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Born: May 10, 1967

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Academic record:

Ph.D. in Economics, Universidad Complutense de Madrid. 1998
Lecturer (Profesor Titular) of Applied Economics, Universidad Complutense de Madrid, 2000-present (recognized as Full Professor – catedrático).

Research interests:

Pricing behaviour and margins, internationalization of firms, vertical integration and diversification.

Courses taught (2012/2013):

European Economy, Undergraduate Program
International Economics II: microeconomics, Undergraduate Program
Microeconomics of Internationalization, Master in Economics

Main papers (in English):

“The dynamics of exports and R&D in SMEs”, with S. Esteve, *Small Business Economics* 43, p. 219-240, 2013.

“The effect of international trade on mark-ups distribution”, with L. Moreno, *Economics and Business Letters* 2, p. 33-41, 2013.

“Innovation and survival of Spanish manufacturing firms”, with S. Esteve and F. Pieri, in Ferragina, A., Taymaz, E. and K. Yilmaz, *Innovation, Globalization and Firm Dynamics: Lessons for Enterprise Policy*, chapter 4, Ed. Taylor and Francis, 2013.

“Mark-ups, offshoring and bargaining power”, with L. Moreno, *The World Economy* 34, p. 1523-1567, 2011.

“Relatedness of decisions in Business Services outsourcing”, with F. Merino, *The Service Industries Journal* 13, p. 2225-2237, 2010

“E-commerce and efficiency at the firm level”, with C. Quirós, *International Journal of Production Economics* 126, p. 299-305, 2010

“Export activity, persistence and mark-ups”, with L. Moreno, *Applied Economics* 42, p. 475-488, 2010.

“Service outsourcing by manufacturing firms: theory and application”, with F. Merino, *Industrial and Corporate Change* 16, p. 1147-1173, 2007

“Domestic and foreign price-cost margins of Spanish manufacturing firms”, with L. Moreno, *Review of International Economics* 12(1), p. 60-80, 2004

“Pricing to Market at firm level”, with L. Moreno, *Review of World Economics* 140(2), p. 302-320, 2004
“A consistent analysis of diversification decisions with non observable firm effects”, with F. Merino, *Strategic Management Journal* 18(3), p. 733-743, 1997

Papers submitted:

“Revisiting Profitability: Firm, Business Group, Industry and Country Effects” (in *Best Paper en Academy of Management Annual Meeting Proceedings, 2011*), with P.Kattuman, D.Sharapov and F.J.velázquez.

“Geographical and industrial spillovers in entry decisions across export markets”, with J. Muñoz.

“Age and productivity as determinants of firm survival over the product life cycle: an application to Spain”, with S.Esteve and F.Pieri.

Some recent papers in Spanish:

“Un análisis de los servicios a las empresas desde las perspectivas de oferta y demanda”, with Fernando Merino, *Papeles de Economía Española* 120, p. 126-143, 2009.

“Un enfoque integrado sobre competitividad y deslocalización en la industria española”, *GCG Revista Globalización, Competitividad y Gobernabilidad* 3, p. 90-106, 2009

“La regulación de las nuevas redes de banda ancha”, *Economistas* 119, p. 114-121, 2009.

“Acceso y uso de Internet por los hogares: un análisis empírico”, with C.Quirós, Thomson-Civitas, 2008.

“Heterogeneidad y competitividad exterior de las empresas industriales”, *Papeles de Economía Española* 116, p. 140-151, 2008.

“Efectos de la presencia en Internet sobre la eficiencia empresarial”, with C.Quirós, Thomson-Civitas, 2008.

“La industria en España: evolución reciente y cambios en las estrategias”, *Papeles de Economía Española*, 113, p. 108-124, 2007

“La concentración sectorial y espacial de la industria en la Unión Europea”, *Papeles de Economía Española* 112, p. 34-46, 2007.

“Productividad y actividades de servicios”, *Economistas* 111, p. 120-127, 2007.