

**José Ignacio López-Sánchez** (Madrid, Spain,1966)

Department of Management  
Faculty of Economics & Business  
COMPLUTENSE UNIVERSITY OF MADRID  
Campus de Somosaguas  
28223 – Pozuelo de Alarcón (Madrid)  
SPAIN

Tel.: (+34) 91 394 25 03- 05  
FAX: (+34) 91 394 23 71  
Email: jilopez@ucm.es

ORCID iD: 0000-0002-4096-0992  
ResearcherID: H-5473-2015  
Scopus Author ID: 16402254500  
In: jilopezsanchez



**CURRENT POSITION:**

- Full Professor of Management, Complutense University of Madrid, Spain
- Head of de Research Group of Production and Information Communications Technology (GITIC-UCM)
- Editor in Chief of Universia Business Review
- Senior Editor Journal Globalization, Competitiveness & Governability (Georgetown University-Universia)

**EDUCATION:**

- 1989 M.B.A./B.B.A. Business Administration, Complutense University of Madrid (Licenciado en Ciencias Económicas y Empresariales).
- 1994 PhD in Management, Complutense University of Madrid, Spain
- 2001 Summer Course on Management Research “The Summer Course on E-business”. Real Colegio Complutense at Harvard, Harvard University, Cambridge, Massachussets.

**ACADEMIC BACKGROUND:**

- 03/18- Full Professor of Management. Department of Management & Marketing. Faculty of Economics & Business, Complutense University of Madrid,
- 07/11-03/18 Full Professor of Management (Tenured Associate Professor)  
Faculty of Economics & Business, Complutense University of Madrid,
- 03/99-07/11 Associate Professor of Management  
Faculty of Economics & Business, Complutense University of Madrid
- 10/89-03/99 Assistant Professor  
Faculty of Economics & Business, Complutense University of Madrid

**HISTORY OF EMPLOYMENT:**

- 10/89- Complutense University of Madrid, Faculty of Economics & Business  
Assistant Professor; Associate Professor; Full Professor  
Head, Department of Management (2007-2015)

Vice-Dean, Faculty of Economics & Business (2001-2003)  
Academic Secretary, Department of Management (1999-2001)  
03/17-08/17 Visiting Research Scholar, Georgetown University.  
McDonough School of Business  
10/98-09/02 External Examiner, University of Wales,  
10/89-09/90 University College of Toledo  
(currently University of Castilla la Mancha)  
10/92-09/96 San Pablo CEU University College  
10/95-01/99 CUNEF University College  
10/90-09/95 University College of Segovia (Currently University of Valladolid)

**PUBLICATIONS (more representative):**

1. MARTA FOSSAS OLALLA; BEATRIZ MINGUELA RATA; JOSE FERNANDEZ MENENDEZ; JOSE IGNACIO LOPEZ SANCHEZ. Product Innovation: When suppliers should begin to collaborate?. *Journal of Business Research*. 68, pp. 1404 - 1406. (Holanda): 22/01/2015. ISSN 0148-2963. JCR Q2 (Business)
2. FRANCESCO DOMENICO SANDULLI; PAUL M.A. BAKER; JOSE IGNACIO LOPEZ SANCHEZ. Can small and medium enterprises benefit from skill-biased technological change?. *Journal of Business Research*. 10, pp. 1976 -1982. (Holanda): 01/10/2013. ISSN 0148-2963 JCR Q2 (Business)
3. FRANCESCO DOMENICO SANDULLI; JOSE FERNANDEZ MENENDEZ; ANTONIO MATEO RODRIGUEZ DUARTE; JOSE IGNACIO LOPEZ SANCHEZ. Testing the Schumpeterian Hypotheses on an Open Innovation Framework. *Management Decision*. 50, pp. 1222 - 1232. (Reino Unido): 01/06/2012. ISSN 0025-1747 JCR Q1 (Management)
4. MINGUELA RATA, B., RODRÍGUEZ BENAVIDES, M. C., & LÓPEZ SÁNCHEZ, J. I. 2012. Knowledge complexity, absorptive capacity and weak ties: an empirical analysis of its effects on franchise systems uniformity. *Journal of Manufacturing and Technology Management*, 23(5), pp: 579-592. (Scopus, SJR-Scimago, Impact factor: 0.69 Q2, 43/146, category Business, Management and Accounting, Management of Technology and Innovation).
5. FRANCESCO DOMENICO SANDULLI; JOSE FERNANDEZ MENENDEZ; ANTONIO MATEO RODRIGUEZ DUARTE; JOSE IGNACIO LOPEZ SANCHEZ. The productivity payoff of information technology in multimarket SMEs. *Small Business Economics*. 39, pp. 99 - 117. (Holanda): 01/05/2012. ISSN 0921-898X JCR Q2 (Economics)
6. ERNTS, R., LÓPEZ SÁNCHEZ, J. I., ORERO JIMÉNEZ, A., & ARROYO BARRIGÜETE, J. L. 2010. On the Identification of Critical Mass in Network Markets. *The Service Industries Journal*, 10(5): 643-654. (Social Sciences Citation Index-Journal Citation Report; Management 81 de 144, 1,071 Q3).
7. JOSE FERNANDEZ MENENDEZ; JOSE IGNACIO LOPEZ SANCHEZ; ANTONIO MATEO RODRIGUEZ DUARTE; FRANCESCO DOMENICO SANDULLI. Technical Efficiency and Use of Information and Communication Technology in Spanish Firms. *Telecommunications Policy*. 33, pp. 348 - 359. (Reino Unido): 01/09/2009. ISSN 0308-5961 JCR Q2 (Communication)

8. ERNTS, R., LÓPEZ SÁNCHEZ, J. I., & URBANO, D. 2009. A Negotiation Model for Inducing Higher Service in A Distribution Channel?. **Group Decision and Negotiation**, 18(5): 499-517. (Journal Citation Reports – Social Science Edition, categoría MANAGEMENT).
9. ANTONIO MATEO RODRIGUEZ DUARTE; FRANCESCO DOMENICO SANDULLI; BEATRIZ MINGUELA RATA; JOSE IGNACIO LOPEZ SANCHEZ. The endogenous relationship between Innovation and Diversification, and the impact of technological resources on the form of diversification. **Research Policy**. 36, pp. 652 - 664. (Holanda): 30/06/2007. ISSN 0048-7333 JCR Q1(Management)
10. JOSE IGNACIO LOPEZ SANCHEZ; BEATRIZ MINGUELA RATA; AR Duarte; FRANCESCO DOMENICO SANDULLI. Is the Internet productive? A firm-level analysis. **Technovation**. 26, pp. 821 - 826. (Reino Unido): 01/07/2006. ISSN 0166-4972 JCR Q3 (Operations Research & Management Science)

**CONFERENCE PRESENTATIONS (more representative):**

1. 6th International Conference on Management of Technology (MOT'97), organized por la **International Association for Management of Technology IAMOT**. "Expert Systems in Production Integrated Management: Results of Three Studies". Coauthors: Miguel Angel SASTRE CASTILLO y Luis Eugenio CARRETERO DIAZ. Göteborg, Suecia. 25-28 june 1997.
2. "1998 **IEEE International Engineering Management Conference (IEMC'98)**, organized por la Engineering Management Society (EMS) y el Institute of Electrical and Electronics Engineers, Inc (IEEE). THE IMPORTANCE OF ARTIFICIAL INTELLIGENCE -EXPERT SYSTEMS-IN COMPUTER INTEGRATED MANUFACTURING (CIM). Coauthor: Luis Eugenio CARRETERO DIAZ. San Juan, Puerto Rico, USA. 11-13 october 1998.
3. **I World Conference on Production and Operations Management. Organized por la Production and Operations Management Society (POMS)** y la Universidad de Seville. "IMPLICATIONS OF THE INFORMATION TECHNOLOGY IN THE OPERATIONS MANAGEMENT IN SERVICE COMPANIES". Sevilla, 27 agosto- 2 september 2000.
4. **I World Conference on Production and Operations Management. Organized por la Production and Operations Management Society (POMS)** y la Universidad de Seville. "PRODUCTION MANAGEMENT AND KNOWLEDGE-BASED SYSTEMS: APPLICATION AREAS". Co-author: Luis Eugenio CARRETERO DIAZ. Sevilla, 27 agosto- 2 September 2000.
5. **I World Conference on Production and Operations Management. Organized por la Production and Operations Management Society (POMS)** y la Universidad de Seville. "WORLD CLASS MANUFACTURING IN SPAIN. ANALYSIS OF THE APPLICATION OF THE LEAN PRODUCTION MODEL IN THE SPANISH INDUSTRIE". Coautor: Luis Eugenio CARRETERO DIAZ. Sevilla, 27 agosto- 2 September 2000.
6. **Production and Operations Management Society's 2002 Annual Conference**. Organized por la **Production and Operations Management Society (POMS)**, "THE SUCCESSFUL TRANSITION FROM OLD OPERATIONS: THE CASE OF ATUHORA.COM", co-author: Francesco D. Sandulli. San Francisco, California, EEUU., 4-8 April 2002.

7. ***II World Conference on Production and Operations Management***. Organized por la ***Production and Operations Management Society (POMS)***. "The Internet Productivity Paradox". Coautor: Beatriz Minguela, Antonio Rodríguez y Francesco D. Sandulli. Cancún, México, April 2004.
8. ***3rd World Conference Production & Operations Management (POMs) 2008***, Minguela Rata, B.; Fernández Menéndez, J.; López Sánchez, J.I.; Rodríguez Duarte, A.; Sandulli, F.D. (2008), "Analysing the Information Technology Paradox in the Supply Chain", Tokyo (Japan).
9. ***3rd World Conference Production & Operations Management (POMs) 2008***, Minguela-Rata, B.; Rodríguez-Benavides, M.C.; López-Sánchez, J.I. (2008).- "Title: "The effect of tacit knowledge and value of ksnowledge on franchise systems performance", Tokyo (Japan), august 2008
10. ***3rd World Conference Production & Operations Management (POMs) 2008***, Minguela-Rata, B.; Rodríguez-Benavides, M.C.; López-Sánchez, J.I. (2008).- "Title: "Knowledge complexity, absorptive capacity and weak ties: an empirical analysis of its effects on franchise systems uniformity", Tokyo (Japan), august 2008.
11. ***Production and Operations Management Society POMS 2011***, Complementarity between IT and Organization: Evidence for micro, small and medium enterprises. Autores: Sandulli, F.D.; Minguela Rata, B.; Fossas Olalla, M.; López Sánchez, J.I., Reno, Nevada (Estados Unidos). April 2011.
12. ***Production and Operations Management Society POMS 2011***, Product innovation: an empirical study into the impact of simultaneous engineering on new product quality., Autores: Minguela Rata, B.; Sandulli, F.D.; Fernández Menéndez, J.; López Sánchez, J.I.; Reno, Nevada (Estados Unidos). April 2011.
13. ***Global Entrepreneurship and Services Conference 2011***, "Franchising: the dilemma between standarization and flexibility.Autores: Pardo del Val, M.; Martínez Fuentes, C.; López Sánchez, J.I.; Minguela Rata, B., Global Entrepreneurship and Services Conference., Taichung (Taiwan). August 2011.
14. ***4th World Conference on Production & Operations Management: "Testing the Schumpeterian Hypotheses on an Open Innovation Framework"***, Autores: Sandulli, F.D.; Fernández Menéndez, J.; Rodriguez Duarte, A.; López Sánchez, J.I., Amsterdam, 1-4 July 2012
15. ***5th World Conference on Production & Operations Management: " The impact of the information technology use on Supply Chain performance"***, Authors: Minguela-Rata, B., García-Anduiza, J.; López-Sánchez, J.I., Havana, 6-10 September 2016

#### **PROFESSIONAL ACTIVITIES:**

- Head of de Research Group of Production and Information Communications Technology (GITIC-UCM) 2005-present
- Editor in Chief of Universia Business Review 2014-present
- Senior Editor Journal Globalization, Competitiveness & Governability (Georgetown University-Universia) 2014-present
- External Examiner, University of Wales (1998-2002)

- Orange Foundation - Complutense University of Madrid Information Society Chair, Head. (2006-2015)
- Executive Editor of *Universia Business Review* (2004-2014)
- International Conference presentation, Ecuador (2010), Perú (2012 y 2016)
- Reviewer: *Journal of Business Research*, *The Service Industries Journal*, *International Journal of Production Economics*, *International Journal of Economic and Business Management*, *Journal of Management and Economics for Iberoamerica*, *European Research of Management & Business Economics*, *Journal of Management & Organization*, *International Journal of Technology Management*, *Universia Business Review*
- Of the more 20 competitive research projects, in which it has participated (international, nationals, regions and universities), seven have done so as Principal Investigator.
- He has supervised 9 Doctoral Theses (PhD) defended and has formed part of more than 30 Doctoral Thesis Committee.
- Diploma of Teaching Excellence in the DOCENTIA program