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Education

- 2012- to date **PhD candidate in Management**, majoring in Science, Technology and Management. Expected: October 2016. Rutgers University.
- 2005 **MBA majoring in International Business**, Universidad de Talca, Chile.
- 2004 **Graduate Internship** in strategic management and international competitiveness. The University of Texas-Pan American, TX USA.
- 2002 **Business Engineer majoring in Management**, Universidad de Talca, Chile.
- 2002 **Bachelor in Business Administration**, Universidad de Talca, Chile

Academic and Teaching Experience

- 2013-2015 **Rutgers University**
- Lecturer
 - *Managing Innovation & Technology*. Graduate Program (MBA), Rutgers University (Spring 2015). Average Evaluation: 4.7/5.0
 - *Business & Strategy*. Undergraduate, Rutgers University (Summer 2013-2015, Winter 2014-2016). Average Evaluation: 4.8/5.0.
 - *International Business*. Undergraduate, Rutgers University (Summer 2015). Average Evaluation: 4.7/5.0.
 - Guest Lecturer and Teaching Assistant: *Management Innovation Technology* (Fall, 2014) PhD Course. Guest Lecturer: *Science, Technology, and the Institutions of Knowledge* (Spring 2015) PhD Course.
 - Teaching Assistant: *Managing Strategic Transformation* (Spring, 2013) and *Strategic Management of Innovation and Technology* (Fall, 2013), Graduate Program (MBA), Rutgers University.
- 2007- 2012 **Universidad de Talca**
- Member of the Academic Committee of the Master's in Technology Management, with specialization in Biotechnology, Universidad de Talca.
 - Lecturer at the Master in Technology Management, with specialization in Biotechnology, Universidad de Talca. Course: Development of Innovation Projects in Biotechnology.
 - Lecturer at the School of Business at Universidad de Talca. Undergraduate courses: Management and Strategic Management.

Professional Experience Outside Academia

- 2007- 2012 Director. Technology Transfer and Technological Centers, Universidad de Talca.
- 2005 - 2007 Chief Commercial Officer (CCO). TRIGGS S.A Company. Responsible for the development and implementation of commercial tools and management in the commercial area of the company.
- 2004 Marketing Professional. Development Consultants Inc. McAllen, USA, an energy broker company. Elaboration of the Marketing Plan for the area of "Río Grande Valley" Texas, USA.

Publications

- 2015 Sanchez F., Damanpour F., Magelssen C. “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 H., Kufferath E., “Demand elasticities for Chilean apples in the European Union market: an econometric estimation”. Technical Agriculture Vol. 64. N°4 ISSN 0717-6333.

Dissertation

“The Alma Project: The micro-foundations of knowledge creation by scientists and engineers.”

Dissertation Chair: Michelle Gittelman. Committee Members: Fariborz Damanpour, Daniel Levin, Andrew Baker.

Research Pipeline

Sanchez F., Damanpour F., Magelssen C. “Learning from Outsourcing: The Effects of Outsourcing Strategy on Organizational Efficiency Learning” *In preparation for submission to Strategic Management Journal*.

Sanchez F., Damanpour F. “Dynamics of Internal and External Sources for the Adoption of Management Innovations: Effects of Stakeholder Involvement and Implementation Activities” *In preparation for submission to British Journal of Management*.

Schneider M., Sanchez F., Damanpour F., Magelssen C. “Transaction Costs and Modes of Organizational Service Provision: The Moderating Effect Of Sourcing Availability”. *Target journal: Journal of Management Studies*

Velez-Calle A. Sanchez F. “MNE international expansion and performance: The Multilatinas Perspective” *In preparation for submission to Journal of World Business*.

Sanchez F. “Positive Resources Shocks on International Collaboration in Science: The Case of ALMA Telescope”. *Data collection. Target journal: Technovation*.

Research Interests

- Science, Technology, and the Institutions of Knowledge.
- Innovation adoption process.
- Interface between academic science and private-sector.
- Knowledge creation and organizational learning.

Awards and Honors

- 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. Ranked 15th among 1,600 candidates. Ranked 1st business area.
- 2004 Best Student MBA Award in International Business, Universidad de Talca.
- 2003-2004 Excellence scholarship MBA in International Business, Universidad de Talca.
- 2003 Francisco Encina Award, Best Student Business School U. de Talca. Ranked 1st among 82.
- 2000-2002 “Cuadro de Honor” Award Business Engineering, Universidad de Talca. Five times best student in all the promotions overall.
- 1998 Excellence Scholarship Universidad de Talca, Ranked 1st on entrance undergraduate career.

Academic Conference Papers

- 2015 “Learning from Outsourcing: The Effects of Outsourcing Strategy on Organizational Efficiency Learning” Academy Of Management Conference AOM, Business Policy and Strategy, Vancouver, Canada (with F. Damanpour and C. Magelssen).
- 2015 “MNE international expansion and performance: The Multilatinas Perspective” AIB 2015 Bengaluru Conference (Paper Accepted). Fifth Annual AIB-LAT Conference, Santiago. (with A. Velez-Calle).
- 2014 “Transaction Costs and Modes of Organizational Service Provision: The Moderating Effect Of Sourcing Availability” Academy Of Management Conference, Business Policy and Strategy, Philadelphia USA (with M. Schneider, F. Damanpour and C. Magelssen).
- 2011 “Creating value through the use of emerging technologies: bioinformatics tools applied to the international biopharmaceutical industry” XIV Latin-Ibero American Congress on Technology Management. Lima, Perú. (with H. Mendoza).
- 2011 “Impact of scientific and technological links in the development of innovations in the food industry from applications in nanobiotechnology” XIV Latin-Ibero American Congress on Technology Management. Lima, Perú. (with D. Gonzalez and J. Castaneda).
- 2011 “The role of Business Model Innovation in emerging technologies: The case of entrepreneurship in bioinformatics”. Bioinformatics Research and Applications (WBRA'2011) Chile.
- 2003 “Demand elasticities for Chilean apples in the European Union market: an econometric National Congress Agricultural Economy, Chile. (with A. Cerda and E. Kufferath).

Research Projects

- 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.

Affiliations/Memberships

- Academy of Management (Technology & Innovation Management, Business Policy and Strategy)
- Latin-Iberoamerican Association of Technology Management (ALTEC).
- Association of University Technology Managers (AUTM).

Languages

English and Spanish