

FERNANDO SILVA LEAL

Part time professor

EDUCATION

Master in Business Management, EGADE BUSINESS SCHOOL, ITESM, Monterrey, México 2006

Bachelor of Business Administration, ITESM, Monterrey Campus, México 2003

PROFESSIONAL EXPERIENCE

- Teaching Experience:

2010 – Present: Part Time Professor, Department of Business and Human Resource Management and Entrepreneurship Department, ITESM, Monterrey Campus.

Courses:

- 1) Training for Entrepreneurial Leadership Development
- 2) Negotiation Techniques
- 3) Innovation, Markets and Technological Development

2010 – 2012: Part Time Professor, Department of Social Sciences, Preparatory Eugenio Garza Lagüera, ITESM, Monterrey Campus.

Courses:

- 1) Society, Economy and Politics
- 2) Administration and Finance
- 3) Business and Management

2003 – 2006: Full Time Professor, Professional Division, Universidad Virtual, ITESM, Monterrey Campus.

Courses:

- 1) International Trade Treaties Mexico
- 2) Industrial Marketing

- Professional Experience:

2007 – Present: Chief Executive officer, Grupo Selkis S.A. de C.V., Monterrey, N.L. México.

2007 – 2007: Marketing Manager, Grupo ABX, Abinsa Acero S.A. de C.V., San Nicolas de los Garza, N.L. México

2006 – 2007: Head of Innovation and Development, Tecnológico de Monterrey, Monterrey Campus, N.L. México

2005 – 2006: Head of Collections and Student Medical Insurance, Tecnológico de Monterrey, Monterrey Campus, N.L. México

ACTIVITIES ALIGNED TO THE SCHOOL MISION

2004 - Present: Sample Business and Entrepreneurship as evaluator judge. 2 times each year

2010 - Present: Sample Business and Entrepreneurship as participating students. 2 times each year

2013: Workshop Taught at the event "Open Class" about Entrepreneurship

2013: Workshop Taught at the event "LCDE 1.0, Graduate Career in Business Creation and Development" about Entrepreneurship

2012: Workshop Taught at the event "Open Class" about Entrepreneurship

2011: Workshop Taught at the event "CIEN, Certificate in Business Investment" about Developing Business

2012: Workshop Taught at the event "LCDE 1.0, Graduate Career in Business Creation and Development" about Entrepreneurship

2011: Workshop Taught at the event "Open Class" about Entrepreneurship

2010: Workshop Taught at the event "CIEN" Certificate in Business Investment" about Slogan Game

2011: Advisory Professor at the 1st National Case Competition, Business, Finance and Accounting

2010: Member of Logistics Committee at the event "Open Class"

FIELDS OF INTEREST (ÁREAS DE INTERES)

Teaching Fields

- Entrepreneurship
- Developing Business
- Negotiation Techniques
- Innovation, Markets and Technological Development
- Administration and Finance

Research Fields

- Developing Business
- Diagnostics Business
- Family heritage and business

FACULTY DEVELOPMENT

Year	Description	Hours	Place
2012	How to teach Road Map for Entrepreneurial Families	25	Tecnológico de Monterrey
	Business Family Fundamentals for Professionals Online and Three-Day Face to Face		System Rectory
2012	including to Road Map for Entrepreneurial Families	40	
2012	Introduction to Intellectual Property IP	3	System Rectory
2012	Connecting Technology with Market-QuickLook	3	System Rectory
2012	Marketing Technology	3	System Rectory
2012	Technological Entrepreneurship Workshop Integrator	34	System Rectory
2012	Copyright	3	System Rectory
2012	International System-National Patent	3	System Rectory
2012	International System - National brands, International System and National Industrial Designs	3	System Rectory
2012	Analysis of Patent Information Technology (Case Studies)	3	System Rectory
2012	Financial reporting in the SME and practical examples applicable to a company incubated	3	System Rectory
2012	Technology Commercialization Workshop	3	System Rectory
2012	Use and Management of Information	4	Tecnológico de Monterrey
2012	Assertiveness and Active listening in academic	8	Tecnológico de Monterrey
2011	Transfer: Society, economy and politics: an introductory overview	3	Rectory Middle School
2011	Case Writing Workshop	30	System Rectory
	Best Practices in Teaching Training Course Seal for the Development of Entrepreneurial		
2011	Leadership	18	System Rectory
2010	Induction Program for new teachers to the Prepa Tec	5	Rectory Middle School
2010	Basic training in Blackboard 9	8	Rectory Middle School
2010	Course / Workshop: Introduction to education oriented approach to skills development	16	Rectory Middle School
2010	Service-Learning Workshop	30	Rectory Middle School
2010	Induction of MET and the technology platform	15	Rectory Middle School
2010	Course achievement of Strategic and Technology Observatory	7	System Rectory
2010	Induction to campus for new staff	8	Tecnológico de Monterrey
2007	ISO 9001:2000 standard	6	Training Techniques
2006	The Educational Model ITESM	10	Tecnológico de Monterrey
2005	Income: policies and procedures	20	System Rectory
2005	Strategies for effective collection of Tecnológico de Monterrey	20	System Rectory
2005	Strategies for effective collection of Tecnológico de Monterrey	10	System Rectory
2004	Virtuality Forum	8	Virtual University
2004	High Performance Teams	10	Virtual University
2004	Introducing technology platform Blackboard	6	Virtual University
2004	Case method in the virtual environment	20	Virtual University
2004	Finance for non-financial	10	Virtual University
2004	Banner 6: Web Services for teachers and Gradebook	4	Virtual University
2003	Oddisey Management	4	Virtual University
2003	Training seminar for tutors	40	Virtual University
2003	Facilitator Certification Program Pacsi (Exclusive Campus and Headquarters staff)	22	Virtual University
2003	Training for the report card (guardians PACSI)	2	Virtual University

TOTAL HOURS 470

CONFERENCES

March 12, 13 and 14, 2013: Speaker at Seminar "Planning and Financial Intelligence" 4.5 hours per session, 13.5 hours total, Tec Virtual Employees, ITESM System, building CEDES, 72 participants.

January 31, 2013: Speaker at conference "Motivation to change and tips on personal finances". 2 hours, food service department employees, Tecnológico de Monterrey, Building EGAP, 20 participants.

Diplomado Deportivo
Habilidades Gerenciales

PROFESSIONAL CONTRIBUTIONS

Silva Leal, Fernando; International Center of Cases, Zapopan, Jalisco, México. Tecnológico de Monterrey, case "Family Integration: A business decision" Compendium XI C02-05-008, 11 pages and teaching notes NE02-05-008, 6 pages. Theme: family business. September 7, 2012

➤ Reviews and approvals by International Center of Cases. Death line.

Silva Leal, Fernando; International Center of Cases, Zapopan, Jalisco, México. Tecnológico de Monterrey, case "Consulting Group: Alteration of agreements" Theme: Negotiation. April 30, 2013

Silva Leal, Fernando; International Center of Cases, Zapopan, Jalisco, México. Tecnológico de Monterrey, case "Depriving your baby's life" Theme: Negotiation. April 30, 2013

➤ Current research

Developing a Family History Center. Opening in October 2013

PROFESSIONAL MEMBERSHIPS

1. CEFEM: Enterprising Families Center, Tecnológico de Monterrey: Supporting student family businesses: Professionalizing, Innovate to promote competitiveness, growth and sustainability, Generating schemes for succession planning and Develop new business units from the original family business model.

2. professorship family entrepreneurship: Objective overall project: Develop human resources, research and generating products spilled in the areas of academic entrepreneurship and family business.

GRANTS

1. None