

FERNANDO SANCHEZ HENRIQUEZ

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Education

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| 2016 | Ph.D. in Management , Specialization in Science, Technology, and Management, Rutgers University, USA |
| 2005 | MBA Specialization in International Business , Universidad de Talca, Chile. |
| 2004 | Graduate Internship in strategic management and international competitiveness. The University of Texas-Pan American, TX EE.UU. |
| 2002 | Ingeniería Comercial , Universidad de Talca, Chile. |
| 2002 | Bachelor of Business Administration and Management , Universidad de Talca, Chile |

Research and Teaching Experience

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| March 2024- Present | Universidad de Chile Professor in Strategy and Innovation, Department of Business Administration Teaching: <ul style="list-style-type: none">• MBA Program: Strategic Management, MBA Sunrise & MBA Concepción• Undergraduate Program: Business and Management (Average Evaluation: 6.7/7.0) |
| August 2016 – February 2024 | Universidad del Desarrollo (UDD), Chile Associate Professor, Business School Teaching: <ul style="list-style-type: none">• MBA Program: Strategy, Innovation Management (Average Evaluation: 95/100)• Awarded Best Professor 2018-2019 and 2017-2018• Undergraduate Program: Strategy, Technological Innovation Management (Av.: 95/100)• Awarded Best Professor 2021-2022 and 2016-2017. |
| March – July 2023 | Universidad LaSalle, Ramon Llull University, Spain <ul style="list-style-type: none">• Visiting Professor at the Internet of Things Institute of Catalonia, Barcelona• Researcher at the Educational AI Laboratory• Course: "Strategic Management on ICT Ventures" |
| 2023- present | Universidad San Andrés, Argentina Visiting professor <ul style="list-style-type: none">• Courses: "Strategic Problem Solving" & "Innovation and New Business Ventures," Executive MBA Program. |
| 2020 | IAE Pau-Bayonne, Graduate School of Management, France <ul style="list-style-type: none">• Course: "Managing Innovation in Organizations" |
| 2018 – 2022 | ESAN University, Peru <ul style="list-style-type: none">• Courses: Managing Innovation in Organizations, Entrepreneurship, and Innovation |
| 2013 – 2016 | Rutgers University, USA Graduate Program: <ul style="list-style-type: none">• Managing Innovation & Technology (Evaluation: 4.7/5.0) Undergraduate Program: |

- Business & Strategy (Evaluation: 4.8/5.0)
 - International Business (Evaluation: 4.7/5.0)
- Guest Lecturer:
- "Management Innovation Technology" (Ph.D. Course)
 - "Science, Technology, and the Institutions of Knowledge" (Ph.D. Course)

2007 – 2012

Universidad de Talca, Chile

- Academic Committee Member for the Master in Technology Management
- Master in Technology Management (Development of Innovation Projects in Biotech)
- Undergraduate Courses: Administration and Strategic Management

Leadership Roles in Higher Education

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| Mar 2024- | Academic Director, MBA Sunrise Universidad de Chile. |
| Mar 2024- | Academic Director, UNegocios, Universidad de Chile. |
| Mar 2017- Dic-2022 | Academic Director, MBA Universidad del Desarrollo, Chile |
| 2007- 2012 | Innovation and Technological Centers Director, Universidad de Talca. |

Publicaciones

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| 2024 | Velez-Calle A., Sanchez-Henriquez F., Moore E., Marchiori L. "Innovative collaboration among developing countries: the role of national innovation systems in Latin America". <i>International Journal of Emerging Markets</i> . |
| 2024 | Sanchez-Henriquez F., Velez-Calle A., Salman S., Satoglu B., Salmon J. "How much is too much? Inter-city brokerage in ICT industry innovation networks" <i>Economics of Innovation and New Technology</i> . |
| 2024 | Guzmán C., Vásquez F., Sanchez-Henriquez F., "Firm's Heterogeneity and Innovation Strategy Decisions" <i>Latin American Economic Review</i> . |
| 2024 | Sanchez-Henriquez F., Sevil A., Vassolo R., "Limits of Open Innovation: Bridging the Gap between Technological and Non-technological Innovation". <i>International Journal of Business Environment</i> . |
| 2022 | Damanpour, F., Sanchez-Henriquez, F., & Avellaneda, C. N. "Environmental and Organizational Antecedents of Plural Sourcing of Public Services". <i>Public Administration Review</i> . |
| 2021 | Sanchez-Henriquez F., Velez-Calle A., Salman S., Satoglu B., Salmon J., "Improving Global Knowledge Centrality: The Role of Co-Inventor Collaboration with China ". <i>International Journal of Emerging Markets</i> . |
| 2021 | Sanchez-Henriquez, F., & Pavez, I. "The Effect of Open Innovation on Eco-Innovation Performance: The Role of Market Knowledge Sources". <i>Sustainability</i> , 13(7), 3890. |
| 2018 | Damanpour, F., Sanchez-Henriquez, F., & Chiu, H. H. (2018). "Internal and external sources and the adoption of innovations in organizations". <i>British Journal of Management</i> , 29(4), 712-730. |

- 2018 Sanchez-Henriquez F. "Problem Solving Under Different Contexts: The Case of the ALMA Telescope". *The Academy of Management Best Paper Proceedings*.
- 2018 Velez-Calle A. Sanchez-Henriquez F. Contractor F. "Internationalization and Performance: The Role of Breadth and Depth" ARLA. *Academia Revista Latinoamericana de Administracion*.
- 2015 Magelssen C., Sanchez-Henriquez F., Damanpour F. "Learning from Outsourcing: The Effects of Outsourcing Strategy on Organizational Efficiency Learning" *The Academy of Management Best Paper Proceedings*.
- 2003 Lobos G., Cerda A., Sánchez-Henriquez F., Kufferath E., "Demand elasticities for Chilean apples in the European Union market: an econometric estimation". *Technical Agriculture Vol. 64. N°4 ISSN 0717-6333*.

Research Pipeline

Sanchez-Henriquez F.; Gomez-Solorzano, Manuel, & Tortoriello, M. "Problem Novelty and the Limits of Network Brokerage: The Case of the ALMA Radio-Telescope Array". Target Journal: *Management Science*.

Sanchez-Henriquez F. "Adoption of Digital Innovations on Technological and Nontechnological SMEs: The Role of External Sources" Target Journal: *Journal of Small Business Management*.

Sanchez-Henriquez F., Velez-Calle A., Salman S., Satoglu B., Salmon J. "Networks that Make Cities More Innovative: A Study of Breakthrough Innovations and Developing Cities". Target Journal: *Regional Studies*.

Gomez-Solorzano, F.; Manuel; Sanchez-Henriquez; Grohsjean, Thorsten "Teaming up to solve strategic implementation problems." Target Journal: *Research Policy*.

Sanchez-Henriquez F., Velez-Calle A. "Multilevel Antecedents to CEOs' Attention to Innovation: Evidence from Chile" Target Journal: *Technovation*.

Magelssen C., Sanchez-Henriquez F., Damanpour F., "Learning from Outsourcing: The Effects of Outsourcing Strategy on Organizational Efficiency Learning" Target Journal: *Organization Studies*.

Sanchez-Henriquez F., Santa-María T., "Environmental and digital orientation in the context of open innovation and innovation performance: evidence from Chile". Target Journal: *Management Decision*.

Corona López, J. Sanchez-Henriquez F., "Determinants of digitalization adoption: A systematic review and meta-analysis" Target Journal: *Innovation & Management*.

Doctoral Thesis

- 2022-2024 José Angel Corona. Tesis "Antecedents and Consequences of Digitalization in SMES".
- 2021-2022 Miembro Comité Doctorado, Cristián Guzmán. Tesis "Firm's Heterogeneity and Innovation Strategy Decisions".
- 2023 Marcela Molina. Tesis "Change Management and Adoption of Innovation Process in Organizations.

Awards & Funding

- 2023 Best Paper Award Academy of International Business "Institutional Factors and Innovative Cooperation in Developing Countries: The Effect of Intellectual Property Rights on Co-Inventor Cooperation in Latin America".

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| 2017-2022 | Best Lecturer Award, Undergraduate (2 times) and MBA (2 times) 2021-2022, 2018-2019, 2017-2018, 2016- 2017 Business School UDD. |
| 2021 | Finalist Temple/ Academy of International Business AIB Best Paper Award "Improving Global Knowledge Centrality: The Role of Co-Inventor Collaboration with China ". |
| 2019 | Best Paper Proceedings Academy of Management AOM, Technological and Innovation Management Track, "Problem Solving Under Different Contexts: The Case of the ALMA Telescope Array". |
| 2016 | Rutgers University Independent Research Scholarship (Competitive). |
| 2015 | Best Paper Proceedings Academy of Management AOM, Business Policy and Strategy Track, "Learning from Outsourcing: The Effects of Outsourcing Strategy on Organizational Efficiency Learning". |
| 2014 | Rutgers University Summer Research Scholarship (Competitive). |
| 2013 | Dean's Competition for Research Funding (Competitive), Rutgers Business School. |
| 2012- 2016 | Graduate Fellowship Fulbright Commission to pursue PhD studies. |
| 2012- 2016 | Becas Chile Graduate Fellowship from Chilean Ministry of Education, to pursue PhD studies. Rankeado 15 th entre 1,600 candidatos. Rankeado 1 st en área de negocios. |
| 2004 | Premio Mejor Alumno, Universidad de Talca. |
| 2003-2004 | Beca Excelencia MBA in International Business, Universidad de Talca. |
| 2003 | Francisco Encina Award, Premio a mejor graduado de Carrera de Ingeniería Comercial, Universidad de Talca. |
| 2000-2002 | "Cuadro de Honor" Award Business Engineering, Universidad de Talca. 5 veces elegido como major alumno de todas las promociones de Ingeniería Comercial. |
| 1998 | Excellence Scholarship Universidad de Talca, Rankeado n°1 admisión Carrera Ingeniería Comercial. |

Management Roles Outside Academia

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| 2023- | Founder, ComeniusAI. Organization supporting the adoption of emerging technologies and artificial intelligence in schools across Latin America. |
| 2021- | Executive Director, Drucker Consulting & Tools. Consulting in strategy and innovation across the retail, pharmaceutical, services, education, and R&D sectors. |
| 2005-2007 | Commercial Manager Triggs S.A. |

Research Projects

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| 2023-2024 | Researcher "Digital Transformation and Innovation from a global and sustainable challenges perspective" Corporate and Institutional funds. Universidad Ramón Llul, España. |
| 2022-2023 | Research Director "Inter-City Networks and ICT Innovation Performance: Big Cities, Centralization and the Limits of Brokerage" Internal UDD funds. |
| 2017 | Associate Researcher (with José Fernandez). Regional Entrepreneurship Observatory. CORFO, Chile. (Research Grant US\$ 100,000) |
| 2013-2015 | Associate Researcher (with F. Damanpour and C. Magelssen) ADR/ICMA: Research project on the adoption of innovation and change in organizations, and its potential effects on organizational conduct and outcome. The project employs a large longitudinal dataset from the US International County/City Managers Association (ICMA) regarding the delivery of public services (6 panels from 1982 to 2007), US Census of Government City and County Data Book (6 matching panels from 1982 to 2007). |
| 2014 | Research assistant (with M. Gittelman) Medical Innovation at AMCs: this project research analyzes the role of Academic Medical Centers (AMCs) in integrating basic science with clinical research in pursuit of |

medical innovation based on data from the Massachusetts General Hospital, and the Brigham and Women's Hospital.

- 2011-2012 **Co-director** , Project: "Development of software for structural data of bio-macromolecules of interest to the biopharmaceutical industry" project. Transversal Technologies Company. Fund for Business Innovation Project, INNOVA-CORFO. (Research grant US\$300,000).
- 2010- 2012 **Responsible of the technological transfer area**, Project: "Biotechnological platform for the generation of tolerance to hydric deficit in plants of agricultural importance" FONDEF. (Research grant US\$1.050.000).
- 2010- 2012 **Responsible of the technological transfer area**, Project: "Forestry model for the generation of dendroenergy in the central zone of Chile using hybrids of Alamo". FONDEF (Research grant US\$ 600,000).
- 2009- 2010 **Executive Director**, Project: "Installation of Innovation Capacities in Enterprise Links of the National Pork Cluster". INNOVA-CORFO. (Research grant US\$ 150,000).
- 2009 **Director**, Project: "Business Plan of the Technological Centre of the Alamo: Alamo Hybrids, the Third Forestry Resource of importance in Chile". FONDEF (Research grant US\$ 110,000).

Afiliaciones

- Academy of Management, Strategy and Technology and Innovation Management track.
- Academy of International Business.

Idiomas

Español: nativo.

Inglés: fluido.