

Jorge-Vinicio Murillo-Rojas

Ph.D. Candidate in Entrepreneurship at ESADE Business School



Education

- Master in Research of Management Sciences at ESADE Business School
- MSc in Entrepreneurship with High Distinction (*magna cum laude*) at the University of Florida- Fulbright Scholarship
- MBA at INCAE Business School with a Concentration in Sustainable Development
- Bachelor of Food Engineering with honors at the University of Costa Rica

Areas of interest

Business incubator and accelerator phenomenon, Entrepreneurship in emerging markets, Youth entrepreneurship, and Competitiveness in Latin America.

Biography

Jorge-Vinicio Murillo-Rojas was the Executive Director of the Latin American Center for Entrepreneurs at INCAE Business School and before, he was a Project Manager and Senior Researcher of the Center for Competitiveness and Sustainable Development (CLACDS) at INCAE.

Jorge-Vinicio has been a member of the Faculty of EARTH University in Costa Rica since 2003, where he teaches courses in Entrepreneurship and Strategy for undergraduate and graduate students. Previously he was the Executive Coordinator of the Research Unit of that institution.

Selected publications

Books

Poma, A.; Condo, A.; Majano, A.M.; Murillo, J.V. 2014. *Effectiveness on Programs to Fight against Poverty: The Experience in Central America*. San Salvador, El Salvador: Alejandría.

Book Chapters Published

Ogliastri, E.; Murillo, J.V. *Careers in Costa Rica*. In Briscoe, J. P., Hall, D.T., & Mayrhofer, W. (Eds.). 2011. *Careers Around the World. Individual and Contextual Perspectives*. London: Routledge.

Business Articles

Murillo, J.V.; Brinckmann, J.; Van Essen, M. Forthcoming. *Synthesizing empirical evidence: What do we know about the value contribution of incubators and accelerators for the funded firms?* Working paper.

Kilian, B.; Zúñiga, R.; Murillo, J.V. 2013. *ECOM Decision Processes in introducing hybrid agricultural plants: ECOM Coffee Group case study*. *Informing Science: The International Journal of an Emerging Transdiscipline*, 16, 213-228.

Avella, J.C.; Parra, C.; Valenzuela, A.; Murillo, J.V. *Entrepreneurial Competitiveness Study in Tarma, Colombia*. In Beltrán, A.; Rodríguez, A.; Restrepo, C. 2011. *Memorias Encuentro Internacional de Investigadores en Administración 2011*. Universidad Externado de Colombia. ISBN: 978-958-710-753-1. Cali, Colombia.

Other Studies

Murillo, J.V. 2018. *Validation Processes Used by Corporations to Test Entrepreneurial Ideas and Create New Strategic Business Units*. Master Thesis. ESADE Business School. Barcelona, Spain. Supervisors: Brinckmann, J. and Villanueva, J.

Murillo, J.V. 2015. *Youth Entrepreneurship in Latin America*. INCAE Business School – Microsoft. Alajuela, Costa Rica.

Arce, R.; Murillo, J.V.; Pratt, L. 2013. *Securing Improved Energy for Regional Growth and Inclusion*. CLACDS/INCAE, Alajuela, Costa Rica.

Pratt, L.; Murillo, J.V. 2012. *Citizen Insecurity in Central America: A disincentive to growth*. U.S. War Naval College. Ruger Chair for National Security Economics. Newport, Rhode Island.

Brenes, E. ; Murillo, J.V. ; Montoya, D. 2011. *Agribusiness situation in Latin America*. INCAE Business School. Alajuela, Costa Rica.

Pratt, L.; Murillo, J.V. 2009. *Responsible Labor in the Apparel and Textile Industry in Honduras*. INCAE Business School. Alajuela, Costa Rica.

Pratt, L.; Murillo, J.V. 2009. *Responsible Labor in the Sugar Cane Industry in Guatemala*. INCAE Business School. Alajuela, Costa Rica.

Pratt, L.; Murillo, J.V. 2009. *Responsible Labor in the Sugar Cane Industry in Nicaragua*. INCAE Business School. Alajuela, Costa Rica.

Condo, A.; Murillo, J.V. 2008. *Associative Initiatives and Competitiveness: Factors that Strengthen Competitiveness of Associative Groups in Central America and the Dominican Republic*. INCAE Business School. Alajuela, Costa Rica.

Condo, A.; Murillo, J.V. 2008. *Associative Initiatives and Competitiveness: Factors that Give Rise to Associative Groups among Small Businesses in Central America and the Dominican Republic*. INCAE Business School. Alajuela, Costa Rica.

Condo, A.; Murillo, J.V. 2008. *Outsourcing and Alliances as Strategies to Strengthen Associative Initiatives and Networks among Small Businesses*. INCAE Business School. Alajuela, Costa Rica.

Murillo, J.V.; Flores, J.; Ogliastri, E. 2006. *Corporate Social Responsibility Model for Small Businesses in Costa Rica*. INCAE Business School. Alajuela, Costa Rica.

Zúñiga, R.; Murillo, J.V.; Murillo, F.; Ruiz, L.; Del Pino, A.; Morales, L.; Obando, L. 2004. *Strategic Guide for the Dairy Sector in Costa Rica*. INCAE Business School. Alajuela, Costa Rica.

Course Materials

CNFL. Case Study. INCAE Business School. Alajuela, Costa Rica.

CONATRA S.A. Case Study. INCAE Business School. Alajuela, Costa Rica.

ESPH S.A. Case Study. INCAE Business School. Alajuela, Costa Rica.

ECOM COFFEE GROUP. Case Study. INCAE Business School. Alajuela, Costa Rica.

ZAMORANO. Case Study. INCAE Business School. Alajuela, Costa Rica.

EBAIS. Case Study. INCAE Business School. Alajuela, Costa Rica.

AVANCEMOS. Case Study. INCAE Business School. Alajuela, Costa Rica.

FINCA. Case Study. INCAE Business School. Alajuela, Costa Rica.

Coffee Cooperatives from Los Santos Region. Case Study. INCAE Business School. Alajuela, Costa Rica.

AZULES Association. Case Study. INCAE Business School. Alajuela, Costa Rica.

FEDECOCAGUA Cooperative. Case Study. INCAE Business School. Alajuela, Costa Rica.

AED. Case Study. INCAE Business School. Alajuela, Costa Rica.