
FULL PROFESSOR

Innovation

ANDREA.FOSFURI@UNIBOCCONI.IT

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 Universidad 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 digitization in the telecommunications industry. 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

ARTICLES IN SCHOLARLY JOURNALS

ABOLFATHI N., FOSFURI A., SANTAMARIA S.

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

Strategic Management Journal, 2022

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

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

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Resource partitioning and strategies in markets for technology

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Orchestrating corporate social responsibility in the multinational enterprise

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BERRONE P., FOSFURI A., GELABERT L.

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

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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

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Entry timing strategies: the road ahead

Long Range Planning, 2013, vol.46, no. 4-5, pp.300-311

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Managing licensing in a market for technology

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BERRONE P., FOSFURI A., GELABERT L., GOMEZ-MEJÍA L.

Necessity as the Mother of "Green" Inventions: Institutional Pressures and Environmental Innovations

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

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

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

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Pricing Diagnostic Information

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Determinants of international activity: evidence from the chemical processing industry

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

CASES IN INTERNATIONAL CASE COLLECTIONS

FOSFURI A., MINICHILLI A.

Transforming Philip Morris International

2021, The Case Centre, Great Britain

Grants & Honors

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

