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CURRENT ACADEMIC APPOINTMENTS

Free University of Bozen-Bolzano

Dec 2014– Assistant Professor of Entrepreneurship and Technology Management

Imperial College Business School

Jan 2017– Visiting researcher (affiliation)

PREVIOUS ACADEMIC APPOINTMENTS

University of Bologna

July 2013–Nov 2014 Postdoctoral researcher, Department of Management

Imperial College Business School

Sep 2012–Mar 2013 Visiting researcher

EDUCATION

University of Bologna

2010–June 2013 Ph.D. in General Management
Title: Institutional complexity and technology transfer: A theoretical and empirical analysis
Dissertation Committee: Rosa Grimaldi (University of Bologna) and Nelson Phillips (Imperial College)

University of Siena

2005–2008 M.A. in Economics and Management, *Summa cum Laude*

University of Siena

2002–2005 B.A. in Economics, *Summa cum Laude*

RESEARCH INTERESTS

Innovation
Entrepreneurship
Public-private partnerships
University-industry collaborations
Organizational dynamics

PUBLICATIONS

- [1] **Villani E.**, Linder C., & Grimaldi, R. (2018). Effectuation and causation in science-based new venture creation: A configurational approach. *Journal of Business Research*, 83, 173-185.
- [2] **Villani E.**, & Greco L. (2018). The dark side of outsourcing: the case of logistics. In Franco M., *Outsourcing*. InTechOpen. ISBN: 978-953-51-5669-7.
- [3] Crawford C., Linder C., **Villani E.**, & Lechner, C. (2018). Outlier Antecedents, Processes, and Consequences in the Emergence of New Ventures. *Frontiers of Entrepreneurship Research (FER)*. ISBN: 0-910897-43-3.
- [4] **Villani E.** (2018). *Il trasferimento tecnologico tra sfide ed opportunità: Ruoli e strategie degli intermediari. Giappichelli*. ISBN: 978-88-9211295-7, in press.
- [5] **Villani E.**, Greco L., & Phillips N. (2017). Understanding value creation in public-private partnerships: A comparative case study. *Journal of Management Studies*, 54(6), 876-905.
- [6] **Villani E.**, Rasmussen E., & Grimaldi R. (2017). How Intermediary Organizations Facilitate University-Industry Technology Transfer: A Proximity Approach. *Technological Forecasting & Social Change*, 114, 86-102.
- [7] Munari F., Rasmussen E., Toschi L., & **Villani E.** (2016). Determinants of the university technology transfer policy-mix: a cross-national analysis of gap-funding instruments. *Journal of Technology Transfer*, 41(6), 1377-1405.
- [8] Giuri P., Grimaldi R., & **Villani E.** (2014). Supporting academic entrepreneurship: cross-country evidence in Europe. *Journal of Industrial and Business Economics*, 41(4), 179-200.
- [9] **Villani E.** (2013). How external support may mitigate the barriers to university-industry collaboration. *Journal of Industrial and Business Economics*, 40(4), 117-145.
- [10] Perkmann M., **Villani E.** (2014). Qatar Carbonates and Carbon Storage Research Centre at Imperial College. In *Measuring the Impact of University-Business Cooperation. Case Studies*. Lifelong Learning Programme. European Commission, 87-94.
- [11] **Villani E.**, & Phillips, N. The role of boundary organizations in cross-field collaboration. *Academy of Management Proceedings 2015(1)*, 13067, ISSN: 2151-6561.

PAPERS UNDER REVIEW

- [12] **Villani E.**, & Phillips N. Coping with complexity: Boundary organizations and the management of logic conflicts in cross-field collaboration. *R&R Strategic Organization*.
- [13] **Villani E.**, Linder C., Lechner, C. & Petraityte, L. Corporate entrepreneurship and innovation in professional service firms: A configurational comparative analysis. *R&R European Management Review*.
- [14] **Villani E.**, & Mattiacci, A. Does product features really value for consumers? A laddering analysis on crystal tableware. *R&R Sinergie italian journal of management*.
- [15] **Villani E.**, Linder C., & Lechner, C. Efficiency in innovation processes: A look at collaborations' outcome. *Under revision International Journal of Innovation Management*.
- [16] Linder C., **Villani E.**, & Lechner, C. Too much of a good thing? Entrepreneurial Team Composition and Strategic Choice: A configurational Analysis. *Under revision Journal of Small Business Management*.
- [16] **Villani E.** The mediating role of institutional complexity in the 'structure-agency' debate: A theoretical framework. *Under revision European Management Review*.

WORKING PAPERS

- [17] Linder C., & Villani E. No clue, no knowledge, no experience but big dreams: Entrepreneurs' self-assessment bias and their future plans. *In preparation for submission.*
- [18] Farahbakhsh, S., Linder, C., & Villani E. Institutional complexity and paradoxes in open science: An empirical analysis. *In preparation for submission.*
- [19] Villani E., & Perkmann M. Inter-organizational collaborations and innovation processes. *In preparation for submission.*
- [20] Villani E., & Linder C., & Petraityte, L. Collaborating or imitating under cost pressures? A configurational analysis of professional service firms innovation strategies. *In preparation for submission.*

CONFERENCES AND WORKSHOPS

- 2017 [1] Outlier antecedents, processes, and consequences in the emergence of new ventures. **2017 BCERC Conference Colloquium**, Oklahoma, US, June 7-10.
- [2] Effectuation and causation in science-based new venture creation: A configurational approach. **AoM Annual Conference**, Atlanta, Georgia, US, August 4-8.
- 2016 [3] Coping with complexity: Boundary organizations and the management of logic conflicts in cross-field collaboration. **32nd EGOS Colloquium**, Naples, IT, July 7-9.
- [4] Heuristics and personality traits in high-risk versus low-risk decision-making. PDW 'Experimental Research in Organization Studies: Pushing the Boundaries'. **32nd EGOS Colloquium**, Naples, IT, July 7-9.
- [5] With whom are you cooperating with? Innovation and efficiency gains with different partners. **SMS Special Conference**, Rome, IT, June 5-7.
- [6] Coping with complexity: Boundary organizations and the management of logic conflicts in cross-field collaboration. **AoM Annual Conference**, Anaheim, CA, US, August 5-9.
- 2015 [7] Business models and institutional complexity: Understanding value creation in healthcare sector public-private partnerships. **Journal of Management Studies - Special Issue Paper Development Workshop**, Imperial College, London, November 9-10.
- [8] Business models and institutional complexity: Understanding value creation in healthcare sector public-private partnerships. **Workshop on Economics and Management of Public-Private Partnerships**, Venice, IT, September 13-15.
- [9] Coping with complexity: Boundary organizations and the management of logic conflicts in cross-field collaborations. **AoM Annual Conference**, Vancouver, CDN, August 7-11.
- [10] How intermediary organizations facilitate university-industry technology transfer: The importance of proximity dimensions. **AoM Annual Conference**, Vancouver, CDN, August 7-11.
- [11] How intermediary organizations facilitate university-industry technology transfer: The importance of proximity dimensions. **FinKT Final Conference, Knowledge Transfer and Entrepreneurship**, Rimini, IT, April 16-17.
- 2014 [12] How intermediary organizations facilitate university-industry technology transfer: The importance of proximity dimensions. **AiIG Scientific Meeting 2014**, Bologna, IT, October 16-17.
- [13] Managing institutional complexity in collaborations: The role of boundary organizations in managing multiple institutional logics. **30th EGOS Colloquium**, Rotterdam, NE, July 3-5.

- 2013 [14] Beyond institutional complexity: The case of different organizational success in confronting multiple institutional logics. **OTREG Meeting**, Judge Business School, Cambridge, UK, November 1.
- [15] Beyond institutional complexity: The case of different organizational success in confronting multiple institutional logics. **DRUID Summer Conference 2013**, , Barcelona, ET, June 17-19.
- [16] How external support may mitigate the barriers to university-industry collaboration. **FinKT Summer School on the Economics and Management of Intellectual Property**, Alma Graduate School, University of Bologna, Bologna, IT, June 10-14.

FORMATIVE WORKSHOPS

- 2016 [1] **“Configurational Research with QCA and CNA”** – University of Konstanz, September 26-30. Instructors: Michael Baumgartner and Alrik Thiem, University of Geneva.
- [2] **“Designing Experimental Studies”** – GGS Heilbronn, February 15-17. Instructor: Nicole Koschate-Fischer, University of Erlangen-Nuremberg.
- 2012 [3] **“Getting published in Top Tier Journals: Guidance and Insights from the Editors of AMJ and the Officers of OMT”** – Bocconi University, May 7-8.

TEACHING EXPERIENCE

Free University of Bozen-Bolzano

- 2017/2018– **Strategic Management in the Public Sector**
Master degree in Economics and Management of the Public Sector.
- 2015/2016– **Management of Public-Private Partnerships**
Master degree in Economics and Management of the Public Sector.

University of Bologna

- 2013–2014 **Economics and Business Organization** (Teaching assistant)
Degree programme in Managerial Engineering.
- 2011–2012 **Economics and Business Organization** (Teaching assistant)
Degree programme in Managerial Engineering.

RESEARCH PROJECTS AND FUNDING

- **Organizer** – Workshop on *Economics and Management of Public-Private Partnerships* (Venice, September 13-15, 2015) – Funded £ 3,000 by SAMS – Society for the Advancement of Management Studies.
- **Principal Investigator** (2015-) - *Positive heuristics and entrepreneurial team decision-making* – Free University of Bolzano – Funded € 99,000 by the Free University of Bolzano.
- **Principal Investigator** (2015-2017) – *Organizational complexity and value creation in Public-Private Partnerships: Theory and empirical evidence* – Free University of Bolzano – Funded € 5,000 by the Free University of Bolzano.
- **Member** (2015-2017) – *Entrepreneurial opportunity discovery, design choice and the theory of entrepreneurial firm: A configurational approach to complexity and non-linearity of new venture emergence* - Free University of Bolzano – Funded by the Free University of Bolzano.

- **Member** (2015-2017) – *Power law distribution in strategic management research: A meta-analysis* - Free University of Bolzano – Funded by the Free University of Bolzano.
- **Member** (2014-2015) – *When soft factors make the difference: Strategic alliances in innovation management as source of co-creating reputation for product innovation* - Free University of Bolzano – Funded by the Free University of Bolzano.
- **Member** (2013-2014) – *Financing Knowledge Transfer in Europe (FinKT)* – University of Bologna – Funded by European Investment Bank (EIB).
- **PhD Fellowship (2010-2013)**, Department of Management, University of Bologna.

PROFESSIONAL ACTIVITIES

Organization of Workshops

- Workshop on *Trasferimento tecnologico e terza missione: Sfide ed opportunità* – Bolzano, September 29-30, 2017.
- Workshop on *Economics and Management of Public-Private Partnerships* – Venice, September 13-15, 2015.

Service

- Reviewer for: Journal of Management Studies, Organization Studies, Research Policy, Technological Forecasting and Social Change, The Journal of Technology Transfer, Journal of Business Ethics, Industry and Innovation, Academy of Management Annual Meetings.

Affiliations

- AoM (OMT, TIM, ENT Divisions), EGOS, DRUID, SMS, BABSON.

INDUSTRY EXPERIENCE

CTP Tecnologie di Processo SpA

2008 – 2009 CEO and Board of Directors' secretary (*permanent contract*).
Duties: project manager, corporate policy.

CTP Tecnologie di Processo SpA

2005 – 2007 Internal Auditor (*fixed term contract*).
Duties: budgeting, Balanced Scorecard implementation, competitors analysis.

COMPETENCES AND SKILLS

Languages

- **Italian:** mother tongue
- **English:** C1 level (IELTS British Council)
- **French:** intermediate knowledge