**ELISA VILLANI**

*August, 2019*

**Current Academic Appointments**

**University of Bologna**

 Dec 2018– Lecturer of Entrepreneurship and Innovation

**Imperial College Business School**

 Jan 2017– Research Fellow

**Previous Academic Appointments**

**Free University of Bozen-Bolzano**

 Dec 2014–Dec 2018 Assistant Professor of Entrepreneurship and Technology Management

**University of Bologna**

July 2013–Nov 2014 Postdoctoral researcher, Department of Management

**Imperial College Business School**

Sep2012–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*

**Publications**

* Villani E., & Lechner, C. (forthcoming). How to become a player? The transformation process of a young university to become entrepreneurial and fully legitimated in the regional innovation ecosystem. ***Journal of Technology Transfer***.
* **Villani E.**, & Mattiacci, A. (2018). Does product features really value for consumers? A laddering analysis on crystal tableware. ***Sinergie Italian Journal of Management****, 36*(107), 65-87.
* **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*.*
* **Villani E.**, & Greco L. (2018). The dark side of outsourcing: the case of logistics. In Franco M., *Positive and Negative Aspects of* *Outsourcing.* InTechOpen. ISBN: 978-953-51-5669-7.
* Crawford C., Linder C., **Villani E.**,& Lechner, C. (2017). Outlier Antecedents, Processes, and Consequences in the Emergence of New Ventures. ***Frontiers of Entrepreneurship Research***, *37*(3), Article I.
* **Villani E.** (2018). *Il trasferimento tecnologico tra sfide ed opportunità: Ruoli e strategie degli intermediari*. **Giappichelli**. ISBN: 978-88-9211295-7.
* **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*.*
* **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.
* 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.
* 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.
* **Villani E.** (2013).How external support may mitigate the barriers to university-industry collaboration. ***Journal of Industrial and Business Economics***, *40*(4), 117-145.
* 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.
* **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**

* **Villani E.**, & Phillips N. Interstitial spaces and catalysts: The management of logic conflicts in cross-field collaborations. *R&R Strategic Organization*
* **Villani E.**, Muller L. Innowave: Exploration through Exploitation in Professional Service Firms Innovation Process. *R&R The Service Industries Journal*
* **Villani E.**, Linder C., Lechner, C. & Muller, L. Listen to your customers or follow your competitors? Innovation approaches in professional service firms. *Under review Journal of Service Management*
* Linder C., **Villani E.**, & Lechner, C. The management capacity problem and the homogeneity-heterogeneity paradox in entrepreneurial teams: A configurational approach. *Under review Journal of Business Venturing*
* **Villani E.**, Linder C., & Lechner, C. Efficiency in innovation processes: A look at collaborations' outcome. *Under review Technology Analysis & Strategic Management*

**Working Papers**

* **Villani E.**, Linder C., &De Massis A. A configurational analysis of innovative family firms: How incentives for innovation should vary depending on the tradition attachment. *In preparation for submission to Academy of Management Journal (this month)*
* Farahbakhsh S., **Villani E.**, Linder C., & Salge T.-O.Navigating paradoxes during institutional change in hybrid organizations: Towards a dynamic multilevel process model. *In preparation for submission to Organization Studies*
* **Villani E.**, & Linder C. Teams composition and decision-making: A review of the literature based on a co-citation analysis. *In preparation for submission to Management Decision*
* Linder C., & **Villani E.** No clue, no knowledge, no experience but big dreams: Entrepreneurs’ self-assessment bias and their future plans. *Data analysis*
* **Villani E.**, & Perkmann M. Inter-organizational collaborations and innovation processes. *Data collection*
* **Villani E.**, & Linder C., & Muller, L. Collaborating or imitating under cost pressures? A configurational analysis of professional service firms innovation strategies. *Data analysis*
* **Villani E.**, & Cavotta V. Matching performance objectives and hybrid goals: The case of a social enterprise. *Data collection*

**Awards, Grants and Research Projects**

* **Co-investigator** (2018-) –Social *entrepreneurship and identity transformation: Theoretical and practical implications for management theories* - Free University of Bolzano – Funded by the Free University of Bolzano.
	+ - * **Best Paper Award** from **2017 BCERC Conference Colloquium** for the paper Crawford C., Linder C., **Villani E.**,& Lechner “Outlier antecedents, processes, and consequences in the emergence of new ventures”(Oklahoma, US, June 7-10).
* **Grant from SAMS** (Society for the Advancement of Management Studies) for the organization of the Workshop on *Economics and Management of Public-Private Partnerships* (Venice, September 13-15, 2015) – Totale value: £ 3,000.
* **Grant from the Free University of Bolzano** for the project *Positive heuristics and entrepreneurial team decision-making* - **Principal Investigator** (2015-2018). Total value: € 99,000.
* **Grant from the Free University of Bolzano** for the project *Organizational complexity and value creation in Public-Private Partnerships: Theory and empirical evidence*- **Principal Investigator** (2015-2017). Total value: € 5,000.
* **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.

**Conferences and Workshops**

**2019 [1]** A configurational analysis of innovative family firms: How incentives for innovation should vary depending on the tradition attachment. **IFERA 2019 Annual Conference**, Bergamo, IT, June 17-21.

**2018 [1]** Navigating paradoxes during institutional change in hybrid organizations: Towards a dynamic multilevel process model. **34th EGOS Colloquium**, Tallinn, EST, July 5-7.

 **[2]** Entrepreneurial Team Composition and Strategic Choice: A Configurational Analysis. **AoM Annual Conference**, Chicago, Illinois, US, August 10-14.

 **[3] SMS Extension** on *“Hybrid Organizing, Innovation and Social Value Creation: New Perspectives for Strategy”*.Paris, FR, September 21.

**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**, Anheim, 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.

**2011 [17]** Managing institutional complexity: Exploring organizational success in dealing with multiple institutional logics. **AoM Annual Conference**, San Antonio, US, August 12-16.

**Organization of Workshops**

**2018 [1] “Social Entrepreneurship”** – Free University of Bolzano, November 30-December 1.

**2017 [1] “Trasferimento Tecnologico e Terza Missione: Sfide ed Opportunità”** – Free University of Bolzano, September 29-30.

 **[2] “Outliers: How to create and manage the exceptional”** – Free Uniersity of Bolzano, December 15-16.

 **[3] “I Partenariati Pubblico-Privati come strumento per le politiche di sviluppo e innovazione”** – Free Uniersity of Bolzano, May 19.

**2016 [4] “I Partenariati Pubblico-Privati nel Diritto Europeo e Nazionale”** – Free University of Bolzano, May 6.

**2015 [5] “Economics and Management of Public-Private Partnerships: Will Public-Private Partnerships Improve Our Future?”** – San Servolo (Venice), September 13-15.

**Teaching Experience**

**Free University of Bozen-Bolzano**

 2017/2018– **Strategic Management in the Public Sector** (in English)

 Master degree in Economics and Management of the Public Sector.

2015/2016– **Management of Public-Private Partnerships** (in Italian)

 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.

**Professional Activities**

**Service**

* Reviewer for: Journal of Management Studies, Organization Studies, Research Policy, Journal of Product Innovation Management, Technological Forecasting and Social Change, Journal of Technology Transfer, Journal of Business Ethics, International Small Business Journal, Scandinavian Journal of Management, International Journal of Management Education, Industry and Innovation, Innovation: Organization and Management, Science and Public Policy, Journal of World Business, Administrative Science.

**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