

**SUMMARY C.V.**  
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**Born:** May 10, 1967

**Nationality:** Spanish

**Professional address:** Facultad de Ciencias Económicas y Empresariales  
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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

**Most recent professional record:**

Associated Researcher of the Innovation, Productivity and Competition Group (Universidad Complutense de Madrid)

Technical Director of the Survey on Business Strategies (SEPI Foundation and Ministry of Industry), since 2002

Associate Editor of *Investigaciones Económicas* (2002-2006) and *Revista de Economía Aplicada* (since 2006)

**Research interests:**

Internationalization of firms, multinationals, outsourcing and diversification, pricing behaviour and margins

**Courses taught (2009/2010):**

Service Economy, Undergraduate Program  
Methods of Applied Economics, Undergraduate Program  
Microeconomics of Internationalization, Postgraduate Program (Master in Economics)

**Main papers (in English):**

“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:**

“Market size and mark-ups: the effect of international trade”; “The dynamics of trade and innovation: a joint approach”; “Downloading economic research”; “Mark-ups, bargaining power and offshoring: an assessment”

### **Some recent papers in Spanish:**

“Un análisis de los servicios a las empresas desde las perspectivas de oferta y demanda”, con 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.

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