

# Andrea Fosfuri

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## Strategy & Entrepreneurship

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# Curriculum Vitae

Full Professor of the Department of Management and Technology at Bocconi University

Bachelor degree in Economics and Management, University of Urbino, Italy, 1993

MSc in Economics, University Pompeu Fabra, Barcelona, Spain, 1994

PhD in Economics, University Pompeu Fabra, Barcelona, Spain, 1998

## Research Interests

- Technology and Innovation Management
- Intellectual property rights (as patents or trademarks)
- Strategies in hybrid companies

# Publications

## Books

- Arora A., Fosfuri A., Gambardella A. 2001. *Markets for technology: Economics of Innovation and Corporate Strategy*, MIT Press, Cambridge, MA

## Articles

- Fosfuri A., Giarratana M.S., Roca E. 2016. Social Business Hybrids: Demand Externalities, Competitive Advantage and Growth through Diversification. *Organization Science* 27(5), 1275-1289
- Kremena S., Fosfuri A., De Castro J. 2016. Learning by Hiring: The Effect of Scientists' Inbound Mobility on Research Performance in Academia. *Organization Science* 27(1), 72-89
- Berrone P., Fosfuri A., Gelabert L. 2015. Does Greenwashing Pay Off? Understanding the Relationship between Environmental Actions and Environmental Legitimacy. *Forthcoming Journal of Business Ethics*
- Fosfuri A., Giarratana M.S., Roca E. 2015. Walking a slippery line: Investments in social values and product longevity. *Strategic Management Journal* 36(11), 1750-60
- Araújo A.L.L., Fosfuri, A. 2015. Not-Invented-Here: How Socialization Practices Affect the Formation of Negative Attitudes towards External Knowledge. *Industrial and Corporate Change* 24(2), 281-305
- Fosfuri A., Lanzolla G., Suarez F. 2013. Entry timing strategies: the road ahead. *Long Range Planning* 46, 300-311
- Fosfuri A., Giarratana M.S., Roca E. 2013. Community-focused strategies in action: Building and sustaining a product differentiation advantage. *Industry and Innovation* 20(2), 114-132
- Arora A., Fosfuri A., Roende, T. 2013. Managing licensing in a market for technology. *Management Science* 59(5), 1092-1106
- Berrone P., Fosfuri A., Gelabert L., Gomez-Mejía L. 2013. Necessity as the Mother of "Green" Inventions: Institutional Pressures and Environmental Innovations. *Strategic Management Journal* 34(8): 891-909
- Fosfuri A., Giarratana M.S., Roca E. 2011. Community-Focused Strategies. *Strategic Organization* 9(3), 222-239
- Fosfuri A., Roende T. 2009. Leveraging Resistance to Change and the Skunk Works Model of Innovation. *Journal of Economic Behaviour and Organization* 72(1), 274-289
- Gelabert L., Fosfuri A., Tribó J. 2009. Does the effect of public support for R&D depend on the degree of appropriability? *Journal of Industrial Economics* LVII(4), 736-767
- Fosfuri A., Giarratana M. 2009. Masters of War: Rivals' Product Innovation and New Advertising in Mature Product Markets. *Management Science* 55(2), 181-191
- Escribano A., Fosfuri A. Tribó J. 2009. Managing Knowledge Spillovers: The Impact of Absorptive Capacity on Innovation Performance. *Research Policy* 38(1), 96-105
- Fosfuri A., Giarratana M., Luzzi A. 2008. The Penguin Has Entered the Building: The Commercialization of Open Source Software Products. *Organization Science* 19, 292-305
- Fosfuri A., Tribó J. 2008. Exploring the Determinants of Potential Absorptive Capacity and its Impact on Innovation Performance. *Omega* 36 (2), 173-187 \*
- Fosfuri A., Giarratana, M. 2007. Product Strategies and Survival in Schumpeterian Environments: Evidence from the US Security Software Industry. *Organization Studies* 28(6), 909-929
- Fosfuri, A. 2006. The Licensing Dilemma: Understanding the Determinants of the Rate of Technology Licensing. *Strategic Management Journal* 27(12), 1141-58
- Arora, A., Fosfuri, A. 2005. Pricing Diagnostic Information. *Management Science* 51(7), 1092-1100
- Fosfuri A. 2004. Determinants of international activity: Evidence from the chemical processing industry. *Research Policy* 33, 1599-1614
- Fosfuri A., Roende T. 2004. High-tech clusters, technology spillovers, and trade secret laws. *International Journal of Industrial Organization* 22(1), 45-65
- Arora A., Fosfuri A. 2003. Licensing the Market for Technology. *Journal of Economic Behavior and Organization* 52, 272-95
- Arora A., Fosfuri A., Gambardella A. 2001. Markets for technology and their implications for corporate strategy. *Industrial and Corporate Change* 10(2), 419-451
- Arora A., Gambardella A. 2001. Specialized Technology Suppliers, International Spillovers and Investment: Evidence from the Chemical Industry. *Journal of Development Economics* 65(1), 31-54
- Fosfuri A., Motta M., Roende T. 2001. Foreign Direct Investment and Spillovers through Workers' Mobility. *Journal of International Economics* 53, 205-222
- Arora A., Fosfuri A. 2000. Wholly Owned Subsidiary versus Technology Licensing in the Worldwide Chemical Industry. *Journal of International Business Studies* 31(4), 555-572
- Fosfuri A. 2000. Patent Protection, Imitation and the Mode of Technology Transfer. *International Journal of Industrial Organization* 18(7), 1129-1149
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