

Part A. PERSONAL INFORMATION

CV date	June 24, 2022
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First and Family name	Lucio Fuentelsaz		
ID number	25.429.964 Z	Age	56
Researcher codes	ORCID ID	0000-0002-9002-6727	
	WoS Researcher ID	B-8776-2011	

A.1. Current position

University	Universidad de Zaragoza		
Department	Management (Dirección y Organización de Empresas)		
Address and Country	Gran Vía 2. E50005 Zaragoza		
Phone number	+34976762715	E-mail	lfuente@unizar.es
Current position	Professor	From	08/2007
Key words	Strategic management, competitive dynamics, entrepreneurship		

A.2. Education

PhD, Licensed, Graduate	University	Year
BSc (Licenciado)	Zaragoza	1988
PhD	Zaragoza	1993

A.3. General indicators of quality of scientific production

Five six-year research periods (sexenios), (latest, 31/12/2020). One technology-transfer period.

Ten doctoral dissertations supervised. Five since 2015 (three in progress).

633 citations in ISI Web of Science, 422 since 2017 (average, 77 per year). h-index =14.

18 articles in Q1 journals, including three in *Strategic Management Journal*, one in *Journal of Management*, four in *Research Policy* and one in *Global Strategy Journal*, *Journal of World Business*, *International Small Business Journal*, *Small Business Economics*, *Information Systems Research* or *Omega*. 9 papers indexed in the FT50 Research Rank. 12 articles indexed by AJG as 4 and 4*.

2272 citations on Google Scholar (1219 since 2017 average, 213). h-index=23.

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

Lucio Fuentelsaz received his PhD in Economics and Business Administration from the University of Zaragoza. He has been a Visiting Scholar at Texas A&M University (one year, 1994) and Aston University (four months in 2015-2016). He is currently Professor of Management at the University of Zaragoza, where he teaches Strategic Management and Entrepreneurship. His research primarily focuses on the analysis of strategic decisions adopted by companies and their consequences on firm's results, as well as in the field of entrepreneurship, where the focus is on the relationship between the creation and failure of companies and the institutional context. Its results have been published in some of the leading journals in the field, such as *Strategic Management Journal*, *Journal of Management*, *Research Policy*, *Global Strategy Journal* or *Information Systems Research*, and have been presented in the main national and international conferences. He has been (2014-2016), president of the main academic association in the field of Management (ACEDE, about 700 members) and editor (2010-2014) of BRQ Business Research Quarterly. He is currently Editor of *Applied Economic Analysis* and member of the editorial committee of *BRQ Business Research Quarterly*, *International Journal of Financial Innovation in Banking* and *International Journal of Markets and Business Systems*, as well as a regular reviewer for several of the leading scientific journals in the field of management. In 2013 he chaired the Advisory Committee (Economic and Business Sciences) of the CNEAI, a committee of which he was also a member in 2011 and 2012. Since 2008, he has directed the GEM project in the Autonomous Community of Aragon and since 2019 also the GUESSS project. Dr. Fuentelsaz has also been the principal researcher in several projects of the National Plan of R&D.



Part C. RELEVANT MERITS

C.1. Selected publications

1. Lucio Fuentelsaz, Elisabet Garrido, Minerva González (2020). "Speed of institutional change and subsidiary performance: The moderating impact of home and host country learning", *Global Strategy Journal* 12(1), 163-195. IF 2020: 7,555 (30/226, Management).
2. Marta Ferrer, Lucio Fuentelsaz, Pilar Latorre (2021). "Examining Knowledge Transfer and Networks: An Overview of the Last Twenty Years", *Journal of Knowledge Management* forthcoming. IF (Management 2020): 8,182 (23/226).
3. Lucio Fuentelsaz, Consuelo González y Jackson da Silva (2022). "Entrepreneurial orientation and startup performance: a RBV and contingency approach", *Entrepreneurship Research Journal*, forthcoming. IF 2020: 1,943 (130/153, Business).
4. Lucio Fuentelsaz, Consuelo González, Juan P. Maícas (2021). "High-growth aspiration entrepreneurship and exit. The contingent role of market-supporting institutions", *Small Business Economics*, 57: 473-492. IF 2020: 3,555 (49/217, Management; 38/363, Economics).
5. Lucio Fuentelsaz, Juan P. Maícas y Javier Montero (2021). "Do you need to be risk-tolerant to become an entrepreneur? The importance of the reference point", *Entrepreneurship Research Journal*, forthcoming. IF 2020: 1,943 (130/153, Business).
6. 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).
7. Marta Ferrer, Pilar Latorre, Lucio Fuentelsaz (2021). "The European Research Landscape under the Horizon 2020 lenses. The interaction between Science Centers, Public Institutions and Industry", *The Journal of Technology Transfer* 46, 828-853. IF (Management, 2020): 5,783 (65/226).
8. Lucio Fuentelsaz, Elisabet Garrido, Juan P. Maícas (2020). "The effect of informal and formal institutions on foreign market entry selection and performance" *Journal of International Management*, 26(2). IF 2020: 4,645 (94/226, Management).
9. Lucio Fuentelsaz, Elisabet Garrido, Minerva González (2020), "Ownership in cross-border acquisitions and entry timing of the target firm", *Journal of World Business*, 55(2). IF 2020: 8,531 (23/153 Business).
10. Lucio Fuentelsaz, Consuelo González, Juan P. Maícas (2019), "Formal institutions and opportunity entrepreneurship. The contingent role of informal institutions", *BRQ Business Research Quarterly* 22(1): 5-24. IF 2019: 2,525 (109/226, Management).
11. Lucio Fuentelsaz, Juan P. Maícas y Javier Montero (2018), "Entrepreneurs and innovation: The contingent role of institutional factors", *International Small Business Journal*, 26(6), 686-711. IF 2017: 3,706 (47/217, Management).
12. Lucio Fuentelsaz, Jaime Gómez, Sergio Palomas (2016), "Interdependencies in the intrafirm diffusion of technological innovations: confronting the rational and social accounts of diffusion", *Research Policy*, 45(5): 951-963. IF 2016: 4,495 (16/194, Management).
13. Lucio Fuentelsaz, Elisabet Garrido, Juan P. Maícas (2015), "Incumbents, technological change and institutions: How the value of complementary resources varies across markets", *Strategic Management Journal*, 36: 1778-1801, IF 2013: 3,38 (21/192, Management).
14. Lucio Fuentelsaz, Consuelo González, Juan P. Maícas, Javier Montero (2015), "How different formal institutions affect opportunity and necessity entrepreneurship", *BRQ Business Research Quarterly* 18(4): 246-258. IF 2015: 0,857 (89/120, Business).
15. Lucio Fuentelsaz, Elisabet Garrido, Juan P. Maícas (2015), "A strategic approach to network value in network industries", *Journal of Management* 41(3): 864-892. IF 2015: 6,051 (4/192, Management; 3/120, Business, 1/79, Psychology, applied).
16. Lucio Fuentelsaz, Jaime Gómez, Sergio Palomas (2012), "Production technologies and financial performance: The effect of uneven diffusion among competitors", *Research Policy*, 41 (2): 401-413. IF 2012: 2,85 (30/172, Management; 3/55 Planning & Development).



17. Lucio Fuentelsaz, Juan Pablo Maícas, Yolanda Polo (2012), "Switching Costs, Network Effects and Competition in the European Mobile Telecommunications Industry", *Information Systems Research*, 23: 93-108. IF 2012: 2,01 (42/172, Management; 9/84, Information Science).
18. Cristina Bernad, Lucio Fuentelsaz, Jaime Gómez (2010), "The effects of mergers and acquisitions on productivity: an empirical application to Spanish banking", *Omega* 38 (5): 283-293 IF 2012: 3,47 (15/140, Management).
19. Lucio Fuentelsaz, Jaime Gómez, Sergio Palomas (2009), "The effects of new technologies on productivity: an intrafirm diffusion-based assessment", *Research Policy* 38 (7): 1172-1180. IF 2009: 2,26 (22/112, Management; 2/44, Planning & Development).
20. Lucio Fuentelsaz, Jaime Gómez (2006), "Multipoint competition, strategic similarity and entry into geographic markets", *Strategic Management Journal*, 27(5): 477-499. IF 2006: 2,63 (5/78, Management; 5/64, Business).
21. Lucio Fuentelsaz, Jaime Gómez, Yolanda Polo (2003), "Intrafirm diffusion of new technologies: an empirical application", *Research Policy*, 32(4): 533-551. IF 2003: 1,40 (17/67, Management; 3/39, Planning & Development).
22. Lucio Fuentelsaz, Jaime Gómez, Yolanda Polo (2002), "Followers' entry timing: Evidence from the Spanish banking sector after deregulation", *Strategic Management Journal*, 23 (3): 245-264. IF, 2013: 3,09 (2/65, Management; 2/54, Business).
23. Lucio Fuentelsaz, Jaime Gómez (2001), "Strategic and queue effects on entry in Spanish banking", *Journal of Economics and Management Strategy* 10(4): 529-563. IF: 2001: 0,682 (32/65, Management; 64/166, Economics).

Other publications in indexed journals such as Environment and Planning A, Telecommunications Policy, The Service Industries Journal, etc., and also in the main Spanish journals (*CEDE, Investigaciones Económicas, Revista de Economía Aplicada, Hacienda Pública Española* or *Universia Business Review*, among others).

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. Principal Investigator (with Sergio Palomas)
2. **2020**, Entrepreneurship through the lens of institutions and entrepreneurship quality. Entrepreneurship Chair, *Universidad de Zaragoza*.
3. **2018-2020**. "Firm strategy in dynamic environments: competition, innovation and entrepreneurship" (ECO2017-85451-R), *Spanish Ministry of Economy and Competiveness*, 39.930 euros, Principal Investigator (with Juan P. Maicas).
4. **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, Principal Investigator (with Juan P. Maicas).
5. **2011-2014**. "Innovation strategies and firm value creation", *Spanish Ministry of Science and Innovation*, 93,130 euros.
6. **2008-2011**. "Technology, strategy and performance in Spanish firms", *Spanish Ministry of Science and Technology*, 82,280 euros, Principal Investigator.
7. **2005-2008**. "Strategic similarity, multimarket contact and performance", *Spanish Ministry of Science and Technology*, 44.982 euros, Principal Investigator.
8. **2002-2005**. "Multimarket contact and rivalry in the Spanish banking system", *Spanish Ministry of Science and Technology*, 54.584 euros, Principal Investigator.

C.3. Contracts, technological or transfer merits

Several research contracts with companies and institutions. Among the most remarkable, mention should be made of those granted for the implementation of the GEM (since 2008) and GUESSS (since 2019) projects in the Autonomous Community of Aragon (Principal Investigator, with Consuelo



González), as well as with the *Fundación de Economía Aragonesa* or the Economic and Social Council of Aragón

C.4. Conference presentations

Regular participant in the following conferences

Academy of Management
EURAM
Spanish Academy of Management, ACEDE
International Research Workshop Based on GEM

C.5. Doctoral dissertations supervised

1. Jackson da Silva, September 12th (scheduled)
2. Minerva González, December 2019.
3. Pedro Mata, November 2018.
4. Javier Montero, May 2017.
5. Consuelo González. March 2015.
6. Elisabet Garrido. November, 2012. Best Dissertation Award, U. Zaragoza.
7. Sergio Palomas. Abril, 2010.
8. Cristina Bernad. November, 2007. Enrique Fuentes Quintana award to the best dissertation, Fundación de las Cajas de Ahorros (FUNCAS).
9. Juan Pablo Maícas. June, 2005. Best socio-economics dissertation award, Telefonica Chair, U. Zaragoza.
10. Jaime Gómez. September, 2000. Best Dissertation Award, U. Zaragoza.

C.6. Other merits

Professional activities

- Chairman *Global Entrepreneurship Monitor (GEM)* in the Autonomous Community of Aragón. Since 2008 (with Consuelo González)
- Chairman *Global University Entrepreneurial Spirit Students' Survey (GUESSS)* in the Autonomous Community of Aragón. Since 2018 (with Consuelo González).
- Principal Investigator, *LIDEERA* (Research Group funded by the Government of Aragón), since 2019.
- President (2013) and representative-at-large (2011-2012), CNEAI (Committee that assess the research of the Spanish Faculty -sexenios-).
- Expert, Spanish Ministry of Science of Innovation (Spanish Science Foundation), 2012, 2013, 2020, 2022.
- Referee for the Spanish National Evaluation and Foresight Agency. Since 2006.
- Director of the doctoral program in Management, U. Zaragoza, 2011-2021.
- President (2014-2016), vice-president (2012-2014) and Board Member (2010-2012, 2016-2018), Spanish Academy of Management, ACEDE (2010-2018).

Editorial work

- Editor, *BRQ Business Research Quarterly*, 01/2010-07/2014.
- Editor, *Applied Economic Analyses*, Since 06/2018
- Associate Editor *Revista de Economía Aplicada*, 09/2008-06/2018.
- Editorial board member, *BRQ Business Research Quarterly*, since 2016.
- Associate Editor, *Cuadernos de Economía y Dirección de la Empresa*, 2006-2010.
- Editorial board, *International Journal of Financial Innovation in Banking*. Since 2014
- Editorial board, *International Journal of Markets and Business Systems*. Since 2014.
- Ad-hoc reviewer: *Academy of Management Review*, *BRQ Business Research Quarterly*, *Entrepreneurship Research Journal*, *Environment and Planning A*, *European Journal of Management and Business Economics*, *Growth and Change*, *International Journal of Banking, Accounting and Finance*, *Journal of Business Research*, *Journal of Industrial Economics*, *Journal of International Business Studies*, *Journal of International Management*, *Journal of Management*, *Journal of Management Studies*, *Journal of Small Business and Enterprise Development*, *Journal of Small Business Management*, *M@n@gement Management Research*, *PLOS One*, *Portuguese*



Economic Journal, Research Policy, SERIEs, Small Business Economics, Spanish Economic Review, Telecommunications Policy.

(In Spanish) Academia-Revista Latinoamericana de Administración, Cuadernos Aragoneses de Economía, Cuadernos de Economía y Dirección de la Empresa, Investigaciones Económicas, Moneda y Crédito, Revista de Economía Aplicada, Revista de Economía Financiera, Revista Europea de Dirección y Economía de la Empresa, Revista Española de Investigación de Marketing, Universia Business Review.

Awards and honors

- Economic and Social Council of Aragon, Ángela López, award (10,000€), 2019.
- 2019. Spanish Academy of Management, Strategic Management division. Best paper award.
- 2018. Spanish Academy of Management, Best paper award (finalist). Also finalist in the International Management division.
- 2017. Spanish Academy of Management, Entrepreneurship division. Best paper award (finalist).
- 2014. Spanish Academy of Management, Best paper award (finalist).
- 2011. European Academy of Management, Strategic Management division. Best paper award (finalist).
- 2010. Spanish Academy of Management, Strategic Management division. Best paper award (finalist).
- 2009. Spanish Academy of Management, Best paper award (2nd position, 1,000€).
- 2007. Iberoamerican Academy of Management, Best paper award (finalist).
- 2002. Spanish Academy of Management, Best paper award (6,000€).
- 1999. Iberoamerican Academy of Management, Best paper award (honorary mention).

Seminars and invited presentations

Aston Business School, U. Autónoma de Barcelona, U. Castilla-La Mancha, U. Complutense de Madrid, ESADE, U. Islas Baleares, U. La Rioja, U. León, U. Murcia, U. Navarra, U. País Vasco, U. Politécnica de Valencia, U. Rey Juan Carlos, U. Salamanca, UIMP, U. Valencia, U. Valladolid, U. Vigo, U. Zaragoza, Texas A&M University.