



JOAQUIN POBLETE
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I. EDUCATION

- Ph.D. Managerial Economics and Strategy,
Kellogg School of Management, Northwestern University, USA 2009
- M.A., Finance, Pontificia Universidad Católica de Chile. 2003
- Commercial Engineering, Major in Economics, PUC. 2002

II. ACADEMIC POSITIONS

- Associate Professor, School of Management,
Pontificia Universidad Católica de Chile. 2016 – To date
- Assistant Professor, Pontificia Universidad Católica de Chile 2012 - 2016
- Assistant Professor, London School of Economics 2009 - 2013
- Visiting Professor, Universidad de Chile 2011

III. AREA OF SPECIALIZATION AND MAIN COURSES

- Area: Strategy, Contract Theory, Organizational's Economics, Industrial Organization, Corporate Finance, Strategic Management.
- Main Courses: Contract Theory, Strategy and Incentives in the Organization, Fundamentals of Business Management, General Management.

IV. RESEARCH

Recent Publications

- Ramírez, V., Galilea, P., Poblete, J., & Silva, H. E. (2022). Team-based incentives in transportation firms: An experiment. *Transportation Research, Part A*.
- Brahm, F., & Poblete, J. (2022). Cultural evolution theory and organizations. *Organization Theory*.
- Brahm, F., & Poblete, J. (2021). The evolution of productive organizations. *Nature: Human Behaviour*.
- Chaparro, A., Galilea, P., Muñoz, J. C., & Poblete, J. (2020). Application of an incentive for bus drivers to achieve an improvement in the quality of service. *Research in Transportation Economics*, 83, 100908.
- Llanes, G., & Poblete, J. (2020). Technology Choice and Coalition Formation in Standards Wars. *The Journal of Industrial Economics*, 68(2), 270-297.



- Poblete, J. & Spulber, D. (2017). Managing innovation: optimal incentive contracts for delegated R&D with double moral hazard. *European Economic Review*, 95, 38-61. (WoS)
- Poblete, J. (2015). Profit sharing and market structure international. *Journal of Industrial Organization*, 39, 10–18. (WoS)
- Llanes, G. & Poblete, J. (2014). Ex-ante agreements in standard setting and patent pool formation. *Journal of Economics and Management Strategy*, 23(1), 50-67. (WoS)
- Poblete, J. & Spulber, D. (2012). The form of incentive contracts: agency with moral hazard, risk neutrality, and limited liability. *RAND Journal of Economics*, 43(2), 215-234. (WoS)

Working papers

- Financing Start-Ups, 2014. Revision Requested at the *Journal of Economics and Management Strategy*.
- Technology Choice and Coalition Formation in Standard Wars (Joint with G. Llanes).
- Incentives and Ratcheting in a Multiproduct Firm (Joint with F. Brahm).

V. SELECTED SCIENTIFIC PRESENTATIONS

- UT Dallas 2019 Fall Finance Conference, USA, 2019.
Presented Paper: Almost Famous: How Do Wealth Shocks Impact Career Choices?
- NBER SI Entrepreneurship, USA, 2019
Presented Paper: More Cash Flows, More Options? The Effect of Cash Windfalls on Small Firms
- Northeastern Finance Conference, Germany, 2019.
Presented Paper: More Cash Flows, More Options? The Effect of Cash Windfalls on Small Firms
- Workshop in Management Science, ISCI Instituto Sistemas Complejos de Ingeniería, 2019, Chile.
Presented Paper: The Evolution of Productive Organizations.
- Conference 2018, Cultural Evolution Society, 2018, USA.
Presented Paper: The Evolution of Productive Organizations.
- VI Workshop on Economic Development, 2018, Chile.
Presented Paper: The Evolution of Productive Organizations.
- 11th Annual Searle Center Conference on Innovation Economics, USA, 2018.
Presented Paper: Innovation and Risk under Ambiguity
- 11th Annual Searle Center Conference on Innovation Economics, USA, 2018.
Presented Paper: Optimal Standards of Proof for Non-Obviousness and Infringement
- Tenth Annual Searle Center, USPTO Conference on Innovation Economics, USA, 2017.



Presented Paper: Strategic Incentives for Innovations and Market Competition, Evangelia Chalioti, Yale University y Konstantinos Serfes, Drexel University.

VI. GRANTS AND AWARDS

- Fondecyt Project, Agencia y Sabotaje, Leading Researcher. 2014 - 2017
- Instituto Mileno Sistemas Complejos de Ingeniería (ISCI). 2007 - 2017
- Best Fondecyt Iniciación in Business and Economics:
Project "Sabotage in Agency" Fondecyt Grant N° 11140525 2014
- Research Grant Searle Center for Research on Innovation,
Entrepreneurship and Law, 2008 - 2009
- Kellogg Fellowship Award 2004 - 2008
- Fulbright Scholarship, (Declined) 2004
- Academic Excellence Award, M.A. in Financial Economics, PUC 2002
- Three years in a row listed as a world expert (Future Leader) in antitrust by WWL Global Competition Review.

VII.ACADEMIC REFEREE

- Review of Economic Studies, B.E, Journal of Economic Analysis and Policy, Journal of Economics and Management Strategy, European Economic Review, Journal of Law, Economics and Organizations, Rand Journal of Economics, Management Science, Strategic Management Journal, Scandinavian Journal of Economics, Mathematical Social Sciences, Games and Economic Behaviour, Journal of development Economics, Strategic Entrepreneurship Journal, Abante, RAE Illades-Georgetown University, Oxford University Press, Cambridge University Press.

VIII. OTHER RELEVANT POSITIONS AND ACTIVITIES

- Associate Research Fellow at the Financial Markets Group,
London School of Economics 2010 – To date
- Researcher at Instituto Sistema Complejos de Ingeniería 2013 – To date
- Researcher at Instituto Milenio para el Estudio de Imperfecciones del
Mercado y Políticas 2015 – To date
- Member of Administration Commission at Programa de
Formación de Capital Humano Avanzado Conicyt 2012 – To date

IX. CONSULTING



ESCUELA DE ADMINISTRACIÓN
FACULTAD DE ECONOMÍA Y ADMINISTRACIÓN

Antitrust and Strategy Consultant for Firms such as Banco Santander, Telefónica, Watt's, Cruz Verde, Femsa, CCU, Global Fozen, among others.