

Manuel Hermosilla

Johns Hopkins University
Carey School of Business
100 International Drive
Baltimore, MD 21202

mh@jhu.edu
<https://sites.google.com/site/manuelhermosilla>

ACADEMIC EMPLOYMENT

Johns Hopkins University, Carey School of Business

Assistant Professor (August 2014-present)

Universidad de los Andes, Facultad de Ciencias Económicas y Empresariales

Lecturer and Researcher (2006-2008)

EDUCATION

Northwestern University, Kellogg School of Management

Ph.D. (Marketing, 2014), M.Sc. (Marketing, 2010)

Ph.D. Dissertation: “Development and Commercialization Strategies for New Technologies: Essays on Biotech Innovation”

Pontificia Universidad Católica de Chile, Facultad de Ciencias Económicas y Administrativas

M.A. (Economics, 2006), Ingeniero Comercial (2005), B.A. (Business and Economics, 2004)

RESEARCH AND TEACHING INTERESTS

Innovation, Entrepreneurship, Empirical Industrial Organization, Quantitative Marketing.

HONORS AND AWARDS

- Fellow, NBER Entrepreneurship Research Boot Camp (2014)
- Kauffman Dissertation Fellowship, Ewing Marion Kauffman Foundation (2013)
- Finalist, ISBM Doctoral Dissertation Competition (2013)
- Fellow, Haring Symposium (2013)
- Fellow, Marketing Science Doctoral Consortium (2011,2013)
- Fellow, Columbia-Duke-UCLA Workshop on Quantitative Marketing and Structural Econometrics (2013)
- Mervin Shalowitz Fellowship in Health Enterprise Research (2011-2012)

- Presidente de la República Doctoral Fellowship (Declined, 2008)
- Kellogg School of Management Doctoral Fellowship (2008-2013)
- TGS Travel Grant (2011-2013)
- Valedictorian (Pontificia Universidad Católica de Chile, 2006)

RESEARCH

Working papers:

- Development and Commercialization Strategies for New Technologies: An Empirical Study of Pre-Market Licensing for Drug Innovation
- Pharmaceutical Profits and the Social Value of Innovation (with D. Dranove and C. Garthwaite, 2014) NBER Working Paper # 20212

Work in progress:

- Competition in the Biotech Licensing Market: Evidence from Medicare part D
- Equilibrium Contracting in Markets for Technology (with J. Lemus)

Non-refereed published research:

- [Renegotiation of Public Work Contracts: Evidence from Chile. *Estudios Públicos* 113 \(2009\), Centro de Estudios Públicos.](#) (with E. Engel, R. Fisher and A. Galetovic; in spanish)
- [The Renegotiation of Public Works Concession Contracts and the new Law. *Puntos de Referencia* 297 \(2008\), Centro de Estudios Públicos.](#) (with E. Engel, R. Fisher and A. Galetovic; in spanish)

Featured by the chilean media in the coverage of the reform to the Public Works Procurement System: [El Mercurio](#) (04/30/2011), [La Tercera](#) (08/24/2008, 10/20/2012), [CIPER](#) (12/23/2008).

INVITED PRESENTATIONS

1. Simon Business School, University of Rochester (2013)
2. Carey School of Business, Johns Hopkins University (2013)
3. LeBow College of Business, Drexel University (2013)
4. Leeds School of Business, University of Colorado at Boulder (2013)
5. Escuela de Administración, Pontificia Universidad Católica de Chile (2011)

CONFERENCE PRESENTATIONS

1. PSI - Products and Services Innovation Conference (Park City, 2014)
2. REER - Roundtable for Engineering and Entrepreneurship Research (Atlanta, 2013)
3. Workshop Management Science and Economics (DII Universidad de Chile, 2012)
4. Marketing Science Conference (2011, 2112)
5. LBS Transatlantic Doctoral Conference (London, 2011)

REFEREEING

Management Science, Review of Industrial Organization.