Aplicación al Programa Alianzas Productivas**”. Students: Carla Daza and Carlos Meza. Program: Administración Pública, USACH. 2014. Status: completed
- “**Estudio de los determinantes de la estructura de capital: una aproximación empírica a las empresas chilenas**”. Students: Christian Mundaca and Enrique Retamal. Program: Magíster en Economía Financiera (MEF – USACH). 2012. Status: completed.
- “**Combinación Óptima de Estructura de Capital en Empresas del Sector Retail que cotizan en Bolsa en el Índice de Precios Selectivo de Acciones**”. Students: Roberto Arenas, Roberto López, María Isabel Gutiérrez. Program: Programa: Ingeniería Comercial Mención Administración. USACH. 2011. Status: completed.
- “**Impacto de las Políticas de Dividendos en las Empresas del Retail Chileno**”. Students: Diana Smith, Christopher Carvajal San Martín, María Teresa Contreras Carrasco. Program: Carrera en Ingeniería Comercial mención Administración. USACH 2011. Status: completed.

- **“International external communication concept for Robert Bosch GmbH, division Electrical Drives”**. Alumna: Franziska Schmieder. Program: Doble Grado MBA USACH with the Master in International Business Administration (RheinMain University of Applied Sciences, Germany), (2010). Status: completed.
Examiners: Dr. Thorsten Petry, Dr. Stefan Jugel and Francisco Castañeda.
- **“Impacto de la Concentración en el Desempeño Contable de las Firmas, en la Eficiencia de Mercado y en el Desarrollo Humano”**. Student: René Fernández Montt. Programa: Ingeniería Comercial Mención Economía. USACH 2010. Status: completed.
- **“Subprime Crisis and its Impacts on the Economies of Chile and Austria: A Comparison”**. Alumna: Jasmin Meyer. Program: Bachelor: “Management in Internationaler Geschaefstprozesse” (University of Applied Sciences Joanneum, Graz, Austria). 2009. Status: completed.
- **“Análisis de la Oferta Crediticia de las Cajas de Compensación”**. Students: Marisa Alvarado, Edward Milla, Maykell Flores. Program: Ingeniería Comercial Mención Administración. USACH 2009. Status: completed.
- **“Modelo Económico para las Colocaciones Bancarias”**. Alumnas: Carolina Armijo Martínez, Maritza Vera Rojas. Programa: Ingeniería Comercial Mención Administración. USACH 2009. Status: completed.
- **“Importancia del Desarrollo de las Pymes en Chile y su Financiamiento”**. Alumno: Juan Carlos Ibarra Navarrete. Program: Ingeniería Comercial Mención Administración, USACH 2008. Status: completed.
- **“Evolución del Mercado Crediticio en Chile: El impacto de la Banca – Retail en los Sectores Emergentes”**. Alumnos: Lady Ramírez, Jeanette Rodríguez. Programa: Ingeniería Comercial Mención Administración. USACH 2008. Status: completed.
- **“Desarrollo de la Industria de Capital de Riesgo en Chile”**. Alumno: Cristian Alegría. Program: Ingeniería Comercial Mención Economía. USACH 2008. Status: completed.
- **“Gobiernos Corporativos: Un Análisis Conceptual y Cuantitativo”**. Students: Esteban Rojas, Patricio Morales. Programa: Ingeniería Comercial Mención Administración. USACH 2007. Status: completed.

GRANTS AND TRAINING

- Course: “Advanced Economic Growth”**. Kiel Institute for the World Economy, Germany.
This course is held as part of the “Advance Studies Program 10-months”, a high training level in advanced economics, 2017.
- Research Symposia “Management Research in a Global Environment”**, held by David Rockefeller Center for Latin American Studies and Real Colegio Complutense. Boston, USA, 2014.
- Scholarship APORDE (African Program on Rethinking Development Economics), Johannesburg, South Africa**. APORDE is a high-level training programme in development economics aimed at building capacity in developing countries. (South-African Department of Trade and Industry (DTI) and the French Agency for Development), 2011.

MANAGEMENT ACTIVITIES

- **Executive Director of MONULAC (United Nations Model / Chilean and Latin American students)/** Housed by Facultad de Economía y Administración, Universidad de Santiago de Chile, 2018. Directed by Sofia Schuster.
- **Pre-International Accreditation MBA Program /** Agency: Association of MBAs (AMBA, UK), 2018.
- **Funding of the USACH's Central Government.** Four scholarships to study abroad. 2018.
- **First USACH's students sent to Korean Business University.** 2018.
- **New Student Agreement between Ingeniería Comercial USACH and INSALCO** (Instituto Superior Alemán de Comercio). 2018.
- **New Student Exchange Agreement with University of Warsaw.** 2018. Faculty of Management
- **New Student Exchange Agreements at Undergraduate Level between 2013 - 2018:** University of Applied Sciences Bielefeld (Germany), University of Applied Sciences Aschaffenburg, Universidad Autónoma de Tamaulipas (Mexico), University of Liege (Belgium), Maynooth University (Ireland), University of Passau (Germany), University of Applied Sciences Zwickau (Germany), University of Applied Sciences Joanneum (Austria), University of Applied Sciences Neu Ulm (Germany), University of Applied Sciences Münster (Germany), Universidad Complutense de Madrid (Spain) and University Arkansas Fort Smith (USA).
- **MBA Program USACH:** it is the program master that has experienced more growth in terms of several rankings in the last three years (2015 to 2017).
- **Number of Scholarships managed directly by this Director:** More than 70 Scholarships (2007-2018). Different European institutions (academic authorities, state agencies and foundations) have contributed to this goal.

Student Exchange Agreement at Undergraduate level with University of Arkansas Fort Smith. USA (2017). First USACH's student doing a student exchange (2018) in UAFS, (2017).

-**Representing Rector, Dr. Juan Manuel Zolezzi, at inauguration of CHILE HAUS FREIBERG.** Krueger Foundation (Germany) and TU Bergakademie Freiberg, (2017).

-**Promotion of Scholarship at FAE - USACH for the Advanced Program in Economics – Kiel Institute for the World Economy.** One year in Germany, attending Doctoral courses. Scholarship got by USACH student (2017-2018).

-**Student Exchange Agreement at Undergraduate level with FAU Erlangen (Friedrich Alexander Universitaet).** Germany (2017).

- **Launching of the Escuela de Verano Complutense.** It was carried out in Chile by the first time. Sponsor: Banco Santander, (2016).

- **Launching of the First Version “MBA Weekend” (in Hotel Regal Pacific –Las Condes),** (2015).

- **Repositioning of MBA Program in International Rankings and in the Media Coverage.**

20th Position in the Ranking “AMERICA ECONOMIA” of the Best Latin-American MBAs

-**Double Degree at Undergraduate Level in Bachelor of Business with University of Applied Sciences Münster (Germany).** Valid for “Ingeniería Comercial, Mención Administración”, Universidad de Santiago de Chile, (2015).

- **Renewal of Double Degree Agreement with Universidad Privada Boliviana (UPB)** (it is held in the city of La Paz, Bolivia), (2015-2017).

- **Double Degree at MBA level with University of Applied Sciences Joanneum** (Austria). Master Business in Emerging Markets, (2015).

- **Double Degree with ESSCA** (Ecole de Management- Paris – Angers, France). Master Program in Management, (2015).

- **Participation of USACH's students in European Summer Schools.** Agreements of MBA USACH with University of Applied Sciences Joanneum, University of Applied Sciences Muenster, Universidad Complutense de Madrid and Business School ESSCA (Budapest and Shanghai). Open for Students of Faculty of Business and Economics (USACH), from 2015.

- **Double Degree at MBA Level with the Master in International Marketing and Sales.** University of Applied Sciences Münster, Germany, (2015).

- **Creation of “MBA Advisory Board” and MBA Alumni Association,** (2015).

- **Organization of the First Course of German Language in School of Business and Economics.** Objective: Prepare students to apply to carry out undergraduate as well as master programs in German speaking countries, (2016).

- **Presentation of the International Relations Unit (FAE USACH) at the University of Applied Sciences Münster (Germany).** Lecture to students, (2015).

- **Double Degree with ESSCA** (Ecole de Management- Paris – Angers, France). Master Program in Banking and Financial Engineering. (2015).
- **Double Degree in Master Program, with RheinMain University of Applied Sciences, (Master of Arts in International Business)**. Valid for Students of Master en Economía Financiera (MEF) of Universidad de Santiago de Chile (2015).
- **Student Exchange Agreement at Graduate Level with Master Programs of University of Applied Sciences Joanneum (Austria)**. Valid for all Master Programs of Faculty of Administration and Economics of the Universidad de Santiago de Chile. (2014).
- **DAAD ISAP Scholarship Renewal** in 2014-2016 by the Ad Hoc Committee of the DAAD in Germany. To continue the exchange with the Business School of Wiesbaden (Germany) for 2014-2016.
- **Acknowledgement: “Academic Contribution in Media”**. Public Relations Department. Universidad de Santiago de Chile, (2013).
- **Scholarship Accommodation in Angers (ESSCA - France)**. It allowed an accommodation scholarship valid for a semester period obtained in accordance with ESSCA Business School. (2013-2015).
- **ISAP DAAD scholarships from the German Government for the Faculty of Administration and Economics at USACH**. DAAD six annual scholarships for Chilean students studying one semester abroad. In alliance with RheinMain University of Applied Sciences (2012). Valid for all the programs of the Faculty of Administration and Economics (2012 – 2015).
- **Scholarships from the German Foundation Richard Muller, Wiesbaden, Germany**. Scholarships granted to USACH students by the Foundation. In alliance with RheinMain University of Applied Sciences (2007 -2018). Valid for all the programs of the Faculty of Administration and Economics of USACH.
- **Application to Fulbright Scholarship (Specialist Program), USA**. Nancy Scannell, PhD, Academic of University of Illinois at Springfield, Chicago (USA), taught one month- intensive, to students of the Master en Economía Financiera (MEF) at USACH, (2010).
- **Scholarships from the Austrian Government OAD, Ernst Mach - Fachhochschule Joanneum**. Potential scholarships to students of the FAE awarded each year by the Department of Academic Cooperation of Austria. (2010 onwards). Valid for all the programs of the Faculty of Administration and Economics of USACH.
- **Scholarships Franco-German company Fresenius Kabi**. Scholarships were granted only once by Fresenius Kabi in Partnership with Ecole ESSCA (D`Angers). (2009).

COMMUNITY ACTIVITIES

- **Comprehensive support program (PAI – FAE).** Mentoring system for students of the Faculty of Business and Economics. Funded by USACH. 2018

- **Special Courses for Migrants (2018)**

I participated in this project developed for USACH's students in terms of promoting the integration with people from different nationalities. This project is led by "Programa de Emprendimiento e Innovación de la Fundación para el Desarrollo Social", FUEDES.

- **Computational Literacy for Old People (2018)**

I am collaborator in this activity carried out by the students of the Facultad de Economía y Administración - USACH

- **Responsible for Insurance Reorganization at Universidad de Santiago de Chile (2014).**

I participated leading the negotiations with local insurance providers. Function acknowledged through a merit mark as successful by Chancellor and Vice-chancellor of University of Santiago de Chile. Ad honorem.

- **Propedeutic Program: Volunteer in University Preparation Courses Universidad de Santiago de Chile. Program "Bachillerato". (2008-2013).**

It aims to increase access of talented students coming from the vulnerable groups of society and so promote social inclusion in higher education. This program was acknowledged as "UNESCO Chair". Ad honorem.

- **DAAD (German Academic Exchange Service) (2012-2015).** I participated in the academic evaluation of students (jointly with German teachers) who are applying to doctoral programs in Germany in the field of social sciences. Ad honorem.

- **Representative of the Competitive Fund Administrative Board aimed at financing Consumers' Associations Initiatives. (2010-2012).**

Chile's National Consumer Service (SERNAC). Appointed by Council of Rectors of Chilean Universities (CRUCH). Ad honorem.

- **Member of Liabilities Committee at Universidad de Santiago de Chile. (2007).**

I participated leading the team that restructured the liabilities of University in negotiations with the banks. Function acknowledged through a merit mark as successful by Chancellor of University of Santiago de Chile. Ad honorem.

- **Advisor to the Rector of the Universidad de Santiago de Chile. (2007).** "Presidential Advising Commission of Higher Education - Michelle Bachelet government". Advisor to the Rector Dr. Juan Manuel Zolezzi. Ad honorem

ADDITIONAL INFORMATION

Member of Doctoral Thesis Committee

-Doctoral Colloquium – Doctorado en Ciencias de la Administración (Universidad de Santiago de Chile), 2014.

-Member Thesis Committee – Doctoral Candidate in Economic History ("Le Credit Industriel de Normandie"). President of Committee: Olivier Feiertag. Université de Rouen, 2015.

Consulting Experience

-Broad experience focused on SMEs: business models, financial indicators and internationalization.

Languages

-Spanish: Native Speaker

-English: Academic and professional. Tests TOEFL & IELTS.

-German: Intermediate level. Zertifikat Deutsch als Fremdsprache (ZDaF).