

# Alfonso Gambardella

---

FULL PROFESSOR

**Innovation**

**ALFONSO.GAMBARDELLA@UNIBOCCONI.IT**

---

## Biography

Alfonso Gambardella is Professor in the department of Management & Technology at Università Bocconi and at SDA Bocconi School of Management

At Bocconi he served as Dean of the Phd School from 2008 to 2014 and was Head of the department of Management & Technology. He teaches in graduate and executive programs and in the DBA delivered by SDA Bocconi.

His teaching and research activity focuses on Innovation, Strategic Management, Technology Strategy ed Entrepreneurship. He published in leading international journals such as Strategic Management Journal, Strategy Science, Organization Science, Management Science, as well as on journals specialized in the practical implementation of managerial theories such as Management & Business Review. He is editor of the department of strategy of Management Science, member of the ESMT-Berlin Academic Board, Fellow of the Strategic Management Society (SMS) and Research Fellow of the Center for Economic Policy Research (CEPR) in London.

He received a degree in Business and Economics from the University of Genoa, a Master of Arts in Economics from New York University and a PhD in Economics from Stanford University. He also received a Diploma in flute from the Conservatory “Niccolò Paganini” of Genoa, Italy.

## Teaching domains

Technology Management

Growth Strategy

High Impact Technologies

Industry Analysis

Technology Scouting

---

## ARTICLES IN SCHOLARLY JOURNALS

CAMUFFO A., GAMBARDELLA A., MESSINESE D., NOVELLI E., PAOLUCCI E., SPINA C.

**A scientific approach to entrepreneurial decision-making: Large-scale replication and extension**  
Strategic Management Journal, 2024

FELIN T., GAMBARDELLA A., NOVELLI E., ZENGER T.

**A Scientific Method for Startups**

Journal of Management, 2024

CAMUFFO A., GAMBARDELLA A., PIGNATARO A.

**Framing strategic decisions in the digital world**

Strategic Management Review, 2023, vol.4, no. 2, pp.127-160

GAMBARDELLA A., HEATON S., NOVELLI E., TEECE D. J.

**Profiting from Enabling Technologies?**

Strategy Science, 2021, vol.6, no. 1, pp.75-90

FELIN T., GAMBARDELLA A., ZENGER T.

**Value lab: a tool for entrepreneurial strategy**

Management and Business Review, 2021, vol.1, no. 2, pp.68-78

FELIN T., GAMBARDELLA A., STERN S., ZENGER T.

**Lean startup and the business model: Experimentation revisited**

Long Range Planning, 2020, vol.53, no. 4, pp.101889

CAMUFFO A., CORDOVA A., GAMBARDELLA A., SPINA C.

**A Scientific Approach to Entrepreneurial Decision Making: Evidence from a Randomized Control Trial**

Management Science, February, 2020, vol.66, no. 2, pp.564-586

GAMBARDELLA A., KHASHABI P., PANICO C.

**Managing Autonomy in Industrial Research and Development: A Project-Level Investigation**

Organization Science, 2020, vol.31, no. 1, pp.165-181

GAMBARDELLA A., VON HIPPEL E.

**Open Sourcing as a Profit-Maximizing Strategy for Downstream Firms**

Strategy Science, 2019, vol.4, no. 1, pp.41-57

CONTI R., GAMBARDELLA A., NOVELLI E.

**Specializing in Generality: Firm Strategies When Intermediate Markets Work**

Organization Science, 2019, vol.30, no. 1, pp.126-150

CONTI R., GAMBARDELLA A., NOVELLI E.

**Specializing in general purpose technologies as a firm long-term strategy**

Industrial and Corporate Change, 2019, vol.28, no. 2, pp.351-364

GAMBARDELLA A., HARHOFF D., VERSPAGEN B.

**The Economic Value of Patent Portfolios**

Journal of Economics and Management Strategy, 2017, vol.26, pp.735-756

BIRHANU A., GAMBARDELLA A., VALENTINI G.

**Bribery and Investment: Firm-Level Evidence from Africa and Latin America**

Strategic Management Journal, 2016, vol.37, no. 9, pp.1865-1877

GAMBARDELLA A., RAASCH C., VON HIPPEL E.

**The User Innovation Paradigm: Implications for Markets and Welfare**

Management Science, 2016, vol.63, no. 5, pp.1450-1468

TORRISI S., GAMBARDELLA A., GIURI P., HARHOFF D., HOISL K., MARIANI M.

**Used, blocking and sleeping patents: Empirical evidence from a large-scale inventor survey**

Research Policy, 2016, vol.45, no. 7, pp.1374-1385

BERTOCCHI G., GAMBARDELLA A., JAPPELLI T., NAPPI C. A., PERACCHI F.

**Bibliometric Evaluation and Informed Peer Review: Evidence from Italy**

Research Policy, 2015, vol.44, no. 2, pp.451-466

GAMBARDELLA A., PANICO C., VALENTINI G.

**Strategic Incentives to Human Capital**

Strategic Management Journal, 2015, vol.36, no. 1, pp.37-52

GAMBARDELLA A., GANCO M., HONORÈ F.

**Using What You Know: Patented Knowledge and Incumbent Firms in Employee Entrepreneurship**

Organization Science, 2015, vol.26, no. 2, pp.456-474

CONTI R., GAMBARDELLA A., MARIANI M.

**Learning to Be Edison: Inventors, Organizations, and Breakthrough Inventions**

Organization Science, 2014, vol.25, no. 3, pp.833-849

GAMBARDELLA A., PANICO C.

**On the management of open innovation**

Research Policy, 2014, vol.43, no. 5, pp.903-913

CONTI R., GAMBARDELLA A., NOVELLI E.

**Research on Markets for Inventions and Implications for R&D Allocation Strategies**

Academy of Management Annals, 2013, vol.7, no. 1, pp.717-774

GAMBARDELLA A., GIARRATANA M. S.

**General technological capabilities, product market fragmentation, and markets for technology**

Research Policy, 2013, vol.42, no. 2, pp.315-325

DI STEFANO G., GAMBARDELLA A., VERONA G.

**Technology push and demand pull perspectives in innovation studies: Current findings and future research directions**

Research Policy, 2012, vol.41, no. 8, pp.1283-1295

GAMBARDELLA A., GIARRATANA M. S.

**Localized knowledge spillovers and skill-biased performance**

Strategic Entrepreneurship Journal, 2010, vol.4, no. 4, pp.323-339

GAMBARDELLA A., MCGAHAN A. M.

**Business-Model Innovation: General Purpose Technologies and their Implications for Industry Structure**

Long Range Planning, 2010, vol.43, no. 2-3, pp.262-271

GAMBARDELLA A., GIARRATANA M. S.

**Organizational Attributes and the Distribution of Rewards in a Region: Managerial Firms vs. Knowledge Clusters**

Organization Science, 2010, vol.21, no. 2, pp.573-586

GAMBARDELLA A., GIARRATANA M. S., PANICO C.

**How and when should companies retain their human capital? Contracts, incentives and human resource implications**

Industrial and Corporate Change, 2010, vol.19, no. 1, pp.1-24

ARORA A., GAMBARDELLA A.

**Ideas for rent: an overview of markets for technology**

Industrial and Corporate Change, 2010, vol.19, no. 3, pp.775-803

ARORA A., GAMBARDELLA A., MAGAZZINI L., PAMMOLLI F.

**A Breath of Fresh Air? Firm Type, Scale, Scope, and Selection Effects in Drug Development**

Management Science, 2009, vol.55, no. 10, pp.1638-1653

GAMBARDELLA A., MARIANI M., TORRISI S.

**How 'Provincial' Is Your Region? Openness and Regional Performance in Europe**

Regional Studies, 2009, vol.43, no. 7, pp.935-947

GAMBARDELLA A., HARHOFF D., VERSPAGEN B.

**The value of European patents**

European Management Review, 2008, vol.5, no. 2, pp.69-84

DOSI G., GAMBARDELLA A., GRAZZI M., ORSENIGO L.

**Technological Revolutions and the Evolution of Industrial Structures: Assessing the Impact of New Technologies upon the Size and Boundaries of Firms**

Capitalism and Society, 12 June, 2008, vol.3, no. 1

GIURI P., MARIANI M., BRUSONI S., CRESPI G., FRANCOZ D., GAMBARDELLA A., GARCIA-FONTES W., GEUNA A., GONZALES R., HARHOFF D., HOISL K., LE BAS C., LUZZI A., MAGAZZINI L., NESTA L., NOMALER Ó., PALOMERAS N., PATEL P., ROMANELLI M., VERSPAGEN B.

**Inventors and invention processes in Europe: Results from the PatVal-EU survey**

Research Policy, 2007, vol.36, no. 8, pp.1107-1127

GAMBARDELLA A., GIURI P., LUZZI A.

**The market for patents in Europe**

Research Policy, 2007, vol.36, no. 8, pp.1163-1183

GAMBARDELLA A., HALL B. H.

**Proprietary versus public domain licensing of software and research products**

Research Policy, 2006, vol.35, no. 6, pp.875-892

ARORA, GAMBARDELLA A.

**The Impact of NSF Support for Basic Research In Economics**

Annales d'Économie et de Statistique, 2005, no. 79/80, pp.91-117

GAMBARDELLA A.

**Le Reazioni dei Concorrenti all'Innovazione Tecnologica**

Sinergie, 2004, vol.22, no. 64/65, pp.65-88

GAMBARDELLA A.

**'Successes' and 'Failures' in the Markets for Technology**

Oxford Review of Economic Policy, 2002, vol.18, no. 1, pp.52-62

ARORA A., FOSFURI A., GAMBARDELLA A.

**Specialized technology suppliers, international spillovers and investment: evidence from the chemical industry**

Journal of Development Economics, 2001, vol.65, no. 1, pp.31-54

BRESNAHAN T., GAMBARDELLA A., SAXENIAN A.

**'Old economy' inputs for 'new economy' outcomes: Cluster formation in the New Silicon Valley**

Industrial and Corporate Change, 2001, no. 10, pp.835-860

ARORA A., FOSFURI A., GAMBARDELLA A.

**Markets for Technology and their Implications for Corporate Strategy**

Industrial and Corporate Change, 2001, vol.10, no. 2, pp.419-451

GAMBARDELLA A., TORRISI S.

**Does technological convergence imply convergence in markets? Evidence from the electronics industry**

Research Policy, 1998, vol.27, no. 5, pp.445-463

ARORA, DAVID, GAMBARDELLA A.

**Reputation and Competence in Publicly Funded Science: Estimating the Effects on Research Group Productivity**

Annales d'Économie et de Statistique, 1998, no. 49/50, pp.163

ARORA A., GAMBARDELLA A., RULLANI E.

**Division of labour and the locus of inventive activity**

Journal of Management and Governance, 1997, vol.1, no. 1, pp.123-140

ARORA A., GAMBARDELLA A.

**Domestic markets and international competitiveness: Generic and product-specific competencies in the engineering sector**

Strategic Management Journal, 1997, vol.18, no. 51, pp.53-74

ARORA A., GAMBARDELLA A.

**Public Policy towards Science : Picking Stars or Spreading the Wealth ?**

Revue d'Économie Industrielle, 1997, vol.79, no. 1, pp.63-75

GAMBARDELLA A., GARCIA-FONTES W.

**Regional Linkages Through European Research Funding**

Economics of Innovation and New Technology, 1996, vol.4, no. 2, pp.123-138

ARORA A., GAMBARDELLA A.

**The changing technology of technological change: general and abstract knowledge and the division of innovative labour**

Research Policy, 1994, vol.23, no. 5, pp.523-532

ARORA A., GAMBARDELLA A.

**Evaluating technological information and utilizing it**

Journal of Economic Behavior & Organization, 1994, vol.24, no. 1, pp.91-114

VALLE F., GAMBARDELLA A.

**'Biological' revolution and strategies for innovation in pharmaceutical companies**

R&D Management, 1993, vol.23, no. 4, pp.287-302

GAMBARDELLA A.

**Competitive advantages from in-house scientific research: The US pharmaceutical industry in the 1980s**

Research Policy, 1992, vol.21, no. 5, pp.391-407

ARORA A., GAMBARDELLA A.

**Complementarity and External Linkages: The Strategy of the Large Firms in Biotechnology**

Journal of Industrial Economics, 1990, vol.38, no. 4, pp.361-379

---

## RESEARCH MONOGRAPHS

CAMUFFO A., GAMBARDELLA A.

**Decidere per competere**

Egea, Milano, Italy, 2018

BERTONI A., FOSFURI A., GAMBARDELLA A., NASI G.

**Lo stato digitale: Come l'innovazione rivoluziona il rapporto con i cittadini**

RCS MediaGroup, Italy, 2014

BORDIGNON M., D'ALBERTI M., DAVERI F., DE BENEDETTI R., DE FRANCESCHI C., GAMBARDELLA A., GIAVAZZI F., GUISO L., ICHINO A., TABELLINI G., SCHIVARDI F., VITALE R.

**Forum 'Idee per la Crescita': Fuori dalla Crescita**

RCS MediaGroup, Milano, Italy, 2013

GAMBARDELLA A.

**Innovazione e Sviluppo**

Egea, Milano, Italy, 2013

ARORA A., FOSFURI A., GAMBARDELLA A.

**Markets for Technology: the Economics of Innovation and Corporate Strategy**

The MIT Press, Cambridge, MA, United States of America, 2001

GAMBARDELLA A.

**Science and Innovation**

Cambridge University Press, , 1995

GAMBARDELLA A.

**L'Introduzione delle Biotecnologie nell'Industria Farmaceutica Statunitense**

Franco Angeli, Milano, Italy, 1990

---

## EDITED BOOKS

ARORA A., GAMBARDELLA A. (EDS.)

**From Underdogs to Tigers: The Rise of the Software Industry in Brazil, China, India, Ireland and Israel**

Oxford University Press, , 2005

BRESNAHAN T., GAMBARDELLA A. (EDS.)

**Building High-Tech Clusters: Silicon Valley and Beyond**

Cambridge University Press, Cambridge, Great Britain, 2004

CESARONI F., GAMBARDELLA A., GARCIA-FONTES W. A. (EDS.)

**R&D, Innovation and Competitiveness in the European Chemical Industry**

Kluwer Academic Publishers, , 2004

CANTWELL J., GAMBARDELLA A., GRANSTRAND O. (EDS.)

**The Economics and Management of Technological Diversification**

Routledge, Taylor and Francis Group, , 2004

GAMBARDELLA A., MALERBA F. (EDS.)

**The Organization of Economic Innovation in Europe**

Cambridge University Press, Cambridge, Great Britain, 1999

---

## CONTRIBUTION TO CHAPTERS, BOOKS OR RESEARCH MONOGRAPHS

GAMBARDELLA A.

**La decisione di innovare: imprese «scientifiche» e sperimentazione nel pensiero di Salvio Vicari** in *Innovazione e Management: Omaggio a Salvio Vicari*

G. Bertoli, S. Castaldo, P. Cillo, G. Troilo, G. Verona(Ed), Egea, pp.377-380, 2022

GAMBARDELLA A., PANICO C.

**Alliances and markets for technology** in *Collaborative Strategy*

Luiz Mesquita, Roberto Ragozzino, Jeffrey Reuer (Eds),Edward Elgar Publishing, pp.39-45, 2017

ARORA A., GAMBARDELLA A.

**The Market for Technology** in *Handbook of The Economics of Innovation, Vol. 1*

Hall Bronwyn H., Rosenberg, Nathan (Eds),Elsevier, pp.641-678, 2010

CASSIMAN B., GAMBARDELLA A.

**Strategic organization of R&D** in *Economic Institutions of Strategy*

Jackson A. Nickerson, Brian S. Silverman (Eds),Emerald Group Publishing Limited, pp.39-64, 2009

FOSFURI A., ARORA A., GAMBARDELLA A.

**Patents and the Market for Technology** in *Intellectual Property, Growth and Trade*

Maskus, Keith E. (Eds),Elsevier, chap. 4, pp.123-156, 2008

ARORA A., GAMBARDELLA A.

**Emerging Issues in the New Economy and Globalization** in *International Handbook on Industrial Policy*

Patrizio Bianchi, Sandrine Labory (Eds),Edward Elgar Publishing, chap. 2, pp.28-44, 2006

ARORA A., FOSFURI A., GAMBARDELLA A.

**Markets for Technology: "Panda's Thumbs", "Calypso Policies", and Other Institutional Considerations** in *New Frontiers in the Economics of Innovation and New Technology*

Cristiano Antonelli, Dominique Foray, Bronwyn Hall, W. Edward Steinmueller (Eds), Edward Elgar Publishing, pp.323-360, 2006

GAMBARDELLA A., CESARONI F., MARIANI M.

**The evolution of networks in the chemical industry** in *The Global Chemical Industry in the Age of the Petrochemical Revolution*

Louis Galambos, Takashi Hikino, Vera Zamagni (Eds), Cambridge University Press, chap. 1, pp.21-52, 2006

BRESNAHAN T., GAMBARDELLA A., SAXENIAN A.

**"Old Economy" Inputs for "New Economy" Outcomes: Cluster Formation in the New Silicon Valleys** in *Clusters, Networks, and Innovation*

Stefano Breschi, Franco Malerba (Eds), Oxford University Press, 2005

GAMBARDELLA A.

**Imprese Manageriali e "Nuovi" Sistemi Imprenditoriali** in *Le Nuove Economie*

R. Viale(Ed), Il Sole 24 Ore, 2005

ARORA A., FOSFURI A., GAMBARDELLA A.

**Markets for Technology, Intellectual Property Rights and Development** in *International Public Goods and Transfer of Technology under a Globalized Intellectual Property Regime*

Maskus K., Reichman J. (Eds), Cambridge University Press, pp.321-336, 2005

ARORA A., GAMBARDELLA A., KLEPPER S.

**Organizational Capabilities and the Rise of the Software Industry in the Emerging Economies: Lessons from the History of Some US Industries** in *From Underdogs to Tigers: The Rise and Growth of the Software Industry in Brazil, China, India, Ireland, and Israel*

Ashish Arora, Alfonso Gambardella (Eds), Oxford University Press, 2005

ARORA A., GAMBARDELLA A.

**The Globalization of the Software Industry: Perspectives and Opportunities for Developed and Developing Countries** in *Innovation Policy and the Economy, Volume 5*

Adam B. Jaffe, Josh Lerner, Scott Stern (Eds), The MIT Press, pp.1-32, 2005

ARORA A., GAMBARDELLA A., TORRISI S.

**In the Footsteps of Silicon Valley? Indian and Irish software in the international division of labor** in *Building High-Tech Clusters*

Timothy Bresnahan, Alfonso Gambardella (Eds), Cambridge University Press, pp.78-120, 2004

CESARONI F., GAMBARDELLA A., GARCIA FONTES W., MARIANI M.

**The Chemical Sectoral System. Firms, markets, institutions and the processes of knowledge creation and diffusion** in *Sectoral Systems of Innovation*

F. Malerba (Eds), Cambridge University Press, pp.121-154, 2004

ARORA A., GAMBARDELLA A., PAMMOLLI F., RICCABONI M.

**The Nature and Extent of the Market for Technology in Bio-Pharmaceuticals** in *R&D, Innovation and Competitiveness in the European Chemical Industry*

F. Cesaroni, A. Gambardella, W. Garcia-Fontes (Eds), Kluwer Academic Publishers, 2004

ARORA A., FOSFURI A., GAMBARDELLA A.

**Markets for technology and corporate strategy** in *Economics, Law and Intellectual Property*

O. Granstrand (Eds), Kluwer Academic Publishers, pp.77-108, 2003

ARORA A., GAMBARDELLA A.

**The dynamics of industry structure: The chemical industry in the US, Western Europe, and Japan in the 1980s** in *The German Chemical Industry in the Twentieth Century*

Lesch J.E. (Eds), Kluwer Academic Publishers, pp.407-440, 2001

ARORA A., GAMBARDELLA A.

**Evolution of Industry Structure in the Chemical Industry** in *Chemicals and Long-Term Economic Growth:*

*Insights from the Chemical Industry*

Ashish Arora, Ralph Landau, Nathan Rosenberg (Eds), Wiley, 2000

BRESNAHAN T., GAMBARDELLA A.

**The Division of Inventive Labor and the Extent of the Market** in *General Purpose Technologies and Economic Growth*

Elhanan Helpman (Eds), The MIT Press, 1998

ARORA A., GAMBARDELLA A.

**The Division of Innovative Labor in Biotechnology** in *Source of Medical Technology: University and Industry*

N. Rosenberg, A.C. Gelijns, H. Dawkins (Eds), NSF National Science Foundation, pp.188-205, 1995

---

## ARTICLES IN NATIONAL/INTERNATIONAL NEWSPAPERS

CAMUFFO A., GAMBARDELLA A., SODA G.

**Coronavirus, perché ad Harvard hanno sbagliato**

Il Sole 24 Ore, 1 April, 2020

GAMBARDELLA A., VERONA G.

**Intelligenza artificiale, cercasi manager**

Il Corriere della Sera, 25 April, 2019

GAMBARDELLA A.

**Al digitale italiano serve un “piano Marshall”**

lavoce.info, 5 October, 2018

CORDOVA A., GAMBARDELLA A., CAMUFFO A.

**A scientific approach to entrepreneurial decision making: Evidence from a randomised control trial**

VoxEU - CEPR, 6 January, 2018

BERTONI A., GAMBARDELLA A.

**Tutti pazzi per i dati. Ma servono investimenti**

lavoce.info, 4 November, 2016

BERTONI A., GAMBARDELLA A.

**Avere i Dati e Riutilizzarli per la Ripresa**

Il Sole 24 Ore, 3 October, 2014

BERTOCCHI G., GAMBARDELLA A., JAPPELLI T., NAPPI C., PERACCHI F.

**Assessing Italian research quality: A comparison between bibliometric evaluation and informed peer review**

VoxEU - CEPR, 28 July, 2014

GAMBARDELLA A., TABELLINI G.

**Servono Infrastrutture per il Nuovo Stato Digitale**

Il Sole 24 Ore, 22 June, 2014

BERTOCCHI G., GAMBARDELLA A., JAPPELLI T., NAPPI C., PERACCHI F.

**Bibliometria o Peer-Review per Valutare la Ricerca?**

lavoce.info, 7 November, 2013

GAMBARDELLA A.

**Regole Snelle e Incentivi all’Innovazione**

Il Sole 24 Ore, 8 March, 2013

GAMBARDELLA A., PAMMOLLI F.

**Ma Chi Controllerà i Controllori?**

Il Corriere della Sera, 31 July, 2011

GAMBARDELLA A.

**Innovazione e Sviluppo**

Il Sole 24 Ore, 7 May, 2009

GAMBARDELLA A.

**La Guerra Sbagliata di Mediaset**

Il Corriere della Sera, 6 August, 2008

GAMBARDELLA A.

**Caccia all'Idea che vale oro**

Il Sole 24 Ore, 4 October, 2007

GAMBARDELLA A., PAMMOLLI F.

**Brevetti Regole oltre l'Antitrust**

Il Sole 24 Ore, 22 September, 2007

GAMBARDELLA A.

**Brevetti da battere all'Asta**

Il Sole 24 Ore, 14 June, 2007

GAMBARDELLA A.

**Alla Ricerca di Nuove Specializzazioni**

lavoce.info, 5 January, 2006

GAMBARDELLA A.

**Licenza d'innovare**

lavoce.info, 14 February, 2005

GAMBARDELLA A., PAMMOLLI F.

**Vogliamo Combattere la Povertà? Diamo Farmaci al Terzo Mondo**

Il Riformista, 8 January, 2003

DOSI G., GAMBARDELLA A.

**Docenti Universitari Vecchi? Cambiamo i Corsi di Dottorato**

Il Corriere della Sera, 22 August, 2002

---

## ARTICLES UPON REQUEST/INVITATION

GAMBARDELLA A.

**The economic value of patented inventions: Thoughts and some open questions**

2013, International Journal of Industrial Organization

---

## COMMENTS, DISCUSSIONS, REPLIES IN JOURNAL

GAMBARDELLA A.

**Patents and the division of innovative labor**

2005, Industrial and Corporate Change

---

## EDITORIALS IN JOURNAL

ETHIRAJ S. K., GAMBARDELLA A., HELFAT C. E.

### **Articles on datasets**

2019, Strategic Management Journal

---

## ENTRY (IN DICTIONARY OR ENCYCLOPEDIA)

ARORA A., GAMBARDELLA A.

### **Chemical Industry** in *The New Palgrave Dictionary of Economics*

Durlauf S.N., Blume L.E. (Eds), Palgrave Macmillan, pp.757-758, 2008

---

## OTHER

SPINA C., CAMUFFO A., GAMBARDELLA A.

### **Founders, Apply the Scientific Method to Your Startup**

2020, Harvard Business Review, United States of America

---

## PROCEEDINGS/PRESENTATIONS

MESSINESE D., GAMBARDELLA A.

### **Bayesianism and Unforeseen Events: Empirical Evidence from Two Field Experiments**

83rd Annual Meeting of the Academy of Management, 4-8 August 2023, Boston, United States of America

BIRHANU A., GAMBARDELLA A.

### **Behavioral Considerations in Patent Exploitation by Family Firms**

83rd Annual Meeting of the Academy of Management, 4-8 August 2023, Boston, United States of America

COALI A., GAMBARDELLA A., NOVELLI E.

### **Understanding Probabilistic Reasoning in Strategy**

82nd Annual Meeting of the Academy of Management - August 5-9, 2022, Seattle, WA, United States of America

GAMBARDELLA A., BIRHANU A., VALENTINI G.

### **Does grease money buy influence rent? Bribery and firm performance in Africa and Latin America**

13th EURAM Conference, 26-29 June, 2013, Istanbul, Turkey

KHASHABI P., GAMBARDELLA A., PANICO C.

### **Knowledge workers' autonomy: A motivation instrument?**

13th EURAM Conference, 26 - 29 June, 2013, Istanbul, Turkey

GIARRATANA M., GAMBARDELLA A., ZEHTABCHI M.

### **The impact of the geographical distance on the role of sources of knowledge spillover**

13th EURAM Conference, 26-29 June, 2013, Istanbul, Turkey

DI STEFANO G., GAMBARDELLA A., VERONA G.

### **De Gustibus Non Est Disputandum: A Demand based View of Technological Innovation**

Academy of Management Meeting, August 7-11, 2009, Chicago, IL, United States of America

DI STEFANO G., GAMBARDELLA A., VERONA G.

**A demand-based view of technological innovation**

*28th SMS Annual International Conference, October 12-15, 2008, Cologne, Germany*

DI STEFANO G., GAMBARDELLA A., VERONA G.

**A Demand Based View of Technological Innovation: A Review, Conceptualization, and Future Research Direction**

*Academy of Management Annual Meeting: 'The question we ask' - August 8-13, 2008, Anaheim, CA, United States of America*

---

## RESEARCH NOTES OR SHORT ARTICLES IN JOURNALS

GAMBARDELLA A.

**Esiste la Scienza del Management?**

2015, Management Notes.it, Italy

GAMBARDELLA A., VALENTINI G.

**La Corruzione Non Paga**

2015, Management Notes.it, Italy

---

## Grants & Honors

Richard Nelson Award for the Best Paper by younger Scholars in Research Policy 2005–2008 – (A. Gambardella, P. Giuri, A. Luzzi, “The Market for Patents in Europe”) , 2009

Epton Prize for best 1993 article in R&D Management – (F. Della Valle, A. Gambardella, “Biological Revolution and Strategy for Innovation in Pharmaceutical Companies”) , 1994

---