

Christian Felzensztein, PhD

Professor/Reh Family Endowed Chair in Entrepreneurial Leadership

Co-Director, Reh Center for Entrepreneurship

Clarkson University, New York, USA

cfelzens@clarkson.edu

Professor Felzensztein holds the Reh Family Endowed Chair in Entrepreneurial Leadership at Clarkson University, New York. He is entrepreneurial and internationally minded with 20+ years of business, visionary strategic leadership, research and consultancy experience on four continents; including building and leading entrepreneurship centers, international strategic partnerships and engagement; work with startups and top-ranked universities around the world.

His research and consultancy is multidisciplinary with practical impact for managers and policy makers. He has 70+ publications in leading entrepreneurship & strategy journals, more than 2,600 citations, h-index 26+ and ranked among leading scholars on entrepreneurship in Latin America as well as in the field of cooperative strategy. He had external research funding in excess of \$2.5 million from diverse organizations. He was the Chair of the McGill University International Entrepreneurship Conference, the Global Entrepreneurship Conference in London and Associate Editor of Industrial Marketing Management.

Felzensztein's experience includes work with private business schools in Europe and the USA, as well as visiting positions at global research universities in Australia, Canada and Latin America. Additionally, he was Dean's Chair in Strategy at Massey University in New Zealand leading new international strategic partnerships and research; Founding-director of the Global Entrepreneurship Development Centre at Kingston University in London UK; Founder-director of the Research Center for International Competitiveness and Director of a Graduate School of Business. He was founder-director of two consultancy firms in Latin America and Europe.

Education

2005 Ph.D. International Marketing/Entrepreneurship, University of Strathclyde, UK (AACSB, AMBA, EQUIS)
2002 M.Sc. in International Marketing/Business (*with Distinction*), University of Strathclyde, Glasgow UK
2001 MBA, Universidad Austral, Chile
2000 PgD Economic Development & Entrepreneurship, Weitz Center for Development Studies, Rehovot, Israel
1999 BSc Business & Economics (*Cum Laude*), Universidad Austral, Chile

Executive education & training

2022 Entrepreneurship Education, University of Notre Dame and University of Tampa, USA
2021 Executive Leadership Programme, University of Oxford, UK
2010 GCPCL, Harvard Business School, USA
2010 International Entrepreneurship, University of Colorado, Denver, USA

International Work Experience

Clarkson University, New York, USA

August 2021 – *Professor/Reh Family Endowed Chair in Entrepreneurial Leadership*

Co-Director, Reh Center for Entrepreneurship

Leads entrepreneurship programs, develops executive education & collaborates internationally in the study of entrepreneurship, tech innovation and strategy.

As Endowed Chair and Co-Director of the Reh Center for Entrepreneurship, contributes across the institution to create an active entrepreneurship and innovation ecosystem involving diverse stakeholders. This includes collaboration with the Schools of Sciences, Engineering, Shipley Center for Innovation, IGNITE and Business Incubators.

We rank among the best entrepreneurship programs in the U.S. News & World Report 2023.

Service:

Chair, Search Committee for the Reh Professorship on Entrepreneurship

Inter-disciplinary Research Advisory Committee at the University level

Editor, Entrepreneurial Leadership@Clarkson Newsletter

Executive Doctorate in Business Administration (EDBA) program – proposal

PhD thesis committee on international entrepreneurship, EGADE Tec de Monterrey, Mexico

Teaching:

Designing & Leading New Ventures; Creativity & Innovation; Commercialization of Innovation.

MBA Entrepreneurship & New Venture Creation

EDEM Business School, Spain & International University of Monaco (ranked top-30 at The Economist)

2020 – 2021 *Professor of Entrepreneurship & Strategy*

New curriculum development and Assurance of Learning for AACSB accreditation; On-line & off-line teaching for EU and international students; Partnerships with the entrepreneurial ecosystems and technology-based start-ups

Loughborough University, UK – *Associate:* business research group & entrepreneurship in the 21st century

Stein Global Consulting – *Founder CEO - helping start-ups to grow globally, stronger and sustainable in uncertain environments during the COVID pandemic.*

Massey University, New Zealand

March 2017 – Dec 2019 *Dean's Chair in Strategy*

Leadership role for improving multi-disciplinary research and international strategic engagement

Key achievements:

1) Articulated a diverse research team, increased the quality & impact of research resulting in a *World-Class* status;

2) Developed new international strategic partnerships with top-ranked universities in Latin America

Service:

Education New Zealand delegate for Latin American strategic alliances; Multidisciplinary work with Science & Humanities; Collaboration with the University of Waterloo in Canada for building a new entrepreneurship ecosystem.

Teaching & PhD Supervision:

Master of Management: 1) Strategic Management, 2) Current issues in Business; Re-design of MBA; PhD supervision

Kingston University, London, UK

2015- Dec 2016 *Director, Global Entrepreneurship Centre / Professor of International Entrepreneurship*

I led the strategy, outreach and global partnerships for the new Global Entrepreneurship Center. We achieved international recognition for our entrepreneurship research, teaching and outreach.

ESSEC Business School, Paris, France

2015 *Visiting Professor*

Teaching and researching international strategy, Master in Management (ranked 3er globally by the Financial Times)
International connections and strategic partnership for ESSEC in Latin America

Universidad Adolfo Ibáñez (UAI), Chile

Top-ranked private University; No1 position in the Latin American Business School Rankings; UCLA partner in the USA
2008 – Dec 2015 **Director & Professor, Research Centre for International Competitiveness**

During 8 years, I led a multidisciplinary research team - including work with colleagues from Humanities, Social Sciences and the School of Government.

Developed international strategic partnerships with key foreign partners, government officials and the business community; and secured USD\$ 2Million external funding

Director, PhD in Management (2012-2014): Led doctoral students, faculty and the international re-positioning of the program. Strategic partnerships with top-ranked universities from the USA, Canada, New Zealand and Australia. Our PhD graduates are now successful scholars in Latin America and beyond.

PhD supervisor:

7 students from Chile, Finland, Germany, Dominican Republic and Peru.

External PhD supervisor: Deusto Business School (Spain), Hanken Business School (Finland), Andes (Colombia).

External examiner: University of Auckland, New Zealand

Service:

Research performance committee, including the development of new research policies; links with HEC Montreal, Canada; Chair, faculty recruitment committee; contribution to the AACSB & EQUIS accreditation

Teaching:

MBAs & MSc: International Marketing Strategy & Strategic Management

Universidad Austral, Chile

2005 - 2008 **Director, Graduate Business School**

I led this unit across three campuses. This included leading a diverse faculty, staff and development of new postgraduate programs. We re-designed MBA and new in-company programs in close collaboration with the industry.

Head of International Relations: Led new strategic alliances in France, Germany & the UK

University of Strathclyde, Glasgow, UK

2005-2010 Honorary Research Fellow

2001-2005 *Researcher & Lecturer*, MSc. in International Marketing & Master in International Management

Research on industry clusters and entrepreneurship with the Scottish Development Agency.

Short-term visiting & invited talks

2020 HEC Paris in Qatar & University of Applied Sciences, Genève, Switzerland (July)

2019 Global MBA, INCAE Business School, Costa Rica (July)

2018 Executive MBA Universidad Javeriana, Colombia (July)

2016 King's College London, UK (July)

2015 Center Emerging Markets, Linnaeus University, Sweden (*Honorary Professor*)

Executive MBA, Universidad EAFIT, Colombia (Nov)

2014 Stanford University, USA (Sep)

2013 University of Adelaide, Australia (Jan)

2012 MBA, University of West Indies, Trinidad and Tobago (July)

2011 HEC Montreal & McGill University, Canada (Oct)

2010 Rotterdam School of Management, Holland (Oct)

2008 Universities of Waikato & Otago, New Zealand (Dec)

2007 BI School of Management, Norway (April)

2006 MBA, Universidad del Rosario, Colombia (Jan)

2004 MBA, Soochow University, Taipei, Taiwan (Jan)

Editorial activities

Associate Editor: Industrial Marketing Management (2012-2017), Journal of Global Entrepreneurship (2017-2022)

Guest Editor: Journal of International Entrepreneurship: *Internationalization from Emerging Economies*;

Industrial Marketing Management: *Economic Geography and Business Networks*

Academia: *International Entrepreneurship in Latin America*

Regular Reviewer: Journal of Management Studies, Journal of Small Business Management,

Journal of Business & Industrial Marketing, Journal of Business Research, International Journal of Entrepreneurial

Behaviour & Research, Industrial Marketing Management, BABSON Entrepreneurship Research Conference (2022)

Expert on industry clusters and entrepreneurship: Social Sciences Research Council (SSRC), Canada (2022 -)

Chair: McGill University International Entrepreneurship Conference 2014

Global Entrepreneurship Conference 2016, London, UK

Track Chair: Academy of International Business (2016); Strategic Management Society (2015-2016); BALAS -

Business Association of Latin American Studies (2011-2012-2023); European Marketing Conference EMAC (2004)

Executive Board: BALAS - Business Association of Latin American Studies (2015-2022)

Research: External Grants – over USD\$2.5 Million

1. Collaborator, “Indigenous entrepreneurship”, *Social Sciences Research Council, Canada* (2022-2023)
2. Collaborator, “Technology-based entrepreneurship in Spain” *Regional Government, Spain* (2020-2021)
3. “Indigenous entrepreneurship in the southern hemisphere”, *Massey University, New Zealand* (2017-2018) \$15,000
4. “Entrepreneurship and cooperation in regional SMEs”, *Conicyt Research Council, Chile* (2016-2018) US\$180,000
5. Institutional director, “Internationalization by innovative technology”, *Erasmus+ EU Grant* (2016) 1Mill Euros
Cooperation among Israeli and EU partners on internationalization of on-line entrepreneurship education
6. Collaborator, “The future of manufacturing Born Globals” *EU Eurofound*, 1/2 Euros (2015-2016)
7. Director, “Centre for International Competitiveness”, *Conicyt Research Council Chile* (2012-2015) US\$1mill
8. Director, “Internationalization of regional clusters” (2012-2013) *Fondecyt Chile* US\$ 280,000
9. Director, “Innovation and entrepreneurship in regional clusters” *Conicyt & World Bank* (2008-2011) US\$1mill
10. Co-Principal investigator, “Born Global and Micro-multinationals” (2010-2012) *Fondecyt Chile* US\$ 250,000
11. Co-Principal investigator “Market-based value adding of salmon” *Research Council of Norway*, US\$1/2mill
12. “Regional clusters, social networks and entrepreneurship” (2006-2008) *Fondecyt Chile* US\$ 100,000
13. “Regional clusters for SMEs marketing activities”, *Carnegie Trust, Scotland* (2003) US\$ 25,000

Consultancy and Keynote

2020 Keynote, De-globalization of business activity during COVID-19 pandemic, *Global Entrepreneurship Week*

2020 Founder CEO, Stein Global Consulting: helping start-ups to grow globally and sustainable during crisis

2019 Policy report on indigenous entrepreneurship, Ministry of Social Development, New Zealand

2018 Keynote, Pacific Alliance Regional Forum, Bogotá, Colombia

2017 Keynote, indigenous entrepreneurship conference - partnership with the New Zealand Embassy

2017 Wine Business strategy, Board Members, Wellington, New Zealand

2016 Expert work on SMEs internationalisation for the European Parliament, Brussels

2016 Keynote, Higher Education Entrepreneurship Group, Kingston University, London, UK

2012 Keynote, International Wine Business Conference, Mendoza, Argentina

2011 Industry clusters development policies for Latin America and the Caribbean, Trinidad and Tobago

2009 Advisor on Country Branding, ProChile, Government of Chile

2008-2011 Advisory board member, Conicyt Research Council, Chile

2005 International strategy, RH MultiFeeder/salmon industry, Norway

2002 International strategy, Scottish Opera UK

1999-2000 Business and diversification strategy for ESTRATEGIA Business Group, Latin America

2000 Founder CEO, Stein Business Center, consultancy firm, Israel

Research: 2,600+ citations; h-index 26; i10-index 43

Journal Articles

70+ including *Entrepreneurship Theory and Practice*, *Long Range Planning*, *Journal of Strategic Marketing*, *Journal of Small Business Management* & *Journal of Business Research*, among others.

Felzensztein, C., Dana, L.P., Barroso, F (2023) “Informal Entrepreneurship under Poverty: The role of family support”, *work in progress for Entrepreneurship Theory and Practice*

Crick, J., Crick, D., Felzensztein, C., *et al.*, (2023) “Export-oriented *coopetition* activities: a multi-country study” *work in progress for Journal of International Business Studies*

Segui, E., Felzensztein, C. *et al.*, (2023) “Growth and management priorities of entrepreneurial engineering start-ups”, *work in progress for Journal of Business Venturing*

Felzensztein, C., Tretiakov, A., Velez, J. (2023) “*Parentalistic* leadership and crisis responses by small entrepreneurial firms” *under review, Journal of Business Research*

Felzensztein, C., Tretiakov, A, Ostos, J. (2023) “Indigenous entrepreneurship and regulation theory” *under review, Journal of Business Research*

Xu, R. and Felzensztein, C. (2023) “Inter-firm *coopetition* and innovation in industrial clusters: The role of institutional support” *under review, Journal of Business and Industrial Marketing*

Felzensztein, C. and Tretiakov, A. (2023) “Space, cyberspace, and small ventures in the COVID-19 pandemic” *under review International Journal of Entrepreneurial Behaviour & Research*

Felzensztein, C., Crick, D., Gonzalez, M, Jurado, T., Etchebarne, M. (2022) “Capabilities and the internationalisation of smaller-sized, service-oriented firms in the southern hemisphere”, *Journal of Strategic Marketing*, 30:6, 533-561

Mika, J., Felzensztein, C., Tretiakov, A., Macpherson, W. (2022) "Indigenous entrepreneurial ecosystems in the south", *Journal of Management & Organization*, 1-19. doi:10.1017/jmo.2022.15

Felzensztein, C., Saridakis, G., Idris, B., Elizondo, G. (2021) “Do economic freedom, business experience, and firm size affect internationalization speed? Evidence from small firms in Chile, Colombia, and Peru” *Journal of International Entrepreneurship*, <https://doi.org/10.1007/s10843-021-00303-w>

Felzensztein, C. and Gimmon, E. (2021), "Facilitating entrepreneurship in the failing Cuban economic model?", *Journal of Entrepreneurship in Emerging Economies*, <https://doi.org/10.1108/JEEE-04-2021-0161>

Gimmon, E. and Felzensztein, C. (2021) “The emergence of family entrepreneurship in the transition economy of Cuba”, *International Journal of Emerging Economies*, <https://doi.org/10.1108/IJOEM-09-2020-1099>

Macpherson, W., Tretiakov, A., Mika, J., Felzensztein, C. (2021) “Indigenous entrepreneurship: Insights from Chile and New Zealand”, *Journal of Business Research*, 127, 77–84

Tretiakov, A., Felzensztein, C. Mika, J. and Mcpherson, W. (2020) “Family, community and globalization: entrepreneurs as n-cultural”, *Cross Cultural & Strategic Management*, 1-22

Pino, C., Felzensztein, C., Chetty, S. (2019) “Institutional knowledge in Latin American SMEs”, *Journal of Small Business Management*, <https://doi.org/10.1111/jsbm.12518>

Brache, J. and Felzensztein, C. (2019) “Exporting firm's engagement with trade associations”, *International Business Review*, 28(1), 25

Felzensztein, C. Deans, K. and Dana, L. (2019) “Small firms in regional clusters: Local networks for internationalization in the southern hemisphere”, *Journal of Small Business Management*, 57(2), 496-516

- Brache, J. and Felzensztein, C. (2019) "Geographical co-location and SME's export performance", *Journal of Business Research*, Vol. 105, 310-321
- Felzensztein, C. and Fuerst, S. (2018) "Entrepreneurship and SMEs internationalization in Latin America", *Academia*, 31(4), 626-632
- Felzensztein, C. Gimmon, E., Deans, K. (2018) "Coopetition in regional clusters: Keep calm and expect unexpected changes" *Industrial Marketing Management*, 69, 116-124
- Nicholson, J., Gimmon, E., & Felzensztein, C. (2017) "Economic geography and business networks: Creating a dialogue between disciplines", *Industrial Marketing Management*. 61, 4-9
- Geldes, C., Felzensztein, C., Palacios, J. (2017) "Technological and non-technological innovations for propensity to innovate: The case of an emerging economy", *Industrial Marketing Management*. 61, 55-66
- Geldes, C. Heredia, J and Felzensztein, C. (2017) "Proximity as determinant of business cooperation for technological and non-technological innovations" *Journal of Business and Industrial Marketing*, 32, 167-178
- Pino, C., Felzensztein, C. Zwerg, Arias, L. (2016) "Non-technological innovations: Market performance of exporting firms in South America", *Journal of Business Research* 69, pp. 4385–4393
- Felzensztein, C. (2016) "International entrepreneurship in and from emerging economies" *Journal of International Entrepreneurship*, Vol 14, No1, pp. 5-7
- Amoros, Etchebarne, Torres, Felzensztein, C. (2016) "International entrepreneurial firms in Chile", *Journal of Business Research*, Vol 69, Issue 6, pp. 2052-2060
- Felzensztein, C., Ciravegna, L., Robson, P., Amorós, E (2015). "The international strategy of Latin American SMEs: the effects of networks and entrepreneurship orientation", *Journal of Small Business Management*, 53, S1, p. 145–160
- Little, C., Felzensztein, C., Gimmon, E., Muñoz, P. (2015) "The business management of the salmon farming industry", *Marine Policy*, Vol. 54, pp. 108–117
- Geldes, C., Felzensztein, C., Turkina, E., Durand, A. (2015) "How does proximity affect marketing cooperation? A study of clusters in emerging economies", *Journal of Business Research*, Vol. 68, Issue 2, pp. 263–272
- Felzensztein, C., Stringer, C., Benson-Rea, M., Freeman, S. (2014) "International Marketing Strategies in Industrial Clusters: insights from the southern hemisphere", *Journal of Business Research*, Vol. 67, Issue 5, pp 837-846
- Dimitratos, P., Amoros, E., Etchebarne, S., Felzensztein, C., (2014) "Micro Multinational or Not? The Effects of International Entrepreneurship, Networking and Learning", *Journal of Business Research*, Vol. 67, Issue 5, 908–915
- Felzensztein, C. and Gimmon, E. (2014) "Competitive advantage in global markets", *European Business Review*, special issue on Sustainability, Vol. 26, Issue 6, pp. 568 – 587
- Felzensztein, C. Brodt, S., Gimmon, E. (2014) "Do Strategic Marketing and Social Capital Really Matter in Regional Clusters?", *Journal of Business Research*, Vol. 67, Issue 4, pp. 498-507
- Felzensztein, C. Gimmon, E. and Aqueveque, C. (2013) "Entrepreneurship at the Periphery: Exploring Framework Conditions in Core and Peripheral Locations", *Entrepreneurship Theory and Practice*, Vol. 37: 4, pp 815-835
- Amoros, E., Felzensztein, C., Gimmon, E. (2013) "Entrepreneurial Opportunities in Peripheral vs. Core Regions in Chile", *Small Business Economics*, Vol 40: 1, pp 119-139
- Felzensztein, C., & Deans, K. R. (2013) "Marketing practices in wine clusters: Insights from Chile", *Journal of Business and Industrial Marketing*, 28(4), 357-367.

Felzensztein, C., Gimmon, E., & Aqueveque, C. (2012) “Clusters or un-clustered industries? Where inter-firm marketing cooperation matters”, *Journal of Business and Industrial Marketing*, 27(5), 392-402

Felzensztein, C., & Gimmon, E. (2012) “Regional entrepreneurship: What can we learn from the periphery?” *International Journal of Entrepreneurship and Small Business*, 15(3), 362-375

Amorós, J., Etchebarne, S., Felzensztein, C. (2012) “International Entrepreneurship in Latin America”, *ESIC Market Economic and Business Journal*, Vol. 43: 3, 513-529

Felzensztein, C., Gimmon, E. and Carter, S. (2010) “Geographical Co-location, Social Networks and Inter-Firm Marketing Cooperation: The Case of the Salmon Industry”, *Long Range Planning*, Vol. 43, 5-6, pp. 675-690

Felzensztein, C., Huemer, L., & Gimmon, E. (2010) “The effects of co-location on marketing externalities in the salmon-farming industry”, *Journal of Business and Industrial Marketing*, 25(1), 73-82

Felzensztein, C. and Gimmon, E. (2009) “Social Networks and Entrepreneurial Marketing Cooperation in Clusters: An International Comparative Study”, *Journal of International Entrepreneurship*, Vol. 7, No. 4, pp. 281-291

Huemer, L., Boström, G. O., & Felzensztein, C. (2009) “Control-trust interplays and the influence paradox: A comparative study of MNC-subsidiary relationships” *Industrial Marketing Management*, 38(5), 520-528

Felzensztein, C., & Gimmon, E. (2009) “Managing marketing externalities in innovative natural resources-based clusters”, *Innovation: Management, Policy and Practice*, 11(1), 74

Felzensztein, C. & Gimmon, E. (2008) “Industrial clusters and social networking for enhancing inter-firm cooperation”, *Journal of Business Market Management*, 2(4), 187–202

Felzensztein, C. (2008) “Innovation and marketing externalities in natural resources clusters: The importance of collaborative networks in Chile and Scotland”, *Academia* (40), 1-12.

Felzensztein, C. (2008) "Clusters, social networks and marketing collaboration in small firms: evidence from Chile and Scotland", *Journal of Entrepreneurship and Small Business*, Vol.6, No.2, pp. 230-244

Felzensztein, C. and Gimmon, E. (2007) “The Influence of Culture and Size upon Inter-firm Marketing Cooperation: A Case Study of the Salmon Farming Industry”, *Marketing Intelligence and Planning*, Vol. 25, No.4, pp. 377-393

Felzensztein, C. (2006) “Emerging market economies: globalisation and development”, *International Small Business Journal*, Vol. 24 (3), pp. 324-336

Felzensztein, C., & Dinnie, K. (2005) “The effects of country of origin on UK consumers' perceptions of imported wines”, *Journal of Food Products Marketing*, 11(4), 109-117

Felzensztein, C., Hibbert, S., & Vong, G. (2004) “Is the country of origin the fifth element in the marketing mix of imported wine?”, *Journal of Food Products Marketing*, 10(4), 73-84.

Felzensztein, C., (2004) “The geography of small firm innovation”, *International Small Business Journal*, Vol. 22, pp. 624-626

Books & Chapters

Felzensztein, C. and Fuerst, S. (2023) *A Research Agenda for International Entrepreneurship*, Edward Elgar, UK

Felzensztein, C. (2022) *Foreword: Entrepreneurship in South America*, in Dana et al, Springer book collection in Business and Economics, ISSN 2192-4333, Switzerland

Amoros, E., Ciravegna, L., Felzensztein, C., Haar, J. (2015) "International Entrepreneurship in Latin America: Lessons from theory and practice", in *International Business in Latin America*, Palgrave, UK

Felzensztein, C (2014) "New world wines in the UK market: re-thinking new strategies", *Emerald publishing*

Felzensztein, C. and Olavarria, J. (2013) "Regional Systems of Innovation and Knowledge Entrepreneurship in Natural Resource-based Clusters" in Etemad, H. (Editor) *The Process of Internationalization in Emerging SMEs and Emerging Economies*, McGill University, Canada

Felzensztein (2013) "Understanding Competitiveness: The Chilean wine cluster" in Hira, A (Editor) *What Makes Clusters Competitive? Cases from the Global Wine Industry*, McGill-Queen's University Press, Canada

Felzensztein, C. & Olavarria, J. (2011) *Clusters and Regional Innovation: Lessons for Latin America*, Andrés Bello Publishing, Chile

Amoros J., Felzensztein C. & Gimmon E. (2011) "Entrepreneurship in peripheral regions" *BABSON Frontiers of Entrepreneurship Research*, USA, pp. 571-585

Young, J.A., Sogn-Grundvåg, G. & Felzensztein, C. (2010) "Hva skjer i Chile? Kommer det et nytt "vulkanutbrudd"?" *NorskFiskeoppdrett*, 5, pp. 36-39 – (in Norwegian) Oslo, Norway

Felzensztein, C. (2009) "The importance of Natural Resources-based Industry Clusters in Latin-America" in Singh, S. (Ed.) *Handbook of Business Practices and Growth in Emerging Markets*, Imperial College Press, London, UK

Felzensztein, C. (2008) "Chile - All Ways Surprising" in Dinnie, K. (ed.) *Nation Branding*, Elsevier UK

Felzensztein, C., Ottesen, G., Young, J. (2007) "Market-based value-adding and differentiation in clusters: An international networking approach", in *International Markets and Processes*, ISBN 1740675630

Felzensztein, C. and Carter, S. (2006) "The Salmon Farming Industry: Cooperation vs Competition for Achieving a Global Positioning", *European Case Clearing House UK*

Felzensztein, C. and Carter, S. (2005) "Geographical co-location and Inter-firm co-operation for entrepreneurial firms", *BABSON Frontiers of Entrepreneurship Research*, USA

Knowles, T. and Felzensztein, C. (2004) "Marketing Ecotourism" in *Ecotourism*, London, UK pp. 226-236

Felzensztein, C. (2003) "Chilean wines: rethinking successful strategies for the UK", *European Clearing House*, UK

Selected conferences

60+ presentations in international conferences, including *Academy of International Business*, *Strategic Management Society*, *BABSON*, *CIMAR* and *Business Association of Latin American Studies (BALAS)*.

2022 "Entrepreneurial responses to COVID-19 lockdowns", *BALAS Conference*, Lisbon, Portugal

2019 "Indigenous entrepreneurship in the southern hemisphere", nominated *Best paper award* (Social impact) University of San Diego, USA, *BALAS Conference*

"The internationalization of young and small service firms", *Academy of International Business*, Copenhagen

2018 "The emergence of small family businesses in Cuba", *Australian Entrepreneurship Conference*, Australia

2016 *Academy of International Business (AIB UK)*, University of London, UK (papers and track chair)
Strategic Management Society (SMS) special conference on Entrepreneurship, LUISS Business School, Rome Italy

2015 *European International Business Academy (EIBA)*, Rio de Janeiro, Brazil

CIMAR Conference at WU Vienna, Austria & *Strategic Management Society*, Chile (panels and track chair)

2014 Chair, “Pacific alliance for fast growing Latin American economies”, Florida International University, USA
 Chair, panel on “Entrepreneurship in Latin America,” *Academy of Management Conference*, USA
 “International entrepreneurship in small economies”, *Academy of International Business*, Vancouver, Canada

2013 “International Entrepreneurship in Latin-America” *McGill International Entrepreneurship Conference*, Canada
 “International strategy of Latin American SMEs”, *CIMAR Conference*, Best paper award, Adelaide, Australia

2012 "International Marketing in Industrial Clusters", Best paper award, *BALAS Conference*, Rio de Janeiro, Brazil

2011 “Understanding International Competitiveness” *Wine Clusters Conference*, Simon Fraser University, Canada
 “Challenges for international entrepreneurship in Latin America” Best paper award, *BALAS Conference*, Chile

2010 *BABSON Kauffman Entrepreneurship Research Conference*, IMD Lausanne, Switzerland
 Panel on Facilitating Industry Clusters, *ANZAM Conference in Adelaide*, Australia
 “Where does *Coopetition* matter?” *ISBM Academic Conference 2010*, Harvard University, Boston, USA

2009 “Are entrepreneurs in periphery far away from god?” *Strategic Management Conference*, Brazil
 “Partnership or weak ties in Inter-firm cooperation?” *Freie Universität Berlin*, Germany

2008 “Peripheral and centrally-located entrepreneurs”, *McGill International Entrepreneurship Conference*, New Zealand
 “B-to-B Marketing Cooperation, Alliances and Competition” *ISBM Conference*, *University of California*, USA
 “Industrial clusters for enhancing inter-firm cooperation”, *University of St. Gallen*, Switzerland, March

2007 “Marketing externalities in clusters”, Best paper award *CLADEA Florida International University*, USA
 “Does geography matter for inter-firm cooperation in marketing?” *IMP Conference*, *Università Bocconi*, Italy

2005 “Cooperation in marketing” *Academy of Marketing*, *Dublin Institute of Tech*, Ireland

2004 “Social networking and cooperation in entrepreneurial SMEs”, *University of Illinois at Chicago*, USA

2004 “Marketing externalities in entrepreneurial firms”, *BABSON Kauffman Entrepreneurship Conference*, UK

Selected awards

2022 Top author on Entrepreneurship in Latin America, *Management Review Quarterly*, USA
 Best research award on Family Business in Latin America, *Universidad de Monterrey*, Mexico

2019 World-class researcher, Research Assessment, Education Commission, New Zealand
 China-New Zealand distinguished fellowship, *Peking University*, China
 Nominated for the *University of San Diego* best paper award on social impact, USA

2014 Best researcher award (Latin America), *EMERALD Publishing*, London, UK

2013 Best research professor award, 60th Anniversary of *Adolfo Ibáñez Business School UAI*, Chile

2013 Best paper award *Georgia State University USA* at the *CIMAR* conference, Adelaide, Australia

2012 Sion Raveed best paper award, *Business Association of Latin American Studies (BALAS)*, Brazil

2012 *HEC Montreal* Certificate of Recognition for contribution to the campus abroad program, Canada

2012 Best professor award, *Universidad Adolfo Ibañez*, Chile

2010 *Management Research Award*, *EMERALD Publishing* London, UK

2009 Listed *Who is who in Business*, Marquis, USA

2008 Founder member, *Academy of International Business*, Latin-American Chapter

2007 Best paper award, *CLADEA Conference*, *Florida International University*, USA

2009 *Regional Studies Association Award*, London, UK

2005 *British Alumni Association award*, *British Council*, UK

2003 *Overseas Research Scholarship (ORS)*, London, UK

2003 *Carnegie Trust Research Award*, Scotland, UK

2002 *Chartered Institute of Marketing award*, Glasgow, Scotland, UK

2000 *President of Chile Scholarship for young leaders*, *Government of Chile*

1999 *Ministry of Foreign Affairs Scholarship*, Israel

Leisure Activities: Contemporary art collection; exploring new countries and cultures; philanthropy & opera
Fluent Languages: English & Spanish (+ basic knowledge of French, Italian & German)
Status: Married + one daughter
Place of residence: New York, USA