

DANILO MESSINESE

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ACADEMIC POSITIONS

IE Business School, Department of Strategy Assistant Professor	Sep 2023 - Present
SDA Bocconi – ION Management Science Lab Research Affiliate	Sep 2023 - Present
Bocconi University, Department of Technology and Innovation Management Research Fellow	Sep 2022 - Sep 2023

EDUCATION

Bocconi University <i>PhD cum laude in Management and Business Administration</i> Major in Technology & Innovation Management and Minor in Strategy <i>Dissertation:</i> “Essays on predictive and non-predictive strategies: real and simulated experiments” Advisor: Alfonso Gambardella, Co-Advisor: Arnaldo Camuffo	2022
University of Bologna <i>Post Graduate Degree in Mathematical Finance</i> Awarded summa cum laude for overall performance. Major in Stochastic calculus for risk management & Option pricing	2015
University of Bologna <i>MSc in Theoretical Physics</i> Academic scholar and awarded special grant to visit the University of Pierre et Marie Curie (Sorbonne University) as part of the program. Awarded 110 out of 110 for overall performance. Major in Quantum matter theory – Quantum statistical physics	2014
University of Bari <i>BSc in Physics</i> Awarded 105 out of 110 for overall performance. Major in Nuclear Fusion Physics	2011

WORK EXPERIENCE (INDUSTRY)

OSense (Milan) Advisor Providing strategic guidance to optimize decision-making and support the startup's growth and long-term vision. OSense was featured in <i>Harvard Business Review</i> as a case study derived from my research: Why Entrepreneurs Should Think Like Scientists .	2024-ongoing
Bain & Company (Milan office) Consultant Worked in the Financial Services practice. Involved in several projects across EMEA region helping C-level make better decisions and convert them in actions.	2015 - 2017
UniCredit Group (Milan) Risk Analyst Developed models for Group liquidity risk and negative interest rate scenarios. Interacted on daily basis with Group legal entities. Reported directly to UCG top management.	2014 - 2015

RESEARCH INTERESTS

- Entrepreneurial Strategy: How entrepreneurs reason, form beliefs and change the status quo
- Artificial Intelligence in Strategy: The impact of the adoption of AI for Innovation
- Methodology: Lab & Field experiments

JOURNAL PUBLICATIONS

- (1) Camuffo, A., Gambardella A., **Messinese D.**, Novelli E., Paolucci, E. & Spina, C. (2024). A scientific approach to entrepreneurial decision-making: Large-scale replication and extension. *Strategic Management Journal*, 129. <https://doi.org/10.1002/smj.3580>
 - Best Experimental Paper, 2024 IGL Research Prize
- (2) Gambardella A., **Messinese D.** (2025). Design- and Theory-Based approaches to strategic decisions. *Organization Science*. <https://doi.org/10.1287/orsc.2023.18245>
 - Designated as a “best paper”, 2022 AOM Annual Meeting, TIM Division

WORKING PAPERS

- (3) “How Entrepreneurs Respond to New Information under Different Reasoning Logics” (with Camuffo A., Gambardella A.).
Ready for Submission
- (4) “The Selective Tailwind Effect of A.I. on Startups: Predictions and Anomalies” (with Conti A.). Available at [SSRN](https://ssrn.com/abstract=4388888).
Under Review

RESEARCH IN PROGRESS

- (5) “Causal Explanations and Theory Generation with AI”. (Solo Author)
- (6) “Unsupervised Discovery of Causal Mechanisms for Management Research”. (with Barbero Mota M.)
- (7) “Bounded Machine Creativity and Human Judgment: Evidence from Chess” (Solo Author)
- (8) “Field experiments and A/B test as devices to make strategic decisions: evidence from a real-life case” (with Al-Kharafi B.*, Santalò J.) *CEO Zain Group

SIDE ACADEMIC PROJECTS

- Developed a Business Game “Start-up Legend” simulating the launch of a start-up <https://startuplegend.unibocconi.it> (on invitation, please contact me)
- Developed a Business Game (“The takeover”) simulating a M&A deal during the pandemic <https://out.open-lab.com/thetakeover/>
- Developed a multi-player Business Game (“High Voltage”) simulating the competition among players (on invitation, please contact me)

TEACHING EXPERIENCE

IE University

Teaching Excellence Award Winner, 2024/2025

Course Director

Strategic Decisions in the Age of AI

Ongoing

2025

Instructor

Management Principles and Tools: undergraduate level

2023/'24/'25

Average Teaching evaluation: 4.34/5

Bocconi University

Course Director

Computational application in management: undergraduate level

2023

Teaching evaluation 8.48/10

Data driven analysis and decision-making in business: undergraduate level

2022

Teaching evaluation 8.18/10

Instructor

Data driven analysis and decision-making in business: undergraduate level

2022

Teaching evaluation 8.22/10

Decision Analysis in management: Master level

2021; 2022

Teaching evaluation 9.10/10

Management: undergraduate level

2021

Teaching evaluation 8.93/10

Management (ITA): undergraduate level

2020

Teaching evaluation 7.94/10

Polytechnic of Milan – Bocconi University

Instructor

Critical thinking and complex decision-making: Master level

2023

Idea Booster Lab

2022

Instructor and Mentor

Teaching market validation techniques to entrepreneurs (24-hour course)

CONFERENCES, INVITED PRESENTATION AND WORKSHOPS

Strategic Management Society Annual Conference, San Francisco (Us), October 2025

Academy of Management Annual Meeting, Copenhagen (Denmark), July 2025

DRUID Conference, Toronto (Canada), June 2025

Strategy Science Conference, IESE Business School (Spain), June 2025

Invited Research Seminar, University of Siena (Italy), June 2025

Invited Research Seminar, Universidad Carlos III de Madrid (Spain), May 2025

Economics of AI Research Conference, IESE Business School (Spain), November 2024

Advances with Field Experiments (AFE) 2024 Conference, London School of Economics (UK), September 2024

The Workplace of the Future Conference, Tilburg (NL), September 2024

DRUID Conference, Nice (France), June 2024

Strategy Science Conference, Michigan (US), June 2024

Bayesian Entrepreneurship Conference, MIT Sloan, Boston (US), March 2024

CEPR (IMO-ENT), Rome (IT), September 2023

Academy of Management Annual Meeting, Boston (US), August 2023

Organizational Economics Summer Symposium (OESS), Ohlstadt (Germany), July 2023

Strategic Management Society Annual Conference, London (UK), September 2022

Academy of Management Annual Meeting, Seattle (US), August 2022

Strategic Management Society Special Conference, Milan (IT), June 2022

Consortium for Competitiveness and Cooperation (CCC) Conference, Minneapolis (USA), held online, June 2021

Smith Entrepreneurship Research Conference (SERC), Maryland (USA), held online, May 2021

Smith Entrepreneurship Research Conference (SERC) Doctoral Consortium, Maryland (USA), held online, May 2021

Strategic Management Society Annual Conference, Toronto (Canada), held online, October 2020

Strategic Management Society Annual Conference Doctoral Consortium, Toronto (Canada), held online, October 2020

Strategy Entrepreneurship Innovation Doctoral Consortium, Leuven (Belgium), September 2019

Summer School on Plasma and Fusion Energy Physics, organized by TEC-EURATOM, The Netherlands 2011

FELLOWSHIPS, GRANTS AND AWARDS

2025	Teaching Excellence Award Winner, 2024/2025
2025	Spanish Ministry Research Grant (EUR 91,000)
2019	BUILT (Bocconi University Innovations in Learning and Teaching) grant
2017-2021	Bocconi Full PhD Scholarship
2014	University of Bologna grant
2014	Government Scholarship
2013	University of Bologna grant
2011	EURATOM Scholarship

SERVICE AND OTHER ACTIVITIES

Reviewer Management Science

Reviewer Organization Science

Reviewer Strategic Management Journal

Reviewer Strategy Science

Reviewer Strategic Entrepreneurship Journal

Reviewer Journal of Business Research

Reviewer Industrial and Corporate Change

Reviewer, Strategic Management Society Annual Conference

Reviewer, Academy of Management Annual Meeting

Co-founder, InnoVentureLab, pre-acceleration program in Milan and Turin, Italy (2020)

Co-founder, Idea to Start-up Lab, pre-acceleration program in Hyderabad, India (2020)

Co-founder, Hack4Change, entrepreneurial hackathon in Milan, Italy (2019)

Student Advising: Co-supervising ten MSc dissertations, one Bachelor dissertation.

Member, Strategic Management Society

Member, Academy of Management

OTHER SKILLS

Programming & Analysis: Python, Stata

Data & Visualization Tools: Bloomberg Terminal, UCINET

Web & Technical: HTML

Languages: Fluent in English, Italian native speaker, Basic Spanish, Basic French