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**Education**

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**2002 to present:**

Doctoral Researcher, Warwick Business School, **Warwick University**.

**2001/2002:**

MSc in Business Economics, Manchester School of Management, **UMIST**.

**1996/2001:**

Degree in Economics, Economics Faculty, **Oporto University**.

**2000/2001 (1st semester):**

Wyższa Szkoła Humanistyczno-Ekonomiczna, Lodz – Poland

Student of Socrates Erasmus Programme with final grade **5/5**.

**Papers in Journals**

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Lages, Luis Filipe & Cristiana Raquel Lages (2004), "The STEP scale: A measure of short-term export performance improvement." **Journal of International Marketing**, 2004, 12(1).

**Papers in Conference Proceedings**

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Lages, Luis Filipe, Carmen Lages & Cristiana Raquel Lages (2003), "Managerial perceptions of main export performance outcomes in an European context." **29th EIBA Conference, CD Rom Proceedings**, Copenhagen, Denmark: European International Business Academy.

Lages, Luis Filipe & Cristiana Raquel Lages (2003), "A cross-national measure of marketing mix adaptation." **29th EIBA Conference, CD Rom Proceedings**, Copenhagen, Denmark: European International Business Academy.

Lages, Carmen, Luis Filipe Lages & Cristiana Raquel Lages (2003), "Determinants of export performance: European executive insights." **29th EIBA Conference, CD Rom Proceedings**, Copenhagen, Denmark: European International Business Academy.

Lages, Luis Filipe & Lages, Cristiana Raquel (2003), "A cross-national scale for short-term export performance improvement", **Proceedings of the 45th AIB Conference**, Monterrey, USA: Academy of International Business.

Lages, Cristiana Raquel & Luis Filipe Lages (2003), "The relationship between marketing strategy and performance: An exploratory study of British exporters." In *Creating and Delivering Value in Marketing: Worldwide Perspectives on a Value-Centric Orientation*", **Proceedings of the 2003 AMS Conference**, Washington, USA: Academy of Marketing Science.

[Book chapter]

Lages, Cristiana Raquel & Luis Filipe Lages (2003), "Marketing strategy and export performance: Empirical evidence from the UK", in Michael Saren, **Marketing: Responsible and Relevant?**, **32nd EMAC Conference, CD Rom Proceedings**, Glasgow, Scotland: European Marketing Academy, ISBN: 0-9542926-7-7.

[Book chapter]

Lages, Luis Filipe & Lages, Cristiana Raquel (2003), "Measures for short-term export performance: Evidence from EU countries", in Michael Saren, **Marketing: Responsible and Relevant?**, **32nd EMAC Conference, CD Rom Proceedings**, Glasgow, Scotland: European Marketing Academy, ISBN: 0-9542926-7-7

[Book chapter]

Lages, Cristiana Raquel & Luis Filipe Lages (2003), "The relationship between marketing strategy and performance: Empirical evidence from British exporters", **Proceedings of the International Applied Business Research Conference**, Acapulco, Mexico: Western Academic Press. [Paper Award]

### **Working Papers**

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Lages, Luis Filipe & Cristiana Raquel Lages (2003), "The MIXADAPT scale: A measure of marketing mix adaptation to the foreign market." **Working Paper nr. 429, Faculdade de Economia, Universidade Nova de Lisboa, Portugal**, ISSN: 0871-2573

Lages, Luis Filipe & Cristiana Raquel Lages (2002), "The STEP scale: A cross-national generalized scale for short-term export performance improvement." **Working Paper nr. 422, Faculdade de Economia, Universidade Nova de Lisboa, Portugal**, ISSN: 0871-2573

### **Papers under Review in Refereed Journals**

Lages, Luis Filipe & Cristiana Raquel Lages, "The MIXADAPT scale: A measure of marketing mix adaptation to the foreign market." Under review at the **Journal of the Academy of Marketing Science**.

Lages, Carmen, Cristiana Raquel Lages & Luis Filipe Lages "The TRUSTCOM scale: A measure of trust communication with relationship parties." under review at **Journal of Business Research**.

Lages, Luis Filipe, Carmen Lages & Cristiana Raquel Lages, "Main consequences of prior export performance results: Executive insights from European exporters." Under review at **Management International Review**.

Lages, Luis Filipe, Carmen Lages & Cristiana Raquel Lages, "European perspectives on export performance determinants." Under revision to be submitted to **International Marketing Review**.

### **Research Grants**

- 01/2003-01/2004, Scholarship from FCT (Portuguese Government / EU) to fund doctoral research at Warwick University, *Maintenance (1700€ per month) + Warwick fees*.
- 05/2003, Calouste Gulbenkian Foundation, *Attendance of Conference 1000€*.
- 10/2000-02/2001 Socrates Erasmus Programme, *1100€*.

### **Activities**

- 2003/2004 PhD Students' Representative, Warwick Business School, Warwick University.
- 2003/2004 Tutor of Marketing Analysis (2<sup>nd</sup> and 3<sup>rd</sup> Year Undergraduates).
- 07/2003 EDAMBA (European Doctoral Programmes Association in Management and Business Administration) Summer School.
- 06/2003- 07/2003 ESRC Survey Link Scheme, NATCEN National Travel Survey Briefing and Fieldwork.
- 11/2002 Training for Postgraduates/PGRFs Engaged in Teaching.
- 10/1999 Founder/member of the Environmental Center of Oporto Faculty of Economics (Núcleo Ambiental da FEP).
- 1999/2000 Member of Council of Auditors of the Portuguese Student Association for the Environment (FAROL).

## **Languages**

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**Portuguese:** Native

**English:** Very good knowledge of written and spoken English.

FCE, CAE, TOEFL (257/300).

**French:** Reasonable knowledge of written and spoken French.

**Polish:** Reasonable knowledge of written and spoken Polish.

Polish Language Course for Beginners (final grade of **A-** Excellent).

**Spanish and Italian:** understandable.

**Turkish:** beginner.

## **Computer knowledge**

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As a user:

- Microsoft Office (Word, Excel, Power Point, and Access).
- Econometric and Statistical Packages: Microfit, E-Views, SPSS and LISREL.
- World Wide Web.

## **Other interests**

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- Social Events
- Traveling: Has visited several countries in Europe and America.