

## Competitive selection for an academic teaching position participant's profile

Full name: **Freixanet Solervicens Juan**

Position held, part of regular rate of pay: **Assistant Professor, full-time**

Department: **Marketing**

Competition announcement date: **19.03.2015**

1. Name of present employer: Universitat Pompeu Fabra, Associate Professor.
2. Science degree (please indicate academic field): PhD in Business Administration
3. Academic title: -
4. Accumulated period of academia: 16 years.
5. Total number of published works: 21.
6. Research papers, learning and teaching materials, creative projects for the 5 last years or from the moment of the previous winning in competition:

№ п/ п	Name of work / paper	Manuscript / printed	Name of the publishing company, magazine (number, year) / copyright certificate number	Number of printed sheets or pages	Co-author's name
1	2	3	4	5	6
1.	Export promotion programs: Their impact on companies' internationalization performance and competitiveness	Printed	International Business Review, 21(6), 2012	21	-
2.	Insights into public export promotion programs in an emerging economy. The case of Malaysian SMEs	Printed	Evaluation and Program Planning, 46, 2014	8	Abu Ayob
3.	La evaluación del impacto de los programas de promoción de la internacionalización. Una aplicación al caso de las empresas de Cataluña.	Printed	Revista ICE, Tribuna de Economía, 854, 2010.	18	-
4.	Innovation and internationalization: relationship and implications for management and public policy.	Printed	International Journal of Entrepreneurial Knowledge – IJEK, Issue 2, Vol. 2, 2014.	19	-
5.	Entrepreneurship orientation in technology-related, service SMEs: key resource for internationalization.	Manuscript	INBAM Barcelona Conference, 2014.	29	Marquès, P., Amaral P.
6.	Internationalization for Service SMEs: Effects on Strategic Learning	Manuscript	Work in Progress, 2015	27	Marquès, P., Amaral P.

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Сведения, содержащиеся в п. 1-14 настоящей анкеты, публикуются на официальном сайте СПбГУ и представляются членам Ученого совета Факультета (Ученого совета СПбГУ) в соответствии с п. 3.3. Положения о конкурсе на замещение должностей профессорско-преподавательского состава СПбГУ от 06.07.2012

7.	Financial Barriers to Innovation.	Manuscript	14th EBES Conference – Barcelona, 2014.	21	Arimany, N., Nylund, P., Ferràs, X., Viardot E.
8.	The Impact of Export Promotion Programs in India.	Manuscript	Work in Progress, 2016 (expected)	20	Ghouse, S.
9.	Relationships between Innovation and Internationalization in SMEs: a Management and Public Policy analysis.	Manuscript	Work in Progress, 2015 (expected)	18	Galera, A.
10.	ARS Rei Case Study	Printed	UOC (Universitat Oberta de Catalunya), 2009	7	-
11.	Guitarras Manuel Rodríguez Case Study	Printed	UOC (Universitat Oberta de Catalunya), 2009	6	-
12.	Portbooker Case Study	Printed	UOC (Universitat Oberta de Catalunya), 2009	8	-
13.	Innovació i Creixement Econòmic	Printed	Diari Regio7, Sept. 2014	1	-
14.	Mercats Internacionals, camí per al creixement.	Printed	Diari Regio7, Sept. 2012	1	-

7. Major projects over the previous years (at your option):

№ п/п	Name of work / paper	Manuscript / printed	Name of the publishing company, magazine (number, year) / copyright certificate number	Number of printed sheets or pages	Co-author's name
1	2	3	4	5	6
1.	Finding and Managing Agents, Distributors and Other International Partners	Printed	Editorial Iniciativas Empresariales, 2013	68	-
2.	Strategic Pricing for the International Markets	Printed	Editorial Iniciativas Empresariales, 2012.	59	-
3.	International Marketing	Printed	Editorial AFD, 2001	87	-
4.	Comess Group Case Study	Printed	UOC (Universitat Oberta de Catalunya), 2009	6	-
5.	Promind SA Group Case Study	Printed	UOC (Universitat Oberta de Catalunya), 2008	7	-
6.	Cerveza Coronita Case Study	Printed	UOC (Universitat Oberta de Catalunya), 2008	7	A. Callau

8. Number of publications in data bases:

Russian Science Citation Index \_\_\_\_\_, Hirsch index \_\_\_\_\_

Web of Science \_\_\_\_\_2\_\_\_\_\_, Hirsch index \_\_\_\_\_1\_\_\_\_\_

Scopus \_\_\_\_\_3\_\_\_\_\_, Hirsch index \_\_\_\_\_

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9. Information on the Ph.D. students being supervised by you and passed Ph.D. defense

<b>Number of Ph.D. students / Doctoral students</b>	<b>Topic of Thesis research</b>	<b>Academic field</b>	<b>Date of Thesis defence</b>
<b>Ph.D. Thesis</b>			
Patricia Amaral	Entrepreneurship Orientation and Internationalization for Service SMEs	International Management	2015
<b>Doctoral Thesis</b>			
Adrià Sala	A SME Internationalization Plan	International Management	3/6/2013
Alexa Anglès	Potential of the Tarragona Port in the Trade with China	International Trade	8/3/2013
Oriol Orive	Clind – Outward Approach	International Management	7/3/2013
Sandra Alonso	The Internationalization Process of Bershka in South Korea	International Trade	7/9/2012
Ignasi Costa	Study for the Import Procedures for a Textile Product	International Trade	6/9/2012
Laura Ros	The International Expansion of Homo Naturals	International Trade	7/3/2013

10. Participation in research projects, programs and grants the 5 last years or from the moment of the previous winning in competition:

I have been, and I am currently participating in various research projects. Investigating the impact of Export Promotion Programs with a professor from Malaysia (Dr. Abu Anif), and another from India (Dr. Suhail Ghouse), and resulting in several papers.

Then regarding the relationship between Innovation and Internationalization Performance. I have been doing this research with different professors from Spain, and with Dr. Petra Niylun from Sweden.

I have also had the opportunity to participate in different EU funded research programs. Mainly the following: Program INTERREG: research project regarding the creation of transnational entrepreneurship support instruments, such as business incubators.

Program LEADERII: Program aimed at supporting the development of rural areas. Including the diagnosis of the economic structure of the areas, together with proposal of instruments, such as entrepreneurship training programs, revitalization of the existing business network...

Applying the Norm AFNOR (Association Française de Normalisation) to SME incubators located in Spain.

11. Expert activities (which includes membership in Dissertation Council, Expert Council of the State Commission for Academic Degrees and Titles, scientific councils of Russian Academy of Sciences and etc.:

I have had the opportunity to be member of different Dissertation Councils. Namely, in the UDG (Universitat de Girona), and in ESCI – UPF (Universitat Pompeu Fabra).

Also, I have participated in the Commission for the definition of contents, belonging to the UOC (Universitat Oberta de Catalunya), the largest internet university worldwide.

12. Membership in scientific review editorial boards, organizing committees of international conferences:

I have collaborated with the scientific review editorial boards of different high-impact international Web of Science journals. Mainly with IBR (International Business Review), EPC (Environment and Planning

C: Government and Policy) and JWB (Journal of World Business) journals, as well as with Rubriq journal reviewing website.

Participation in different conferences: International Network of Business and Management Journals (INBAM) Conference (Barcelona), EBES Conference (Barcelona), “System Modeling of the Social and Economic Processes” in Sochi (Russia).

13. Honorary academic degrees, international, state, academic or other prizes, winnings in international competitions and All-Russian competitions:

I obtained the highest academic distinction for my thesis dissertation: Sobresaliente Cum-Laude.

I have recently been awarded with the Accreditation as PhD Lecturer by ANECA, the National Agency for Quality Assessment and Accreditation for Professors and Universities of Spain.

14. Other information on educational and research or creative activities (at your option)

Visiting Professor in Moscow State University (MSU).

Experience of teaching during 15 years both in undergraduate and Master programs (M.B.A., Master in International Business, Master in Logistics...).

Large consulting experience with more than 100 companies from different industries, in international business (market selection, exports, entry forms, marketing-mix adaptation...).