

Leonardo F. Sánchez Aragón

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Education

2008-2014, Ph.D., Agricultural Economics, Texas A&M University, USA

2003-2004, M.Sc., Economics, Universitat Pompeu Fabra, España

1995-2000, B.Sc., Economics, ESPOL University, Guayaquil, Ecuador

Current Appoitment

- Associate Professor, Faculty of Social Sciences and Humanities, ESPOL University, since December 2023.

Past Appoitments

- Vice-minister of Economics at the Ministry of Economics and Finance of Ecuador, from July 2022 to November 2023.
- Director of Economic Regulation at Municipal Water and Sewage Company in Guayaquil, Ecuador, from January 2021 to January 2022.
- Dean of the Faculty of Social Sciences and Humanities at ESPOL University, from November 2017 to March 2019.
- Associate Dean of the Faculty of Social Sciences and Humanities at ESPOL University, from April 2016 to October 2017.
- Associate Professor of the Faculty of Social Sciences and Humanities at ESPOL University, from January 2015 to March 2016, from April 2019 to December 2020, and from February 2022 to June 2022.
- Assistant Professor of the Faculty of Social Sciences and Humanities at ESPOL University, from July to December 2014.
- Researcher of the Climate Change Division at the InterAmerican Development Bank, Washington, DC, from May 2013 to June 2014.

Publications

Journals

1. *How much is enough? The role of R&D investments in a biotechnology firm's innovations*, Knowledge and Process Management. In press (with Desmond Ng).
2. *Abstract Readability: Evidence from Top-5 Economics Journals*, Economics Letters, Vol. 235(C) (with Belicia Rodriguez, Kim P. Huynh, and David Jacho-Chávez).

3. *Connecting the unconnected: Analogies and the development of insight in the absorptive capacity process*, Creativity and Innovation Management. In press. (with Desmond Ng)
4. *Knowing thy Neighbor: Creating and Capturing Value from a Firms Alliance Experiences*. International Journal of Technology Management. In press. (with Desmond Ng and Chrystol Thomas-Winston)
5. *Putting the Cart (Antecedents) before the Horse (Absorptive Capacity): The Role of Competitive Antecedents to the Absorptive Capacity Innovation Process*. Journal of Knowledge Management, 2022, 26(9), pp. 2306-2332. (with Desmond Ng)
6. *Financial Contagion in Cross-holdings Networks: The case of Ecuador*. Advances in Econometrics, The Econometrics of Networks, de Paula, ., Tamer, E. and Voia, M.-C. (Ed.), Vol. 42, 2020, pp. 265-292, Emerald Publishing Limited, Bingley (with Pablo Estrada)
7. *Seek and you shall find: the role of exploitive and explorative search in a biotechnology firms patent claims*. International Food and Agribusiness Management Review: 22 (3), 2019, 321-337 (with D. Ng and S. Huseynov).
8. *Weather Derivatives and Water Management in Developing Countries: An Application for an Irrigation District in Central Mexico*. Journal of Agricultural and Resources Economics, 42(2), 2017, 146-163 (with M.Juárez-Torres and D. Vedenov).
9. *Modelo de Equilibrio General Computable: Impacto del Tratado de Libre Comercio sobre el Mercado Laboral del Ecuador*. Cuestiones Econmicas, Vol. 21 (2), 2007, pp. 47 84. (with José Ramírez)
10. *Modelo de Equilibrio General Computable: Impacto del Tratado de Libre Comercio sobre regiones del Ecuador*. Cuestiones Econmicas, Vol. 21(2), 2007, pp. 85 -122. (with osé Ramírez)

Work in progress

1. **netivreg**: Estimation of Peer Effects in Endogenous Social Networks (with Pablo Estrada, Juan Estrada, Kim P. Huynh, and David Jacho-Chavez)
2. Online Reviews and Hospital Prices (with Ian McCarthy and Kaylyn R. Sanbower)
3. Absorbing information like a Sponge: The Use of Analogical Inferences to the Absorptive Capacity Process (with Desmond Ng).
4. Absorptive Capacity and the R&D-innovation process in the Biotechnology Industry (with Desmond Ng).
5. Estimating Social Effects with Randomized and Observational Network Data (with TszKim Julian Chan, Juan Estrada, Kim P. Huynh, David Jacho-Chavez, and Chungsang Tom Lam) R&R in Journal of Econometrics Methods

Projects carried out during the professional career

Throughout my professional career, I have spearheaded several significant projects that demonstrate my negotiation skills and strategic acumen. In the following, I outline some of the key initiatives:

- **Proposal for Subsidy Reduction in the Shrimp Industry:**
I formulated a proposal aimed at reducing subsidies to the shrimp industry, which was accepted by the President of Ecuador and successfully implemented in December 2022.

- **Proposal to Eliminate General Industry Subsidies:**
I identified and recommended the elimination of various general subsidies across industries to boost tax revenues. By analyzing the lack of impact on targeted social indicators, these subsidies were deemed unnecessary and proposed for elimination.
- **Oil Revenue Hedging Proposal:**
I developed a comprehensive proposal for oil revenue hedging to mitigate uncertainties. This initiative involved advocating for regulatory reforms in government accounting to accommodate such financial strategies. In addition, I collaborated with an IDB team to establish operational regulations governing these hedging activities.
- **Tariff Scheme Proposal for Drinking Water and Sewage Service in Guayaquil:**
As Director of Economic Regulation, I initiated discussions with EMAPAG's general manager to negotiate a new tariff scheme for the city's drinking water and sewage services. Subsequently, negotiations were launched upon finalizing the new tariff framework.
- **Proposal for Curriculum Enhancement in Economics Degree:**
I advocated for improvements in the curriculum structure of the Economics degree program at Escuela Superior Politecnica del Litoral, aiming to enhance educational quality and relevance.

These projects underscore my ability to develop and execute strategic proposals, navigate complex negotiations, and achieve tangible outcomes that align with broader economic objectives.

Awards, Honors and Scholarships

- Outstanding Ph.D. Dissertation Award, Southern Agricultural Economic Association, USA, 2015.
- Outstanding Graduate Dissertation Award, Department of Agricultural Economics, Texas A&M University, 2014
- First Place in the 2012 Banamex Economy Award.
- Summer Dissertation Fellow at the Inter-American Development Bank in 2012.
- Scholarships were recognized for academic excellence. Department of Agricultural Economics, Texas A&M University, from 2010 to 2012.

References

upon request