

## CURRICULUM VITAE

### PERSONAL INFORMATION

Family name, First name: FRANZONI, Chiara

Researcher unique identifier: <https://orcid.org/0000-0002-6092-0074>

Date of birth: March 8, 1975

Nationality: Italian

Married, two children, Emma and Gilberto.

URL of personal website: <http://www.efi.polimi.it/chiara-franzoni/>

I completed my doctoral studies in Italy, with a thesis on academic entrepreneurship and technology transfer. After the PhD, I pursued a specialization in Economics of Science, under Prof. Paula Stephan (Andrew Young School of Policy Studies-GSU, & NBER). Economics of Science has since become my key area of specialization. In 2010, I joined the group of Entrepreneurship Innovation and Finance (chaired by Prof. Massimo G. Colombo), at Polytechnic University of Milan, the largest and most prestigious technical school of the country. I became Associate Professor and Director of one Master Program in 2014.

### • EDUCATION

1994                      Master Degree in Economics, University of Brescia, Italy.

2005                      PhD, Economics and Management of Technology, University of Bergamo, Italy  
(supervisor: Prof. Mario Calderini)

### • CURRENT POSITION

*Associate Professor of Business Economics*, School of Management, Polytechnic University of Milan, Italy  
*Academic Director*, Master in Innovation and Entrepreneurship MIP-Graduate School of Business

### • PREVIOUS POSITIONS

2005 – 2006            *Post-doc*, Andrew Young School of Policy Studies, Georgia State University, USA with  
the scholarship of Fondazione Eni (Rome).

2008 – 2010            *Post-doc*, Polytechnic University of Turin, Italy.  
*Research fellow*, BRICK, Collegio Carlo Alberto, Italy

2010 – 2014            *Assistant Professor*, School of Management, Polytechnic University of Milan, Italy

2015                      *Invited Professor*, Munk School of Global Affairs, University of Toronto, Canada

### • SUPERVISION OF GRADUATE STUDENTS AND POSTDOCS

2011-                    2 Postdocs / 3 PhD students / 40 Master Students

I joined the Faculty of the PhD school in 2011. Since then, I supervised the PhD work of Ali Mohammadi (completed 2014, now at CBS, Denmark) and Vincenzo Butticiè (completed 2017, now at Polimi, Italy). In addition to the formal supervisions, I co-supervised or advised the work of 4 other PhD students (two ongoing) and of 2 postdoctoral scholars (one ongoing). I regularly advise approximately 5-8 master thesis students at my institutions.

### • TEACHING

I currently teach two courses in academic curricula and two courses in executive/professional education at the business school of my institution. In the past, I taught or co-taught several other courses in Economics of Innovation at my institution and elsewhere. In 2014 I have lead the program development and implementation of the Master program in *Innovation & Entrepreneurship* at MIP Graduate School of Business, the Business School of my institution. I have been the Scientific Director since then, with a staff of 3 people.

2019 -                    *Economics of Intellectual Property Rights, of M.Sc. Management Eng. (200 students)*

2014-                    *Markets and Technology of the Future, MIP Bus. School (35 students)*

2012-                    *Economics and Business Administration, Ba. Electronic Eng., since 2012 (180 students)*

2011-                    *Intellectual Property Rights, MBA, Executive & Corporate, MIP Bus. School (30 students)*

- **PRIZES AND HONORS**

*Richard R. Nelson Prize*

To be awarded February 27, 2020 in UC-Berkeley for best papers published in *Research Policy* over a 4-year period.

*2014 DRUID Conference*

*Best Paper Award*. Copenhagen, Denmark.

*Emerald Citation of Excellence*

for relevant research in 2009 and 2015

*2008 Acad. of Innovation and Entrepreneurship*

Best Paper Award, Beijing, China.

- **ORGANISATION OF SCIENTIFIC MEETINGS**

In 2007, I was one of the initiators (with Aldo Geuna) of the annual workshop “The Organization, Economics and Policy of Scientific Research”, then at Collegio Carlo Alberto and now at its 14<sup>th</sup> edition. Since then, I was involved in the organization of the following (selected) workshops: *Path-breaking innovation. Understanding, managing and providing support for continuous radical change in science and innovation* (Milan, 2012), *Universities as Engines for Growth* (Bologna, 2014), *Entrepreneurial Finance Association* (Milan, 2017).

- **INSTITUTIONAL RESPONSIBILITIES**

At my institution I serve in the Advisory Board of the PhD School since 2014.

I am regularly involved in recruiting committees of PhDs (2011-14; 2019) and faculty (2015; 2017; 2019).

- **NATIONAL COMMITTEES**

2017- Member of the Expert Board on Intellectual Property and Counterfeiting with the purpose to define a scientific methodology for the studies of the impact of counterfeiting on GDP and employment, Ministry of Economic Development (MISE), Rome, Italy.

- **REVIEWING ACTIVITIES**

Grant proposal reviewer: Italian Ministry of Research; Austrian Academy of Sciences (Österreichische Akademie der Wissenschaften); Swiss Research Foundation; Israel Science Foundation.

Guest (ad-hoc) editor of special issues in the *Journal of Technology Transfer* (with M.G. Colombo and R. Veugelers), and *Industrial and Corporate Change* (with C. Antonelli and A. Geuna).

Article reviewer: I do reviewers work for several journals, including (on a regular basis): *Science, Research Policy, Management Science, Journal of Technology Transfer, Industrial and Corporate Change, Entrepreneurship Theory and Practice, Small Business Economics, Journal of Business Venturing*.

- **KEYNOTE SPEECHES**

The following are recent keynote speeches that I was invited to give in international meetings.

- *Fostering High-Risk High-Gain Research*. Technology Transfer Society Conference, Toronto, 27 Sept 2019

- *Risk Taking in Science*, Chair address, Adv. the Science of Science Funding Meeting, NBER, 18 July 2019

- *Crowdfunding scientific research*. OECD Workshop. Digital Technology for Sc. & Inn. Oslo, 5 Nov 2018.

- *Scientists on the move*. Parallel keynote. DRUID Conference, New York, 14 June 2017.

- **MEMBERSHIPS OF SCIENTIFIC SOCIETIES**

*Science of Science Funding* (<https://projects.nber.org/drupal/SOSF>), National Bureau of Economic Research (NBER), sponsored by the Alfred P. Sloan Foundation, devoted to improving the understanding of effective methods of supporting scientific research. Since 2016 I have been an active member in the organization of panels, chair of session and contribution of research.

*American Association for the Advancement of Science* (AAAS), member since 2010.

## • MAJOR COLLABORATIONS

*Prof. Paula Stephan, Andrew Young School of Policy Studies (GSU) & NBER.* I currently work with Paula on understanding and characterizing High Risk/Gain in science.

*Prof. Anders Brostrom, KTH, Sweden.* I currently work with Anders on Reviewers' background and the accuracy of reviews, with a database of grants assigned by the Strategic Research Foundation of Sweden.

*Prof. Valentina Bosetti, Bocconi University, Italy.* I will work with Valentina on protocols for the Elicitation of Expert-Based Forecasting in Peer Review.

*Prof. Cristina Rossi Lamastra, Polytechnic University Milan.* I work with Cristina on women participation to competitive funding for science.

*Prof. Henry Sauermann at ESTM (Germany).* I currently work with Henry on citizens involvement and Crowdfunding of resources for scientific research.

Past collaborations: I have recently worked with *Prof. Massimo G. Colombo*, Chair of the Entrepreneurship, Finance and Innovation group at my institution, *Polytechnic University Milan*, on Crowdfunding as a means of collection of Entrepreneurial Finance for high-tech startups.

I had a long-term collaboration with *Prof. Giuseppe Scellato* at *Polytechnic University of Milan* (where I have worked in the past) on International Mobility of scientists, Academic Patenting, and Intellectual Property Rights.

Other recent or ongoing international collaborations: *Daniela Defazio, Mark Lorenzen, Ali Mohammadi.*

## • PUBLICATIONS

### Overview of bibliometric record:

H-Index: 21

Citations in GoogleScholar: 2,764

Citations in WoS: 877

### Articles in International Refereed Journals (from the most recent)

- Vincenzo Buttice, Federico Caviggioli, Chiara Franzoni, Giuseppe Scellato, Piotr Stryszowski, Nikolaus Thumm, "Counterfeiting in Digital Technologies: An empirical analysis of the economic performance and innovative activities of affected companies". *Research Policy*, forthcoming.
- Daniela Defazio, Chiara Franzoni, Cristina Rossi-Lamastra (2020). "How Pro-social Framing Affects the Success of Crowdfunding Projects: The Role of Emphasis and Information Crowdedness". *Journal of Business Ethics*, DOI:[10.1007/s10551-020-04428-1](https://doi.org/10.1007/s10551-020-04428-1).
- Henry Sauermann, Chiara Franzoni, Kourosh Shafi (2019). "Crowdfunding scientific research. Descriptive insights and correlates of crowdfunding success". *PlosOne*. January 4, 2020. <https://doi.org/10.1371/journal.pone.0208384>
- Chiara Franzoni, Giuseppe Scellato, Paula Stephan (2018). "Context Factors and the Performance of Mobile Individuals in Research Teams". *Journal of Management Studies*, 55(1):27-59.
- Ali Mohammadi, Anders Broström, Chiara Franzoni (2017). "Workforce Composition and Innovation: How Diversity in Employees' Ethnic and Educational Backgrounds Facilitates Firm-Level Innovativeness". *Journal of Product Innovation Management*, 34(4):406-426.
- Chiara Franzoni, Cristina Rossi-Lamastra (2017). "Academic tenure, risk-taking and the diversification of scientific research". *Industry & Innovation*, 24(7):691-712.
- Paula Stephan, Chiara Franzoni, Giuseppe Scellato (2016). "Global Competition for Scientific Talent: Evidence from Location Decisions of PhDs and Postdocs in 16 Countries". *Industrial and Corporate Change*, 25(3): 457-485.
- Massimo G. Colombo, Chiara Franzoni, Cristina Rossi-Lamastra (2015). "Internal Social Capital and the Attraction of Early Contributions in Crowdfunding". *Entrepreneurship Theory and Practice*, 39(1):75-100.
- Giuseppe Scellato; Chiara Franzoni, Paula Staphan (2015). "Migrant Scientists and International Networks". *Research Policy*, 44(1):108-120.
- Paula Stephan, Chiara Franzoni, Giuseppe Scellato (2015). "International Competition for PhDs and Postdoctoral Scholars: What Does (and Does Not) Matter". *Innovation Policy and the Economy*, 15(1): 73-113.
- Massimo G. Colombo, Chiara Franzoni, Reinhilde Veugelers (2015). "Going Radical: Producing and Transferring Disruptive Innovation". *Journal of Technology Transfer*, 40:663-669.

- Henry Sauermann, [Chiara Franzoni](#) (2015). “Contribution Patterns in Crowd Science: Quantitative Evidence from Multiple Projects”. *Proceedings of the National Academy of Sciences (PNAS)*, 112(3):679-684.
- [Chiara Franzoni](#), Giuseppe Scellato, Paula Stephan (2014). “The Mover's Advantage: The Superior Performance of Migrant Scientists”. *Economics Letters*. 122:89–93.
- [Chiara Franzoni](#), Henry Sauermann (2014). “Crowd Science: The Organization of Scientific Research in Open Collaborative Projects”. *Research Policy*. 43(1):1-20.
- Ali Mohammadi, [Chiara Franzoni](#) (2014). “Inventor's Knowledge Set as the Antecedent of Patent Value”. *Industry & Innovation*. 21(1):65-87.
- Enrico Forti, [Chiara Franzoni](#), Maurizio Sobrero (2013). “The Effect of Patenting on the Networks and Connections of Academic Scientists”. *Research Policy*. 42(8):1378-1388.
- [Chiara Franzoni](#), Giuseppe Scellato, Paula Stephan (2012). “Foreign Born Scientists: Mobility Patterns for Sixteen Countries”. *Nature Biotechnology*. 30(12):1250-1253.
- [Chiara Franzoni](#), Giuseppe Scellato, Paula Stephan (2011). “Changing Incentives to Publish”. *Science*. August 5 2011, 333, 702.
- [Chiara Franzoni](#), Giuseppe Scellato (2011). “Academic Patenting and the Consequences for Academic Research”. *Australian Economic Review*. 44(1):95-101.
- Cristiano Antonelli, [Chiara Franzoni](#), Aldo Geuna (2011). “The Organisation, Economics and Policy of Scientific Research. What do we know and what we don't”. *Industrial and Corporate Change*. 20(1):201-213.
- [Chiara Franzoni](#), Giuseppe Scellato (2010). “The grace period in international patent law and its effect on the timing of disclosure”. *Research Policy*. 39:200-213.
- [Chiara Franzoni](#) (2009). “Do Scientists Get Fundamental Research Ideas by Solving Practical Problems?”. *Industrial and Corporate Change*. 18:671-699.
- Mario Calderini, [Chiara Franzoni](#), Andrea Vezzulli (2009). “The Unequal Benefits of Academic Patenting for Science and Engineering Research”. *IEEE Transactions on Engineering Management*. 56(1):16-30.
- [Chiara Franzoni](#), Christopher Simpkins, Baoli Li, Ashwin Ram (2010). “Using Content Analysis to Investigate the Research Paths Chosen by Scientists Over Time”. *Scientometrics*. 83(1):321-335.
- Mario Calderini, [Chiara Franzoni](#), Andrea Vezzulli (2007). “If Star Scientists do not patent. The Effect of Productivity, Basicness and Impact on the Decision to Patent in the Academic World”. *Research Policy*. 36(3):303-319.
- [Chiara Franzoni](#) (2007). “Opportunity Recognition in Technology Transfer Organizations. Five Case Studies from UK and Italy”. *International Entrepreneurship and Management Journal*. 3(1), 51-67.

#### Chapters in International Edited Books

- Francesca Tenca, [Chiara Franzoni](#), (2019). “Crowdfunding: Risk, Fraud and Regulation”. In H. Landström, A. Parhankangas, C. Mason (Eds.) *Handbook of Research on Crowdfunding*. London: Edward Elgar Publishing, ISBN: 9781788117203.
- Vincenzo Butticè, Chiara Franzoni, Cristina Rossi-Lamastra, Paola Rovelli (2018). “The Road to Crowdfunding Success: A Review of Extant Literature”. In C. Tucci, A. Afuah, G. Viscusi (Eds.) *Creating and Capturing Value Through Crowdsourcing*. New York: Oxford University Press, ISBN: 978-0-19-881622-5.
- Paula Stephan, [Chiara Franzoni](#), Giuseppe Scellato (2014). “International Competition for PhDs and Postdoctoral Scholars: What Does (and Does Not) Matter”. In Kerr B. (Ed.), *Innovation Policy and the Economy*, Annals of the NBER, 2014.
- [Chiara Franzoni](#), Giuseppe Scellato, Paula Stephan (2015). “International Mobility of Research Scientists: Lessons from GlobSci”. In Geuna A. (Ed.). *Global Mobility of Scientific Research. The Economics of Who Goes Where and Why*. Academic Press, Chapter 2, pp. 37-67. ISBN 9780128016817.
- Cristiano Antonelli, [Chiara Franzoni](#), Aldo Geuna, “The Contributions of Economics to a Science of Science Policy”, in: Colombo M.G., Grilli L., Piscitello L., Rossi-Lamastra C. (Eds.) *Science and Innovation Policy for the new knowledge economy*. London: Edward Elgar, 2010, ISBN: 978 1 84844 840 7
- [Chiara Franzoni](#), Francesco Lissoni “Academic Entrepreneurs: Critical Issues and Lessons for Europe”, su Varga A. (ed.), *Universities, Knowledge Transfer And Regional Development: Geography, Entrepreneurship and Policy*. Ch. 8, London: Edward Elgar, 2009, pp.163-190 ISBN: 978-1-84542-931-7
- Mario Calderini, [Chiara Franzoni](#), “Patenting in public research. An evidence-based reflection on IPRs and the basic-

applied research trade-off”, in Santangelo G.D. (Ed.) *Technical Change and Economic Catch-up. The Role of Science and Multinationals*. London: Edward Elgar Publishing, 2005.

#### Short invited contributions

- Giuseppe Scellato, [Chiara Franzoni](#), Paula Stephan (2017). “A mobility boost for research”. *Science*. May 19, 356(6339), 694. [[short article](#)]
- Massimo G. Colombo, [Chiara Franzoni](#), Cristina Rossi-Lamastra (2015). “Cash From the Crowd”. *Science*. June 12, 348(6240): 1201. [[short article](#)]

#### Working Papers

- Vincenzo Buttice, [Chiara Franzoni](#), Mark Lorenzen, Cristina Rossi-Lamastra. “How Entrepreneurs Accumulate Social Capital: Evidence from the High-End Fashion Industry”.
- [Chiara Franzoni](#), Francesca Tenca. “Microfounding Entrepreneurial Passion”.
- [Chiara Franzoni](#), Paula Stephan. “The Meaning of Uncertainty and Risk-Aversion in Science”.
- Raffaele Mancuso, [Chiara Franzoni](#), Cristina Rossi-Lamastra “Research Funding, gendered language and the willingness to lean-in of female scientists”.

#### • **MEDIA COVERAGE OF RESEARCH (SELECTED)**

[Nature](#), January 11, 2019

[The Wall Street Journal](#), May 28, 2018

[Science](#), March 26, 2018

[Science](#), February 20, 2015

[Nature jobs](#), December 4, 2013

[Courrier International \(Le Monde\)](#), April 22, 2013

[Nature](#), October 18, 2012

[IEEE-Explore](#), September 22, 2012

[Times Higher Education](#), May 24, 2012

[Inside Higher Education](#), May 15, 2012

[The Australian](#), October 22, 2012

[Corriere della Sera](#), October 28, 2012

#### • **FUNDING RECEIVED**

Project Title	Funding source	Amount (Euros)	Period	My role
Facilitating Access to Alternative Funding ( <a href="https://altfinator.eu">https://altfinator.eu</a> )	European Commission, Call: H2020-ALTFI-2017	195,481	2018-2020 (ending April 2020)	Principle Investigator (PI) of Milan unit
Risk perception and the crowdfunding of scientific projects <a href="https://projects.nber.org/drupal/SOSF/home">https://projects.nber.org/drupal/SOSF/home</a>	Alfred P. Sloan Foundation (USA). Science of Science Funding Initiative	8,800 (USD 10,000)	2018-2020 (ending fall 2020)	Co- PI (with Henry Sauermann)
Effectiveness of IPR systems and innovation with digital technologies	European Commission, Joint Research Centre. Call: JRC/SVQ/2017/B.6/0007/NC	48,500	2017-2018	PI
Assessing the potential for crowdfunding and other forms of alternative finance to support research and innovation	European Commission, DG Research. Call: 2015/RTD/B.3/SC/PP-03061-2015	65,400	2016-2017	Project manager of Milan unit

Creativity for Innovation & Growth in Europe (CRE8TV)	European Commission, Call: FP7-SSH2012.1.1-2	246,238	2013-2015	Project manager of Milan unit
Participation Dynamics and Contributor Motives in Crowd Science Projects	Alfred P. Sloan Foundation (USA). Economics of Knowledge Contribution and Distribution	15,420 (USD 20,000)	2012-2013	Co-PI (with Henry Sauermann)

- **CAREER BREAKS**  
2010, 6-months (parental leave)  
2016, 6-months (parental leave)

January 31, 2020