

CLAUDIO PANICO

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Department of Management and Technology
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EDUCATION

Toulouse School of Economics, 2007, PhD in Economics (with honor).

Toulouse School of Economics, 2002, MSc. in Mathematical Economics and Econometrics.

Bocconi University, 2000, MSc in Economics.

PROFESSIONAL EXPERIENCE

2014 - : Associate Professor, Bocconi University

2006 - 2014 : Assistant Professor, Bocconi University

RESEARCH INTERESTS

Economics of strategy, organizational economics, theory of incentives.

MEMBERSHIPS

Academy of Management, Strategic Management Society.

EDITORIAL POSITIONS

-Associate Editor, *Strategic Management Journal* 2020 -

-Occasional ad-hoc Associate Editor, *Management Science*.

-Editorial Board Member, *Organization Science*, 2023 -

-Editorial Board Member, *Strategic Management Journal*, 2014 - 2019.

AD-HOC REVIEWING

Journals: Management Science, Organization Science, Strategy Science, Academy of Management Review, Journal of Management Studies, Strategic Management Journal, Strategic Entrepreneurship Journal, Journal of Economics and Management Strategy, Research Policy, Industrial and Corporate Change, Long Range Planning, Journal of Economic Behavior & Organization.

Funding agencies: European Research Council; Agenzia Nazionale per la Valutazione del sistema Universitario e della Ricerca.

HONORS

-Top Ten Most Cited Strategic Management Journal Articles for 2023.

-Winner of *Strategy Practice Best Paper Prize*, Strategic Management Society (2023).

-Outstanding Editorial Board Member of Strategic Management Journal (2015).

-Nominee for the Academy of Management (2015) Best Paper Proceedings.

-Finalist for the SMS Madrid (2014) Best Conference Paper.

PUBLICATIONS

“Value creation, value appropriation, and cooperation in team production (2023). Academy of Management Review.

“User preferences and strategic interactions in platform ecosystems” (2022) (joint with C. Cennamo). Finalist for the SMS Madrid 2014, Best Conference Paper and Academy of Management Best Paper Proceedings 2015. *Top Ten Most Cited Strategic Management Journal Articles* for 2023. Strategic Management Journal.

“Managing autonomy in industrial R&D: a project-level investigation” (2020) (join with A. Gambardella and P. Khashabi). Organization Science.

“Alliances and markets for technology” (2017) (joint with Alfonso Gambardella). In “Collaborative Strategy: A Guide to Strategic Alliances”, Ragozzino, R., Mesquita, L., and Reuer, J. (Eds.). Edward Elgar.

“Strategic interactions in alliances” (2017). Strategic Management Journal.

“Competitive strategies in the motion picture industry: an ABM to study investment decisions” (2017) (joint with SA Delre and B Wierenga). International Journal of Research in Marketing.

“Strategic incentives to human capital” (2015) (joint with A. Gambardella e G. Valentini). Strategic Management Journal.

“On the management of open innovation” (2014) (joint with A. Gambardella). Research Policy.

"Bargaining" (2013). In The Palgrave Encyclopedia of Strategic Management

"Second best" (2013). In The Palgrave Encyclopedia of Strategic Management.

“Control and contract design in research collaborations: a complete contracts perspective” (2012) International Journal of Industrial Organization.

“On the contractual governance of research collaborations: allocating control and intellectual property rights in the shadow of potential termination” (2011). Research Policy.

“How and When Should Companies Retain Their Human Capital? Contracts, Incentives and Human Resource Implications” (2010) (joint with A. Gambardella and M. Giarratana). Industrial and Corporate Change.

“Employment Relationships in Knowledge-Based Firms: Who Should Have Power?” (2009) European Management Review.

ONGOING RESEARCH

“Targeted Advertising in Information Platforms: Who benefits from greater efficiency” (in preparation for submission, joint with C. Cennamo and P. Morino).

“Collaborative intelligence for greater precision” (in preparation for submission, joint with C. Cennamo and S. Murtinu).

“Brokerage in knowledge networks: linking nodal behavior and network structure” (in preparation for submission, joint with M. Gomez Solorzano).

“Who decides what and when? Control, incentives, and coordination problems in team production” (in preparation for submission, joint with N. Foss).

“Big Tech, Small Tech, and the Dynamics of Technology Life Cycle: The Case of AI” (winner of Strategy Practice Best Paper Prize, in preparation for submission, joint with Y. Chen and C. Cennamo).

“Balancing Control and Flexibility: The Impact of IP Strategies on Performance for Open-Source Software-Based Startups” (finalizing data collection, joint with Y. Cheng, A. Fosfuri, and X. Wu).

“Cooperation and Punishment in teams: experimental evidence” (finalizing the experiment design, joint with G. Di Stefano e G. Brady).

“Agency in principal-agent-machine relationships” (finalizing the formal model, joint with S. Murtinu)

“Endogenous associations in contests with inequality effects of status” (finalizing the formal model, joint with F. Castellucci).

GRANTS

-2023-2025: *“Platform Monetization: Strategies, Challenges and Implications”*, member of the PRIN project sponsored by the Italian Ministry of Education, Research and University.

-2022-2025: PNRR. Ecosystems of Innovation. MUSA – Multi-layered Urban Sustainability Action. Member of Spoke 3 (Deep-tech: Entrepreneurship and Technology Transfer).

-2023: Co-recipient (with Giada Di Stefano and Garrett Brady) of research grant of 27.000 euros from Department of Management and Technology, Bocconi University, for the project *“Value Creation, value appropriation, and the cooperation dilemma in teams”*.

-2021: Co-recipient (with Mario Amore and Andrea Fosfuri) of research grant of 15.000 euros from Department of Management and Technology, Bocconi University, for the project *“A Strategy Inquiry into Entrepreneurial Finance”*.

-2013-2016: *“Meccanismi di mercato e non di mercato per lo scambio e la diffusione delle innovazioni: quando funzionano, quando non funzionano e perchè ci interessano”*, PRIN project sponsored by the Italian Ministry of Education, Research and University.

-2006-2009: Member of the research team in the ESF (European Science Foundation) and CNR (National Research Council) project: *“Science and Technology in Large and Small Firms.”* Principal investigator: Bocconi University.

2003-2005: Scholarship for Managerial Studies Abroad, IRI Foundation.

TEACHING EXPERIENCE:

-2024-: *Economics of Business Strategy (Analytic Methods)*, developed for Master EMIT at Bocconi University.

-2018-: *Microeconomic Foundation for Business Studies*, developed for the PhD in Management & Business Administration at Bocconi University.

-2018-2023: *Economics of Business Strategy (Transactions and incentives)*, developed for Master EMIT at Bocconi University.

-2020: *Competitive Strategy*, developed for the PhD in Strategy at HEC Paris.

-2016-2019: *Technology innovation strategy*, developed for Master EMIT at Bocconi University.

-2013-2018: *Microeconomic Analysis*, developed for the PhD in Management & Business Administration at Bocconi University.

-2013-2016: *Industry and Firm Dynamics*, developed for Master EMIT at Bocconi University.

-2012-2016: *Industry and Firm Analysis*, developed for Master EMIT at Bocconi University.

-2012-2013 *Life Science*, developed for Master EMIT at Bocconi University.

-2008-2013 *Gestione della tecnologia, dell'innovazione e delle operations*, Bocconi University, third year CLEAM.

-2007-2012 *Business Economics (Industrial Organization)*, developed for the PhD in Management & Business Administration at Bocconi University.

-2007-2011 *Business Economics (Theory of Incentives)*, developed for the PhD in Management & Business Administration at Bocconi University.

-2006-2008 *Innovation and Technology Management*, developed for Master CLEMIT at Bocconi University.

- 2006-2010 *Management*, Bocconi University, developed for first year BIEMF.
- 2006-2007 *Innovation and Knowledge Management*, developed for Master CLEMIT at Bocconi University.
- 2006-2007 *Theory of the Firm*, developed for the PhD in Management & Business Administration at Bocconi University.

COMMENT ON TEACHING ACTIVITY

In all my courses, I prioritize rigorous and formal thinking, grounded in formal models and complemented by business cases and simulated scenarios. Assessment methods include individual exams and collaborative team assignments, focusing on the application of formal models discussed in class and critical analysis of Harvard Business Review cases. The syllabus, readings, and topics are annually updated to reflect current trends. Additionally, course designs are coordinated with instructors of other Master's and PhD programs.

INTERNAL SERVICE:

- 2023 - : Director of the *Master in Economics and Management of Innovation and Technology*;
- 2023 - : Co-organizer of the reading group *Strategic Management of Human Capital*.
- 2020 - 2022 : Member of the Committee for online teaching (activated during the pandemic emergency);
- 2019 - 2022 : Co-organizer of the *Bocconi Assembly on Innovation and Cooperation*;
- 2017 – 2020: Local organizer of the *Bocconi-HEC Workshop on Formal models in Strategy*;
- 2015 - 2022 : Member of the Teaching Committee of the Department;
- 2015 - 2021 : Member of the Admission Committee for the PhD program;
- 2015 - 2022 : Member of the Faculty Committee of Master EMIT;
- 2016 - 2018 : Co-organizer of the brownbag seminars and of joint seminars with the Department of Economics;
- 2010 - 2018 : Coordinator of the Business Economics track in the PhD program.

Additional information:

- Currently supervising three PhD students and co-supervising one PhD student;
- Internal reviewer for the job market candidates and the second-year PhD students;
- Currently supervising ten Bachelor and Master students;
- Supervised one student enrolled in the SDA DBA Program.

CONFERENCE&EVENTS (CO-)ORGANIZED

- Co-organizer of the *Summer School in Sustainable Entrepreneurship, Innovation and Entrepreneurial Finance*, Lake of Como School, 2024;
- Co-organizer of the *1st European Digital Platform Research Network (EU-DPRN) Summit* at SDA Bocconi, 2023;
- Co-organizer of the *SMS Workshop on Formal Model in Strategy*, 2019 and 2022;
- Doctoral Consortium at the SMS special conference held at Bocconi, 2017;
- PDW on *Value Creation, Value Appropriation and Bargaining: Micro, Macro and Dynamic Perspectives* at the AoM held in San Antonio, 2011.

INVITED LECTURES

- 2022: University of Exeter (invited lecture on Formal Models in Strategy);
- 2020: HEC Paris, delivered the “Competitive Strategy” course in the PhD program.

SEMINARS, WORKSHOPS, CONFERENCES:

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| 2024, January | HEC Lausanne, Management and Economics Workshop |
| 2023, June | Lisbon, Druid Conference |
| 2023, June | Munich, Strategy Science Conference |
| 2023, May | SMS Junior faculty and PhD students workshop (<i>invited online lecture</i>) |

2023, May LUISS, Workshop on AI and emerging technologies

2023, May Tilburg University (*invited seminar*)

2023, March LBS London (*invited seminar*)

2023, March SDA Bocconi, Concorrenza su e tramite dati (*panelist*)

2022, November EHC Lausanne (*invited seminar*)

2022, September SMS Conference, London, (presenter and Faculty Mentor at the SMS Doctoral Consortium)

2022, August Academy of Management, Seattle, Senior Faculty mentor at the STR Junior Faculty Consortium

2022, June TOM Workshop, LUISS

2022, June ETH Zurich (*invited seminar*)

2022, May ESSEC Paris (*invited seminar*)

2022, May CBS (*invited seminar*).

2022, March LUISS (*invited seminar*)

2022, February University of Exeter (*invited seminar*)

2022, February Frankfurt School of Finance&Management (*invited seminar*)

2022, January Winter Strategy Conference (*invited discussant*).

2020, November HEC, Paris (*invited seminar*).

2020, October SMS Conference, London (*workshop organizer and presenter*)

2019, November SKEMA, Nice (*invited seminar*).

2019, October SMS Conference, Minneapolis.

2019, June SMS Conference, Frankfurt.

2018, October SMS Conference, Paris (*workshop organizer and presenter*)

2018, October BYU, Provost (*invited seminar*).

2017, May LMU, Munich (*invited seminar*).

2017, May CBS (*invited seminar*).

2017, March University of Salento (*invited seminar*).

2016, January LMU, Munich (*invited seminar*).

2015, August Academy of Management, Vancouver.

2015, June DRUID Conference, Rome.

2015, February Instituto de Empresa, Madrid (*invited seminar*).

2014, September SMS Conference, Madrid

2014, July Platform Strategy Research Symposium, Boston University.

2014, June Workshop in Industrial Organization: Theory, Empirics and Experiments, Alberobello.

2014, June DRUID Conference, Copenhagen.

2014, June SMS Special Conference, Copenhagen.

2013, December CRIOS Conference, Bocconi University.

2013, September AIDEA, Lecce.

2013, June CRIOS Conference, Bocconi University

2012, October Duke Strategy Conference (*invited seminar*).

2012, October SMS Conference, Prague.

2012, October SRI Workshop, Prague.

2012, September EARIE Conference, Rome.

2012, August Academy of Management, Boston.

2012, June Imperial College, London, Open Innovation Workshop.

2012, May ACAC Conference, Atlanta.

2012, May University of Wisconsin - Madison (*invited seminar*).

2012, May University of Illinois at Urbana - Champaign (*invited seminar*).

2012, April European Strategy, Entrepreneurship & Innovation (SEI) Workshop, Zurich.

2012, March KITEs workshop on “New Frontiers in the Economics and Management of Innovation”, Milan.

2011, August Academy of Management, S. Antonio (*PDW session organizer and presenter*).

2011, June Marketing Science Conference, Houston.

2011, June Workshop in Industrial Organization: Theory, Empirics and Experiments, Lecce.

2011, June SRI-Administrative Science Quarterly Workshop, Annapolis.

2011, May CRES Conference, Washington University in St. Louis.

2011, May Scuola Superiore Sant’Anna, Pisa (*invited seminar*).

2010, November London Business School (*invited seminar*).

2010, October Carlos III University (*invited seminar*).

2010, September Strategic Management Society (SMS) Conference, Rome.

2010, March Copenhagen Business School (*invited seminar*).

2009, September European Association for Research in Industrial Economics (EARIE) Conference, Ljubljana.

2009, August European Meeting of the Econometric Society, Barcelona.

2009, August Academy of Management, Chicago (*PDW session presenter*).

2009, June Workshop in Industrial Organization: Theory, Empirics and Experiments, Lecce.

2009, March Croma-Kites-SMG Workshop.

2008, November Association of Southern European Economic Theorists (ASSET) Conference, Florence.

2008, September European Association for Research in Industrial Economics (EARIE) Conference, Toulouse.

2008, July EGOS Conference, Amsterdam.

2008, July Conference on Knowledge for Growth, Toulouse

2007, June KEINS Workshop, Bocconi University.

2006, December Workshop on new ideas formation, Amsterdam.

2006, November Association of Southern European Economic Theorists (ASSET) Conference, Lisbon.

2005, October Association of Southern European Economic Theorists (ASSET) Conference, Crete.

2005, October EconChange Workshop, University of Leuven.

2005, July Conference in Tribute to Jean-Jacques Laffont, Toulouse.

2005, June Fifth Workshop In Econometrics and Economic Theory, Villa Mondragone, Rome.

2004, June IRI Summer School in Business and Managerial Studies: Chandlerian Corporations vs Network-based Firms