

# CLINTON CHINEMELUM OFOEDU

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## RESEARCH SUMMARY

My research examines technology transfer and licensing incentives within high-technology industries, particularly in biopharmaceuticals. I specifically investigate how firms' R&D investments impact their licensing decisions, contributing valuable insights to the literature on the market for technology and innovation. Leveraging large datasets such as Recap Deloitte, PatentView (USPTO), and Compustat, I apply advanced econometric techniques—including difference-in-difference and instrumental variables—to rigorously address endogeneity concerns. In doing so, I provide a deeper understanding of the key dynamics and strategies firms use when commercializing new technologies.

## EDUCATION

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**IESE Business School, University of Navarra, Spain** 2020 - 2024  
*PhD in Management (Department of Entrepreneurship)*

**Committee:** Africa Arino (Chair), Christoph Zott, Massimo Colombo, Keld Laursen, Larissa Rabbiosi, and Anindya Ghosh

**Dissertation:** *Antecedents of Technology Licensing: Insights from the Bio-Pharmaceutical Industry*

**IESE Business School, University of Navarra, Spain** 2018 - 2020  
*Master in Research in Management*

**University of Lagos, Nigeria** 2010 - 2014  
*Bachelor of Science in Chemical Engineering*

## EMPLOYMENT

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*Post-doctoral Researcher*

**IESE Africa Initiative** 2024

Leading the development and execution of a comprehensive research agenda at the Africa Initiative Centre, increasing visibility and fostering active collaboration with key private and public sector stakeholders across the region. Secured a grant of €47,500 for research on Impact Investment in Africa.

- Conducting substantive research on impact investments in Sub-Saharan Africa in collaboration with a fund-of-funds, identifying key trends and investment opportunities.
- Co-Leading a team of researchers across Africa to study family businesses, developing insights that inform strategic decision-making in the region.
- Co-organized the Impact Investment Forum, facilitating discussions that attracted prominent asset allocators focused on Africa's investment landscape.

*Program Director*

**IESE Business School/Colegio Mayor Universitario Pedralbes**

2021 and 2024

Directed the IESE-Pedralbes program, organizing a one-week intensive for European students. Developed tailored educational content that promoted cross-border collaboration, enhancing participants' management and entrepreneurial skills while strengthening IESE's presence in Europe.

- Organized the annual IESE-Pedralbes Program, attracting over 50 university students from the United States, Europe, and Latin America to participate in MBA courses on strategy, marketing, entrepreneurship, and business ethics.

*Research Associate*

**Lagos Business School (LBS)**

2015 - 2018

Developed case-based content for Africa's entrepreneurs and business leaders. Contributed significantly to advancing collaborative research and strengthening LBS's global academic partnerships.

- Developed a case on business model innovation in Africa, used as a teaching tool for over 200 business executives and entrepreneurs to enhance their understanding of innovative practices in emerging markets.

## RESEARCH INTERESTS

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- Technology and Innovation Management, Entrepreneurship, Entrepreneurial Finance, and Impact Investing

## JOURNAL ARTICLES

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- **Understanding the Link between Post-Acquisition Resource Reconfiguration and Technology Out-Licensing (2024)** in the Journal of Management Studies: with Thomas Klueter and Solon Moreira

## WORKING PAPERS

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- **Leaders and Laggards: Examining R&D Productivity Gaps and the Demand for Technology (2024)**: with Ching Liao, Solon Moreira, and Thomas Klueter
- **Dark side of Managerial Efficiency: Impact on Firm Environmental Violations (2024)**: with Solon Moreira and Monica Wadhwa
- **Empowering Africa: Harnessing Impact Investments as a Market-Based Solution to Poverty (2024)**: with Thomas Klueter – Currently in the early stages of data collection.
- **Risk-Taking Incentives in CEO Compensation and Technology Commercialization (2023)**: with Solon Moreira and Aman Asija
- **Patenting Strategies in Sub-Saharan Africa (2022)**: with Alberto Galasso – Currently in the early stages of data collection.

## CASES

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- **TerraKulture: Exporting Nigerian Culture to the World (2016):** with Albert Alos

## TALKS, CONFERENCES AND SEMINARS

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- **(2024):** Politecnico Di Milano (Paper Presentation)
- **(2023):** Druid Conference (Paper Presentation)
- **(2022):** Temple University Capital Market Seminar (Paper Presentation), Brown Bag Seminar (IESE Business School), NBER Productivity Seminar, Workshop on Entrepreneurial Finance and Innovation (WEFI) Seminar, Wharton Innovation Doctoral Symposium (WINDS), Technology and Innovation Management (TIM) Doctoral Research Development Workshop (Paper Presentation)
- **(2021):** IESE Brown Bag Seminar (Paper Presentation), Academy of Management Conference (TIM), Workshop on Entrepreneurial Finance and Innovation (WEFI)
- **(2016):** Yale Africa/China Conference (Lagos Business School), Academy of International Business (AIB) Conference (Sub-Saharan Africa Chapter, Lagos Business School)

## TEACHING EXPERIENCE

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### Teaching Assistant

- **Fundamentals of Entrepreneurial Management (EMBA):** Assisted Professor Thomas Klueter, 2023
- **The Africa Balance Sheet – Risks and Rewards of Doing Business in Africa (MBA):** Assisted Professor Heinrich Liechtenstein, 2024
- **Entrepreneurial Finance (MBA):** Assisted Professor Heinrich Liechtenstein, 2024
- **Venture Capital Investment Competition (MBA):** Assisted Professor Heinrich Liechtenstein and David Frodsham, 2024

## INTERNATIONAL VISITING PERIOD

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- **Fall 2022:** Rotman School of Management, University of Toronto, invited by **Brian Silverman and Alberto Gallaso**
- **Winter 2021:** Fox School of Business, Temple University, invited by **Solon Moreira**

## RESEARCH GRANT

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*Social Trends Institute's*

**Grant (€47,500) for “Investing for Impact in Africa” project:** with Thomas Klueter, Fabrizio Ferraro, and Heinrich Liechtenstein, August 2024/2025

## COMPUTATIONAL SKILLS

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Stata (Advanced Proficiency)

LATEX (Proficiency)

R (Intermediate Proficiency)

## LANGUAGES

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English (Native)

Spanish (Fluent: reading, oral)

## PROFESSIONAL MEMBERSHIP

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Academy of Management (AOM)

Nigerian Society of Chemical Engineers (NSCHE)

## REFERENCES

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**Thomas Maximilian Klueter**

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IESE Business School

University of Navarra

`tmklueter@iese.edu`

**Solon Moreira**

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Fox School of Business

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