

L. FELIPE MONTEIRO
INSEAD
Europe Campus
Boulevard de Constance, Fontainebleau, 77305, France
Phone + 33(0)1 60 72 48 87 (Office), Email felipe.monteiro@insead.edu
<http://faculty.insead.edu/felipe-monteiro/home>
<http://www.linkedin.com/in/felipemonteiro>

Education

London Business School, University of London

Ph.D. in Strategic and International Management, 2008

London Business School, University of London

M.Res. (Master of Research) in Business and Management, 2005

COPPEAD, Graduate School of Business Administration, Federal University of Rio de Janeiro (UFRJ)

M.Sc. in Business Administration, 2000

Exchange MBA student, Anderson School, University of California at Los Angeles (UCLA)

Faculdade Nacional de Direito, Law School, Federal University of Rio de Janeiro (UFRJ)

LL.B – Bachelor of Laws (JD equivalent), *cum laude*, 1995

Academic Employment History

INSEAD

Assistant Professor of Strategy, 2012-present

University of Pennsylvania, The Wharton School

Senior Fellow, Mack Institute for Technological Innovation, 2013-present

Assistant Professor of Management, 2008 –2012

London School of Economics and Political Science (LSE)

Fellow, Department of Management, 2006-2007

Harvard University, Graduate School of Business Administration (HBS)

Senior Researcher and Case Writer, Latin America Research Center, 2000-2002

Research and Teaching Interests

Global knowledge sourcing, multinational management, knowledge sharing processes, global innovation management, emerging markets multinationals, field research methods

Academic Honors and Awards

- Winner, Best Paper Prize
Strategic Management Society Singapore Conference, 2012
- Finalist, Best Conference Paper for Practical Implications
Strategic Management Society, 2010

- Winner, Best Conference PhD Paper Prize (co-authored with a PhD student) Strategic Management Society, 2010
- Finalist, Richard Farmer Best Dissertation in International Business Award Academy of International Business, 2009
- Finalist, Wiley Blackwell Outstanding Dissertation in Business Policy and Strategy Award Academy of Management, Business Policy and Strategy Division, 2009
- Finalist, Barry Richman Best Dissertation in International Business Award Academy of Management, International Management Division, 2009
- Finalist, Temple/AIB Best Paper Award Academy of International Business, 2007 (for best paper across all divisions)
- Winner, Best Paper Award Academy of Management (International Management Division), 2004

Teaching Awards

- Deans' Commendation for Excellence in MBA Teaching, INSEAD
 - Academic Year 2013/2014
 - Academic Year 2014/2015
- "Goes Above and Beyond the Call of Duty" Teaching Award, The Wharton School, MBA Program
 - MBA Class 2010
 - MBA Class 2011
 - MBA Class 2012
 - MBA Class 2013
- Wharton Undergraduate Excellence in Teaching Award, 2011, The Wharton School, Undergraduate Division
- "Departmental Teaching Award", Interdisciplinary Institute of Management, London School of Economics and Political Science (LSE), 2006
- Seven teaching awards, Executive MBA Program, Ibmecc Business School, Rio de Janeiro, 1998/2002

Publications

A. Articles Published in Referred Journals

[1] Monteiro, L.F. and Birkinshaw, J. 2016. The external knowledge sourcing process in multinational corporations. *Strategic Management Journal*, doi: 10.1002/smj.2487

[2] Monteiro, L.F.; Mol, M & Birkinshaw, J. 2016. Ready to be Open? Explaining the Firm Level Barriers to Benefiting from Openness to External Knowledge, *Long Range Planning*, doi:10.1016/j.lrp.2015.12.008

[3] Monteiro, L.F. 2015. Selective Attention and the Initiation of the Global Knowledge Sourcing Process in Multinational Corporations. *Journal of International Business Studies*, 46, 505-527. (lead article)

[4] Monteiro, L.F., Arvidsson, N., Birkinshaw, J. 2008. Knowledge Flows within Multinational Corporations: Explaining Subsidiary Isolation and its Performance Implications. *Organization Science*, 19(1), 90-107.

B. Articles in R&R and Working Papers

[5] Klueter, T., Monteiro, L.F. and Dunlap, D. 2015. Standard vs. Partnership-embedded licensing: Attention and the relationship between in-licensing and product innovations (being revised for third round invited resubmission to *Research Policy*)

[6] Klueter, T. and Monteiro, L.F. 2015. In Harsh –and Slack Times: How Does Firm Performance Affect the Intensity, the Structure and the Direction of Knowledge Seeking Boundary Spanning? (under third round review at *Journal of Management Studies*)

[7] Lazzarini, S., Mesquita, L.; Monteiro, L.F. and Musacchio. 2016. Leviathan as an Inventor: Leader or Laggard? Patenting Intensity, Originality, and Impact in State-Owned Multinational Firms. Working Paper

C. Articles In Best Paper Proceedings

[8] Klueter, T., Monteiro, L.F. and Dunlap, D. 2014. No Strings Attached: Examining the Relationship between Loosely Coupled Research Partnerships and Innovative Performance, *Academy of Management Best Paper Proceedings*

[9] Monteiro, L.F.; Mol, M & Birkinshaw, J. 2011. External knowledge access versus knowledge protection: A necessary trade-off in open innovation? *Academy of Management Best Paper Proceedings*

[10] Monteiro, L.F., Arvidsson, N., Birkinshaw. 2007. *Intra-firm knowledge flows: explaining subsidiary isolation and its performance implications*, *Academy of Management Best Paper Proceedings*

[11] Monteiro, L.F., Arvidsson, N., Birkinshaw. 2004. *Knowledge Flows within Multinational Corporations: Why are some subsidiaries isolated?*, *Academy of Management Best Paper Proceedings*

D. Articles In Managerial Journals

[12] Moschieri, C and Monteiro, L.F. 2014. What you should ask yourself before deciding whether and how to go international [Original title: Que deberia preguntarse antes de decidir internacionalizarse y come hacerlo ?] *Harvard Deusto Busines Review*, November 2014, 44-54 (in Spanish).

[13] Monteiro, L.F., Arvidsson, N. & Birkinshaw, J. 2008. Being in the Out Crowd: Why Do Some Subsidiaries Become Isolated – And Does It Matter? (Research Brief). *Sloan Management Review*, 49(2), 13-14.

[14] Monteiro, L.F. & Sull, D. 2006. How can Emirates Airline maintain profitability while achieving growth? *European Business Forum*, Issue 23, 59-61.

[15] Sull, D.; Ghoshal, S. & Monteiro, L.F. 2005. The Hub of the World. *Business Strategy Review*, Vol.16, 35-40.

E. Case Studies and Teaching Materials

[16] Montuori, N. and Pacheco, R. Monteiro, L.F., and Gaspar, M. 2016. *EBX (A): Eike Batista and the 'X' Factor*, *INSEAD case 01/2016-5930*

[17] Gaspar, M. and Monteiro, L.F. 2016. *EBX Group (B): Autopsy of a Failure*, *INSEAD case 01/2016-5930*

- [18] Conti, C and Monteiro, L.F. 2014. Banco do Brasil; From Brazil to the World? INSEAD case, 09/2014-6072 (with teaching note)
- Also published in Portuguese, INSEAD case 12/2015-6072
- [19] Klueter, T. and Monteiro, L.F., 2014. Building the Virtual Lab: Global Licensing at Merck, INSEAD case 08/2014-5962 (with teaching note)
- [20] Monteiro, L.F.; Sull, D. 2006. *British Telecom: Bringing External Innovation Inside*, London Business School case CS-07005, ecch case 307-045-1
- [21] Monteiro, L.F. Ghoshal, S.; Gratton, L. 2005. *Royal Bank of Scotland*. London Business School case CS-06-011.
- [22] Monteiro, L.F; Sull, D.; Ghoshal, S. 2005. *Emirates Airlines* London Business School case CS-0513, ecch case 305149-1.
- [23] Applegate, L.; Monteiro, L.F.; Collura, M. 2003. Submarino Teaching Note. Harvard Business School Publishing, TN 5-803-010.
- [24] Applegate, L.; Monteiro, L.F. 2002. *Submarino (B)*. Harvard Business School Publishing, Case 9-803-012.
- [25] Arnold, D.; Herrero, G.; Monteiro, L.F. . 2001. *Elektra*. Harvard Business School Publishing, Case 9-502-039 (also published in Spanish, Harvard Business School Publishing Case, 9-503-S39).
- Also published by HBSP in Spanish
- [26] Bower, J.L.; Monteiro, L.F.; Hout, S. 2001. *Gerdau*. Harvard Business School Publishing, Case 9-302-016
- Also published by HBSP in Chinese
- [27] Applegate, L; Collura, M.; Monteiro, L.F. 2001. *Submarino: The Challenges of B2C E-commerce in Latin America*. Harvard Business School Publishing, Case 9-801-350.
- [28] Applegate, L.; Monteiro, L.F.; Collura, M. 2001. *Note on E-Commerce in Latin America*. Harvard Business School Publishing, Note 9-801-388.
- [29] Ghemawat, P.; Herrero, G. and Monteiro, L.F. 2000. *Embraer: The Global Leader in Regional Jets*. Harvard Business School Publishing, Case 9-701-006.
- Also published by HBSP in Spanish and Portuguese

Research in Progress

- Blake, D., Monteiro, L.F and Moschieri, C. Sensing, Seizing and Reconfiguring Resources Globally: Lessons from the English Football Premier League
- Monteiro, L.F. Global Knowledge Sourcing: The Structures and Processes of Multinational Corporations Sourcing Knowledge Globally
- Monteiro, L.F. Knowledge Sourcing Strategies of MNCs Headquartered in Emerging Markets

Refereed Conference Presentations

2016 (scheduled)

- Lazzarini, S., Mesquita, L.; Monteiro, L.F. and Musacchio. Leviathan as an Inventor: Leader or Laggard? Patenting Intensity, Originality, and Impact in State-Owned Multinational Firms, *Academy of International Business, New Orleans; Academy of Management, Orlando*
- Klueter, T., Monteiro, L.F. and Dunlap. D. Standard vs. Partnership-embedded licensing: Attention and the relationship between in-licensing and product innovations, *Academy of Management, Orlando*
- Monteiro, L.F. Global Boundary Spanning: Antecedents, Processes and Outcomes (Panel), *Academy of International Business, New Orleans*
- Monteiro, L.F. State Owned Multinationals and Innovation (Panel), *Academy of International Business, New Orleans*
- Monteiro, L.F. Value Creation and Value Appropriation in Public and Nonprofit Organizations (Panel), *Strategic Management Society, Berlin*

2015

- Lazzarini, S, Mesquita, L, Monteiro, L.F. and Musacchio, A. Leviathan As an Entrepreneur: State Owned Firms and the Creation of Breakthrough Inventions, *Strategic Management Society Conference, Denver*
- Dunlap, D., Klueter, T. and Monteiro, L.F. Laggards, Leading Imitators or Leapfroggers: How Are Emerging Markets Innovating?, *Strategic Management Society Conference, Denver*
- Klueter, T. and Monteiro, L.F. In Harsh –and Slack Times: How Does Firm Performance Affect the Intensity, the Structure and the Direction of Knowledge Seeking Boundary Spanning?, *Academy of International Business, Bangalore; Academy of Management, Vancouver*

2014

- Monteiro, L.F..Managing the Multinational Organization in an Increasingly Complex World (Panel), *Strategic Management Society Conference, Madrid*
- Monteiro, L.F. and Birkinshaw, J. How Do Firms Identify And Make Use Of External Sources Of Knowledge? A Boundary Spanning Perspective, *Academy of International Business, Vancouver, Academy of Management, Philadelphia*
- Klueter, T., Monteiro, L.F., Dunlap. D. No Strings Attached: When Do Firms Benefit from Loosely Coupled Research Partnerships?, *Academy of Management, Philadelphia*
- Monteiro, L.F. Boundary Spanning in Global Organizations: A Knowledge Brokerage Process (Panel), *Academy of International Business, Vancouver, 2014; Academy of Management, Philadelphia, 2014*
- Monteiro, L.F. Global Connectivity as a Basis for Local Innovation (Panel), *Academy of International Business, Vancouver, Academy of Management, Philadelphia*
- Monteiro, L.F. Globalizing Innovation: The Current Discourse (PDW presenter), *Academy of Management, Philadelphia*
- Monteiro, L.F. In the Quest for Generalizability: International Business Research and Boundary Conditions (PDW presenter), *Academy of Management, Philadelphia*

2013

- Monteiro, L.F. Selective Attention and the Initiation of the External Knowledge Sourcing Process in Multinational Corporations, *Academy of International Business, Istanbul, Academy of Management, Orlando*
- Monteiro, L.F. Advancing Research on International Aspects of Innovation Ecosystems, Consumer Benefits, and Other Demand-Side Perspectives (Panel), *Academy of International Business, Istanbul*
- Monteiro, L.F. 2013. Innovation under Different Forms of Capitalism (All Academy Panel), *Academy of Management, Orlando*
- Klueter, T., Monteiro, L.F., Dunlap. D. No Strings Attached: When Do Firms Benefit from Loosely Coupled Research Partnerships? *DRUID conference, Barcelona*

2012

- Monteiro, L.F. and Birkinshaw, J. How Do Firms Identify And Make Use Of External Sources Of Knowledge? A Brokerage Process Perspective, *Academy of Management Conference, Boston*

- Klueter, T. and Monteiro, L.F. No Strings Attached: When Do Firms Benefit from Loosely Coupled Research Partnerships? *Academy of Management Conference, Boston*
 - Klueter, T. and Monteiro, L.F. 2012. Benefiting from Loosely Coupled Research Partnerships: The Role of Experimentation, Slack and Organizational Resources, *Strategic Management Society Special Conference, Singapore*
- 2011
- Klueter, T. and Monteiro, L.F., Dunlap, D. Breadth & Depth: How External Knowledge Sourcing Shapes Innovation Performance, *Strategic Management Society Conference, Miami*
 - Monteiro, L.F.; Mol, M & Birkinshaw, J. External knowledge access versus knowledge protection: A necessary trade-off?, *Academy of Management Conference, San Antonio*
 - Monteiro, L.F. & Meyer, M.W. Management Innovation Made in China?, *Strategic Management Society Special Conference, Rio de Janeiro*
 - Monteiro, L.F. Is God Brazilian: Competition Among Emerging Multinationals from Emerging Economies in the 21st Century, *Strategic Management Society Special Conference, Rio de Janeiro.*
- 2010
- Klueter, T and Monteiro, L.F. In Harsh –and Slack Times: How Does Firm Performance Affect the Intensity and the Direction of External Technology Sourcing?, *Strategic Management Society, Rome;*
 - Monteiro, L.F. and Birkinshaw, J., Understanding Boundary Spanning at the Initiation of the External Knowledge Sourcing Process, *Academy of International Business conference, Rio de Janeiro*
- 2009
- Monteiro, L.F. Going Far for Something Close: Explaining Knowledge Stickiness in the Initiation Stage of the External Knowledge Sourcing Process, *Academy of Management conference, Chicago; Academy of International Business conference, San Diego*
 - Monteiro, L.F and Birkinshaw, J. Global Sensing: The Internal Challenges of External Knowledge Sourcing *Academy of Management conference, Chicago, Academy of International Business conference, San Diego*
 - Monteiro, L.F. Subsidiary Isolation: The Phenomenon and Its Organizational Implications, *Academy of International Business conference, San Diego*
- 2007
- Monteiro, L.F. Connecting the dots: Uncovering the Technology Scouting Process, *European Academy of Management conference, Paris, Academy of International Business conference, Indianapolis, Academy of Management conference, Philadelphia, Strategic Management Society conference, San Diego.*
 - Monteiro, L.F., Birkinshaw, J. and Mol, M. External knowledge access versus knowledge protection: a necessary trade-off in open innovation?, *European Academy of Management conference, Paris, Academy of Management conference, Philadelphia*
- 2006
- Monteiro, L.F., Arvidsson, N., Birkinshaw. Intra-firm knowledge flows: explaining subsidiary isolation and its performance implications *Academy of International Business conference, Beijing,*
- 2005
- Monteiro, L.F. Dominant Logic and Cognitive Dissonance: A Closer Look at a Major Challenge to Open Innovation, *Strategic Management Society conference, Orlando*
- 2004
- Monteiro, L.F., Arvidsson, N., Birkinshaw. Knowledge Flows within Multinational Corporations: Why are Some subsidiaries isolated?, *Academy of Management conference, New Orleans, 2004*

Invited Presentations

- Plenary on innovation in Latin America, Academy of International Business, Latin American Chapter, Sao Paulo, 2016
- Strategy Summer Camp, Tuck School of Business, Dartmouth College, 2015

- Semi-plenary on corporate strategy, Strategic Management Society, Santiago, 2015
- HEC Paris/Ecole des Mines Paris/Ecole Polytechnique Paris/Grenoble Institut de l'Innovation, 2015
- UNCTAD (United Nations Conference on Trade and Development), World Investment Forum, Geneva, October, 2014
- Cass Business School, City University London, October 2012
- INSEAD, Strategy Area, February 2012
- Harvard Business School, Organizational Behavior group, February 2012
- George Mason University, Center for Global Innovation and Transformation, October 2011
- Harvard Business School, Strategy Conference, November, 2009
- Fox School of Business, Temple University, Department of Strategic Management, September, 2009
- Rutgers Business School, Department of Management and Global Business, February 2008
- Robert H. Smith School of Business, University of Maryland, Management & Organization Dept, February 2008
- The Wharton School, University of Pennsylvania, Management Department, February 2008
- IESE Business School, Strategic Management Department, February 2008
- USC Marshall School of Business, Management & Organization Department, January 2008
- The Paul Merage School of Business, UC Irvine, Strategy Department, January 2008
- INSEAD, Strategy Department, January 2008
- Instituto de Empresa (IE), Strategy Department, December 2007
- ESADE Business School, Business Policy & Entrepreneurship Department, December 2007
- Carroll School of Management, Boston College, Operations & Strategic Management Dept, December 2007
- Catholic University of Portugal (UCP), FCEE, November 2007
- Nova University of Lisbon, Faculdade de Economia, November 2007
- George Washington University, International Business Department, November 2007
- Northeastern University, College of Business Administration, October 2007
- 13th Consortium on Competitiveness and Cooperation (CCC), Ecole Polytechnique Federale de Lausanne (EPFL), Lausanne, Switzerland, May 2006

Research Grants & Scholarships

- Claude Marion Endowed Faculty Scholar Award, 2011-2012

- Dean's Research Fund Grant, "The Global Knowledge Sensing Mosaic: Putting External Ideas, Market Opportunities and Internal Needs Together", 2010
- Research Grant, "Knowledge Sharing Strategies from Multinational Corporations in the BRICs", Wharton Global Initiative, 2010
- Research Grant, "In Harsh and Slack Times: How Does Performance Affect the Intensity and the Direction of External Technology Sourcing?", Mack Center for Technological Innovation, Wharton School, 2010
- Penn Lauder CIBER travel grant, University of Pennsylvania, 2010
- Research Grant, "Knowledge Seeking Foreign Direct Investment from the BRIC's (Brazil, Russia, India and China) Multinationals", Wharton Global Initiative, 2009
- Research Grant, "External knowledge access versus knowledge protection: A necessary trade-off in open innovation?", Mack Center for Technological Innovation, Wharton School, 2009
- Penn Lauder CIBER travel grant, University of Pennsylvania, 2009
- Research Grant, Mack Center for Technological Innovation, Wharton School, 2008
- 5th Year Ghoshal Funding , London Business School, 2007
- PhD studentship, Society for the Advancement of Management Studies (UK), 2004/2006
- Research Grant, The Advanced Institute of Management Research (AIM), 2004
- PhD Studentship, London Business School 2002/2004

Teaching Experience

2012-present **INSEAD**

- *MBA Program*

Global Strategy

-Mini-elective (Nov/Dec 2012-2013-2014-2015)

-Full-elective (May/June 2013-2014-2015-2016)

Introduction to General Management (Jan 2015/Aug 2015/Jan 2016)

- *PhD Program*

Readings and Research on Multinational Enterprises (May 2014/May 2016)

- *Executive MBA*

Managing in and From Emerging Markets, co-designed and co-taught with Joe Santos (September 2013 in Brazil)

- *Executive Education*

Program Director and lecturer on “Global Strategy and Emerging Markets’ Multinationals”, Strategic Management for Business Leaders Program for CNI /IEL (Brazil’s National Confederation of Industry), August 2013/2014

2009- 2012 **The Wharton School, University of Pennsylvania**

- *Graduate Courses*

MGMT 655- Global Strategic Management (MBA core course), Spring 2009, Spring 2010, Spring 2011, Spring 2012

MGMT 655/LAW 519 – Global Strategic Management (MBA/JD joint degree), Summer 2010, Summer 2011

MGMT 654/655 Competitive Strategy & Global Strategic Management, Lauder Institute (MBA/MA in International Studies joint degree), Spring 2011

MGMT 890 – Managing in Emerging Markets: Energy and Infra-Structure in Brazil (Global Modular course), co-designed and co-taught with Mauro Guillen, January 2011, March 2012

- *Undergraduate Courses*

MGMT 111 – Multinational Management (undergraduate elective), Spring 2010

- *PhD/Faculty Development*

Taught sessions on case writing and international management pedagogy and on process and performance research in international business at PennLauder CIBER Faculty Development Workshop in International Business, 2011, 2012

- *Executive Education*

Academic Director and lecturer on “Strategies for International Expansion”, Strategy and Business Innovation Program for CNI /IEL(Brazil’s National Confederation of Industry), July 2010, June 2011, June 2012

Academic Director and lecturer on “Global Open Innovation” and “Brazil in the New Global Environment”, Innovation Strategies for New Markets Program for CNI/IEL (Brazil’s National Confederation of Industry), March 2012

Lecturer on “Doing Business in Brazil” for DSM Executive Leadership Program, April 2011, June 2011, April 2012

2005/2007 **London School of Economics and Political Science (LSE)**
Managerial Economics and Strategy Group, Department of Management

Lecturer (2006/7) and Class Teacher (2005/6)

MN200 - Process of Management (2nd year required undergraduate course)

2004/ 2007 **Centre for Management Development at London Business School**

Lead Tutor in the open-enrolment executive education course “Developing Strategies for Value Creation”. Tutor in customized strategy courses for British Telecom, EDS, IBM and Microsoft. Lead group discussions and advised participants on projects

2000/2001 **Harvard Business School (HBS)**

Attended, in two consecutive years, the Colloquium on Participant Centered Learning (CPCL), a two-week faculty training course on the case method teaching and writing

1998/2002 **Ibmec Business School, Rio de Janeiro, Brazil**

Adjunct Professor (part-time)

Lectured on the 1st year required MBA course on “Change Management” and on the 2nd year MBA course on “Writing Case Studies”. Taught to more than 20 MBA cohorts and received in approximately 90% of them the best rating (Excellent) in the students’ evaluation. Taught in-company executive education courses for major multinational corporations, including Telefonica, Petrobras, Embratel (Telmex) and Oi (Telemar).

Professional Service

Elected Positions

- Elected Representative at Large for the Strategic Management Society, Global Strategy Group (2016-2017)

Editorial Review Board

Global Strategy Journal (2015-present)

Journal of World Business (2014-present)

Revista de Administracao Contemporanea (Brazilian Academy of Management Journal) (2012-present)

Journal of International Business Studies (2010-2012)

Ad hoc reviewer

Administrative Science Quarterly

Management Science

Organization Science

Strategy Science

Strategic Management Journal

Journal of International Business Studies

Research Policy

Journal of Management Studies

Long Range Planning

Academy of Management annual meeting, 2004-2015

Academy of International Business annual meeting, 2005-2016

Strategic Management Society annual meeting, 2008-2016

Grant Proposal Reviewer

Israel Science Foundation (reviewer in the area of international knowledge sourcing)

Conference organization

- PDW Organizer, Global Strategy Paper Development Workshop, Strategic Management Society conference in Berlin, 2016
- Track Chair, Knowledge and Innovation Track at the Academy of International Business conference in Bangalore, 2015
- Track Director, Global Competitiveness of Emerging Market Firms and Multinationals, Strategic Management Society Special Conference in Santiago, Chile, 2015
- Organizer and chair of the panel “Managing the Multinational Organization in an Increasingly Complex World”, Strategic Management Society conference, Madrid, 2014
- Track Chair, Knowledge and Innovation Track at the Academy of International Business conference in Vancouver, 2014
- Session chair, Academy of International Business, 2014
- Session chair, Academy of International Business, 2013
- Session chair, Strategic Management Society Special Conference, Singapore, 2012
- Session chair, Academy of Management conference, 2011
- Session chair, Strategic Management Society Special Conference, Rio de Janeiro, 2011
- Organizer and chair of the panel “Global Knowledge Sourcing: Modes, Locations, Processes and Outcomes”, Academy of International Business conference, Rio de Janeiro, 2010
- Faculty Facilitator, Doctoral Consortium, Academy of International Business conference, Rio de Janeiro, 2010
- PDW Chair, “Unveiling the Process of Brokerage for External Talent and Technology”, co-sponsored by the OMT, HR, TIM, BPS divisions, Academy of Management conference, Montreal, 2010
- PDW Chair, “Towards an Integrated View of External Knowledge Sourcing”, co-sponsored by the BPS, TIM, IM, ENT divisions, Academy of Management conference, Montreal, 2010
- Faculty facilitator, BPS Managing Your Dissertation Workshop, Academy of Management conference, Montreal, 2010
- Faculty Facilitator, Doctoral Consortium, International Management Division, Academy of Management conference, Chicago, 2009
- Session Chair, Academy of International Business conference, 2008, 2009, 2010
- PDW Organizer, “Bringing External Innovation Inside”, co-sponsored by the BPS, TIM and IM divisions Academy of Management, Atlanta, 2006

- Organizing committee, London Business School Trans-Atlantic Doctoral conference, 2004-2005

Internal Service

INSEAD

Committees

- Strategy Area Faculty Recruiting Committee (2013-2014, 2014-2015)
- Strategy&Entrepreneurship Seminar Committee (2012-2013)
- Strategy Area PhD Recruiting Committee (2012-2013)
- Strategy&Entrepreneurship Day Committee (2012-2013)

Student Advising

- Committee Member Oral Comps Exam, Sunkee Lee
- GEMBA Final Project Supervisor, 2013, 2014

Other

- Presentation to INSEAD's Alumni, Sao Paulo, 2016
- Keynote opening speech, Latin America Career Fair, Fontainebleau, 2015
- Masterclass on Emerging Markets Multinationals, MBA Open House, Fontainebleau, 2015
- Masterclass on Global Open Innovation, Bangalore, India, 2015
- Masterclass on Emerging Markets Multinationals, Santiago, Chile, 2015
- Masterclass on Emerging Markets Multinationals, Rio de Janeiro and Sao Paulo, 2014
- Presentation to INSEAD's Latin American Council, Sao Paulo, October 2014
- Masterclass on Emerging Markets Multinationals, MBA Open House, Fontainebleau, 2014
- Presentation to INSEAD's Latin American Council, Sao Paulo, September 2013
- Masterclass on Global Open Innovation, Sao Paulo, Brazil, 2013
- Presentation to INSEAD Alumni in Spain, Sitges, 2013

University of Pennsylvania

- Penn Fullbright Committee, Office of the Vice-Provost for Education, University of Pennsylvania, 2010
- Lauder Graduate Group in International Studies, Lauder Institute, The Wharton School & University of Pennsylvania's College of Arts & Sciences, 2010-present
- Lecturer on the business environment in Brazil, EMTM's (Executive Master's in Technology Management) Global Experience Program, The Wharton School & University of Pennsylvania's School of Engineering, 2009

The Wharton School, University of Pennsylvania

Committees

- Management Department Seminar Committee (2010-2011)
- Multinational Management Hiring Committee (2009-2010, 2010-2011, 2011-2012)
- Management Department Seminar Review Committee (2009)

Student Advising

- PhD Dissertation Committee:
 - Nan Zhou (graduated in 2011, placed at Skolkovo Business School, Beijing, China)
 - Thomas Klueter (graduation 2013, placed at IESE Business School, Spain)

- Independent Study Project supervisor, undergraduate and graduate students - 2010, 2011, 2012
- Field Application Projects, 2010, 2011

Other

- Speaker at Wharton's Global Alumni Forum, Milan, 2012
- Speaker at Wharton's Seminar for Business Journalists, 2011
- Facilitator in Wharton's Teaching Workshop for New Faculty Members, 2010, 2011
- Wharton Latin American Conference, Panel Moderator, 2011
- Faculty Liaison, MBA Classes 2011 and 2012
- Wharton General Management Conference, Panel Moderator, 2009
- Lecturer on the business environment in Brazil, Global Immersion Program, South America, MBA program, 2009, 2010, 2011, 2012
- Part of the planning team for the Wharton Faculty International Seminar in Brazil, 2010

Advisory Boards

- Samsung Advanced Institute of Technology CORE (Collaborative Open Research Experts) Network, 2010-2011
- World Economic Forum (WEF), The Emergent Best Practices of Brazilian Globalizers, 2013-2014

Industry Experience

Banco do Brasil, Investment Bank Division
Senior Analyst, 1998-1999

- Advised foreign and local companies in several privatization processes, notably those of the telecommunication and energy sectors. Managed a private equity fund targeted to invest in infrastructure projects at the Northeast of Brazil.

Banco do Brasil, Asset Management Division
Advisor, 1994-1996

- Provided financial and legal advice to foreign investors willing to invest in Brazil. Advised fund and portfolio managers on foreign investments in Brazil. Structured an offshore fund in the Cayman Islands.

Banco do Brasil, Rio de Janeiro Main Branch, Foreign Trade Department
Advisor, 1992-1994

Professional Affiliations

Academy of Management, May 2003-Present
Strategic Management Society, April 2005-Present
Academy of International Business, September 2004-Present
Brazilian Bar Association, 1994-present
Chambre du Commerce du Bresil en France (CCBF) – 2015-present

Selected Local and International Media Citations

The Economist.com
FT.Press
New York Times Syndicate
CNN en Español
Bloomberg
Fortune
SiriusXm Business Radio
America Economia.com
Business News Americas
Latin Business Chronicle
Valor Economico (Brazil)
Gazeta Mercantil (Brazil)
Voce S.A. (Brazil)
Exame (Brazil)
O Globo (Brazil)
Folha de Sao Paulo (Brazil)
INSEAD Knowledge
Knowledge@Wharton
Universia Knowledge@Wharton
The Wharton Journal
Research at Penn
Wharton School Publishing
Daily Pennsylvanian

Languages

Portuguese: Native language
English: Fluent
Spanish: Advanced Knowledge
French: Advanced Knowledge

Updated April 2016