



CURRICULUM VITAE

Carlos Portales Echeverría

Associate Teaching Professor, Special Track

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I. Education

- Ph.D. in Economics and Management, IESE Business School, Spain, 1999
- M.A. in International Business, Georgetown University, USA, 1993
- BA in Business and Economics, Pontificia Universidad Católica de Chile, 1989

II. Academic Positions & Teaching

- Professor, School of Management, UC Chile (2001–Present): Courses in Strategic Management, Human Resources, Change Management, and Leadership (undergraduate and MBA).
- Visiting Professor, Universidad Católica de Uruguay (2021–Present)
- Visiting Professor, Universidad Torcuato di Tella, Argentina (2003–Present)
- Visiting Professor, Universidad Pompeu Fabra, Spain (1999)
- Adjunct Professor, IESE Business School, Spain (1999–2001)
- Visiting Lecturer, Lake Forest College, USA (1994)

III. Professional Experience

- Corporate Director: Currently serves on the boards of real estate firms and Fundación San Esteban. Former Director at Bolsa Electrónica de Chile and Seguros Generali América.
- Consultant and Advisor: Advises leading Latin American firms and public bodies such as the Central Bank, SII, CMF, and FNE. Director at DataLab, focused on labor relations and organizational development.
- Senior Investment Officer, Morgan Stanley, USA (1994–1995): Managed financing projects for privatisations in South America.
- Senior Investment Officer, IFC – The World Bank, USA (1993–1994): Evaluation and implementation of investment projects in Latin America.



- Project Manager, Proyectos de Aysén, Chile (1988–1991): Resource exploitation in mining, forestry, maritime, and tourism sectors.

IV. Publications

- Portales, C. (2020). El conflicto en la empresa chilena. Working Paper, School of Management, UC.
- Portales, C. & Bagnara, A. (2019). La participación social y la influencia de los sindicatos. In Una mirada al Alma de Chile, UC Public Policy Center.
- Portales, C. (2018). Fortaleciendo la productividad y la humanidad en la empresa chilena. Working Paper, UC.
- Portales, C. (2005). ¿Por qué vamos tan lento en la gestión de personas en América Latina? UC Management Review.
- Portales, C. & Raineri, A. (2002). Un sistema de directorios para la gestión de los Servicios Públicos en Chile. In Valdés, S. (Ed.), Reforma del Estado, Vol. II, CEP.
- Portales, C. & Ricart, J.E. (2001). Employment Contracts, New Organizational Forms and Competitive Advantage. Edward Elgar.
- Portales, C. (2001). Strategy, Employment Systems, and Firm Performance in Spain: An Empirical Analysis. Edward Elgar.
- Portales, C., Ricart, J.E. & Rosanas, J.M. (1998). Understanding Trust in Organizations. In Hitt, Ricart, Nixon (Eds.), John Wiley & Sons.
- Portales, C. (1995). La Experiencia Exportadora de la Industria Gráfica Chilena. In Meller & Sáez (Eds.), Auge Exportador Chileno, Dolmen.