

# Andrea Fosfuri

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FULL PROFESSOR

**Innovation**

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## Biography

Andrea Fosfuri is a Full Professor of Innovation at the Department of Management and Technology at Università Bocconi and at SDA Bocconi.

Since November 2019 he has been the Dean of the PhD School.

Previously he was a faculty member (1998–2012) of the Department of Business Administration at Universitat Carlos III (Madrid), which he chaired from 2009–2011. He has also taught at Boston University and Carnegie Mellon University, and was a research affiliate of the Centre for Economic Policy Research (CEPR).

He is an Associate Editor of Management Science and an editorial board member of the Strategic Management Journal.

His recently published studies examine, corporate social responsibility in multinational enterprises and the role of venture capital for the growth of innovative and sustainable ventures. During his career, Andrea has published more than 50 articles in journals like Management Science, the Strategic Management Journal, Organization Science, the Journal of International Economics, the Journal of Industrial Economics, Research Policy, among others.

He holds a PhD in Economics from Universitat Pompeu Fabra (Barcelona) and a degree in Management from the Università di Urbino.

## Teaching domains

Technology Management

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## ARTICLES IN SCHOLARLY JOURNALS

NAGAR J. P., BRESCHI S., FOSFURI A.

**ERC science and invention: Does ERC break free from the EU Paradox?**

Research Policy, 2024, vol.53, no. 8, pp.105038

ARORA A., FOSFURI A., RØNDE T.

**The missing middle: Value capture in the market for startups**

Research Policy, 2024, vol.53, no. 3, pp.104958

ASMUSSEN C. G., FOSFURI A., LARSEN M. M., SANTANGELO G. D.

**Corporate social responsibility in the global value chain: A bargaining perspective**

Journal of International Business Studies, 2023, vol.54, no. 7, pp.1175-1192

FINK C., FOSFURI A., HELMERS C., MYERS A. F.

**Submarine trademarks**

Journal of Economics and Management Strategy, 2022, vol.31, no. 4, pp.818-840

ABOLFATHI N., FOSFURI A., SANTAMARIA S.

**Out of the trap: Conversion funnel business model, customer switching costs, and industry profitability**

Strategic Management Journal, 2022, vol.43, no. 9, pp.1872-1896

MORANDI STAGNI R., FOSFURI A., SANTALÓ J.

**A bird in the hand is worth two in the bush: Technology search strategies and competition due to import penetration**

Strategic Management Journal, 2021, vol.42, no. 8, pp.1516-1544

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**Waiting for the Payday? The Market for Startups and the Timing of Entrepreneurial Exit**

Management Science, 2021, vol.67, no. 3, pp.1329-1992

WEHRHEIM D., DALAY H. D., FOSFURI A., HELMERS C.

**How mixed ownership affects decision making in turbulent times: Evidence from the digital revolution in telecommunications**

Journal of Corporate Finance, 2020, vol.64, pp.101626

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**Resource partitioning and strategies in markets for technology**

Strategic Organization, 2020, vol.18, no. 2, pp.251-274

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**Orchestrating corporate social responsibility in the multinational enterprise**

Strategic Management Journal, 2019, vol.40, no. 6, pp.894-916

BERRONE P., FOSFURI A., GELABERT L.

**Does Greenwashing Pay Off? Understanding the Relationship Between Environmental Actions and Environmental Legitimacy**

Journal of Business Ethics, 2017, vol.144, no. 2, pp.363-379

FOSFURI A., HELMERS C., ROUX C.

**Shared Ownership of Intangible Property Rights: The Case of Patent Coassignments**

The Journal of Legal Studies, 2017, vol.46, no. 2, pp.339-369

FOSFURI A., GIARRATANA M. S., ROCA BATLLORI E.

**Social Business Hybrids: Demand Externalities, Competitive Advantage, and Growth Through Diversification**

Organization Science, 2016, vol.27, no. 5, pp.1275-1289

FOSFURI A., ROCA BATLLORI E., GIARRATANA M. S.

**Walking a slippery line: Investments in social values and product longevity**

Strategic Management Journal, 2015, vol.36, no. 11, pp.1750-1760

SLAVOVA K., FOSFURI A., DE CASTRO J. O.

**Learning by Hiring: The Effects of Scientists' Inbound Mobility on Research Performance in Academia**

Organization Science, 2015, vol.27, no. 1, pp.72-89

BURCHARTH A. L. D. A., FOSFURI A.

**Not invented here: how institutionalized socialization practices affect the formation of negative attitudes toward external knowledge**

Industrial and Corporate Change, 2015, vol.24, no. 2, pp.281-305

FOSFURI A., GIARRATANA M. S., ROCA BATLLORI E.

**Building and Sustaining a Product Differentiation Advantage Through a Community-Focused Strategy**

Industry and Innovation, 2013, vol.20, no. 2, pp.114-132

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**Entry timing strategies: the road ahead**

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ARORA A., FOSFURI A., ROENDE T.

**Managing licensing in a market for technology**

Management Science, 2013, vol.59, no. 5, pp.1092-1106

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**Necessity as the Mother of “Green” Inventions: Institutional Pressures and Environmental Innovations**

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**Does The Effect Of Public Support For R&D Depend On The Degree Of Appropriability?**

Journal of Industrial Economics, 2009, vol.57, no. 4, pp.736-767

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**Leveraging resistance to change and the skunk works model of innovation**

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**Masters of War: Rivals' Product Innovation and New Advertising in Mature Product Markets**

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ESCRIBANO A., FOSFURI A., TRIBO J. A.

**Managing knowledge spillovers: the impact of absorptive capacity on innovation performance**

Research Policy, 2009, vol.38, no. 1, pp.96-105

SLAVCHEVA K., FOSFURI A., DE CASTRO J. O.

**A Conceptual Model of Firm Knowledge Base Dynamics in the Context of Mobility of Researchers**

Management Research: Journal of the Iberoamerican Academy of Management, 2008, vol.6, no. 2, pp.83-91

FOSFURI A., GIARRATANA M. S., LUZZI A.

**The Penguin Has Entered the Building: The Commercialization of Open Source Software Products**

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**Product Strategies and Survival in Schumpeterian Environments: Evidence from the US Security Software Industry**

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**The licensing dilemma: understanding the determinants of the rate of technology licensing**

Strategic Management Journal, 2006, vol.27, no. 12, pp.1141-1158

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**Pricing Diagnostic Information**

Management Science, 2005, vol.51, no. 7, pp.1092-1100

FOSFURI A.

**Determinants of international activity: evidence from the chemical processing industry**

Research Policy, 2004, vol.33, no. 10, pp.1599-1614

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## CONTRIBUTION TO CHAPTERS, BOOKS OR RESEARCH MONOGRAPHS

FOSFURI A., ROCA BATLLORI E.

**Not-invented-here syndrome** in *Encyclopedia of International Strategic Management*

Christian Geisler Asmussen, Niron Hashai, Dana Minbaeva (Eds), Edward Elgar Publishing, pp.314-316, 2024

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## CASES IN INTERNATIONAL CASE COLLECTIONS

FOSFURI A., MINICHILLI A.

**Transforming Philip Morris International**

2021, The Case Centre, Great Britain

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## PROCEEDINGS/PRESENTATIONS

XIONG Q., FOSFURI A., MISANI N., CHEN Y.

**Greening the Portfolio: LP Preferences for Social Impact and Sustainability Orientation of VC Funds**

*84th Annual Meeting of the Academy of Management, August 9-13 2024, Chicago, IL, United States of America*

CHENG Y., FOSFURI A., MISANI N.

**Fostering Sustainability-Driven Ventures: An Examination of Constraints in Accessing Venture Capital**

*Corporate Responsibility Research Conference, September 6-8, 2023, Cambridge, Great Britain*

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## Grants & Honors

Excellence in Research Award - Università Commerciale Luigi Bocconi , 2023

Excellence in Research Award - Università Commerciale Luigi Bocconi , 2022

Research Excellence Award - Università Commerciale Luigi Bocconi , 2020

Research Excellence Award - Università Commerciale Luigi Bocconi , 2019

Horizon 2020 - EU European Union , 2017

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