

Marco Tortoriello

FULL PROFESSOR

Competitive Strategy

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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

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., 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

RESEARCH MONOGRAPHS

TORTORIELLO M.

Innovation in organizations: informal network, knowledge sharing, and the development of firms' innovative capabilities

Bocconi University Press – BUP, Milano, Italy, 2017

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

PROCEEDINGS/PRESENTATIONS

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

The Ties that Nurture: Expressive Simmelian Ties, Instrumental Brokerage, and Individual Performance

Intra-Organizational Networks Conference (ION Conference), April 14-16, 2023, Lexington, KY, United States of America

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

The Ties that Nurture: Expressive Simmelian Ties, Instrumental Brokerage, and Individual Performance

36th EGOS Colloquium, July 2-4, 2020, Hamburg, Germany

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

RESEARCH NOTES OR SHORT ARTICLES IN JOURNALS

TORTORIELLO M.

Il potere dei network al servizio delle imprese

2017, *Economia & Management Plus*, Milano, Italy

TORTORIELLO M.

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

2012, *IESE Insight*

Grants & Honors

Teaching Award – SDA Bocconi School of Management , 2022

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
