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Patricio del Sol Guzman is currently a Full Professor in the Department of Industrial Engineering and Systems at the Pontifical Catholic University of Chile, where he teaches and conducts research in competitive strategy and projects evaluation.

He has authored several publications, both nationally and internationally, as well as several books, including *Microeconomía* (2nd edition, Ediciones Universidad Católica de Chile, 1997), *Evaluación de Decisiones Estratégicas* (McGraw-Hill, 1999), *Ganar sin Competir* (El Mercurio-Aguilar, 2004), and *Ganar sin Competir y por Suerte* (El Mercurio-Aguilar, 2009).

His publications include articles co-written with Pankaj Ghemawat such as “Commitment versus Flexibility?” (*California Management Review*, 40/4, Summer 1998), “Strategic Valuation of Investment Under Competition” (*Interfaces*, 29/6, November-December 1999), and the Harvard case “Power Across Latin America: Endesa de Chile” (*HBS*, 1998). Additionally, he wrote the articles “Responses to Electricity Liberalization: the Regional Strategy of a Chilean Generator” (*Energy Policy*, 30/5, April 2002) and “Regional Competitive Advantage Based on Pioneering Economic Reforms: The Case of Chilean FDI,” (*Journal of International Business Studies*, 38, 2007, 901-927), which was co-written with Joseph Kogan.

He has worked as a consultant in strategy, business valuation, and projects evaluation for a wide range of institutions, public and private.

Abstract

Patricio del Sol from Chile will relate his experience with a MOOC course, given in Spanish on Strategic Decision Evaluation, and which attracted 120,000 student enrolments from the Spanish speaking world. We will receive figures on retention and completion rates, as well as information about team formation and their activities. The platform used here was NovoEd – and so altogether we will have the opportunity to learn about three different technological implementations of the MOOC paradigm.