

**Ariel A. Casarin**  
Escuela de Negocios  
Universidad Adolfo Ibáñez  
Av. Diagonal Las Torres 2700, Peñalolén.  
Santiago, Chile  
Telephone: + 56 (2) 2331 1401  
Ariel.Casarin@uai.cl

## **PERSONAL**

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Born in Córdoba, Argentina, 1969  
Argentine and Italian Citizen; Chilean permanent resident  
Married, three children

## **ACADEMIC APPOINTMENTS**

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Mar. 2014 – Present Associate Professor, Business School, Universidad Adolfo Ibáñez, Chile  
Feb. 2009 – Mar. 2014 Associate Professor, IAE Business School; Buenos Aires, Argentina  
Apr. 2003 – Feb. 2009 Assistant Professor, IAE Business School; Buenos Aires, Argentina  
Sep. 1997 – Aug. 1998 Instructor of Finance, Blas Pascal University; Córdoba, Argentina

## **EDUCATION**

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<b>Warwick Business School, University of Warwick</b> Ph.D. in Business (Economics)	Coventry, UK Sept. 1999 - Aug. 2003
<b>Warwick Business School, University of Warwick</b> Master of Science in Economics and Finance	Coventry, UK Sept. 1996 - Aug. 1997
<b>Universidad CEMA</b> Master of Arts in Finance	Buenos Aires, Argentina Jan. 1995 - Dec. 1995
<b>Universidad Católica de Córdoba</b> Bachelor in Business	Córdoba, Argentina Mar. 1989 - Mar. 1994

## **OTHER ACADEMIC TRAINING**

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Harvard Kennedy School, Adaptive Leadership Program, Boston. February 2016  
Harvard Business School, Colloquium on Participant-Centered Learning, Boston. August 2005  
Harvard Business School, Microeconomics of Competitiveness Faculty Workshop, Boston. November 2003  
Universitat Autònoma de Barcelona, PhD Training Program, Barcelona Sept. 2002 – Mar. 2003  
Universidade NOVA, Summer School in Regulation and Antitrust, Lisbon. July 2002

## **HONORS AND AWARDS**

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Universidad Adolfo Ibáñez, Best MBA Professor, 2015  
Universitat Autònoma de Barcelona, Marie Curie Training Fellowship, Barcelona, 2002  
Warwick Business School, Graduate Research Studies Grant, 2000-2003  
Federación Argentina de Consejos Profesionales en Ciencias Económicas, Best paper award, 1998  
The British Council, British Chevening Scholarship Program, 1996-1997  
Consejo Profesional de Ciencias Económicas de Córdoba, Best Undergraduate Student award, 1994

## RESEARCH

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### ACADEMIC PUBLICATIONS

- Articles*
- Productivity throughout Regulatory Cycles in Gas Utilities. *Journal of Regulatory Economics*. Vol. 45, Issue 2, 2014, Page 115-137. DOI. 10.1007/s11149-013-9239-2
- Regulated Price Reforms and Unregulated Substitutes: The Case of Residential Piped Gas in Argentina. *Journal of Regulatory Economics*. Vol. 45, Issue 1, 2014, Pages 34-56. DOI 10.1007\_s11149-013-9228-5
- Price Freezes, Durables, and Residential Electricity Demand. Evidence from Greater Buenos Aires (with M.E. Delfino). *Energy Economics* Vol. 33, Issue 5, September 2011, Pages 859-869. DOI 10.1016/j.eneco.2011.01.014
- Failures in Water Reform. Lessons from the Buenos Aires's Concession (with J.A. Delfino and M.E. Delfino). *Utilities Policy*. Vol. 15, 2007, Pages 234-247. DOI 10.1016/j.jup.2007.02.004
- Efficient Industry Configurations in Downstream Gas Markets. An Empirical Assessment. *Energy Economics*. Vol. 29, Issue 2, March 2007, Pages 312-328. DOI 10.1016/j.eneco.2005.11.002
- Under revision*
- Market Power absent Merger Policy. The Beer Market in Peru (with M. Cornejo and M.E. Delfino).
- How Tight the Cap? Evidence from a Natural Experiment (with A. Mercadier)
- Consolidation, Market Power and Cost Economies in Banking. Evidence from Argentina (with M.E. Delfino)
- Book chapters*
- Nonmarket Strategy in Legal Arenas, 2015. In T. Lawton and T. Rajwani (eds.): *Routledge Companion to Nonmarket Strategy*. Pages 141-161. Routledge, Oxford.
- Prepaid Meters in Electricity. A Cost-benefit Analysis (with L. Nicollier), 2011. In C. Ruffin and P. Marquez (eds): *Private Utilities and Poverty Alleviation. Market Initiatives at the Base of the Pyramid*. Pages 108-133. Edward Elgar, London.
- How far does it go? The Buenos Aires Water Concession a Decade after the Reform (with J.A. Delfino and M.E. Delfino), 2005. In P. Camay and A. Gordon (eds.) *Poverty Reduction through Improved Regulation*. Pages 157-179. CORE, Johannesburg
- ¿Para Fomentar o Prohibir? Un Análisis Costo – Beneficio del Sistema Prepago de Electricidad (with L. Nicollier), 2005. In J. Llach (ed.): *El Renacer de lo Local*. Pages 315-340. Universidad Austral and InterAmerican Development Bank, Buenos Aires.
- The Reforms of the Utilities Sector in Argentina (with J. Delfino), 2003. In C. Waddams and C. Ugaz (eds): *Utility Privatization and Regulation*. Pages 149-174. Edward Elgar, London.
- Working papers*
- How far does it go? The Buenos Aires Water Concession a Decade after the Reform (with J.A. Delfino and M.E. Delfino): Social Policy and Development Program Paper 32. United Nations Research Institute for Social Development. Geneva. May 2007.
- La crisis del gas natural en Argentina. Motivos y algunos escenarios sobre sus consecuencias (with M.E. Delfino and L. Nicollier): IAE WP Series. Sept. 2004

The Reform of the Utilities Sector in Argentina (with J.A. Delfino): WIDER Discussion Paper 2001/74. United Nations University. Helsinki. Sept. 2001

## PRESENTATIONS

<i>Conference presentations</i>	European Association for Research in Industrial Economics, Strategic Management Society, Academy of Management, Iberoamerican Academy of Management, Latin American and Caribbean Economic Association, International Energy Economics Association, Argentine Association of Political Economy
<i>Academic Seminars</i>	Warwick Business School, University of East Anglia, IESE Business School, Universidad Austral, Universidad de San Andres; Universitat Autònoma de Barcelona; University of San Diego; Universidad de Piura; Universidad de Montevideo; Universidad Adolfo Ibáñez.

## COURSE DEVELOPMENT

<i>Case Studies</i>	<i>Nonmarket Strategy</i> ¿El silencio... es negocio? E-C-053-IA-I-s Metrogas en Argentina E-C-030-IA-I-s Lucchetti in Perú (A) (B) (C) E-C-079-IA-I-s / 080 / 081 Grupo Beta San Miguel (B) E-C-109-IA-1-s Coca-Cola in Colombia (A) (B) (C) (D) E-C-115-IA-1-s / 116 / 118 / 119 BS Colway Pneus (A) (B) C115-03151-SP / 03176 Fundación Acindar C115-04979-SP Marcas en Disputa: Belcorp vs Unique-Yanbal C115-03411-SP Tenaris: el entorno en la empresa multinacional (UAI) Duff Sudamerica (UAI)  <i>Markets, Strategy and Competition Policy</i> ¿Podrá Jumbo comprar Disco? E-C-042-IA-I-s Backus y Johnston E-C-117-IA-1-s Compañía Cervecería Ambev Perú E-C-136-IA-1-s Backus y Johnston versus Ambev Perú E-C-137-IA-1-s El Mercado de Ferries en el Río de la Plata E-C-138-IA-1-s Los Neumáticos Chinos en Brasil (A) (B) C115-03263-SP / 03264 AES Gener: Evitando el próximo apagón en Santiago C115-04267-SP  <i>Regulatory Economics</i> ¿Público, privado o ambas? Recovery en Argentina (A) (B) E-C-015-IA-I-s / 016 El compacto regulatorio como un juego E-N-029-IA-I-s Para fomentar o prohibir. El sistema prepago de electricidad E-C-037-IA-I-s El sistema de transporte en Buenos Aires E-C-034-IA-I-s
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## NON-REFEREED PUBLICATIONS

- Articles*
- La Gestión Estratégica del Contexto, Empresa y Desarrollo, Jun. 2012, pp. 56-61.
- El Mercado del Talento en América Latina, Harvard Business Review (Edición América Latina). Oct. 2011, Vol.89, pp 68 – 75.
- Gas Market Integration in the Southern Cone (with L. Nicollier). Global Pipeline Monthly. April 2009 Vol. 5(6), pp. 94-107.
- Estrategias más allá del Mercado, Revista de Antiguos Alumnos del IAE. Año 25, pp. 102 – 106. Dec. 2008
- El Conflicto de la Carne. Algunas reflexiones y perspectivas de una propuesta (with L. Nicollier) Revista de Antiguos Alumnos del IAE. Año 24, pp. 98 – 104. Sept. 2007
- Financiamiento a largo plazo de empresas argentinas ¿Instrumentos o instituciones? (with M.E.Delfino). La Gaceta, No. 59, pp. 32-38. Dec. 1998

## MEDIA PRESENCE

- Print and audiovisual*
- Cronista Comercial (Argentina, 2004, 2005, 2007); La Nación (Argentina, 2006, 2008, 2011, 2013, 2014); El Mercurio (Chile, 2005); El Popular (Argentina, 2007); Canal 13 (Argentina, 2005); Canal 23 (Argentina, 2006); Cadena 3 (Argentina, 2007; 2008); CNN (español US, 2011; 2012); abc (Paraguay, 2013); Radio Cooperativa (Chile, 2015); Wall Street Journal (US, 2015); El País (Spain, 2015); Radio Duna (Chile, 2015); Diario Financiero (Chile, 2015)

## TEACHING

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### UNIVERSIDAD ADOLFO IBAÑEZ

- MBA Programs (bilingual)* Strategy, 2014 -  
Nonmarket Strategy, 2014 -  
Managerial Economics, 2014
- PhD* Readings in Strategy, 2014 -
- International Programs* The University of Tennessee (2014, 2015); Gordon Institute of Business Science (2014); University of Iowa (2015, 2016); Texas Amos-Tuck (2015-2016); UniAndes (2015-2016); Foster-University of Washington (2015); University of Notre-Dame (2016); Northeastern University (2016)
- Executive Education* Pilkington (2015)

### IAE BUSINESS SCHOOL

- MBA Programs (bilingual)* Managerial Economics, 2007 – 2013  
Games of Strategy, 2008 - 2009  
Nonmarket Strategy, 2004 - 2013  
Business and Government, 2003 – 2006
- International Programs* Darden Business School (2007 – 2013); Drexel University (2011 – 2013); Duke (2008 – 2009); London Business School (2010 – 2013); Pepperdine University (2009 – 2010); Wharton (2009 – 2013)

<i>Executive Education (Open Enrollment)</i>	Nonmarket Strategy, Advanced Management Program, 2011- 2013 Economics of Regulation, Government Program, 2004 - 2013 Nonmarket Strategy, Management Development Program, 2007 - 2010 Economics of Strategy, Short Focused Programs, 2006 - 2012 Mergers and Acquisitions, Short Focused Program, 2007-2012 Pricing Strategy, Short Focused Programs, 2005-2008
<i>Executive Education</i>	Banco Santander, Banco Itau, Banco Supervielle, Carrefour, Cencosud, LAN Airlines, La Nación, Monsanto, Nextel, OSDE, Pan American Energy, Personal, Petrobras, Pfizer, Pluspetrol, Puig, Skanska, Syngenta, Techint, Tenaris, Unilever, Repsol YPF, Zurich

## OTHER SCHOOLS

<i>University of San Diego</i>	GSBA 587 Latin American Business Environment, 2011 - current
<i>EMLYON Business School (Shanghai)</i>	Nonmarket Strategy (DBA), 2015
<i>Universidad de Montevideo</i>	Nonmarket Strategy, 2008 – 2013

## PROFFESIONAL ACTIVITIES

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<i>Projects</i>	Treasury Attorney General’s Office (Argentina); Enargas (Argentina); Asociación Gas Natural (Chile); United Nations Research Institute for Social Development (Switzerland); World Institute for Development Economics Research, United Nations University (Finland); Universidad Católica de Cuyo (Argentina); Instituto Argentino del Petróleo y el Gas (Argentina); Fondo para la Investigación Científica y Tecnológica (Argentina); Asociación Distribuidores Gas Natural (Argentina)  Autopistas del Sol (Argentina); Boehringer-Ingelheim (Colombia); Cámara Bebidas Alcohólicas y Destiladas (Uruguay); Camuzzi Gas Pampeana (Argentina); DirecTV (Argentina, Uruguay); Grupo Proeza (México); Ecogas; Edenor; Empresa Distribuidora de Electricidad de Tucumán; Empresa Jujéña de Electricidad; Gas Natural; GasNor;; Litoral Gas; McDonalds; Suc. Alfredo Williner; Transportadora de Gas del Sur; Turner International Argentina; Aluminios Essen (all in Argentina)
<i>Speaking Engagements</i>	Boehringer-Ingelheim; Coca-Cola FEMSA; Deloitte and Touche; Laboratorios Bago; Hanover Argentina; Exterran; Cámara Argentina Supermercados
<i>Invited talks</i>	AmCham Argentina, Ente Nacional Regulador de la Electricidad, ENARGAS, ENACOM; City of Johannesburg, International Association for Energy Economics, Pontificia Universidad Católica de Chile (Dictuc Engineering), Universidad Austral, Universidad Adolfo Ibáñez (Engineering)

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## SERVICE

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<i>Supervision and committees</i>	PhD Thesis Committee: Fernando Nicchi. Doctorado en Economía. Universidad Católica Argentina, 2008  Thesis Supervision at PhD level Jorge Duarte Rolon. PhD in Business, IAE Business School, 2011 – current Alejandro Inostroza. PhD in Management, Adolfo Ibañez Business School, 2015 - current  Thesis Supervision at Master level Magdalena Cornejo. Master in Econometrics, Universidad Di Tella, 2012  Thesis Supervision at Graduate level Matias Relancio. Universidad de San Andres, 2007 Leandro Calvi. Universidad de Buenos Aires, 2013
<i>Reviewer</i>	Journal of Regulatory Economics; Review of Industrial Organization; Energy Economics; The Energy Journal; Small Business Economics; Utilities Policy; Revista de Análisis Económico; Latin American Business Review; Academia; Innovar

## UNIVERSIDAD ADOLFO IBAÑEZ

<i>Administration</i>	Academic Director; Advanced Management Program, 2015 Academic Director; MBA Programs (Chile, Peru), 2016 - current
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## IAE BUSINESS SCHOOL

<i>Administration</i>	Associate Dean for Faculty Development, 2012-2013 PhD Program Committee, 2011 - 2013 Department Head, Business, Society and Economics, 2007 – 2013 Academic Director; Renewable Energies Executive Program, 2012 Research Seminars Coordinator, 2010-2012 MBA Program Development Committee, 2011 EMBA Program Development Committee, 2007-2008 Teaching Development Committee, 2007-2009 Academic Director; Government Program, 2004 - 2008 Research Development Committee, 2004-2006
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## AFFILIATIONS

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European Association for Research in Industrial Economics  
Strategic Management Society  
Academy of Management  
Asociación Argentina de Economía Política