

Rachel Pacheco

1832 Swann St. NW | Washington, DC | rpacheco@wharton.upenn.edu | 617-230-3122

ACADEMIC APPOINTMENTS

The Wharton School, University of Pennsylvania
Lecturer, Management Department (2021 – present)

Philadelphia, PA

EDUCATION

The Wharton School, University of Pennsylvania

Philadelphia, PA

Ph.D. in Management (2021), M.Sc. in Management (2019), MBA (2011)

Dissertation: A Contingent Theory of Governance for the Global Project Organization
Committee: Witold Henisz (advisor & chair), Martine Haas, Exequiel Hernandez, Sinziana Dorobantu (New York University)

- Winner of the Academy of International Business (AIB) 2021 Buckley & Casson Dissertation Award

Georgetown University

Washington, DC

B.S in Mathematics (2004), John Carroll Scholars Honor Program; Pi Mu Epsilon (National Math Honors Society)

WORKING PAPERS

Pacheco, R. The Good Fight: Conflict and the Multipartner Alliance

- Previous version of this paper was nominated for Strategic Management Society Best Conference Paper Award (2020) and Best Ph.D. Paper Award (2020)

Pacheco, R. Being Both: Hybrid Forms and Uncertainty in the Temporary Project Organization (*Under Review*)

Pacheco, R. Conflict and Order in the Global Project Organization (*R&R*)

Pacheco, R., Henisz, W. Developing Conflict: Elite Bias in the Stakeholder Networks of Global Projects

Pacheco, R. Towards Building a Contingent Theory of Governance for the Global Project Organization

SELECTED WORKS IN PROGRESS

Pacheco, R. Bouncing Back: Building Resiliency and Overcoming Conflict as an Alliance Capability

Dorobantu, S., **Pacheco, R.** Project Finance Syndicates, Project Organizations, and Environmental, Social, and Financial Outcomes

Pacheco, R. Cheating to Win: Power, Collusion, and Corruption in Project Organizations

OTHER PUBLICATIONS

Pacheco, R. (2021). *Bringing Up the Boss: Practical Lessons for New Managers*. BenBella Books.

Henisz, W., **Pacheco, R.**, Zelner, B., (2014) *Evaluating the Business Case for Environmental and Social Risk Management in Financial Institutions*. International Finance Corporation.

Monteiro, F., Montouri, N., **Pacheco, R.** (2016). *Eike Batista and The X-Factor*. INSEAD ID: 5930. <https://publishing.insead.edu/case>

TEACHING EXPERIENCE & CURRICULUM DESIGN

The Wharton School, University of Pennsylvania

- MGMT 238: Organizational Behavior (Undergrad, Professor, Fall 2021)
- MGMT 611: Global Strategy (MBA Core, Professor, Fall 2021)
- MGMT 720 / 209: Corporate Diplomacy (MBA / Undergrad, Teaching Assistant, 2020, 2021)
- MGMT 611: Competitive Strategy (MBA, Teaching Assistant, 2013, 2014)
- MGMT 715 / 205: Global Competitive Strategy (MBA / Undergrad, Teaching Assistant, 2013, 2014)
- MGMT 721 / 249: Corporate Development (MBA / Undergrad, Teaching Assistant, 2013, 2014)
- MGMT 101: Introduction to Management (Undergrad Recitation Instructor, 2014)
- MKTG 101: Introduction to Marketing (Undergrad Recitation Instructor, 2010, 2011)
- Center for Teaching and Learning Certificate (2014)

Graduate School of Education, University of Pennsylvania

- EDEN 503: Management in Education (Master's, Professor, 2015, 2016, 2017, 2018, 2019)
- EDEN 503: Development of course for new Master's Program in Education Entrepreneurship (2015); founding faculty member involved in overall program design

- EDEN 509: Applied Marketing Concepts in Education Entrepreneurship (Master's, Professor, 2020)
- EDEN 509: Development of new course for Master's Program in Education Entrepreneurship (2020)

New York University, School of Professional Studies

- Foundations of Leadership and Management (new foundational course developed for Master's students in the School of Professional Studies) (2019)

AWARDS AND GRANTS

- Academy of International Business 2021 Buckley & Casson Best Dissertation Award Winner
- Wharton Political Risk Lab Grant (2020)
- Strategic Management Society Best Conference Paper nominee (2020)
- Strategic Management Society Best PhD Paper nominee (2020)
- Wharton Global Initiative Research Grant (2014, 2019)
- Wharton Social Impact Fund Grant (2014, 2019)
- Mack Institute Research Fellowship (2014, 2019)
- Wharton Doctoral Program Travel Grant (2014)
- Center for Teaching and Learning Certificate (2014)
- Center for International Business and Economic Research (CIBER) Grant (2013)
- Wharton Leadership Fellow (2010-2011)
- Joseph H. Wharton Fellowship for leadership, professional development and academic excellence (2009)

INVITED TALKS AND CONFERENCE PRESENTATIONS

- Academy of Management Conference, Virtual Conference: "The Good Fight: Conflict in the Multipartner Alliance" (2021)
- Academy of International Business, Virtual Conference – Dissertation Presentation: "A Contingent Theory of Governance for the Global Project Organization" (2021)
- Strategic Management Society, Virtual Conference: "The Good Fight: Conflict in the Multipartner Alliance" (2020)
- Consortium on Competitiveness and Cooperation (CCC), 27th Annual Conference for Doctoral Student Research, Virtual Conference: "The Good Fight: Conflict in the Multipartner Alliance" (2020)
- LBS Doctoral Consortium, London, UK (2020 – *acceptance, but cancelled due to COVID*)

- Strategic Management Society, Minneapolis, MN: “A Battle on Two Fronts: Diversity and Distance in the Multipartner Alliance” (2019)
- Academy of Management Conference, Boston, MA: “A Battle on Two Fronts: Diversity and Distance in the Multipartner Alliance” (2019)
- Alliance for Research on Corporate Sustainability (ARCS), Chapel Hill, NC: “A Battle on Two Fronts: Diversity and Distance in the Multipartner Alliance” (2019) (poster)
- Academy of International Business, Vancouver, Canada: Session Chair for “Innovation in Emerging Economies” (2014)
- Strategy Research Initiative (SRI) inaugural PhD Bootcamp (2014)
- Wharton – INSEAD Doctoral Consortium, Fontainebleu, France: “Diversity and Distance in the Multipartner Alliance” (2014)

OTHER PROFESSIONAL EXPERIENCE

- Advisory Board Member (primarily in digital health space): Included Health (present); Maven Clinic (present); Wellthy (present); Onduo (2016-2020); Vicarious Surgical (2018)
- Founder and Director, The Michael Project (Non-profit focused on mental health in college students) (2015-present)
- Chief People Officer and Operating Partner, Oxeon Partners (Healthcare Venture Capital Fund) (2016-2018)
- Head of Operations and Strategy, JP Morgan Chase Institute (big data research institute incubated within JP Morgan Chase) (2015-2016)
- Senior Consultant, Tony Blair Advisory – Kazakhstan (2011-2012)
- Starling Resources, Carbon Infrastructure – Indonesia (2011, 2012)
- Infrastructure Investment Associate, International Finance Corporation – United Arab Emirates (IFC) (2011)
- Engagement Manager, Monitor Group – Saudi Arabia, United Arab Emirates (2004-2009)