

Jordi Paniagua

Professor (aggregate) of Economics and Business

Catholic University of Valencia San Vicente Mártir, Faculty of Economics and Business,
Calle Corona 34, 46003 Valencia, Spain. Phone: +34 96 3637412 ext: 4335. jordi.paniagua@ucv.es

BIO

Jordi Paniagua has an academic and applied specialization in Foreign Direct Investment (FDI) and online networking. In his academic career he has published papers in leading academic journals in the field of international economics and business. Jordi has received four best paper awards granted by academic organizations in international meetings. He is a regular contributor to economics newspapers and blogs. Jordi has also worked as telecom engineer and as a policymaker on regional economic development & FDI. He has consulted to multinational enterprises and to public bodies, like the NATO and the World Bank.

Research

h-index: 5 ([Google Scholar](#)). RG Score: 9.74 ([Research Gate](#)).

Outlets JCR-ISI/SCOPUS: *Journal of Business Research* ([2014](#), [2015](#)); *Business Horizons* ([2014](#), 2016); *Applied Economics Letters* ([2013](#), [2015](#)); *European Journal International of Management* ([2013](#)); *Canadian Journal of Administrative Sciences* ([2015](#)); *International Journal of Transport Economics* (2015); *Economics Bulletin* ([2015](#))

Education

[PhD, Economics](#) (2012 [Catholic University of Valencia](#)), MSc, Economics (2008 [UNED](#)), MSc, Telecommunications Engineer (2000 [Pol. University of Valencia](#)).

Academic Certifications

Private University Lecturer and PhD Lecturer (2014 [ANECA](#))

Teaching Performance Assessment: Excellent (2011-2014 [Docentia, ANECA](#)).

Professional and Consulting Experience

[Investment Promotion Agency](#) (Valencia); [SMC Networks](#), (Barcelona); [Lucent Technologies](#) (Nürnberg); NATO, World Bank.

Honors & Academic Awards

Best Paper Award at international conferences: Valencia 2013, 2014; Barcelona 2014; Lisbon 2013.

Other affiliations

External Research Fellow, *Institute of International Economics*, [Universitat Jaume I](#) (Castellón)

External Research Fellow, *Chair of Energy Sustainability*, [University of Barcelona](#)

Tutor, Universidad Nacional de Educación a Distancia ([UNED](#))

Education

PhD, Economics, Catholic University of Valencia, Spain, 2012. Title: [Essays on Foreign Direct Investment: The flavors of gravity](#). Summa cum laude.

MS, Economics, National Distance Education University, Spain, 2008

MS, Telecommunications Engineer, Polytechnic University of Valencia, Spain, 2000

Diplomarbeit, Telecommunications, Hochschule für Telekommunikation Leipzig, Germany, 2000

Professional Experience

Professor (Aggregate) of Economics and Business, *Catholic University of Valencia*, Spain, 2013-present

Assistant Professor of Economics and Business, *Catholic University of Valencia*, Spain, 2010-2013

Knowledge Management Director, *Valencian Community Investments* (Regional Government of Valencia), Spain 2006-2011

Senior Product-line Engineer, *SMC Networks*, Barcelona, Spain, 2004-2006

Technical Support Engineer, *Lucent Technologies*, Nuremberg, Germany, 2001-2004

Network Engineer, *Lucent Technologies*, Nuremberg, Germany, 2000-2001

Consulting Experience

World Bank, International arbitration and FDI, 2014-present

NATO HQ NRDC-ESP, Economics subject matter expert. Security Clearance: NATO SECRET, 2013-2014

Advisor for multinational enterprises on FDI, 2006-present

Foreign Investment Promotion Committee, Spanish Ministry of Industry, 2008-2010

Academic Research Interests

Economics: Foreign Direct Investment, Applied Economics, Applied Econometrics

Business: Social Media Networking, International Business, Business Ethics

Telecommunications: Mobile Network Engineering

Teaching Interests

International Economics, International Business, Econometrics and Statistics.

Other Interests

International Economics and Business; Gravity models for FDI; Social Media; Blogging: [ALDE](#), [Valencia Plaza](#), [Sintetia](#); Cycling!

Academic Publications in refereed journals

Korzynski, P. & Paniagua, J. (forthcoming) Score a tweet and post a goal: Social media recipes for sports stars *Business Horizons*.

Gil-Pareja, S., Llorca-Vivero, R., & Paniagua, J. (2015) Does high-speed passenger railway increase foreign trade? An empirical analysis. *International Journal of Transport Economics*, 42(3), 353-372.

Paniagua, J., & Sapena, J. (2015). [Is social entrepreneurship a greenfield for foreign direct investment?](#) A conceptual and empirical analysis. *Canadian Journal of Administrative Sciences*.

Paniagua, J. (2015). [A gravity model for foreign re-investment](#). *Economics Bulletin*, 35(1), 627-632.

Paniagua, J., Figueredo, E., & Sapena, J. (2015) [Quantile regression for the FDI gravity equation](#) *Journal of Business Research*. 68(7), 1512-1518.

Paniagua, J., & Sapena, J. (2015). [Do credit constraints reduce foreign jobs? A note on foreign direct employment](#). *Applied Economics Letters*, 22(3), 195-198.

Paniagua, J., & Sapena, J. (2014). [Business Performance and Social Media: Love or Hate?](#) *Business Horizons*. 57(6), 719-728.

Paniagua, J., & Sapena, J. (2014). [Is FDI doing good? A golden rule for FDI ethics](#). *Journal of Business Research*, 67(5), 807–812.

Paniagua, J. (2014) [Does FDI in China displace foreign jobs in Asia?](#) *International Journal of Economics and Finance*, 6(11), 52-29.

Gil-Pareja, S., Llorca-Vivero, R., & Paniagua, J. (2013). [The effect of the great recession on foreign direct investment: global empirical evidence with a gravity approach](#). *Applied Economics Letters*, 20(13), 1244–1248.

Paniagua, J., & Sapena, J. (2013). [The ethics of foreign knowledge brokers: a conceptual and empirical framework](#). *European J. International Management*, 7(3), 333–349.

Book Chapters

- Paniagua, J., & Sapena, J. (2015). [The effect of systemic banking crises on entrepreneurship](#), *New challenges in entrepreneurship and finance* (pp 195-207). Geneva: Springer.
- Gil-Pareja, S., Llorca-Vivero, R., & Paniagua, J. (2015). [The China effect on foreign reinvestment in Asia](#), *Advances on International Economics* (pp 343-364). London: Cambridge Scholars Publishing

Teaching Publications

- Apetrei, A., Paniagua, J., & Sapena, J. (forthcoming). Learning by teaching and assessing: A teaching experience. *Education Tools for Entrepreneurship*. Geneva: Springer.
- Paniagua, J., & Sapena, J. (2014). Creación de nuevas empresas internacionales: inversión extranjera directa, [Creación de Empresas y Emprendimiento: de Estudiante a Empresario](#) (pp. 341–347). Madrid: Pearson Education.
- Sapena, J., & Paniagua, J. (2014). Emprendimiento en pymes y grandes empresas, [Creación de Empresas y Emprendimiento: de Estudiante a Empresario](#) (pp. 359–366). Madrid: Pearson Education.

Teaching Innovation

- Research network for teaching innovation (UNED)
- Sapena, J., & Paniagua, J. (2015). Aprender enseñando y evaluando: Una experiencia docente, *XI Jornadas sobre Docencia de Economía Aplicada*

Academic Service

- Coordinator for the Final Degree Projects of the Faculty of Economics and Business, Catholic University of Valencia, 2012-present

Working Papers

- Costa-Campi, M. T., Paniagua, J., Trujillo-Baute, E. (2015) [Are energy market integrations a green light for FDI?](#) *Document de treball de l'IEB 2015/18*.
- Myburgh, A. & Paniagua, J. (2014) Does international arbitration promote FDI? *Working paper, submitted*.
- Cuadros, A. Martín-Montaner, J. & Paniagua, J. (2014) Homeward bound FDI: Are migrants a bridge over troubled finance? *Working paper, submitted*.
- Cuadros, A. Martín-Montaner, J. & Paniagua, J. (2015) Migrant's occupation and FDI *Working paper, submitted*.

- Paniagua, J., Korzynski, P. & Mas-Tur, A. (2015) Online social networking and FDI in a capabilities-based OLI framework. *Working paper, submitted*.
- Paniagua, J. (2015) A note on implementing gravity datasets with abundant zeros. *Working paper, submitted*
- Korzynski, P. & Paniagua, J. (2015) Online corporate social networking: When employees post, users follow? *Working paper, submitted*
- Gil-Pareja, S., Llorca-Vivero, R., & Paniagua, J. (2015) FDI and credit constraints: The role of foreign subsidiaries *Working paper, submitted*
- Paniagua, J., Sapena, J. & Tamarit, C. (2014) Explaining sovereign debt spreads in EMU. The role of fundamentals and market perceptions *Working paper, submitted*

Work in Progress

- Paniagua, J., & Sapena, J. (2014) Reconciling the OLI eclectic paradigm with the FDI gravity model. *Working paper*
- Paniagua, J. (2014). Gravity for foreign direct divestment. *Working paper*.
- Paniagua, J., Sapena, J. & Tamarit, C. (2014) The solvency of PIIGS public finances, a matter of discipline or confidence? *Working paper*
- Korzynski, P., Paniagua, J. & Peris-Ortiz, M. (2015) Talent Goes Social: Online Corporate Networking and Business Performance *Working paper*.

Other publications

- Paniagua, J., (2014). El regreso de la inversión. *Anuario de la economía valenciana 2014* (p. 50). Valencia: Ediciones Valenciapalza S.L
- Paniagua, J., (2014). [Los Economistas y el neutrino de la austeridad](#). *Anuario de la economía valenciana 2013* (p. 28). Valencia: Ediciones Valenciapalza S.L
- Paniagua, J., & Tatay, J., (2013). [Auswirkungen der Finanzkrise](#). *Jesuiten*, 5(3), 18.
- Paniagua, J., (2013). [Las Consecuencias económicas del Sr. Rajoy](#). *Anuario de la economía valenciana 2102* (p.30-31). Valencia: Ediciones Valenciapalza S.L

Paniagua, J., (2013). [Las Consecuencias económicas del Sr. Mas](#). *Anuario de la economía valenciana 2012 (p. 31)*. Valencia: Ediciones Valenciapalza S.L

Paniagua, J., (2006). Comunidad Valenciana, plataforma logística. *Perspectives*, 308, p. 10-11

More than 80 articles in the economics press: [El Mundo](#), [Valencia Plaza](#), [Sintetia](#) and [ALDE](#)

Grants

Erasmus Teaching Grant, International School of Management Munich (Germany), Spring 2014

Erasmus Research Grant, Hochschule für Telekommunikation Leipzig (Germany), Spring 2000

Research Projects and contracts

Leading researcher:

From entrepreneurship to foreign investment: the role of social media, pre-competitive grant of the *Catholic University of Valencia*, 10/09/2014- 30/06/2015

Researcher:

FDI in MENA: Impact of political and trade liberalisation process, *Forum Euroméditerranéen des Instituts de Sciences Économiques (Femise)* 2015 internal Competition, 1/1/2016-31/12/2016,

Viewpoint on International arbitration and FDI, *World Bank* (contract), 19/04/14-30/06/14

International arbitration and FDI, *World Bank* (contract), 11/11/14-06/30/15

Economics analysis of military conflicts, NATO HQ NRDC-ESP, Security Clearance: NATO SECRET, 2013-2014

“Barrier Free Tourism meets regional marketing and attracts investments”, Interreg IIIC South, European Union, 01/01/2007- 01/03/2008

Research Visits

Invited to visit the Chair of Energy Sustainability at the University of Barcelona, Summer 2014 and 2015.

Honors & Academic Awards

Best Paper Award: Online corporate social networking: When corporations post, users follow?, *International Network of Business & Management Journals*, Barcelona, Spain, Summer 2014

Best Paper Award: Quantile gravity for FDI: How many are leading the few? , *Global Innovation and Knowledge Academy*, Valencia, Spain, Summer 2013

Best Paper Award: A Golden Rule for International Business Ethics? An empirical approach, *Global Innovation and Knowledge Academy*, Valencia, Spain, Summer 2013

Best Paper Award: Business performance and social media: love or hate?, *International Network of Business & Management Journals*, Lisbon, Portugal, Summer 2013

The 1994 US Ambassador Award for Exceptional Leadership, Valencia, Spain, Summer 1994

Professional and Academic Certifications

Private University Lecturer *National Agency for Quality Assessment and Accreditation of Spain (ANECA)*. Madrid, Summer 2014

PhD Lecturer, *National Agency for Quality Assessment and Accreditation of Spain (ANECA)*. Madrid, Summer 2014

Networking Specialist, *SMC Networks*. Barcelona, Spain, Spring 2004

China MII WDCMA Certification Project, *Lucent Technologies*. Nurnberg, Germany, Fall 2003

Certificate of Achievement: UMTS Field Introduction Technical Manager. *Lucent Technologies*. Nurnberg, Germany, Summer 2002

Certificate of Achievement: GSM Network Planning Engineer, *Lucent Technologies*. Nurnberg, Germany, Fall 2001

Associations

Asociación Libre de Economía ALDE

Seminars and Workshops

Are energy market integrations a green light for FDI? Invited to the *Chair of Energy Sustainability*. University of Barcelona, Spain, Fall 2015

Social media and business performance. Invited to *Catholic University of Milan*, Italy, Spring 2015.

Homeward bound FDI: Are migrants a bridge over troubled finance? 3rd Meeting on International Economics: Factor Movements and Trade: The Role of Information and Cultural Issues (Workshop). Vila-Real, Spain, Summer 2014

Business and Social Media: Love or hate? Invited to *International School of Management*, Munich, Germany, Spring 2014

Academic Conference Presentations

Homeward bound FDI: Are migrants a bridge over troubled finance?, *4th Meeting on International Economics - Universitat Jaume I*, Vila-real, Spain, Fall 2015

Talent Goes Social: Online Corporate Networking and Business Performance, *4th Workshop on Talent Management*, Valencia, Spain, Fall 2015

Homeward bound FDI: Are migrants a bridge over troubled finance?, *XVI Conference on International Economics*, San Sebastián, Spain, Summer 2015

FDI and credit constraints: The role of foreign subsidiaries, *XVI Conference on International Economics*, San Sebastián, Spain, Summer 2015

FDI and credit constraints: The role of foreign subsidiaries, *XVIII Applied Economics Meeting*, Alicante, Spain; Summer 2015

Are energy markets integrations a green light for FDI?, *XVIII Applied Economics Meeting*, Alicante, Spain; Summer 2015

Fiscal sustainability of peripheral EMU countries: continued vs transitory fiscal commitment?, *XVIII Applied Economics Meeting*, Alicante, Spain; Summer 2015

Does Greenfield FDI follow foreign reinvestment? XI Conference on integration economics, Valencia, Spain, Fall 2014

Explaining sovereign debt spreads in EMU. The role of fundamentals and market perceptions *XI Conference on integration economics*, Valencia, Spain, Fall 2014

Homeward bound FDI: Are migrants a bridge over troubled finance?, *16th Annual Conference of the European Trade Study Group (ETSG)*, Munich, Germany; Summer 2014

The effect of systemic banking crises on entrepreneurship, *XXIII International Conference of the European Academy of Management and Business Economics (AEDEM)*, Paris, France; Summer 2014.

Online corporate social networking: When corporations post, users follow?, *4th Conference of the International Network of Business and Management Journals (INBAM)*, Barcelona, Spain; Summer 2014

Is Social entrepreneurship a green field for foreign direct investment?, *4th Conference of the International Network of Business and Management Journals (INBAM)*, Barcelona, Spain, Summer 2014

Quantile gravity for FDI: How many are leading the few?, *3rd Conference of the Global Innovation and Knowledge Academy (GIKA)*, Valencia, Spain; Summer 2013

What determines foreign reinvestment? A study of the choice and composition of FDI types, *XVII Applied Economics Meeting*, Gran Canaria, Spain; Summer 2014

Public solvency of PIIGS: a matter of discipline or mostly confidence? *XVII Applied Economics Meeting*, Gran Canaria, Spain; Summer 2014

¿Ha aumentado el AVE el comercio exterior en España?, *I Congreso Internacional sobre Liderazgo*, Valencia, Spain, Spring 2014

Does international arbitration promote FDI? Global empirical evidence with a gravity approach, *X Conference on integration economics*, Castellon, Spain, Fall 2013

A Golden Rule for International Business Ethics? An empirical approach, *2nd Conference of the Global Innovation and Knowledge Academy (GIKA)*, Valencia, Spain, Summer 2013

Business Performance and Social Media: Love or Hate?, *3rd Conference of the International Network of Business and Management Journals (INBAM)*, Lisbon, Portugal, Summer 2013

Gravity for foreign direct divestments, *XVI Applied Economics Meeting*, Granada, Spain, Summer 2013

FDI Gravity Equation: Models, Estimations and Zeros, *2nd Conference of the International Network of Business and Management Journals (INBAM)*, Valencia, Spain, Spring 2012

The ethics of foreign direct investments, *2nd Conference of the International Network of Business and Management Journals (INBAM)*, Valencia, Spain, Spring 2012

Ecosystems of Innovation, *guest speaker XX Lluís Vives Forum on Innovation*, Valencia, Spain Spring 2012

A broader approach to FDI displacement effect beyond the China-Asia case: FDI flavor, margin and job diversion, *VIII Conference on integration economics*, Valencia, Spain, Fall 2011

FDI Gravity Equation: Models, Estimations and Zeros, *XII Conference on International Economics*, Castellón, Spain, Summer 2011

Organization of Academic Conference Sessions and Session Chair

Session Chair at the 3rd Conference of the Global Innovation and Knowledge Academy (GIKA), Valencia, Spain, Summer 2013

Guest Editor and Session Chair for the track "Management Decision" at the International Network of Business and Management Journals (INBAM), Valencia, Spain, Spring 2012

Academic Conference Discussions

X Conference on integration economics, Castellon, Spain, Fall 2013

XX Lluís Vives Forum on Innovation, Valencia, Spain, Fall 2013

Academic Referee Activity

Review of International Economics, Economic Modelling, Journal of Business Research, International Business Review, International Journal of Trade and Global Markets, Management Decision, The B.E. Journal of Macroeconomics, Journal of Energy Policy, International Journal of Management Science and Engineering Management

Teaching

Graduate Courses taught: Economics and Management of Innovation

Undergraduate Courses taught: Econometrics, Statistical Inference, Descriptive Statistics, Advanced Mathematics for Economics, Macroeconomics, Microeconomics, Economic Thought, Public Economic Policies, Spanish Economic Policies, Quantitative Methods for Management, Business Growth Strategies

Advisor in more than 20 final undergraduate degree theses

Professional Conventions

BIO International Convention, San Diego, USA, Summer 2008

BIO International Convention, Boston, USA, Summer 2007

10th China International Fair for Investment & Trade, Xiamen, China, Fall 2006

The World Forum for Direct Investment, Valencia, Spain, Spring 2006

Professional Conference Presentations

FDI and Business Schools, invited to *INEDE Business School*, Valencia, Summer 2009

Dutch FDI in Valencia, *Dutch Chamber of Commerce*, Valencia, Spain, Fall 2008

French FDI in Valencia, *Credite Agricole*, Valencia, Spain, Fall 2007

Barrier-free tourism meets regional marketing and attracts investments, *Second Perspective conference*, Valencia, Spain, Fall 2007

BENELUX FDI in Valencia, *European Chamber of Commerce Conference*, Valencia, Spring 2007

Knowledge Management, *French Chamber of Commerce*, Valencia, Spain, Fall 2007

Swiss FDI in Valencia, *1st Conference in Applied Nanotechnology*, Valencia, Spain, Fall 2006

Professional Activities

Economist:

Economics Advisor of Public Institutions

Economics Analyst for military conflicts

Foreign Investment Promotion

Conferences and Presentations

Knowledge Management

Development of Foreign Investor's online portal

Telecommunications Engineer:

Mobile Network (UMTS, GSM) design and integration

Execution of customer acceptance tests at customer site

Project Management

Technical Team Leader

Methods and Procedures for Network Planning

Develop and conduct internal trainings for engineers

Network planning software development

Technical support for internal and field customer sites

Develop and execute Test Specifications for end-to-end scenarios

Language Skills

Spanish, Valencian-Catalan, English, German

Other

Cycling