

ARTURO E. OSORIO

Management and Global Business
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EDUCATION

2002 - 2010	Ph.D. Dissertation's Title: <i>A Tale of a Town: Artists Crafting "The Creative Class" Strategic Management</i> <i>Supporting fields: Economic Sociology & Economic Geography</i>	Univ. of Massachusetts	Amherst, MA
1998 - 2001	Professional MBA	Univ. of Massachusetts	Amherst, MA
1989 - 1994	Bachelor in Accounting (Equivalent to CPA)	Univ. Popular Autónoma del Estado de Puebla	Puebla, México

RESEARCH INTERESTS

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- Urban Entrepreneurship, Grassroots movements as means of economic revitalization; business and communities' co-development and integration; the "creative class": emergence and organizing processes; technology use in socioeconomic development; strategic thinking in entrepreneurship-based economic development.

TEACHING INTERESTS

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- Business Entrepreneurship, Social Entrepreneurship, Urban Development, Principles of Management, Strategic Management, Business & Society, Ethics & Social Responsibility, International Management.

REFEREED CONFERENCE PROCEEDINGS

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- Corradini, M. G., Oddone, S. L., Barrio, Y, Darduin, A. L. & **Osorio A.** (2010). Poles of food-borne disease risk: Mapping self-service food stores and temperature abuse in the city of Buenos Aires. Association of American Geographers Annual Meeting, Washington, DC April 14-18, 2010.
 - Nelli, N. L. & **Osorio, A.** (2009). Organizational Learning and the Creative Class: Learning Creative Ways to Cope with Perceived Environmental Uncertainty. Iberoamerican Academy of Management, Buenos Aires, Argentina, December 9-11, 2009.
 - Nelli, N. L. & **Osorio, A.** (2009). Organizational Learning and the Creative Class: Learning Creative Ways to Cope with Perceived Environmental Uncertainty. EGOS, 25th EGOS Colloquium; Sub-theme/workshop 37: "So what do you do?" The art of practice in the 21st century organization. Barcelona, Spain. July 2–4, 2009.
 - **Osorio, A.** (2006). A New Business Approach: A Call for Business Strategies Alignment with Regional Sustainability & Development Goals. Virtual Presentation at the Academy of Management and United Nations Conference. *Business as an Agent of World Benefit*, <http://home.learningtimes.net/bawb?go=1389591>, Cleveland, OH. October 22-25, 2006.
 - Mangaliso, M., Alves, J. & **Osorio, A.** (2005). The Impact of Uncertainty and Decentralization on Information Usefulness: An International Comparison. *Managing Ethical in Times of Change*. CD-ROM proceeding. Eastern Academy of Management National Conference, Springfield, MA. May 11–15, 2005.

REFEREED CONFERENCE PRESENTATIONS

- Nelli, N. L. & **Osorio, A.** (2009). Organizational Learning and the Creative Class: Innovative Ways to Cope with Perceived Environmental Uncertainty. Iberoamerican Academy of Management. Buenos Aires, Argentina December 9-11, 2009
- Nelli, N. L. & **Osorio, A.** (2009). Organizational Learning and the Creative Class: Learning Creative Ways to Cope with Perceived Environmental Uncertainty. EGOS, 25th EGOS Colloquium; Sub-theme/workshop 37: "So what do you do?" The art of practice in the 21st century organization. Barcelona, Spain. July 2–4, 2009.
- **Osorio, A.** (2008). A Tale of a Town: Artists Crafting "The Creative Class". Academy of Management Annual Meeting, CMS Division. Anaheim, CA. August 8-13, 2008.
- **Osorio, A.** (2006). A New Business Approach: A Call for Business Strategies Alignment with Regional Sustainability & Development Goals. Virtual Presentation at the Academy of Management and United Nations Conference; Business as an Agent of World Benefit, Cleveland, OH. October 22-25, 2006.
- Wooldridge, W., Calás, M. B. & **Osorio, A.** (2005). Growing On Lifestyle: Toward An Emergent Process Model Of Regional Cluster Development. Academy of Management, Honolulu, HI. Aug 5-10, 2005.
- Mangaliso, M., Alves, J. & **Osorio, A.** (2005). The Impact of Uncertainty and Decentralization on Information Usefulness: An International Comparison. Eastern Academy of Management, National Conference, Springfield, MA. May 11–15 2005.
- **Osorio, A.** & Mangaliso, M. (2003). From Strategic Thinking to Strategic Implementation: How Companies Shape an Industry. –Managing in a Global Economy- Eastern Academy of Management, International Conference, Porto, Portugal. June 2003.

OTHER CONFERENCE PARTICIPATION AND PRESENTATIONS

- Invited presenter, Entrepreneurship Pioneer Initiative (EPI), Social Networks, December 11, 2009
- Invited presenter and discussant, The Essex County Green Business Breakfast, Green Business Summit, Ecoventions, October 22, 2009
- Invited presenter and discussant, Rutgers Urban Entrepreneurship Initiative, The Center for Urban Entrepreneurship & Economic Development (CUEED), Rutgers Business School- Newark Campus, October 26-28, 2008.
- Invited participant to the Doctoral Consortium of the Academy of Management Public and Nonprofit Division. Anaheim, CA, August 9-10, 2008.

NON-REFEREED PUBLICATIONS

- **Osorio, A.** (1992). Mercados Emergentes; Efectos de Economías Nacionales– *Journal of the School of Economics*, UPAEP; 1(1) 1-5.

CERTIFICATES AND TRAINING

- Collaborative Institutional Training Initiative (CITI) www.citiprogram.org. **Human Research Subjects Training Certificate 2008.**
- University of Massachusetts –Amherst. **WebCT Vista online and distance education training.** 2006.
- University of Massachusetts –Amherst. **Advance teaching training seminar.** 2002.
- University of Massachusetts –Amherst. **Teaching training seminar.** 2002.

INVITED LECTURES

- **Osorio, A.** (2008). A Tale of a Town: Artists Crafting "The Creative Class". Presented at Universidad de San Andres, Business School, Buenos Aires, Argentina. Departmental Seminar series for MBA and Undergraduate programs. Spring 2008.

WORK IN PROGRESS FOR PUBLICATION

- **Osorio, A.** "A Bottoms-up Approach to Economic Revitalization and Sustainability: A Grassroots Initiative".
Proposal accepted for chapter in a special topics book focusing on small- to medium-size former industrial cities/neighborhoods developing unique sociocultural and economic approaches to redressing the effects deindustrialization and other forms of economic decline. Project coordinated by **Myrna M. Breitbart**, Ph.D, Professor of Geography & Urban Studies Hampshire College School of Social Science, Amherst, MA.
- **Osorio, A.** "A Tale of a Town: Artists Crafting "The Creative Class"". Manuscript in progress for journal submission. Target journal: *Journal of Economic Geography*.
- **Osorio, A.** "Business and Society: The Role of the Strategic Manager as Mediator". Manuscript in progress for journal submission. Target journal: *Strategic Organization*.
- Guo, G. & **Osorio, A.** "Social Networks and Guanxi: Entrepreneurship in China". Manuscript in progress for journal submission. Target journal: *Asia Pacific Journal of Management*.

RESEARCH EXPERIENCE

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| 2009 –
Current | <ul style="list-style-type: none">• Mapping Urban Socioeconomic Development & Entrepreneurship• Role: PI• This project explores entrepreneurial processes (entrepreneurship), in the context of an urban setting, as emergent activities within the community fostering non-traditional regional development actions. Theoretically framed through a nexus between strategic management, economic geography, and economic sociology, it focuses on the multilevel nature (bottom up and top-down) organizing activities of community groups and individuals in a U.S. northeast major city. Data collection via participant observation ethnographic work takes place as a framework to a social network analysis of these activities as they evolve over time. Emphasis is on self-organizing of individuals into local groups and the effects of these organizing in the social and economic recovery of a community. The process orientation of the project framed by ongoing local happenings brings to visibility the co-creation of social and economic development as the collaborative intertwining of grass-root actions and top-down normative premises. This approach provides with a unique understanding of socioeconomic renaissance as a mediate process enacted by power struggles among multiple local constituencies. |
| 2004 – 2009

Ph.D. degree | <ul style="list-style-type: none">• Networking: The Creative Class as Clustering Processes• Dissertation research – Advisor: Prof. Marta B. Calás• This dissertation project observes and studies the “creative class” as a grassroots emergent process fostering non-traditional regional development activities. Theoretically framed through a nexus between strategic management, economic geography, and economic sociology, it focuses on bottom up organizing activities of arts-oriented community groups and individuals in a U.S. northeast former mill town. Data collection via participant observation ethnographic work over a four-year period |

is followed by a social network analysis of these activities as they now stand. Emphasis is on self-organizing activities of local groups and their effects in the social and economic recovery of a community after deindustrialization. The process orientation of the project brings to visibility the co-creation of social and economic development at the grass-root level in contrast to top-down normative premises of extant literature on this topic. Theoretical and methodological implications are also addressed.

2004 – 2005 Extending Capabilities in the Emerging Cycling Service Industry

- Role: Research Assistant
- Co-PIs: Prof. William Wooldridge & Prof. Marta B. Calás
- Funding: 2004 State of Massachusetts Public Service Endowment Grant
- This project observed and studied the cyclo-cross sport and cycling industry in selected areas of the New England region as an example of a “grassroots” activity that could promote regional economic development arising from non-capitalist processes and life-style choices. Results included an economic impact analysis of these activities in the selected areas. The research was funded as a pilot project to test premises of grassroots self-organizing processes for regional economic development.

2003 – 2004 The Impact of Uncertainty and Decentralization on Information Usefulness: A Comparative Study

- Role: Research Assistant
- Prof. Mzamo Mangaliso
- Comparative study of middle level managers in Argentina, China, and the United States. The project focused on the impact of uncertainty and decentralization on the perceived usefulness of information as managed, received, and used for decision making.

TEACHING EXPERIENCE

Rutgers University – Management & Global Business Department

Assistant Professor

Urban Entrepreneurship & Economic Development – Newark (2010)

Introduction to Entrepreneurship – New Brunswick (2009)

Entrepreneurship & Small Businesses – Newark (2009)

University of Massachusetts – Department of Continuing Education

Online Instructor

Strategic Management & Business Policy (2006-2009)

Principles of Management (2006-2009)

University of Massachusetts – Isenberg School of Management

Instructor

Strategic Management & Business Policy (2004-2006)

Teaching Assistant

International Management (2002-2008)

Introduction to Global Business (2002-2008)

Universidad Popular Autónoma del Estado de Puebla – México- School of Accounting

Teaching Assistant

Finance & Economics (1994)

ACADEMIC HONORS

- Invited Research Fellow, The Center for Urban Entrepreneurship & Economic Development (CUEED), September 2009 to present

GRANTS

- Member of the research team awarded the State of Massachusetts Public Service Endowment Grant 2004

UNIVERSITY SERVICE

- 2005-2009** Co-Founder and Coordinator of the Ph.D. Ad-Hoc Research Seminar. Isenberg School of Management, University of Massachusetts, Amherst, MA.
- 2002** Member of the Search Committee for Director of Procurement. University of Massachusetts, Amherst, MA.

SERVICE TO THE PROFESSION

- 2004** Reviewer, Eastern Academy of Management - Regional Conference.
- 2003** Reviewer, Eastern Academy of Management - International Conference.

MEMBERSHIPS IN PROFESSIONAL ORGANIZATIONS

- Academy of Management (BPS, CMS, ENT, IM, OMT, PNP, SIM Divisions).
- Eastern Academy of Management.
- European Group for Organizational Studies (EGOS).
- International Eastern Academy of Management.
- Institute For Operations Research and Management Science (INFORMS).

PROFESSIONAL EXPERIENCE

- 1995 - 2003** Large Millimeter Telescope (LMT) Binational Project at UMass Amherst, MA
Purchasing and Finance Manager
- Responsible for the coordination of the 100 million dollars USA-Mexico budget for the LMT Project Office. (www.lmtgtm.org).
 - Responsible for controlling the LMT US funding, granted by the Department of Defense, the Commonwealth of Massachusetts, UMass and other funding agencies.
 - Financial interface between the LMT-USA and the LMT-Mexico and their corresponding Federal Funding Agencies.
 - Management, development and control of the administrative and management systems and procedures for the binational LMT Project Office.
- 1994 - 1995** Inst. Nac. de Astrofísica, Óptica y Electrónica (INAOE) Puebla, México
Purchasing and Finance Manager
- Responsible for the national purchasing, financial records and budgets, for the binational LMT Project Office.
 - Development of the internal electronic record system, and the electronic data control for financial transactions.
 - Development of the internal purchasing & financial control procedures.
- 1992 - 1994** González Martiñon y Assoc. Puebla, México
Junior Auditor

1987 - 1989 Osorio y Lama A.C.
Data Entry Clerk & Book Keeper

Puebla, México

OTHER PERSONAL INFORMATION

- Bilingual Spanish (native language) and English