



**JOAQUIN POBLETE**  
**joaquinpoblete@uc.cl**

**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, Pontificia Universidad Católica de Chile. 2016 - Present
- 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, Teoría del Contrato, Economía de la Organización, Organización Industrial, Finanzas Corporativas, Gestión Estratégica
- Main Courses: Teoría de Contratos, Estrategia e Incentivos en la Organización, Fundamentos de Dirección de Empresas, Gerencia General y Visión Integradora de los Negocios

**IV. RESEARCH**

**1. Recent Publications**

- 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)

**2. Working papers**

- The Evolution of Productive Organizations (Joint with F. Brahm).



- 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

- 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.

## VI. GRANTS AND AWARDS

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|--|-------------|
| - 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:<br>Project "Sabotage in Agency" Fondecyt Grant N° 11140525 | 2014        |
| - Research Grant Searle Center for Research on Innovation,<br>Entrepreneurship and Law,                          | 2008 - 2009 |
| - Kellogg Fellowship Award   | 2004 - 2008 |
| - Fulbright Scholarship, (Declined)  | 2004        |
| - Academic Excellence Award, M.A. in Financial Economics, PUC  | 2002        |

## 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 - Present
- Researcher at Instituto Sistema Complejos de Ingeniería 2013 - Present
- Researcher at Instituto Milenio para el Estudio de Imperfecciones del  
Mercado y Políticas 2015 - Present
- Member of Administration Commission at Programa de  
Formación de Capital Humano Avanzado Conicyt 2012 - Present