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FULL PROFESSOR

**Competitive Strategy**

**MARCO.TORTORIELLO@UNIBOCCONI.IT**

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# Biography

Marco Tortoriello is a Full Professor at the Department of Management and Technology at Università Bocconi. From January 2017 to December 2020, he was the Associate Dean of, Masters Division of SDA Bocconi..

His collaboration with SDA Bocconi began in 2015. He has extensive experience designing and delivering executive education programs with companies in a variety of industries such as utilities, financial services/insurance, consulting services, car manufacturing/car components and personal products.

His research activities focus on three main areas: informal networks within and across organizations, knowledge sharing and organizational innovation.

His research has been published in prestigious academic journals such as the Academy of Management Journal, Organization Science, the Strategic Management Journal, Annals of the Academy of Management and Communications of the ACM, among others. He is a member of the Editorial Board of the Academy of Management Journal and Organization Science. He is a referee for some of the leading National Science Foundations including the US National Science Foundation (NSF). He has been an Associate Professor of Strategic Management at IESE Business School and an Assistant Professor of Strategy at HEC Paris. He has won many awards for his research activities, including the Organization Science Extraordinary Service Award to the Editorial Board in 2016 and the Foundation HEC Research Grant award in 2009.

Marco has a degree from Università Bocconi, a Master of Science in Industrial Administration from the Graduate School in Industrial Administration, Carnegie Mellon University (Pittsburgh, USA) and a Ph.D. in Industrial Administration from the Tepper School of Business, Carnegie Mellon University (Pittsburgh, USA). Since 2019 he has been an Associate Editor at the Academy of Management Journal.

## Teaching domains

Strategic & Business Planning

Competitive Advantage

Industry Analysis

Competitive Positioning

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## ARTICLES IN SCHOLARLY JOURNALS

MAROET M., TORTORIELLO M., IUBATTI D.

**Big fish, big pond? The joint effect of formal and informal core–periphery positions on innovation productivity**

Organization Science, 2020, vol.31, no. 6, pp.1538–1559

GÓMEZ-SOLÓRZANO M., SODA G., TORTORIELLO M.

**Instrumental and affective ties within the laboratory: The impact of informal cliques on innovative productivity**

Strategic Management Journal, 2019, vol.40, no. 10, pp.1593-1609

TORTORIELLO M., SODA G., IORIO A.

**Harvesting Value from Brokerage: Individual Strategic Orientation, Structural Holes, and Performance**

Academy of Management Journal, 2018, vol.61, no. 3, pp.896-918

TORTORIELLO M., MCEVILY B., KRACKHARDT D.

**Being a catalyst of innovation: the role of knowledge diversity and network closure**

Organization Science, 2015, vol.26, no. 2, pp.423-438

TORTORIELLO M.

**The social underpinnings of absorptive capacity: the moderating effects of structural holes on innovation generation based on external knowledge**

Strategic Management Journal, 2015, vol.36, no. 4, pp.586-597

MCEVILY B., SODA G., TORTORIELLO M.

**More Formally: Rediscovering the Missing Link between Formal Organization and Informal Social Structure**

Academy of Management Annals, 2014, vol.8, no. 1, pp.299-345

DOKKO G., KANE A., TORTORIELLO M.

**One of Us or One of My Friends: How Social Identity and Tie Strength Shape the Creative Generativity of Boundary-Spanning Ties**

Organization Science, 2014, vol.35, no. 5, pp.703-726

KÁGANER E., GIORDANO G., BRION S., TORTORIELLO M.

**Media Tablets for Mobile Learning**

Communications of the ACM, 2013, vol.56, no. 11, pp.68-75

TORTORIELLO M., REAGANS R., MCEVILY B.

**Bridging the Knowledge Gap: The Influence of Strong Ties, Network Cohesion, and Network Range on the Transfer of Knowledge Between Organizational Units**

Organization Science, 2012, vol.23, no. 4, pp.1024-1029

MCEVILY B., JAFFEE J., TORTORIELLO M.

**Not All Bridging Ties Are Equal: Network Imprinting and Firm Growth in the Nashville Legal Industry**

Organization Science, 2012, vol.23, no. 2, pp.547-563

TORTORIELLO M.

**Understand Your Network and Let Knowledge Flow: The Importance of Strong Ties**

IESE Insight, 2012, no. 15, pp.58-65

TORTORIELLO M., PERRONE V., MCEVILY B.

**Cooperation among competitors as status-seeking behavior: network ties and status differentiation**

European Management Journal, 2011, vol.29, no. 5, pp.335-346

TORTORIELLO M., MCEVILY B.

**Measuring trust in organisational research: Review and recommendations**

Journal of Trust Research, 2011, vol.1, no. 1, pp.23-63

TORTORIELLO M., KRACKHARDT D.

**Activating Cross-Boundary Knowledge: The Role of Simmelian Ties in the Generation of Innovations**

Academy of Management Journal, 2010, vol.53, no. 1, pp.167-181

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## RESEARCH MONOGRAPHS

TORTORIELLO M.

## CASES IN INTERNATIONAL CASE COLLECTIONS

TORTORIELLO M., FABRIS A.

**From Good to Great in Fashion: Saint Laurent in 2019**

2020, The Case Centre, Great Britain

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## PROCEEDINGS/PRESENTATIONS

TORTORIELLO M., PARUCHURI S.

**Assessing Competence in Workplace? The Role of Network Ties and Proximity**

*77th Annual Meeting of the Academy of Management - August 4-8 2017, Atlanta, GA, United States of America*

TORTORIELLO M., KRACKHARDT D.

**Intra-organizational Networks of Innovations**

*77th Annual Meeting of the Academy of Management - August 4-8 2017, Atlanta, GA, United States of America*

TORTORIELLO M., IUBATTI D., MAORET M.

**Differentiating the network effect across innovation development and innovation productivity**

*Academy of Management Annual Meeting - August 5-9 2016, Anaheim, CA, United States of America*

TORTORIELLO M., SODA G., IORIO A.

**"It is How You Broker: Behavioral Orientation, Structural Holes and Individual Performance"**

*Academy Of Management Annual Meeting - August 7-11, 2015, Vancouver, Canada*

TORTORIELLO M., TÄUBE F. A., MOEBUS S.

**Lost in transition: knowledge acquisition and knowledge loss in interpersonal exchanges**

*74th Annual Meeting of the Academy of Management - August 1-5 2014, Philadelphia, United States of America*

TORTORIELLO M., IUBATTI D.

**The development of innovation in multiple core/periphery networks**

*74th Annual Meeting of the Academy of Management - August 1-5 2014, Philadelphia, United States of America*

TORTORIELLO M., TÄUBE F. A., MOEBUS S.

**Lost in transition: How network structure affects knowledge loss between individuals**

*73rd Annual Meeting of the Academy of Management - August 9-13, 2013, Orlando, FL, United States of America*

TORTORIELLO M.

**Getting The Most Out Of Your Network: Social Structure, Formal Boundaries And Knowledge Activation.**

*Academy of Management Annual Meeting - August 8-13 2008, Anaheim, CA, United States of America*

TORTORIELLO M.

**The Social Underpinnings Of Absorptive Capacity: External Knowledge, Social Networks, And Individual Innovativeness**

*Academy of Management Annual Meeting - August 11-16, 2006, Atlanta, GA, United States of America*

TORTORIELLO M., MCEVILY B., JAFFEE J.

**The temporal dynamics of professional networks on law firm performance**

*Academy of Management Annual Meeting - August 5-10, 2005, Honolulu, Hawaii, United States of America*

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## RESEARCH NOTES OR SHORT ARTICLES IN JOURNALS

TORTORIELLO M.

**Il potere dei network al servizio delle imprese**

2017, Economia & Management Plus, Milano, Italy

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## Grants & Honors

Research Excellence Award - Università Commerciale Luigi Bocconi , 2020

Finalist INFORMS TIMES Best Paper Award - INFORMS , 2017

Extraordinary Service Award to the Editorial Board - Organization Science , 2013

Best Class of the Year Award - CEMS - The Global Alliance of Management Education , 2009

Gerald R. Salancik Dissertation Award - Carnegie Mellon University , 2005

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