

Christian Felzensztein, PhD

Full Professor / Reh Family Endowed Chair in Entrepreneurial Leadership
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Professor Felzensztein holds the *Reh Family Endowed Chair in Entrepreneurial Leadership* at Clarkson University, New York. He is entrepreneurial and internationally minded with 25+ years of extensive business, visionary strategic leadership, research and consultancy experience in five continents including: building and leading global entrepreneurship centers and graduate education; international strategic partnerships; founding/leading startups.

Throughout his career, he has actively built, developed, led and collaborated with ethnically diverse teams on a global scale. His research -characterized by its global perspective and multidisciplinary nature- has been classified by external agencies as world-class, visible and influential for managers and policy makers.

He has over one hundred publications in leading entrepreneurship, marketing & strategy journals; secured in excess \$3million external research funding, and ranks among leading scholars on entrepreneurship in Latin America, *coopetition* strategy and small-scale entrepreneurship. Additionally, he has done expert consultancy work on strategy and internationalization for the European Parliament in Brussels, the Centre for Strategy in London UK, and has advised startups, governments and universities in diverse countries.

He was the Chair of the McGill University International Entrepreneurship Conference, the Global Entrepreneurship Conference in London UK; and Associate Editor of *Industrial Marketing Management*. He is Editor-in-Chief of the *Journal of Sustainable Business and Economics*, visiting research professor at the world-class Wits University in South Africa; PhD examiner at EGADE Tec de Monterrey in Mexico, the Telfer School of Management University of Ottawa in Canada, and Kingston University in London UK. Additionally, he is a doctoral advisor for the Fulbright U.S.-Morocco program and has been named '*visionary leaders to follow in 2024*' by the Education View Magazine.

Education

2005 Ph.D. Marketing/Entrepreneurship, University of Strathclyde, Glasgow, Scotland, UK (AACSB, AMBA, EQUIS).
2002 M.Sc. International Marketing (*with Distinction*), University of Strathclyde, Glasgow, Scotland, U.K.
2001 M.B.A. (*with Distinction*), Universidad Austral, Chile.
2000 PgD. Regional Development & Entrepreneurship, Weitz Center for Sustainable Development, Rehovot, Israel.
1999 B.Sc. Business & Economics (*Cum Laude*), Universidad Austral, Chile.

Executive education:

2025 Artificial Intelligence: Implications for Business Strategy, MIT Sloan School of Management, USA.
2022 Entrepreneurship Education, University of Notre Dame, USA.
2021 Executive Leadership Program, University of Oxford, U.K.
2010 GCPCL, Harvard Business School, USA.
2010 International Entrepreneurship, University of Colorado, Denver, USA.

International Work Experience

Clarkson University, New York, USA (AACSB)

2021 – **Full Professor / Reh Family Endowed Chair in Entrepreneurial Leadership**

Academic Director, Reh Center for Entrepreneurship

Executive Board Member, Institute for a Sustainable Environment

Leads entrepreneurship programs and world-class research with practical impact for managers and policy makers. Contributes across the institution to create an active entrepreneurship ecosystem involving diverse stakeholders. This includes collaboration across the Schools of Business, Arts & Sciences, and Engineering.

Key achievements:

1. Improved research culture, inter-disciplinary collaboration, visibility, and outcomes for the School of Business.
2. Updated academic offerings and curriculum with a *global entrepreneurial mindset* perspective.
3. Contributed to the repurposing of endowments to re-launch the Center for Entrepreneurship.
4. Clarkson's entrepreneurship programs ranked top 36 in the U.S., 3 in New York State (U.S News & World Report's 2023) and top 10 for Best Entrepreneurial Studies Nationwide (College Factual 2023).

Service:

1. Institutional representation at the AACSB accreditation conferences in Chicago 2023 & Atlanta 2024.
2. Editor, Entrepreneurial Leadership @ Clarkson Newsletter (distributed to Business School Deans in the U.S.).
3. Search Committees for new provost and for the professorship on Entrepreneurship (2023).
4. Chair, Search Committee for the new professor of strategy and organizations (2024-2025).
5. Executive Board Member, Institute for a Sustainable Environment, and Research Advisory Committees.
6. Task force for re-design and re-positioning of MBA programs.
7. Fulbright Morocco-U.S. program – Doctoral Advisor.
8. PhD examiner at the Tec de Monterrey in Mexico; Montpellier Business School in France; Universidad de Barcelona, Kingston University, UK; and the Telfer School of Management University of Ottawa in Canada.
9. Tenure Promotion Committee: University of Manitoba, Winnipeg, Canada (2024).
10. Board Member on Entrepreneurship Policies, CORFO Development Agency, Government of Chile.

Teaching:

Designing & Leading New Ventures; Creativity & Innovation; MBA Entrepreneurship & New Venture Creation.

These courses put emphasis on developing a new global entrepreneurial mindset among a diverse population of students.

EDEM Business School, Spain & International University of Monaco ranked Top-30 MBA The Economist (AACSB)

2020 – 2021 **Professor of Entrepreneurship & Strategy**

New curriculum development and Assurance of Learning for AACSB accreditation, on-line & off-line teaching for international students during the COVID pandemic. Strategic partnerships with the start-up's ecosystem.

Teaching: International Entrepreneurial Strategy

Founder CEO - Stein Global Consulting helping startups to grow globally, stronger, and sustainable during the COVID.

Massey University, New Zealand (AACSB)

2017 – Dec 2019 **Dean's Chair in Strategy**

Leadership role for improving multi-disciplinary research & international strategic engagement/partnerships.

Key achievements:

1. Articulated and led a multidisciplinary team for research impact resulting in a *World-Class* status (PBRF 2019).
2. Ranked the institution top-3 for entrepreneurship & strategy research in New Zealand.
3. Worked with the PV Chancellor for new international strategic partnerships and increasing student's recruitment.
4. Collaboration with the University of Waterloo in Canada for building an entrepreneurship ecosystem.

Kingston University, London, UK (AACSB)

2015- 2016 *Professor of International Entrepreneurship*

Director, Global Entrepreneurship Center

Led the vision, strategy and global partnerships for the new university-wide Entrepreneurship Center in collaboration with Zhejiang University in China. Worked with the Business School Dean, Ron Tuninga, for implementing the strategy.

ESSEC Business School, Paris, France (AACSB, AMBA, EQUIS)

2015 **Visiting Professor**

Teaching International Entrepreneurial Strategy in the Master's in Management, which is ranked 3er in the world by the Financial Times. Strategic partnerships for ESSEC in Latin America.

Universidad Adolfo Ibáñez (UAI), Chile (AACSB, AMBA, EQUIS) *Ranked Top 1 Business School in Latin America*

2008 –2015 *Professor & Director, Research Center for International Competitiveness*

1. Led a multidisciplinary research team with colleagues from Business, Government and Social Sciences.
2. Developed international strategic partnerships with government officials and the business community.
3. Secured US\$2million external funding with the World Bank & Conicyt Research Council.

Director, PhD in Management: Led doctoral students, faculty and admin team for the re-positioning of the program.

Strategic partnerships with top-ranked universities in Latin America, Australia, and Canada.

Supervised a total seven students from Chile, Finland, Germany, Dominican Republic, and Peru.

External PhD supervisor: Deusto Business School (Spain), Hanken Business School (Finland), Andes (Colombia).

External examiner: University of Auckland, New Zealand.

Service:

Research committee, including the development of new research policies; Chair for new faculty recruitment;

Chair, Tenure Promotion Committee; Contribution to the AACSB & EQUIS re-accreditations.

Teaching: MBAs & MSc: International Marketing Strategy; Strategic Management.

Universidad Austral, Chile

2005 - 2008 *Director, Graduate Business School*

Led the strategy, faculty, marketing, student's recruitment, staff, and postgraduate activities across 3 campuses.

Re-developed MBAs and executive education in collaboration with the industry for new revenue generation.

Head of Strategy, worked with the Provost and University President.

Head of International Relations, developed strategic international alliances with key partners.

University of Strathclyde, Glasgow, Scotland UK (AACSB, AMBA, EQUIS)

2001-2005 *Researcher & Lecturer*, MSc. in International Marketing & MSc. International Management.

Research on industry clusters and entrepreneurship with the Scottish Development Agency.

Scottish Opera, Global Marketing Strategist, Scotland, UK

2001 Developed the global marketing strategy for the company.

Founder CEO Stein Business Consulting, Israel

1999-2001 Founded and managed Stein Business Consulting in partnership with Israeli-based startup Wise Company.

Developed projects for customers in Israel, Asia, and across Latin America.

Business Development Manager, Diario Estrategia, Chile

1998-2000 Developed commercial, marketing and sales strategies for the Business Newspaper group at regional levels.

Hired, developed and trained a new marketing team for increasing revenues and new market opportunities.

Visiting professor and invited talks

2025 University of Massachusetts, Lowell, MA, USA - *Research Seminar on Entrepreneurship*

2025 Vanderbilt University, USA – *Research Seminar on Social Innovation and Entrepreneurship*

2023 Wits University, Johannesburg - A top-ranked research university in South Africa - *Guest professor*

2023 University of Texas at El Paso, USA –*Research Seminar on Entrepreneurship*

2020 HEC Paris in Qatar; and the University of Applied Sciences, Genève, Switzerland – *Guest professor seminars*

2019 Global MBA, INCAE Business School, Costa Rica - *International Visiting Professor*

2018 Executive MBA, Universidad Javeriana, Colombia - *International Visiting Professor*

2016 King's College London, UK – *visiting professor; Doctoral Research Seminar on Entrepreneurship*

- 2015 Center Emerging Markets, Linnaeus University, Sweden – *Honorary Affiliated Professor*
- 2015 Executive MBA, Universidad EAFIT, Colombia
- 2014 Stanford University, USA
- 2013 University of Adelaide, Australia
- 2012 MBA & DBA University of West Indies, Island of Trinidad and Tobago
- 2011 HEC Montreal, and McGill University, Canada
- 2010 Rotterdam School of Management, Holland
- 2008 Universities of Waikato & Otago, New Zealand
- 2007 BI School of Management, Norway
- 2006 MBA, Universidad del Rosario, Colombia
- 2004 MBA, Soochow University, Taipei, Taiwan

Editorial & external activities

Editor-in-Chief: Journal of Sustainable Business and Economics (since 2023).

Associate Editor: Industrial Marketing Management (2012-2017), Journal of Global Entrepreneurship (2017-2023).

Guest Editor: Journal of International Entrepreneurship: *Internationalization from Emerging Economies*.

Industrial Marketing Management: *Economic Geography and Business Networks*.

Academia: *International Entrepreneurship in Latin America*.

International Small Business Journal (ISBJ) *Startups scaling up special issue* (2025).

Regular Reviewer: BABSON Entrepreneurship Research Conference, United States Association of Small Businesses (USASBE); Journal of Business Research, Journal of Small Business Management, Journal of Management Studies, Journal of Business & Industrial Marketing, International Journal of Entrepreneurial Behavior & Research, Industrial Marketing Management.

Expert reviewer on industry clusters and entrepreneurship: Social Sciences Research Council (SSRC), Canada.

Tenure Promotion Committee: University of University of Manitoba, Winnipeg, Canada (2024).

Chair: McGill University International Entrepreneurship Conference (2014).

Global Entrepreneurship Conference (2016), London, UK.

Track Chair: California Entrepreneurship Educators Conference, San Diego, USA (2024, 2025); Academy of International Business (2016-2018); Strategic Management Society (2015-2018); BALAS - Business Association of Latin American Studies (2011-2022); European Marketing Conference EMAC (2004-2005).

Executive Board: BALAS - Business Association of Latin American Studies (2015-2022).

Academy of International Business, Latin American Chapter (2008-2018).

Entrepreneurship Educators Conference, San Diego State University, USA (2024-2025).

Research Grants

Secured more than US\$3 million of external international funding.

1. Collaborator, Ethical AI governance for sustainable innovation in startups, *UK Social Sciences*, U.K. (2025).
2. Collaborator, "Indigenous entrepreneurship", *Social Sciences Research Council*, Canada (2022-2023) \$25,000.
3. Collaborator, "Technology-based entrepreneurship in Spain" *Regional Government*, Spain (2020-2021) \$25,000.
4. Co-director, "Indigenous entrepreneurship", *Massey University*, New Zealand (2017-2018) \$25,000.
5. Director, "Entrepreneurship in regional SMEs", *Conicyt Research Council*, Chile (2016-2018) \$180,000.
6. Institutional Director, "Internationalization by innovative technology", *Erasmus+ EU Grant* (2016) 1mill Euros.
7. Collaborator, "The future of manufacturing Born Globals" *EU Eurofound*, 1/2 mill Euros (2015-2016).
8. Director, "Centre for International Competitiveness", *Conicyt Research Council*, Chile (2012-2015) \$1mill.
9. Director, "Internationalization of regional clusters" (2012-2013) *Fondecyt*, Chile \$280,000.
10. Director, "Innovation and entrepreneurship in regional clusters" *Conicyt & World Bank* (2008-2011) \$1mill.
11. Co-Principal, "Born Global and Micro-multinationals" (2010-2012) *Fondecyt*, Chile \$250,000.
12. Co-Principal, "Market-based value adding of salmon" *Research Council*, Norway \$1/2mill.
13. Principal, "Regional clusters, social networks and entrepreneurship" (2006-2008) *Fondecyt*, Chile \$250,000.
14. Principal, "Regional clusters for marketing activities", *Carnegie Trust*, Scotland (2003) \$25,000.

Consultancy, Boards and Keynotes

2024 Advisory Board Member, Entrepreneurship Policies at CORFO Development Agency, Government of Chile.

<https://www.clarkson.edu/news-events/clarkson-professor-appointed-board-member-chilean-economic-development-agency>

2023 Hispanic Heritage Month Panel, Diversity and Inclusion, Clarkson University, NY, USA.

2020 Keynote, de-globalization of business activity during COVID, Global Entrepreneurship Week, Puerto Rico.

2020 Founder CEO, Stein Global Consulting: helping start-ups to grow globally and sustainable during crisis, Spain.

2019 Policy report on sustainable indigenous entrepreneurship, Ministry of Social Development, New Zealand.
 2018 Keynote, Pacific Alliance Regional Forum, Bogotá, Colombia.
 2017 Keynote, Indigenous Entrepreneurship Conference - New Zealand Embassy, Chile.
 2017 Wine Business strategy, Board Members, Wellington, New Zealand.
 2016 Expert work on SMEs internationalization for the European Parliament, Brussels.
 2016 Keynote, Higher Education Entrepreneurship Group, Kingston University, London, UK.
 2012 Keynote, Global Wine Business Conference, Mendoza, Argentina.
 2011 Industry clusters development policies for Latin America and the Caribbean, Government of Trinidad and Tobago.
 2009 Advisor on Global Country Branding, ProChile, Government of Chile.
 2008-2011 Advisory Board Member, Conicyt Research Council, Chile.
 2005 Global Strategy for RH MultiFeeder/salmon industry, Norway.
 2002 Global Strategy, Scottish Opera, Glasgow, U.K.
 1998-2000 Business and diversification strategy for ESTRATEGIA Business Group, Latin America.
 1999 Founder CEO, Stein Business Center, global consultancy firm, Israel.

Selected Publications

95+ Publications including *Journal of Business Research*, *Entrepreneurship Theory and Practice*, *Journal of Strategic Marketing*, *Journal of Small Business Management*, *Industrial Marketing Management*, among others.

Research with practical and social impact for managers and policy makers.

<https://scholar.google.ca/citations?hl=en&user=ICRutycAAAAJ>

Crick, J., Crick, D., Felzensztein, C., *et al.*, (2025) “Managing the interplay between cooperation and competition in export markets” *under review*, *Journal of International Business Studies*

Magrez, I. and Felzensztein, C. (2025) “Surviving the shadows: family support for informal entrepreneurs in Africa”, *work in progress*, *Entrepreneurship and Regional Development*

Xu, R., and Felzensztein, C. (2025) “Do conflicts in cooperation matter to open innovation in China?” *under review*, *Journal of Business Research*

Xu, R., and Felzensztein, C. (2025) “Does partner attributes drive intra-cluster coopetition?” *under review*, *Industrial Marketing Management*

Magrez, I. and Felzensztein, C. (2025) “The implementation of coopetition strategy among small firms in emerging economies” *under review*, *Journal of Business & Industrial Marketing*

Karami, M., Bagheri, A., Felzensztein, C. (2025) “Scaling smart: frugal marketing strategies for start-up growth at the periphery” *under review*, *Journal of Strategic Marketing*

Felzensztein, C., Tretiakov, A., Ostos, J. (2025) "Indigenous entrepreneurship development" *under review*, *Canadian Journal of Development Studies*

Felzensztein, C., Barroso, F., Dana, L.P., Magrez, I. Salloum Ch. (2025) “Entrepreneurship under conditions of poverty: the role of informal family support” *under review*, *Entrepreneurship and Regional Development*

Felzensztein, C., Tretiakov, A., & Velez-Ocampo, J. F. (2024) “Parentalistic leadership and crisis responses by small entrepreneurial firms”, *Small Enterprise Research*, 31(2), 198–216. <https://doi.org/10.1080/13215906.2024.2428861>

Felzensztein, C. and Bagheri, A. (2024), "Start-ups' scaling-up strategies at the regional periphery", *International Journal of Entrepreneurial Behavior & Research*, Vol. 30, 10, 2411-2442. <https://doi.org/10.1108/IJEBr-05-2023-0507>

Xu, R., Zhu, X., Wang, Y., Gu, J. and Felzensztein, C. (2024), "Inter-firm coopetition and innovation in industrial clusters: the role of institutional support", *Journal of Business & Industrial Marketing*, Vol. 39 No. 4, pp. 832-856. <https://doi.org/10.1108/JBIM-07-2022-0339>

Felzensztein, C. and Tretiakov, A. (2023) “Technology adaptation: micro new ventures in a COVID-19 lockdown”, *International Journal of Entrepreneurial Behavior & Research*, Vol. 29 No. 4, pp. 1007-1026.

- Felzensztein, C., Crick, D., Gonzalez, M., Jurado, T., Etchebarne, M. (2022) "Capabilities and the internationalization of smaller-sized, service-oriented firms in the southern hemisphere", *Journal of Strategic Marketing*, 30:6, 533-561
- Mika J, Felzensztein C, Tretiakov A, Macpherson W. (2022) "Indigenous entrepreneurial ecosystems: a comparison of Mapuche entrepreneurship in Chile and Māori entrepreneurship in Aotearoa New Zealand". *Journal of Management & Organization*. 2024;30(1):40-58. <https://doi.org/10.1017/jmo.2022.15>
- Felzensztein, C., Saridakis, G., Idris, B., Elizondo, G. (2022) "Do economic freedom, business experience, and firm size affect internationalization speed? Evidence from small firms in Chile, Colombia, and Peru" *Journal of International Entrepreneurship*, <https://doi.org/10.1007/s10843-021-00303-w>
- Felzensztein, C. and Gimmon, E. (2021), "Facilitating entrepreneurship in the failing Cuban economic model?", *Journal of Entrepreneurship in Emerging Economies*, <https://doi.org/10.1108/JEEE-04-2021-0161>
- Gimmon, E. and Felzensztein, C. (2021) "The emergence of family entrepreneurship in the transition economy of Cuba", *International Journal of Emerging Economies*, <https://doi.org/10.1108/IJOEM-09-2020-1099>
- Macpherson, W., Tretiakov, A., Mika, J., Felzensztein, C. (2021) "Indigenous entrepreneurship: Insights from Chile and New Zealand", *Journal of Business Research*, 127, 77–84
- Tretiakov, A., Felzensztein, C. Mika, J. and Mcpherson, W. (2020) "Family, community and globalization: entrepreneurs as n-cultural", *Cross Cultural & Strategic Management*, 1-22
- Pino, C., Felzensztein, C., Chetty, S. (2020) "Institutional knowledge in Latin American SMEs", *Journal of Small Business Management*, <https://www.tandfonline.com/doi/full/10.1111/jsbm.12518>
- Brache, J. and Felzensztein, C. (2019) "Exporting firm's engagement with trade associations", *International Business Review*, 28(1), 25
- Felzensztein, C. Deans, K. and Dana, L. (2019) "Small firms in regional clusters: Local networks for internationalization in the southern hemisphere", *Journal of Small Business Management*, 57(2), 496-516
- Brache, J. and Felzensztein, C. (2019) "Geographical co-location and SME's export performance", *Journal of Business Research*, Vol. 105, 310-321
- Felzensztein, C. and Fuerst, S. (2018) "Entrepreneurship and SMEs internationalization in Latin America", *Academia*, 31(4), 626-632
- Felzensztein, C. Gimmon, E., Deans, K. (2018) "Coopetition in regional clusters: Keep calm and expect unexpected changes" *Industrial Marketing Management*, 69, 116-124
- Nicholson, J., Gimmon, E., & Felzensztein, C. (2017) "Economic geography and business networks: Creating a dialogue between disciplines", *Industrial Marketing Management*. 61, 4-9
- Geldes, C., Felzensztein, C., Palacios, J. (2017) "Technological and non-technological innovations for propensity to innovate: The case of an emerging economy", *Industrial Marketing Management*. 61, 55-66
- Geldes, C. Heredia, J and Felzensztein, C. (2017) "Proximity as determinant of business cooperation for technological and non-technological innovations" *Journal of Business and Industrial Marketing*, 32, 167-178
- Pino, C., Felzensztein, C. Zwerg, Arias, L. (2016) "Non-technological innovations: Market performance of exporting firms in South America", *Journal of Business Research* 69, pp. 4385–4393
- Felzensztein, C. (2016) "International entrepreneurship in and from emerging economies" *Journal of International Entrepreneurship*, Vol 14, No1, pp. 5-7

- Amoros, Etchebarne, Torres, Felzensztein, C. (2016) "International entrepreneurial firms in Chile", *Journal of Business Research*, Vol 69, Issue 6, pp. 2052-2060
- Felzensztein, C., Ciravegna, L., Robson, P., Amorós, E (2015). "The international strategy of Latin American SMEs: the effects of networks and entrepreneurship orientation", *Journal of Small Business Management*, 53, S1, p. 145–160
- Little, C., Felzensztein, C., Gimmon, E., Muñoz, P. (2015) "The business management of the salmon farming industry", *Marine Policy*, Vol. 54, pp. 108–117
- Geldes, C., Felzensztein, C., Turkina, E., Durand, A. (2015) "How does proximity affect marketing cooperation? A study of clusters in emerging economies", *Journal of Business Research*, Vol. 68, Issue 2, pp. 263–272
- Felzensztein, C., Boehe, D., Kabbach L. (2015) "The internationalization speed of Latin American Pacific Rim SMEs", *Academy of Management Proceedings*, <https://doi.org/10.5465/ambpp.2015.12834abstract>
- Felzensztein, C., Stringer, C., Benson-Rea, M., Freeman, S. (2014) "International Marketing Strategies in Industrial Clusters: insights from the southern hemisphere", *Journal of Business Research*, Vol. 67, Issue 5, pp 837-846
- Dimitratos, P., Amoros, E., Etchebarne, S., Felzensztein, C., (2014) "Micro Multinational or Not? The Effects of International Entrepreneurship, Networking and Learning", *Journal of Business Research*, Vol. 67, Issue 5, 908–915
- Felzensztein, C. and Gimmon, E. (2014) "Competitive advantage in global markets", *European Business Review*, special issue on Sustainability, Vol. 26, Issue 6, pp. 568 – 587
- Felzensztein, C. Brodt, S., Gimmon, E. (2014) "Do Strategic Marketing and Social Capital Really Matter in Regional Clusters?", *Journal of Business Research*, Vol. 67, Issue 4, pp. 498-507
- Felzensztein, C. Gimmon, E. and Aqueveque, C. (2013) "Entrepreneurship at the Periphery: Exploring Framework Conditions in Core and Peripheral Locations", *Entrepreneurship Theory and Practice*, Vol. 37: 4, pp 815-835
- Amoros, E., Felzensztein, C., Gimmon, E. (2013) "Entrepreneurial Opportunities in Peripheral vs. Core Regions in Chile", *Small Business Economics*, Vol 40: 1, pp 119-139
- Felzensztein, C., & Deans, K. R. (2013) "Marketing practices in wine clusters: Insights from Chile", *Journal of Business and Industrial Marketing*, 28(4), 357-367.
- Felzensztein, C., Gimmon, E., & Aqueveque, C. (2012) "Clusters or un-clustered industries? Where inter-firm marketing cooperation matters", *Journal of Business and Industrial Marketing*, 27(5), 392-402
- Felzensztein, C., & Gimmon, E. (2012) "Regional entrepreneurship: What can we learn from the periphery?" *International Journal of Entrepreneurship and Small Business*, 15(3), 362-375
- Amorós, J., Etchebarne, S., Felzensztein, C. (2012) "International Entrepreneurship in Latin America", *ESIC Market Economic and Business Journal*, Vol. 43: 3, 513-529
- Felzensztein, C., Gimmon, E. and Carter, S. (2010) "Geographical Co-location, Social Networks and Inter-Firm Marketing Cooperation: The Case of the Salmon Industry", *Long Range Planning*, Vol. 43, 5-6, pp. 675-690
- Felzensztein, C., Huemer, L., & Gimmon, E. (2010) "The effects of co-location on marketing externalities in the salmon-farming industry", *Journal of Business and Industrial Marketing*, 25(1), 73-82
- Felzensztein, C. and Gimmon, E. (2009) "Social Networks and Entrepreneurial Marketing Cooperation in Clusters: An International Comparative Study", *Journal of International Entrepreneurship*, Vol. 7, No. 4, pp. 281-291
- Huemer, L., Boström, G. O., & Felzensztein, C. (2009) "Control-trust interplays and the influence paradox: A comparative study of MNC-subsidiary relationships" *Industrial Marketing Management*, 38(5), 520-528

- Felzensztein, C., & Gimmon, E. (2009) "Managing marketing externalities in innovative natural resources-based clusters", *Innovation: Management, Policy and Practice*, 11(1), 74
- Felzensztein, C. & Gimmon, E. (2008) "Industrial clusters and social networking for enhancing inter-firm cooperation", *Journal of Business Market Management*, 2(4), 187–202
- Felzensztein, C. (2008) "Innovation and marketing externalities in natural resources clusters: The importance of collaborative networks in Chile and Scotland", *Academia* (40), 1-12.
- Felzensztein, C. (2008) "Clusters, social networks and marketing collaboration in small firms: evidence from Chile and Scotland", *Journal of Entrepreneurship and Small Business*, Vol.6, No.2, pp. 230-244
- Felzensztein, C. and Gimmon, E. (2007) "The Influence of Culture and Size upon Inter-firm Marketing Cooperation: A Case Study of the Salmon Farming Industry", *Marketing Intelligence and Planning*, Vol. 25, No.4, pp. 377-393
- Felzensztein, C. (2006) "Emerging market economies: globalization and development", *International Small Business Journal*, Vol. 24 (3), pp. 324-336
- Felzensztein, C., & Dinnie, K. (2005) "The effects of country of origin on UK consumers' perceptions of imported wines", *Journal of Food Products Marketing*, 11(4), 109-117
- Felzensztein, C., Hibbert, S., & Vong, G. (2004) "Is the country of origin the fifth element in the marketing mix of imported wine?", *Journal of Food Products Marketing*, 10(4), 73-84.
- Felzensztein, C., (2004) "The geography of small firm innovation", *International Small Business Journal*, Vol. 22, pp. 624-626

Selected Books & Chapters

- Felzensztein, C., Bagheri, A. and Lechner, C., (2025) *A Research Agenda for Startups' Scale-up, Scale-down and Re-scaling Strategies*, Edward Elgar, USA. In press.
- Alqahtani, N., Frimpong, K., Felzensztein, C., (2025) "Exploring the ups and downs of start-ups' scaling in Saudi Arabia", in: Eggers, F.; Usley, C.; Eason, Y., Gaur, A. (eds.): *Research at the Marketing/ Entrepreneurship Interface*.
- Magrez, I. and Felzensztein (2025) "Implementing *coopetition* within small firms in emerging economies" in *Handbook on Coopetition*. Edited by James Crick, De Gruyter Business and Economics, Berlin, Boston.
- Felzensztein, C. and Fuerst, S. (2024) *A Research Agenda for International Entrepreneurship*, Edward Elgar, USA
<https://www.e-elgar.com/shop/usd/a-research-agenda-for-international-entrepreneurship-9781803925684.html>
Addressing the intersection between the fields of international business and entrepreneurship, this topical Research Agenda wholly encapsulates the multi-dimensional nature of international entrepreneurship.
- Felzensztein, C. (2022) *Foreword Entrepreneurship in South America*, in Leo Paul-Dana, Springer Book Collection in Business and Economics, ISBN 2192-4333, Switzerland
- Amoros, E., Ciravegna, L., Felzensztein, C., Haar, J. (2015) "International Entrepreneurship in Latin America: Lessons from theory and practice", in *International Business in Latin America*, Palgrave, UK
- Felzensztein, C (2014) "New world wines in the UK market: re-thinking new strategies", *Emerald publishing*
- Felzensztein, C. and Olavarria, J. (2013) "Regional Systems of Innovation and Knowledge Entrepreneurship in Natural Resource-based Clusters" in Etemad, H. (Editor) *The Process of Internationalization in Emerging SMEs and Emerging Economies*, McGill University, Canada
- Felzensztein (2013) "Understanding Competitiveness: The Chilean wine cluster" in Hira, A (Editor) *What Makes Clusters Competitive? Cases from the Global Wine Industry*, McGill-Queen's University Press, Canada

Felzensztein, C. & Olavarria, J. (2011) *Clusters and Regional Innovation: Lessons for Latin America*, Andrés Bello Publishing, Chile

Amoros J., Felzensztein C. & Gimmon E. (2011) "Entrepreneurship in peripheral regions" *BABSON College Frontiers of Entrepreneurship Research*, USA, pp. 571-585

Young, J.A., Sogn-Grundvåg, G. & Felzensztein, C. (2010) "Hva skjer i Chile? Kommer det et nytt "vulkanutbrudd"? *NorskFiskeoppdrett*" 5, pp. 36-39 – (in Norwegian) Oslo, Norway – sustainability in the salmon farming industry.

Felzensztein, C. (2009) "The importance of natural resources-based industry clusters in Latin-America" in Singh, S. (Ed.) *Handbook of Business Practices and Growth in Emerging Markets*, Imperial College Press, London, UK

Felzensztein, C. (2008) "Chile - All Ways Surprising" in Dinnie, K. (ed.) *Nation Branding*, Elsevier UK

Felzensztein, C., Ottesen, G., Young, J. (2007) "Market-based value-adding and differentiation in clusters: An international networking approach", in *International Markets and Processes*, ISBN 1740675630

Felzensztein, C. and Carter, S. (2006) "The Salmon Farming Industry: Cooperation vs Competition for Achieving a Global Positioning", *European Case Clearing House UK*

Felzensztein, C. and Carter, S. (2005) "Geographical co-location and Inter-firm co-operation for entrepreneurial firms", *BABSON College Frontiers of Entrepreneurship Research*, USA

Knowles, T. and Felzensztein, C. (2004) "Marketing Ecotourism" in *Ecotourism*, London, UK pp. 226-236

Selected Conferences

Active participation in 60+ conferences, including Academy of International Business, Strategic Management Society, BABSON College Entrepreneurship Research Conference, Business Association of Latin American Studies (BALAS).

2025 "Key note on Entrepreneurial Sustainability", *Business Association of Latin American Studies*, Costa Rica.
2024 "Exploring the ups and downs of startups' scaling in Saudi Arabia", *Rutgers University*, NJ., USA.
2024 "Entrepreneurship beyond the Silicon Valley", *California Entrepreneurship Educators Conference*, San Diego CA.
2024 "Book presentation International Entrepreneurship" *Iberoamerican Academy of Management*, Dominican Republic.
2023 "Entrepreneurship and property rights", *Whitman School of Management*, Syracuse University, NY, USA.
2023 *BABSON College Entrepreneurship Research Conference*, University of Tennessee, Knoxville, USA.
2023 "Entrepreneurship in context of poverty" *BALAS Conference*, EGADE Tec de Monterrey, Mexico.
2022 "Entrepreneurial responses to COVID-19 lockdowns", *BALAS Conference*, Lisbon, Portugal.
2019 "Indigenous entrepreneurship" *Best paper award* (Social impact) *University of San Diego*, USA.
2019 "The internationalization of young and small service firms", *Academy of International Business*, Copenhagen.
2018 "The emergence of small family businesses in Cuba", *Australian Entrepreneurship Conference*, QUT, Australia.
2016 *Academy of International Business* (AIB UK), University of London, UK (papers and track chair).
2016 *Strategic Management Society* (SMS) conference on Entrepreneurship, *LUISS Business School*, Rome Italy.
2015 *European International Business Academy* (EIBA), Rio de Janeiro, Brazil.
2015 *CIMAR Conference* at WU Vienna, Austria & *Strategic Management Society*, Chile (track chair).
2014 Chair, "Pacific alliance for fast growing Latin American economies", *Florida International University*, USA.
2014 Chair, panel on "Entrepreneurship in Latin America," *Academy of Management Conference*, USA.
2014 "International entrepreneurship in small economies", *Academy of International Business*, Vancouver, Canada.
2013 "International Entrepreneurship in Latin-America" *McGill International Entrepreneurship Conference*, Canada.
2013 "International strategy of Latin American SMEs", *CIMAR Conference*, *Best paper award*, Adelaide, Australia.
2012 "International Marketing in Industrial Clusters", *Best paper award*, *BALAS Conference*, Rio de Janeiro, Brazil
2011 "Understanding International Competitiveness" *Wine Clusters Conference*, Simon Fraser University, Canada.
2011 "International entrepreneurship in Latin America" *Best paper award*, *BALAS Conference*, Chile.
2010 *BABSON Kauffman Entrepreneurship Research Conference*, IMD Lausanne, Switzerland.
2010 Panel on Facilitating Industry Clusters, *ANZAM Conference in Adelaide*, Australia.
2010 "Where does Coopetition matter?" *ISBM Academic Conference 2010*, Harvard University, Boston, USA.
2009 "Are entrepreneurs in periphery far away from god?" *Strategic Management Conference*, Brazil.
2009 "Partnership or weak ties in Inter-firm cooperation?" *Freie Universität Berlin*, Germany.
2008 "Peripheral located entrepreneurs", *McGill International Entrepreneurship Conference*, New Zealand.

2008 “B-to-B Marketing Cooperation, Alliances and Competition” *ISBM Conference, University of California, USA.*
2008 “Industrial clusters for enhancing inter-firm cooperation”, *University of St. Gallen, Switzerland, March.*
2007 “Marketing externalities in clusters”, *Best paper award CLADEA Florida International University, USA.*
2007 “Does geography matter for inter-firm cooperation in marketing?” *IMP Conference, Università Bocconi, Italy.*
2005 “Cooperation in marketing” *Academy of Marketing, Dublin Institute of Tech, Ireland.*
2004 “Marketing externalities in entrepreneurial firms”, *BABSON College Entrepreneurship Research Conference, UK.*

Selected Awards

2024 *Most Inspiring Leaders to Follow in 2024*, the Education View Magazine, USA.
<https://theeducationview.com/christian-felzensztein-driving-innovation-entrepreneurship-in-technological-education-and-research/>
2023 Research Award on Family Business in Latin America, Universidad de Monterrey, Mexico.
2022 Most productive author on Entrepreneurship in Latin America, Management Review Quarterly, USA.
2019 World-class researcher, Research Assessment (PBRF), Education Commission, New Zealand.
2019 China-New Zealand distinguished fellowship, Peking University, China.
2014 Best researcher award (Latin America), EMERALD Publishing, London, UK.
2013 Best research professor award, 60th Anniversary of Adolfo Ibáñez Business School UAI, Chile.
2013 Best paper award Georgia State University USA at the CIMAR conference, Adelaide, Australia.
2012 Sion Raveed best paper award, Business Association of Latin American Studies (BALAS), Brazil.
2012 HEC Montreal Certificate of Recognition for contribution to the campus abroad program, Canada.
2010 Management Research Award, EMERALD Publishing London, UK.
2009 Listed *Who is who in Business*, Marquis, USA.
2007 Best paper award, CLADEA Conference, Florida International University, USA.
2009 Regional Studies Association Award, London, UK.
2005 British Alumni Association award, British Council, UK.
2003 Overseas Research Scholarship (ORS), London, UK.
2003 Carnegie Trust Research Award, Scotland, UK.
2002 Chartered Institute of Marketing Award, Glasgow, Scotland, UK.

Leisure Activities: Contemporary art collection; learning from diverse cultures; active philanthropy.

Fluent Languages: English & Spanish.

Status: Married for 20+ years; One daughter; U.S. Permanent Resident.