

Name      **ANTONIO (PACO RICCARDO) GIULIANI**  
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Birth date   **30 - 10 - 1981**

## **ACADEMIC POSITIONS HELD**

### **August 2011-current**

**Department of Managerial Studies – University of Illinois at Chicago**

Assistant Professor of Entrepreneurship

### **November 2010-October 2011**

**Department of Business Management – University of Bologna Alma Mater Studiorum**

Fellow (under the EU VII Framework Programme)

Supervisors: Simone Ferriani, Gianni Lorenzoni, Raghu Garud

### **August 2010 – May 2011**

**Smeal College of Business - Pennsylvania State University**

Post-doctoral fellow

Farrel Center for Corporate Innovation and Entrepreneurship

Supervisor: Raghu Garud

### **August 2010 – May 2011**

**Smeal College of Business - Pennsylvania State University**

Fixed term II Lecturer

### **August 2009 – August 2010**

**Smeal College of Business - Pennsylvania State University**

Visiting Scholar at the Farrel Center for Corporate Innovation and Entrepreneurship

Supervisor: Raghu Garud

### **September 2005 – September 2007**

**Department of Business Management – University of Bologna Alma Mater Studiorum**

Junior Fellow Researcher on “Evolutive dynamics of cluster of firms: new organizational and technological architectures”

## **EDUCATION**

### **January 2006 – June 2010**

**University of Bologna Alma Mater Studiorum – Department of Management Sciences**

PhD in Business Management

Dissertation title: *Entrepreneurial opportunity, capability development and the performance of new firms*

Committee members: Simone Ferriani, Gianni Lorenzoni, Carlo Boschetti, Raghu Garud

### **November 2003 – July 2005**

**University of Bologna Alma Mater Studiorum**

Master’s Degree cum laude in Arts Management (Master Thesis on: “Growth strategies in the market for auteur’s movies distribution: Mikado Film”)

**October 2000 – October 2003**

**University of Bologna Alma Mater Studiorum**

B.A. in Business Management (B.A. Thesis on: “Supply chain strategy for future 2005 Toyota Tacoma truck”)

**September 2002 – July 2003**

**University of California at Los Angeles (UCLA)**

Overseas Exchange Abroad Program scholarship.

- MBA program, Anderson School of Management, completed coursework: Elements of Marketing, Marketing Strategy and Planning, Business Plan Development
- Department of Management, completed coursework: Managerial Finance, Money and Banking, Industrial Organization

## **EDUCATION RELATED ACTIVITIES**

**June 2009**

**CEUB, Bertinoro**

Summer school in event history and survival analysis (instructor: Prof. Paul Allison, University of Pennsylvania)

**June 2006**

**Alma Graduate School, University of Bologna**

Summer school in categorical data analysis (instructor: Prof. Paul Allison, University of Pennsylvania)

**June 2006**

**SIAF Campus, Volterra (PI)**

IRI Summer school in Management studies on individual and corporate entrepreneurship in High-Tech industries

**September 2005 – December 2005**

**University of California at Berkeley**

Research Assistant for Alberto Di Minin, PhD (currently Assistant Professor at Scuola Sant’Anna, Pisa, Italy)

## **TEACHING**

**Academic year 2011-2012**

**University of Illinois at Chicago**

ENTREP 454 – New Venture Formation (Fall and Spring)

ENTREP 464 – Entrepreneurial Consulting (Fall)

**Academic year 2010-2011**

**Pennsylvania State University**

MGMT 304H – Survey of management for honors students (Fall)

HRM 341 – Human Resource Management (Spring)

## **TEACHING RELATED ACTIVITIES**

**Academic year 2008-2009**

**University of Bologna – M.S. in Business Management**

Lecturer on “Tools for market analysis” – Business Plan (Prof. Ferriani)

**Academic year 2008-2009****University of Bologna – B.S. in Business Management**

Committee evaluator for students' final projects - Start-ups and Small Businesses (Prof. Ferriani)

**Academic year 2006-2007****University of Bologna – M.S. in Business Management**

Teaching assistant – Corporate Strategy (Prof. Boschetti)

**DISSERTATION COORDINATION****Academic year 2010-2011****University of Bologna – M.S in Business and Economics – Final dissertation**

Candidate: Sara Bisulli (graduation expected March 2012); title: "Facebook fanbase and artists' achievements: reactions and relationships. Case studies in independent music".

**Academic year 2008-2009****University of Bologna – M.S in Business Management – Final dissertation**

Candidate: Sandro Fiorentini; title: Entrepreneurial strategies in the haute cuisine industry: knowledge replication or brand extension? The Italian case.

Candidate: Paolo Chiarini; title: The impact of capability transfer processes in high knowledge content activities: Italian haute cuisine's chefs.

**WORK EXPERIENCE****September 2007 – July 2008****Bain & Co. Italy Inc.**

Associate Consultant

**February 2005 – July 2005****Bain & Co. Italy Inc.**

Associate Consultant

**January 2003 – July 2003****Immicom Inc., Los Angeles**

Start-up business plan analysis

**PUBLICATIONS**

Garud, R., Giuliani, A. (2013) "A Narrative Perspective on Entrepreneurial Opportunities", *Academy of Management Review* (in press)

Ferriani, S., Giuliani, A. (2012) "The Management of Growth Strategies in Firm Networks: A stylized model", in G. Dagnino (ed), *Handbook of Research on Competitive Strategy*, Edward Elgar: Cheltenham, UK. ISBN: 978-1847200440

**WORKING PAPERS**

(W1) Garud, R., Giuliani, A. "Discovery and creation: a narrative perspective"

(W2) Giuliani, A., Ferriani, S. "Entrepreneurial opportunity, capability development and the performance of new firms"

(W3) Giuliani, A., Lorenzoni, G. “‘The recipe at large’: knowledge replication in the restaurant setting”

(W4) Giuliani, A. “Entrepreneurial opportunity exploitation processes and their impact on the survival of new firms”

(W5) Giuliani, A., Lorenzoni, G. “From consultants to entrepreneurs: a tale of capability development”

## **WORK IN PROGRESS**

Using the narrative approach developed within the conceptual piece, Professor Garud and I will write an empirical paper on the emergence of capabilities in an Indian IT firm analyzing primary and secondary data over the entire life span of such company (10 years).

I am collecting data on the Italian haute cuisine industry in the last 10 years (restaurants reviewed by the 3 Italian major guides) in order to ground the working paper “The recipe at large” with empirical data. Once collection is over, the data will be used to shortlist the highest rated chefs over the 10 years period so that, via interviews, to investigate why some chefs decide to open multiple venues and/or to engage in side activities (such as writing cookbooks, co-developing kitchenware, etc.).

In addition to that we anticipate a distinct paper where we will track their social relations with other top chefs in order to delve into the relational systems encompassing this industry.

I am collecting data on the independent music industry to write a paper (with Denny Gioia, Pennsylvania State University) on the mutual shaping of the identity of actors in the industry and the “independent” concept itself. Such data will be analyzed using a grounded theory method.

## **PRESENTATIONS**

### **June 2010**

#### **EGOS Conference, UNL-Lisbona**

Paper (co-authored with Gianni Lorenzoni) presentation: “‘The recipe at large’: knowledge replication in the restaurant setting”

### **March 2010**

#### **Smeal College of Business, Pennsylvania State University, USA**

ORG seminar series: “Entrepreneurial opportunities, capability development and the survival of new firms” (PhD dissertation overview)

### **December 2009**

#### **Cass Business School, City University, London**

Poster Session briefing the PhD dissertation’s major points

### **May 2007**

#### **SMS Special Conference (Catania, May, 23-25, 2007)**

Paper presentation: Ferriani, S., Giuliani, A. (2007) “Multirelational embeddedness, information transfer and opportunity discovery”

### **December 2006**

#### **Cass Business School, City University, London**

Paper (co-authored with Francesco Castellano and Alberto Monti ) presentation: “In search for a meta-analysis on the managerial resources and firm growth relation: Much ado about...what?”

## **AWARDS AND FELLOWSHIPS**

**October 2009**

**University of Bologna**

Marco Polo scholarship for abroad research visiting periods

**September 2002**

**University of Bologna**

Exchange Abroad Program Fellowship recipient (Overseas program).

## **PROFESSIONAL AFFILIATIONS**

Academy of Management

Strategic Management Society

European Group for Organizational Studies (EGOS)