

Luís Filipe Lages

Currently:

Full Professor of Marketing, Innovation and International Business at Nova SBE, Portugal.
Founder and Director of the VCW Center at NOVA (www.ValueCreationWheel.com)
Visiting Professor at CIIM, Cyprus

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EDUCATION & POST- DOCTORAL RESEARCH TRAINING

- Dec.
2006 **Universidade Nova de Lisboa- Nova School of Business and Economics**
Lisbon, Portugal
Agregação (Habilitation) in Marketing
Juri: Theo Verhallen (Tilburg University), José Mata, Rita Campos e Cunha,
Pedro Pita Barros, and Miguel Pina e Cunha (Nova University of Lisbon)
- Summer
term
2001 **Stanford University - Graduate School of Business**
Stanford, USA
Postdoctoral Researcher – Marketing & International Business
Advisor: David B. Montgomery- Emeritus
- 2000-
2001 **MIT- Sloan School of Management**
Cambridge, USA
Postdoctoral Researcher – Marketing & International Business
Advisor: Sandy Jap
- 1996-
2001 **Warwick University - Warwick Business School**
Warwick, England
PhD - Marketing and Strategic Management
Advisors: Vivienne Shaw & T.C. Melewar
- 1995-
1996 **Coventry University - Coventry Business School**
Coventry, England
Masters of Arts – Marketing
Advisor: Alan Tapp
- 1991-
1995 **Instituto Superior da Maia**
Maia, Portugal
Licenciatura - Public Relations

ACADEMIC AFILIATIONS

Since Sept. 2001 **Nova School of Business and Economics**
Lisbon, Portugal

Currently:

Full Professor of Marketing, Innovation and International Business

Previously:

Associate Professor with Agregação (Habilitation) (Dec/2007-Jan/2014)

Assistant Professor with Agregação (Habilitation) (9/2006-12/2007);

Assistant Professor (9/2004-11/2006);

Invited Assistant Professor (9/2001-8/2004)

2nd Semester 2009/10 **MIT's Sloan School of Management**
Cambridge, USA
International Faculty Fellow

2nd Semester 2006/7 **MIT's School of Engineering- Deshpande Center for Technological Innovation**
Cambridge, USA
Visiting Scholar.

2nd Semester 2005/6 **London Business School**
London, UK
Visiting Scholar.

Summer 2001 **Stanford University - Graduate School of Business**
Stanford, USA
Visiting Scholar for Post-Doctoral Research.

2000/1 **MIT's Sloan School of Management**
Cambridge, USA
Visiting Scholar for Post-Doctoral Research.

1997-2000 **Warwick University - Warwick Business School**
Warwick, England
Teaching Assistant of Marketing Analysis (undergraduate program).

1996-1997 **Instituto Superior da Maia**
Maia, Portugal
Lecturer of Management and Marketing (undergraduate program).

SELECTED PUBLICATIONS IN INTERNATIONAL REFEREED JOURNALS

Citations: 3450, h-index:24, i10-index: 32 (Source: Google Scholar- 20/03/2018)

<http://scholar.google.com/citations?user=I3zTPCAAAAAAJ&hl=pt-PT>

In this section are presented only the papers published in journals of “The Association of Business Schools” ranking.

1. Silva, Graça M., Paulo Gomes & Luis Filipe Lages (2018), "Does importer involvement contribute to product innovation? The role of export market factors and intra-firm coordination", **Industrial Marketing Management**, *in print*.
(ABS:3; ISI Journal Impact Factor: 1.694 / 5 years: 2.780)
2. Silva, Graça M., Chris Styles & Luis Filipe Lages (2017), "Breakthrough Innovation in International Business: The Impact of Tech-Innovation and Market-Innovation on Performance", **International Business Review**, 26 (2), 391-404.
(ABS:3; ISI Journal Impact Factor: 1.489 / 5 years: 2.065)
3. Lages, Luis Filipe (2016), "VCW—Value Creation Wheel: Innovation, technology, business, and society", **Journal of Business Research**, 69 (11), 4849–4855.
(ABS:3; ISI Journal Impact Factor: 1.773 / 5 years: 2.484)
4. Jahanmir, Sara F. & Luis Filipe Lages (2016), "The late adopter scale: A measure of late adopters of technological innovations", **Journal of Business Research**, 69(5), 1701-1706.
(ABS:3; ISI Journal Impact Factor: 1.773 / 5 years: 2.484)
5. Costa, Cláudia, Luis Filipe Lages & Paula Hortinha (2015), "The bright and dark side of CSR in export markets: Its impact on innovation and performance", **International Business Review**, 24(5): 749-757.
(ABS:3; ISI Journal Impact Factor: 1.489 / 5 years: 2.065)
6. Silva, Graça Miranda, Paulo J. Gomes, Luis Filipe Lages & Zulema Pereira (2014), "The role of TQM in strategic product innovation: An empirical assessment", **International Journal of Operations and Production Management**, 34(10), 1307-1337.
(ABS:4; ISI Journal Impact Factor: 1.518)
7. Crespo, Catia Fernandes, David A. Griffith & Luis Filipe Lages (2014), "The performance effects of vertical and horizontal subsidiary knowledge outflows in multinational corporations", **International Business Review**, 23(5), 993-1007.
(ABS:3; ISI Journal Impact Factor: 1.489 / 5 years: 2.065)
8. Lages, Luis Filipe, Jose Mata & David Griffith (2013), "Change in international market strategy as a reaction to performance decline", **Journal of Business Research**, 66(12), 2600-2611.
(ABS:3; ISI Journal Impact Factor: 1.773 / 5 years: 2.484)
9. Coelho, Filipe, Mario Augusto & Luis Filipe Lages (2011), "Contextual factors and the creativity of frontline employees: The mediating effects of role stress and intrinsic motivation", **Journal of Retailing**, 87(1), 31-45.
(ABS: 4 ; ISI Journal Impact Factor: 4.567/ 5 years: 5.181)

10. Lages, Luis Filipe, Sandy D. Jap & David Griffith (2008), "The role of past performance in export ventures: A short-term reactive approach." **Journal of International Business Studies**, 39(2), 304-325.
(ABS:4; ISI Journal Impact Factor: 4.184 / 5 years: 5.539)

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AWARDS/ SCHOLARSHIPS / GRANTS

- 2011-2013 Grant from FCT (Portuguese Government / EU) to conduct a research project in the field of Business Ethics (PTDC/EGE-GES/109925/2009).
- 2007-2012 Grants from Nova Forum
- 2006-2011 Grant from FCT (Portuguese Government / EU) to conduct a research project in the field of Relationship Management, Marketing and Innovation (PTDC/GES/70167/2006).
- 2007 Scholarship from MIT/Portugal program to fund a Visiting Scholar Position at the MIT School of Engineering.
- 2006 Scholarship from FCT (Portuguese Government / EU) to fund sabbatical at London Business School.
- Since Jan. 2005 Grant from EU (FSE/FEDER) for the development of a management project in the Portuguese Health Sector (POCTI/EGE/62908/2004).
- 2004-2006 Grant from the 6th European Framework Program for Specific Support Action-CoCombine. This EUR 0.706 million project, 0.66 million of which is funded by the European Commission, involves 10 partners from industry and academia spread across Europe. In this project he was Member of the Coordination Committee, Coordinator of Workpackage 2 - "Broadband Impact", and Member of Workpackage 5 - "Management and Dissemination".
- 2001-2006 Grants from Nova Egide
- 2000-2001 Scholarship from FCT (Portuguese Government / EU) to fund post-doctoral research at MIT Sloan School of Management and Stanford University, Graduate School of Business.
- 1998-2000 Scholarship from FCT (Portuguese Government / EU) to fund doctoral research at Warwick University.
- 1996-1998 Scholarship from PRODEP (Portuguese Government / EU) to fund doctoral research at Warwick University.
- 1992-1995 While an undergraduate student he received 4 grants for top students in the country from BPSM- Banco Pinto & Sotto Mayor and 3 grants from CP-Portuguese Railways.

ADMINISTRATIVE DUTIES

- Director PhD Program TropikMan, Nova School of Business & Economics (2015-2018)
- Member of Nova's Recruiting Commission (since 2016/17)
- Member of Nova's Recruiting Commission for Marketing & Strategy area (since 2009/2010)
- Member of the Commission of "Evaluation of Doctoral and Post-Doctoral Scholarships granted by FCT- Portuguese National Science Foundation" (2012)
- Member of the Commission of "Evaluation of Portuguese Higher Education in the field of Management" (2011/2012)
- Member of "Comissão da Escola Doutoral" of Nova University (since 2012)
- Coordinator of Innovation in Bioengineering program (since 2009)
- Member of "Comissão Acompanhamento" of Nova's Masters in Biotechnology (since 2011)
- Coordinator of Moodle implementation at Nova School of Business and Economics (2010)
- Co-Director of the PhD Program in Economics and Management (2007/8-2009/2010)
- Coordinator of the MIT-Portugal PhD program: Innovation in Bioengineering (since 2008/9)
- Coordinator of the Marketing Area (2006/2007)
- Director of the Undergraduate Programs in Economics and Management (2007/8, 2008/9).
- Coordinator of the Undergraduate Program in Management (2005/6)
- Coordinator of FEUNL Case-Studies Program (2002-2005)
- Coordinator of "Techpreneur – Entrepreneurship training" program (2007/8, 2008/9)
- Coordinator of Start-Up program (2007/2008, 2008/2009)
- Member of the Coordination Committee, Coordinator of Workpackage 2, and Member of Workpackage 5 for the Specific Support Action CoCombine, sponsored by the 6th European Framework Program (2004-2006)

SCIENTIFIC RECOGNITIONS: See previous section about Grants/Scholarships.

Vice-President and Research Chair of ADMES- Portuguese Academy of Marketing

"World Class Faculty Board" of Vienna University.

Member of the Editorial Board of:

- Journal of International Marketing (*USA; Journal of the American Marketing Association*)
- International Marketing Review (*UK*)
- Journal of Global Academy of Marketing Science (*Korea*)
- RECADM - Revista Electrónica de Ciência Administrativa (*Brazil*)
- Revista Portuguesa de Marketing (*Portugal*)

Best paper awards:

- “IMR Best Paper in International Marketing” at the Academy of International Business Conference, 2009.
- Best paper award at International Applied Business Research Conference, 2003.

REVIEWER FOR RESEARCH COUNCILS:

- Australian Research Council
- Social Sciences and Humanities Research Council of Canada
- Portuguese Foundation for Science and Technology (FCT)

AD-HOC REVIEWER FOR INTERNATIONAL REFEREED JOURNALS:

- Journal of International Business Studies
- Journal of Business Research
- Industrial Marketing Management
- International Business Review
- British Journal of Management
- Journal of Small Business Management
- Advances in International Marketing
- Journal of Asia Pacific Marketing