

CATERINA MOSCHIERI

IE Business School

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ACADEMIC APPOINTMENTS

- 2015- Associate (Tenured) Professor of Strategy, IE Business School, Spain
2010-2015 Assistant Professor of Strategy, IE Business School, Spain
2016-2017 Visiting scholar, INSEAD, Paris
2015, 2014 Visiting Scholar (Summer), INSEAD Paris
2008-2010 Assistant Professor, School of Economics and Management, U. Catolica Portuguesa

EDUCATION

- 2003-2008 Ph.D. in Management (summa com laude), IESE Business School, Spain
2006 Visiting Ph.D., London Business School, UK
2012 CPCL Harvard Business School
2001 IFID - International Capital Market Association (GCP) (formerly ISMA): Fixed Income and Derivatives Certification, UK
1995-2000 B.Sc. and M.Sc. in Economics (DES) (with honors), Bocconi U., Italy. Major: Economics and Social Sciences

PUBLICATIONS IN REFEREED JOURNALS

- Blake & Moschieri (2017) 'Policy Risk, Strategic Decisions, and Contagion Effects: Firm-Specific Considerations', **Strategic Management Journal**, 38(3): 732-750
- Moschieri & Mair (forthcoming) 'Corporate Entrepreneurship: Partial divestitures as real options', **European Management Review**
- Blevins, Moschieri et al. (2016) 'Institutional Changes within the European Union: How Geography, Global Cities, and Membership Affect MNE Entry Decisions', **Journal of World Business**, 51: 319-330
- Moschieri, Ragozzino, & Campa (2014) 'Does Regional Integration Change the Effects of Country-Level Institutional Barriers on M&A? The Case of the European Union', **Management International Review (MIR)**, 54(6): 853-877
- Moschieri & Campa (2014) 'New Trends of M&As: Idiosyncrasies of the European M&A Market', **Journal of Business Research**, 67(7): 1478-1485
- Ragozzino & Moschieri (2014) 'When Theory Doesn't Meet Practice: Do Firms Really Stage Their Investments?' **Academy of Management Perspectives**, 28 (1): 22-37

- Moschieri & Mair (2012) ‘Managing Divestitures through Time--Expanding Current Knowledge’ **Academy of Management Perspectives**, 26(4): 35-50 (most read article online in AMP 2012 & 2013)
- Moschieri (2011) ‘The Implementation and Structuring of Divestitures: The Unit’s Perspective’, **Strategic Management Journal**, 32(4): 368-401
- Moschieri & Mair (2011) ‘Adapting for Innovation: Including Divestitures in the Debate’, **Long Range Planning**, 44: 4-25
- Moschieri & Campa (2009) ‘The European M&A Industry: A Market in the Process of Construction’, **Academy of Management Perspectives**, 23 (4): 71-87
- Moschieri & Mair (2008) ‘Research on Corporate Divestitures: A Synthesis’, **Journal of Management & Organization**, 14 (4): 399-422

PAPERS UNDER REVIEW

- Moschieri, Ravasi, & Huy ‘Explaining firm-government disputes’
- Moschieri & Santalo ‘Academic professors’
- Sadri & Moschieri ‘Corporate strategy in stigmatized industries’

OTHER PUBLICATIONS

- Moschieri & Monteiro (2017) ‘Internationalization: Where and how to invest’, **IE Insight**
- Blake & Moschieri (2017) ‘When foreign firms are no longer welcome’, **INSEAD Knowledge**
- Bertrand, Betschinger, Moschieri (2016) ‘Cross-border M&As into emerging countries’
Harvard Business Review Deusto
- Cruz & Moschieri (2015) ‘Luces y sombras en el crecimiento de LEGO’, **Harvard Business Review Deusto**, 250: 66-74
- Moschieri & Monteiro (2014) ‘Qué debería preguntarse antes de decidir internacionalizarse y cómo hacerlo’, **Harvard Business Review Deusto**, 239: 44-55
- Moschieri, Salvaj, Blake (2014) ‘La complejidad del cambio: Como gestionar las desinversiones’, **Harvard Business Review Deusto**, 231: 32-43
- Moschieri, Blake, Reuer (2014), ‘Investment policies, M&A and alliances’, **Forbes** (India), January 3rd 2014
- Moschieri & Mair (2013) ‘Successful Divestitures Need Proper Cultivation’, in Thompson, Peteraf, Gamble, & Strickland III (Ed.), *Crafting & Executing Strategy: The Quest for Competitive Advantage....* Irwin/McGraw-Hill (19th edition)
- Moschieri & Ragozzino (2012) ‘The Ins And Outs of Using Real Options in Corporate Investments’ **Forbes** (India), 9th April 2012
- Moschieri & Mair (2011) ‘Successful Divestitures Need Proper Cultivation’ **IESE Insight**, Second Quarter (Spanish version: ‘Cuando vender activos es una estrategia’)
- Campa & Moschieri (2008) ‘The European M&A Industry: Trends, Patterns and Shortcomings’, **IESE Insight**, September 2008

- Moschieri & Mair (2008) ‘Research on Corporate Divestitures’, **IESE Insight**, September 2008
- Campa & Moschieri (2008) ‘The European M&A Industry: Trends, Patterns and Shortcomings’, **CIIF WP Series**, September 2008
- Mair & Moschieri (2006) ‘Unbundling Frees Business for Takeoff’, **Financial Times**, Mastering Transaction Series, October 20th 2006
- Moschieri & Mair (2005) ‘Making Sense of Corporate Unbundling’, **IESE Insight**, June 2005

TEACHING MATERIAL

Cases:

- ‘The turnaround of LEGO’ (IE Business School, 2015, DE2-123)
- ‘DIA Group: The History through Carrefour until the Spin-off’ (IE Business School, 2012, DE1-184-I; Mini-case DE1-185-I)
- ‘MediCorp’ (IE Business School, 2011, DE1-169-I-NF; Multimedia, 2013, DE1-169-I-M)

Technical notes:

- ‘Change is Complex: Divestitures’ (IE Business School, 2014)
- ‘Organizational Theory’ (IE Business School, 2013)
- ‘How to write and structure a paper’ (IE Business School, 2013, DE2-118-NF and DE2-119-NF)
- ‘Corporate Divestitures’ (IE Business School, 2010, DE2-115-I)

CONFERENCE PRESENTATIONS AND CONSORTIA

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|------|--|
| 2017 | Strategic Management Society, Houston (forthcoming) |
| | Academy of Management Conference (BPS), Atlanta (forthcoming) |
| | IE Doctoral consortium (panelist) |
| | Paris Strategy Workshop (Paris 1, ESCP & SKEMA) |
| 2016 | Strategic Management Society, Berlin |
| | AMD workshop, Barcelona |
| 2015 | Strategic Management Society, Denver |
| | Reading-UNCTAD (<i>Best Paper Award</i>) |
| | SEI, Lisbon |
| | Strategic Management Society Special Conference Extension, Santiago de Chile |
| 2014 | Strategic Management Society, Madrid |
| | Academy of International Business, Vancouver |
| | Academy of Management Conference (BPS), Philadelphia |
| | Academy of Management (BPS), Invited presenter at PDW, Philadelphia |

- Strategic Management Society Madrid/Segovia Extension
- 2013 Strategic Management Society Conference, Atlanta
- 2012 CGIR (Corporate Governance: International Review), Cambridge, UK
 Academy of International Business, Washington
 Academy of Management Conference (BPS and IMD), Boston
- 2010 Strategic Management Society, Rome
 ACAC, Atlanta
 Academy of Management Conference (BPS and IMD), Montreal
 Academy of International Business, Rio de Janeiro
 Academy of Management IMD Junior Faculty Consortium, Montreal
- 2009 Academy of Management Conference (BPS), Chicago
 Academy of Management, BPS Junior Faculty Consortium, Chicago
 ACAC, Atlanta
- 2008 Strategic Management Society Conference, Khon
- 2007 Academy of Management Conference (BPS), Philadelphia
 Annual Conference on Corporate Strategy (ACCS), Koblenz
 Academy of Management, BPS Dissertation Consortium, Philadelphia
 Consortium on Competitiveness and Cooperation (CCC), Atlanta
- 2006 Strategic Management Society Conference, Vienna
 Academy of Management Conference (BPS), Atlanta
 Annual Conference on Corporate Strategy (ACCS), Berlin
 Strategic Management Society Conference, Doctoral Consortium, Vienna
 Annual Conference on Corporate Strategy (ACCS), Doctoral Consortium, Berlin
 European Doctoral Research Conference, Imperial College, London
- 2005 Academy of Management Conference (BPS), Honolulu
 Strategic Management Society Conference, Orlando
 European Academy of Management Conference, Munich
 Academy of Management, BPS New Student Doctoral Consortium, Honolulu

INVITED PRESENTATIONS

- 2017 INSEAD, Paris
- 2015 Essec, Paris
 Warwick Business School
 U. Adolfo Ibanez, Santiago de Chile

2014 U. del Desarrollo, Santiago de Chile
INSEAD, Paris
HEC, Lausanne
EM Lyon
HSE-ICEF, Moscow
ESADE, Barcelona
IESE (brown bag), Madrid

2013 LUISS, Rome
SKEMA, Sophia Antipolis

2012 IESE (PhD program), Madrid
Universidade Catolica Portuguesa, Lisbon

2011 Universita Svizzera Italiana, Lugano

2010 IE Business School, Madrid
Universidad Pompeu Fabra, Barcelona
IESE (PhD program), Barcelona

2009 IE Business School, Madrid
IESE, Madrid

2008 HEC, Lausanne

2007 City University of New York, NY City
Northeastern University, Boston
Nova University, Lisbon
Universidade Catolica Portuguesa, Lisbon
Universita' di Catania, Catania

2006 London Business School, London (brown bag)

GRANTS, HONORS, AND AWARDS

Grants:

The Ministry of Economics of Spain 2017-2020 for “How do institutional forces shape firms strategic decisions?” (principal investigator, 32,000 euro)

Ramon Areces Foundation, 2016-2017 (unique investigator, 36,000 euro)

INSEAD, R&D Committee, 2016 (6,000 euro)

The Ministry of Economics of Spain 2014-2017 (#ECO2013-45902-P) for ‘Regional, National, and Supra-National Changes’ (principal investigator, 30,000 euro)

Marie Curie METRICS 2012-2016 (#PITN-GA-2013-607728) for ‘Measurement for Europe’ (in collaboration with U. Carlos III)

The Portuguese Foundation for Science and Technology (#PTDC/EGE-GES/110805/2009) for ‘The implementation and structuring of divestitures’ (principal investigator, 63,000 euro)

The Ministry of Economics of Spain (#SEJ2007-67463/ECON) for ‘Competition in Dynamic Markets’ (with Arino & Mair)

The Ministry of Economics of Spain (#SEC2003-09533) for Corporate Strategy (with Arino & Mair)

Scholarships:

Nominated, IRI Foundation scholarship, 2007-2008

Research fellowship, ATKearney and IESE for a research project on European M&As with Campa, 2007-2008

PhD fellowship, IESE, 2003-2007

Fellowship, Government of Catalunya (Generalitat de Catalunya), 2003-2007

Scholarship, Bocconi University, 1995-1996

Teaching Awards:

Teaching Excellence Award, IE Business School, Exec Edu 2016, 2015, 2014 & 2013

Best Course Recognition, IE Business School, PhD 2015 & 2013 and DBA 2016, 2015 & 2011

Outstanding teaching, U. Catolica Portuguesa 2009 & 2010

TEACHING EXPERIENCE

MBA:

‘Strategy Implementation’

Graduate:

‘Corporate Strategy’

‘Managing in a Global Context’

Undergrad:

‘Strategy’ (*Best Course* in 2010 & 2009, U. Catolica Portuguesa)

PhD / DBA:

‘Organizational Theory’ (*Best DBA and Best PhD Course*, 2016, 2015, 2014, 2013 & 2011, IE)

‘Advanced Research Methods for Strategic Management’

‘Advanced Research Topics in Strategic Management’ (*Best PhD Elective*, 2014, IE)

Exec Edu Open Enrollment:

IE-Brown U. Exec. MBA

AMP (*Teaching Excellence Award*, 2016, 2015, IE)

Exec Edu Custom Programs (*Teaching Excellence Award*, 2016, 2015, 2014 & 2013, IE):

Security Professionals - Acer – Gonvarri -- Santander Bank -- Grupo Ferrovial – Telelink – Deloitte -- BBVA

Doctoral thesis committees:

2015- : Katia Meggiorin (thesis director, PhD IE Business School)

2015- : Carlos Tellez (committee member, DBA IE Business School)

2013- : Mohamad Hasan Sadri (thesis director, PhD IE Business School)

2012- : Segio Negri (thesis director, DBA IE Business School)

2012- : Annick Desmecht (thesis director, DBA IE Business School)

2015- : Nigel Bradshaw (committee member, DBA IE Business School)

2015: Alexie Labouze Nasica (committee member, PhD HEC Montreal)

2011: Manuel Chinchilla (committee member, DBA IE Business School)

2015: Rudolf Galbrich (committee member, DBA IE Business School)

Undergraduate’s and Master’s theses committees:

2013: Patricia del Valle (committee member, BBA, IE University)

2010: Teresa Santos (main advisor, M.Sc., U. Catolica Portuguesa)

2010: Pedro Goncalves (main advisor, M.Sc., U. Catolica Portuguesa)

2010: Diogo Serrador (main advisor, M.Sc., U. Catolica Portuguesa)

2010: Nuno Inacio (main advisor, M.Sc., U. Catolica Portuguesa)

2010: Jose Pinheiro (main advisor, M.Sc., U. Catolica Portuguesa)

CORPORATE PRESENTATIONS

2017 Open course, INSEAD, Paris

2015 Veolia LatAm BoD, Madrid

2014 Copenhagen Board of Directors Club

RESEARCH AND TEACHING APPOINTMENTS

Research appointments:

IESE, for JM Campa, sponsored by ATKearney 2007-2008

ESCP, London 2006

Lecturer / Adjunct:

Universidad de Navarra, 2006

London Business School, Tutor, Executive Education, 2006

Universidad Pompeu Fabra (ESCI), 2004-2006

IESE, Teaching Assistant, 2003-2007

PROFESSIONAL AND CONSULTING EXPERIENCE

2015- Scientific Adjunct, Spanish Ministry of Economics and Competitiveness,
Directorate General of Scientific Research (ANEP/AEI)

2003- Consulting to AtKearney, Dr Oetker, and high-technology and pharma MNCs

2000-2003 Product & Capability Manager, Reuters (Financial Services), Switzerland
European Graduate Programme in Reuters (Financial Services): Market Specialist,
Italy; Account Executive, UK; Customer Relationship Management Executive,
Switzerland and Italy

PROFESSIONAL AFFILIATIONS AND SERVICE

Reviewer for:

Journal of Management Studies (*Editorial Board member*, 2017-), Strategic
Management Journal, Academy of Management Discoveries, Strategic
Organization, Regional Studies, Global Strategy Journal, Industrial and Corporate
Change, Academy of Management Perspectives, Journal of Business Research,
British Journal of Management (Finalist, *Best Reviewer Award* 2011), Long Range
Planning, AMLE

Academy of Management Conference (*BPS Outstanding Reviewer Award* 2007),
Strategic Management Society, Academy of International Business, IberoAmerican
Academy of Management, EURAM

Membership:

Academy of Management, Strategic Management Society, Academy of
International Business

Program Chair SMS Corporate Strategy Division 2016-

Rep. at Large SMS Corporate Strategy Division 2012-2014

Institutional service:

DBA Academic Committee member, IE Business School, 2014-
Library Board member, IE Business School, 2010-
Research Seminar Series organizer, U. Catolica Portuguesa, 2009-2010

Conferences:

Track Chair, SMS Sao Paulo, 2018 (forthcoming)
Organizer, SEI Faculty conference, Madrid 2017
Organizer, SMS Showcase Sunday session, 2015, 2013
Organizer, SMS Madrid Extension, 2014
Organizer, Academy of Management, BPS PDW, 2014, 2013, and 2012
Panelist, Academy of Management, BPS PDW, 2014
Chair SMS, 2015, 2014, 2013
Chair Academy of Management BPS, 2014, 2017
Consortium for Competitiveness and Cooperation (CCC), U. of Maryland 2012

OTHER

My work has been featured or cited in:

‘Corporate Strategy’, by Puranam & Vanneste, Cambridge University Press, 2016
‘Build, Borrow or Buy: Solving the Growth Dilemma’, by Capron & Mitchell,
Harvard Business School Publishing, 2012
‘Regional Economic Outlook: Europe - Strengthening the Recovery’, International
Monetary Fund, World Economic and Financial Surveys, 2011
La Segunda (2015), EurAsia Review (Sept. 2014), Communication Director (2011)

Accreditations:

Professional: ANECA (National Agency of Education, Spain)
Research: CNEAI (Ministry of Education’s evaluation of research activity, Spain)

LANGUAGES

Native Italian; English, Spanish, French and Portuguese