

**LUCA GRILLI (info updated July 2023)**

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**DEGREES**

- PhD in Economics, University of Siena, Italy, 2004.
- MSc in Economics, University of York, United Kingdom, 2001.
- Bachelor degree (Laurea) in Economics, University of Siena, Italy, 1997, summa cum laude.

**PRESENT POSITION**

From 11/03/2019 he is **Full Professor in Business and Management Engineering** at the Department of Management, Economics and Industrial Engineering of Politecnico di Milano [**Professore Ordinario** in Ingegneria Economico-Gestionale (09/B3, ex ING-IND/35)].

**PROFESSIONAL EXPERIENCE**

1999-2000: Researcher for the consultancy firm "Genesis" s.r.l. (Bologna).

From 02/01/2001 to 31/08/2001: Industrial Economist at the "Social and Economic Studies Office" of the **Italcementi Group** (Permanent Contract) [Inquadramento: impiegato di concetto con funzioni direttive di tipo A (Contratto a tempo indeterminato)].

December 2001: Research Contract with the Dipartimento di Informatica e Sistemistica of the Università degli Studi di Pavia for empirical analyses related to Italian new technology-based firms.

July-October 2002: Research Contract with the Dipartimento Informatica e Sistemistica of the Università degli Studi di Pavia for empirical analyses related to Italian new technology-based firms.

July 2003: Research Contract with the Dipartimento di Ingegneria Gestionale del Politecnico di Milano for econometric analyses on data related to Italian new technology-based firms.

From 15/11/2001 to 31/12/2004: Research Fellow (Assegnista di Ricerca) at the Dipartimento di Ingegneria Gestionale del Politecnico di Milano for a research program entitled "Growth drivers of new technology-based firms in multimedia services".

From 03/01/2005 to 15/12/2010: **Assistant Professor in Business and Management Engineering** at the Department of Management, Economics and Industrial Engineering of Politecnico di Milano [Ricercatore Universitario di Ruolo in Ingegneria Economico-Gestionale (09/B3, ex ING-IND/35)].

From 16/12/2010 to 10/03/2019: **Associate Professor in Business and Management Engineering** at the Department of Management, Economics and Industrial Engineering of Politecnico di Milano [**Professore Associato Confermato** in Ingegneria Economico-Gestionale (09/B3, ex ING-IND/35), nomina di conferma con decreto a decorrere dal 16/12/2013].

From 2 May 2014 to 30 June 2014: Visiting Professor in SPRU- Science and Technology Policy Research in the School of Business, Management and Economics of the University of Sussex, UK.

## SCIENTIFIC ACTIVITY

### IDENTIFICATION CODES

Scopus Author ID: 6602373428

ORCID Author ID: [orcid.org/0000-0003-4550-9276](https://orcid.org/0000-0003-4550-9276)

Thomson Reuters (Web of Science) Researcher ID: K-6348-2017

### PUBLICATIONS

**My research is focused on three areas: the economics of innovative entrepreneurship (major), the economics of network industries (minor) and the intersection between the two. Here follows the complete list of publications.**

#### Edited Book in English

Science and Innovation Policy for the New Knowledge Economy, 2011, with Massimo G. Colombo, Lucia Piscitello, Cristina Rossi Lamastra, Edward Elgar, pp. 1-208, ISBN: 9781848448407.

(Positively) Reviewed by Stefan Artmann in "Science and Public Policy", 2012, vol. 39, pp. 690-691.

#### Book review in English

“The innovation complex: cities, tech, and the new economy”, (2021), *Regional Studies*, 55, 371-372.

#### Papers in International Journals

63) “Emerging challenges in competition policy and regulation”, (2023), with Maria Rosa Battaggion, Luke Garrod and Monica Giulietti, *Journal of Industrial and Business Economics*, 50, 1-5.

62) “Does writing a business plan still matter for searching and obtaining external equity finance”, with Gresa Latifi and Andrea Herrmann, *Venture Capital*, forthcoming.

61) “Talking about a revolution? Costly and costless signals and the role of innovativeness in equity crowdfunding”, (2023), with Francesca Di Pietro and Francesca Masciarelli, *Journal of Small Business Management*, 61, 831-862.

60) “Industrial policy, innovative entrepreneurship, and the human capital of founders”, (2023), with Boris Mrkajic and Emanuele Giraudo, *Small Business Economics*, 60, 707-728.

59) “Bridges over troubled water: incubators and start-ups’ alliances”, (2023), with Riccardo Marzano, *Technovation*, 121, Article 102689, 1-16.

58) “Technology adoption and upskilling in the wake of Industry 4.0”, (2023), with Mattia Pedota and Lucia Piscitello, *Technological Forecasting & Social Change*, 187, Article 122085, 1-14.

57) “Entrepreneurship and new product development: exploring the “advantage of youth” and “business acumen” views”, (2022), *Journal of Product Innovation Management*, 39, 662-685.

- 56) “Technological paradigms and the power of convergence”, (2021) with Mattia Pedota and Lucia Piscitello, ***Industrial and Corporate Change***, 30, 1633-1654.
- 55) “A close look at the contingencies of founders’ effect on venture performance”, (2020) with Paul H. Jensen, Samuele Murtinu and Haemin Dennis Park, ***Industrial and Corporate Change***, 29, 997-1020.
- 54) “Can a technology turn (also) into a symbol? The 3D printers case”, (2020) with Claudio Fassio, ***International Journal of Technology Management***, 82, 244-275.
- 53) “Innovative start-ups and policy initiatives”, (2020) with David Audretsch, Alessandra Colombelli, Tommaso Minola and Einar Rasmussen, ***Research Policy***, 49, Article 104027, 1-14.
- 52) “To what extent do young innovative companies take advantage of policy support to enact innovation appropriation mechanisms?”, (2020) with Alessandra Colombelli, Tommaso Minola and Boris Mrkajic, ***Research Policy***, 49, Article 103797, 1-17.
- 51) “Incentives to water conservation under scarcity: comparing price and reward effects through stated preferences”, (2020) with Paola Garrone and Riccardo Marzano, ***Journal of Cleaner Production***, 244, Article 118632, 1-10.
- 50) “Price elasticity of water demand considering scarcity and attitudes”, (2019), with Paola Garrone and Riccardo Marzano, ***Utilities Policy***, 59, Article 100927, 1-9.
- 49) “Entrepreneurship policy and the financing of young innovative companies: evidence from the Italian Startup Act”, (2019), with Emanuele Giraudo and Giancarlo Giudici, ***Research Policy***, 48, Article 103801, 1-18.
- 48) “Institutional Determinants of Venture Capital Activity: an Empirically Driven Literature Review and a Research Agenda”, (2019), with Gresa Latifi and Boris Mrkajic, ***Journal of Economic Surveys***, 33, 1094-1122.
- 47) “Why do Entrepreneurs Refuse Venture Capital?”, (2019), with Annalisa Croce and Samuele Murtinu, ***Industry and Innovation***, 26, 619-642.
- 46) “There Must be an Angel? Local Financial Markets, Business Angels and the Financing of Innovative Start-ups”, (2019), ***Regional Studies***, 53, 620-629.
- 45) “Self-selection of Entrepreneurial Firms in Thin Venture Capital Markets: Theory and Empirical Evidence”, (2019), with Fabio Bertoni and Diego D’Adda, ***Strategic Entrepreneurship Journal***, 13, 47-74.
- 44) “The Role of Institutional Pressures in the Introduction of Energy-Efficiency Innovations”, (2018), with Paola Garrone and Boris Mrkajic, ***Business Strategy and the Environment***, 27, 1245-1257.
- 43) “Selective Subsidies, Entrepreneurial Founders’ Human Capital and Access to R&D Alliances”, (2018), with Samuele Murtinu, ***Research Policy***, 47, 1945-1963.
- 42) “Financial and Institutional Reforms for an Entrepreneurial Society: Introduction to the Special Issue”, (2018) with Claire Economidou, Magnus Henrekson and Mark Sanders, ***Small Business Economics***, 51, 279-291.
- 41) “Venture Capital in Europe: Social Capital, Formal Institutions and Mediation Effects”, (2018), with Boris Mrkajic and Gresa Latifi, ***Small Business Economics***, 51, 393-410.
- 40) “Determinants of the Price Response to Residential Water Tariffs: Meta-analysis and Beyond”, (2018), with Riccardo Marzano, Charles Rougé, Paola Garrone, Julien J. Harou, Manuel Pulido-Velazquez, ***Environmental Modelling and Software***, 101, pp. 236-248.

- 39) “Sowing the Seeds of the Future: Policies for Financing Tomorrow’s Innovations”, (2018), with Mariana Mazzucato, Michele Meoli and Giuseppe Scellato, **Technological Forecasting and Social Change**, 127, pp. 1-7.
- 38) “Human Capital of Entrepreneurial Teams in Nascent High-Tech Sectors: a Comparison between Cleantech and Internet”, (2018), with Paola Garrone and Boris Mrkajic, **Technology Analysis and Strategic Management**, 30, pp. 84-97.
- 37) “Barriers and Drivers in the Adoption of Advanced Wastewater Treatment Technologies: a Comparative Analysis of Italian Utilities”, (2018), with Paola Garrone, Angelamaria Groppi, Riccardo Marzano, **Journal of Cleaner Production**, 171, pp. S69-S78.
- 36) “The Energy-efficient Transformation of EU Business Enterprises: adapting Policies to Contextual Factors”, (2017), with Paola Garrone and Boris Mrkajic, **Energy Policy**, 109, pp. 49-58.
- 35) “Should I Stay or Should I Go? Founder’s Decision to Leave an Entrepreneurial Venture During an Industry Crisis”, (2017), with Stefano Colombo, **Industry and Innovation**, 24, pp. 97-121.
- 34) “Governmental and Independent Venture Capital Investments in Europe: a Firm-level Performance Analysis”, (2017), with Douglas J. Cumming and Samuele Murtinu, **Journal of Corporate Finance**, 42, pp. 439-459.
- 33) “Cherry-picking or Frog-kissing? A Theoretical Analysis of how Investors Select Entrepreneurial Ventures in Thin Venture Capital Markets”, (2016), with Fabio Bertoni and Diego D’Adda, **Small Business Economics**, 46, pp. 391-405.
- 32) “New Technology-based Firms in Europe: Market Penetration, Public Venture Capital and Timing of Investment”, (2015), with Samuele Murtinu, **Industrial and Corporate Change**, 24, pp. 1109-1148.
- 31) “Venture Capital Enters Academia: An Analysis of University-Managed Funds”, (2014), with Annalisa Croce and Samuele Murtinu, **Journal of Technology Transfer**, 39, pp. 688-715.
- 30) “Government, Venture Capital and the Growth of European High-tech Entrepreneurial Firms”, (2014), with Samuele Murtinu, **Research Policy**, 43, pp. 1523-1543.
- 29) “High-tech Entrepreneurship in Europe: a Heuristic Firm Growth Model and Three “(Un-)easy Pieces” for Policy Making”, (2014), **Industry and Innovation**, 21, pp. 267-284.
- 28) “Network Externalities, Incumbent's Competitive Advantage and the Degree of Openness of Software Start-ups”, (2014), with Stefano Colombo and Cristina Rossi Lamastra, **Computational Economics**, 44, pp. 175-200.
- 27) “Public Subsidies and the Employment Growth of High-tech Start-ups: Assessing the Impact of Selective and Automatic Support Schemes”, (2013), with Massimo G. Colombo and Silvia Giannangeli, **Industrial and Corporate Change**, 22, pp. 1273-1314.
- 26) “ICT Services and Small Businesses' Productivity Gains: an Analysis of the Adoption of Broadband Internet Technology”, (2013), with Massimo G. Colombo and Annalisa Croce, **Information Economics and Policy**, 25, pp. 171-189.
- 25) “Management Discretion and Political Interference in Municipal Enterprises. Evidence from Italian Utilities”, (2013), with Paola Garrone and Xavier Rousseau, **Local Government Studies**, 39, pp. 514-540.
- 24) “The Creation of a Middle-management Level by Entrepreneurial Ventures: Testing Economic Theories of Organisational Design”, (2013), with Massimo G. Colombo, **Journal of Economics & Management Strategy**, 22, pp. 390-422.

- 23) “Venture Capital Investor Type and the Growth Mode of New Technology-based Firms”, (2013), with Fabio Bertoni and Massimo G. Colombo, *Small Business Economics*, 40, pp. 527-552.
- 22) “Do Public Subsidies Affect the Performance of New Technology-Based Firms? The Importance of Evaluation Schemes and Agency Goals”, (2012), with Samuele Murtinu, *Prometheus*, 30, pp. 97-111.
- 21) “When the Going gets Tough, do the Tough get Going? The Pre-entry Work Experience of Founders and High-tech Start-up Survival during an Industry Crisis”, (2011), *International Small Business Journal*, 29, pp. 626-647.
- 20) “The Creation of High-Tech Entrepreneurial Ventures at the Local Level: the Role of Local Competences and Communication Infrastructure”, (2011), with Evila Piva and Cristina Rossi Lamastra, *Industry and Innovation*, 18, pp. 563-580.
- 19) “Venture Capital and the Growth of High-tech Start-ups: Disentangling Treatment from Selection Effects”, (2011), with Fabio Bertoni and Massimo G. Colombo, *Research Policy*, 40, pp. 1028-1043.
- 18) “R&D Subsidies and the Performance of High-tech Start-ups”, (2011), with Massimo G. Colombo and Samuele Murtinu, *Economics Letters*, 112, pp. 97-99.
- 17) “Is There a Relationship between Public Expenditures in Energy R&D and Carbon Emissions per GDP? An empirical investigation”, (2010), with Paola Garrone, *Energy Policy*, 38, pp. 5600-5613.
- 16) “Firm Dissolution in High-tech Sectors: an Analysis of Closure and M&A”, (2010), with Evila Piva and Cristina Rossi Lamastra, *Economics Letters*, 109, pp. 14-16.
- 15) “On Growth Drivers of High-tech Start-ups: Exploring the Role of Founders’ Human Capital and Venture Capital”, (2010), with Massimo G. Colombo, *Journal of Business Venturing*, 25, pp. 610-626.
- 14) “Towards Voltage Quality Regulation in Italy”, (2010), with Maurizio Delfanti, Elena Fumagalli, Paola Garrone, Luca Lo Schiavo, *IEEE Transactions on Power Delivery*, 25, pp. 1124-1132.
- 13) “A Capital Partnership: How Human and Venture Capital Affect the Growth of High-tech Start-ups”, (2009), with Massimo G. Colombo, *Strategic Change*, 18, pp. 231-239.
- 12) “Effects of International R&D Alliances on Performance of High-tech Start-ups: a Longitudinal Analysis”, (2009), with Massimo G. Colombo, Samuele Murtinu, Lucia Piscitello, Evila Piva, *Strategic Entrepreneurship Journal*, 3, pp. 346-368.
- 11) “Technology Policy for the Knowledge economy: Public Support to Young ICT-service Firms”, (2007), with Massimo G. Colombo, *Telecommunications Policy*, 31, pp. 573-591.
- 10) “Service Quality in the Electricity Industry: The Role of Privatization and Managerial Behavior”, (2007), with Elena Fumagalli and Paola Garrone, *Energy Policy*, 35, pp. 6212-6224.
- 9) “High-tech Start-up Access to Public Funds and Venture Capital: Evidence from Italy”, (2007), with Massimo G. Colombo and Cinzia Verga, *International Review of Applied Economics*, 21 (3), pp. 381-402.
- 8) “Funding Gaps? Access to Bank Loans by High-Tech Start-ups”, (2007), with Massimo G. Colombo, *Small Business Economics*, 29, pp. 25-46.
- 7) “In Search of Complementary Assets: the Determinants of Alliance Formation of High-tech Start-ups”, (2006), with Massimo G. Colombo and Evila Piva, *Research Policy*, 35, pp. 1166-1199.

- 6) “Supporting High-Tech Start-ups: Lessons from Italian Technology Policy”, (2006), with Massimo G. Colombo, *International Entrepreneurship and Management Journal*, 2 (2), pp. 189-209.
- 5) “Founders’ Human Capital and the Growth of New Technology-based Firms: a Competence-based View”, (2005) with Massimo G. Colombo, *Research Policy*, 34, pp. 795-816.
- 4) “Start-up size: the Role of External Financing”, (2005), with Massimo G. Colombo, *Economics Letters*, 88 (2), pp. 243-250; Erratum: 90 (1), p. 148.
- 3) “Internet Start-ups Access to the Bank Loan Market: Evidence from Italy”, (2005), *Applied Economics*, 37 (3), pp. 293-305.
- 2) “Entrepreneurs’ Human Capital and the Start-up Size of New Technology-based Firms”, (2004), with Massimo G. Colombo and Marco Delmastro, *International Journal of Industrial Organization*, 22 (8-9), pp. 1183-1211.
- 1) “Special Tariffs to Promote Fixed Telephony Penetration: reflections from the UK experience during the 1990s”, (2004), *Telecommunications Policy*, 28 (3/4), pp. 295-308.

#### Articles in International books

- 11) “A Reform Strategy for Italy”, (2020), with Mark Sanders, Mikael Stenkula, Andrea M. Herrmann, Gresa Latifi, Balázs Páger, László Szerb, Elisa Terragno Bogliaccini, in *The Entrepreneurial Society*, (eds.) M. Sanders, A. Marx, M. Stenkula. International Studies in Entrepreneurship, vol. 44. Springer, Berlin, Heidelberg, pp. 127-162. Print ISBN: 978-3-662-61006-0; Online ISBN: 978-3-662-61007-7.
- 10) “Econometric Evaluation of Public Policies for Science and Innovation: a Brief Guide to Practice”, (2011), with Samuele Murtinu, in *Science and Innovation Policy for the New Knowledge Economy*, (eds.) M.G. Colombo, L. Grilli, L. Piscitello, C. Rossi Lamastra, Edward Elgar, pp. 103-128. ISBN: 9781848448407.
- 9) “Introduction”, with Massimo G. Colombo, Lucia Piscitello, Cristina Rossi Lamastra, in *Science and Innovation Policy for the New Knowledge Economy*, (eds.) M.G. Colombo, L. Grilli, L. Piscitello, C. Rossi Lamastra, Edward Elgar, pp. 16-37. ISBN: 9781848448407.
- 8) “Venture Capital Financing and the Growth of New Technology-Based Firms: Correcting for Sample Self-Selection”, (2010), with Fabio Bertoni, Massimo G. Colombo, Diego D’Adda, in *New Frontiers in Entrepreneurship: Recognizing, Seizing, and Executing Opportunities*, (eds) D.B Audretsch, G.B. Dagnino, R. Faraci, R.E. Hoskisson, Springer/Physica, pp. 125-145. ISBN: 9781441900579.
- 7) “The Diffusion of Broadband-based Applications among Italian Small and Medium Enterprises”, (2009) with Massimo G. Colombo, in *Telecommunication Markets*, (eds.) Brigitte Preissl, Justus Haucap e Peter Curwen, Springer/Physica-Verlag, pp. 175-186. ISBN: 978-3-7908-2081-2.
- 6) “Supporting High-tech Start-ups : Lessons from Italian Technology Policy”, (2008), with Massimo G. Colombo, in *Value Added Partnering and Innovation in a Changing World*, (eds.) Marina van Geenhuizen, Dariusz Trzmielak, David Gibson, Maciej Urbaniak, Purdue Univ. Press, pp. 89-115. ISBN: 155 7 535 132.
- 5) “Broadband Access and Broadband-based Applications: an Empirical Study of the Determinants of Adoption among Italian SMEs”, (2008), with Massimo. G. Colombo and Cinzia Verga, in *Handbook of Research on Global Diffusion of Broadband Data Transmission*, (eds.) Dwivedi Y.K., Papazafeiropoulou, A., e Choudrie, J., Information Science Reference, pp. 466-480 . ISBN: 978 1 59904 851 2.

- 4) “Sponsors and the Alliance Activity of New Technology-based Firms”, (2007), with Massimo G. Colombo and Evila Piva, (eds.) L.M. Gillin, in *Regional Frontiers of Entrepreneurship Research 2007*, Swinburne University of Technology Press, Melbourne, VIC, pp. 383-384. ISBN: 978 0 98033 280 3.
- 3) “Venture Capital Financing and the Growth of New Technology-based Firms: What Comes First?”, (2007), with Fabio Bertoni and Massimo G. Colombo, in *Entrepreneurship, Competitiveness and Local Development*, (eds.) Luca Iandoli, Hans Landström, Mario Raffa, pp. 25-43, Edward Elgar. ISBN: 978 1 84720 327 4.
- 2) “Young Firm Growth in High-Tech Sectors: the Role of Founders’ Human Capital”, (2007), with Massimo G. Colombo, in *Innovation, Industrial Dynamics and Structural Transformation: Schumpeterian Legacies* (eds.) Uwe Cantner and Franco Malerba, pp. 67-86, Springer/Physica. ISBN: 978 3 540 49464 5.
- 1) “Price Dispersion in the Internet Marketplace: are Service-premium Strategies Relevant?”, (2004), in *Global Economy and Digital Century* (eds.) Erik Bohlin, Sandy Levin, Nakil Sung, Chang-Ho Yoon, pp. 137-150, Elsevier Science. ISBN: 0 444 51335 3.

Papers in National Journals (in Italian)

- 15) “L’Allargamento dei Ranghi Manageriali nelle Giovani Imprese: il Caso delle Start-up ad Alta Tecnologia”, (2011), with Massimo G. Colombo, Massimiliano Guerini, Evila Piva and Cristina Rossi Lamastra, *L’Industria*, vol. 32, luglio-settembre 2011, pp. 513-538.
- 14) “Utility Municipali: Influenza Politica o Discrezionalità del Management?”, (2011), with Paola Garrone and Xavier Rousseau, *L’Industria*, vol. 32, gennaio-marzo 2011, pp. 69-91.
- 13) “L’Effetto Moderatore delle Caratteristiche dei Partner sulle Performance delle Giovani Imprese ad Alta Tecnologia”, (2011), with Massimo G. Colombo, Samuele Murtinu, Lucia Piscitello and Evila Piva, *Economia e Politica Industriale*, vol. 38, pp. 77-103.
- 12) “The Effects of Human and Infrastructural Capital on the Entry Rates of New Technology-Based Firms at the Local Level”, (2010), with Camilla Lenzi, Evila Piva and Cristina Rossi Lamastra, *Economia e Politica Industriale*, vol. 37, pp. 9-37.
- 11) “Finanziamento tramite Venture Capital e Crescita delle Giovani Imprese High-tech: un’Analisi Longitudinale sul Ruolo della Tipologia di Investitore”, (2010), with Fabio Bertoni and Massimo G. Colombo, *Rivista Italiana degli Economisti*, vol. XV, n. 3, pp. 433-482.
- 10) “Esperienza Lavorativa dei Fondatori e Sopravvivenza delle Giovani Imprese High-tech in Mercati in Crisi”, (2009), *Economia e Politica Industriale*, vol. 36, pp. 41-61.
- 9) “Capitale Umano a Confronto: le Assunzioni di Ingegneri in Italia, Francia e Germania”, (2008), with Sergio Mariotti and Francesca Sgobbi, *Economia e Politica Industriale*, vol. 34, pp. 40-50.
- 8) “Crescita d’Impresa nei Settori High-tech: uno Studio sul Capitale Umano dei Fondatori e sull’Accesso a Finanziamenti di Venture Capital”, (2008), with Massimo G. Colombo, *L’Industria*, vol. 29 (1), gennaio-marzo 2008, pp. 77-107.
- 7) “Le alleanze delle giovani imprese italiane nei settori ad alta tecnologia: il ruolo degli sponsor”, (2007), with Massimo G. Colombo and Evila Piva, *L’Industria*, vol. 28, numero speciale 2007, pp. 65-110.
- 6) “Politiche per l’Innovazione e Cambiamento Strutturale in Italia”, (2006), with Sergio Mariotti, *L’Industria*, vol. 27(2), aprile-giugno 2006, pp. 365-396.

- 5) “Le Giovani Imprese Italiane ad Alta Tecnologia: Fatti Stilizzati e Implicazioni di Politica Tecnologica”, (2005), with Massimo G. Colombo, Sergio Mariotti and Evila Piva, *Economia e Politica Industriale*, vol. 32, n. 1/2005, pp. 17-42.
- 4) “L’Accesso al Credito Bancario da parte delle Start-up Tecnologiche Italiane”, (2005), with Massimo G. Colombo, *Rivista di Politica Economica*, vol. 45, pp. 165-218.
- 3) “L’Internazionalizzazione Attiva e Passiva in Italia nel Settore delle Utilities”, (2004), *Economia e Politica Industriale*, vol. 31, n. 123, pp. 163-173.
- 2) “Il Capitale Umano dei Fondatori e la Crescita delle Nuove Imprese Italiane ad Alta Tecnologia”, (2004), with Massimo G. Colombo, *Studi Organizzativi*, n. 2-3/2004, pp. 65-87, Franco Angeli Editore.
- 1) “La Dimensione Iniziale delle Nuove Imprese ad Alta Tecnologia: il Ruolo del Capitale Umano e delle Fonti di Finanziamento”, (2003), with Massimo G. Colombo and Marco Delmastro, *Economia e Politica Industriale*, n. 119, pp. 43-75, Franco Angeli Editore.

Articles in National books (in Italian)

- 10) “Istituzioni, Cambiamenti Istituzionali e Imprenditorialità Innovativa”, (2019), in *Imprenditorialità e Sviluppo Economico - Il Ruolo delle Politiche Pubbliche*, (eds) Alfredo Del Monte, Sara Moccia and Luca Pennacchio, Rubbettino, pp. 29-38.
- 9) “Le Gazzelle High-tech: Esplorando la ‘Black Box’ dell’effetto del Venture Capital”, (2009), with Massimo G. Colombo, in *Produttività e Cambiamento nell’Industria Italiana*, (eds) Francesco Silva and Laura Rondi, Il Mulino, pp. 213-243.
- 8) “Le Determinanti della Crescita delle Giovani Imprese ad Alta Tecnologia”, (2009), with Massimo G. Colombo and Evila Piva, in *L’imprenditorialità*, (eds) Lucio Cassia, Matteo Kalchschmidt and Stefano Paleari, Bergamo University Press Sestante Edizioni Bergamo, pp. 281-303.
- 7) “Municipal Ownership and Cost Efficiency in Utilities”, (2007), with Paola Garrone, Angelamaria Groppi and Xavier Rousseau, in *Investments and Service Quality in the Electricity Industry*, (eds) Paola Garrone, Franco Angeli Editore, pp. 15-36.
- 6) “Ownership, Control and Service Quality in the Electricity Industry”, (2007), with Elena Fumagalli and Paola Garrone, in *Investments and Service Quality in the Electricity Industry*, (eds) Paola Garrone, Franco Angeli Editore, pp. 37-60.
- 5) “Service Quality in the Electricity Supply: the Customer’s Costs”, (2007), with Elena Fumagalli, Paola Garrone and Renato Redondi, in *Investments and Service Quality in the Electricity Industry*, (eds) Paola Garrone, Franco Angeli Editore, pp. 89-124.
- 4) “Con un Piccolo Aiuto dal Solito Grande Amico: Politiche Tecnologiche di Sostegno Diretto alle Giovani Imprese ad Alta Tecnologia”, (2005), in *Internazionalizzazione, Innovazione e Crescita dell’Industria Italiana*, (eds) Sergio Mariotti, Franco Angeli Editore, pp. 182-212.
- 3) “Sulla Direzione di Causalità tra Finanziamenti Esterni di Private Equity e Crescita d’Impresa: uno Studio sulle Giovani Imprese High-tech Italiane”, (2005), with Fabio Bertoni, in *Internazionalizzazione, Innovazione e Crescita dell’Industria Italiana*, (eds) Sergio Mariotti, Franco Angeli Editore, pp. 155-181.
- 2) “Il Finanziamento Pubblico alle Nuove Imprese dei Servizi ICT: scenario e prospettive future”, (2004), with Massimo G. Colombo, in *Innovazione per la E-society. IX Rapporto sulla Tecnologia dell’Informazione e della Comunicazione in Italia*, pp. 222-230, Franco Angeli Editore.



1) “La Dimensione d’Entrata delle Nuove Imprese High-tech”, (2003), with Massimo G. Colombo and Marco Delmastro, in *Knowledge Management e Competizione*, (eds) Emilio Bartezzaghi, Mario Raffa and Aldo Romano, ETAS Libri, pp. 243-265.

### Conferences

*Active participation and/or presentation by co-authors in c.a. 200 scientific conferences and workshops with publication in related proceedings.*

**Invited seminars and/or workshops in several universities and institutions including:**

**Audencia Business School (Nantes), Bocconi University (Milan), Catholic University of Louvain, Hitotsubashi University (Tokyo), Kwansai Gakuin University (Osaka), SPRU-University of Sussex, Universidade de Lisboa, TUM (Technical University of Munich).**

### Participation to Roundtables and communications events (selected):

September 2003- “Economia delle TLC e della Multimedialità: nuovi modelli e nuove strategie”, COMPA (Salone della Comunicazione Pubblica e dei Servizi al Cittadino), Bologna – Quartiere Fieristico, 18 Settembre 2003.

December 2003- “Multimedialità & imprese - innovare & competere”, Assessorato alle Attività Produttive e Promozione Economica del Territorio della Provincia di Bologna, Sala del Consiglio della Provincia di Bologna, 11 Dicembre 2003.

March 2004- “Le nuove imprese ad alta tecnologia. L’evidenza dell’Osservatorio RITA”, Unicredit, (with Massimo G. Colombo), Milano, 24 Marzo 2004.

November 2006- "Microinterruptions in the electricity service" Confindustria, Roma, 23 Novembre 2006.

October 2011- "Start-up Initiative Clean-tech" organizzato da Banca-Intesa, Palazzo Besana, Milano.

July 2012- "Quando piccolo è bello", CNA Toscana, Auditorium Opera del Duomo, Firenze.

June 2015- "Sowing the seeds of the future", EU-SPRI, Early career Research Conference, Round Table, Bergamo, 25 June 2015.

October 2016- "Starcup Bergamo 2016 – Final Event Day", University of Bergamo, 5 October 2016.

### Articles in non-scientific press (printed or electronic)

#### *Italian*

•“Lo stato di salute delle nuove imprese italiane Internet-based”, (2002), with Massimo G. Colombo, *èBeltel*, April 2002 n.4.

•“Che cosa fare per le nuove imprese high tech?”, (2002), with Massimo G. Colombo, *èBeltel*, September 2002 n. 8.

•“Indagine sulle giovani imprese italiane dell’high-tech” , (2002), *Voice.com*, Ottobre 2002 n. 4.

•“Lo shake-out nell’ICT: alcune cifre sul 2002-2003”, (2004), with Massimo G. Colombo, *èBeltel*, February 2004 n.2.

- “Lo sviluppo della larga banda: technology push o demand pull?”, with Massimo G. Colombo, *la-rete.net*, July 2008.
- “Ragionando sugli effetti della crisi economica sulle start-up ict: l’esperienza del post-bolla Internet”, *la-rete.net*, December 2008.
- “La verità, vi prego, sulle startup innovative italiane (O Tell me the truth about Italian innovative startups)”, *Economyup*, January 2016. Available at: [http://www.economyup.it/startup/3705\\_la-verita-vi-prego-sulle-startup-innovative-italiane.htm](http://www.economyup.it/startup/3705_la-verita-vi-prego-sulle-startup-innovative-italiane.htm).
- “Come funziona H2020 (How H2020 does work for startups)”, *Economyup*, March 2016. Available at: [http://www.economyup.it/startup/3928\\_come-funziona-horizon2020-e-perche-fa-cantare-le-startup-italiane.htm](http://www.economyup.it/startup/3928_come-funziona-horizon2020-e-perche-fa-cantare-le-startup-italiane.htm).

### *International*

- “Playing catch-up on start-ups”, *Research Europe*, 25 September 2014.
- “How government funding can help or hinder growth”, *Global Government Venturing*, 6, October 2014 (with Samuele Murtinu based on the scientific article published with Samuele Murtinu on *Research Policy* 2014, 43 (9), pp. 1523-1543).
- “The importance of playing an Instrument: the “SME instrument” of Horizon2020”, *FIRES Blog*, 26 April 2016.

### **EDITORIAL SERVICES**

- Since 2012 Member of the "Editorial Review Board" (from 2019 named “Top 100 Reviewers”) of the Journal of Small Business Management.
- Since 2018 Member of the "Editorial Review Board" of Small Business Economics.
- Since 2021 Associate Editor of the Journal of Industrial and Business Economics.
- 2012-2014 Member of the Editorial Board of ISRN Economics.
- 2015-2020 Member of the Advisory Board of the Journal of Industrial and Business Economics.

He has been co-editor of the following journals’ special issues & sections:

**2018 - Co-editor (together with Mariana Mazzucato, Michele Meoli and Giuseppe Scellato) of a special section on the scientific journal Technological Forecasting and Social Change.**

*Sowing the seeds of the future: Policies for financing tomorrow’s innovation – 2018 – vol. 127, pp. 1-127.*

**2018 - Co-editor (together with Mark Sanders, Magnus Henrekson and Claire Economidou) of a special issue on the scientific journal Small Business Economics.**

*Financial and Institutional Reforms for an Entrepreneurial Society – 2018 – vol. 51, pp. 279-514.*

**2020 - Co-editor (together with David Audretsch, Alessandra Colombelli, Tommaso Minola and Einar Rasmussen) of a special issue on the scientific journal Research Policy.**

*Innovative start-ups and policy initiatives – 2020 – vol. 49, issue 10.*

**2023 - Co-editor (together with Maria Rosa Battaglion, Luke Garrod, Monica Giuliotti) of a special section on the scientific Journal of Industrial and Business Economics (50<sup>th</sup> Anniversary Special Section).**

*Emerging challenges in competition policy and regulation – 2023 – vol. 50, issue 2.*

### REFeree

He has been a referee and reviewer for the following scientific journals:

*International:* Applied Financial Economics, Bulletin of Economic Research, Business Strategy and the Environment, Creativity and Innovation Management, E-economics, Economics of Innovation and New Technology, Emerging Markets Finance and Trade, Entrepreneurship & Regional Development, Entrepreneurship Theory and Practice, Eurasian Business Review, European Management Review, IEEE Transactions on Engineering Management, Industrial and Corporate Change, Industry and Innovation, Information Economics and Policy, International Small Business Journal, International Journal of the Economics of Business, International Review of Entrepreneurship, Journal of Business Venturing, Journal of Comparative Economics, Journal of Corporate Finance, Journal of Evolutionary Economics, Journal of Small Business Management, Journal of Technology Transfer, Management Research News, PLOS ONE, Regional Studies, Research Policy, Review of Industrial Organization, Review of Managerial Science, Science and Public Policy, Small Business Economics, Spatial Economic Analysis, Strategic Entrepreneurship Journal, Structural Change and Economic Dynamics, Technological Forecasting and Social Change, Technology in Society, Telecommunications Policy, Venture Capital: an international journal of entrepreneurial finance.

*National:* *Economia e Politica Industriale*, *L'Industria*, Italian Journal of Regional Science.

Referee for the following international grants: University of Luxembourg Research Fund; Research Foundation - Flanders (Fonds Wetenschappelijk Onderzoek - Vlaanderen, FWO); University of Gent Research Fund; Israel Science Foundation – Personal Research Grant; Austrian Science Fund; Research Council of KU Leuven (University of Leuven, Belgium); Swiss National Science Foundation.

Referee for the following national grant: MIUR (Italian Minister of University), SIR 2014 (role: “Rapporteur”), Università di Udine (2018).

Reviewer for the following Conferences: ACSB 2018 Tokyo Conference (6th Asian SME Conference), Strategic Management Special Conference (Milan, 2022), DRUID (Copenhagen, 2022; Lisbon 2023), RENT (Research in Entrepreneurship and Small Business) Conference (Naples, 2022), EURAM (Dublin, 2023).

Reviewer for “The Product Development and Management Association (PDMA) Doctoral Dissertation Proposal Competition” (2023).

External reviewer for academic career progression: Katholieke Universiteit (KU) Leuven (2019); Technical University of Munich (TUM) (2021).

## **RESEARCH PROJECTS AND GRANTS**

### ***Leader role***

#### *EU Horizon 2020 program*

**2015- FIRES:** *Financial and Institutional Reforms for Entrepreneurial Society-* **EU H2020-** Euro-Society-2014-Type of Action: RIA- Grant no. 649378. Scientific coordinator: Mark Sanders (Utrecht

University). Role: **Principal Investigator** for the unit of Politecnico di Milano (Amount for the unit: c.a. 190K Euro; amount for the total project: c.a. 2.5M). Duration: 36 months.

*(Italian) PRIN 2022 program*

**2023 - IEES**: *Institutions, Education and Entrepreneurship Studies: a Novel Perspective on University Impact.* Scientific Coordinator: Tommaso Minola (University of Bergamo). Role: **Principal Investigator** for the unit of Politecnico di Milano (Amount for the unit: c.a. 27K Euro; amount for the total project: c.a. 255K). Duration: 24 months.

*Other Institutions*

**Eu-SPRI** (*European Forum for Studies of Policies for Research and Innovation*) grant (Amount: 20k Euro) for the organization of the annual *Early Career Research Conference* (Main Responsible) held in Bergamo, 24-26 June 2015.

***Researcher and Co-investigator (with roles of responsibility)***

*Participation and collaboration (with detailed different roles when applicable) in International peer-review scientific projects:*

2018-2019 AICS - Agenzia Italiana per la Cooperazione allo Sviluppo, “Emerging African Innovation Leaders G7 Exchange & Empowerment Program for enabling Innovation within the Next Production Revolution” together with Politecnico di Milano and Politecnico di Torino. Role: Global instructor and Lecturer, Mentor for Kenya (<http://community.africanlead.net/>).

2014-2017 Smart H2O: an ICT Platform to leverage on Social Computing for the efficient management of Water Consumption- 7° Framework program UE-Small or medium-scale focused research project (STREP, Project ID: 619172). Scientific coordinator: Andrea Emilio Rizzoli. Role: economics expert. Duration: 36 months. The project won the WssTP Innovation Award 2018.

2008-VICO- 7° Framework program UE-“Financing entrepreneurial ventures in Europe: impact on innovation, employment growth and innovation”- Scientific coordinators: Massimo G. Colombo and Philippe Mustar. Role: scientific co-investigator, responsible for the scientific task 2.1 (“impact of venture capital on firm growth”) of workpackage 2. Duration: 42 months.

2006-PICO- 6° Framework program UE-“Academic entrepreneurship from knowledge creation to knowledge diffusion” (FP Citizens project no.28928, Scientific coordinator: Philippe Mustar). Role: scientific co-investigator. Duration: 42 months.

2004-PRIME Network of excellence-“Policies for Research and Innovation in the Move towards the European Research Area” (macro-area: “Advanced Quantitative Methods to Evaluate the Performance of Public Sector Research”).

*Participation and collaboration (with detailed different roles) in National peer-review scientific projects:*

2006- Progetto di interesse nazionale (PRIN): “Innovazione e crescita delle giovani imprese italiane ad alta tecnologia”. Principal investigator: Enrico Santarelli. Role (for the Unit of research of Politecnico di Milano, local coordinator: Massimo G. Colombo): co-author and scientific co-investigator.

2003- Progetto di interesse nazionale FIRB: “La riorganizzazione del sistema della ricerca pubblica per il trasferimento tecnologico: governance, strumenti ed interventi attuativi”. Principal

investigator: Maurizio Sobrero. Role (for the Unit of research of Politecnico di Milano, local coordinator: Massimo G. Colombo): co-author and scientific co-investigator.

2002- Progetto di interesse nazionale cofinanziato (PRIN): “Nuove tecnologie e creazione d’impresa”. Principal investigator: Massimo G. Colombo. Role (for the Unit of research of Politecnico di Milano, local coordinator: Massimo G. Colombo): scientific co-investigator.

2000- Progetto di interesse nazionale cofinanziato (PRIN): “La post-entry performance delle imprese italiane: tecnologia, crescita e sopravvivenza”. Principal investigator: Enrico Santarelli. Role (for the Unit of research of Politecnico di Milano, local coordinator: Massimo G. Colombo): scientific co-investigator.

2000- Progetto di interesse nazionale cofinanziato (PRIN): “Il commercio elettronico: nuove tecnologie e nuovi mercati per le piccole e medie imprese”. Principal investigator: Sergio Mariotti. Role: collaborator.

2000- Progetto CNR: “Le determinanti della performance post-entry delle giovani imprese italiane che operano nei settori delle tecnologie delle informazioni e comunicazioni”. Principal investigator: Massimo G. Colombo. Role: scientific co-investigator.

*Research and study contracts with National Public and Private Institutions (with writing of related Research Reports):*

-Research contract with Unicredit Banca d’impresa, (2008, with Massimo G. Colombo and Evila Piva): “Il nuovo osservatorio RITA 2008”.

-Research contract with CORECOM (Comitato regionale per le comunicazioni della Lombardia) (2007-2008, with Paola Garrone): “Sviluppo dei mercati dei servizi di telecomunicazione in Lombardia. La prospettiva degli utenti a 10 anni dalla liberalizzazione”.

-Research contract with Fondazione Politecnico di Milano (2007, with Francesca Sgobbi and Sergio Mariotti): “Studio sul differenziale di utilizzo della figura dell’ingegnere tra Italia, Francia e Germania”.

-Research contract with Unicredit Banca d’impresa (2004-2005, with Massimo G. Colombo): “Le nuove imprese ad alta tecnologia: il ruolo delle specificità territoriali”.

-Research contract with the Autorità per l’Energia Elettrica e per il Gas (AEEG) (2005-2006, with Elena Fumagalli, Paola Garrone and Renato Redondi): “Valutazione dei costi sostenuti dai clienti per le microinterruzioni”.

## **TEACHING EXPERIENCE**

**In all graduate and PhD-level courses he taught obtained an average score from students' evaluation questionnaires of c.a. 3 or above 3 (on a 1-4 scale) and in all post-graduate courses (held in MIP Business School-Politecnico di Milano or in other Institutions) he got an average score from students' evaluation in-between 3.5 and 4.5 (on a 1-5 scale).**

### **a) Graduate Teaching (Politecnico di Milano): MSc Level (Laurea Magistrale)**

**2020-2021; 2021-2022; 2022-2023**

-Professor of “Business and Industrial Economics” for Management Engineering (**course held in English**, II sem., 10 CFU).

*The course presents the major principles of industrial economics normally taught to Master of Science students in Economics and Engineering Schools. The course provides models of firms’ competition and of the functioning of industries, focusing, in particular, on the determinants and consequences of market power. Students will acquire knowledge on theories of the firm, production theory and production costs, competitive structures, entry barriers, market failures, externalities, economics of innovation processes, industrial and competition policies. The concepts are presented from the double point of view of firms competing on the markets and of policymakers who supervise and regulate this competition.*

## **2019-2020**

-Professor of “Business and Industrial Economics” for Management Engineering (**course held in English**, II sem., 10 CFU).

*The course presents the major principles of industrial economics normally taught to Master of Science students in Economics and Engineering Schools. The course provides models of firms’ competition and of the functioning of industries, focusing, in particular, on the determinants and consequences of market power. Students will acquire knowledge on theories of the firm, production theory and production costs, competitive structures, entry barriers, market failures, externalities, economics of innovation processes, industrial and competition policies. The concepts are presented from the double point of view of firms competing on the markets and of policymakers who supervise and regulate this competition.*

-Professor of “Economia dei Servizi e delle Reti I” for Ing. Elettrica, Ing. delle Telecomunicazioni and Ing. Informatica (I sem., 5 CFU).

*The course illustrates the structural characteristics of network industries with specific emphasis on ICT and energy sectors with the aim of elucidating the main competition dynamics and regulatory interventions in this domain.*

## **2018-2019**

-Professor of “Business and Industrial Economics” for Management Engineering (**course held in English**, II sem., 10 CFU).

*The course presents the major principles of industrial economics normally taught to Master of Science students in Economics and Engineering Schools. The course provides models of firms’ competition and of the functioning of industries, focusing, in particular, on the determinants and consequences of market power. Students will acquire knowledge on theories of the firm, production theory and production costs, competitive structures, entry barriers, market failures, externalities, economics of innovation processes, industrial and competition policies. The concepts are presented from the double point of view of firms competing on the markets and of policymakers who supervise and regulate this competition.*

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### **2017-2018**

-Professor of “Business and Industrial Economics” for Management Engineering (*course held in English*, II sem., 10 CFU).

-Professor of “Economia dei Servizi e delle Reti I” for Ing. Elettrica, Ing. delle Telecomunicazioni and Ing. Informatica (I sem., 5 CFU).

### **2016-2017**

-Professor of “Business and Industrial Economics” for Management Engineering (*course held in English*, II sem., 10 CFU).

-Professor of “Economia dei Servizi e delle Reti I” for Ing. Elettrica, Ing. delle Telecomunicazioni and Ing. Informatica (I sem., 5 CFU).

### **2015-2016**

-Professor of “Business and Industrial Economics” for Management Engineering (*course held in English*, II sem., 10 CFU).

-Professor of “Economia dei Servizi e delle Reti I” for Ing. Elettrica, Ing. delle Telecomunicazioni and Ing. Informatica (I sem., 5 CFU).

### **2014-2015**

-Professor of “Business and Industrial Economics” for Management Engineering (*course held in English*, II sem., 10 CFU).

-Professor of “Economia dei Servizi e delle Reti I” for Ing. Elettrica, Ing. delle Telecomunicazioni and Ing. Informatica (I sem., 5 CFU).

From the academic year **2009-2010** up to **2013-2014** he held the following courses:

-Professor of “Economia dei Servizi e delle Reti I” for Ing. Elettrica, Ing. delle Telecomunicazioni and Ing. Informatica (I sem., 5 CFU).

-Professor of “Economia dei Servizi e delle Reti 2” for Ing. Gestionale (II sem., 5 CFU, corso integrato con “Economia dei Servizi e delle Reti 1” per un totale 10 CFU).

### **2008-2009**

-Professor of “Economia dei Servizi e delle Reti I” for Ing. Elettrica (I sem., 5 CFU).

-Professor of “Economia dei Servizi e delle Reti” for Ing. Gestionale and Ing. Informatica (II sem., 10 CFU).

### **2007-2008**

-Professor of “Economia dei Servizi e delle Reti I” for Ing. Elettrica (I sem., 5 CFU).

-(Assistant) Professor for “Economia dei Servizi e delle Reti” for Ing. Gestionale and Ing. Informatica (II sem., 10 CFU).

### **2006-2007**

-Professor of “Economia dei Servizi e delle Reti I” for Ing. Elettrica (I sem., 5 CFU).

-(Assistant) Professor for “Economia dei Servizi e delle Reti” for Ing. Gestionale and Ing. Informatica (II sem., 10 CFU).

#### **2005-2006**

-Professor of “Economia dei Servizi e delle Reti I” for Ing. Elettrica (I sem., 5 CFU).

-Professor of “Economia e Organizzazione Aziendale B” for Ing. Elettrica (II sem., 5 CFU, Laurea Triennale).

-(Assistant) Professor of “Economia dei Servizi e delle Reti” for Ing. Gestionale and Ing. Informatica (II sem., 10 CFU).

#### **2004-2005**

- Professor for “Economia dei Servizi e delle Reti I” for Ing. Elettrica (I sem., 5 CFU).

- Lecturer for seminars in “Economia e Organizzazione Aziendale” for Ing. Elettronica (I sem., 10 CFU, Laurea Triennale).

- Lecturer for seminars in “Economia dei Servizi e delle Reti” for Ing. Gestionale and Ing. Informatica (II sem., 10 CFU).

#### **2003-2004**

-Lecturer for seminars in “Economia del Cambiamento Tecnologico” for Ing. Gestionale (I sem., 10 CFU).

-Lecturer for seminars in “Economia dei Servizi e delle Reti I” for Ing. Elettrica (I sem., 5 CFU).

-Lecturer for seminars in “Economia dei Servizi e delle Reti” for Ing. Gestionale (II sem., 10 CFU).

#### **2002-2003**

-Lecturer for seminars in “Economia del Cambiamento Tecnologico” for Ing. Gestionale (I sem., 10 CFU).

-Lecturer for seminars in “Economia Applicata all’Ingegneria”(II sem., 10 CFU) (for the Faculty of Engineering at the University of Pavia).

#### **2001-2002**

- Lecturer for seminars in “Economia del Cambiamento Tecnologico” for Ing. Gestionale (I sem., 10 CFU).

-Lecturer for seminars in “Economia Applicata all’Ingegneria”(II sem., 10 CFU) (for the Faculty of Engineering at the University of Pavia).

*Since 2002 he has been supervisor or co-supervisor of several theses in the Laurea Specialistica-Magistrale for Management Engineering at the Politecnico di Milano and at the Alta Scuola Politecnica (honor program of Politecnico di Milano and Politecnico di Torino) on topics related to entrepreneurship, corporate and entrepreneurial finance, industrial organization, innovation and network economics.*

#### **b) Post-Graduate Teaching**



Since 2002, on a continuous basis, he has taught topics related to Entrepreneurship, Industrial Organization, Regulation, Innovation and Network Economics in several master courses, including:

**Business School MIP (Politecnico di Milano):**

- Master in Business Administration
- International i-Flex Master in Business Administration
- i-Flex Master in Business Administration
- Executive Master in Business Administration-ICT
- International Master in Business Administration
- Executive Master in Business Administration
- Master in Private Equity
- Mebs
- Medir

University of Pavia:

- Master ESAS

*He has been an Executive Teacher in several Corporate Courses* at Telecom Italia (Scuola Superiore Guglielmo Reiss Romoli and TiLab), Sirti, Snam Rete Gas (ENI Group).

**c) PhD Teaching, PhD Supervision and PhD related services**

*Teaching*

He held lectures on topics related to Industrial Organization at the PhD in "Management, Economics and Industrial Engineering" of Politecnico di Milano.

For the academic years 2013-2014, 2014-2015, 2015-2016, 2016-2017, 2017-2018, 2018-2019, 2019-2020, 2020-2021, 2021-2022, he was (and still is) a co-lecturer of the course (5CFU, in **English**) in "Academic publishing" at the PhD in "Management, Economics and Industrial Engineering" of Politecnico di Milano (jointly with other colleagues). **For the academic years 2016-2017 and 2017-2018, 2019-2020, 2021-2022 he has been the responsible of the course.**

*The course aims at developing the writing skills of PhD students in social science, encompassing different epistemological approaches. Starting from the conceptualization of papers, the course enters in the literature review and theorizing, then moving across the diverse stages of paper development, including qualitative and quantitative methodologies. It also tackles the typical challenges a scientific paper goes through, i.e. the refereeing process, offering students useful tips taken from real experience on how to deal with these issues.*

*PhD Students Supervision*

He is (or was) supervisor in the "PhD in Management, Economics and Industrial Engineering" of Politecnico di Milano of the following doctoral students:

- **Samuele Murtinu** (2008-2011). SIPD (Scuola Interpolitecnica di Dottorato: Politecnico di Torino, Politecnico di Milano and Politecnico di Bari): a) PhD (European Doctorate) cum laude in Economics of Innovation and Technology Management, 2011; b) PhD cum laude in Management, Economics and Industrial Engineering, Politecnico di Milano, 2011.

Dissertation Title: "The Evaluation of Technology Policies towards High-Tech Entrepreneurship through Treatment Effects Methodologies" (co-supervision with Massimo G. Colombo). He is now Full Professor at the University of Utrecht.

- **Boris Mrkajic** (2012-2015). SIPD (Scuola Interpolitecnica di Dottorato: Politecnico di Torino, Politecnico di Milano and Politecnico di Bari). Dissertation Title: "Entrepreneurship and Innovation Dynamics in Environmentally Sustainable Sectors" (co-supervision with Paola Garrone). He is now a Senior Consultant at Pwc (Copenhagen).
- **Gresa Latifi** (2015-2019). PhD in Management, Economics and Industrial Engineering, Politecnico di Milano. Dissertation Title: "Venture Capital and Institutions". She is now Post-Doc at the TUM (Technical University of Munich).
- **Emanuele Giraudo** (2015-2019). PhD *cum laude* in Management, Economics and Industrial Engineering, Politecnico di Milano. Dissertation Title: "Determinants of Innovative Entrepreneurship and the role of Policy Interventions". He is now Associate Consultant at Boston Consulting Group.
- **Mattia Pedota** (2019-2022). PhD *cum laude* in Management, Economics and Industrial Engineering, Politecnico di Milano. Main Theme: "Dynamics of sociotechnical interdependence in the Fourth Industrial Revolution" (co-supervision with Lucia Piscitello).
- **Gianluca Tartaglia** (2022-). PhD in Management, Economics and Industrial Engineering, Politecnico di Milano. Main Theme: "Artificial Intelligence and Innovation" (co-supervision with Mattia Pedota).

#### *Other related services*

**He has been a Member in the Commission for Final Defense of PhD theses (VIVA)** in the following PhD programmes:

-PhD in "Technology Management" of Università di Bergamo (2010: XXII cycle).

-PhD in "Management, Economics and Industrial Engineering" of Politecnico di Milano (2012: XXIII and XXIV cycle).

-PhD in "Management, Economics and Industrial Engineering" of Politecnico di Milano (2014: XXV and XXVI cycle).

-PhD in "Management, Economics and Industrial Engineering" of Politecnico di Milano (2016: XXVIII and XXIX cycle).

**-Since 2012 he is MEMBER of the "COLLEGIO DOCENTI" (Scientific Advisory Board) of the "PhD in Management, Economics and Industrial Engineering" of Politecnico di Milano.**

-From 2012-2015 he was responsible for the area of Applied Economics in the Department of Management, Economics and Industrial Engineering of Politecnico di Milano for the recruiting of PhD students to the Program in European Doctorate in Industrial Management (EDIM).

-June and July 2013: MEMBER of the appointed commission for admission to the PhD in Management, Economics, Industrial Engineering (XXIX Ciclo).

#### *Doctoral Summer School Teaching*

He has been a Lecturer on “R&D, Policy and Growth” at the AiIG 2013 Summer School “*Innovation, Management and Sustainability*”, 16-20 September, Brixen, Italy.

He was a panelist in the roundtable on “Historical Perspectives: the Trajectory of Management Engineering Education” at the XXX edition of the AiIG 2022 Summer School “*It’s not about Teaching, it’s about Learning*”, 13-16 September, Bergamo, Italy.

*-Since 2019 he is MEMBER of the “COMITATO DI DIREZIONE” (Steering Committee) of the “PhD in Management, Economics and Industrial Engineering” of Politecnico di Milano.*

#### **d) MOOC**

In collaboration with UNCTAD (the United Nations Conference on Trade and Development), he projected and taught the MOOC entitled “Designing and Implementing Effective Entrepreneurship Policies” (EEP101), freely available on the Polimi dedicated platform, [www.pok.polimi.it](http://www.pok.polimi.it).

*The course is targeted to policy makers, policy influencers, public servants and administrative officials who at various levels are interested in entrepreneurship dynamics and are responsible for the design and the implementation of related policies.*

### **MISCELLANEOUS INFORMATION**

#### **NATIONAL SCIENTIFIC ABILITATION FOR FULL PROFESSORSHIP**

**(ABILITAZIONE SCIENTIFICA NAZIONALE per PROFESSORE UNIVERSITARIO DI PRIMA FASCIA) in:**

##### **Achieved in 2012 (1° round)**

***Sector 09/B3 –Business and Management Engineering*** (Ingegneria Economico-Gestionale) from 23/01/2014 to 23/01/2020; renewed on 2016 (BANDO D.D. 1532/2016) and valid from 06/08/2018 to 06/08/2024.

***Sector 13/A1 –Economics*** (Economia Politica) from 19/11/2018 to 19/11/2024.

***Sector 13/A2 –Economic Policy*** (Politica Economica) from 18/12/2013 to 18/12/2019.

***Sector 13/A4 –Applied Economics*** (Economia Applicata) from 18/12/2013 to 18/12/2019.

### **ADMINISTRATIVE/MANAGEMENT DUTIES**

**From 01/12/2014 to 30/11/2020 he was the Dean of the Graduation Day in Management Engineering of the Politecnico di Milano.** (“Presidente della Commissione Unica per gli Esami di Laurea e di Laurea Magistrale in Ingegneria Gestionale del Politecnico di Milano”).

**From 25/01/2023 to 31/12/2025 he is an elected Member of the Steering Committee of the Department of Management, Economics and Industrial Engineering of the Politecnico di Milano.** (“Componente della Giunta del Dipartimento di Ingegneria Gestionale del Politecnico di Milano”).

### **MEDIA COVERAGE (of Research output)**

“Un’agenda di riforme all’UE per aiutare le startup, così le Università vogliono cambiare il futuro”.  
By Valentina Ferrero in *Diario del Web*, 17/10/2017. Available at:  
[https://www.diariodelweb.it/innovazione/articolo/?nid=20171017\\_456270](https://www.diariodelweb.it/innovazione/articolo/?nid=20171017_456270)

“Startup in Europa, Politecnico partecipa a FIRES” (Startups in Europe, Politecnico participates in FIRES). Agenzia di stampa *Italpress*, 02/10/2017. Available at: <http://www.italpress.com/politecnico-milano/start-up-in-europa-politecnico-partecipa-a-fires>

“Grilli (Polimi): "In Italia le startup innovative più longeve"” (The Italian innovative startups do not die). By Mila Fiordalisi in *Corriere delle Comunicazioni*, 12/17/2015. Available at: [http://www.corrierecomunicazioni.it/digital/38586\\_grilli-polimi-in-italia-startup-innovative-piu-longeve-che-altrove.htm](http://www.corrierecomunicazioni.it/digital/38586_grilli-polimi-in-italia-startup-innovative-piu-longeve-che-altrove.htm).

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“I soldi pubblici non aiutano le startup: con i privati crescono il 60% in più” (Public money does not help startups: with private monies they grow the 60% more), *StartupItalia!*, 9/24/2014.

James Mawson “Investing in disruption”. *Global University Venturing*, 7/30/2013. Available at: <http://www.globaluniversityventuring.com/article.php/2843/investing-in-disruption>.

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James Mawson “Corporates fail to help portfolio companies”. *Global Corporate Venturing*, 10/31/2011.

## **RESPONSIBLE FOR POST-DOC POSITIONS**

Politecnico di Milano- “Finanziamento esterno delle giovani imprese ad alta tecnologia: Effetti sulle performance e complementarietà tra politiche pubbliche e venture capital” (from 01/02/2011 to 31/01/2012). POST-DOC POSITION COVERED BY: Dr. Ognjenka Zrilic.

Politecnico di Milano- “Istituzioni, capitale umano e venture capital e imprenditorialità innovativa” (from 16/01/2016 to 15/05/2018). POST-DOC POSITION COVERED BY: Dr. Boris Mrkajic.

Politecnico di Milano- “Innovation dynamics in the fourth industrial revolution: The impact of Industry 4.0 technologies on innovation dynamics and market outcomes” (from 1/11/2021 – 30/10/2022). POST-DOC POSITION COVERED BY: Dr. Mattia Pedota.

## **ORGANIZATION AND RESPONSABILITY OF SCIENTIFIC EVENTS**

- **Track Organizer** (with Alice Civera, Alessandra Colombelli, Davide Hahn, Azzurra Meoli) of “*Towards a multifaceted perspective on the relationship between Higher Education Ecosystems and different manifestations of entrepreneurship*” at the **AiIG Scientific Meeting 2022**, Rome, 20-21 October, 2022.
- **Scientific Committee Member and Chief Organizer of the VICO International Conference** “Entrepreneurial Finance: the Real Impact”, sponsored by the European Commission under the 7th Framework Program, Milano-Stresa June 30- July 01, 2011.
- **Track Organizer** (with Elisa Ughetto, Giuseppe Scellato, Silvio Vismara) of “*Finance for innovation and high-tech entrepreneurship*” at the **AiIG Scientific Meeting 2013**, Milan, 17-18 October, 2013.
- **Scientific Committee Member and Chief Organizer of the International Eu-SPRI Forum Early Career Researcher Conference**: “Sowing the seeds of the future: The financing of tomorrow’s innovations” in Bergamo, Italy, 24-26 June, 2015.
- **Track Organizer** (with Tommaso Minola, Alessandra Colombelli) of “*New approaches on innovative start-ups: heterogeneity, social embeddedness and strategic innovation*” at the **AiIG Scientific Meeting 2016**, Bergamo 13-14, October, 2016.
- **Local Academic Committee Member of the EIBA (European International Business Academy) Conference 2017**, Politecnico di Milano, Milan, 14-16 December, 2017.
- **Scientific Committee Member of the ACSB (Asia Council for Small Business) 6<sup>th</sup> Asian SME Conference**, Tokyo, 10-13 September, 2018.
- **Scientific Committee Member and Co-Organizer of the Paper Development Workshop** “Innovative start-ups and policy initiatives: heterogeneity, impact and implications”, 17-18 January 2019, Politecnico di Torino, Castello del Valentino.

## ASSOCIATIONS

He is (or has been) member of the following scientific institutions/ associations:

- Società Italiana degli Economisti (SIE).
- Centro Interdipartimentale di Ricerca sull’Economia delle Telecomunicazioni del Politecnico di Milano (CIRET).
- Associazione Amici di Economia e Politica Industriale.
- Associazione Italiana Ingegneria Gestionale (AiIG).
- International Telecommunications Society (ITS).
- European Association for Research in Industrial -Economics (EARIE).
- Strategic Management Society (SMS).
- European Network for Communication & Information Perspectives (ENCIP).
- European Economic Association (EEA).
- Royal Economics Society (RES).
- European Council for Small Business and Entrepreneurship (ECSB).
- International Industrial Organization Society (IIOC).
- American Economic Association (AEA).
- Western Economic Association International (WEAI).
- Since 2013 is a Founding Scholar of the Entrepreneurship Research Society.
- Since 2015 on behalf of the Swedish Entrepreneurship Forum, the Research Institute of Industrial Economics (IFN) and VINNOVA (Swedish Governmental Agency for Innovation Systems), is an

invited member to nominee candidates for the *Global Award for Entrepreneurship Research* (Prize sum of c.a. 100,000 Euro).

## HONOURS AND AWARDS

- “Best paper award”, R&D Management Conference 2018, Milan, 2-4 July 2018; for the paper “Entrepreneurship policy and the financing of young innovative companies: evidence from the Italian Startup Act” (with Emanuele Girauo and Giancarlo Giudici). Selected among more than other 400 studies.
- Award of the title of Visiting Professor in SPRU- Science and Technology Policy Research in the School of Business, Management and Economics of the University of Sussex, UK (from 2 May 2014 to 30 June 2014). Official Vice-Chancellor’s letter of appointment 16 January 2014.
- “Best paper award Giorgio Pagliarani 2010”, XXI Riunione Scientifica Annuale AiIG, L’Aquila, 14 October 2010; for the paper “Chi Cerca un Finanziamento VC? Chi lo Ottiene? Il Doppio Processo di Selezione tra Venture Capital e NTBF Italiane” (with Fabio Bertoni and Diego Dadda).
- **Invitation to give the "Key note address" at the 32° Annual Meeting of the Japan Academy of Small Business Studies (JASBS), Kaetsu University (Tokyo), 22-23 September 2012** [in previous editions the honour has been reserved to prominent international scholar in the field of entrepreneurship studies, including David B. Audretsch (26° Meeting), Robert Blackburn (22° Meeting), William Bygrave (30° Meeting)].
- Invitation to give a "Key note speech" at the international conference "Entrepreneurship and Economic Development: Assessing the Effectiveness of Public Policies", jointly organized by the University of Bari and the American Studies Center, to be held in Bari (Italy), 4-5 October 2018 [other two key note speakers invited: David B. Audretsch and Bronwyn H. Hall].
- PhD Supervisor (“PhD in Management, Economics and Industrial Engineering”, Politecnico di Milano) of the thesis of Samuele Murtinu (2008-2011): the Dissertation ranked among the top 10 (out of 155 candidates) in the “International Society for Professional Innovation Management (ISPIM)-Wiley Innovation Dissertation Award”.
- The paper "Entrepreneurship policy and the financing of young innovative companies: evidence from the Italian Startup Act", co-authored with Emanuele Girauo and Giancarlo Giudici won the “Best Young Scholar Paper” at the Herrenhausen Conference on "The New Role of the State for the Emergence and Diffusion of Innovation", Hanover, February 20-22, 2019.

## THIRD MISSION

### **From 2014 till 2018: (pro-bono) consultancy support to national policy making**

*Appointed in 2014 by the Italian Ministry of Economic Development (MISE) as an independent Member of the National Committee on the “Monitoring and Evaluation of National policies for the Eco-system of Italian Innovative Start-ups” (National law no. 221/2012, Decreto Ministeriale 31 Gennaio 2015: “Nomina Membro Comitato Tecnico per il monitoraggio e la valutazione delle politiche a favore delle startup innovative”).*

*As unique representative of the Italian public university system, the appointment was renewed by the Italian Ministry of Economic Development (MISE) in the year 2015, with an enlarged focus on innovative SMEs (National law no. 33/2015): “Monitoring and Evaluation of National policies for the Eco-system of Italian Innovative Start-ups and SMEs” (Decreto Ministeriale 4 Settembre 2015: “Nomina Membro Comitato Tecnico per il monitoraggio e la valutazione delle politiche a favore delle startup innovative e delle PMI innovative”).*

The Committee was formed by 10 members, with representatives from the Ministry of Economic Development (3 members); the Italian Union of Chambers of Commerce (2); ISTAT, i.e. the National Institute of Statistics (3); CONSOB, i.e. the Public authority responsible for regulating the Italian financial markets (1), and **Luca Grilli** as expert from the University. All members participated on a 'pro-bono' basis.

The aforementioned laws assign to the Committee the role of evaluating the specific measures and the general effectiveness of the policy measures implemented for the sustainment of the innovative start-ups and SMEs in Italy.

These measures include several dimensions, ranging from entry administrative deductions to tax relief on external equity investments, passing through privileged access to State loan-guaranteed schemes and habilitation to launch equity crowdfunding campaigns. A brief synopsis of the law (and a comparison with legislation in other EU Member States) is available in the 2016 Startup Nation Scoreboard published by the European Digital Forum (see short link <http://bit.ly/1QZL2SH>).

A more complete description of the eligibility criteria and the related support measures are available on the governmental website of MISE (<http://www.mise.gov.it>). In this domain, the Committee has collaborated to the writing of the Annual Reports made by the Minister of Economic Development to the Italian Parliament on the implementation of regulations in support of the ecosystem of Innovative startups and SMEs.

Reports for the years 2014, 2015 and 2016 can be found (in Italian and English) at the Minister of Economic Development website.

***Luca Grilli was invited by the Minister's Office to intervene in the official launch of the 2015 Report, on a conference held on December 16th 2015.***

### **Scientific Consultancy and Advisory services for International Research Centers and Think Tanks**

***Appointed by the Center for Innovation, Technology and Policy Research, IN+IST (Universidade de Lisboa) from May 8<sup>th</sup> to May 12<sup>th</sup> 2017 as Scientific Advisor*** in order to assess and discuss the research activity of the Center in the fields of innovation, entrepreneurship and industrial dynamics. The consultancy activity involves ad-hoc discussions with members of the Center on current research lines/projects/outputs, strategies in terms of international research partnerships and future research directions.

***For two times, in the year 2017 and 2018, he was Chairman of the Jury for the EWB Youth Business Challenge "Start-ups for Sustainable Development Goals" promoted by the United Nations Conference on Trade and Development (UNCTAD).*** The Jury selected 2 winners who participated to the Youth Entrepreneurship Pitching Event in the years 2018 and 2019, which took place in November in Geneva (Switzerland), during the Global Entrepreneurship Week.

***In 2018-2019 he was Advisor for the Think20 (T20)*** under invitation by the Research Institute of Economy, Trade and Industry (RIETI), Tokyo, Japan. T20 is a network of research institutes and think tanks from the G20 countries to provide research-based policy advice to the G20 in form of Policy Briefs developed within thematic Task Forces.

In 2022 he was appointed as ***Member of the (sub-)Panel in Economics and Business*** for the Periodic assessment of Research, Development, Artistic and other Creative Activities by ***the Ministry of Education, Science, Research and Sport of the Slovak Republic*** for the evaluation period 2014-2019 (Slovak Research Excellence Framework).