

# CURRICULUM VITAE

## CHRISTOPHER L. TUCCI

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<http://scholar.google.com/citations?user=RFzKNrYAAAAJ> (15,000+ citations)  
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### ACADEMIC APPOINTMENTS

- 05/20 – Imperial College London, UK**  
Full Professor of Digital Strategy & Innovation (2020 – present)  
Academic Director, Centre for Digital Transformation (2020 – present)  
Co-Director, Education, I-X (New campus concept for Imperial College focused on AI, data, and digital topics, 2020-present)
- 10/03 – 04/20 Ecole Polytechnique Fédérale de Lausanne (EPFL), Switzerland**  
Full Professor of Management of Technology (2006 – 2020)  
Chair in Corporate Strategy & Innovation (2003 – 2020)  
Academic Director, Executive MBA Program (2013 – 2020)
- Dean, College of Management of Technology (2013 – 2018)
- Strategy of College
  - Recruiting and faculty promotions
  - Budgeting and fundraising
  - Built design studio classroom
  - Increased size and selectivity of executive and Master's programs
  - Managed and wrote successful self-study report and accreditation reports
- Director of Institute for Management of Technology & Entrepreneurship (2009 – 2011)
- Research budgets
  - Recruiting and faculty promotions
  - Fundraising
- Directeur de Section* (Head of Teaching for Area — 2004 – 2009)
- Curriculum development
  - Developed Minor program for engineers and scientists
  - Hiring of part-time faculty
  - Teaching loads and evaluations
  - Launched Master's and Minor program

Director of the Doctoral Program (2004 - 2007)

- Curriculum development
- Hiring of part-time faculty
- Launched PhD program

10/03 – 7/06 Associate Professor of Management of Technology (with tenure)

**New York University**, New York, New York

7/97 – 8/03 Assistant Professor of Entrepreneurship, Innovation, and Operations Management

9/96 – 6/97 Visiting Assistant Professor of Management and Operations Management

**Massachusetts Institute of Technology**, Cambridge, Massachusetts

9/95 – 6/96 Instructor, Strategy & International Management

12/18 – 6/19 **Imperial College London**, UK

Visiting Professor of Innovation, Imperial College Business School

Affiliate, Centre for Global Finance and Technology, Imperial College Business School

2018 **Visiting Thought Leader**, CEIBS, Shanghai, China

2001+ Visiting Scholar / Professor Appointments at **Ecole hôtelière de Lausanne (EHL)**, **Imperial College London**, **Skolkovo Institute of Science & Technology** (Moscow), **National University of Singapore**, **University of Toronto Rotman School of Management**, **Ludwig-Maximilian Universität** (Munich), **Ecole Nationale de Ponts et Chaussées** (Paris), **Università di Roma Tor Vergata**, **Instituto de Empresa** (Madrid), **TiasNimbas Business School** (Eindhoven), **Universidad Torcuato di Tella** (Buenos Aires), **RPI Lally School of Management & Technology**, **Finmeccanica FHINK Program** (Rome), **Irish Innovation Chair (Queen's University Belfast & University College Dublin)**, **Technion** (MBA Startup, Tel Aviv).

## EDUCATION

9/89 - 6/97 **Massachusetts Institute of Technology**, Cambridge, Mass.  
Ph.D., Management, June 1997

Dissertation: Market, Technical, and Social Overlap in Technology  
Collaborations and Consortia

Thesis committee: Michael A. Cusumano (chair), Donald R. Lessard,  
Edward B. Roberts

Master of Science, Technology and Policy / EECS, 1992

9/94 - 9/95 **Harvard University**, Center for Science and International Affairs, Cambridge, Mass.  
Pre-doctoral fellowship in residence in Science, Technology, and Public Policy

9/78 – 8/83 **Stanford University**, Stanford, Calif.  
Master of Science, Computer Science, 1984  
Bachelor of Arts, Music, 1983

January 2022

Bachelor of Science, Mathematical Sciences, 1982

## RESEARCH INTERESTS

Business model innovation (**listed as #4 worldwide** in citations on Google Scholar)  
 Digital strategy (**listed as #4 worldwide**)  
 Crowdsourcing / IoT / digitalization and innovation  
 Innovation Management (**listed #12**)  
 International technology alliances  
 Technology policy  
 Regulation of the future (IT, fintech, ...)  
 Technology strategy  
 Technological entry, product development, and "creative destruction"  
 Design thinking  
 Entrepreneurship and corporate venture capital  
 Corporate governance and innovation

## REFEREED PUBLICATIONS (citations $\geq$ 20 noted)

“Experimenting with Open Innovation in Science (OIS) practices: A novel approach to co-developing research proposals.” (With S. Beck, J. Bercovitz, C. Bergenholtz, T. M. Brasseur, P. D’Este, A. Dorn, M. Doser, C. Dosi, A. Effert, R. Furtuna, M. Goodyear, C. Grimpe, C. Haeussler, F. Hans, B. Heinisch, N. Katona, H. Kleinberger-Pierer, O. Kokshagina, M. LaFlamme, L. Lawson, P. Lehner, H. Lifshitz-Assaf, W. Lukas, S. Marchini, M. Mitterhauser, F. Moscato, M. Nordberg, M. T. Norn, M. Poetz, M. Ponti, G. Pruschak, J. F. Rafner, A. K. Romasanta, A. Ruser, M. Sameed, H. Sauermann, J. Suess-Reyes, P. Tuertscher, R. Vicente Sáez, M. Vignoli, and S. Zyontz.) 2021. *CERN IdeaSquare Journal of Experimental Innovation*, Vol. 5, No. 2, 2021, pp. 28-49. <https://doi.org/10.23726/cij.2021.1328>

“A complex network approach for analyzing early evolution of smart grid innovations in Europe.” (With A. Dehdarian.) *Applied Energy*, Vol. 298, 2021, pp. 117-143..

“Mechanisms to motivate, engage, and retain an online community in crowdsourcing: Insights from an idea contest in training.” (With A. Solidoro, F. Aleotti, D. Diamantini, and G. Viscusi.) *puntOorg International Journal*, Vol. 6, No. 2, 2021, pp. 196-212.

“The digital transformation of search and recombination in the innovation function: Tensions and an integrative framework.” (With G. Lanzolla and D. Pesce.) *Journal of Product Innovation Management*, Vol. 38, No. 1, 2021, pp. 90-113. **Citations: 34.**

“The interplay between open innovation and Lean Startup, or, Why large companies are not large versions of startups.” (With H. Chesbrough). *Strategic Management Review*, Vol. 1, No. 2, 2020, pp. 277-303. <http://dx.doi.org/10.1561/111.00000013>

“Business models and complexity.” (With L. Massa & G. Viscusi.) *Journal of Business Models*, Vol. 6, No. 1, 2019, pp. 59-71. **Citations: 35.**

“University technology transfer business models: One size does NOT fit all.” (With D. Baglieri and F. Baldi.) *Technovation*, Vols. 76/77, 2018, pp. 51-63. **Citations: 92.**

“How can hackathons accelerate corporate innovation?” (With M. Flores, M. Golob, D. Maklin, M. Herrera, A. Al-Ashaab, L. Williams, A. Encinas, V. Martinez, M. Zaki, & L. Sosa. 2018. In *IFIP International Conference on Advances in Production Management Systems*. Springer, Cham, pp. 167-175. **Citations: 29.**

“Translating science into business innovation: The case of open food and nutrition data hackathons.” (With H. Gautschi & G. Viscusi.) *Frontiers in Nutrition*, Vol. 5, No. 96, 2018. doi: 10.3389/fnut.2018.00096.

“A critical assessment of business model research.” (With L. Massa & A. Afuah.) *Academy of Management Annals*, Vol. 11, No. 1, 2017, pp. 73–104. **Citations: 884.**

“Entrepreneurial advice sources and their antecedents: venture stage, innovativeness and internationalization.” (With B. Bastian.) *Journal of Enterprising Communities: People and Places in the Global Economy*, Vol. 11, No. 2, 2017, pp. 214-236.

“Trust, integrated information technology, and new product success. (With J. Ettlie and P. Gianiodis.) *European Journal of Innovation Management*, Vol. 20, No. 3, 2017, pp. 406-427. **Citations: 23.**

“The influence of industry downturns on the propensity of product vs. process innovation.” (With L. Berchicci & C. Zazzara.) *Industrial & Corporate Change*, Vol. 23, No. 2, 2014, pp. 429–465. **Citations: 42.**

“Protecting growth options in dynamic markets: The role of strategic disclosure in integrated intellectual property strategies.” (With T. Peters & J. Thiel.) *California Management Review*, Vol. 55, No. 4, Summer 2013, pp. 121–142. **Citations: 23.**

“Innovation and learning performance implications of free revealing and knowledge brokering in competing communities: Insights from the Netflix Prize Challenge.” (With A. Villarroel & J. Taylor.) *Computational & Mathematical Organization Theory*, Vol. 19, No. 1, March, 2013, pp. 42–77. **Citations: 31.**

“Crowdsourcing as a solution to distant search.” (With A. Afuah.) *Academy of Management Review*, Vol. 37, No. 3, July, 2012, pp. 355-375. **Winner, Best Paper of 2012 in Academy of Management Review. Winner, Best Practice Implications of 2019 in Academy of Management Review. Citations: 1380.**

“A conceptual framework of the impact of NPD project team and leader empowerment on communication and performance: An alliance case context.” (With Y. Badir & B. Buechel.) *International Journal of Project Management*, Vol. 30, No. 8, November, 2012, pp. 914–926. **Citations: 53.**

“Understanding customer value and waste in product development: Evidence from Switzerland and Spain.” (With M. Flores, L. Torredemer, A. Cabello, M. Agrawal, & K. Flores.) *Proceedings of the 2012 18th International Conference on Engineering, Technology and Innovation*, B. Katzy, T. Holzmann, K. Sailer, & K. D. Thoben (Eds.).

New York: IEEE, January, 2012, pp. 1–10.

"Does the apple always fall close to the tree? The geographical proximity choice of spinouts." (With L. Berchicci & A. King.) *Strategic Entrepreneurship Journal*, Vol. 5, 2011, pp. 120-136. **Citations: 53.**

"Unpacking the effects of corporate venture capital investor ties on the reduction of price discounting among IPO firms." (With A. Ginsberg & I. Hasan.) *Entrepreneurship Research Journal*, Vol.1, No. 2, 2011, Article 6.

"The influence of corporate venture capital investment on the likelihood of attracting a prestigious underwriter: An empirical investigation." (With A. Ginsberg & I. Hasan.) *Advances in Financial Economics*, Vol. 14, 2011, pp. 165-201.

"The innovation-economic growth nexus: Global evidence." (With I. Hasan.) *Research Policy*, Vol. 39, 2010, pp. 1264–1276. **Citations: 348.**

"There is more to market learning than gathering good information: The role of shared team values in radical product definition." (With L. Berchicci.) *Journal of Product Innovation Management*, Vol. 27, No. 7, 2010, pp. 972-990. **Citations: 56.**

"The performance impact of intra-firm organizational design on an alliance's NPD projects." (With Y. Badir & B. Buechel.) *Research Policy*, Vol. 38, No. 8, October, 2009, pp. 1350-1364. **Citations: 46.**

"Neo-Rawlsian fringes: A new approach to market segmentation and product development." (With S. Seshadri and A. Giloni.) *Journal of Product Innovation Management*, Vol. 25, 2008, pp. 491-507.

"No place like home? Spin-offs' strategy and location choice." (With L. Berchicci & A. King.) *Best Paper Proceedings* of the Academy of Management Annual Meeting, TIM Division, 2008.

"Market for corporate control protection and the inventive productivity of technology-based firms." (With J. Sugheir & I. Hasan.) *Best Paper Proceedings* of the Academy of Management Annual Meeting, BPS Division, 2008.

"The role of communication and coordination between 'network lead companies' and their strategic partners in determining NPD project performance." (With Y. Badir & B. Buechel.) *International Journal of Technology Management*, Vol. 44, Nos. 1-2, 2008, pp. 269-291. **Citations: 20.**

"Reducing Internet auction fraud." (With B. Gavish.) *Communications of the ACM*, Vol. 51, No. 5, May 2008, pp. 89-97. **Citations: 87.**

"The structural and performance effects of Internetworking." (With P. Brews.), *Long Range Planning*, Vol. 40, No. 2, April, 2007, pp. 223-243.

"Fraudulent auctions on the Internet." (With B. Gavish.) *Electronic Commerce Research*, Vol. 6, No. 2, April, 2006, pp. 127-140 (lead article). **Citations: 56.**

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"Collaboration and teaming in the software supply chain." (With A. Kaufman, C. Wood, & G. Theyel.) *Supply Chain Forum*, Vol. 6, No. 1, March, 2006, pp. 16-28.

"Inter-firm modularity and the implications for product development." (With N. Staudenmayer & M. Tripsas.) *Journal of Product Innovation Management*, Vol. 22, No. 4, July, 2005, pp. 303-321 (lead article). **Winner of the Citation for Excellence Award from Emerald Group Publishing** (top 50 articles out of 20,000 covered by the Emerald Management Database). **Winner, Best Paper of 2005 in *Journal of Product Innovation Management*. Citations: 254.**

"Clarifying business models: Origins, present, and future of the concept." (With A. Osterwalder and Y. Pigneur.) *Communications of the Association for Information Systems*, Vol. 16, pp. 1-25, May, 2005. **Citations: 5223.**

"The Role of 'Network Lead Companies' in Integrating NPD Processes across Strategic Partners." (With Y. Badir & B. Buechel.) *International Journal of Entrepreneurship & Innovation Management*, Vol. 5, No. 1/2, 2005, pp. 117-137. **Citations: 20.**

"Exploring the structural effects of Internetworking." (With P. Brews.) *Strategic Management Journal*, Vol. 25, No. 5, May, 2004, pp. 429-451. **Citations: 134.**

"A model of the Internet as creative destroyer." (With A. Afuah.) *IEEE Transactions on Engineering Management*, Vol. 50, No. 4, November, 2003, pp. 395-402 (lead article). **Citations: 88.**

"Building Internet Generation Companies: Lessons from the front lines of the Old Economy." (With P. Brews.) *Academy of Management Executive*, Vol. 17, No. 4, November, 2003, pp. 8-22 (lead article). **Citations: 42.**

"Can creative destruction be destroyed? Military IR&D and destruction along the value-added chain." (With A. Kaufman and M. Brumer.) *Research Policy*, Vol. 32, No. 9, October, 2003, pp. 1537-1554 (lead article).

"Incumbent entry into new market niches: The role of experience and managerial choice in the creation of dynamic capabilities." (With A. King.) *Management Science*, Vol. 48, No. 2, February, 2002, pp. 171-186 (lead article). **Citations: 858.**

"Responding to technology-created market niches: Do industry-specialized assets facilitate or hamper entry?" (With A. King.) *Best Paper Proceedings of the Academy of Management Annual Meeting, 2000*, pp. TIM D1-D6. **Winner of Best Paper Award in the Technology and Innovation Management Division of the Academy of Management Annual Meeting, Toronto, Ontario, August, 2000.**

"Can old disk drive companies learn new tricks?" (With A. King.) *Proceedings of the Product Development Management Conference*, Cambridge, England, July, 1999. **Nominated for inclusion in best paper proceedings.**

"A process model of technology collaboration," *Proceedings of the Product Development Management Conference*, Como, Italy, May, 1998, pp. 1045-1062.

"Social comparisons and cooperative R&D ventures: The double-edged sword of

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communication." (With M. Lojo.) *Journal of Engineering and Technology Management*, Vol. 11, December, 1994, pp. 187–202 (lead article).

"A simulator of the manufacturing of induction motors." (With J. Lang, R. Tabors, & J. Kirtley.) *IEEE Transactions on Industry Applications*, Vol. 30, No. 3, May/June 1994, pp. 578–584.

## BOOKS

*Creating and Capturing Value through Crowdsourcing*. (Edited with A. Afuah & G. Viscusi.) Oxford: Oxford University Press, 2018. **Citations: 45.**

*Lean Product Development Best Practices* (With M. Flores, M. Golob, D. Maklin, & K. Flores.) Lugano: Lean Analytics Association, 2017.

*Internet Business Models and Strategies*. (With A. Afuah.) New York: Irwin / McGraw-Hill, 2001. Second edition, August, 2002. Adopted within the first year of publication by 155 universities in 20 countries worldwide and translated into Chinese, Korean, Italian, Russian, and Polish; adopted by over 200 universities total. **Finalist for McGraw-Hill's First Edition of the Year Award, 2002. Citations: 3508.**

*Nurturing Science-Based Ventures*. (With R. Seifert & B. Leleux.) London: Springer, 2008. **Citations: 23.**

## PUBLICATIONS in BOOKS

"Innovation and Business Models." (With L. Massa.) In Hitt, M. (Ed.) *Oxford Encyclopedia of Business and Management*. Oxford: Oxford University Press, 2021. <https://doi.org/10.1093/acrefore/9780190224851.013.296>.

"Unlocking value from AI in financial services: Strategic and organizational trade-offs vs. media narratives." (With G. Lanzolla & S. Santoni.) In Pagani, M. & Champion, R. (Eds.), *Artificial Intelligence for Sustainable Value Creation*. London: Edward Elgar, forthcoming.

"Regional smart specializations in Central and Eastern Europe: Between political decisions and revealed technological potential." (With K. Klincewicz & M. Marczevska.) In Gancarzyk, M., Ujwary-Gil, A., & González-López, M. (Eds.), *Partnerships for Regional Innovation and Development: Implementing Smart Specialization in Europe*. New York: Routledge, 2021, pp. 20-48.

"Public and private procurement for innovation: Openness versus protectionism." (With L. Georghiou.) In *Final Reflections of the RISE Group*. Brussels: European Commission, 2019, pp. 8-17.

"Three's a crowd?" (With G. Viscusi.) In Tucci, C., Afuah, A., & Viscusi, G. (Eds.), *Creating and Capturing Value through Crowdsourcing*. Oxford: Oxford University Press, 2018, pp. 39–57. **Citations: 22.**

“Natural resources and the resource-based view.” (With B. Bastian and U. Richter.) In George, G. & Schillebeeckx, S. J. D. (Eds.), *Managing Natural Resources: Organizational Strategy, Behaviour, and Dynamics*. Cheltenham: Elgar, 2018, pp. 186-210.

“Pro-Innovation Regulation.” In *Europe’s Future: Open Innovation, Open Science, Open to the World*. Brussels: European Commission, 2018, pp. 145-154.

“Open Innovation: An emerging and increasingly important topic.” In *Europe’s Future: Open Innovation, Open Science, Open to the World*. Brussels: European Commission, 2017, pp. 126-130.

“Design and design frameworks: Investment in KBC and economic performance.” (With T. Peters.) In OECD (Ed.), *Enquiries into Intellectual Property’s Economic Impact* (Vol. 2). Paris: OECD, 2015, pp. 323-371.

“Challenges laying ahead for future digital enterprises: A research perspective.” (With I. Alvertis, P. Kokkinakos, S. Koussouris, F. Lampathaki, J. Psarras, & G. Viscusi.) In A. Persson & J. Stirna (Eds.), *Advanced Information Systems Engineering Workshops*. Cham, Switzerland: Springer, 2015, pp. 195–206.

“Business model innovation.” (With L. Massa.) In M. Dodgson, D. Gann, N. Phillips (Eds.), *The Oxford Handbook of Innovation Management*. New York: Oxford, 2014, pp. 420-441. **Citations: 626.**

“Identifying lean thinking measurement needs and trends in product development: Evidence from the life sciences sector in Switzerland.” (With M. Flores, S. Klinke, S. Terzi, A. Al-Ashaab, and A. Sopolana.) In J. Pokojski, S. Fukuda, J. Salwinski (Eds.) *New World Situation: New Directions in Concurrent Engineering*. London: Springer, 2010, pp. 357-365.

“Entrepreneurship, technology and Schumpeterian innovation: Entrants and Incumbents.” (With L. Berchicci.) In M. Casson, B. Yeung, A. Basu & N. Wadeson (Eds.) *The Oxford Handbook of Entrepreneurship*. New York: Oxford, 2006, pp. 220-233. **Citations: 20.**

“Beyond ‘synergies.’” In Subir Chowdhury (Ed.), *Next Generation Business Handbook*. New York: Wiley, 2004, pp. 1060-1075.

“Venture capital investing and the 'Calcutta Auction.'” (With S. Seshadri and Z. Shapira.) In A. Ginsberg & I. Hasan (Eds.) *New Venture Investment: Choices and Consequences*. New York: Elsevier, 2003, pp. 19-42.

“Development Webs: A new paradigm for product development.” (With N. Staudenmayer & M. Tripsas.) In M. Hitt, R. Bresser, D. Heuskel, & R. Nixon (Eds.) *Winning Strategies in a Deconstructing World*. New York: Wiley, 2000, pp. 135-161.

## MISCELLANEOUS PUBLICATIONS

## Journal articles:

“The many sides of business model innovation.” *Management and Organization Review*. Forthcoming.

“Examining Open Innovation in Science (OIS): What Open Innovation can and cannot offer the science of science.” (With S. Beck, C. Bergenholtz, M. Bogers, T.-M. Basseur, M.-L. Conradsen, K. Crowston, D. Di Marco, A. Effert, D. Filiou, L. Frederiksen, T. Gillier, M. Gruber, C. Haeussler, K. Hoisl, O. Kokshagina, M. LaFlamme, M.-T. Norn, M. Poetz, G. Pruschak, L. Pujol Priego, A. Radziwon, A. Ruser, H. Sauermann, S. K. Shah, J. Suess-Reyes, P. Tuertscher, J. B. Vedel, R. Verganti, J. Wareham, S. M. Xu.) *Innovation: Organization & Management*. Forthcoming.

“Perspectives on the value of Big Data sharing.” (With G. Viscusi.) *Information Technology & People*. Forthcoming.

“Digital Transformation: What is new if anything? Emerging patterns and management research.” (With G. Lanzolla, A. Lorenz, E. Miron-Spektor, M. Schilling, & G. Solinas.) *Academy of Management Discoveries*, 6(3), pp. 341-350. **Citations: 25.**

“The Open Innovation in science research field: A collaborative conceptualisation approach.” (With S. Beck, C. Bergenholtz, M. Bogers, T.-M. Basseur, M. Conradsen, D. Di Marco, A. Distel, L. Dobusch, D. Dörler, A. Effert, B. Fecher, D. Filiou, L. Frederiksen, T. Gillier, C. Grimpe, M. Gruber, C. Haeussler, F. Heigl, K. Hoisl, K. Hyslop, O. Kokshagina, M. LaFlamme, C. Lawson, H. Lifshitz-Assaf, W. Lukas, M. Nordberg, M. Norn, M. Poetz, M. Ponti, G. Pruschak, L. Pujol Priego, A. Radziwon, J. Rafner, G. Romanova, A. Ruser, H. Sauermann, S. Shah, J. Sherson, J. Suess-Reyes, P. Tuertscher, J. Vedel, T. Velden, R. Verganti, J. Wareham, A. Wiggins, and S. Xu.) *Industry & Innovation*, 2020. DOI: 10.1080/13662716.2020.1792274. **Citations: 45.**

“Discovering the discoveries: What AMD Authors’ Voices can tell us.” (With J. Mueller, M. Christianson, G. Whiteman, & P. Bamberger.) *Academy of Management Discoveries*, 5 (3), 2020, pp. 209-216.

“The who, where, what, how, and when of market entry.” (With G. Markman, P. Gianiodis, T. Payne, I. Filatotchev, R. Kotha, & E. Gedajlovic.) *Journal of Management Studies*, 56 (7), 2019, pp. 1241-1259.

“When do firms undertake open, collaborative activities?” (With H. Chesbrough, F. Piller, & J. West) *Industrial & Corporate Change*, 25 (2), 2016, pp. 283–288. **Citations: 84.**

“Electronic government: investment in communities, firms, technologies and infrastructure.” (With D. Poulin.) *Electronic Commerce Research*, 15 (3), 2015, pp. 301-302.

“Value Capture and Crowdsourcing.” (With A. Afuah.) *Academy of Management Review*, 28 (3), 2013, pp. 457–460. **Citations: 105.**

“Corporate Entrepreneurship: State-of-the-Art Research and a Future Research Agenda.” (With A. Corbett, J. Covin, & G. O’Connor.) *Journal of Product Innovation Management*, 30 (5), 2013, pp. 812–820. **Citations: 225.**

“Technology, innovation and knowledge: An Asian perspective’: Introduction.” (With A. Giroud.) *Asian Business Management*, 11 (1), 2012, pp. 5-7.

“Why Europe will never have accountability in research.” *Foresight Europe*, No. 2, October 2005 – March 2006, pp. 26-29.

"Catering to the 'fringe:' a new approach to product development and market segmentation." (With A. Giloni & S. Seshadri.) *US Industry Today*, 5 (1), 2002, pp. 24-25.

"Creative destroyer." (With A. Afuah.) *Stern Business*, Fall/Winter, 2001, pp. 24-29.

"Condamné à l'innovation." *Futur(e)s*, No. 6, May, 2001, p. 53.

"Internet business models that work." *Stern Business*, Fall/Winter, 2000, pp. 16-17.

"What exactly is a business model, anyway?" *MBA Bullet Point*, September 19, 2000, p. 3.

#### Book review:

"Corning and the Craft of Innovation." *Business History Review*, Vol. 75, No. 4, 2001, pp. 862-865.

#### Edited teaching volumes:

*Foundations of Entrepreneurship*. (Edited with F. Alvarez.) 2000. New York: McGraw-Hill Primis.

*Foundations of Entrepreneurship*, 2<sup>nd</sup> Edition. (Edited with F. Alvarez and M. Gittelman.) 2001. New York: McGraw-Hill Primis.

*Foundations of Entrepreneurship*, 3<sup>rd</sup> Edition. (Edited with F. Alvarez.) 2003. New York: McGraw-Hill Primis.

#### Reports:

"Patent Thickets." 2013. Munich: European Patent Office.

“Design and design frameworks: Investment in KBC and economic performance.” (With T. Peters.) In *Enquiries into Intellectual Property’s Economic Impact* (Vol. 2). Paris: OECD, 2015, pp. 323-371. See “Book Chapters” above.

**WORKING PAPERS**

- Agency theory and innovation. (With J. Sugheir & I. Hasan.)
- Are flatter organizations more innovative? (With S. Seshadri and Z. Shapira.) 2020.
- Benefits and pitfalls of international strategic technology alliances. (With M. Cusumano) *ICRMOT Working Paper Series*, #110–94, MIT, 1994.
- Business model modeling languages. (With D. Kundisch, L. Massa, D. Szopinski, and T. John.) Under revision, 2021.
- Building absorptive capacity through intra-firm social networks: The role of network cohesion and managerial control. (With T. Langenberg, A. Lomi, & I. Merkel.) 2008.
- Business model innovation in China. (With Q. Lu, J.P. Murmann, J.Y. Mao.) 2021
- CEOs, innovation, and information technology. (With S. Hasan and Y. Zhu). 2018.
- Competitive advantage from online distributed innovation. (With A. Villarroel.) 2010.
- Corporate Venture Capital in the context of corporate R&D. (With H. Chesbrough & V. Van de Vrande.) 2013. **Citations: 93.**
- Crowds and hybrid organizational forms. (With J. Pereira and G. Viscusi.) 2021.
- Design thinking and absorptive capacity. (With A. Cabello and G. Baldessarelli.) 2020.
- Electricity as money. (With D. Gautschi and H. Gautschi.) 2016.
- Entry timing, preemption, and timeliness. (With L. Berchicci and A. King.)
- Exploring the performance effects of Internetworking. (With P. Brews and A. Malhotra). 2003.
- Information technology and the cost of borrowing. (With S. Hasan and S. Han). 2019.
- Information technology and organizational alignment. (With A. Afuah & P. Brews.) 2011.
- Information technology investment and the financial crisis. (With S. Hasan.) 2018.
- Integrating into Internet market-making: e-tailing vs. going it alone. (With S. Seshadri.) 2003.
- Measuring the spatial diversity of technological innovation systems. (With A. Dehdarian.) 2021.
- Measuring the depth and breadth of the Internet's creative destruction across industries. (With A. Afuah and F. Alvarez.) 2001.

- Measuring trust in decentralized supply chains. (With A. Kaboli, N. Cheikhrouhou and R. Glardon.) 2013.
- Motivating firm-sponsored e-collective work. (With A. Villarroel.) SSRN, 2010.  
**Citations: 20.**
- Music on the go: Catching the next growth opportunity for the music recording industry. (With G. Patel.) 2004.
- Patent valuation (With N. Thompson, H. Kang, and A. Khairullina.) Under review, 2021.
- Social pattern adoption and innovation. (With E. Almirall.) Under revision, 2021.
- Strategic disclosure and intellectual property protection. (With T. Peters and V. van de Vrande.)
- Technology strategy and regulatory uncertainty. (With B. Bastian & M. Bogers.) 2012.
- The dual role of information sharing in alliance processes. 1999.
- The role of technological and sociopolitical win-sets on creative destruction from technological change: The case of MP3 and the entertainment industry. (With N. Duckett.) 2002.
- Timing of a new product release: Switching option and project divestiture effects. (With K. Kashima.) 2016.
- Value streams. (With L. Massa.)
- Why are some individuals less indispensable than others? A study on the consequences of emotional commitment and participation in user communities. (With T. Langenberg.) 2008.
- Withholding proprietary information from alliance partners: An empirical exploration. 2005.

## **PUBLISHED CASES SUPERVISED**

- “Airbus Defence and Space.” In M. Flores, et al., *Lean Product Development Best Practices*. Lugano: Lean Analytics Association, 2017, pp. 93-124.
- "Boo.com (A) and (B)." In D. Cyr & A. Persaud, *e-Business Innovation*. New York: Prentice Hall, 2002, pp. 211-222.
- "Broadcast.com." In A. Afuah & C. Tucci, *Internet Business Models and Strategies*. New York: McGraw-Hill, 2003, pp. 251-258.
- “CAREL.” In M. Flores, et al., *Lean Product Development Best Practices*. Lugano:

Lean Analytics Association, 2017, pp. 125-152.

“CMI Defence.” In M. Flores, et al., *Lean Product Development Best Practices*. Lugano: Lean Analytics Association, 2017, pp. 153-182.

"Cognosense SA: Validating an Opportunity." In R. Seifert, B. Leleux, & C. Tucci, *Nurturing Science-Based Ventures*. London: Springer, 2008, pp. 27-45.

"Diamond Multimedia and the Rio: David's innovation in the face of Goliath." In A. Afuah & C. Tucci, *Internet Business Models and Strategies*. New York: McGraw-Hill, 2001, pp. 322-332.

"eBay, Inc.: Diversification in the Internet Auction Market." In A. Afuah & C. Tucci, *Internet Business Models and Strategies*. New York: McGraw-Hill, 2003, pp. 360-370.

"GigaTera Inc: Pulling the Plug?" In R. Seifert, B. Leleux, & C. Tucci, *Nurturing Science-Based Ventures*. London: Springer, 2008, pp. 597-610.

"Google Search Engine and Advertisement." In R. Seifert, B. Leleux, & C. Tucci, *Nurturing Science-Based Ventures*. London: Springer, 2008, pp. 503-520.

“Herrero Builders.” In M. Flores, et al., *Lean Product Development Best Practices*. Lugano: Lean Analytics Association, 2017, pp. 183-202.

"Hotmail: Free email for sale." In A. Afuah & C. Tucci, *Internet Business Models and Strategies*. New York: McGraw-Hill, 2003, pp. 329-336.

“Interface.” In M. Flores, et al., *Lean Product Development Best Practices*. Lugano: Lean Analytics Association, 2017, pp. 203-232.

"iVillage: Innovation among women's websites." In A. Afuah & C. Tucci, *Internet Business Models and Strategies*. New York: McGraw-Hill, 2003, pp. 351-359.

"LiveREADS: Valuing an e-book startup." In M. Dollinger, *Entrepreneurship*, 3<sup>rd</sup> Edition. Upper Saddle River, N.J.: Prentice Hall, 2003, pp. 478-488. Also in A. Afuah & C. Tucci, *Internet Business Models and Strategies*. New York: McGraw-Hill, 2003, pp. 301-312.

"MP3.com: Rocking in the free world." In D. Cyr & A. Persaud, *e-Business Innovation*. New York: Prentice Hall, 2002, pp. 5-18.

“Munters.” In M. Flores, et al., *Lean Product Development Best Practices*. Lugano: Lean Analytics Association, 2017, pp. 233-254.

"Netscape Communications and the browser (A) and (B)." In A. Afuah & C. Tucci, *Internet Business Models and Strategies*. New York: McGraw-Hill, 2001, pp. 202-220.

"OSCar — The Open Source car project." In A. Afuah & C. Tucci, *Internet Business Models and Strategies*. New York: McGraw-Hill, 2003, pp. 404-414.

“Pratt & Whitney.” In M. Flores, et al., *Lean Product Development Best Practices*.

Lugano: Lean Analytics Association, 2017, pp. 255-284.

"Priceline.com" In D. Cyr & A. Persaud, *e-Business Innovation*. New York: Prentice Hall, 2002, pp. 199-210.

"Red Hat Software and Linux operating system: Where do you want to go tomorrow?" In A. Afuah & C. Tucci, *Internet Business Models and Strategies*. New York: McGraw-Hill, 2001, pp. 235-244.

"Reflect.com: Burn the ships." In D. Cyr & A. Persaud, *e-Business Innovation*. New York: Prentice Hall, 2002,, pp. 69-82. Also in A. Afuah & C. Tucci, *Internet Business Models and Strategies*. New York: McGraw-Hill, 2003, pp. 271-284.

"Sentron at the Crossroads (A)." In R. Seifert, B. Leleux, & C. Tucci, *Nurturing Science-Based Ventures*. London: Springer, 2008, pp. 539-552.

"Sentron at the Crossroads (B)." In R. Seifert, B. Leleux, & C. Tucci, *Nurturing Science-Based Ventures*. London: Springer, 2008, pp. 553-555.

"Shoot the flashing lights: Williams Electronics and the development of Pinball 2000." *Stern Journal*, No. 4, Spring 2001, 71-76.

"Siemens Building Technologies." In M. Flores, et al., *Lean Product Development Best Practices*. Lugano: Lean Analytics Association, 2017, pp. 285-306.

"Sony Playstation 2: Trojan Horse in the living room?" In M. Dollinger, *Entrepreneurship*, 3<sup>rd</sup> Edition. Upper Saddle River, N.J.: Prentice Hall, 2003, pp. 499-510.

"Stamps.com: Bringing electronic postage online." In M. Dollinger, *Entrepreneurship*, 3<sup>rd</sup> Edition. Upper Saddle River, N.J.: Prentice Hall, 2003, pp. 406-419.

"Sun Microsystems: Jumping for Java." In A. Afuah & C. Tucci, *Internet Business Models and Strategies*. New York: McGraw-Hill, 2003, pp. 392-403.

"Technology Strategy at Dartfish." In R. Seifert, B. Leleux, & C. Tucci, *Nurturing Science-Based Ventures*. London: Springer, 2008, pp. 431-441.

"Telefónica." In M. Flores, et al., *Lean Product Development Best Practices*. Lugano: Lean Analytics Association, 2017, pp. 307-344.

"Tellme Networks: Dialtone 2.0?" In M. Dollinger, *Entrepreneurship*, 3<sup>rd</sup> Edition. Upper Saddle River, N.J.: Prentice Hall, 2003, pp. 394-405.

"TiVo: Television the way you like it." *Stern Journal*, No. 4, Spring 2001, 61-70. Also in M. Dollinger, *Entrepreneurship*, 3<sup>rd</sup> Edition. Upper Saddle River, N.J.: Prentice Hall, 2003, pp. 465-477.

"Webhouse Club, Inc." In D. Cyr & A. Persaud, *e-Business Innovation*. New York: Prentice Hall, 2002, pp. 32-44.

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“Winterthur Gas & Diesel.” In M. Flores, et al., *Lean Product Development Best Practices*. Lugano: Lean Analytics Association, 2017, pp. 345-370.

## PRESENTATIONS

### *Refereed presentations:*

“Open Innovation and value capture.” Academy of Management Annual Meeting, online, 10 August 2020.

“Are flatter organizations more innovative? Innovation idea generation and hierarchy.” Wharton Technology & Innovation Conference, online, 25 June 2020.

“Governance and organizing factors affecting crowdsourcing performance: A case study in policy contests.” ACM Collective Intelligence Conference, online, 18 June 2020.

“How open innovation can support business model innovation” (poster with Qinli Lu). World Open Innovation Conference, LUISS, Rome, Italy, 12 December 2019.

“Knowledge characteristics and sourcing.” Discussant. World Open Innovation Conference, LUISS, Rome, Italy, 12 December 2019.

“The digital transformation of innovation: Implications for business model innovation.” Academy of Management Annual Meeting, Boston, MA, August 13, 2019.

“Speeding up innovation with hackathons.” Academy of Management Annual Meeting, Boston, MA, August 12, 2019.

“Organizing crowds for generativity” (With Gianluigi Viscusi). ACM Collective Intelligence Conference, Carnegie-Mellon University, June 13, 2019.

“Crowd dynamics and crowd capital: Insights from five years of contests in higher education” (With Gianluigi Viscusi). ACM Collective Intelligence Conference, Carnegie-Mellon University, June 13, 2019.

“How open innovation can support business model innovation” (with Qinli Lu). Business Model Conference, Fordham University, June 04, 2019.

“Speeding up innovation with business hackathons: Insights from three case studies.” Presentation (with M. Flores.), Academy of Management Specialized Conference Startup2Scaleup, Tel Aviv, Israel, December 18, 2018.

“How Modularity Constrains or Enables Innovation: New Product Development, Supplier Involvement, and the Role of Modular Designs.” Academy of Management Annual Meeting, Chicago, IL, August 14, 2018.

“Innovation from Crowdsourcing, Communities, and Crowd-Driven Organizations.” Discussant, Academy of Management Annual Meeting, Chicago, IL, August 10, 2018.

“Creating and capturing value from crowdsourcing.” ACM Collective Intelligence Conference, Zurich, Switzerland, July 08, 2018. Open and User Innovation Workshop, NYU, New York, NY, August 06-08, 2018.

“Ideas-Driven Endogenous Growth and Standard-Essential Patents.” Searle USPTO Conference on Innovation Economics, Chicago, IL, June 21, 2018.

“Defining the crowd organization.” Academy of Management Big Data Conference, Surrey, UK, April 19, 2018.

“Knowledge flows at the interface: Unmonetized revealing in outbound open innovation.” Discussant, Academy of Management Annual Meeting, Atlanta, GA, August 07, 2017.

“Opportunities and challenges when managing multiple business models in one organization.” Discussant, Academy of Management Annual Meeting, Atlanta, GA, August 07, 2017.

“Crowdsourcing for social change.” Academy of Management Annual Meeting, Atlanta, GA, August 06, 2017.

“Business models and complexity.” 1<sup>st</sup> Annual Business Model Workshop, Università Ca' Foscari, Venice, Italy, May 18, 2017.

“Innovation and the Creative Economy: Fusion, confusion and the policy challenge.” Discussant, SPRU 50<sup>th</sup> Anniversary Conference, Sussex, UK, September 09, 2016.

“Enhancing absorptive capacity: The case of design thinking.” Presented at the Academy of Management Annual Meeting, Anaheim, CA, August 09, 2016.

“Contests, Crowdsourcing & Open Innovation.” Presented at the Open & User Innovation Workshop, Harvard Business School, Boston, MA, July 2, 2016.

“The digital revolution.” Presented at the Strategic Management Society Special Conference, LUISS University, Rome, Italy, June 6, 2016.

“Real options and incumbent ‘inertia.’” Presented at the Strategic Management Society Special Conference, LUISS University, Rome, Italy, June 6, 2016.

“The Role of Deep Hierarchies in Innovation.” Presented at the Strategic Management Society Annual Meeting, Madrid, September 22, 2014. Presented at the Organization Winter Conference, Park City, UT, February 4, 2016.

“From understanding to use and compete: a translational platform for business transformation.” Presented at the Mediterranean Conference on Information Systems, Samos, Greece, October 4, 2015.

“Industry Convergence: Drivers, Mechanisms, and Consequences.” Presented (panelist) at the Academy of Management Annual Meeting, Vancouver, BC, August 10, 2015.

“Linking Business Model Research and Practice Through Action Research.” Presented (discussant) at the Academy of Management Annual Meeting, Vancouver, BC, August 10, 2015.

“Managers as Designers: Stimulating Open Innovation and Business Model Innovation.” Presented at the Academy of Management Annual Meeting, Vancouver, BC, August 9, 2015.

“Open innovation, corporate venture capital, and internal R&D.” Presented (With H. Chesbrough) at the World Open Innovation Congress, Napa, CA, December 04, 2014.

“The Role of Deep Hierarchies in Innovation.” Presented at the Strategic Management Society Annual Meeting, Madrid, September 22, 2014.

“A multilevel perspective on technological discontinuities: Staudenmayer et al meets Afuah & Bahram meets Abernathy & Clark.” Presented (panelist) at the Academy of Management Annual Meeting, Philadelphia, PA, August 5, 2014.

“New conversations on business models: BMI & Business Ecosystems.” Presented (panelist) at the Academy of Management Annual Meeting, Philadelphia, PA, August 5, 2014.

“Innovation and the modern firm: How firms benefit from the contributions of communities.” Presented (discussant) at the Academy of Management Annual Meeting, Philadelphia, PA, August 5, 2014.

“Market Entry.” Presented (discussant) at the Strategic Management Society Meeting, Tel Aviv, Israel, March 11, 2014.

“Web2.0, Crowdsourcing. and Electronic Government Innovation.” Presented at the Networking & Electronic Commerce Conference, Riva del Garda, Italy, October 18, 2013.

“Business model innovation in platform markets.” Presented (panelist) at the Academy of Management Annual Meeting, Orlando, Florida, August 10, 2013.

“Architectural Strategy and Design Evolution in Business Ecosystems: Opportunities and Challenges.” Presented (organizer) at the Academy of Management Annual Meeting, Orlando, Florida, August 10, 2013.

“Intellectual Property Management and Innovation Appropriability: Towards a New Research Agenda.” Presented (participant) at the Academy of Management Annual Meeting, Orlando, Florida, August 10, 2013.

“Driving Innovation Ecosystems: Research Opportunities and Empirical Challenges.” Presented at the Strategic Management Society Special Conference, Geneva, Switzerland, March 21, 2013.

“Reconsidering the Front End of Innovation.” Symposium presented at the Academy of Management Annual Meeting, Boston, MA, August 3, 2012.

"The Role of Hierarchy in Innovation Idea Flow." Presented at the Strategic Management Society Special Conference, Singapore, June 8, 2012.

"The market for corporate control protection and the inventive productivity of technology-based firms." Presented at the Corporate Governance Conference, University of Missouri, Columbia, MO, May 21, 2011. Presented at the Academy of Management Annual Meeting, Anaheim, CA, August 11, 2008.

"Spinouts from anchors and their role in knowledge dispersion." Panel discussion at the Academy of Management Annual Meeting, San Antonio, TX, August 16, 2011.

"Online Distributed Organization." Panel discussion at the Academy of Management Annual Meeting, San Antonio, TX, August 16, 2011.

"The market for corporate control protection and the inventive productivity of technology-based firms." Presented at the Corporate Governance Conference, University of Missouri, Columbia, MO, May 21, 2011. Presented at the Academy of Management Annual Meeting, Anaheim, CA, August 11, 2008.

"Political risk and technology strategy: An empirical exploration." Presented at the Wharton Technology Conference, Philadelphia, PA, April 23, 2011.

"Motivating firm-sponsored e-collective work." Presented at the NAEC Conference, Riva del Garda, Friday, October 8, 2010.

"Competitive Advantage from Knowledge Brokering in Distributed Innovation." Presented at the Strategic Management Society Annual Meeting, Rome, September 12, 2010.

"Get your bomb away from my pipeline! The role of political risk in technology strategy." Presented at the DRUID Conference, London, June 17, 2010.

"How close does the apple fall to the tree? Evaluating when spinouts stay close to their parents." Presented at the RISE Days Conference, National University of Singapore, May 10, 2010.

"Innovation and growth." Academy of Management Annual Meeting, Chicago, IL, August 11, 2009.

"Strategic crowdsourcing." Academy of Management Annual Meeting, Chicago, IL, August 11, 2009.

"Economic environmental factors as determinants of product versus process innovation." Academy of Management Annual Meeting, Chicago, IL, August 10, 2009.

"Business Intelligence," Presented at the NAEC Research Conference, Riva del Garda, Italy, September 28, 2008.

"No Place Like Home? Spin-offs' Strategy and Location Choice." Presented at the DRUID Summer Conference, Copenhagen, Denmark, June 18, 2008. Presented at the

Academy of Management Annual Meeting, Anaheim, CA, August 11, 2008.

"User Innovation and Firm Boundaries: Organizing for Innovation by Users." Academy of Management Annual Meeting, Anaheim, CA, August 11, 2008.

"Users and Open Source Software." Presented at the DRUID Summer Conference, Copenhagen, Denmark, June 19, 2008.

"Is Timeliness Next to Godliness? The Strategic Determinants of Tardy Entry." Academy of Management Annual Meeting, Philadelphia, PA, August 6, 2007.

"Trading off Market Feedback and Ideological Commitment in Radical Product Definition." Academy of Management Annual Meeting, Philadelphia, PA, August 6, 2007.

"Open Source Corporate Strategy: Reaching Outside the Firm's Boundaries to Tap upon Global Talent." Academy of Management Annual Meeting, Philadelphia, PA, August 6, 2007.

"High-Tech Innovation: Gaps Between Theory and Practice." Academy of Management Annual Meeting, Philadelphia, PA, August 5, 2007.

"No Place Like Home? High-Tech Agglomeration Processes." Presented at Schumpeter Society Conference, Nice, France, June 21, 2006. Presented at Strategic Management Society Annual Conference, Vienna, Austria, October 30, 2006.

"Internet and Communications Technology and the Transformation of Industry." Presented at Networking and Electronic Commerce Research Conference, Riva del Garda, Italy, October 19, 2006.

"Corporate Governance, Shareholder Rights, and the Innovative Output of Firms." Academy of Management Annual Meeting, Atlanta, GA, August 15, 2006.

"Information Technology & Organizational Alignment: Exploring the Impact of IT on Firm Performance." Academy of Management Annual Meeting, Atlanta, GA, August 15, 2006.

"R&D networks: The value of technology collaborations and alliances." IFTM Conference, Istanbul, Turkey, September 23, 2005.

"Financial issues in strategic management." Academy of Management Annual Meeting, Honolulu, HI, August 8, 2005.

"The prematurely forecasted death of incumbents when faced with new markets." Presented in the Conversations on Corporate Strategy session, Academy of Management Annual Meeting, Honolulu, HI, August 6, 2005.

"The Impact of Venture Investment by Corporations and Banks: Do Young Firms Really Benefit?" Presented at the Strategic Management Society Annual Meeting, San Juan, Puerto Rico, November, 2004.

"Strategic and Financial Performance Implications of Corporate Investment in New Ventures." Academy of Management Annual Meeting, Seattle, August, 2003.

"Venture capital investments in electronic markets and the 'Calcutta Auction.'" Presented at INFORMS, San Jose, November, 2002.

"Building Internet Generation Companies: Dispatch from the front lines of the Old Economy." Presented at the Strategic Management Society Annual Meeting, Paris, France, September, 2002.

"Neo-Rawlsian fringes: A new approach to market segmentation and product development." Presented at the Academy of Management Annual Meeting, Denver, August, 2002.

"Integrating into Internet market-making: e-tailing vs. going it alone." (With S. Seshadri.) Presented at the International Conference on Electronic Commerce Research, Dallas, TX, November, 2001.

"Components of a Business Model," Presented at the International Conference on Electronic Commerce Research, Dallas, TX, November, 2001.

"Collaboration and teaming in the software supply chain." Presented at the Academy of Management Annual Meeting, Washington, DC, August, 2001.

"Corporate strategy and the 'New Economy'," Presented at the Academy of Management Annual Meeting, Washington, August, 2001.

"University-industry technology transfer and entrepreneurship" Presented at the Academy of Management Annual Meeting, Washington, August, 2001.

"Using technology to enhance the classroom experience" Presented at the Academy of Management Annual Meeting, Washington, August, 2001.

"Concorde," Case Critique Colloquium, Academy of Management Annual Meeting, Washington, August, 2001.

"Responding to technology-created market niches: Do industry-specialized assets facilitate or hamper entry?" (With A. King.) Presented at the Academy of Management Annual Meeting, Toronto, Ontario, August, 2000.

"Development Webs: A new paradigm in high-technology product development?" Presented at the Academy of Management Annual Meeting, Toronto, Ontario, August, 2000.

"A model of the Internet as creative destroyer." (With A. Afuah.) Presented at the Institute for Technology and Enterprise, January, 2000. Presented at the Wharton Technology Miniconference, March, 2001.

"Incumbent entry into new market niches: The role of experience and managerial choice in the creation of dynamic capabilities." (With A. King.) Presented at INFORMS Fall Meeting, Philadelphia, November, 1999.

"Development Webs: A new paradigm for product development." Presented at the Strategic Management Society Annual Meeting, Berlin, November, 1999.

"Beyond complementarities: Exploring interorganizational overlaps in alliances." Presented at the Academy of Management Annual Meeting, Chicago, Ill., August, 1999.

"Can old disk drive companies learn new tricks?" Presented at the Product Development Management Conference, Cambridge, England, July, 1999.

"A process model of technology collaboration." Presented at the Product Development Management Conference, Como, Italy, May, 1998.

"Effects of interpartner market, technical, and social overlap on technology collaboration performance." Presented at the Strategic Management Society Conference, Barcelona, Oct., 1997.

"European technology alliances." Presented at the INFORMS Annual Meeting, San Diego, May, 1997.

"Firm compatibility and performance of strategic technology alliances." Presented at the Strategic Management Society Conference, Mexico City, Oct., 1995.

"Competition, spillovers, and international collaboration." Presented at the Strategic Management Society Conference, Chicago, Sept., 1993.

"European software technology collaboration." Presented at the ORSA / TIMS Joint Annual Meeting, Phoenix, Oct., 1993.

"Theories of cooperation between monopolists and entrants." Presented at the ORSA/TIMS Joint Annual Meeting, San Francisco, November, 1992.

"Simulating the manufacturing of induction motors." Presented at the IEEE Industry Applications Society Annual Meeting, Dearborn, Michigan, October, 1991.

*Invited presentations:*

"How Founder Experience Shapes Entry Strategy." Presented at the Entrepreneurship & Strategy Interest Group Research Seminar Series, Strategic Management Society, 12 August 2021.

"The Art of the Possible: Increasing value of nascent technologies using Strategic Disclosure." Presented at KU-Leuven, November 12, 2015. Presented at Simon Fraser University, 25 January 2021.

"The role of Digitalisation in growth and renewal." Keynote speech, Thames Valley Chamber of Commerce, Business Manifesto 2021 Launch Event, 10 December 2020.

“Innovation: évolution ou rupture?” Presentation at FORWARD conference: Forum de l’Innovation pour les PME, EPFL, 30 November 2020.

“Unlocking value from AI in financial services: strategic and organizational trade-offs vs media narratives.” Research seminar, House of Innovation, Stockholm School of Economics, 28 October 2020.

“Demystifying AI and robotics.” Presentation at Grant Thornton Financial Services Virtual Conference, 23 September 2020.

“Digital transformation and the Higher Education sector.” Presentation at SBERBank Corporate University Higher Education Workshop, 23 August 2020.

“The digital transformation of search and recombination in the innovation function: Tensions and implications for product development.” Keynote speech, Digital Foundations of Business, Operations, and Strategy Workshop, Aalto University, 06 February 2020. Keynote speech, International Product Development Management Conference, online, 08 June 2020.

“The corporate startup and innovation.” Presentation at the RAMIX conference, Swiss Re, Zurich, Switzerland, November 5, 2019.

“Data, crowdsourcing, and new business models.” Presentation at the Universidad Autonoma de Madrid, October 31, 2019

“What open innovation brings to Lean Startup (and vice versa).” Presentation, *Strategic Management Review* workshop on open innovation, University of California, Berkeley, USA, October 06, 2018. Keynote, ISPIM Conference, Florence, Italy, June 17, 2019. Keynote, R&D Management Conference, Ecole Polytechnique, Paris, France, June 20, 2019.

“Crowds, IoT, and AI business models.” Research seminar, EM-Lyon Business School, Lyon, France, February 20, 2019. Research seminar, Newcastle University Business School, May 10, 2019.

“Innovating Through Big Data and AI.” Imperial in the City, London, UK, 09 May 2019.

“Putting ‘dumb money’ to good use? Corporate venture capital and internal R&D.” Research seminar, TU Munich, Germany, September 15, 2016. Research seminar, Nottingham University, Ningbo, China, November 07, 2018. Research seminar, University of St Gallen, March 28, 2019. Research seminar, Hitotsubashi University, Tokyo, Japan, April 16, 2019.

“Artificial intelligence and fintech business.” Keynote, Istanbul Fintech Week, April 04, 2019.

“Design thinking: Real problems, human-focused solutions.” Webinar, Oman National Youth Program, March 26, 2019.

“What's next for entrepreneurial innovation in the corporation?” Panelist, Imperial

College Corporate Acceleration Workshop, London, UK, March 07, 2019.

“Techno 4.0.” Panelist, Global Industrie, Lyon, France, March 06, 2019.

“101 ideas for European research and innovation: Impact on investment.” Panelist, European Commission, Brussels, Belgium, March 05, 2019.

“Business models and business model innovation.” Research seminar, Cambridge University Judge Business School, Cambridge, UK, January 22, 2019.

“Some thoughts on exploration, exploitation, innovation, search, and crowds.” Presentation, Academy of Management Specialized Conference Startup2Scaleup, Tel Aviv, Israel, December 19, 2018.

“Comments on Digital Technologies and Innovation Modalities.” Discussant, Academy of Management Specialized Conference Startup2Scaleup, Tel Aviv, Israel, December 19, 2018.

“Innovative Internet business models and regulations to support them.” Keynote speech, IRAMOT 2018, Tehran, Iran, December 12, 2018.

“Some personal reflections on the PhD.” Keynote speaker, IESE PhD Orientation, Barcelona, Spain, September 6, 2012. Seminar, University of Naples Parthenope, December 10, 2018.

“Crowdsourcing to support digital transformation.” Presentation, Lean Innovation Forum, London, UK, November 15, 2018.

“Business Model Research: The State of Knowledge.” Presented at the 1<sup>st</sup> International Workshop on Business Models, Shenzhen, China, June 22, 2013. Presented at LUISS University, Italy July 18, 2014. Presented at the University of Messina, Italy, October 21, 2014. Presented at the Politecnico di Milano, Italy, December 22, 2014. Presented at the Chinese Academy of Sciences, Beijing, China, November 05, 2018.

“Trends in Digital Business Innovation.” Presented at CEIBS, Shanghai, China, October 31, 2018.

“Healthcare product innovation boosted by smart healthcare technology.” Keynote, CEIBS Insights, Zurich, Switzerland, October 24, 2018.

“The challenge of management engineering in a changing manufacturing world.” Keynote, XXIX Riunione scientifica annual, Associazione Italiana di Ingegneria Gestionale, LIUC, Castellanza, Italy, October 11, 2018.

“Teaching managerial topics to engineers.” Panel, XXIX Riunione scientifica annual, Associazione Italiana di Ingegneria Gestionale, LIUC, Castellanza, Italy, October 11, 2018.

“What open innovation brings to Lean Startup (and vice versa).” Presentation, *Strategic Management Review* workshop on open innovation, University of California, Berkeley, USA, October 06, 2018.

“Digitalization and risk.” Presentation, Cass Business School Digitalization Workshop, City University of London, UK, September 10, 2018.

“Location, Location, Location.” Discussant. Searle USPTO Conference on Innovation Economics, Chicago, IL, June 21, 2018.

“Popularization of the Internet, crowdsourcing, and innovation.” Keynote, Digital Social Innovation Fair, Rome, Italy, June 07, 2018.

“Co-creation and the future of innovation in Europe.” SCALINGS kickoff panel, Technical University of Munich, May 23, 2018.

“Patents and platforms.” Discussant. Searle Center Sixth Annual Roundtable on Standard Setting Organizations and Patents, Northwestern University, Chicago, IL, May 17, 2018.

“Strategic disclosure, corporate patenting and integrated intellectual property strategies.” European Patent Office seminar, Scuola Superiore St. Anna, Pisa, Italy, May 07, 2018.

“Management of innovation.” Keynote. Maxon Motors Innovation Lab Inauguration, Lausanne, Switzerland, May 04, 2018.

“Innovation and digital transformation.” CEMEX Lighthouse Webinar, May 02, 2018.

“La technologie, unique clé d’une stratégie d’innovation?” Société suisse de Management de Projets (SMP) Innovation Rendez-vous, Lausanne, Switzerland, April 26, 2018.

“Ces entreprises qui ont bouleversés l’économie.” Rendez-vous de Gstaad, Switzerland, March 07, 2018.

“Can we end the endless debate about business models and strategy?” Keynote. Israel Strategy Conference, Technion, Haifa, Israel, December 19, 2017.

“Teamwork that matters.” Keynote, Good Festival, Lausanne, Switzerland, October 17, 2017.

“How corporations can innovate through collaboration with startups.” Keynote, ESADE Creapolis, Barcelona, Spain, September 22, 2017.

“Digital business models.” Keynote, European Innovation Forum, Beerse, Belgium, June 08, 2017.

“Business model innovation in the age of Industry 4.0, IoT, and crowdsourcing.” Keynote, Association Internationale de Management Stratégique, Annual Meeting, Lyon, France, June 07, 2017.

“The future of collaborative innovation & business venturing,” Panel, Rotterdam School of Management, Erasmus University, Netherlands, June 02, 2017.

“Regulation and innovation.” Panel discussion at EC RISE book launch, CEPS, Brussels, Belgium, May 15, 2017.

“Industria 4.0 e business model innovation.” Lecture, University of Messina, Italy, April 20, 2017.

“Tecnologia e management dell’innovazione: Un dialogo sull’azienda digitale e il futuro del lavoro.” Anteprima Technology Forum, Pisa, Italy, April 03, 2017.

“Strategic renewal during periods of change.” Discussant, CCC Doctoral Colloquium, Wharton School, University of Pennsylvania, March 25, 2017.

“Crowdsourcing and innovation.” Research seminar at Northeastern University, Boston, MA, March 20, 2017.

“Business model dynamics.” (With Lorenzo Massa.) Research seminar in Politecnico di Milano, Italy, March 10, 2017.

“The academic perspective on business model innovation and change in established firms.” Panel at Strategic Management Society Extension, Munich, Germany, September 16, 2016.

“Digital disruption.” Panel at IMD, Lausanne, Switzerland, September 01, 2016.

“Technology & Innovation Management debate on non-obvious theories.” Panel at the Academy of Management Annual Meeting, Anaheim, CA, August 08, 2016.

“Is there a unique Asian system of innovation?” Debate at DRUID-Asia Conference, NUS, Singapore, February 24, 2016.

“Information systems and business model challenges in the era of future digital enterprises.” Keynote speech at the 9th Mediterranean Conference on Information Systems, Samos, Greece, October 04, 2015.

“Protecting growth options in dynamic markets: The role of strategic disclosure in integrated intellectual property strategies.” Presented at the Intellectual Property Workshop, LUISS, Rome, Italy, December 10, 2013. Presented (With T. Peters) at the EPO Roving Workshop on IP Management, Bocconi University, Milano, May 5, 2015.

“Crowdsourcing, Innovation, and Appropriability.” Presented at the IP Management Challenges in Open Innovation Environments Workshop, University of Strasbourg, March 23, 2015.

“Exploring product & business model innovation: Innovating towards a new future.” Presented at the OMV Science Talk, Wirtschaftsuniversität Wien, Austria, July 3, 2014.

“‘Creative Destruction’ and strategic agility: Lessons from four sectors.” Presented at the Strategic Agility Workshop, Herzliya, Israel, June 25, 2014.

“Crowdsourcing: Understanding the context of digital transformation.” Presented

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(discussant) at the CCC Doctoral Colloquium, Boston University, April 5, 2014.

“Pre-entry resources, strategic positioning choices and introduction of dominant designs: Evidence from the hard disk drive industry.” Presented at Stanford University, February 18, 2014.

“Business Model Design and Innovation in Entrepreneurial Firms.” Presented at the 1<sup>st</sup> International Workshop on Business Models, Shenzhen, China, June 22, 2013.

“Swiss identity and ‘secrets’ of global success of innovative Swiss enterprises.” Presented at the Korean Academy of Strong Medium Enterprises, Seoul, South Korea, May 21, 2013.

“Hierarchy & innovation.” Presented at London Business School, October 23, 2012. Presented at Bocconi University, Milano, Italy, April 23, 2013.

“The Impact of Governance (Regulatory) Uncertainty on Innovation Outcomes.” Presented at Warwick Business School, Coventry, UK, March 6, 2013. Presented at University of Bologna, Italy, March 7, 2013. Presented at the University of Catania, Italy, April 4, 2013.

“Business Plan e Creazione d’Impresa.” Presented at the University of Messina, Italy, April 5, 2013.

“Exploiting Web 2.0 and crowdsourcing to boost firm innovation.” Presented at the University of Messina, Italy, April 11, 2012. Presented at “Science & Innovation on Board” series, EPFL, May 11, 2012. Keynote speech at the ICMIT/IEEE Conference, Bali, Indonesia, June 12, 2012. Presented at the Trends in Innovation in Postal Markets conference, Lausanne, Switzerland, September 12, 2012. Presented at the Skolkovo Institute of Science & Technology, Moscow, January 15, 2013. Presented at IPADE Business School, Mexico City, February 5, 2013.

“Political risk and technology strategy: An empirical exploration.” Presented at the National University of Singapore DETM, September 16, 2011. Presented at Fordham University, February 3, 2012. Presented at Stanford University February 16, 2012. Presented at City University Cass Business School, October 25, 2012.

“Open innovation, corporate venture capital, and internal R&D.” Presented at the Open & User Innovation Workshop, Harvard Business School, August 01, 2012.

“Internetworking, organization structure, and the shrinking firm.” Presentation at the Symposium in honor of Tom Malone, University of Zurich, April 27, 2012.

“Firm capabilities and scope.” Discussant at the CCC Doctoral Colloquium, University of Maryland, April 14, 2012.

“Managing technological change through innovation: What’s an incumbent to do?” Presented at Queen’s University Belfast, April 2, 2012. Presented at University College Dublin, April 4, 2012. **Irish Innovation Chair Lectures.**

“Using Online Distributed Organization to Boost Innovation.” Presented at the Front

End of Innovation Conference, Zurich, Switzerland, February 28, 2012.

“‘Creative Destruction’ & Intellectual Property—What’s an Incumbent to do?” Presented at Melbourne Business School, Australia, October 20, 2011. Presented at the University of Technology Sydney, Australia, October 19, 2011.

"The market for corporate control protection and the inventive productivity of technology-based firms." Presented at the National University of Singapore Business School, October 14, 2011.

"Are Flatter Organizations More Innovative? Hierarchical Depth and the Importance of R&D Ideas." Presented at the National University of Singapore DETM, October 07, 2011. Presented at Imperial College London, England, March 3, 2006. Presented at the Lisbon SPRING Seminar, Lisboa, Portugal, March 20, 2006. Presented at Stanford University Management Science & Engineering Research Seminar, October 11, 2007. Presented at the Organizing Innovation Workshop, Università di Chieti, Italy, June 12, 2009.

“Exploring the impact of IT on firm performance: The role of IT exploitation potential.” Presented at ETH Zurich, June 08, 2011.

“Information technology and business strategy: Exploring the impact of IT on firm performance. Presented at the Digital Business Strategy Colloquium, Temple University, Philadelphia, PA, April 09, 2011. Presented at Université Laval, Québec, PQ, April 04, 2011.

“TIES (Management of Technological Innovation) at MIT Sloan: A personal reflection.” Presented at the MIT TIES 50<sup>th</sup> Anniversary & CCC Doctoral Colloquium, Cambridge, MA, April 01, 2011

"Using Web 2.0 for Firm Innovation." Keynote speech at der Wissenschaftlichen Kommission für Technologie, Innovation und Entrepreneurship (TIE) Annual Meeting, Kiel, Germany, November 5, 2010.

"Innovation in collaborative ecosystems." Panel discussion at the Strategic Management Society Annual Meeting, Rome, September 12, 2010.

"Comments on 'Learning, Experience and Knowledge.'" Plenary discussant at the DRUID Conference, London, June 17, 2010.

"Corporate Crowdsourcing: Motivating Collective Innovation in Emerging Markets." Keynote speech for the Madras Management Association, Chennai, India, April 5, 2010. Presented at the Open & User Innovation Workshop, MIT, Cambridge, MA, August 4, 2010.

"Moving corporate entrepreneurship forward: What I (think I (may have)) learned from 15–50 non-publication events and  $\epsilon$  publications." Presented at RPI Corporate Entrepreneurship Workshop, Troy, NY, June 5, 2010.

"Opportunities Taken and Lost." Discussant, RPI Corporate Entrepreneurship Workshop, Troy, NY, June 4, 2010.

"Corporate Crowdsourcing: Motivating Collective Innovation." Keynote speech for the Eli Lilly Medical Education Europe Team Meeting, May 5, 2010.

"Corporate venture capital and startup recipient performance." Presented at the Rotterdam School of Management ERIM Seminar, Erasmus University, Netherlands, January 13, 2010.

"L'innovazione aziendale ai tempi del Web 2.0." Keynote speech (in Italian) at the Finmeccanica Innovation Award Ceremony, Rome, Italy, December 15, 2009.

"Open Source Corporate Strategy: Motivating e-Collective Work." Presented at the DRUID / SCANCOR Workshop on Open & User Innovation, Stanford University, March 28, 2008. Presented at the National University of Singapore, DETM Seminar, May 4, 2009. Keynote speech for the EAMSA conference, Lausanne, Switzerland, October 22, 2009.

"Open Source Corporate Strategy: Motivating e-Collective Innovation." Presented at the Organizing International Innovation Workshop, Università di Chieti, Italy, June 13, 2008. Presented at the INSEAD-Lally Workshop on Technology, Innovation, and Global Business, Fontainebleau, France, November 17, 2008. Presented (in French) at Université St. Joseph, Beyruth, Lebanon, October 17, 2009.

"Using Web2.0 in the classroom." Academy of Management Annual Meeting, Chicago, IL, August 8, 2009.

"Are Flatter Organizations More Innovative? Hierarchical Depth and the Importance of Ideas." Presented at Imperial College London, England, March 3, 2006. Presented at the Lisbon SPRING Seminar, Lisboa, Portugal, March 20, 2006. Presented at Stanford University Management Science & Engineering Research Seminar, October 11, 2007. Presented at the Organizing Innovation Workshop, Università di Chieti, Italy, June 12, 2009.

"Technological Entry as a Signal of Firm Capabilities – or NOT." Presented at the CCC Faculty Colloquium, Copenhagen, Denmark, May 14, 2009.

"Does the apple fall far from the tree? Evaluating when spin-offs stay close to their parents." Presented at Università della Svizzera Italiana, October 30, 2008. Presented at HEC Paris, November 6, 2008. Presented at Tilburg University CIR Seminar, March 13, 2009.

"Demand-side exploration strategies — an oxymoron?" Presented at the Strategic Management Society Conference, Cologne, Germany, October 12, 2008.

"Corporate Venture Capital." Presented (invited discusant) at the West Coast Technology Entrepreneurship Conference, Stanford University, September 6, 2008.

"Entrepreneurial and Corporate Finance." Presented at the CCC Doctoral Colloquium, Carnegie-Mellon University, April 12, 2008.

“Innovation in Business Models.” Presented at the New Global Internet Business Model Conference, Rebild Bakker, Denmark, February 7, 2008.

“No Place Like Home? Spin-offs’ Strategy and Location Choice.” Presented at the Lally School of Management & Technology, RPI, January 22, 2008.

“Innovation and Growth.” Presented at the Fifth Florence Colloquium on "Money, Derivatives, Innovation, and Growth," Fondazione Cesifin Alberto Predieri, Foligno, Italy, September 14, 2007.

“Is Timeliness Next to Godliness? The Strategic Determinants of Tardy Entry.” Presented at the Lally School of Management & Technology, RPI, February 21, 2007.

“Incumbent technology reaction to resource depletion in the energy sector.” Presented at the Sino-Swiss Energy Workshop, St Gallen, Switzerland, January 17, 2007.

“Comments on ‘A Proposal for an Asian Currency Union.’” Presented at the Fourth Florence Colloquium on "The New Bretton Woods," Fondazione Cesifin Alberto Predieri, Florence, October 20, 2006.

“Corporate Governance, Shareholder Rights the Innovative Output of Firms.” Presented at Bocconi University, Milano, Italy, September 11, 2006. Presented at Ludwig-Maximilian Universität, Munich, Germany, October 5, 2006.

“The Endorsement Effects of Corporate Venture Capital in the Creation of Public Companies.” Presented at the Saïd Business School, Oxford University, Oxford, England, March 1, 2006. Presented at the Lally-Darden-Humboldt Retreat, October 6, 2006.

“Venture Capital Investing and the Calcutta Auction.” Presented at West Coast Technology Entrepreneurship Conference, University of Washington, September 8, 2006.

“Internet and Communications Technology and the Transformation of Industry.” Presented at ITU/London Business School Conference on Digital Transformation, Geneva, Switzerland, June 2, 2006.

“The Managerial Thesis Revised.” Presented at Judge Business School (with Allen Kaufman), Cambridge, England, May 26, 2006.

“The Endorsement Effects of Corporate Venture Capital in the Creation of Public Companies.” Presented at the Saïd Business School, Oxford University, Oxford, England, March 1, 2006.

“Neo-Rawlsian fringes: market segmentation and new product development.” Presented at the New Product Development Conference on Bridging Operations and Marketing, Universidade Católica Portuguesa, Lisboa, Portugal, December 18-19th 2005.

“Unpacking Corporate Venture Capital Investment Endogeneity.” Presented (with Michael Ensley) at the International Tor Vergata Conference on Money, Banking, and

Finance, December 6, 2005.

“Corporate Venture Capital and the Post-IPO Performance of Start-up Firms.” Presented at the ERIM Invitational Conference 2005, Rotterdam, Netherlands, 7-9 November, 2005.

“R&D Networks.” Presented at the International Forum on Technology Management, Istanbul, Turkey, September 23, 2005.

“Interfirm modularity and product development: The key to survival.” Presented at the Software Engineering Today Conference, Zurich, Switzerland, May 10-11, 2005.

“Comments on ‘Is the Federal Reserve an Exchange Rate Targeter.’” Presented at the Third Florence Colloquium on the Dollar and the Quest for a New International Monetary Coordination, Fondazione Cesifin Alberto Predieri, Florence, April 23rd 2005.

“Entrepreneurship,” Discussant at the CCC Doctoral Colloquium, Berkeley, CA, 16-17 April, 2005.

"Exploring the structural effects of internetworking." Presented at University of Oxford Saïd Business School, February, 2003.

"Incumbent entry into new market niches: The role of experience and managerial choice in the creation of dynamic capabilities." Presented at École Polytechnique Fédérale de Lausanne / University of Lausanne (Switzerland), February, 2003.

"Spinouts and innovation in the disk drive industry: Do founders take static or dynamic capabilities with them?" Presented at Universidad Torquato di Tella (Argentina), October, 2002.

"What kinds of capabilities do founders take to a spinout?" Presented at Rensselaer Polytechnic Institute, October, 2002.

"Spinouts and innovation in the disk drive industry: Do founders take static or dynamic capabilities with them?" Presented at INSEAD, September, 2002.

"Entry and survival strategies in e-Business." Presented at NYU Information Systems seminar, May, 2002.

"Incumbent Entry into New Market Niches." Presented at the Austrian Economics Seminar (Department of Economics), New York University, April, 2001.

"The value of technology collaborations and alliances." Presented at the NYU Conference on Advances in the Measurement of Intangible Capital, May, 2000.

"Responding to technology-created market niches: Do industry-specialized assets facilitate or hamper entry?" (With A. King.) Presented at Harvard Business School, February, 2000.

"Creative Destruction from Technological Change: The Case of the Internet."

Presented at the Institute for Technology and Enterprise, New York, January, 2000.

"A process model of technology collaboration." Presented at Polytechnic University, Brooklyn, New York, October, 1997.

"Market, Technical, and Social Overlap in Technology Collaborations." Presented at INSEAD, January, 1997.

"Firm Heterogeneity, Collaborative Behavior, and Performance of International Strategic Technology Alliances." Presented at London Business School, December, 1996. Presented at Columbia Business School, November, 1996.

"A Survey of European Technology Alliances." Presented at the International Center for Research in the Management of Technology Research Seminar, Massachusetts Institute of Technology, November, 1996.

## AWARDS, HONORS, and GRANTS

- Imperial-Technical University of Munich Collaboration Fund 2020
- Inaugural Best Practice Implications Award, *Academy of Management Review*, 2019.
- SCALINGS grant, Horizon 2020, about \$400K, 2018-2021.
- AEGIS Big Data grant, Horizon 2020, about \$400K, 2017-2019.
- EIT Food Innovation, SPOC on IP Management, Summer School on Innovation, about \$45K, 2018, 2019, 2020.
- Best Teacher Award, EPFL Management of Technology & Entrepreneurship *Section*, 2010/2011, 2011/2012, 2012/2013, 2014/2015.
- Raised money for research from major corporations, about \$4M from 2009-2017.
- Best Paper of 2012, *Academy of Management Review*.
- Swiss National Fund Sinergia grant (about \$1.4M), "Business Model Dynamics." Primary applicant for four-university consortium.
- Italian Ministry of Education, Messaggeri della Conoscenza, about \$55K, 2013.
- Swiss National Fund grant about \$250K (with Anu Wadhwa), 2013–2014.
- Intellectual Property Benchmarking Grant, about \$60K, raised from private companies, 2012-2015.
- Nano-Tera grant about \$300K, "Community Knowledge Development," 2010.
- European Union FP7 grant (about \$1.2M), "Lean Product & Process Development" (LeanPPD), 2008.
- Best Paper of 2005, *Journal of Product Innovation Management*.
- Citation for Excellence Award from Emerald Group Publishing (top 50 articles out of 20,000 covered by the Emerald Management Database), 2006.
- Swiss National Fund grant about \$300K (with Dominique Foray and Georg von Krogh), 2005
- MBA Professor of the Year, nomination, NYU Stern School of Business, Spring, 2000; Spring 2001
- Best Paper Award, TIM Division, Academy of Management, August, 2000
- Entrepreneurship Professor of the Year, NYU Stern School of Business, 2000
- State of New Hampshire, Governor's Technology Partnership, research grant, 1998–1999
- Harvard University, Center for Science and International Affairs, John F. Kennedy School of Government, Research Fellowship, 1994–1995.

- Ansaldo Ricerca Grant, 1993–1995
- Italian Trade Commission Travel Grant, 1993
- Anthony Pappas Scholarship, 1992
- MIT Award for Excellence and Leadership in Technology and Policy, 1991
- HR Fairclough Classics Prize, Stanford University, 1982
- Stanford University Music Guild Scholarship Recipient, 1979–1983
- National Merit Finalist and Scholar, 1978–1982

## TEACHING INTERESTS

Innovation Management  
Design Thinking & New Product Development  
Digital Strategy  
Deep Tech Acceleration  
Entrepreneurship  
Strategic Management  
Technology Policy

## EXECUTIVE TEACHING INTERESTS

Digital Transformation: Internet /Crowdsourcing / IoT / Fintech, etc.  
Design thinking  
Strategic Innovation Management  
Technology & Innovation Management  
Business Models / Business Planning  
Data Science for Managers  
Technology Scouting

## TEACHING EXPERIENCE

### **Imperial College Business School, London**

05/20 – **Professor of Digital Strategy & Innovation**  
present  
Blockchain Management (MSc, Innovation & Entrepreneurship)  
Digital Transformation (Executive)  
Innovation Management (MSc, Management)  
Global Business & Management (Joint Honours)  
Imperial Innovation Challenge—Deep Tech Acceleration (MBA)

04/19 – **Visiting Professor of Innovation**  
07/19  
Entrepreneurship and Innovation Management (WMBA)

**Ecole Polytechnique Fédérale de Lausanne (EPFL), Switzerland**

10/03 – **Associate Professor and Full Professor**, Management of Technology  
04/20  
Design Thinking (Master's)  
Technology Strategy & Entrepreneurship in Corporations (Master's)  
Innovation Management (PhD level, Master's level, EMBA)  
Digital Strategy (formerly known as Information Technology, Strategy, Outsourcing,  
& Organization) (Master's)  
Research Methods (PhD level)  
Venture Challenge (practical course for PhD students)  
Open Innovation (Eurotech PhD course at TU/Eindhoven), 2014, 2016, 2018  
Open Innovation (PhD course at ESADE)  
Executive teaching: Open enrollment at EPFL, Imperial College, IMD, TiasNimbas,  
Geneva Graduate Institute, Thunderbird (Switzerland), and IE Business School;  
corporate programs at Fiat, Pirelli, Richemont, Nestle, and Finmeccanica.  
Launching New Ventures (MOOC: Massive Open Online Course), 17,500+ students  
enrolled on Coursera

**New York University, New York, New York**

9/96 – **Assistant Professor**, Stern School of Business, NYU  
8/03  
Foundations of Entrepreneurship  
Technological Innovation and New Product Development  
Business Policy and Strategy  
Competitive Advantage from Operations, both graduate and undergraduate  
Operations Strategy

(one of the most highly-rated teachers in the Stern School and holder of highest rating  
for every class taught)

**Massachusetts Institute of Technology, Cambridge, Massachusetts**

Fall 95 **Instructor**, Sloan School of Management, MIT  
Strategic Management

**NON-ACADEMIC EMPLOYMENT**

**Ford Aerospace Corporation** (now Loral Space Systems), Palo Alto, Calif.  
4/87 – 8/89 *Senior Software Engineer*. Performed research in artificial intelligence.  
8/83 – 4/85 *Software Engineer*. Performed research in computer communications and Internet  
protocols.

**PROFESSIONAL ACTIVITIES***Professional Society Leadership*

- Board of Governors Task Force of Virtual Annual Meeting**, Academy of Management (20,000+ members), Chair of task force to determine what the AOM Annual Meeting should look like in 2020 due to coronavirus disruption.
- Board of Governors**, Academy of Management, elected 2013 to serve 2013-2016. Chair: Small Conference Committee, Internationalization Committee. Member: Journals Committee, Trademarks Committee.
- Chair**, Strategy & Entrepreneurship Interest Group, Strategic Management Society, Interest Group Leadership Track 2010-2013.
- Division Chair**, Technology & Innovation Management Division, Academy of Management, Program Chair, 2005, Division leadership track, 2003-2008, leading to Division Chair in 2006-2007.
- Executive Committee Member**, Technology & Innovation Management Division, Academy of Management, 2000-2002.

*Editorial work*

- Guest Editor**, *Journal of Business Venturing*, Special Issue on "Corporate Entrepreneurship in the Digital Era," 2021+
- Distinguished Editorial Review Board Member**, *Academy of Management Discoveries*, 2020+
- Editorial Board member**, *Strategic Entrepreneurship Journal*, 2020+
- Guest Editor**, *Technovation*, Special Issue on "The Internet of Things" 2020-2021.
- Guest Editor**, *Journal of Business Research*, Special Issue on "Unconventional sources of innovation and sustainability: Opportunities, challenges, and dilemmas of technology," 2020-2021
- Guest Editor**, *IEEE Transactions on Engineering Management*, Special Issue on "crowdsourcing" 2020-2021
- Associate Editor**, *Academy of Management Discoveries*, 2017-2020
- Guest Editor**, *Journal of Management Studies*, Special Issue on "market entry" 2016-2018
- Guest Editor**, *Industrial & Corporate Change*, Special Issue on "open innovation" 2015-2016
- Guest Editor**, *Electronic Commerce Research*, Special Issue on "e-government" 2015
- Department Editor**, *IEEE Transactions on Engineering Management*, Innovation Management Department, 2009-2014
- Guest Editor**, *Journal of Product Innovation Management*, Special Issue on "Corporate entrepreneurship," 2012-2013.
- Guest Editor**, *Asian Business Management*, Special Issue on "Technology, innovation and knowledge: An Asian perspective," 2011-2012.
- Associate Editor**, *Electronic Commerce Research*, 2003-2019
- Editorial Board member**, *European Management Review*
- Editorial Board member**, *Organization Science*, 2011-2017, *ad hoc* since
- Ad hoc Reviewer**, *Academy of Management Review*
- Ad hoc Reviewer**, *California Management Review*
- Ad hoc Reviewer**, *Communications of the ACM*
- Ad hoc Reviewer**, *Interfaces*
- Ad hoc Reviewer**, *Journal of International Business Studies*
- Ad hoc Reviewer**, *Journal of Product Innovation Management*
- Ad hoc Reviewer**, *Management Science*
- Ad hoc Reviewer**, *Research Policy*
- Ad hoc Reviewer**, *Sloan Management Review*
- Ad hoc Reviewer**, *Strategic Management Journal*

*Assessment & external service*

- Research Board**, Digital Molecular Design and Fabrication Institute, Imperial College London, 2021+
- External Examiner**, MSc Digital Economy, Department of Digital Humanities, Kings College London, 2021+
- Scientific Advisory Board**, Industrial Engineering + Innovation Sciences, Technical University of Eindhoven, 2018+
- Scientific Committee**, Artificial Intelligence in Management (AIM) Institute, emlyon business school, 2018+
- Advisory Board**, Centre for Systems Engineering and Innovation, Department of Civil and Environmental Engineering, Imperial College London, 2020+
- Board Member**, CCC Doctoral Colloquium, 2013-2021
- Head of Evaluation Panel**, Chalmers University of Technology, 2018
- Steering Committee**, Innosuisse Business Concept Training, 2017–2020
- External Review Committee**, Carnegie-Mellon / Portugal Program in ICT, 2015–2020
- Swiss Government Working Group**, Digitalization of the Economy, 2015.
- External Review Committee**, Chalmers University of Technology, Department of Technology Management and Economics (business school), 2015
- Visiting Committee**, National University of Singapore, Division of Engineering & Technology Management, 2014
- Evaluator, PhD in Business Program**, Fordham University, New York, 2014.
- Advisory Board**, Imperial College Innovation & Entrepreneurship, 2010–2013
- Promotion & Tenure letters** for candidates from Babson College, Bocconi, Carnegie-Mellon, Católica, City University of London (Cass Business School), ESCP Europe, ESSEC Business School, HEC Paris, Illinois Institute of Technology, Imperial College London, Keck Graduate Institute, LUISS, Oregon State University, Oxford, National University of Singapore, Northeastern University, NYU Stern School of Business, NYU Tandon School of Engineering, Portland State University, Purdue University, Rotterdam School of Management, RPI, Scuola Superiore Sant'Anna, Singapore Management University, Stanford University, Technical University of Munich, Tel Aviv University, UNH, University of Bern, University of Oregon, University of Toronto, University of Washington, Yeshiva University.
- External search committee member**, Copenhagen Business School, DTU, ETH Zurich, UNIL.

*Academic conference organization*

- Co-program chair**, ACM Collective Intelligence Conference, Zurich, July, 2018.
- Co-chair**, AOM Big Data Conference, Surrey (UK), April 2018.
- Organizer**, Workshop on crowd organization, Lausanne, 2015.
- Co-chair, Organizing Committee**, Conference on Corporate Entrepreneurship, RPI, 2010
- Organizer**, EAMSA Annual Conference, Lausanne, 2009.
- Co-chair, Organizing Committee**, Conference on Entrepreneurship, Venture Capital, and IPOs, 2003
- Program Committee**, International Conference on Electronic Commerce Research (NAEC), 2002-2010.
- Organizer**, CCC Doctoral Colloquium, New York, 1999. Lausanne, 2006
- Sponsor**, New York Innovation Research Network, 2001; host at NYU, 2002
- Member** of Academy of Management, Strategic Management Society, INFORMS, PDMA

*Startup and tech transfer activity*

- Co-founder**, Intoflow, EPFL / HES-SO, 2016-2020.

**Scientific Advisor**, Orvium (spinoff from CERN), 2017-2020.

**Advisory Board**, Swiss Information and Communications Technology Investors Club, 2016+

**Board of Directors**, Powzy / Yaydoo (spinoff from EPFL), 2013+

## LANGUAGES

**English** (native), **French** (fluent), **Italian** (fluent), **Spanish** (conversational), **Portuguese** (conversational), **German** (basic). Some knowledge of Catalan, Chinese (Mandarin), Japanese, Rhaeto-Romansch, and Welsh.

## DISSERTATIONS SUPERVISED

### *Supervisor*

**Giada Baldessarelli** “Routines and practices in cross-boundary creative projects”  
(Placement: Chalmers University of Technology [post-doc])

**Bettina Bastian** “Technological innovation strategies in natural resource-based industries” (Placement: University of Berne [post-doc])

**Jeffrey Behrens** “Financing Biomedical Ventures - Myths and Realities” (Placement: LabShares)

**Alan Cabello** “Human-Centered innovation processes: The case of design thinking in nascent and large firms” (Placement: ETHZ [post-doc])

**Amin Dehdarian** “Three Essays on Methodologies for Dynamic Modeling of Emerging Socio-technical Systems: The Case of Smart Grid Development” (Placement: ETHZ [post-doc])

**Farnaz Eslamishoar** “Seeking methods for improving sustainability in the extractive sector” (Placement: World Resources Forum)

**Shameem Hasan** “Three essays on the impact of information technology investments: Performance, financing, and innovation” (Placement: Bank of America)

**Albina Khairullina** “The triangular value of patents” (Placement: Lancaster University [junior lecturer])

**Thomas Langenberg** “Information exchange in user communities: A study of individual-level determinants and firm-level effects in the US snow sports industry” (Placement: McKinsey)

**Giovanni Liotta** “Signaling and self-regulation in venture capital: Evidence from investments in the Clean Technology Sector” (Placement: EPFL [post-doc])

**Qinli Lu** “The shaping effects of innovation and technology: From micro business model evolution to macro environmental sustainability” (Placement: University of St Gallen [post-doc])

**Vincent Nassar** “Creative Learning Innovation Cycle” (Placement: HES-SO [asst. professor])

**Joana Pereira** “Three essays on collective forms of organizing for production and innovation” (Placement: University of Leeds [asst. professor])

**Tilo Peters** “Art of the Possible: Intellectual property strategy and the implications of strategic disclosure” (Placement: EPFL [post-doc])

**Andrei Villarroel** “Open Source Corporate Strategy: Unveiling the firm’s open sources of competitive advantage” (Placement: MIT [post-doc])

**Andreas Von Vangerow** “Building capabilities for service innovation: A multi-level

perspective on strategies and evolution” (Placement: McKinsey)

**Olivier Waeber** “Diving into the dynamics of product evolution: Analyzing technological discontinuities during the era of incremental change and cognitive convergence on a dominant design.” (Placement: Zühlke)

**Yang Yang** “e-Innovation and financial services.” (Placement: AllPKU)

**Cristiano Zazzara** “The link between innovation and finance: Evidence from survey data” (Placement: RiskMetrics)

### *Committee*

**Yuosre Badir** (Management of Technology, EPFL) “The role of the network lead company in integrating new product development processes across strategic partners.”

**Luca Berchicci** (Design, TU-Delft) “The green entrepreneur's challenge: the influence of environmental ambition in new product development”

**Annalisa Castelli** (Finance, Università di Roma Tor Vergata) “Essays on Corporate Finance and Intermediation”

**Julius Gomes** (Business, University of Oulu) “Exploring connected health business ecosystems through business models”

**Jonas Kahlert** (Innovation Management, St Gallen) “A stakeholder-theoretic view on seizing new business opportunities in the context of digital ecosystems: The examples of future mobility, strategic decisions, and distributed ledger technology”

**Rachel Lacroix** (Operations Management, EPFL) “Industry 4.0 technologies and customer centricity for digital supply chains”

**Alexander Osterwalder** (Information Systems, UNIL) “An ontology for e-business models”

**Debanjan Mitra** (Marketing, NYU) “An econometric analysis of the short-term and long-term effects of quality on consumer perceptions of quality”

**Christopher Mann** (Finance, NYU) “Three essays on corporate finance”

**Marine Mograbyan** (Innovation & Entrepreneurship, Imperial College) “New venture internationalisation in the Digital Age”

**Catherine Monnin** (Management, EPFL) “Impact de la communication voco-visuelle dans le management sur la motivation des collaborateurs”

**Jeffrey Petty** (Management, UNIL) “The dynamics of venture capital decision-making”

**Willow Sheremata** (Management, NYU) “Centrifugal and centripetal forces in radical new product development under time pressure”

**Azadeh Shomali** (Management, Université Grenoble Alpes) “Organizational capabilities and process of business model innovation in the Digital Economy: The case of established manufacturing firms”

**Yuliya Snihur** (Entrepreneurship, IESE) “Business model innovation: Exploring the concept, its antecedents and consequences”

**Laetitia Thomas** (Management, Université Grenoble Alpes) “Business models for open source software”

**Olli Vuola** (Management, UNIL) “Innovation and new business through mutually beneficial collaboration and proactive procurement”