

SANTIAGO MINGO

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Department of Management
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EDUCATION

- 2009 *Doctor of Business Administration, Harvard University*
- 2001 *M.S., Engineering Management, Pontificia Universidad Católica de Chile*
- 2000 *Industrial Engineer, Pontificia Universidad Católica de Chile*

UNIVERSITY OF MIAMI

Appointments

2009 – Current Assistant Professor, Department of Management

PONTIFICIA UNIVERSIDAD CATÓLICA DE CHILE

Appointments

2001 – 2003 Instructor of Industrial Engineering (full-time faculty position)

Responsibilities

- Academic coordinator, Industrial and Systems Engineering Department
- Research fellow and project coordinator, *Methodologies for Studying Trust within Organizations* (government funded project)
- Project manager, Innovation and Entrepreneurship Center, School of Engineering
- Thesis supervisor (chair) and committee member of several industrial engineer candidates

RESEARCH AND TEACHING INTERESTS

Research interests

- Institutions and entrepreneurship in emerging markets, especially in Latin America
- Effects of public policy on entrepreneurial activity and industry evolution
- Business policy and strategy in emerging markets
- Agribusiness and clean technology industry

Teaching interests

- Entrepreneurship and new venture creation
- International business
- Business policy and strategy

PUBLICATIONS

Mingo S. 2009. Acquisitions and the Evolution of Operational Performance across the Firm. *2009 Academy of Management Best Paper Proceedings*.

Fleming L, and S Mingo. 2008. Creativity in Product Development. In C Loch, and S Kavadias (Eds.), *Handbook of New Product Development Management*. Oxford: Butterworth-Heinemann. 113-133.

Fleming L, S Mingo, and D Chen. 2007. Collaborative Brokerage, Generative Creativity, and Creative Success. *Administrative Science Quarterly* 52(3): 443-475.

WORKING PAPERS AND PROJECTS IN DEVELOPMENT

“What are the Consequences of Industrial Policy on Firm Performance? Evidence from Brazil’s Bioethanol Program” [with T Khanna]. *Under review at Management Science*.

“Acquisitions and the Evolution of Operational Performance across the Firm: The Role of Geographic Proximity and Operational Similarity.” *Submitting to Management Science*.

“High-Tech Entrepreneurship in Emerging Markets: The Role of a Business Group.” *Target: Journal of International Business Studies*.

“Institutional Conditions and Venture Capital Investment Strategy in Developing Countries” [with T Khoury and M Junkunc]. *Under review at Strategic Management Journal*.

“Innovation versus Imitation: Entrepreneurial Orientation and the Mediating Effects of Social Capital and Absorptive Capacity in Developing Country Transition Economies” [with M Junkunc, A Sun, and Y Luo]. *Target: Organization Science*.

“Venture Capital Success in Latin America: Determinants of Initial Public Offerings” [with M Junkunc]. *Target: Journal of International Business Studies*.

“Institutional Conditions, Business Environment, and High-Tech Entrepreneurship in Emerging Markets.” *Under development*.

OTHER PUBLICATIONS

“Brazilian Lessons for Industrial Policy” [with T Khanna]. Commentary published in various newspapers associated with *Project Syndicate* (including *Valor Econômico*, one of the most prestigious business newspapers in Brazil). May 2010.

SELECTED PRESENTATIONS

Mingo S. 2010. Promise and Perils of Emerging Markets Research [Professional Development Workshop]. Panelist. Academy of Management Annual Meeting, Montreal, Canada, August 2010.

Mingo S. 2010. Business Groups and High-Tech Entrepreneurship in Emerging Markets. Paper presented at the Academy of International Business (AIB) Annual Meeting, Rio de Janeiro, Brazil, June 2010.

Mingo S. 2010. Emergence and Early Growth of a New Venture in an Emerging Market. Paper presented at the AIB Latin American Chapter Annual Conference, Rio de Janeiro, Brazil, June 2010.

Khoury T, M Junkunc, and S Mingo. 2010. Institutional Conditions and Venture Capital Investment Strategy in Developing Countries. Paper presented at the Department of Management Seminar, University of Miami, Coral Gables, FL, April 2010.

Mingo S. 2009. Emergence and Early Growth of a New Venture in an Unfriendly Business Environment. Paper presented at the Academy of Management Annual Meeting, Chicago, IL, August 2009.

Mingo S. 2009. Acquisitions of Industrial Units and the Evolution of Operational Performance across the Firm. Paper presented at the Academy of Management Annual Meeting, Chicago, IL, August 2009.

Mingo S. 2009. Emergence and Early Growth of a New Venture in an Unfriendly Environment: The Role of a Business Group. Paper presented at the 9th Annual Wharton Technology Conference, Philadelphia, PA, April 2009.

Mingo S. 2008. Intra-firm Networks of Industrial Units: Acquisitions and the Impact of Proximity and Similarity. Paper presented at the INFORMS Annual Meeting, Washington, DC, October 2008.

Mingo S, and T Khanna. 2007. When Does State-led Industrialization Work? Evidence from the Brazilian Ethanol Fuel Industry, 1970-2006. Paper presented at the Strategic Management Society (SMS) 27th Annual International Conference, San Diego, CA, October 2007.

Mingo S, and T Khanna. 2007. When Does State-led Industrialization Work? Evidence from the Brazilian Ethanol Fuel Industry, 1970-2006. Paper presented at the Academy of Management Annual Meeting, Philadelphia, PA, August 2007.

Mingo S, and T Khanna. 2007. When Does State-led Industrialization Work? Evidence from the Brazilian Ethanol Fuel Industry, 1970-2006. Paper presented at the 14th Annual Consortium on Competitiveness and Cooperation, Atlanta, GA, April 2007.

Fleming L, S Mingo, and D Chen. 2005. Brokerage versus Cohesion and Collaborative Creativity: An Evolutionary Resolution. Paper presented at the INFORMS Annual Meeting, San Francisco, CA, November 2005.

Fleming L, S Mingo, and D Chen. 2005. Cohesion, Brokerage, and Combinatorial Creativity. Paper presented at the Academy of Management Annual Meeting, Honolulu, Hawaii, August 2005.

Majluf NS, N Abarca, and S Mingo. 2002. How to Build and Manage Organizational Trust in Times of Change. Paper presented at the Strategic Management Society 22th Annual International Conference, Paris, France, September 2002.

TEACHING EXPERIENCE

- 2009 – 2010 *Instructor of MGT353 "Introduction to Entrepreneurship," University of Miami*
- 2008 *Teaching Fellow, Pre-MBA International Program, Harvard Business School*
- 2007 *Course development, Harvard Business School*
- Developed case for MBA course in emerging markets.
 - Published course materials:
 - Khanna T, S Mingo, and J West. "Bunge: Food, Fuel, and World Markets." *Harvard Business School Case* 708-443.
 - Khanna T, S Mingo, and J West. "Bunge: Food, Fuel, and World Markets, Teaching Note." *Harvard Business School Teaching Note* 709-460.
- 2004 *The Art and Craft of Discussion Leadership, Harvard Business School*
Successfully completed seminar on case method teaching
- 2001 – 2003 *Instructor of Industrial Engineering, Pontificia Universidad Católica de Chile*
- Taught for three semesters *Stochastic Models* (required curriculum, industrial engineering program) and led the development and teaching of an elective course on innovation and technology management

ACADEMIC RECOGNITIONS AND AWARDS

- 2010 Provost Research Award, University of Miami
- 2007 Research Grant, David Rockefeller Center for Latin American Studies, Harvard University
- 2007 Selected to present at the 14th Annual Consortium on Competitiveness and Cooperation (CCC), Atlanta, GA
- 2003 – 2008 Harvard Business School Doctoral Fellowship
- 2002 Chilean Engineering Institute Prize
- 2001 School of Engineering Prize, Pontificia Universidad Católica de Chile

PROFESSIONAL SERVICE

Ad hoc reviewer for *Management Science*, *Organization Science*, *Journal of International Business Studies*, *Research Policy* and *Industry and Innovation*.

MEDIA MENTIONS

Steady in the Storm. *BusinessMiami*. Fall 2009.

People on the Move. *South Florida Business Journal*. October 9-15, 2009.