

CURRICULUM VITAE

Marco Furlotti

Senior Lecturer

Nottingham Business School

Staff Group(s)

Academic DivisionDepartment of Management

- **Publications:** [Go to Marco Furlotti's publications](#)

Role

Marco is leader of undergraduate, graduate and post-experience graduate modules at the Nottingham Business School, also focusing on the supervision of PhD and DBA students, and on doctoral course delivery and research.

Career overview

Prior to joining NTU, Marco has been a member of faculty at the Management Department of the School of Economics and Management, Tilburg University (the Netherlands), and a visiting scholar at the Rotman School of Management in Toronto, Canada.

After completing his PhD in Business Administration and Management at the Bocconi University in Milan, with a thesis on inter-firm technology agreements, Marco also taught Organisation Theory at his Alma Mater.

Marco began his career in Italy, as a purchasing manager in the automotive industry, also becoming involved in the process of development of new products. After moving to the industrial machinery sector, he was promoted to a executive positions, from which he contributed to the negotiation of a strategic alliance with a Japanese world-leading manufacturer, and to the subsequent founding and management of a joint-venture with the same partner. Later, he moved to the Investment Banking sector. After a stint in the City of London, Marco was seconded to Tokyo for seven years by a leading European banking group, where he opened the bank's Tokyo branch and led the development of East Asia business.

Research areas

Dr. Marco Furlotti's overarching research interest focuses on how business organisations can make intelligent decisions, undertaking viable projects or ventures, when confronted with substantial uncertainty about their options or goals, including uncertainty of an epistemic kind.

Specialised areas of his research program includes organisation models for innovation and technological transfer, contracting, network governance, entrepreneurial decision-making, strategic alliances, temporary organisations, organisation design and organisational decision-making.

External activity

International Invited Presentations

Sophia University Institute, Loppiano (Florence) May 2nd, 2019

Milano, Bocconi U., 22 June 2012

Cologne Graduate School in Management, Economics and Social Sciences, 25 April 2012

KU Leuven, Dept. Managerial Economics, Strategy and Innovation. 17 June 2011

Grenoble Ecole de Management, May 5, 2007

Tilburg University, April 28, 2007

IESEG School of Management, Lille, March 3, 2007

University of Amsterdam Business School, February 25, 2007

University College Dublin, Quinn School of Business, December 19, 2007

RSM Erasmus University, Erasmus Research Institute of Management Seminar, Oct 19, 2007

Sponsors and collaborators

Marco's research projects have benefitted from the support of the Italian Ministry of Education, Universities and Research (MIUR), the Claudio Dematté Research Division of SDA Bocconi School of Management, Milano (Italy), the Stichting Jong Ondernemen, Rotterdam (The Netherlands), and the Nottingham Business School.

Marco continues to work with a range of internal and external collaborators, including

Anna Grandori and Giuseppe (Beppe) Soda (Bocconi University), Joseph Lampel (Manchester Business School, University of Manchester), René Mauer (ESCP Europe Berlin), Geert Duijsters and Manuel Gomez Solorzano (Tilburg University), Ksenia Podoyntsina (Eindhoven University of Technology) Fearon Colm and Wim van Vuuren (Canterbury Christ Church University)

Publications

Recent Articles

GOMEZ SOLORZANO, M., G. SODA AND M. FURLOTTI (2023), 'The Organization of R&D Work and Knowledge Search in Intrafirm Networks', *Industrial & Corporate Change*, Forthcoming.

FURLOTTI, M., G. VAHIDI AND H. SHIPTON (2022), 'Innovative Behavior, Emotional Competencies, and Experiential Learning', *Academy of Management Proceedings*, 2022 (1): 13338.

FURLOTTI, M., K. PODOYNITSYNA, R. MAUER. 2019. Means Versus Goals at the Starting Line: Performance and Conditions of Effectiveness of Entrepreneurial Action. *Journal of Small Business Management* 1-29. ISSN: 0047-2778

FURLOTTI, M., G. SODA. 2018. Fit for the Task: Complementarity, Asymmetry, and Partner Selection in Alliances. *Organization Science* **29**(5) 837-854. ISSN: 1047-7039

FEARON, C., M. FURLOTTI, W. VAN-VURREN, H. MCLAUGHLIN. 2019. Developing New Opportunities, Entrepreneurial Skills and Product/Service Creativity: A 'Young Enterprise' (Ye) Perspective. *Studies in Higher Education* 1-18. ISSN: 0307-5079

GRANDORI, A., M. FURLOTTI. 2018. Contracting for the Unknown and the Logic of Innovation. *European Management Review* **0**(0). ISSN: 1740-4754

SODA, G., M. FURLOTTI. 2017. Bringing Tasks Back In: An Organizational Theory of Resource Complementarity and Partner Selection. *Journal of Management* **43**(2) 348-375. ISSN: 0149-2063

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