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RELEVANT ACADEMIC POSITIONS

2019 - present	Fox School of Business, Temple University Position: Assistant Professor (Tenure track) at the Department of Strategic Management	US
2015 - 2019	IESE Business School Position: Assistant Professor (Tenure track) at the Entrepreneurship Department	Spain
2014 - 2015	Copenhagen Business School Position: Postdoc and Research Assistant at the Department of Innovation and Organizational Economics	Denmark

RELEVANT ACADEMIC BACKGROUND

2010 - 2014	Copenhagen Business School PhD in Technological Innovation, Entrepreneurship and Strategy Dissertation: <i>Four Essays on Technology Licensing and Firm Innovation</i>	Denmark
2009 - 2010	University of Cambridge, Judge Business School Master of Philosophy (MPhil) in Innovation, Strategy and Organization Research Topic: <i>Clusters and Competitiveness: A Study about the Nature of the Interfirm Relationships within the Silicon Fen</i>	UK
2002 – 2006	University Center of Para- CESUPA Undergraduate in Business Administration with Specialization in International Business	Brazil

RESEARCH INTERESTS

Management of Innovation and Technology, Corporate Entrepreneurship, Innovation Strategy, Markets for Technology, Financial Analysts and Firm Behavior, Appropriability, IP Rights, Organizational Learning, Mergers and Acquisitions, Technological Competition, University Innovation, Patenting Strategy

PUBLICATIONS

Minbaeva, D., Muratbekova-Touron, M., Nayır, D., Moreira, S. (2020). Individual Responses to Competing Institutional Logics in Emerging Markets. *International Business Review*. doi.org/10.1016/j.ibusrev.2020.101778

Moreira, S., Klueter, T & Tasseli, S. (2020). When Licensing New Tech Is Better Than Building It In-House. *Harvard Business Review (online)*, June 30.

Moreira, S., & Soares, T., (2020). Academic Spill-ins or Spill-outs? Examining Knowledge Spillovers of University Patents. *Industrial and Corporate Change*. doi.org/10.1093/icc/dtaa011

Moreira, S., Klueter., T & Tasseli., S (2020). Competition, Technology Licensing-in and Innovation. *Organization Science*. 31(4), 1012-1036. doi.org/10.1287/orsc.2019.1337

Moreira, S., & Tae., J (2019). The effect of industry leaders' exploratory innovation on competitor performance. *Industry and Innovation*. doi.org/10.1080/13662716.2019.1593111

Moreira, S., Cabaleiro, G & Reichstein, T (2018). Licensing Decision: A Rent Dissipation Lens Applied to Product Market Competition, Openness to External Knowledge and Exogenous Sunk Costs. *Industrial and Corporate Change*. doi.org/10.1093/icc/dty036

Moreira, S., Markus, A & Laursen, K (2018). Knowledge Diversity and Coordination: The Effect of Intrafirm Inventor Task Networks on Absorption Speed. *Strategic Management Journal*. 39: 2517–2546. doi.org/10.1002/smj.2914

Laursen, K., Moreira, S., Reichstein, T., & Leone, M. I (2017). Evading the Boomerang Effect: Using the Grant-Back Clause to Further Generative Appropriability from Technology Licensing Deals. *Organization Science*. 28(3), 514-530. doi.org/10.1287/orsc.2017.1130

Colombo, M., Moreira, S., & Rabiosi, L (2016). Learning-By-Being-Acquired: Post-Acquisition R&D Team Reorganization and Knowledge Transfer. *Academy of Management Best Paper Proceedings*. 2016:1 17359. doi.org/10.5465/AMBPP.2016.175

PRACTITIONER-ORIENTED PUBLICATIONS

Moreira, S., Klueter., T (2021). Don't Keep It All for Yourself; Let Them Work on It: A Dynamic Perspective to Appropriability and R&D Strategy. *Management Business Review*, forthcoming

Moreira, S. Mudambi, R. Carleton & M. Fare, T (2020). Letter to the Journal: The COVID-19 Innovation Race, a Case Study. *Journal of Precision Medicine*. (online), December.

Mudambi, R. Moreira, S. Carleton & M. Fare, T (2020). Majors, Organizational Legitimacy and Rents from Blockbuster Innovation in the Biopharma Industry. *Journal of Precision Medicine*. (online), March.

Moreira, S (2018). How to Hook Knowledge When Angling for Innovation: Learning Through Licensing. *IESE Insight*, No. 36, First Quarter, pp 29 – 35. Distributed by *Harvard Business Publishing*

CASES

Moreira, S., Sreenivas., Mudambi, R (2020). La Colombe Coffee – The tangible and intangible elements of brand identity in a high margin service business. *Ivey Publishing*
-Status: Revise & Resubmit

Klueter., T., Mirabile, J & Moreira, S. (2021). Using Technology Licensing to Explore New Opportunities: The Case of United Safety & Survivability Corporation.
- Status: Preparing for Submission

CONFERENCES AND WORKSHOP PRESENTATIONS

- Strategic Management Society Main (virtual) Conference (2020)
- Strategic Management Society Meeting, Sao Paulo (2018)
- Copenhagen Conference on Innovation and Entrepreneurship, Copenhagen - DK (2014)
- Strategy, Entrepreneurship & Innovation Doctoral Consortium, London - UK (2013)
- Consortium for Competitiveness and Cooperation, Maryland - US (2012)
- Academy of Management Conference (2012, 2013, 2014, 2015, 2016, 2018, 2019, 2020)
- Druid Conference (2012, 2013, 2014, 2015, 2016, 2017)
- Druid winter PhD Conference (2011, 2012 and 2013)

AWARDS & HONORS

- Fox School's 2020 Excellence in Practice Research Award, 2020
- Finalist for the Knowledge & Innovation Interest Group Best Proposal Award, *SMS Main Conference*, 2020
- Finalist for the FIU Best Conference Paper Prize, *SMS Sao Paulo Special Conference*, 2018
- Outstanding Contribution in Reviewing, *Research Policy*, 2017
- Best paper proceedings, TIM Division at the *Academy of Management Conference*, 2016
- Best Paper Nominee, 13th *European Academy of Management (EURAM) Conference*, 2013

CURRENT DISSERTATION COMMITTEES

- Soni Jha, Fox School of Business - Committee Member
- Charlotte Jacobs, Fox School of Business - Committee Member
- Atilla Onuklu, Fox School of Business - Committee Member
- Hwansung Ju, Fox School of Business - Committee Member
- Vyas Sreenivas, Fox School of Business - Committee Member
- Clinton Ofoedu, IESE Business School - Committee Member

TEACHING EXPERIENCE

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|----------------|---|
| 2020 – Present | Fox School of Business (Bogota, CO), Fundamentals of Entrepreneurial Management, <i>Executive MBA</i> |
| 2020 - Present | Fox School of Business (Philadelphia, US), Theoretical Foundations of Entrepreneurship, <i>PhD</i> |

2020 - Present	Fox School of Business (Philadelphia, US), Global Business Policies, <i>Undergraduate</i>
2019	IESE Business School (Barcelona, Spain), Entrepreneurship, <i>In Company Program: Mylan Pharmaceuticals</i>
2018	IESE Business School (Barcelona, Spain), Entrepreneurship, <i>In Company Program: Enterprise Ireland</i>
2018	IESE Business School (Barcelona, Spain), Innovation and Entrepreneurship, <i>Advanced Management Program (AMP) – Africa</i>
2018 - 2019	IESE Business School (Barcelona, Spain), Topics in Applied Econometrics, <i>PhD</i>
2017	IESE Business School (Barcelona, Spain), Entrepreneurship, <i>In Company Program: SICRED</i>
2017	University of Cyprus (Nicosia, Cyprus), Innovation and External Knowledge, <i>Master of Business Economics (MBE)</i>
2017	IESE Business School (Barcelona, Spain), Business Plan, <i>Executive MBA</i>
2017 - 2019	IESE Business School (Barcelona, Spain), Fundamentals of Entrepreneurial Management, <i>Full time MBA</i>
2015 - 2019	IESE Business School (Barcelona, Spain), Fundamentals of Entrepreneurial Management, <i>Executive MBA</i>
2015 - 2019	IESE Business School (Barcelona, Spain), Fundamentals of Entrepreneurial Management, <i>PMD (Program for Management Development)</i>
2015	Bath University (Bath, UK), Entrepreneurship, <i>Master's in International Management (MSc)</i>
2015	Bath University (Bath, UK), Entrepreneurship, <i>Undergraduate in Business Management</i>
2015	Bath University (Bath, UK), Supervision of Master Thesis in Entrepreneurship and Innovation
2014	Universidad EAN (Bogota, CO), Innovation and Strategic Management, <i>Undergraduate in Management</i>
2012 - 2013	Copenhagen Business School (Copenhagen, Denmark), Quantitative Business Research, <i>Master in Innovation (MSc)</i>
2011	Copenhagen Business School (Copenhagen, Denmark), Supervision of Master Final Project in Agribusiness and Innovation
2008 - 2009	CESUPA (Belem, Brazil), Strategic Management, <i>Undergraduate in Business Management</i>

- 2008 - 2009 UNAMA (Belem, Brazil), Strategic Management and International Business, *Undergraduate in Management*
- 2007 - 2009 ESAMAZ (Belem, Brazil), Strategic Planning, *Undergraduate in Business Management*
- 2008 - 2009 ESTRATEGO (Belem, Brazil), International Logistics and Global Supply Chain, *Executive MBA*

GRANTS & SCHOLARSHIPS

- 2019 Big Ideas Competition in Healthcare and Biopharma Industry, \$10,000
- 2010 PhD Scholarship, Copenhagen Business School (University Composition Fee at overseas rate + Living stipend)
- 2009 Chevening Scholarship, University of Cambridge (University Composition Fee at overseas rate + College Fee + Living stipend)
- 2007 Master's studentship, UNAMA (University Fees)

ACADEMIC ACTIVITIES

- 2016 Teaching using Case Method, Harvard University, US (Took place at SDA Bocconi School of Management)
- 2013 Strategy, Entrepreneurship & Innovation (SEI) Doctoral Consortium. Imperial College London, UK
- 2102 Consortium for Cooperation and Competition (CCC) - Nineteenth Annual Colloquium for Doctoral Student Research. Robert H. Smith School of Business, University of Maryland, US
- 2012 Networks and Innovation Training Program, Imperial College London, London, UK
- 2011 SCANCOR PhD Workshop on Institutional Analysis coordinated by Stanford University, US (Took place at University of Mannheim)

VISITING POSITIONS

- 2017 Visiting professor – MBE course on Innovation and External Knowledge (24 hours) *University of Cyprus, Nicosia*
- 2014 Visiting professor - summer course on *Innovation and Strategic Management* (27 hours). *Universidad EAN, Bogota*

REVIEWING EXPERIENCE

Ad hoc reviewer for the Strategic Management Journal; Academy of Management Journal; Research Policy; Journal of International Business Studies; Journal of Management Studies; Industry and Innovation; Journal of Business Ethics; Industrial and Corporate Change; Academy of Management STR and TIM divisions; SMS Conferences; European Academy of Management (EURAM) and Druid Conference

PROFESSIONAL AFFILIATIONS AND MEMBERSHIPS

- Member of the Academy of Management (AOM): Technology & Innovation Management; Strategic Management and Research Methods
- Member of the Strategic Management Society (SMS)
- Member for life at Robinson College, University of Cambridge
- Alumni of the Consortium for Competitiveness and Cooperation (CCC)

INDUSTRY EXPERIENCE

2016 - 2019	Member of the Business Plans Evaluation Committee at IESE's Business Angels and Family Offices Network	Spain
2015	Novo Nordisk, External Consultant in HR Analytics	Denmark
2015	Royal Dutch Shell, External Consultant in HR Analytics	Denmark/Netherlands
2004 - 2007	Amazon Trading Company, Co-founder Sector: Trading and International Business	Brazil
2003 - 2005	Siderurgical Company of Para, Logistics Internship Sector: Steel/Iron	Brazil
2002 - 2003	International Business Center of Para, Internship Sector: Consulting	Brazil

SKILLS

Computer Software: STATA

Language Skills: Portuguese (Native), English (Fluent), Spanish (Intermediate)

PERSONAL DATA

Nationality: Brazilian

Civil Status: Married with one child

Place & Date of Birth: Belem, Brazil

Hobbies: Wine Tasting, Cooking, Playing Chess, Fishing

