

## **ALFONSO GAMBARDELLA**

IMSL – Ion Management Science Lab, SDA Bocconi University  
Department of Management & Technology, Bocconi University  
Via Sarfatti 10, 20136 Milan, Italy  
[alfonso.gambardella@unibocconi.it](mailto:alfonso.gambardella@unibocconi.it)  
<https://faculty.unibocconi.eu/alfonsogambardella/>

## ***CURRICULUM VITAE*** ***(August 2025)***

### **Education**

- April 1991: Ph.D, Department of Economics, Stanford University, Stanford, California, USA.
- October 1986: Master of Arts (Economics), New York University, New York, USA.
- January 1984: Laurea (Economics & Business), University of Genoa, Italy.
- Diploma 1982: Music Conservatory “Niccolò Paganini”, Genoa, Italy (flute)

### **Academic Position**

- 2004-today Professor, Department of Management & Technology, Bocconi University, Milan, Italy
- 2001-2004 Professor, Sant’Anna School of Advanced Studies, Pisa, Italy
- 1992-2001 Associate Professor, University of Urbino, Urbino, Italy

### **Research Interests**

- Economics of Innovation. Strategic Management. Technology Strategy. Entrepreneurship.

### **Other Relevant Positions or Recognitions**

- Honoree of the Consortium for Competitiveness and Cooperation (CCC) 2026 (<https://www.ccc-community.org/team-1>)
- TIM Distinguished Scholar Award, Academy of Management 2023 (<https://tim.aom.org/about-tim/scholars>)
- Co-Director, ION Management Science Lab, SDA-Bocconi University
- US Academy of Management Fellow (<https://www.aomfellows.org/>)
- Winner of a European Research Council (ERC) Advanced Grant 2021
- Department Editor, *Business Strategy, Management Science* (with Anita McGahan and Maria Guadalupe)
- Member of the Academia Europea (<https://www.ae-info.org/>)
- Member of the Academic Board of ESMT-Berlin
- Honorary Doctorate, Ludwig Maximilian University, Munich
- Fellow of the Strategic Management Society (SMS)
- Research Fellow of the Center for Economic Policy Research (CEPR)
- Vice President, Consortium for Competitiveness and Cooperation (CCC) (2016-2023)
- Head of Department of Management & Technology, Bocconi University (2016-2022)
- Co-Editor, *Strategic Management Journal* (2013-2020)
- Chair European Research Council (ERC) Starting Grants (2017-2019)
- Past Chair of the *Business Policy and Strategy* (BPS) Division of the Academy of Management (2015-16)
- Dean of Bocconi’s PhD School (2008-2014)

### **Visiting Positions**

- Visiting Professor, Sloan School of Management, MIT, Cambridge MA (2015-2016)
- Visiting Professor, Department of Economics, Stanford University (Winter 2005)
- Visiting Professor, Department of Economics, Stanford University (Fall 2003)
- Visiting (Associate) Professor, Department of Economics, Stanford University (1995-1996)

## Main Books

- Agarwal, A., Camuffo, A., Gambardella, A., Gans, J., Scott, E., and Stern, S. (eds.), 2025, *Bayesian Entrepreneurship*, MIT Press, forthcoming.
- Camuffo, A. and Gambardella, A., 2018, *Decidere per Competere*, Vol.15 of the series L'Economia del Corriere della Sera, Università Bocconi, Milano.
- Gambardella, A., 2009, *Innovazione e Sviluppo: Miti da Sfatare, Realtà da Costruire*, Egea, Milano (in Italian).
- Arora, A. and Gambardella, A. (eds.), 2005, *From Underdogs to Tigers: The Rise and Growth of the Software Industry in Some Emergent Regions*, Oxford University Press, Oxford UK.
- Bresnahan, T. and Gambardella, A. (eds.), 2004, *Building High-Tech Clusters: Silicon Valley and Beyond*, Cambridge University Press, Cambridge UK.
- Arora, A., Fosfuri, A. and Gambardella, A., 2001, *Markets for Technology: The Economics of Innovation and Corporate Strategy*, The MIT Press, Cambridge MA.
- Gambardella, A., 1995, *Science and Innovation: The US Pharmaceutical Industry in the 1980s*, Cambridge University Press, Cambridge UK.

## Journal Articles

- Gambardella, A. and Messinese, D., 2025, "Design-Based and Theory-Based Approaches to Strategic Decisions," *Organization Science*, 36 (4), 1271-1287. ([open access](#))
- Agarwal, R., Bacco, F., Camuffo, A., Coali, A., Gambardella, A., Msangi, H., Sonka, S., Temu, A., Waized, B and Wormald, A., 2025, "Does a Theory-of-Value Add Value? Evidence from a Randomized Control Trial with Tanzanian Entrepreneurs," *Organization Science*, 36 (2), 601-625. ([open access](#))
- Camuffo, A., Gambardella, A. and Pignataro, A., 2024, "Theory-Driven Strategic Management Decisions," *Strategy Science*, 9 (4), 382-396. ([open access](#))
- Felin, T., Gambardella, A., Novelli, E. and Zenger, T., 2024, "A Scientific Method for Startups: Comparing Lean and the Theory-Based View," *Journal of Management*, 50 (8), 3080-3104. ([open access](#))
- Camuffo, A., Gambardella, A., Messinese, D., Novelli, E., Paolucci, E. and Spina, C., 2024, "A Scientific Approach to Entrepreneurial Decision Making: Large Scale Replication and Extension," *Strategic Management Journal*, 45 (6), 1209-1237. ([open access](#)).
- Coali, A., Gambardella, A. and Novelli, E., 2024, "Scientific Decision-Making, Project Selection and Longer-Term Outcomes," *Research Policy*, 53 (6), 105022. ([open access](#))
- Birhanu A. and Gambardella, A., 2024, "To Commercialize Inside Or Outside Of The Firm: Behavioral Considerations In Patent Exploitation By Family Firms," *Strategic Management Journal*, 45 (5), 875-901. ([open access](#))
- Gambardella, A., 2023, "Private and Social Functions of Patents: Innovation, Markets, and New Firms," *Research Policy*, 52 (7), 104806. ([open access](#))
- Camuffo, A., Gambardella, A. and Pignataro, A., 2023, "Framing Strategic Decisions in the Digital World," *Strategic Management Review*, 4 (2), 127-160. ([find it here](#))
- Felin, T., Gambardella, A. and Zenger, T., 2021, "Value Lab: A Tool for Entrepreneurial Strategy," *Management & Business Review*, 01(02), 68-76 (October).
- Gambardella, A., Heaton, S., Novelli, E. and Teece, D., 2021, "Profiting from Enabling Technologies?" *Strategy Science*, 6 (1), 75-90. ([open access](#))
- Felin, T., Gambardella, A., Stern, S. and Zenger, T., 2020, "Lean Start-up and the Business Model: Experimentation Revisited," *Long Range Planning*, 53 (4). ([open access](#))
- Gambardella, A., Khashabi, P. and Panico, C., 2020, "Managing Autonomy in Industrial R&D: A Project-Level Investigation," *Organization Science*, 31 (1), 165-181.
- Camuffo, A., Cordova, A., Gambardella, A. and Spina, C., 2020, "A Scientific Approach to Entrepreneurial Decision-Making: Evidence from a Randomized Control Trial," *Management Science*, 66 (2), 564-586.
- Conti, R., Gambardella, A. and Novelli, E., 2019, "Specializing in General-Purpose Technologies as a Firm Long-Term Strategy," *Industrial and Corporate Change*, 28 (2), 351-364.
- Gambardella, A. and Von Hippel, E., 2019, "Open-Sourcing as a Profit-Maximizing Strategy for Downstream Firms," *Strategy Science*, 4 (1), 41-57. ([open access](#))

- Conti, R., Gambardella, A. and Novelli, E., 2019, "Specializing in Generality: Firm Strategies When Intermediate Factor Markets Work," *Organization Science*, 30 (1), 126-150. ([open access](#))
- Gambardella, A., Harhoff, D. and B. Varpsagen, 2017, "The Economic Value of Patent Portfolios," *Journal of Economics and Management Strategy*, 26 (4), 735-756.
- Gambardella, A., Raasch, C. and E. Von Hippel, 2017, "The User Innovation Paradigm: Implications for Markets and Welfare," *Management Science*, 63 (5), 1450-1468. ([open access](#))
- Torrisi, S., Gambardella, A., Giuri, P., Harhoff, D., Hoisl, K. And Mariani, M., 2016, "Using, blocking, and sleeping patents: empirical evidence from a large inventor survey," *Research Policy*, 47 (7), 1374-1385.
- Birhanu, A., Gambardella, A. and Valentini, G., 2016, "Bribery and Investment: Firm-level Evidence from Africa and Latin America," *Strategic Management Journal*, 37 (9), 1865-1877. ([video abstract](#))
- Gambardella, A., Ganco, M. and F. Honorè, 2015, "Using What You Know: Patented Knowledge and Incumbent Firms in Employee Entrepreneurship," *Organization Science*, 26 (2), 456-474.
- Bertocchi, G., Gambardella, A., Jappelli, T., Nappi, C. and F. Peracchi, 2015, "Bibliometric Evaluation vs Informed Peer Review: Evidence from Italy," *Research Policy*, 44 (2), 451-466.
- Gambardella, A., Panico, C. and G. Valentini, 2015, "Strategic Incentives to Human Capital," *Strategic Management Journal*, 36 (1), 37-52. ([video abstract](#))
- Gambardella, A. and Panico, C., 2014, "On the Management of Open Innovation," *Research Policy* (Special Issue on Open Innovation), 43 (5), 903-913.
- Conti, R., Gambardella, A. and M. Mariani, 2014, "Learning to Be Edison: Inventors, Organizations and Breakthrough Inventions," *Organization Science*, 25 (3), 833-849.
- Gambardella, A., 2013, "The Economic Value of Patented Inventions: Thoughts and Some Open Questions," *International Journal of Industrial Organizations*, 31 (5), 626-633.
- Conti, R., Gambardella, A. and E. Novelli, 2013, "Research on Markets for Inventions and Implications for R&D Allocation Strategies," *Academy of Management Annals*, 7 (1), 715-772.
- Gambardella, A. and Giarratana, M., 2013, "General Technological Capabilities, Product Market Fragmentation, and Markets for Technology," *Research Policy*, 42, 315-325.
- Di Stefano, G., Gambardella, A. and G. Verona, 2012, "Technology Push and Demand Pull Perspectives in Innovation Studies: Current Findings and Future Research Directions," *Research Policy*, 41, 1283-1295.
- Gambardella, A. and Giarratana, M., 2010, "Localized Knowledge Spillovers and Skill-Biased Performance," *Strategic Entrepreneurship Journal*, 4, 323-339.
- Arora, A. and Gambardella, A., 2010, "Ideas for Rent: An Overview of Markets for Technology," *Industrial and Corporate Change*, 19 (3), 775-803.
- Gambardella, A. and McGahan, A., 2010, "Business-Model Innovation, General Purpose Technologies, Specialization and Industry Change," *Long Range Planning*, 43, 262-271.
- Gambardella, A., Giarratana, M., 2010, "Organizational Attributes and the Distribution of Rewards in a Region: Managerial Firms vs Knowledge Clusters," *Organization Science*, 21 (2), 573-586.
- Gambardella, A., Giarratana, M., Panico, C., 2010, "How and When Should Companies Retain their Human Capital? Contracts, Incentives, and Human Resource Implications," *Industrial and Corporate Change*, 19 (1), 1-24.
- Arora, A., Gambardella, A., Magazzini, L., Pammolli, F., 2009, "A Breadth of Fresh Air? Firm Type, Scale, Scope and Selection Effects in Drug Development," *Management Science*, 55 (10), 1638-1653.
- Gambardella, A., Mariani, M., Torrisi, S., 2009, "How 'Provincial' is Your Region? Openness and Regional Performance in Europe," *Regional Studies*, 43 (7), 935-947.
- Dosi, G., Gambardella, A., Grazzi, M., Orsenigo, L., 2008, "Technological Revolutions and the Evolution of Industrial Structures. Assessing the Impact of New Technologies on the Size and Boundaries of the Firms," *Capitalism & Society*, 3 (1), Article 6.
- Gambardella, A., Harhoff, D., Verspagen, B., 2008, "The Value of European Patents," *European Management Review*, 5 (2), 69-84.
- Gambardella, A., Giuri, P., Luzzi, A., 2007, "The Market for Patents in Europe," *Research Policy*, 36 (8), 1163-1183.<sup>1</sup>

---

<sup>1</sup> Winner of the Richard Nelson Award for the best paper by younger scholars in *Research Policy* 2005-2008. See *Research Policy* website.

- Giuri, P., Mariani, M., Brusoni, S., Crespi, G., Francoz, D., Gambardella, A., Garcia-Fontes, W., Geuna, A., Gonzales, R., Harhoff, D., Hoisl, K., Lebas, C., Luzzi, A., Magazzini, L., Nesta, L., Nomaler, O., Palomeras, N., Patel, P., Romanelli, M., Verspagen, B., 2007, "Inventors and Invention Processes in Europe. Results from the PatVal-EU Survey," *Research Policy*, Vol. 36 (8), 1107-1127.
- Gambardella, A. and Hall, B.H., 2006, "Proprietary vs Public Domain Licensing of Software and Research Products," *Research Policy*, 35, 875-892.
- Arora, A. and Gambardella, A., 2005, "The Impact of NSF Support for Basic Research in Economics," *Les Annales d'Economie et des Statistiques*, Special Issue in Honor of Zvi Griliches, No 79/80.
- Gambardella, A., 2005, "Patents and the Division of Inventive Labor," *Industrial and Corporate Change*, 14 (6), 1223-1233. (Comment to Arora and Merges, ICC, 2004)
- Gambardella, A., 2002, "Successes and Failures in Markets for Technology," *Oxford Review of Economic Policy*, 18 (1), 52-62.
- Bresnahan, T., Gambardella, A., Saxenian, A., 2001, "Old Economy Inputs for New Economy Outputs: Cluster Formation in the New Silicon Valleys," *Industrial and Corporate Change*, 10 (4), 835-860.
- Arora, A., Fosfuri, A., and Gambardella, A., 2001, "Markets for Technology and their Implications for Corporate Strategy," *Industrial and Corporate Change*, 10 (2), 417-449.
- Arora, A., Fosfuri, A., and Gambardella, A., 2001, "Specialized Technology Suppliers, International Spillovers and Investments: Evidence from the Chemical Industry," *Journal of Development Economics*, 65 (1), 31-54.
- Arora, A., David, P., and Gambardella, A., 1998, "Reputation and Competence in Publicly Funded Science: Estimating the Effects on Research Group Productivity," *Les Annales d'Economie et des Statistiques*, No 49/50, 163-198.
- Gambardella, A. and Torrisi, S., 1998, "Does Technological Convergence Imply Convergence in Markets? Evidence from the Electronics Industry," *Research Policy*, Vol.27, 445-463.
- Arora, A., Gambardella, A., and Rullani, E., 1997, "Division of Labour and the Locus of Inventive Activity," *Journal of Management and Governance*, Vol.1 (1), 123-140.
- Arora, A. and Gambardella, A., 1997, "Public Policy Towards Science: Picking Stars or Spreading the Wealth?," *Revue d'Economie Industrielle*, N.79, 63-75.
- Arora, A. and Gambardella, A., 1997, "Domestic Markets and International Competitiveness: Generic and Product Specific Competencies in the Engineering Sector," *Strategic Management Journal*, Vol. 18 (Summer Special Issue), 53-74.
- Gambardella, A. e Garcia, W., 1996, "Research Linkages through European Research Funding," *Economics of Innovation and New Technology*, Vol.4, 123-138.
- Arora, A. and Gambardella, A., 1994, "The Changing Technology of Technical Change: General and Abstract Knowledge and the Division of Innovative Labour," *Research Policy*, Vol.23, 523-532.<sup>2</sup>
- Arora, A. and Gambardella, A., 1994, "Evaluating Technological Information and Utilizing it," *Journal of Economic Behavior and Organization*, Vol.24, 91-114.
- Della Valle, F. and Gambardella, A., 1993, "Biological Revolution and Strategy for Innovation in Pharmaceutical Companies," *R&D Management*, Vol.23 (4), 287-301.<sup>3</sup>
- Gambardella, A., 1992, "Competitive Advantages from In-house Basic Research," *Research Policy*, Vol.21, 391-407.<sup>4</sup>
- Arora A. e Gambardella A., 1990, "Complementarity and External Linkages: The Strategies of the Large Firms in Biotechnology," *Journal of Industrial Economics*, Vol.XXXVIII, N.4 (June), 361-379.

### Main Essays in Books

- Gambardella, A. and Panico, C., 2016, "Alliances and Markets for Technology," in Mezquita, L., Ragozzino, R. and Reuer, J. (eds.) *Collaborative Strategy: Critical Issues for Alliances and Networks*, Elgar, Cheltenham UK.
- Arora, A. and Gambardella, A., 2010, "Markets for Technology," in Hall, B. and Rosenberg, N. (eds) *Handbook of Economics of Innovation*, Elsevier, Amsterdam.

<sup>2</sup> 12<sup>th</sup> most cited *Research Policy* article in 1990-1999. See *Research Policy*, December 1999, Special Issue.

<sup>3</sup> Winner of the Epton Prize for best 1993 article in *R&D Management*. See *R&D Management*, 1994, Vol.24 (3), pp.295-6.

<sup>4</sup> 6<sup>th</sup> most cited *Research Policy* article in 1990-1999. See *Research Policy*, December 1999, Special Issue.

- Cassiman, B. and Gambardella, A., 2009, “Strategic Organization of R&D,” in Nickerson, J. and Silverman, B. (eds.) *Economic Institutions of Strategy*, Emerald Press, London.
- Arora, A., Fosfuri, A. and Gambardella, A., 2006, “Markets for Technology: ‘Panda’s Thumbs’, ‘Calypso Policies’ and Other Institutional Considerations,” in Antonelli, C., Foray, D., Hall, B. and Steinmueller, W.E. (eds.) *New Frontiers in the Economics of Innovation and New Technology: Essays in Honour of Paul A. David*, Edward Elgar, Cheltenham UK.
- Arora, A. and Gambardella, A., 2006, “Emerging Issues in the New Economy and Globalization,” in Bianchi, P. and Labory, S. (eds.) *Handbook of Industrial Policy*, Edward Elgar, Cheltenham UK.
- Arora, A., Fosfuri, A. and Gambardella, A., 2005, “Markets for Technology, Intellectual Property Rights and Development,” in Maskus, K. and Reichman, J. (eds.) *International Public Goods and Transfer of Technology under a Globalized Intellectual Property Regime*, Cambridge University Press, Cambridge UK.
- Arora, A. and Gambardella, A., 2005, “The Globalization of the Software Industry: Perspectives and Opportunities for Developed and Developing Countries,” in Jaffe, A., Lerner, J. and Stern, S. (eds.) *Innovation Policy and the Economy (Volume 5)*, MIT Press, Cambridge MA.
- Gambardella, A., Garcia-Fontes, W., and Petit, G., 2000, “R&D, Innovation and Corporate Performance in the Chemical Industry: A Case Study,” in Buigues, P., Jacquemin, A. and Marchipont, J.F. (eds.) *Competitiveness and the Value of Intangible Assets*, Edward Elgar Publisher, Cheltenham UK.
- Arora, A. and Gambardella, A., 1999, “The Chemical Industry,” in Mowery, D. (ed.) *US Industry in 2000*, National Academy Press, Washington DC.
- Bresnahan, T. and Gambardella, A., 1998, “The Division of Inventive Labor and the Extent of the Market,” in Helpman, E. (ed.) *General-Purpose Technologies and Economic Growth*, MIT Press, Cambridge.
- Arora, A. and Gambardella, A., 1998, “Evolution of Industry Structure in the Chemical Industry,” in Arora, A., Landau, R., and Rosenberg, N. (eds.) *Dynamics of Long-Run Growth in the Chemical Industry*, John Wiley & Sons, New York.
- Arora, A. and Gambardella, A., 1995, “Division of Innovative Labour in Biotechnology,” in Rosenberg, N. and Geijins, A. (eds.) *University-Industry Interface and Medical Innovation*, National Academy of Sciences, Washington DC.

### Seminars, Invited Lectures and Keynote Speeches

I have given seminars on my research in several institutions in Asia, Europe and North America. I have also given lectures or keynote speeches in several conferences or institutions.

### Op-Ed Articles (in English & Italian)

- “Coronavirus: Perché ad Harvard Hanno Sbagliato” Sole24 Ore, April 1<sup>st</sup>, 2020 (with Arnaldo Camuffo and Giuseppe Soda), <https://www.ilsole24ore.com/art/coronavirus-perche-ad-harvard-hanno-sbagliato-ADPrLEH>.
- “Intelligenza Artificiale, Cercasi Manager” Corriere della Sera, April 25, 2019 (with Gianmario Verona), [https://www.corriere.it/economia/lavoro/19\\_aprile\\_25/intelligenza-artificiale-cercasi-manager-95baf412-679c-11e9-8fa9-3e1bbc7d4c0f.shtml](https://www.corriere.it/economia/lavoro/19_aprile_25/intelligenza-artificiale-cercasi-manager-95baf412-679c-11e9-8fa9-3e1bbc7d4c0f.shtml).
- “AI Digitale Italiano Serve un Piano Marshall,” *La Voce*, Ottobre 5, 2018 ([www.lavoce.info](http://www.lavoce.info))
- “The Value of Precision for Entrepreneurial Decisions” *Vox*, January 6, 2018 (with Arnaldo Camuffo and Alessandro Cordova) ([voxeu.org/article/value-precision-entrepreneurial-decisions](http://voxeu.org/article/value-precision-entrepreneurial-decisions)).
- “Tutti Pazzi Per i Dati. Ma servono investimenti,” *La Voce*, November 4, 2016 ([www.lavoce.info](http://www.lavoce.info))
- “Esiste la Scienza del Management?”, *Management Notes*, March 16, 2015 ([www.managementnotes.it](http://www.managementnotes.it)).
- “La Corruzione Non Paga”, *Management Notes*, February 4, 2015 (with Giovanni Valentini) ([www.managementnotes.it](http://www.managementnotes.it)).
- “Avere i Dati e Riutilizzarli per la Ripresa”, *Il Sole 24 Ore*, October 3, 2014, 12 (with Aura Bertoni).
- “Assessing Italian Research Quality: A Comparison between Bibliometric Evaluation and Informed Peer Review”, *Vox*, July 28, 2014 (with Graziella Bertocchi, Tullio Jappelli, Carmen Nappi, Franco Peracchi) ([voxeu.org/article/research-quality-assessment-tools-lessons-italy](http://voxeu.org/article/research-quality-assessment-tools-lessons-italy)).
- “Servono Infrastrutture per il Nuovo Stato Digitale”, *Il Sole 24 Ore*, June 22, 2014, 1 (with Guido Tabellini).



- “Bibliometria o Peer-Review per Valutare la Ricerca?”, *La Voce*, November 7, 2013 (with Graziella Bertocchi, Tullio Jappelli, Carmen Nappi, Franco Peracchi) ([www.lavoce.info](http://www.lavoce.info)).
- “Regole Snelle e Incentivi all’Innovazione”, *Il Sole 24 Ore*, March 8, 2013, 15.
- “Ma Chi Controllerà i Controllori?”, *Corriere della Sera*, July 31, 2011, 24 (with Fabio Pammolli).
- “Innovazione e Sviluppo”, *Il Sole 24 Ore*, Inserto Nova 24, May 7, 2009, 9.
- “La Guerra Sbagliata di Mediaset”, *Corriere della Sera*, August 6, 2008, 35.
- “Caccia All’Idea che Vale Oro”, *Il Sole 24 Ore*, Inserto Nova 24, October 4, 2007, 7.
- “Brevetti Regole Oltre l’Antitrust”, *Il Sole 24 Ore*, September 22, 2007, 10 (with Fabio Pammolli).
- “Brevetti da Battere All’Asta”, *Il Sole 24 Ore*, Inserto Nova 24, June 14, 2007, 6.
- “Alla Ricerca di Nuove Specializzazioni”, *La Voce*, January 5, 2006 ([www.lavoce.info](http://www.lavoce.info)).
- “Licenza d’innovare”, *La Voce*, February 14, 2005 ([www.lavoce.info](http://www.lavoce.info)).
- “Vogliamo Combattere la Povertà? Diamo Farmaci al Terzo Mondo”, *Il Riformista*, January 8, 2003, 2 (with Fabio Pammolli).
- “Docenti Universitari Vecchi? Cambiamo i Corsi di Dottorato”, *Corriere della Sera*, August 22, 2002, 5 (with Giovanni Dosi).

### Main Research Projects

- European Research Council (ERC) Advanced Grants 2021, *A Scientific Approach to Innovation Management* (SAIM), European Commission (2021-2026).
- Italian Ministry of University and Research (MIUR) (PRIN 2016), *Entrepreneurs As Scientists: When and How Start-ups Benefit from A Scientific Approach to Decision Making*, Protocol to be assigned (May 2020-May2023) [Principal Investigator].
- Innovation Growth Lab (IGL) 2017-2019 “A Scientific Approach to Entrepreneurial Experimentation: Evidence from a Randomized Control Trial” [Principal Investigator].
- Italian Ministry of University and Research (MIUR) (PRIN 2012), *Market and Non-Market Mechanisms for the Exchange and Diffusion of Innovation: When Do They Work, When Do They Not Work, and Why Should We Care*, MIUR, Protocol N.2010H37KAW\_001 (February 2013-February 2016) [Principal Investigator].
- European Commission, *The Changing Nature of Internationalization of Innovation in Europe: Impact on Firms and the Implications for Innovation Policy in the EU*, Contract N.217296 (May 2008-April 2011).
- European Commission, *Innovative S&T Indicators Combining Patent Data and Surveys: Empirical Models and Policy Analyses*, Contract N. 217299 (April 2008-March 2011) [Principal Investigator].
- European Science Foundation, Program European Collaborative Research Project in the Social Sciences (ECRPSS) 4<sup>th</sup> Call, *Science and Technology Research in a Knowledge-Based Economy*, (March 2006-March 2009).
- Italian Ministry of University and Research (MIUR), *Survey of Italian Inventors. The Determinants of the Value of the Italian Patents and of the Scientific Productivity. Empirical Models and Policy Implications*, MIUR, Protocol N.2003133821 (March 2007-March 2009) [Principal Investigator].
- European Commission, DG Internal Market and Services, *Study on Evaluating the Knowledge Economy – What Are Patents Actually Worth? The Value of Patents for Today Economy and Society*, Contract No ETD/2004/IM/E3/77 (December 2004-March 2006) [Principal Investigator].
- European Commission, DG Science and Technology, *The Value of European Patents: Empirical Models and Policy Implications Based on a Survey of European Inventors*, Contract N. HPV2-2001-00013 (January 2002-June 2004) [Principal Investigator].
- European Commission, DG Enterprise, *The Competitiveness of the European Pharmaceutical Industry*, (April-June 2000).
- Stanford Institute for Economic Policy Research (USA), *Silicon Valley and its Imitators*, (February 1999-February 2001).
- European Commission, DG XII, Targeted Socio-Economic Research (TSER), *Growth, Inequality and Training*, Contract N. SOE2-CT98-3073 (December 1998 – December 2000).
- European Commission, DG XII, Targeted Socio-Economic Research (TSER), *The Relationships between Science and Technology Policies and Broad Industrial Policy*, Contract N. SOE1-CT97-1053 (December 1997 - February 2000).

- European Commission, DG XII, Targeted Socio-Economic Research (TSER), *From Science to Products*, Contract N. SOE1-CT97-1059 (December 1997 - May 2000).
- European Commission, DG XII, Targeted Socio-Economic Research (TSER), *Innovation, R&D, and Productivity*, Contract N. SOE1-CT96-1020 (June 1996-June 1999).
- Sloan Foundation and Center for Economic Policy Research (Stanford), *Strategies for Growth: Lessons from the Chemical Industry*, (January 1993-July 1996).
- European Commission, DG XII, Human Capital & Mobility (HCM), *The Economics of Scientific and Technological Research in Europe*, Contract N. CHRXT920002 (July 1993 - February 1995).
- Various research programmes of the Italian Research Council (CNR), the Italian Ministry of Scientific and Technological Research (MURST), and other institutions (e.g. European Patent Office, EPO).