



MARCOS SINGER
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I. EDUCATION

- Ph.D. Operations Research, Columbia University, EE.UU. 1996
- Master in Engineering Sciences, Computer Sciences,
Pontificia Universidad Católica de Chile 1992
- Industrial Civil Engineer, Major in Computer Sciences,
Pontificia Universidad Católica de Chile 1992

II. ACADEMIC POSITIONS

- Director MBA-UC, School of Business Administration,
Pontificia Universidad Católica de Chile 2017 - Present
- Director of the Master of Innovation,
Pontificia Universidad Católica de Chile 2015 - Present
- Full Professor, School of Business Administration,
Pontificia Universidad Católica de Chile 2011 - Present
- Associate Professor, School of Business Administration,
Pontificia Universidad Católica de Chile 2006 - 2011
- Assistant Professor, School of Business Administration,
Pontificia Universidad Católica de Chile 1996 - 2006

III. AREA OF SPECIALIZATION AND MAIN COURSES

- Area: Operations and Logistics
- Main Courses: Business Projects Execution, Leadership and Organizational Change, Operations Management and Management Control, Strategic Decisions and Game Theory, Operations Management, Methods of Optimization.

IV. RESEARCH

Recent Publications

- Singer, M., Pardo, I. & Sánchez, R. (2020). Nash Bargaining of Transportation Rates with Flow Imbalances. International Journal of Shipping and Transport Logistics.



- Marshall, P., Hirmas, A. & Singer, M. (2017). Heinrich's pyramid and occupational safety: a statistical validation methodology. *Safety Science*, 101, 180-189. (WoS)
- Brahm, F., Tarziján, J., Singer, M. (2017). The impact of frictions in routine execution on economies of scope. *Strategic Management Journal*, 38(10), 2121-2142. (WoS)
- Singer, M. & Obach, J. (2013). Listening to workers in the overtime versus hiring dilemma. *Journal of Business Research*, 66(10), 1771-1779. (WoS)
- Brahm, F. & Singer, M. (2013). Is more engaging safety training always better in reducing accidents? Evidence of self-selection from Chilean panel data. *Journal of Safety Research*, 47, 85-92. (WoS)

Working Papers

- Singer, M., Pardo, I., Sánchez, R.J. The dynamics of maritime rates and trade imbalances
- Brahm, F., Singer, M., 2011. Seguridad y salud laboral: Cómo estamos por casa?

Books.

- Singer, M., Irarrázaval, I., Traverso, P. & Muñoz, N. (2020). Análisis del Sistema de Seguridad y Salud Ocupacional en Chile y Propuestas de Mejoramiento.
- Singer, M. (2019). *A Practical Optimization Theory: Applications and Intuition from a Business Perspective*, United States: Routledge.
- Singer, M. (2017). *Una Práctica Teoría de las Operaciones*. Santiago, Chile: Editorial de la Pontificia Universidad Católica de Chile.
- Singer, M. (2013). *Una Práctica Teoría de la Optimización Lineal*. Santiago, Chile: Editorial de la Pontificia Universidad Católica de Chile.

Book Chapters

- Singer, M. (2018). El rol de la infraestructura en la productividad. In *Infraestructura para la vida: seguridad, productividad y comodidad* (pp. 121-134). Ediciones Copsa.
- Singer, M., Traverso, P. (2011). Modelo de asignación de subsidio directo a familias en situación de campamento. In *Camino al Bicentenario*. Pontificia Universidad Católica de Chile.
- Nussbaum, M., Gomez, F., Mena, J., Imbarack, P., Torres, A., Singer, M. & Mora, M.E. (2010). Technology-supported face-to-face small group collaborative formative assessment and its integration in the classroom, In R. Sternberg & D. Preiss (Ed.), *Innovations in Educational Psychology* (pp. 295-323). Springer-Verlag, Berlin.

V. SELECTED SCIENTIFIC PRESENTATIONS

- Singer, M. "Coaching impact on income and productivity" Keynote speaker at Expo capacitación educación continua (Santiago, 30th October 2012).



- Singer, M. "Comparación internacional de los sistemas de salud en Chile y los países de la OCDE" Keynote speaker at First Labor Health International Meeting, OIT (Santiago, 14th October 2011).
- Singer, M. "Evaluación y Desafíos de la Seguridad Laboral en Chile" CORFO (Antofagasta, 29th April 2011).
- Singer, M., Obach, J.J. "Listening to Workers in the Overtime vs. Hiring Dilemma" Strategic Management in Latin America (Bogotá, 13th January 2011).
- Singer, M., "En busca de un centrodelantero para potenciar el empleo" Keynote speaker at World Bank Conference (Bogotá, 24 and 25 de June 2010).

VI. CONSULTING EXPERIENCE

- Mining: Sociedad Química y Minera de Chile S.A. (SQM), Minera Escondida, Antofagasta Minerals, Compañía Minera Doña Ines de Collahuasi, Finning, Arcadis, Hatch, Codelco Chile
- Manufacturing: AesGener, Ingenio Magdalena (Guatemala), Cámara Chilena de la Construcción, Ingenio Magdalena, Ancali, Arauco, Compañía Siderúrgica Huachipato S.A.
- Public Sector: Carabineros de Chile, Registro Civil e Identificación, ChileCompra, Corporación Administrativa del Poder Judicial, Dirección de Presupuestos (Dipres), Ministerio de Hacienda, Servicio Nacional de Capacitación y Empleo, ChileValora, Organización Internacional del Trabajo (OIT), Ministerio de Vivienda y Urbanismo, Ministerio de Educación.
- Logistics, Distribution and Transport: Sodimac, Abastible, CCU, Metro S.A., Sigdo Koppers Comercial, Embotelladora Andina.
- Services: AFP Capital, Asociación de Bancos e Instituciones Financieras (ABIF), Asociación Chilena de Seguridad (ACHS), Aramark, AFP Habitat.
- Instituciones Sociales: Cámara Chilena de la Construcción (CChC), Asociación de Mutuales, Corso, Asociación Chilena de Seguridad (ACHS).

VII. GRANTS AND AWARDS

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| - Best Professor Award, Master in Health Administration | 2016 |
| - Best Professor Award, MBA Guatemala-El Salvador | 2016 |
| - Best Professor Award, Master in Human Resources | 2015 |
| - Best Professor Award, Master in Health Administration | 2015 |
| - Best Professor Award, MBA Guatemala-El Salvador | 2015 |
| - Among the 15 professors distinguished by Latin American graduates,
AméricaEconomía | 2012 |



- Best Professor Award, MBA Guatemala-El Salvador 2012
- Best Undergraduate Professor Award, School of Business Administration,
Pontificia Universidad Católica de Chile 2002
- Best Professor Award, Diploma in Operations Management 2002
- Scholarship Columbia University (PhD solely source of funding)
Best student award, Master in Engineering, Pontificia Universidad
Católica de Chile, granted by Royal Dutch Shell 1992

VIII. OTHER RELEVANT POSITIONS AND ACTIVITIES

- Director of Asociación Consultiva de la Universidad Hebrea
de Jerusalén en Chile 2018 – Present
- Director and Associate of Zyght 2016 - Present
- Member of Círculo de Personas y Organización at ICARE 2016 - Present
- Jury of Premio IDDEO a la Innovación Operativa, Premio Anual de
Seguridad ACHS 2013 - Present
- Committee member of Editorial Revista Diálogos, UC 2012 - Present
- Senior Partner of CEOP Consulting 1997 - Present
- Group member of Estudio de Economía y Administración
del Fondo Nacional de Ciencia y Tecnología (FONDECYT) 2012 – 2015
- Associated Editor of Journal of Public Procurement 2008 – 2012
- Visiting Scholar, Cambridge University, England 2006 (Jan-Jul)
- Group member of Estudio de Ingeniería II at FONDECYT 1998 - 2003
- Associated Editor of IIE Transactions, Institute of Industrial Engineering 1996 - 2001