



CURRICULUM VITAE

Joaquín José Poblete Lavanchy

Associate Professor

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I. Education

- Ph.D. in Managerial Economics and Strategy, Kellogg School of Management, Northwestern University, 2009
- M.A. in Finance, Pontificia Universidad Católica de Chile, 2003
- B.A. in Economics, Pontificia Universidad Católica de Chile, 2002

II. Academic Positions

- Associate Professor, Pontificia Universidad Católica de Chile, 2016–Present
- Assistant Professor, Pontificia Universidad Católica de Chile, 2012–2016
- Visiting Professor, Universidad de Chile, 2011
- Assistant Professor, London School of Economics, 2009–2013

III. Awards and Fellowships

- Fulbright Scholarship, 2004
- Kellogg Fellowship Award, 2004–2008
- Searle Center Research Grant, 2008–2009
- Best Fondecyt Iniciación in Business and Economics, 2014
- Recognized by WWL as a leading competition expert in Chile for four consecutive years

IV. Teaching Experience

- Undergraduate: Strategy in Organizations
- Graduate: General Management (MBA UC)

V. Thesis Supervision

- Supervised theses on economic behavior, public transport incentives, and organizational theory across engineering and economics programmes
- Currently part of PhD thesis committee in economics



VI. Research and Publications

- "Organizational Culture, Adaptation, and Performance" (Joint with Francisco Brahm), *Organization Science*, 2024.
- "Team-based incentives in transportation firms: An experiment" (Joint with V. Ramírez, P. Galilea, H.E. Silva), *Transportation Research: Part A*, 2022.
- "Cultural Evolution Theory and Organizations" (Joint with Francisco Brahm), *Organization Theory*, 2022.
- "The evolution of productive organizations" (Joint with Francisco Brahm), *Nature: Human Behaviour*, 2021.
- "Application of an incentive for bus drivers to achieve an improvement in the quality of service" (Joint with A. Chaparro, P. Galilea, J.C. Muñoz), *Research in Transportation Economics*, 2020.
- "Technology choice and coalition formation in standards wars" (Joint with G. Llanes), *Journal of Industrial Economics*, 2020.

VII. Conferences and Outreach

- Annual free economics course for school teachers through Comunidad Ingenio in multiple Chilean cities

VIII. Institutional Service

- Faculty Council Member, Contributor to interdisciplinary faculty development

IX. Public Policy and Engagement

- Expert in free competition trials, including testimony in TDLC for SERNAC vs. supermarkets
- Presented to Chilean interbank rate committees (2022, 2025)

X. Professional Consulting

- Consulted for firms such as Banco Santander, Cruz Verde, CCU, Camanchaca, SERNAC, Telefónica España, Femsa Salud, Metlife, and others