



**FIRST LATAM SYMPOSIUM IN BUSINESS ECONOMICS
NOVEMBER 12-13, 2020
(VIRTUAL EDITION)**

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ABOUT THE SYMPOSIUM

The [School of Economics and Business](#) and [the Ph.D. program in Business Economics](#), at the [Universidad del Desarrollo](#) (UDD) invite the academic community to participate in the **1st Symposium in Business Economics (virtual edition)**. The first edition of this symposium is specially oriented to:

- **LATAM Doctoral students** from accredited PhD programs (Chilean and LATAM universities)
- **LATAM postdoctoral researchers** (less than three years after graduation)
- **LATAM junior researchers** (less than three years after graduation)
- **LATAM academic community**

The symposium consists of **two-days of on-line activities focused** on:

- Providing **specialized webinars** with outstanding experts in entrepreneurship, economics and management fields to discuss topics included in the current research agenda, as well as methodological components for designing the study in these topics
- Providing a space for presenting and discussing research in entrepreneurship, economics and management fields through **paper presentations in parallel sessions**, as well as bringing some **publication options** for the best-presented papers
- Providing **a space for doctoral students** to present/discuss research proposals with outstanding experts and journal editors in entrepreneurship, economics and management fields

Indeed, the symposium organizers are greatly honoured and grateful by the participation of Professor [Herman Aguinis](#) [Avram Tucker Distinguished Scholar & Chairperson of the Department of Management at the George Washington University School of Business] with his keynote speech “**An Ounce of Prevention is Worth a Pound of Cure: How to Design and Conduct High-impact Research**”.

The official **languages of this symposium** will be Spanish and English. If you are interested to participate, please do not forget the key dates:

- **Extended abstract and/or research proposal submission**: October 15th, 2020
- **Notification of acceptance**: October 20th, 2020
- **FREE registration** (it is important to be considered in the program): October 30th, 2020
- **Symposium dates**: November 12th & 13th, 2020

We are looking forward to receiving your proposal and sharing this event with all of you.

All the best,

Maribel Guerrero & Jean Sepúlveda
School of Economics and Business,
Universidad del Desarrollo, Chile.
Organizers

KEYNOTE SPEAKER



An Ounce of Prevention is Worth a Pound of Cure: How to Design and Conduct High-impact Research

[Herman Aguinis](#)

Avram Tucker Distinguished Scholar & Chairperson
Department of Management
The George Washington University School of Business

Have you thought about ideas regarding empirical research but are not sure how to actually go about testing these ideas? Are you stuck with what you think may be a good general question for a project but are not sure how to actually design it, which variables to measure and how, and how the data will be analyzed? Do you have some initial ideas regarding projects, but are not sure whether these are worth pursuing? This plenary will address an assortment of issues that are critical in the research process beginning with an assessment of whether a project idea is interesting and of practical importance, followed with research design, measurement, and data-analysis issues.

Suggested readings (available at <http://www.hermanaguinis.com/pubs.html>)

- Aguinis, H., Ramani, R. S., & Cascio, W. F. in press. Methodological practices in international business research: An after-action review of challenges and solutions. *Journal of International Business Studies*.
- Solarino, A. M., & Aguinis, H. in press. Challenges and best-practice recommendations for designing and conducting interviews with elite informants. *Journal of Management Studies*.
- Aguinis, H., Hill, N. S., & Bailey, J. R. in press. Best practices in data collection and preparation: Recommendations for reviewers, editors, and authors. *Organizational Research Methods*.
- Aguinis, H., Ramani, R. S., & Alabduljader, N. in press. Best-practice recommendations for producers, evaluators, and users of methodological literature reviews. *Organizational Research Methods*.
- Aguinis, H., Villamor, I., Lazzarini, S. G., Vassolo, R. S., Amorós, J. E., & Allen, D. G. 2020. Conducting management research in Latin America: Why and what's in it for you? *Journal of Management*, 46: 615-636.
- Aguinis, H., Banks, G. C., Rogelberg, S., & Cascio, W. F. 2020. Actionable recommendations for narrowing the science-practice gap in open science. *Organizational Behavior and Human Decision Processes*, 158: 27-35.
- Aguinis, H., Cummings, C., Ramani, R. S., & Cummings, T. G. 2020. "An A is an A:" The new bottom line for valuing academic research. *Academy of Management Perspectives*, 34: 135-154.
- Aguinis, H., & Solarino, A. M. 2019. Transparency and replicability in qualitative research: The case of interviews with elite informants. *Strategic Management Journal*, 40: 1291-1315.
- Aguinis, H., & Vandenberg, R. J. 2014. An ounce of prevention is worth a pound of cure: Improving research quality before data collection. *Annual Review of Organizational Psychology and Organizational Behavior*, 1: 569-595.
- Aguinis, H., & Edwards, J. R. 2014. Methodological wishes for the next decade and how to make wishes come true. *Journal of Management Studies*, 51: 143-174.

About the Keynote Speaker: [Herman Aguinis](#) is the Avram Tucker Distinguished Scholar, Professor of Management, and Chairperson of the Department of Management at The George Washington University School of Business. His research addresses the acquisition and deployment of talent in organizations and organizational research methods. He has been elected for the five-year presidency track of the Academy of Management (AOM), served as Vice President and Program Chair for the AOM 2020 virtual conference and is now serving as AOM President Elect. Professor Aguinis has written 170 [refereed journal articles](#) and published [nine books](#). The 2019 and 2018 [Web of Science Highly Cited Researchers Reports](#) ranked him among the world's 100 most impactful researchers in Economics and Business and his work has received about [33,000 Google Scholar citations](#) (h-index = 84) and more than [10,000 Web of Science citations](#). He is a Fellow of the Academy of Management and received the Losey Award by the Society for Human Resource Management Foundation for lifetime achievement in human resource research; AOM Research Methods Division Distinguished Career Award for lifetime contributions; and AOM Practice Theme Committee Scholar Practice Impact Award recognizing outstanding impact on policy making and managerial and organizational practices. He has also received seven best-article-of-the-year awards from *Personnel Psychology*, *Journal of Management*, *Journal of Organizational Behavior* (twice), *Academy of Management Perspectives*, *Organizational Research Methods*, and *Management Research*. He served as Editor-in-Chief of *Organizational Research Methods*, as President of the Iberoamerican Academy of Management, and serves or has served on the editorial board of 26 journals.

VENUE AND TENTATIVE PROGRAM NOVEMBER 12-13, 2020

Venue: Given the global events, the symposium will be developed through a digital platform. Only registered participants can access to webinars, presentations and other activities.

Tentative program: Please save the dates

8:45 - 9:00	INAUGURATION DEAN RESEARCH HEAD		
MORNING: SPECIALIZED WEBINARS		AFTERNOON: PARALLEL SESSIONS	
9:00 - 10:20	Research methods		
10 minutes break			
10:30 - 11:50	Topic 1	Topic 2	Topic 3
10 minutes break			
12:00 - 13:20	Herman Aguinis AOM President <i>"Plenary session"</i>		
14:00 - 15:20	BUSINESS Session 1	ECONOMICS Session 1	MANAGEMENT Session 1
10 minutes break			
15:30 - 16:50	Session 2	Session 2	Session 2
10 minutes break			
17:00 - 18:20	Session 3	Session 3	Session 3
18:20 - 18:30	CLOSING DAY 12		
8:45 - 9:00	WELCOME DAY 13 Organizers		
MORNING: DOCTORAL CONSORTIUM - LATAM		AFTERNOON: PARALLEL SESSIONS	
9:00 - 10:20	Juniors <i>(1st year)</i>		
10 minutes break			
10:30 - 11:50	Advanced <i>(2nd year)</i>		
10 minutes break			
12:00 - 13:20	Seniors <i>(3rd year)</i>		
14:00 - 15:20	BUSINESS Session 1	ECONOMICS Session 1	MANAGEMENT Session 1
10 minutes break			
15:30 - 16:50	Session 2	Session 2	Session 2
10 minutes break			
17:00 - 18:20	Special issues information		
18:20 - 18:30	CLOSING SYMPOSIUM		

CALL FOR PAPER PRESENTATION (EXTENDED ABSTRACTS – SUBMISSION PROCESS)

RESEARCH TRACKS

Track 1: Entrepreneurship

- Entrepreneurship and cognitions
- Entrepreneurship and minorities (gender, migrants, rural)
- Entrepreneurship, technology, digitalization and innovation
- Entrepreneurship and context
- Entrepreneurship and economic growth
- Others

Track 2: Economics and the firm

- Markets and competition
- Uncertainty
- Managerial Economics
- Economics for business management
- Others

Track 3: Management

- Big challenges in the management
- Leadership and gender
- Innovation management
- Strategic management
- Others

SUBMISSION PROCESS

Authors should submit an extended abstract (15 pages max.) as follow

- 500-word abstract
- Content should include research objective, conceptual framework, methodology, preliminary results, expected contributions and implications (including references and tables/figures)
- Style: Times new roman font, double spacing, size 11, 2.5 cm (1.5 inch) margins

Submission process

- Subject: **Extended abstract** – Track (specify the track number/name)
- Email body: Please indicate Abstract title, Authors' names, University
- PDF attached files: Title page + Extended abstract (without authors information)
- Email: doctoradofen@udd.cl

PUBLICATION OPTIONS

The best papers will be invited to participate in the following publication options

- Option 1: Special Issue or fast track (e.g., Management Research, Journal of Business Venturing Insights, ...)
- Option 2: Book chapter (e.g., Routledge, Edward Elgar Publishing, ...)

CALL FOR DOCTORAL CONSORTIUM (RESEARCH PROPOSAL - SUBMISSION PROCESS)

RESEARCH TRACKS

Track 1: Entrepreneurship

Track 2: Economics and the firm

Track 3: Management

SUBMISSION PROCESS

- (A) A reference letter from the student's thesis advisor that should include the PhD program, the School/University and contact information of the doctoral dissertation advisor
- (B) PhD student's short-bio and CV (no more than three pages)
- (C) Doctoral Dissertation Projects: 15 pages
- 500-word abstract
 - Content should include research objective, conceptual framework, methodology, preliminary results, expected contributions and implications (including references, tables and figures)
 - Style: Times new roman font, double spacing, size 11, 2.5 cm (1.5 inch) margins
- (D) Modalities
- Juniors (PhD - first year)
 - Advanced (PhD – second year)
 - Seniors (PhD – third year)
- (E) Submission process
- Subject: **Doctoral Consortium** – Track (specify the track number/name)
 - Email body: Please indicate proposal title, PhD student' name, University, Supervisor
 - PDF attached files: Reference letter, PhD student short-bio / CV, Doctoral dissertation Project (without author information)
 - Email: doctoradofen@udd.cl

SCIENTIFIC COMMITTEE

(A) Internal [School of Economics and Business, UDD]

Entrepreneurship

[Maribel Guerrero](#)
[Juan Pablo Couyoumdjian](#)
[Antonio Lecuna](#)
[Carlos Poblete](#)
[Vesna Mandakovic](#)

Economics

[Jean Sepúlveda](#)
[María Florencia Gabrielli](#)
[Roberto Ponce](#)
[Felipe Vásquez](#)
[Marcos Vergara](#)

Management

[Erica Salvaj](#)
[Ignacio Pavéz](#)
[Fernando Sánchez](#)
[Angel Sevil](#)

(B) External

[José Ernesto Amorós](#), EGADE Business School, Mexico
[Robert J. Breitenecker](#), Johannes Kepler University Linz, Austria
[Matthias Fink](#), Johannes Kepler University Linz, Austria
[Teemu Kautonen](#), Alto University, Finland
[Daniel Lerner](#), IE University, Spain
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[José Rojas-Méndez](#), Carleton University, Canada

ORGANIZERS

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