

Part A. PERSONAL INFORMATION

CV date	May 4, 2022
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First and Family name	Beatriz Domínguez		
ID number	18.451.050 J	Age	34
Researcher codes	ORCID ID	0000-0002-0712-2364	
	WoS Researcher ID	ABF-8183-2020	

A.1. Current position

University	Universidad de Zaragoza		
Department	Management (Dirección y Organización de Empresas)		
Address and Country	Gran Via 2, 50005, Zaragoza (Spain)		
Phone number	+34976762715	E-mail	bdguez@unizar.es
Current position	Associate Professor	From	04/2022
Key words	Strategic management, competitive dynamics, internationalization		

A.2. Education

PhD, Licensed, Graduate	University	Year
BSc in Business and Management	Universidad de Zaragoza	2011
BSc in Law	Universidad de Zaragoza	2011
Master in Economy and Management	Universidad de Zaragoza	2012
PhD. in Management	Universidad de Zaragoza	2017

A.3. General indicators of quality of scientific production

4 articles in JCR journals, including *Long Range Planning* and *Business Strategy and the Environment*.
2 articles indexed by AJG as 3.

Part B. CV SUMMARY (max. 3500 characters, including spaces)

Beatriz received her PhD in Economics and Management in 2017 from the University of Zaragoza. From 2013 to the present, she has held teaching and research positions at three Spanish universities (University of La Rioja, University CEU San Pablo and University of Zaragoza). She is currently Associate Professor of Management at the University of Zaragoza, where she teaches Strategic Management and Business Policy. She has completed a four-month doctoral stay at the ISTO of the Ludwig Maximilians Universität (LMU) in Munich.

Her research focuses on analyzing different strategic decisions, such as foreign location choice, the level of investment in cross border acquisitions or the order of market entry, and the consequences that these decisions have on firms' results. The literature on internationalization, institutions, competitive dynamics and pioneer advantages is particularly relevant to her research.

The results of her research appear in relevant journals in the field of strategy and international business, such as *Long Range Planning*, *Business Strategy and the Environment*, *Cross Cultural and Strategic Management* and *BRQ-Business Research Quarterly*. Her work has also been presented in many national and international academic conferences, in which she has received some recognition in the form of awards for her research (most notably the EURAM 2017 award for the best paper in the Strategy division).

Beatriz has also participated as a research member in numerous competitive research projects, both at regional and national level.



Part C. RELEVANT MERITS

C.1. Selected publications

1. Pilar Bernal, Beatriz Domínguez, Javier Montero (2022). "When are entrepreneurs more environmentally oriented? An analysis of stakeholders' pressures at different stages of evolution of the venture", **Business Strategy and the Environment** 31(3), 828-844. FI (Business, 2020): 10.302 (Q1: 9/153) AJG (2021): 3 (<https://doi.org/10.1002/bse.2920>)
2. Beatriz Domínguez, Lucio Fuentelsaz, Elisabet Garrido, Minerva González (2021). "Birds of a feather flock together: ownership in cross-border acquisitions by emerging multinationals", **Cross Cultural & Strategic Management**, 28 (1), 177-201. IF 2020: 2,203 (181/226, Management). (<https://doi.org/10.1108/CCSM-09-2019-0173>)
3. Beatriz Domínguez, Jaime Gómez, Juan P. Maícas (2021). "Multimarket pioneers: Does multimarket contact improve their performance?" **Long Range Planning** 54(2), 101993. (Business: 19/153; Management: 19/226; Development Studies: 1/ 42). AJG (2021): 3. (<https://doi.org/10.1016/j.lrp.2020.101993>)
4. Beatriz Domínguez, Elisabet Garrido, Raquel Orcos (2016). "Multimarket contact and performance: evidence from emerging economies", **BRQ Business Research Quarterly**, 19(4): 278-288. FI (Business, 2016): 1.325 (Q3, 85/121). AJG (2021): 2 (<https://doi.org/10.1016/j.brq.2016.02.003>)

Other publication in *Universia Business Review* (2018) with Jaime Gómez and Juan P. Maícas.

C.2. Research projects (selection)

1. **2021-2024**, "Business dynamism, entry into new markets and entrepreneurship" (PID2020-113265GB-C22. **Spanish Ministry of Science and Innovation**. 26.607,90 euros.
2. **2021-2022**. "The impact of rapid institutional changes on internationalization: the learning from home country as a key resource for multinational companies" (JIUZ-2020-SOC-06). **University of Zaragoza – Ibercaja Foundation**. 2,000 euros.
3. **2020-2021**. "LIDEERA. Research group in Strategy and Entrepreneurship" (S64_20R). **Government of Aragón**, 26,023 euros.
4. **2018-2020**. "Firm strategy in dynamic environments: competition, innovation and entrepreneurship" (ECO2017-85451-R), **Spanish Ministry of Economy and Competiveness**, 39.930 euros.
5. **2015-2017**. "Innovation strategies and entrepreneurship in the new economic and institutional environment" (ECO2014-53904-R), **Spanish Ministry of Economy and Competiveness**, 70.180 euros.
6. **2011-2014**. "Innovation strategies and firm value creation", **Spanish Ministry of Science and Innovation**, 93,130 euros.

C.3. Conference presentations

International conferences

International Workshop on Entrepreneurship Research (2021)
Competitive Dynamics Conference (2021)
European Academy of Management-EURAM (2016, 2017, 2018, 2020)
Annual Conference of the European Decision Sciences Institute-EDSI (2017)
International Conference on Modelling and Simulation in Engineering, Economics, and Management (2016)

National conferences

Spanish Academy of Management, ACEDE (2014, 2015, 2016, 2017, 2019, 2021)
Workshop of Young Researchers on Economics and Management (2013, 2014, 2016, 2021)



C.4. Other merits

Professional activities

- Research member, *LIDEERA* (Research Group funded by the Government of Aragón), since 2019.
- Research member, *GENERÉS* (Research Group funded by the Government of Aragón). 2013-2015 and 2017-2019.
- Research member in the *GUESSS project* at the University of La Rioja (2016-2017).
- Research member, *STRATEGOS* (Research Group funded by the Government of La Rioja). 2015-2016.
- Collaborating member in two research projects of *GESPUBLICA* (Research Group funded by the Government of Aragón) 2011-2012.
- Member of the organizing committee for "Workshop on strategy division, ACEDE", "Workshop on entrepreneurship division, ACEDE, and GEM" and "Workshop for young researchers in Economics and Management", for several years.
- Ad-hoc reviewer: *Journal of Business Research*

Awards and honors

- 2017. Spanish Academy of Management (ACEDE), International Business division. Best paper award (finalist).
- 2017. European Academy of Management (EURAM), Strategic Management division. Best paper award.

Seminars and invited presentations

Institute for Strategy, Technology and Organization (ISTO, LMU); University of Zaragoza; University of Navarra (UPNA); University of La Rioja.