



Curriculum Vitae Virginia Sarria Allende

Vice Dean
Director Research and Development
Full Professor of Finance



EDUCATION

Columbia University, Graduate School of Business, U.S.A.

Ph.D. in Finance (2004)

Columbia University, Graduate School of Business, U.S.A.

M.Phil. (2001)

Universidad Torcuato Di Tella, Argentina

Economics Post-graduate Studies (1997)

Universidad Nacional de Córdoba, Argentina

Licentiate in Economics (1989)

Executive Programs

Saïd Business School – Oxford University, UK

Oxford Fintech Program (2018)

Harvard Kennedy School , USA

Leadership for the 21st Century: Chaos, Conflict and Courage (2016)

Wharton Business School (USA), IESE Business School (Spain), and Ceibs (China)

Global CEO for Latin America (2009)

Harvard Business School, U.S.A.

Colloquium on Participant Centered Learning - CPCL (2004)

IAE Business School, Argentina

Management Development Program - PMD (1997)

ACADEMIC EXPERIENCE

2003 – Current

IAE Business School

Full Professor, Finance Department, since 2014

1997 – 1999:

IAE Business School

Lecturer, Finance Department

2000:

Columbia Graduate School of Business, NY, USA

Teaching Assistant, MBA

1994 – 1997

Universidad Austral

Assistant Professor, Economics (1994-1996)

Assistant Professor, Economics and Economic Information (1996-1997)

1990 – 1991

Universidad Nacional de Córdoba, Argentina

Teaching Assistant

Visiting Professor

- Universidad de Montevideo, Uruguay (since 2006)
- ESE, Chile (from 2012 until 2019)
- INALDE, Colombia (2011, 2012)
- IDE, Ecuador (2008, 2009, 2011)
- Universidad Adolfo Ibáñez, Chile (2006, 2011)
- ESAN, Peru (2011)

Research Internship

- World Bank – Development Research Group (2002)

PROFESSIONAL EXPERIENCE

2003 – Current

IAE Business School

Vice Dean (2013 – current)

Director of Research and Development (2012 – current)

Board Member (2009 – current)

Faculty Director (2014-2015)

Director Finance Department (2007-2008)

Associate Director MBA full-time (2003-2006)

Prior experience in:

- **NGOs**
1996 – 1999 **Asociación Santafesina de Cultura, Argentina**
Senior Project Analyst

- **Banks**

1994 – 1995 **Banco Aciso Cooperativo Limitado**
Senior Analyst, Credit Risk Analysis Department
1992 – 1993 **Bank Boston**
Senior Analyst, Management Control
1990 **Banco del Suquia S.A.**
Junior Analyst

PUBLICATIONS

Academic Publications

Love, I. Preve, L. & Sarria Allende, V., 2007. Trade credit and bank credit: Evidence from recent financial crises . *Journal of Financial Economics* , Vol 83(2): 453-469.

Fisman, R. & Sarria Allende, V., 2010. Regulation of entry and the distortion of industrial organization. *Journal of Applied Economics*, 13 (1), 91-111.

García Sánchez, J., Preve, L. & Sarria Allende, V., 2010. Valuation in Emerging Markets: A Simulation Approach. *Journal of Applied Corporate Finance*, 22 (2), 100-108.

Etiennot, H., Preve, L., & Sarria Allende, V., 2012. Working Capital Management: an explanatory study. *Journal of Applied Finance*, Vol 22, No1.

Maquieira, C.P., Preve, L., & Sarria Allende, V., 2012. Theory and Practice of Corporate Finance: Evidence and Distinctive Features in Latin America. *Emerging Markets Review*, 13 (2), 118-148.

Hill, M.D., Preve, L., Sarria Allende, V., 2017, Trade credit or financial credit? An international study of the choice and its influences. *Emerging Markets Finance and Trade* 53 (10), 2318-2332.

Pasquini, R., Robiolo G., Sarria Allende, V., 2019, Matching in Entrepreneurial Finance Networks. *Venture Capital, An International Journal of Entrepreneurial Finance*. *Venture Capital* 21 (2-3), 195-221.

Hill, M., Hill, K., Preve, L., Sarria-Allende, V., 2019, International evidence on the determinants of trade credit provision. *Managerial Finance* 45 (4), 484-498.

Books

Fraile, G., Preve, L., Sarria Allende, V., 2010. *Las Finanzas en la Empresa (1st edition: Finanzas para la pequeña y la mediana empresa)*: IAEPress, Editorial Temas.

Preve, L. & Sarria Allende, V., 2010. *Working Capital Management*: Oxford University Press.

Recent Papers in Proceedings

Dams, M.C., Pasquini, R., Robiolo, G., Sarria Allende, V., 2016. Accelerators, Networks and Venture Capital Financing. Academy of Management Proceedings (1) 11047.

Dams, M.C., Isoldi, J., Pasquini, R., Robiolo, G., Salaberri, M., Stessens, M., Sarria Allende, V., 2017. Tanchella: una herramienta para la recolección de datos de la web. Proceedings de XX Iberoamerican Conference on Software Engineering. CIBSE 2017.

Dams, M.C., Sarria Allende, V., Cornejo, M., Pasquini, R., Robiolo, G., 2019, Accelerators, Entrepreneurial Self-Efficacy and Venture Capital: A Gender Perspective Model Academy of Management Proceedings 2019 (1), 15673

Doctoral Dissertation

2004. Firm Behavior in Capital Markets with Frictions. PhD.Thesis, Columbia University.

Miscellaneous & Working Papers

Pasquini, R., Robiolo, G., Sarria Allende, V., 2016, The Added-Value of Network Connections in Entrepreneurial Finance. Working paper available at: <http://ssrn.com/abstract=2813652>

Dams, C., Murcia, M.J., Sarria Allende, V., 2016, The Performance of Multilateral Development Banks in Venture Capital Funds. Working Paper.

Himmelberg, C., Love, I., & Sarria Allende, V., 2008. A Cash in Advance Model of the Firm: Theory and Evidence. Working Paper.

Preve, L., Sarria Allende, V., 2006. Decisiones de financiamiento corporativo en épocas de crisis. Revista Institucional de la Bolsa de Comercio de Rosario, Año XCVI - Número 1498.

Klapper, L., Sarria Allende, V. & Zaidi, R., 2005. A Firm-Level Analysis of Small and Medium Size Enterprise in Poland. World Bank Policy Research Working Paper Series – N°3984

Sarria Allende, V., Klapper, L. & Sulla, V., 2002. Small and medium enterprises financing in Eastern Europe. World Bank Policy Research Working Paper No.2933.

Cases (not comprehensive list)

Fraile, G. & Sarria Allende, V., 2019, Machala S.A. (Project valuation)

Fraile, G. & Sarria Allende, V., 2017, Sportfar S.A. (Working capital management)

Dams, C. & Sarria Allende, V., 2015, Satellogic (Video Case) (Entrepreneurial Finance)

Dams, C. & Sarria Allende, V. 2015, Evaluación de Opciones de Financiamiento para un Emprendimiento de Alto Impacto (SecureStartups)

Fraile, G, Paolini, F, & Sarria Allende, V, 2013, Distribuidora Redcar S.A. (Working capital Management in inflationary environments)

Paolini, F., Sarria Allende, V, & Slutzky, P., 2012. Technoar (A) y (B). (Project valuation)

Sarria Allende, V. & Slutzky, P., 2011. Campo Unido (A) y (B). (Project valuation)

García Sánchez, J., Preve, L., Sarria Allende, V., & Slutzky, P. 2011. ¿Una Oportunidad para Perdigao? (Corporate valuation)

Bunsow, F., Sarria Allende, V., & Slutzky, P., 2010. Puente Hnos. S. A. (Fixed income)

Fraile, G., Sarria Allende, V. ,Paolini, F., 2007. Productos Alimenticios Linares S.A. (PALSA) (B). FZ-C-148-IA-1-s (Project valuation)

Fraile, G., Sarria Allende, V., Paolini, F., 2007. Productos Alimenticios Linares S.A. (PALSA) (A). FZ-C-147-IA-1-s (Project valuation)

Noussan, G., Sarria Allende, V., Piriz, L., Tantucci, O., 2007. La Decision de Financiación del centro de Distribución de Frávega SA. FZ-C-150-IA-1-s (Leasing)

Sarria Allende, V., Noussan, G., 2006. Construir S.R.L.. FZ-C-113-IA-1-s (Leasing)

Sarria Allende, V., Anido, M. , 2005. Alimental S.A. (A). FZ-C-118-IA-1-s. (B). FZ-C-119-IA-1-s. (C). FZ-C-120-IA-1-s (Trade credit)

Technical Notes

Fraile, G., Paolini, F., & Sarria Allende, V, 2013, Financiando el crecimiento en entornos inflacionarios.

Preve, L., Sarria Allende, V., 2007. Restructuración Corporativa. FZ-N-040-IA-1-s

Sarria Allende, V.,Fraile, G., Leyba, R. , 2006. Evaluación de Proyectos de Inversión en inflación. FZ-N-035-IA-1-s

Sarria Allende, V.,Paolini, F., Leyba, R., 2006. Construcción del Flujo de Fondos. FZ-N-030-IA-1-s

Sarria Allende, V.,Paolini, F.,Leyba, R., 2006. Evaluación de Proyectos de Inversión. FZ-N-029-IA-1-s

Noussan, G., Tantucci, O. & Sarria Allende, V., 2006. El Leasing. FZ-N-033-IA-1-s