

# BENJAMIN GOMES-CASSERES

## EDUCATION

- November 1985** HARVARD UNIVERSITY, Graduate School of Business Administration (Boston, MA). Doctor of Business Administration.  
*Course of Study:* International Business, with sub-field concentration in Technology and Development. Thesis on when and why global firms use joint ventures abroad (“Multinational Ownership Strategies”).  
*Honors:* Barry M. Richman Award for Best Dissertation in International Management, Academy of Management (1987).
- June 1978** PRINCETON UNIVERSITY, School of Public and International Affairs (Princeton, NJ). Master in Public Affairs.  
*Course of Study:* Economic policy and economic development, with courses in quantitative methods and political science.  
*Honors:* McConnell Fellowship (1976-1977).
- June 1976** BRANDEIS UNIVERSITY (Waltham, MA). Bachelor of Arts.  
*Course of Study:* Economics and History (double major). Honor's thesis in History (“Economic Development, Social Class, and Politics in the Caribbean: An Historical Comparison of Curaçao and Barbados, 1870-1955”), under Prof. Geoffrey Barraclough.  
*Honors:* *Summa cum laude*; Phi Beta Kappa; Highest Honors in History; Special Departmental Award for Historical Research.

## PROFESSIONAL CAREER

- September 1995 to Present** BRANDEIS UNIVERSITY, International Business School (Waltham, MA), Peter A. Petri Professor of Business and Society (Emeritus).  
Formerly director of Asper Center for Global Entrepreneurship (2004-2022) and of the MBA Program (1999-2015; 2018-2020), and leader of “Business of Climate Change” program. PI at Brandeis Online Learning Lab (2020-current), co-inventor of patent-pending Brandeis Online Class Analytics (BOCA) technology.  
*Teaching:* Graduate and undergraduate courses in climate innovation, competitive strategy, alliance strategy, technology strategy, innovation strategy, business fundamentals, and international business. Thesis advisor to Ph.D. and undergraduate honors students. Faculty leader of *Alliance Strategy* executive program (2000-2002). Member of various University and School task forces and recruiting committees. Frequent alumni speaker. *Honors:* Excellence in Teaching Awards (2008 and 2021). Distinguished Service Awards (1996 and 1998). Visiting Scholar at MIT Sloan School of Management (2001-2002).
- October 1985 to August 1995** HARVARD UNIVERSITY, Graduate School of Business Administration (Boston, MA). Associate Professor of Business Administration (1990-1995); Assistant Professor (1985-1990). Taught seven sections of core MBA course on international political economy (1985-1988 and 1995); co-developed and taught seven sections of elective MBA course on international trade and competition (1989-1994); taught selective classes in doctoral seminars on case-method teaching and executive seminars on agribusiness, international business, and international alliances. Member of thesis and examination committees in international business; member of Faculty's Academic Performance Committee (1990-1994).

**Summer 1977 and 1978-1982** THE WORLD BANK GROUP (Washington, DC). Economist. First worked for the Bank Group as a summer intern, then joined the staff through the Young Program (YPP), and later worked as an independent consultant. Various assignments during this period in these areas:

*International Finance Corporation, Corporate Planning Department.* Evaluated economic viability of IFC projects in the Caribbean and Latin America; and prepared country strategies for IFC investment.

*Latin America and Caribbean Projects Department.* Evaluated economic viability of water supply and sewerage projects and sector programs in Latin America.

**Summer 1976** GOVERNMENT OF THE NETHERLANDS ANTILLES, Bureau of External Economic Relations (Curaçao). Economic Researcher.

## PUBLICATIONS

### Books

*Remix Strategy: The Three Laws of Business Combinations.* Boston: Harvard Business Review Press, 2015. Awarded Axiom Books Silver Award in Economics (March 2016). Finalist for Strategy Award at Thinkers50 (December 2015). Finalist for Thought Leader of the Year Award at The Alliance of Merger and Acquisition Advisors (January 2016).

*Mastering Alliance Strategy: A Comprehensive Guide to Design, Management, and Organization,* with James D. Bamford and Michael S. Robinson. San Francisco: Jossey-Bass, 2003.

*The Alliance Revolution: The New Shape of Business Rivalry.* Cambridge, MA: Harvard University Press, 1996. Now in fourth printing; two translations into Chinese.

*International Trade and Competition: Cases and Notes in Strategy and Management,* with David B. Yoffie, Second Edition. New York: McGraw-Hill, 1994. With *Instructor's Manual*.

*The International Political Economy of Direct Foreign Investment,* Vol. I & Vol. II, edited with David B. Yoffie. Aldershot, UK: Edward Elgar, 1993. With introductory essay by the authors.

### Online Courses

“Strategic Partnerships: Ecosystems and Platforms,” online course on LinkedIn Learning platform, June 2019. (<https://www.linkedin.com/learning/strategic-partnerships-ecosystems-and-platforms/the-business-of-ecosystems-and-platforms>)

“Strategic Partnerships,” online course on LinkedIn Learning platform, June 2018. (<https://www.linkedin.com/learning/strategic-partnerships/success-and-strategic-partnerships>)

“Acquiring Value: New Strategies for M&A,” *Harvard Business Review* Webinar, June 12, 2018. (<https://hbr.org/webinar/2018/06/acquiring-value-new-strategies-for-ma>)

## Major Articles and Chapters

“Edith Penrose in the New Economy,” *Strategic Management Review* (2024), Vol. 5: No. 1-2.

“Climate Innovation in the Northeast, 2000-2020,” a report published by Brandeis International Business School as part of Business of Climate Change series. Based on research assistance from Shan He, Klodeta Janaqi, Rohan Nagi, Sunny Hong, Jacob Judd, and Frida Petersen Albert. Sponsored by Asper Center for Global Entrepreneurship and Northeast Clean Energy Council. Available online: <https://www.brandeis.edu/global/events/2021/climate-change/brandeis-climate-innovation-report-2021.pdf>.

“Entrepreneurship Through Mergers and Alliance: Schumpeter Remixed,” in Sharon Matusik and Jeffrey Reuer (eds.), Chapter 4, *Handbook on Entrepreneurship and Collaboration*, Oxford University Press, 2019.

“Profitability of Joint Ventures Abroad: Explaining a New Empirical Puzzle,” with Mauricio Jenkins and Peter Zámorský, in Farok Contractor and Jeffrey Reuer (eds.), *Advancing the Frontiers of Alliance Research*, Cambridge University Press, 2019.

“Why Your Next Deal May Be A Partnership,” with Bob Saada, *Strategy + Business*, Spring 2019.

“Do Alliances Promote Knowledge Flows?” with Adam Jaffe and John Hagedoorn. *Journal of Financial Economics*, April 2006, Vol. 80 Issue 1, p5-33.

“How Alliances Reshape Competition,” in Oded Shenkar and Jeffrey J. Reuer, eds. *Handbook of Strategic Alliances* (Thousand Oaks, CA: Sage Publications, 2006), Chapter 3, pp. 39-54.

“Competitive Advantage in Alliance Constellations,” *Strategic Organization*, Vol. 1 (3), August 2003, pp. 327-335.

“Competing in Constellations: The Case of Fuji Xerox,” *Strategy & Business*, Q1, 1997, pp. 4-16.

“Alliance Clusters in Multimedia: Safety Net or Entanglement?” with Dorothy Leonard-Barton. In David B. Yoffie, ed., *Competing in the Age of Digital Convergence*. Boston: HBS Press, 1997, Chapter 9, pp. 325-369.

“Alliance Strategies of Small Firms,” *Small Business Economics*, Summer 1997, pp. 33-44. Reprinted in Zoltan J. Acs and Bernard Yeung, eds., *Small and Medium-Sized Enterprises in the Global Economy*. Ann Arbor, MI: University of Michigan Press, 1999, pp. 67-87.

“Group Versus Group: How Alliance Networks Compete,” *Harvard Business Review*, July-August, 1994, pp. 62-74. Reprinted in *HBR on Strategic Alliances* (Boston, MA: HBS Press, 2003) and in Jeffrey E. Garten, ed., *World View: Global Strategies for the New Economy* (Boston, MA: HBS Press, 2000), pp. 127-142. Excerpted in *Prevision*, a journal of the Japan Management Association Research Institute, Autumn 1995 (in Japanese).

“Small Firms in International Competition: A Challenge to Traditional Theory?” with Tomás Kohn, in Peter J. Buckley et al, eds., *International Technology Transfer by Small and Medium Sized Enterprises: Country Studies* (London: Macmillan, 1997).

“Computers: Alliances and Industry Evolution,” in David B. Yoffie, ed., *Beyond Free Trade: Firms, Governments, and Global Competition* (Boston, MA: HBS Press, 1993), pp. 79-128.

“Technology Flows and Global Competition: A Framework for Research and Management,” in S. Benjamin Prasad and Richard B. Peterson, eds., *Advances in International Comparative Management*, Vol. 7 (Greenwich, CT: JAI Press Inc., 1992), pp. 3-22.

“Firm Ownership Preferences and Host Government Restrictions: An Integrated Approach,” *Journal of International Business Studies*, First Quarter, 1990, pp. 1-22. Reprinted in *The International Political Economy of Direct Foreign Investment* (see under Books). In November 2000 awarded the “JIBS Decade Award” for most influential article in this volume.

“Joint Ventures in the Face of Global Competition,” *Sloan Management Review*, Spring, 1989, pp. 17-26.

“Ownership Structures of Foreign Subsidiaries: Theory and Evidence,” *Journal of Economic Behavior and Organization*, January, 1989, pp. 1-25. Reprinted in United Nations, *The Role of Transnational Corporations in the World Economy* (London: Routledge).

“Joint Venture Cycles: The Evolution of Ownership Strategies of U.S. MNEs: 1945-1975,” in Farok Contractor and Peter Lorange, eds., *Cooperative Strategies in International Business* (Lexington: D.C. Heath, 1988), 111-128.

“Joint Venture Instability: Is it a Problem?” *Columbia Journal of World Business*, Spring, 1987, pp. 97-102. Reprinted in *Technology Management* (Seoul, South Korea), December 1989 (in Korean).

### Other Articles and Commentaries

“You May Think Your Online Class Discussions Are Lively and Balanced—But Are They, Really?” with Pito Salas and Klodeta Janaqi, in *Inspiring Minds*, Harvard Business Press Education, April 13, 2023. (URL: <https://hbsp.harvard.edu/inspiring-minds/you-may-think-your-online-class-discussions-are-lively-and-balanced-but-are-they-really>)

Online articles at *Harvard Business Review*:

- “What the Biggest Business Deals of 2019 Tell Us About the Next Decade” (December, 2019)
- “Who Killed the GE Model?” (July, 2018)
- “What the Big Mergers of 2017 Tell Us About 2018” (December, 2017)
- “CVS-Aetna Merger Hinges on One Question: What Do Consumers Get Out of It?” (Nov, 2017)
- “What Does Whole Foods Get from Amazon? Alexa, for Starters,” (June 2017)
- “Why Your Partnership Contract Is Too Important to Be Left to the Lawyers” (October, 2016)
- “What We Can Learn from Merger Deals That Never Happened” (June, 2016)
- “Is the LinkedIn Acquisition Microsoft's Attempt to Build Its Own Alphabet?” (June 2016)
- “A Yahoo Break-Up Could Be the Start of Lots of Splits” (December 2015)
- “The Pfizer-Allergan Deal Shouldn't Be Just About Tax Inversion” (November 2015)
- “What to Expect from the Dell-EMC Deal” (October 2015)
- “Don't Base Business Partnerships on Personal Chemistry” (October 2015)
- “Making Mergers, Acquisitions, and other Business Combinations Work,” (August 2015)
- “IBM and Apple: From Rivals to Partners in 30 Years?” (July 2014)
- “What's Different about All These Mergers,” (June 2014)
- “2014 Will Be the Year of the Business Remix” (January 2014)
- “Yahoo, Tumblr, and the Loyalty Factor,” (May 2013)
- “HP, Oracle and the False Security of Contracts” (June 2012)
- “How to Manage Multiple Partnerships” (July 2011)

"Managing High-Stakes Partners" (June 2011)  
 "A Partnership is Not a Purchase Order," (May 2011)  
 "The Non-Deal Between Japan Airlines and Delta" (February 2010)  
 "NUMMI: What Toyota learned and GM didn't (September 2009)  
 "Outsourcing: Where do you draw the line?" (August, 2009)

"In 2018, Did Business Get Too Big?" *The New York Times*, December 21, 2018.

"The 10 Most Remarkable Deals — And Busts — Of 2016" *Making Sense, PBS NewsHour*, January, 2017.

"What's Behind These Big Merger Deal Busts? *Making Sense, PBS NewsHour*, June, 2016.

"Cooperation AND Competition: How to Get the Best of Both Worlds," book review of *Friend and Foe* in *Strategy & Leadership*, January 2016 (Vol. 44, No. 1).

"10 most remarkable corporate deals of 2015" *MarketWatch*, December 21, 2105 (online).

"The Three Laws of Business Combinations: How to Create Value by Remixing Assets," *Strategy & Leadership*, October 2015 (Vol. 43, No. 5), pp. 18-23.

"Why Mergers Are Booming," *PBS NewsHour Making Sense*, October 5, 2015.

"Vendor or Partner?" *Outsourcing Venture Management*, Quarter 3, 2006.

"Can AOL and Google Marriage Work?" *Providence Journal*, December 22, 2005.

"Outsource, Don't Abdicate," *CIO Magazine*, October 2005.

"Alliance Strategy: Managing Beyond the Alliance," *CriticalEYE*, June-August 2004, pp. 4-8.

"Competing in Alliance Constellations: A Primer for Managers," in Michael A. Trick, ed., *Global Corporate Evolution*, Carnegie Bosch Institute 6th International Conference (Pittsburgh, PA: Carnegie Mellon University Press, 2004)

"Managing Co-Development Projects: Strategic Alliance or Alliance Strategy?" *Product Development Best Practices Report*, September 2003, Vol. 10, Issue 9; published by Management Roundtable.

"Constellation Strategy: Managing Alliance Groups," *Ivey Business Journal*, May/June, 2003; on line at <http://www.iveybusinessjournal.com>.

"Alliances (inter-firm)," in *Routledge Encyclopedia of International Political Economy* (London: Routledge, 2002).

"American Airlines and British Airways: The Death of Co-opetition," *The Providence Journal*, December 21, 2001. Op-ed article.

"Firestone and Ford: Divorce Not So Rare," *The Philadelphia Inquirer*, June 1, 2001. Excerpted op-ed commentary from "Relationship Lessons from the Ford-Firestone Breakup," *Bridge News*, May 29, 2001.

"Alliances: The Secrets of Successful Cooperation," *pathways: The Novartis Journal*, October 2000, pp. 20-25.

“Strategy Must Lie at the Heart of Alliances,” *Financial Times*, October 16, 2000. Reprinted in James Pickford, ed., *Mastering Management 2.0* (London: Financial Times/Prentice Hall, 2001) and in Dutch in *Financieele Dagblad*

“Alliances and Risk,” *Financial Times*, May 2000. Reprinted in James Pickford, ed., *Mastering Risk* (London: Financial Times/Prentice Hall, 2000) and in Dutch in *Financieel Dagblad*

“Strategy before Structure,” *The Alliance Analyst*, Aug 1998.

“Do You Really Have an Alliance Strategy?” *Strategy and Leadership*, 1998.

“The Corporation is Dead . . . Long Live the Corporation,” *The Alliance Analyst*, June 10, 1996. Reprinted in *The Allied Enterprise: Global Strategies for Corporate Collaboration*, by Ard-Pieter de Man *et al* (London: Imperial College Press, 2001).

“Review of *High-Tech Europe: The Politics of International Cooperation* by Wayne Sandholtz, *Business History Review*, Spring, 1994, pp. 185-187.

“International Alliances in the Computer Industry,” *Spectrum*, No. 34. Burlington, MA: Decision Resources, Inc., April 30, 1992.

“Commentary on DEC Case Study,” *Planning Review*, Sept/Oct, 1991, pp. 24-25.

“Using Alliances in International Strategy,” *The President*, March, 1991, p. 8.

“Review of *The Internationalisation of Research and Development by Multinational Enterprises* by Robert D. Pearce,” *Business History Review*, Winter, 1990, pp. 798-800.

“Onderwijs en Economie op Curaçao, 1900-1940,” *Kristof*, April 1974, pp. 63-71

## Case Studies for Teaching

**At Ivey Case Publishing** (available from Harvard Business Publishing Case Services)

Star Alliance in 2020 (2021)

The Global Airline Industry in 2020 (2021)

## At Brandeis University

The Case of the Bone Implant Alliance (2017), available from author

A Co-Promotion Alliance of a Large Pharmaceutical and a Biotech Startup (2016), available from author

Boston Scientific and Medinol (A), (B), and (C) (2012), available from author

## At Harvard Business School (available from Harvard Business Publishing Case Services)

### On Alliances and Strategy

Xerox and Fuji Xerox: Update 2002 (9-703-009)

Managing International Alliances: Conceptual Framework (9-793-133)

The FS-X Project (9-391-160)

The Global Computer Industry (9-792-072)

Mips Computer Systems (A) (9-792-055)

Xerox and Fuji Xerox (9-391-156) [Best-seller at HBS Publishing]

Zenith and High-Definition Television, 1990 (9-391-084)

Hoechst in the United States (A) (9-391-140)

Hoechst and the German Chemical Industry (9-390-146)  
 Fusion Systems Corporation in Japan (A) (9-390-021)  
 Technology Collaboration in Europe (9-389-130)  
 Note on Global Technology Flows (9-389-132)  
 Canada Packers and the Canada-U.S. Free Trade Agreement (9-391-177)  
 Korea's Technology Strategy (9-388-137)

#### On International Political Economy

The General Agreement on Tariffs and Trade (9-793-099)  
 U.S. Controls on Technology Exports (9-389-137)  
 State and Markets in South Korea (9-387-181)  
 Socialism and Modernization in China (9-388-115)  
 OPEC and the World Oil Industry (9-388-016)  
 Oil and Democracy in Venezuela (9-387-149)

#### On Industry Restructuring

Note on the Ethylene and Commodity Plastics Industries (9-385-066)  
 Montedison, S.p.A. (A) (4-385-065)  
 Restructuring European Petrochemicals:  
   BASF A.G. (9-385-201)  
   Hoechst A.G. (9-385-202)  
   Imperial Chemical Industries (9-385-203)  
   British Petroleum (9-385-204)  
   Exxon Chemical (9-385-205)  
   Royal Dutch/Shell (9-385-206)  
   Dow Chemical (9-385-207)  
   E.N.I. (9-385-208)  
   French Companies and the Government (9-385-209)  
   Industry Groups and European Comm. (9-385-210)  
   Regional Data (9-385-217)

### **PATENT (PENDING)**

“Systems, Methods, and Media for Managing Education Processes in a Distributed Education Environment,” Provisional Patent no. 63/159,604, filed 11 March, 2021; Final Patent application filed 11 March 2022. Brandeis Invention Disclosure 2021-004, October 19, 2020. Co-inventors: Pito Salas and Klodeta Janaqi.

### **CONFERENCE PRESENTATIONS (SINCE 2015)**

#### **Academic Conferences**

“Active Learning in Online Classes: Data and Tools to Boost Participation,” Simulive Presentation, EDUCAUSE Annual Conference, Nov 13, 2024. (URL: <https://events.educause.edu/annual-conference/2024-online/agenda/active-learning-in-online-classes-data-and-tools-to-boost-participation>)

“Student Engagement in Online Classrooms: How to Measure It and Act On It,” Simulive Presentation, EDUCAUSE Annual Conference, Oct 19, 2023. (URL: <https://events.educause.edu/annual-conference/2023-online/agenda/student-engagement-in-online-classrooms-how-to-measure-it-and-act-on-it>)

“Student Engagement in Online Classrooms: How to Measure It and Act On It,” On-Demand Discovery Session, Online Learning Consortium (OLC) Accelerate Conference, Oct 3-5, 2023.

“The Evolutionary Dynamics of Corporate Strategy,” panelist on Professional Development Workshop, Academy of Management Annual Meeting, Boston, August, 2019.

“Advancing Research Ideas On International Strategic Alliances,” panelist on Paper Development Workshop, Academy of Management Annual Meeting, Boston, August, 2019.

“Business and Society Through the Looking Glass,” lecture presented at Brandeis on the occasion of being appointed to the Peter A. Petri Chair in Business and Society, February, 2019.

“Multinationals in Economic History,” commentator, World Economic History Conference, August 2018.

“Schumpeter Remixed: How Business Combinations Create New Value,” invited keynote at Entrepreneurship and Collaboration Conference, University of Colorado – Boulder, March, 2017.

“Profitability of Joint Ventures Abroad: Explaining a New Empirical Puzzle,” Rutgers Conference on JV and Alliances, February 2017.

“Why Strategy Needs Culture, and Culture Needs Strategy,” invited talk at Institute for Cross-Cultural Management annual conference, Florida Institute of Technology, February 2016.

“Strategy Beyond the Firm: Creating and Capturing Value from External Resources,” panel assembled and chaired at Strategic Management Society Annual Conference, Denver, 2015.

### **Industry Conferences**

“Born Open: Alliance Strategies in Small Pharma,” interactive presentation with AMAG Pharmaceutical alliance executives at BioPharma Conference, Association of Strategic Alliance Professionals, Boston, September, 2019.

Panel moderator, Association of Industries of Massachusetts, November 8, 2018.

Conference Chair, Corporate Development Conference, The Conference Board, October, 2018.

“Alliances in Corporate Development: Back to the Future? With Scott Cohen, Association of Strategic Alliance Professionals, Annual Summit, March 2018.

Conference Chair, Corporate Development Conference, The Conference Board, October, 2017.

“JVs and Alliances: The Three Laws of Success,” Joint Ventures Conference, The Conference Board, New York, March, 2017.

“Navigating the Complexities of Joint Ventures and Business Alliances,” Corporate Development Conference, The Conference Board, October, 2016. Featured later in webcast for The Conference Board, as a “best talk” of this conference, February, 2017.

“Managing Risk and Rewards in Alliances and JVs,” Medical Device Business Development Conference, Atlanta, January, 2017.

“Alliance and JV Strategy,” PwC Deals Conference, Orlando, January, 2017.

“Smart Partnerships,” Curacao Investment and Export Promotion Agency (Cinex), online keynote presentation to audience in Curacao, November, 2016.

“Making Better Alliances,” interactive presentation with Bayer alliance executives at BioPharma Conference, Association of Strategic Alliance Professionals, Boston, September, 2016.

“How Joint Ventures Create Value,” talk at Joint Ventures conference, The Conference Board, New York City, February, 2016.

“The Laws of Success in Joint Ventures and Alliances,” talk and panel chaired at Corporate Development conference, The Conference Board, New York City, October 2015.

“The Three Rules of Profit in Partnerships,” Association of Strategic Alliance Professionals, March, 2015.

“Alliances in The Internet of Things,” organizer and chair of panel for Association of Strategic Alliance Professionals New England Chapter, February, 2015.

## **OTHER PROFESSIONAL ACTIVITIES**

### **Professional Affiliations**

Article referee for *Sloan Management Review*, *Management Science*, *Journal of International Business Studies*, *Research Policy*, *Strategic Management Journal*, *Journal of Economic Behavior and Organization*, *Review of Economics and Statistics*, *Review of International Economics*, *Organization Science*, *Journal of Management Studies* and others. Book referee for Harvard University Press, Harvard Business School Press, McGraw-Hill, Prentice Hall, and Oxford University Press and others.

Current or former member of American Economic Association, Academy of International Business, Strategic Management Society, and Association of Strategic Alliance Professionals.

Certified CSAP and CA-AM by Association of Strategic Alliance Professionals.

## **MEDIA APPEARANCES**

Cheddar.com, “Commentator on AT&T – Time Warner merger” (<https://cheddar.com/videos/the-media-courtroom-showdown-at-and-t-vs-doj>)

Gregg Greenberg, “3 Laws Dictate Success of Mergers, Alliances, Says ‘Remix Strategy’ Author,” *The Street*, October 10, 2015. (<http://www.thestreet.com/story/13316024/1/3-laws-dictate-success-of-mergers-alliances-says-%E2%80%98remix-strategy%E2%80%99-author.html>)

Quoted in *New York Times*, *Washington Post*, *Reuters*, *Jerusalem Post*, *Boston Globe*, *San Francisco Chronicle*, *Boston Business Journal*, *Pittsburgh Business Journal*, *New York Times*, *Wall Street Journal*, *Forbes*, *Harvard Management Update*, *CFO Europe*, *Pharmaceutical Executive*, *Inc Magazine*, *Associated Press*. Interviewed on Cheddar.com, New England Cable News and Fox25, Boston.

## **CONSULTING**

Mentor, Clean Tech Open Northeast.

Advisory Board member at Inspira Farms and Powerlinx, Inc. (former)

Alliance Strategy Consulting d/b/a: Executive education and advisory engagements on partnership management and strategy. Sample clients: ENGIE, Bayer, AMAG Pharmaceuticals, Syngenta, Battelle Memorial Institute, Dun & Bradstreet, Accenture, BASF, Chevron, Weyerhaeuser, General Electric, Mercury Computer Systems, Harvard Business School Advanced Management Program (AMP), Tufts Medical School, NASA, DaimlerChrysler, Harris Nesbitt, DuPont, Motorola, Johnson Controls, Sun Microsystems, Yahoo!, Abbott Laboratories, CommScope, Qualcomm.

## **LANGUAGES AND TRAVEL**

Fluent in English, Dutch, Spanish and Papiamentu (native language).

Familiarity with French, Portuguese, and Italian.

Extensive travel in USA, Europe, and Latin America; selected countries in Asia and North Africa.

## **CONTACT**

**LinkedIn**      [www.linkedin.com/in/bengomescasseres](http://www.linkedin.com/in/bengomescasseres)

August 2025