

CURRICULUM VITAE
Nieves Arranz Peña

ADDRESS:

(Office)

Associate Professor

Facultad de Ciencias Económicas y Empresariales
UNED.
Senda del Rey, 11
28040 Madrid
(Spain)
0034-913.987.831
e-mail: narranz@cee.uned.es

EDUCATION:

Sept. 1995

Ph. D. Management and Economic School
National Distance University of Spain.
Major Fields: Economics, International Relations, European Union.
Dissertation: "Las relaciones comerciales entre la Unión Europea y Europa del Este" (Trade Relations between EU and Eastern European Countries).

1988

M.S. in European Union. Polytechnic University at Madrid (Spain).

1987

B. S. in Economics and Business Administration. Autonomous University at Madrid (Spain).

2005

PIDD (Executive Development Program). ESIC Business & Marketing School (Spain).

MAJOR FIELDS:

International Business and European Economics.
Management of Technology.

EMPLOYMENT

Academic Positions:

2001 - Present

Associate Professor (with Tenure) at Facultad de Ciencias Económicas y Empresariales (UNED)

Spring 2012

Visiting Scholar at John Cook Business School.
St. Louis University (Missouri)

Spring 2011

Visiting Scholar at John Cook Business School.
St. Louis University (Missouri)

Summer 2008	<i>Visiting Scholar</i> at Wharton School. University of Pennsylvania.
1993-1999	Assistant Professor at National Distance University of Spain (UNED).
1989-1993	Research Grant from the Spanish Ministry of Science and Education.

**Non- Academic
Positions:**

1986-1989	Foreign Department. Confederación Española de Cajas de Ahorros (Spanish Confederation of Savings Banks).
-----------	---

RESEARCH/PUBLICATIONS

Articles published in refereed journals

M.F. Arroyabe, N. Arranz and J.C. Fdez. de Arroyabe (2015). R&D partnerships: An exploratory approach to the role of structural variables in joint project performance. **Technological Forecasting and Social Change**, 90(B), 623-634

F. Ubierna, N. Arranz and J.C. Fdez. de Arroyabe (2014). Entrepreneurial intentions of university students: A study of Design undergraduates in Spain. **Industry and Higher Education**, 28 (1), 51-60.

N. Arranz and J.C. Fdez. de Arroyabe (2012). The Effect of Formal Contracts, Relational Norms and Trust on Performance of Joint R&D Projects. **British Journal of Management**, 23(4), 575-588.

N. Arranz and J.C. Fdez. de Arroyabe (2012). Can innovation networks be efficient? A systems theory approach. **Technological Forecasting and Social Change**, 79(3), 485-497.

J.C. Fdez. de Arroyabe and N. Arranz (2011). A topological approach to multiattribute decisions. **International Journal of Management Science and Engineering Management**, 6(5), 350-355.

J.C. Fdez. de Arroyabe and N. Arranz (2010). Efficiency in Technological Networks. An Approach from Artificial Neural Networks (ANN). **International Journal of Management Science and Engineering Management**, 5(6), 453-460.

N. Arranz and J.C. Fdez. de Arroyabe (2009). Complex Joint R&D projects. From empirical evidence to managerial implications. **Complexity** 15(1): 61-70.

N. Arranz and J.C. Fdez. de Arroyabe (2009). Internationalization Process of Small Firms: Strategies, Transactions and Barriers. **International Small Business Journal** 27(4): 420-441.

N. Arranz and J.C. Fdez. de Arroyabe (2009). Technological cooperation: a new type of relations in the progress of national innovation systems. **Innovation Journal** 14(2): 3-11.

N. Arranz and J.C. Fdez. de Arroyabe (2009). Structure and management of European R&D networks. A view from Industrial Liaison Organisation. **Industry and Higher Education**, Volume 23, Number 1, pp. 17-28.

N. Arranz and J.C. Fdez. de Arroyabe (2008). Joint R&D projects as complex systems. A framework of analysis. **IEEE Transaction on Engineering Management**. Volume 55, Number 4, pp. 552-555.

N. Arranz and J.C. Fdez. de Arroyabe (2008). The choice of partners in R&D cooperation: An empirical analysis of Spanish firms. **Technovation**. Volume 28, Issue 1-2, pp. 88-100.

N. Arranz and J.C. Fdez. de Arroyabe (2007). Governance structures in R&D networks: An analysis in the European context. **Technological Forecasting and Social Change**. Volume 74, Issue 5, pp. 645-662.

N. Arranz and J.C. Fdez. de Arroyabe (2006). Joint R&D projects: Experiences in the context of European technology policy. **Technological Forecasting and Social Change**. Volume 73, Issue 7, pp. 860-880.

N. Arranz and J.C. Fdez. de Arroyabe (2006). Management in R&D Networks as Complex Systems: The Case of European Networks. **Emergence: Complexity and Organization**, Vol. 8, Issue 6, pp. 24-39.

N. Arranz and J.C. Fdez. de Arroyabe (2002). Principles for the design of management control systems in knowledge networks. Experiences involving the European technology networks. **Technological Forecasting and Social Change**. Volume 69, Issue 7, pp. 703-719.

J.C. Fdez. de Arroyabe and N. Arranz. (2001). La cooperación empresarial para la internacionalización: Evidencia empírica desde la experiencia de las pymes y microempresas. **Papeles de Economía Española**, no. 89/90, pp. 117-139.

N. Arranz and J.C. Fdez. de Arroyabe. (2000). University-Enterprise Institutions in technology networks: A study from European RTD Programmes. **Industry and Higher Education**, vol. 14, Issue 3, pp.191-199.

Articles published in refereed proceedings

Fdez. de Arroyabe, J.C and N. Arranz (2006). Efficiency in Technological networks as Complex organizations: An Approach from Game Theory. **European Conference on complex systems. ECCS'06**.

Arranz, N. and J.C. Fdez. de Arroyabe (2005). The management of joint R&D projects in the context of European technology policy. **IEEE International Engineering Management Conference, EMS IEEE**, pp. 680-684.

J.C. Fdez. de Arroyabe and N. Arranz (2005). Cognitive representations as source of task conflicts in a team: Origin and discrepancies. **International Association Conflict Management Conference, IAMC**, pp 378-392.

Arranz, N. and J.C. Fdez. de Arroyabe (2001). Technological networks as complex systems: their management by application of the control theory. **Portland International Conference on Management of Engineering and Technology PICMET 01**.

Arranz, N. and J.C. Fdez. de Arroyabe (2000). International cooperation projects in a network: design and management proposals. **The European Project Management Conference**.

Arranz, N. and J.C. Fdez. de Arroyabe (1999). The University-Industry Organisation in European Union Research Innovation Technology Programs: an empirical study. **Portland International Conference on Management of Engineering and Technology, PICMET 99**.

Other research articles (Spanish)

J.C. Fdez. de Arroyabe and N. Arranz (2008). V Estudio sobre Vocación Emprendedora en Andalucía (Entrepreneurship in Andalusia, V Study). **Andalucía Económica**, no. 203, pp. 13-26.

J.C. Fdez. de Arroyabe and N. Arranz (2007). IV Estudio sobre Vocación Emprendedora en Andalucía (Entrepreneurship in Andalusia, IV Study). **Andalucía Económica**, no. 192, pp. 6-30.

J.C. Fdez. de Arroyabe and N. Arranz (2006). III Estudio sobre Vocación Emprendedora en Andalucía. **Andalucía Económica**, no. 181, Octubre, pp. 14-29.

J.C. Fdez. de Arroyabe and N. Arranz (2005). II Estudio sobre Vocación Emprendedora en Andalucía. **Andalucía Económica**, no. 170, Octubre, pp. 16-33.

J.C. Fdez. de Arroyabe and N. Arranz (2004). I Estudio sobre Vocación Emprendedora en Andalucía. **Andalucía Económica**, no. 159, Octubre, pp. 16-35.

J.C.Fdez. de Arroyabe and N. Arranz (1999). Las Redes de Cooperación Empresarial. ¿Una Organización para el Próximo Milenio? **Dirección y Organización**, no. 21, pp. 12-19.

J.C.Fdez. de Arroyabe and N. Arranz (1998). Elementos para el Análisis de los Procesos de Innovación Tecnológica en Red. **Boletín Económico de ICE**, no. 258, pp. I-XVI.

J.C. Fdez. de Arroyabe and N. Arranz (2000). Cooperation among Companies: Four Analytical Approaches and an Organizational design proposal. *CREF, Centre de Recherche sur l'Entreprise Familiale*, 1-30.

N. Arranz and J.C.Fdez.de Arroyabe (1999). Company networks: a new organizational phenomenon. *Trends. The EAP review*, no. 4, April, pp. 43-45.

J.C.Fdez.de Arroyabe and N. Arranz (1999). Technology Cooperation Network in Europe: an Empirical Study.

CORDIS-RDT-RESULTS/© European Communities, pp. 1-55.

http://dbs.cordis.lu/search/en/simple/EN_RESU_simple.html

Arranz, N. (1996). El Reto del Desempleo para la Unión Europea. **Revista de Economía Aplicada e Historia Económica**, no. 6, pp.105-126.

López, J. H. y Arranz, N. (1992). Las Relaciones Económicas de la Comunidad Europea con los países del Este. **Revista de Economía Aplicada e Historia Económica**, no. 1, pp. 77-96.

Arranz, N. (1992). La Europa del Este ante el Cambio Económico. **Revista de Economía Aplicada e Historia Económica**, no. 1, pp. 31-139.

Books:

N. Arranz and J.C. Fdez. de Arroyabe (2013). 'Network embeddedness and performance of Joint R&D projects'. In *Strategies and Governance of Networks: Franchising, Strategic alliances, and Cooperatives*, Edited by G. Cliquet, G. Hendrikse, M. Tuunanen and J. Windsperger. Springer, pp. 33-50.

C. Perez, N.Arranz, F. Ubierna, and J.C. Fdez. de Arroyabe (2012). *Organización y administración de empresas: organización, dirección y control*. Notas Técnicas Universitarias. ESIC. Madrid.

C. Perez, N.Arranz, F. Ubierna, and J.C. Fdez. de Arroyabe (2012). *Organización y administración de empresas*. Notas Técnicas Universitarias. ESIC. Madrid.

N. Arranz and J.C. Fdez. de Arroyabe (2011). A network approach to the structure and organization of joint R&D projects. In *New Developments in the Theory of Networks: Franchising, Cooperatives, and Strategic Alliances*, Edited by G. Cliquet, G. Hendrikse, M. Tuunanen and J. Windsperger. Springer, pp. 259-276.

C. Perez, N.Arranz, and J.C.Fdez. de Arroyabe (2011). *La dimensión tecnológica del entorno empresarial*. Cuadernos de Documentación. ESIC. Madrid.

C. Perez, Y. Obeso, N.Arranz, and J.C.Fdez. de Arroyabe, (2010). *Introducción Estratégica y Organización*. Cuadernos de Documentación. ESIC. Madrid.

N.Arranz, J.C.Fdez. de Arroyabe and C. Perez (2010). *Estructura de la Organización*. Cuadernos de Documentación. ESIC. Madrid.

N. Arranz and J.C. Fdez. de Arroyabe (2008). What variables affect, and how, governance networks. approach from transaction costs theory. In *Strategies and Governance of Networks: Franchising, Strategic alliances, and Cooperatives*, Edited by G. Cliquet, G. Hendrikse, M. Tuunanen and J. Windsperger. Springer, pp. 249-268.

N. Arranz and J.C. Fdez. de Arroyabe (2007). Administrative and Social Factors in the Governance Structure of European R&D networks. In *Economics and Management of Networks: Franchising, Strategic alliances, and Cooperatives*, Edited by G. Cliquet, G. Hendrikse, M. Tuunanen and J. Windsperger. Springer pp. 293-312.

Requeijo, J., Iranzo, J., Pedrosa, M., Salido, J., Izquierdo, G., Moral, J., Martínez de Dios, J., Barquín, R. and Arranz, N. (2006). *Economía Española*. Madrid: Delta.

N. Arranz and J.C. Fdez. de Arroyabe (2002). *Business Cooperation: From Theory to Practice*. Palgrave-McMillan.

J.C. Fdez. de Arroyabe and N. Arranz (1999). *La cooperación empresarial: análisis y diseño*. ESIC. Madrid.

J.C. Fdez. de Arroyabe and N. Arranz (1998). *Manual de Cooperación Empresarial para PYMES*. Subdirección General de PYMES. Ministerio de Economía y Hacienda, Madrid.

N. Arranz and J.C. Fdez. de Arroyabe (1997). *La naturaleza económica de las relaciones entre la Unión Europea y Europa del Este*. Editorial UNED. Madrid.

Iranzo, J., Arranz, N., Carrasco, F., López, H., Martínez de Dios, J., Pedrosa, M., Requeijo, J. y Salido, J. (1997). *Estructura Económica de España. Sectores y desequilibrios básicos*. Madrid: AC.

N. Arranz and J.C. Fdez. de Arroyabe (1996). *Guía para la realización de un proyecto de creación de empresa*. CEPADE. Fundación General de la Universidad Politécnica. Madrid.

Arranz, N., Carrasco, F., García, J., Iranzo, J., López, H., Martínez de Dios, J., Pedrosa, M., Requeijo, J. y Salido, J. (1995). *Apuntes de Estructura Económica I. Estructura Económica Mundial*. Madrid: Dykinson.

Arranz, N., Carrasco, F., García, J., Iranzo, J., López, H., Martínez de Dios, J., Pedrosa, M., Requeijo, J. y Salido, J. (1995). *Apuntes de Estructura Económica II. Estructura Económica de España*. Madrid: Dykinson.

PAPERS PRESENTED AT
MEETINGS:

Arranz, N. and J.C. Fdez. de Arroyabe. The architecture of joint R&D projects: a social network approach. *International Conference on Economics Management of Networks*. EMNet 2009, School of Economics and Business, University of Sarajevo, September 3-5, 2009.

Arranz, N. and J.C. Fdez. de Arroyabe. What variables affect, and How, Governance Networks? Approach from Transaction Cost Theory. *International Conference on Economics Management of Networks*. EMNet 2007, Rotterdam School of Management, June 28-30, 2007.

Fdez. de Arroyabe, J.C and N. Arranz. Efficiency in Technological networks as Complex organizations: An Approach from Game Theory. *European Conference on complex systems*. Said Business School, Oxford (England) September 25-29, 2006.

Fdez. de Arroyabe, J.C and N. Arranz. Technology Partnerships and alliances: The choice of partner. *Second European Conference on Management of Technology. Euromot 2006*. Aston School, Birmingham, UK, 10-12 September 2006.

Fdez. de Arroyabe, J.C. and N. Arranz. Necessary and sufficient Conditions for establish a preference. *Far Eastern Meeting of The Econometric Society*, Tsinghua University, Beijing, (China) July 9th-12th, 2006.

Arranz, N. and J.C. Fdez. de Arroyabe. R&D networks as complex systems. A framework of analysis across technological projects. *Portland International Centre for Management of Engineering and Technology*. PICMET 05, Universidad de Portland, Portland (USA) July 31-Aug. 4, 2005.

Fdez. de Arroyabe, J.C. and N. Arranz. Cognitive representations as Source of Task Conflicts in a Team: Origin and Degrees of Discrepancy. *The International Association for Conflict Management*. IACM, 18th Annual Conference, Sevilla (Spain) June 12-15, 2005.

Arranz, N. and J.C. Fdez. de Arroyabe. The management of joint R&D projects in the context of European technology policy. *International Engineering Management Conference, IEMC 05*. IEEE Management and Engineering Society. City of St. John's (Canada), September 11th -14th, 2005.

Fdez. de Arroyabe, J.C. and N. Arranz. Knowledge representation: A geometric approach. *Society for mathematical Psychology 38 th Annual meeting*, 2005, University of Memphis, Memphis, TN (USA), August 4 -5, 2005.

Fdez. de Arroyabe, J.C. and N. Arranz. Consumer choice: the preference relation between heterogeneous goods. *36 th European Mathematical Psychology Group Meeting*. Faculta di Psicologia, Universita degli Studi di Padova, Padova (Italy), September 5-7, 2005.

Arranz, N. and J.C. Fdez. de Arroyabe. The governance structure in the R&D networks: A comparative approach. *International Conference on Economics Management of Networks*. EMNet 2005, University of Vienna, Centre for Business Studies, Vienna (Austria), September 15-17, 2005.

Fdez. de Arroyabe, J.C. and N. Arranz. A cognitive approach to economic choice. *International Conference on Cognitive Economics*. Central and East European Centre for Cognitive Sciences, New Bulgarian University, Sofia (Budapest), August 5-8, 2005.

Arranz, N. and J.C. Fdez. de Arroyabe. R&D networks as complex system: the case of European networks. *European Conference on Complex Systems*. ECCS 05, European Complex Systems Society, Paris (France), November 14-18, 2005.

Arranz, N. and J.C. Fdez. de Arroyabe. Small firms: their internationalisation process from a cooperation point of view. *Consejo Latinoamericano de Escuelas de Negocio (CLADEA 2005)*, Universidad de Chile, Santiago de Chile (Chile), October 20-22, 2005.

Arranz, N. and J.C. Fdez. de Arroyabe. Cooperation between agents Analysis from a topologic perspective. *International Manufacturing Meeting*. Downing College, Cambridge (UK), April 8-9, 2002.

Arranz, N. and J.C. Fdez. de Arroyabe. Technological networks as complex systems: their management by application of the control theory. *Portland International Conference on Management of Engineering and Technology*, PICMET 01. Portland State University. Portland, Oregon (USA), July 29- August 2, 2001.

Arranz, N. and J.C. Fdez. de Arroyabe. Technological cooperation: a new type of relationship in the advance of National Innovation Systems. *International Association for Management of Technology (IAMOT)*. Ninth International Conference on Management of Technology. Miami, Florida (USA), February 20-25, 2000.

Arranz, N. and J.C. Fdez. de Arroyabe. International cooperation projects in a network: design and management proposals. *The European Project Management Conference*. Faculty of Management, Tel Aviv University, Jerusalem (Israel), June 11-16, 2000.

Arranz, N. and J.C. Fdez. de Arroyabe. The management of technology networks as complex systems. *Manchester Business School*, Manchester (U.K.) July 10-12, 2000.

Arranz, N. and J.C. Fdez. de Arroyabe. Principles for the design of management control systems in knowledge networks: experiences involving the European Technology Networks. *4th International Conference on Technology Policy and Innovation*. Curitiba (Brazil), August 29-31, 2000.

Arranz, N. and J.C. Fdez. de Arroyabe. The University-Industry Organisation in European Union Research Innovation Technology Programs: an empirical study. *Portland International Conference on Management of Engineering and Technology*, PICMET 99. Portland State University, Portland, Oregon (USA) July 25-29, 1999.

Arranz, N. and J.C. Fdez. de Arroyabe. Technological Cluster: integrated model for SMEs. *3rd Annual Conference on Technology, Policy and Innovation*. The University of Texas, Austin, Texas (USA) August 30- September 2, 1999.

Arranz, N. and J.C. Fdez. de Arroyabe. Las agrupaciones de PYME para el acceso a la

innovación tecnológica: problemática y propuesta de modelización. *Asociación Latino-Iberoamericana de Gestión Tecnológica (ALTEC)*. Consejo Superior de Investigaciones Científicas y Universidad Politécnica de Valencia, Valencia (Spain), October 27-29, 1999.

Arranz, N. and J.C. Fdez. de Arroyabe. Los procesos de Innovación tecnológica en Red: Estudio empírico y propuesta de modelización. *XX Simposio de Gestao da Inovação Tecnológica*. Universidad de Sao Paulo, Sao Paulo (Brazil), November 17-20, 1998.

FUNDING RECEIVED:

2009-2014. *Programa de cooperación económica y empresarial*. Línea de investigación de Economía y Empresa. ESIC Business and Marketing School.

2008. *V Estudio sobre Vocación Emprendedora en Andalucía*. Confederación de Empresarios de Andalucía (CEA) y Sevilla Global (Consejería de Innovación- Junta de Andalucía).

2007. *IV Estudio sobre Vocación Emprendedora en Andalucía*. Confederación de Empresarios de Andalucía (CEA) y Sevilla Global (Consejería de Innovación- Junta de Andalucía).

2006. *III Estudio sobre Vocación Emprendedora en Andalucía*. Confederación de Empresarios de Andalucía (CEA) y Sevilla Global (Consejería de Innovación- Junta de Andalucía).

2005. *II Estudio sobre Vocación Emprendedora en Andalucía*. Confederación de Empresarios de Andalucía (CEA) y Sevilla Global (Consejería de Innovación- Junta de Andalucía).

2004. *I Estudio sobre Vocación Emprendedora en Andalucía*. Confederación de Empresarios de Andalucía (CEA) y Sevilla Global (Consejería de Innovación- Junta de Andalucía).

2000-2002. *Managing of Business Processes in Virtual/Extended Enterprises*. Programa ALFA II (Latin America Academic Training, Comisión Europea).

2000-2002. *Customized Information/Communication Technology for Network Enterprises*. Programa ALFA II (Latin America Academic Training, Comisión Europea).

2001- 2002. *Internazionalization of SMEs*. Cámara de Comercio, Industria y Navegación de Cantabria.

2000-2001. *Internationalisation de la sous-traitance*. Dirección General de Empresas, Comisión Europea. Réseau International des Organismes de Sous-Traitance, Coopération et Partenariat Industriels (RIOST).

1999- 2000. *Internationalisation de la Sous-Traitance Européenne*. Riost (Reseau International de la Sous-Traitance- Brussel), Comisión de las Comunidades Europeas

y Cámara de Comercio, Industria y Navegación de Cantabria.

1998-2004. *Alianzas en Red: Innovación y Competitividad Exterior en la Industria Electrónica de la Comunidad de Madrid*. Dirección General de Investigación de la Comunidad de Madrid.

**PEER REVIEW AND
EDITORIAL SERVICE:**

ESIC-Market (Advisory Board).
Dirección y Organización (Advisory Board).
Physica-Verlag (Reviewer).
ESIC Press (Reviewer).
Mathematics and Social Sciences (Reviewer).
IEEE Transaction on Engineering Management (Reviewer).
Technovation (Reviewer).
Technological Forecasting Social Change (Reviewer).
Journal of Operations Management (Reviewer).
Research Policy (Reviewer).
Journal of Product Innovation Management (Reviewer).
Transactions on Engineering Management (Reviewer).
Technology & Innovation Management Division (TIM) of the Academy of Management (Reviewer).
Operations Management Division (OM) of the Academy of Management (Reviewer).

**PROFESSIONAL AND
HONOR SOCIETIES:**

European Complexity System Society
The Complexity Society
American Economic Association
International Association for Management of Technology
Academy of Management