

PATRICIO DURAN

Boeing Institute of International Business
Richard A. Chaifetz School of Business
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Education

Ph.D. in Business Administration with a concentration in International Business, University of South Carolina. Columbia, SC, USA (2014)
BSc. in Business Administration and Commercial Engineer, University of Chile. Santiago, Chile (2006)

Academic Experience

Saint Louis University, Chaifetz School of Business, Boeing Institute of International Business
Assistant Professor in International Business (since 2019)

Teaching: (1) International Business Environment in Executive Master of International Business, (2) Latin American Business Strategy in Executive Master of International Business, (3) Building and Sustaining Global Excellence in Full Time MBA, (4) Cultural Differences in International Business in B.Sc., (5) Latin American Business in B.Sc., (6) Introduction to International Business in B.Sc., (7) Global Immersion Panama in B.Sc., and (8) Asian Business in B.Sc.

Universidad Adolfo Ibañez, School of Business

Assistant Professor in Strategy and Management (2014-2019)

Academic Director of CEMS Master in International Management (2017-2019)

Teaching: (1) Strategy in Executive MBA, PhD in Management, MSc. in Strategic Management and B.Sc., (2) Global Strategy in Executive MBA and CEMS Master in International Management, (3) Consultant in International MBA, (4) Governance in MNCs in CEMS Master in International Management, (5) Family Business in MSc. in Marketing and Corporate Education, (6) Global Management Practices in CEMS Master in International Management, (7) Corporate Governance in Corporate Education, (8) VUCA Environments in Corporate Education, (9) Merger and Acquisitions in Corporate Education, and (10) Industrial Analysis in Corporate Education

Other Institutions

Teaching Introduction to International Business in Undergrad, Moore School of Business, University of South Carolina. Columbia, SC, USA.

Teaching Global Strategy in B.Sc. in Business Administration, Business School, Universidad del Pacifico. Lima, Peru.

Teaching Cross-Cultural Management, eClass, Santiago, Chile.

Honors, Awards, and Research Grants

Executive Master of International Business Teacher of the Year Award, Chaifetz School of Business, Saint Louis University (2020, 2021)

Diamond Award for Research Publications, Chaifetz School of Business (2021)

International Management Division D'Amore-McKim School of Business, Northeastern University
Best Dissertation Award, Academy of Management (2016)

Organization and Management Theory Best International Paper Award, Academy of Management (2016)

Carolyn Dexter Award Finalist, Academy of Management (2016)

Best Ph. D. Research Proposal Award, International Family Enterprise Research Academy (IFERA) (2015)

Best Unpublished Research Award, Family Firm Institute (2017)

Best Paper Proceedings, Academy of Management (2013, 2014, 2016, 2018)

Working Paper Series Best Paper Award, Coles College of Business, Kennesaw State University (2017)

Fondecyt Project of Initiation in Research (US\$57,000), Government of Chile, Fondecyt (2015-2018)

Jürgen-Hauschildt-Award of the Commission for Technology, Innovation and Entrepreneurship (TIE) / VHB for the best scientific publication in empirical innovation management research, VHB German Academic Association for Business Research (2015)

Chilean Scholarship to Study a Ph.D. in the U.S., Government of Chile (2010-2015)

Rising Star in Family Business Research, IFERA (2016-2017)

Top Downloaded Article, Journal of Management Studies (2017-2018)

Most Cited Journal of Family Business Strategy Articles Published Since 2017, Journal of Family Business Strategy (2020)

Best Paper Finalist, IFERA Annual Conference (2013)

Best Paper Finalist, Academy of Management Specialized Conference, Mexico (2020)

Best Paper Finalist, Annual Academy of International Business Latin America Conference (2015, 2018)

Best Instructor Award, X-Culture.org/X-Culture Competition (2016)

Promising Research Award, Moore School of Business, Doctoral Student Association (2015)

International Student Achievement Award, University of South Carolina (2015)

Doctoral Travel Stipend, Academy of International Business Annual Meeting, Turkey (2013)

Research Grant Program (US\$ 17,000), Moore School of Business, University of South Carolina (2014)

Travel Grant Award, University of South Carolina (2013)

Clear Thinker Award, General Electric Co. (2008)

Top Three Best Graduate Exam, University of Chile (2006)

Publications in Journals

“Doing more with less: Innovation input and output in family firms,” *Academy of Management Journal*, 2016, Vol. 50 No. 4, pp. 1224-1264 (with N. Kammerlander, M. van Essen, T. Zellweger).
Paper categorized as “Highly cited paper” in the Web of Science.

“Impact of informal institutions on the prevalence, strategy, and performance of family firms: A meta-analysis,” *Journal of International Business Studies*, 2020 (with P. Berrone, L. Gómez-Mejía, P. Heugens, T. Kostova, M. van Essen).

“Multi-stakeholder agency: Stakeholder benefit alignment and national institutional contexts,” *Journal of Management*, 2021 (with V. Chen, S. Sauerwald, M Hitt, M. van Essen). Doi: 10.1177/01492063211054403.

“State ownership and political connections,” *Journal of Management*, 2019, Vol. 45 No. 6, pp. 2293-2321 (with L. Tihanyi, R. Aguilera, P. Heugens, S. Sauerwald, M. van Essen, R. Turtorea).

“When more is better: Multifamily firms and firm performance,” *Entrepreneurship Theory and Practice*, 2020, Vol. 44 No. 4, pp. 761-783 (with M. Ortiz).

“Why is family firms’ internationalization unique? A meta-analysis,” *Entrepreneurship Theory and Practice*, 2017, Vol. 41 No. 5, pp. 801-831 (with JL. Arregle, M. Hitt, M. van Essen).
Paper identified as “Rising star in family business research” by International Family Enterprise Research Academy (IFERA).

“Strategic CSR: A concept building meta-analysis,” *Journal of Management Studies*, 2020, Vol. 57 No. 2, pp. 314-350 (with P. Vishwanathan, H. van Oosterhout, P. Heugens, M. van Essen).

- “Corporate governance in China: A meta-analysis,” *Journal of Management Studies*, 2018, Vol. 55 No. 6, pp. 943-979 (with C. Mutlu, M. van Essen, M. Peng, S. Saleh).
- “State ownership, political ideology, and firm performance around the world,” *Journal of World Business*, 2021, Vol. 56 No. 1, pp. 101113 (with R. Aguilera, P. Heugens, S. Sauerwald, R. Turtorea, M. van Essen).
- “Political ideologies and the internationalization of family-controlled firms,” *Journal of World Business*, 2017, Vol. 52 No. 4, pp. 474-488 (with T. Kostova, M. van Essen).
- “Inheritance tax, shareholder protection, and the market value of family firms: A cross-country analysis,” *Global Strategy Journal*, 2021, Vol 11 No. 3, pp. 434-467 (with M. Ortiz, M. Carney, M. Braun, J. Riutort).
- “The impact of institutions on the competitive advantage of publicly-listed family firms in emerging markets,” *Global Strategy Journal*, 2019, Vol. 9 No. 2, pp. 243-274 (with M. van Essen, P. Heugens, T. Kostova, M. Peng).
- “How concentrated owners improve the performance of Asian firms: Filling voids or imposing effective governance?” *Multinational Business Review*, 2020, Vol. 28 No. 1, pp. 39-63 (with M. van Essen, P. Heugens P, S. Saleh, S. Sauerwald, H. van Oosterhout, E. Xie).
- “Uncommoditizing strategies by emerging market firms,” *Multinational Business Review*, 2019, Vol. 27 No. 2, pp. 141-177 (with A. Cuervo-Cazurra, J. Carneiro, D. Finchelstein, M. Gonzalez-Perez, M. Montoya, A. Borda-Reyes, M. Fleury, W. Newburry).
- “Family firms, internationalization, and national competitiveness: Does family firm prevalence matter?” *Journal of Family Business Strategy*, 2017, Vol. 8 No. 3, pp. 123-136 (with M. Carney, D. Shapiro, M. van Essen).
Paper recognized as one of the “Most cited Journal of Family Business Strategy articles published since 2017.”
- “Family business in Latin America” *Journal of Family Business Strategy*, 2020, Vol. 11 No. 4, pp. 1-3 (with P. Vasquez, I. Botero, U. Arzubiaga, E. Memili, L. Gomez-Mejia).
- “An institutional perspective of the socioemotional-financial wealth relationship” *Management Research: The Journal of the Iberoamerican Academy of Management*, 2016, Vol. 14 No. 3: 258-266.

Other Refereed Publications

- “How firms create value through corporate social performance: A meta-analysis,” *Academy of Management Proceedings*, Vol. 2018, No. 1. (with P. Vishwanathan).
- “The family-legitimizing environment and the prevalence, strategy, and performance of family firms,” *Academy of Management Proceedings*, Vol. 2016, No. 1. (with P. Berrone, P. Duran, L. Gomez-Mejia, P. Heugens, M. van Essen).
- “Family firm innovativeness – A meta-analysis,” *Academy of Management Proceedings*, 2014, Vol. 2014, No. 1. (with N. Kammerlander, M. van Essen, T. Zellweger).
- “Why does family firm performance vary in emerging markets? A middle range institution-based theory” *Academy of Management Proceedings*, Vol. 2013, No. 1. (with M. van Essen, P. Heugens, T. Kostova).

Conference Presentations

- “SEW and family firm performance” Asia Pacific Family Business Symposium (September 30, 2021) & EIASM Workshop on Family Firm Management Research (September 16, 2021)
- “Family entrepreneurship in Latin America: An international perspective” Panelist. Academy of International Business Latin America and the Caribbean, July 1 (2020)
- “Advancing our understanding of business families and family business in Latin America” Academy of Management Specialized Conference, April 15-17 (2020) Mexico City, Mexico
- “Altruism in business: A systematic review and research agenda” Academy of Management Specialized Conference, April 15-17 (2020) Mexico City, Mexico

- “Patient style of management in sustainable businesses” Academy of Management Specialized Conference, April 15-17 (2020) Mexico City, Mexico
- “Political risk and multinationals: From risk to opportunity” Academy of International Business Annual Meeting, June 24-27 (2019) Copenhagen, Denmark
- “The cognitive-cultural embeddedness of family firms: Implications for prevalence, strategy, and performance” Strategic Management Society Annual Meeting, September 21-25 (2018) Paris, France
- “Death and taxes: How do inheritance tax and shareholder protection affect the market value of family firms?” Academy of International Business Annual Meeting, June 25-28 (2018) Minneapolis, MN
- “How firms create value through corporate social performance: A meta-analysis” Academy of Management Annual Meeting, August 9-13 (2018) Chicago, IL
- “Death and taxes: How do inheritance tax and shareholder protection affect the market value of family firms?” Academy of International Business Latin America Annual Meeting, March 9-10, (2018) Buenos Aires, Argentina
- “Managing your doctoral studies: What we wish we had known!” PDW Workshop. Organizer and Presenter. International Management Division, Academy of Management Annual Meeting, August 4-8 (2017) Atlanta, GA
- “Multilatinas: Theoretical contribution and managerial challenges” Panel, Academy of International Business Latin America Annual Meeting, March 8-10 (2017) Lima, Peru
- “Family firm prevalence and international competitiveness: Revisiting Porter’s competitive advantage of nations” Academy of International Business Latin America Annual Meeting, March 8-10, (2017) Lima, Peru
- “Strategy and performance of family firms: An institutional embeddedness perspective” International Management Division – Best Dissertation Award Session, Academy of Management Annual Meeting, August 5-9 (2016) Anaheim, CA
- “Family firm internationalization: State models, business groups, and nonmarket resources” Strategic Management Society Special Conference, March 19-21 (2015) Santiago, Chile
- “Is family firms’ internationalization special? A meta-analysis” Academy of International Business Latin America Annual Meeting, January 22-24 (2015) Santiago, Chile
- “The role of political context in the internationalization of family-controlled firms in Chile” Panel: *Internationalization of Latin American firms*. Academy of International Business Latin America Annual Meeting, January 22-24 (2015) Santiago, Chile
- “Family-legitimizing environment as key determinant of prevalence, strategy, and profitability” Symposium: *Institutional complexity and corporate governance: Advancing the research agenda*. Chair: Tatiana Kostova. Academy of Management Annual Meeting, August 2-5, (2014) Philadelphia, PA
- “Why does family firm performance vary in emerging markets? A middle-range institution-based theory” Competitive paper, Academy of Management Annual Meeting, August 8-13 (2013) Lake Buena Vista, FL
- “Performance variation of publicly listed family firms in emerging markets: An institution-based view” Academy of International Business Annual Meeting, July 3-6 (2013) Istanbul, Turkey
- “Performance variation of publicly listed family firms in emerging markets: An institution-based view” Academy of Management Annual Meeting, August 9-13 (2013) Orlando, FL

Workshop Presentations

- “How to set the hook: Theoretical development and contributions” Journal of Family Business Strategy, June 24 (2020).
- “The role of government ideologies, gender equality and political activism on board gender diversity across countries” Academy of Management Virtual Development Workshop, May 20 (2020).

- “Family business research in Latin America” Journal of Family Business Strategy Special Issue in Family Firms in Latin America, April 14 (2020).
- “Political risk and multinationals: From risk to opportunity” Academy of Management Journal Paper Idea and Development Workshop, May 9-10 (2019) Santiago, Chile.
- “The cognitive-cultural embeddedness of family firms: Implications for prevalence, strategy, and performance” Journal of International Business Studies Special Issue in Informal Institutions, June 28 (2019) Copenhagen, Denmark.
- “Political ideologies and the internationalization of family firms” Journal of World Business Special Issue in Latin America, February 21 (2016) Sao Paulo, Brazil.

Invited Presentations

- “Family firms and corporate venture capital” Business School, Universidad del Desarrollo, September (2021) Santiago, Chile.
- “Managing and analyzing data for business decisions” Moore School of Business, University of South Carolina, August (2020, 2021) Columbia, SC.
- “Chilean multinationals: present and future” EGADE Business School, June (2021) Mexico City, Mexico.
- “Developing your cultural intelligence” Universidad Adolfo Ibanez, October (2020) Santiago, Chile.
- “When more is better: Multifamily firms and firm performance” Family Enterprise Research Conference (FERC) Spanish, July (2019) Santiago, Chile.
- “State ownership and political connections” School of Economics and Business, Universidad de Chile, May (2019) Santiago, Chile.
- “Inheritance tax, shareholder protection, and the market value of family-controlled firms” Chaifetz School of Business, Saint Louis University, December (2018) St. Louis, MO.
- “Inheritance tax, shareholder protection, and the market value of family-controlled firms” Coles College of Business, Kennesaw State University, December (2018) Kennesaw, GA.
- “Strategic intelligence for top management” EY’s Institute of Corporate Directors, November (2018) Santiago, Chile.
- “Developing contextual intelligence” Jones Graduate School of Business, Rice University, October, (2018) Santiago, Chile.
- “Developing the strategic map for families in enterprises” Chilean Chamber of Commerce, September (2018) Santiago, Chile.
- “Managing and analyzing data for business decisions” Darla Moore School of Business, University of South Carolina, July (2018) Columbia, SC.
- “Role of boards: From wealth protection to wealth generation” EY’s Institute of Corporate Directors, November (2017) Lima, Peru.
- “The cognitive-cultural embeddedness of family firms: Implications for prevalence, strategy, and performance” Business School, Universidad de Los Andes, April (2017) Bogota, Colombia.
- “Meta-analytic techniques” Business School, Universidad del Pacifico, March (2017) Lima, Peru.
- “Family businesses” College of Business, Florida International University, June (2017) Miami, FL.
- “The family-legitimizing environment: A key determinant of family-controlled firms’ prevalence, strategy, and profitability” Mihaylo Business School, California State University, March (2017) Fullerton, CA.
- “Good practices for researching and beyond” University of St. Gallen, October (2016) St. Gallen, Switzerland.
- “Political ideologies and the internationalization of family-controlled firms” University of St. Gallen, October (2016) St. Gallen, Switzerland.
- “Performance variation of publicly listed family firms in emerging markets: An institution-based view” ESE Business School, Universidad de Los Andes, September (2016) Santiago, Chile.
- “Capturing contemporary Latin American business history: Oral history and digital resources” Harvard Business School, Harvard University, August (2016) Santiago, Chile.

- “Performance variation of publicly listed family firms in emerging markets: An institution-based view” Samuel Curtis Johnson Graduate School of Management, Cornell University, April (2016) Ithaca, NY.
- “Innovation in family firms” Business School, Universidad de Chile, March (2016) Santiago, Chile.
- “Doing more with less: Innovation input and output in family firms” Family Enterprise Research Conference (FERC) Spanish, March (2016) Santiago, Chile.
- “Benefits of philanthropy for family firms” Philanthropy and Social Investment Center, School of Government, Universidad Adolfo Ibáñez, November (2015) Santiago, Chile.
- “Performance variation of publicly listed family firms in emerging markets: An institution-based view” Business School, Universidad de Chile, August (2014) Santiago, Chile.
- “Performance variation of publicly listed family firms in emerging markets: An institution-based view” Business School, Universidad del Desarrollo, August (2014) Santiago, Chile.

Professional Service

Chaifetz School of Business, Saint Louis University

- Member of the Strategic Plan Committee (since 2021)
- Member of the PhD Steering Committee (since 2021)
- Member of the Undergraduate Board Committee (since 2019)
- Faculty mentor for the International Business Club (since 2020)
- Boeing Institute of International Business’ Podcast Committee (since 2021)
- International business internship – Faculty Mentor – Grace Arnold (2021)
- Member of the PhD First-Year Qualifying Exams Committee (2020)
- Honor Capstone Project Supervisor, Maia Delkammiller (2020)
- Honor Capstone Project Supervisor, Emma Carmody (2020)
- Honor Capstone Project Supervisor, Allison Ross (2020)

Editorial Board

- Global Strategy Journal (2021-2024)

Guest Editor

- Special issue “Family business in Latin America” *Journal of Family Business Strategy*

Reviewing

- Ad hoc reviewer, *Journal of International Business Studies*, *Organization Science*, *Journal of Business Venturing*, *Entrepreneurship Theory and Practice*, *Journal of Management Studies*, *Journal of World Business*, *Global Strategy Journal*, *Journal of Business Ethics*, *Small Business Economics: An Entrepreneurship Journal*, *Journal of International Management*, *Corporate Governance: An International Review*, *Organization & Environment*, *Journal of Business Research*, *Management and Organization Review*, *Scandinavian Journal of Management*, and *Academia Revista Latinoamericana de Administracion*.
- Reviewer, annual meetings of the *Academy of Management*, *Academy of International Business*, *Academy of International Business US Southeast Chapter Conference*, *Annual Meeting of the International Family Enterprise Research Academy (IFERA)*, *Academy of International Business Latin America*, and *European International Business Academy*.

Academy of Management

- Chair, Track “The Embeddedness of Latin American Firms and Entrepreneurs”. Academy of Management Specialized Conference, April (2020) Mexico City, Mexico.
- Organizer, Academy of Management Journal Paper Idea and Development Workshop, May (2019) Santiago, Chile.

Academy of International Business

- Member of the Membership Drive Committee, International Management Division, Academy of Management (since 2020).
- Chair, Session “Dealing with Political Risk.” Academy of International Business Annual Meeting, June 24-27 (2019) Copenhagen, Denmark.

Chair, Session “Country-level Financial Analysis.” Academy of International Business Annual Meeting, June 25-28 (2018) Minneapolis, MN.

Academy of International Business Latin America

Program Co-Chair, Academy of International Business Latin America (2019-2021)

Pre-Conference Chair, Academy of International Business Latin America Annual Meeting, May (2020) Sao Paulo, Brazil.

Pre-Conference Chair, Academy of International Business Latin America Annual Meeting, March 14-16 (2019) Cochabamba, Bolivia.

Chair, Track “Entrepreneurship and Family Business” Academy of International Business Latin America Annual Meeting, March 9-10 (2018) Buenos Aires, Argentina.

Chair, Track “Entrepreneurship and Family Business” Academy of International Business Latin America Annual Meeting, March 8-10 (2017) Lima, Peru.

Panelist, Workshop “JIBS Paper Development Workshop” Academy of International Business Latin America Annual Meeting, March 8-10 (2017) Lima, Peru.

Strategic Management Society

Chair, Track “Entrepreneurship and Family Business” Strategic Management Society Latin America Conference, February 19-20 (2019) Sao Paulo, Brazil.

Iberoamerican Academy of Management

Chair, Track “Entrepreneurship and Family Business” Iberoamerican Academy of Management Conference, December 7-9 (2017) New Orleans, LA.

Other Professional Affiliation and Service

Member of the Ph.D. in Management Committee, School of Business, Universidad Adolfo Ibáñez. Santiago, Chile (2018-2019)

Reviewer, Fondecyt Regular (2017) Government of Chile. Santiago, Chile.

Doctoral Student Supervision

Chair, Dissertation Committee, Fabiola Jeldes, Universidad Adolfo Ibáñez (dissertation defended, 2020)

Other Student Research Supervision

External Member, Doctoral Dissertation Committee, Maria Lapeira, Florida International University (dissertation defended, 2021)

Chair, Master Thesis, Pablo Vega, MSc. in Management Science, Universidad Adolfo Ibáñez (2019)

Chair, International MBA thesis, Maria Jose Mella, Ariana Villagrán, Universidad Adolfo Ibáñez (2018)