

Bertrand Quélin, Ph.D.
Professor



Position: Bertrand Quélin is Professor of Strategic Management and Business Policy at HEC Paris. He holds a Ph.D. degree in Economics.

Research interests: Contractual relationships, Public-Private Partnerships, Outsourcing, Inter-Organizational Forms.

Bertrand Quélin has been Associate Dean for the HEC Ph.D. Program from September 1999 to February 2005 and member of the Executive Committee at HEC Paris. He has been also the Academic Director of the *MSc in Strategic Management* at HEC Paris (2006-2012).

As Visiting Research Scholar, he has been twice at the University of California (Haas School of Business – Berkeley) (both in 1996-1997 and summer 2005). He has been Visiting Professor at CFVG Hanoi (2005) (Vietnam), HEC Lausanne (Switzerland), the Bocconi University (2006) and Politecnico di Milano (Italy) (2006 and 2013), at Insper (São Paulo – Brazil) (2012) and the Fundação Getulio Vargas (Rio de Janeiro – Brazil) (2012 and 2013).

He is the author of several papers published in international journals like *Academy of Management Perspectives*, *Academy of Management Review*, *European Management Journal*, *Industrial and Corporate Change*, *Industry and Innovation*, *Journal of Economic Surveys*, *Journal of High Technology Management Research*, *Journal of Management Studies*, *Long Range Planning*, *Managerial and Decision Economics*, *Research Policy*, *Strategic Organization*, *Technology Analysis and Strategic Management*, *Telecommunications Policy* and many French journals. Professor Quélin authored or co-authored four books and contributed to chapters in numerous collective books.

B. Quélin has been member of the *Strategic Management Society* for more than 20 years. He serves as Evaluation Committee member for the Annual SMS Best Paper (2004-2013). He is also member of the editorial board of the *Journal of Management Studies* and *Global Strategy Journal*. He is currently ad hoc reviewer for many other management journals.

His research interests focus on business and corporate strategy, strategic outsourcing, vertical integration, supplier-buyer relationships, inter-organizational relationships such as public-private partnerships and strategic management of competence, and new business models.

He has taught in different Executive MBA such as *NHH-Bergen* (Norway), *Universidade Federale del Rio Grande do Sul (UFRGS)-Porto Alegre* (Brazil), *CFVG-Hanoi* (Vietnam) and *Trium E-MBA* (NYU/LSE/HEC). He has also managed different Executive Programs in General Management at HEC Paris. He is currently Academic Director of the *Major in Digital and Telecom Businesses* of the HEC eMBA program.

In addition to his academic work, Bertrand Quélin has been a consultant or a management educator with a number of firms, notably: Claro (América Móvil), Cogecom, Dassault Aviation, EDF, France Telecom, Française des Jeux, Gaz de France, La Poste, Orange Business Services, Qatar Telecom, SNCF, Saint-Gobain, Saur, RATP, TCL Corporation, Thales, etc.

Prior to his academic activities, Bertrand Quélin was an expert with the European Economic Commission (D.G. V) at Brussels (1984-1986). Then, he was Head of the International economic studies Group at France Telecom (1986-1988).

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