

(Updated: February 2025)

CLAUDIO GIACHETTI
Full Professor of Strategy
Department of Management
Alma Mater Studiorum – University of Bologna
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ACADEMIC POSITIONS

Full Professor of Strategy, January 2024 – now,
Alma Mater Studiorum – University of Bologna, Department of Management.

Full Professor of Strategy, April, 2020 – January 2024,
Ca' Foscari University of Venice (Italy), Department of Management.

Associate Professor of Strategy, July 2015 – April 2020,
Ca' Foscari University of Venice, Department of Management.

Assistant Professor of Strategy, September 2011 – July 2015,
Ca' Foscari University of Venice, Department of Management.

Research Fellow in Strategy, October 2009 – May 2011,
Università di Modena e Reggio Emilia (Italy), Faculty of Economics.

Research Fellow in Strategy, October 2005 – October 2006,
Università di Modena e Reggio Emilia, Faculty of Economics.

VISITING RESEARCHER POSITIONS

SKEMA Business School – Sophia Antipolis campus (France), Knowledge, Technology, and Organisation (KTO) research centre, March 2023.

University of Zaragoza (Spain), Department of Economics and Management, June 2010.

Bayes Business School (formerly Cass) (UK), Strategy Department, July 2009.

EDUCATION

PhD in Business Economics – European Doctorate, September 2006 – March 2010

Ca' Foscari University, Advanced School of Economics (SSE), Venice.

Supervisor: Professor Andrea Stocchetti (SSE),

VIVA commissioners: Professors Markus Reitzig (London Business School), Ernesto Villanueva (Central Bank of Spain), Sjak Smulders (Univ. Tilburg), Juanjo Ganuza (Univ. Pompeu Fabra);

Title of the PhD dissertation: “Patterns of Imitation in the Adoption of Product Technologies: the Case of the Mobile Phone Industry”.

Visiting PhD scholar, March 2008 – December 2008

Bayes Business School (formerly Cass), City University, London, U.K.

Supervisor: Professor Joseph Lampel (Cass Business School, City University, London)

MSc in International Management (two years), (with highest honors), 2004-2005

Università degli Studi di Modena e Reggio Emilia, Facoltà di Economia.

Visiting Erasmus scholar, January 2004 – June 2004

University of Strathclyde, Glasgow, Scotland

BSc in Economia e Gestione dei Servizi – Indirizzo Commerciale Finanziario (three years), 2001-2003

Università degli Studi di Modena e Reggio Emilia, Facoltà di Economia.

RESEARCH INTERESTS

- Competitive dynamics in rapidly changing technological and institutional environments.
- Product innovation and imitation in technology-intensive industries (with a particular interest for the mobile phone industry).

PUBLICATIONS

Refereed Journal Publications

1. Giachetti, C., Balzano, M. (2024). Hold or Hurry? How Firms Adjust Their Speed of Imitation in the Face of Technological Transitions. *Best papers Proceedings of the 2024 Academy of Management conference*, 2024(1), 1-6, Illinois, Chicago (US), ISSN: 2151-6561, Illinois, Chicago (US). <https://doi.org/10.5465/AMPROC.2024.120bp>
2. Giachetti, C., Lampel, J., Onoz, E. (2024). Do I see what you see? Institutional quality, action observability, and multimarket contact in the global mobile phone industry. *Global Strategy Journal*, 14(1), 152-195, John Wiley & Sons, ISSN: 2042-5791. <https://doi.org/10.1002/gsj.1433>

3. Garrido, E., Giachetti, C., Maicas, J. P. (2023). Navigating windows of opportunity: The role of international experience. *Strategic Management Journal*, 44(8), 1911-1938. John Wiley & Sons, ISSN: 1097-0266. <https://doi.org/10.1002/smj.3485>
4. Onoz, E., Giachetti, C. (2023). Will rivals enter or wait outside when faced with litigation risk? Patent litigation in complex product industries and international market entry. *Strategic Organization*, 21(2), 339–379. Sage, ISSN 1476-1270.
5. Giachetti, C., Mensah, D. T. (2023). Catching-up during technological windows of opportunity: An industry product categories perspective. *Research Policy*, 52(2), 1-16 (104677). Elsevier, ISSN: 0048-7333. <https://doi.org/10.1016/j.respol.2022.104677>.
6. Spadafora, E., Giachetti, C., Kumodzie-Dussey, M. K., Elango, B. (2023). International experience and imitation of location choices: The role of experience interpretation and assessment and its board-level microfoundations. *Global Strategy Journal*, 13(1), 111-146, John Wiley & Sons, ISSN: 2042-5791. <https://onlinelibrary.wiley.com/doi/10.1002/gsj.1428>
7. Giachetti C., Li Pira S. (2022). Catching up with the market leader: Does it pay to rapidly imitate its innovations? *Research Policy*, 51(5), 1-14 (104505). Elsevier, ISSN: 0048-7333. <https://doi.org/10.1016/j.respol.2022.104505>.
8. Giachetti C., Peparah, A. (2022). How much control do firms exercise over their resources when entering emerging markets? The influence of institutional voids on entry mode degree of control. *Business Research Quarterly*, 25(2), 122–142. Sage, ISSN: 2340-9444. <https://doi.org/10.1177/2340944420924402>.
9. Peparah A., Giachetti C., Larsen M., Rajwani T. (2022). How business models evolve in weak institutional environments: The case of Jumia, the Amazon.com of Africa. *Organization Science*, 33(1): 431–463. Informs, ISSN 1047-7039. <https://doi.org/10.1287/orsc.2021.1444>
10. Pitsakis K., Giachetti C. (2020). Information-based imitation of university commercialization strategies: The role of technology transfer office autonomy, age, and membership into an association. *Strategic Organization*, 18(4) 573–616, pp. 1-44, Sage. ISSN: 1476-1270.
11. Dagnino G. B., Giachetti C., La Rocca M., Picone P. M. (2019). Behind the curtain of international diversification: An agency theory perspective. *Global Strategy Journal*, 9(4): 555-594, John Wiley & Sons, ISSN: 2042-5791.
12. Elango B., Dhandapani K., Giachetti, C. (2019). Impact of institutional reforms and industry structural factors on market returns of emerging market rivals during acquisitions by foreign firms. *International Business Review*, 28(5), pp. 1-12 (101493), Elsevier, ISSN: 0969-5931.
13. Giachetti C., Manzi G., Colapinto C. (2019). Entry Mode Degree of Control, Firm Performance and Host Country Institutional Development: A Meta-Analysis. *Management International Review*, 59(1): 3-39, DOI: 10.1007/s11575-018-0365-z. Springer, ISSN: 1861-8901.

14. Giachetti C., Torrisi S. (2018). Following or Running Away from the Market Leader? The Influences of Environmental Uncertainty and Market Leadership. *European Management Review*, 15(3): 445-463. DOI: 10.1111/emre.12130. Wiley, ISSN: 1740-4762.
15. Giachetti C., Lampel J., Li Pira S. (2017). Red Queen competitive imitation in the UK mobile phone industry. *Academy of Management Journal*, 60(5): 1882–1914. DOI: 10.5465/amj.2015.0295. Academy of Management, ISSN: 0001-4273.
16. Giachetti C., Spadafora E. (2017). Conformity or Nonconformity in Multinationality? Performance Implications for the Italian Ceramic Tile Manufacturers. *Management International Review*, 57:683–715. DOI: 10.1007/s11575-017-0316-0. Springer, ISSN: 1861-8901.
17. Giachetti, C., Dagnino, G.B. (2017). The impact of technological convergence on firms' product portfolio strategy: An information-based imitation approach. *R&D Management*, 47(1): 17-35. Elsevier, ISSN: 0033-6807.
18. Giachetti C., Marchi G. (2017). Successive changes in leadership in the worldwide mobile phone industry: The role of windows of opportunity and firms' competitive action. *Research Policy*, 46: 352-364. Elsevier, ISSN: 0048-7333. DOI: 10.1016/j.respol.2016.09.003.
19. Giachetti, C., Lanzolla G. (2016). Product technology imitation over the product diffusion cycle: Which companies and product innovations do competitors imitate more quickly? *Long Range Planning*, 49: 250-264. Elsevier, ISSN: 0024-6301.
20. Giachetti C. (2016). Competing in emerging markets: Performance implications of competitive aggressiveness. *Management International Review*, 56:325–352. Springer, ISSN: 1861-8901.
21. Giachetti, C., Bagnoli, C. (2015). The effect of openness to external knowledge sources for innovation on SMEs' financial performance. *Mercati e Competitività*, 4: 65-86, Franco Angeli, ISSN: 1826-7386.
22. Bagnoli C., Giachetti C. (2015). Aligning knowledge strategy and competitive strategy in small firms. *Journal of Business Economics and Management*, 16(3): 571-598. Taylor & Francis, ISSN: 2029-4433.
23. Giachetti C., Dagnino G. B. (2014). Detecting the relationship between competitive intensity and product line length: evidence from the worldwide mobile phone industry. *Strategic Management Journal*, 35: 1398–1409, John Wiley & Sons, ISSN: 1097-0266. DOI: 10.1002/smj.2154
24. Dagnino G. B., Giachetti C., La Rocca M., Picone P. M. (2014). Unveiling the Antecedents of International Diversification: An Agency Theory Approach. *Best papers Proceedings of the 2014 Academy of Management conference*, pp. 14326-14331, Philadelphia, Pennsylvania, ISSN: 2151-6561.

25. Giachetti C., Spadafora E., Bursi T. (2013). Internazionalizzazione, performance delle imprese e crisi economiche: I produttori di piastrelle di ceramica del distretto di Modena e Reggio Emilia. *Mercati e Competitività*, 4: 37-58, Franco Angeli, ISSN: 1826-7386.
26. Lampel J., Giachetti C. (2013). International diversification of manufacturing operations: Performance implications and moderating forces. *Journal of Operations Management*, 31(4):213-227, Elsevier, ISSN: 0272-6963.
27. Giachetti C. (2012). The relationship between internationalization and firm performance in the global automotive industry: who benefits? Who not? *International Journal of Automotive Technology and Management*, 12(3):295-311, Inderscience, ISSN: 1470-9511.
28. Giachetti C. (2012). Do service firms benefit from diversification? The moderating effect of competitive intensity and firm size. *Mercati e Competitività*, 2:87-103, Franco Angeli, ISSN: 1826-7386.
29. Giachetti C. (2012). A resource-based perspective on the relationship between service diversification and firm performance: Evidence from Italian facility management firms. *Journal of Business Economics and Management*, 13(3):567-585, Taylor & Francis, ISSN: 2029-4433.
30. Marchi G., Giachetti C., de Gennaro P. (2011). Extending lead-user theory to online brand communities: The case of the community Ducati. *Technovation*, 31(8):350-361, Elsevier, ISSN: 0166-4972.
31. Giachetti C., Lampel J. (2010). Keeping Both Eyes on the Competition: Strategic Adjustment to Multiple Targets in The UK Mobile Phone Industry. *Strategic Organization* 8(4): 347-376, SAGE, ISSN: 1476-1270.
32. Giachetti C., Marchi G. (2010). Evolution of Firms' Product Strategy over the Life Cycle of Technology-Based Industries: A Case Study of the Global Mobile Phone Industry, 1980 – 2009. *Business History*, 52(7): 1123-1150, Routledge, ISSN: 0007-6791.

Books, Book Chapters, and Other Publications

1. Giachetti, C. (2023). Competitive Intensity. In *Oxford Bibliographies in Management*. Ed. Ricky Griffin. New York: Oxford University Press. Published online, August 22. DOI: 10.1093/OBO/9780199846740-0217
2. Giachetti C., Dagnino G. B. (2021). Competitive dynamics in strategic management. In *Oxford Research Encyclopedia of Business and Management*, Published online, August 31, pp. 1-19. Oxford University Press. ISBN: 9780190224851.
3. Giachetti C. (2018). *Smartphone Start-ups: Navigating the iPhone Revolution*. Pp. 1-192. Palgrave Macmillan / Springer. ISBN 978-3-319-67972-3.
4. Giachetti C. (2013). *Competitive dynamics in the mobile phone industry*. Pp. 1-150. Palgrave Macmillan. ISBN: 978-1-137-37412-7.

5. Giachetti C., Vecchi P. (2012). L'effetto country of origin: Approcci ed evoluzione degli studi sul tema. pp. 21-48, in Bursi T., Grappi S., Martinelli E. (editors), "Effetto Country of Origin. Un'analisi comparata a livello internazionale sul comportamento d'acquisto della clientela", Il Mulino. ISBN: 978-88-15-23824-5.

PAPERS PRESENTED AT CONFERENCES

1. Giachetti, C., Balzano, M. (2024). Hold or Hurry? How Firms Adjust Their Speed of Imitation in the Face of Technological Transitions. *Academy of Management conference*, Chicago (US), 9-13 August 2024.
2. Giachetti, C., Onoz, E., Yu, T. (2023). The Effect of Multimarket Contact on Patent Litigation: Evidence from the Mobile Phone Industry. *Academy of Management conference*, Boston (US), 4-8 August 2023.
3. Giachetti, C., Onoz, E., Yu, T. (2022). The Effect of Multimarket Contact on Non-Market Actions: Evidence from the Global Mobile Phone Industry. *Strategic Management Society, SMS Annual Conference*, London, 17-20 September 2022.
4. Giachetti C., Lampel J., Onoz E. (2020). The influence of national institutions on multimarket contact in the global mobile phone industry. *Academy of Management conference*, online conference, 7-11 August 2020.
5. Giachetti, C. (2020). Panelist at the panel "Is Business model the missing link in Internationalization theory?", with Majocchi A., Hennart, J-F, and Kuivalainen, O. at *Academy of International Business (AIB)*, online conference, 1-8 July 2020.
6. Garrido, E., Giachetti, C. & Maícas, J.P. (2019). Challenging the market leader in the presence of windows of opportunity. *Academy of Management conference*, Boston (US), 9-13 August 2019.
7. Peprah A., Giachetti C., Larsen M., Rajwani T. (2019). Filling Institutional Voids in Developing Countries through Business Model Imitation and Innovation. *Academy of Management conference*, Boston (US), 9-13 August 2019.
8. Garrido, E., Giachetti, C. & Maícas, J.P. (2018). Challenging the leader in the presence of market changes: The role of international experience. *XXVIII Spanish Conference of Economy and Management (ACEDE)/XXVIII Congreso Nacional de la Asociación Científica de Economía y Dirección de Empresas (ACEDE)*. 24-26th June 2018, Valladolid (Spain).
9. Elango B., Dhandapani K., Giachetti, C. (2018). Market Returns of Emerging Market Rivals During Acquisitions by Foreign Firms: Impact of Institutional Reforms and Industry Characteristics. *Academy of International Business (AIB) conference*, Minneapolis (US), June 25-28, 2018.
10. Peprah A. A., Giachetti C. (2017). Business Model Adaptation to Institutional Voids in Developing Countries: The Case of Jumia, the Amazon.com of Africa. *iBEGIN conference*, Ca' Foscari University of Venice, 18-19 December 2017.

11. Giachetti C., Lampel J., Onoz E. (2017). Market Supporting Institutions and International Multimarket Strategy: An Analysis of the Global Mobile Phone Industry. *European International Business Academy (EIBA) conference*, Milan (Italy), 14-16 December 2017.
12. Giachetti C., Lampel J., Onoz E. (2017). Market Supporting Institutions and International Multimarket Strategy: An Analysis of the Global Mobile Phone Industry. *Strategic Management Society (SMS) conference*, Huston (US), 28-31 October 2017.
13. Peprah A. A., Giachetti C. (2017). Business Model Adaptation to Institutional Voids in Developing Countries: The Case of Jumia, the Amazon of Africa. *Academy of Management conference*, Atlanta (US), 4-8 August 2017. Nominated for the Best Paper on Emerging Markets Award.
14. Giachetti C., Kumodzie-Dussey M. K., Spadafora E., Elango, B. (2017). Uncertainty, Board Ownership, and Conformity in Multinationality to the Market Leader. *Academy of International Business (AIB) conference*, Dubai (UAE), 1-5 July 2017.
15. Peprah A. A., Giachetti C. (2017). Business Model Adaptation to Institutional Voids in Developing Countries: The Case of Jumia, the Amazon of Africa. *Academy of International Business (AIB) conference*, Dubai (UAE), 1-5 July 2017.
16. Garrido, E., Giachetti, C. & Maicas, J.P. (2017). Sustaining market share leadership in the presence of demand changes: the role of challengers' international experience. XXVII *Spanish Conference of Economy and Management (ACEDE)/XXVII Congreso Nacional de la Asociación Científica de Economía y Dirección de Empresas (ACEDE)*. 18-20th June 2017, Aranjuez (Spain).
17. Giachetti C., Peprah A. (2016). The influence of institutional voids in emerging markets on entrant firms' resource commitment. *Academy of Management conference*, Anaheim, California (US), 5-9 August 2016.
18. Giachetti C., Peprah A. (2016). The influence of institutional voids in emerging markets on entrant firms' resource commitment. *Academy of International Business (AIB) conference*, New Orleans, Louisiana (US), 27-30 June 2016.
19. Montanari F., Giachetti C., Castellucci F. (2016). The moderating effect of economic reputation on middle-status conformity: A study on the Italian film industry. *European Academy of Management (EURAM) conference*, Paris (France), 1-4 June 2016.
20. Giachetti C., Lampel J., Li Pira S. (2015). Red Queen competitive imitation in the UK mobile phone industry. *Academy of Management conference*, Vancouver, (Canada), 7-11 August 2015.
21. Pitsakis K., Giachetti C. (2015). When do firms imitate the innovation leader? A corporate subunit perspective. *Academy of Management conference*, Vancouver (Canada), 7-11 August 2015.

22. Montanari F., Giachetti C., Castelucci F. (2015). For a fistful of dollars: The moderating effect of economic reputation on mid-status conformity. *EGOS conference*, Athens (Greece), 2-4 July 2015.
23. Giachetti C., Lampel J., Li Pira S. (2015). Red Queen competitive imitation in the UK mobile phone industry. *EGOS conference*, Athens (Greece), 2-4 July 2015.
24. Giachetti C., Lampel J., Li Pira S. (2015). Red Queen competitive imitation in the UK mobile phone industry. *European Academy of Management (EURAM) conference*, Warsaw (Poland), June 2015.
25. Giachetti C. (2014). Competitive aggressiveness and performance of developed country-based firms in emerging markets. *Società Italiana di Marketing (SIM)*, Modena (Italy), 18-19 September 2014.
26. Dagnino G. B., Giachetti C., La Rocca M., Picone P. M. (2014). Unveiling the Antecedents of International Diversification: An Agency Theory Approach. *Strategic Management Society (SMS) conference*, Madrid (Spain), 20-23 September 2014.
27. Giachetti C., Li Pira S. (2014). Speed of imitation of competitors' innovation. Performance implications and contingency factors. *Academy Of Management conference*, Philadelphia, Pennsylvania (US), 1-5 August 2014.
28. Dagnino G. B., Giachetti C., La Rocca M., Picone P. M. (2014). Unveiling the Antecedents of International Diversification: An Agency Theory Approach. *Academy of Management conference*, Philadelphia, Pennsylvania (US), 1-5 August 2014.
29. Pitsakis K., Giachetti C. (2014). When do Corporate Venturing Units Imitate the Innovation Leader? Evidence from the UK Academic Spinoffs. *European Academy of Management (EURAM) conference*, Valencia (Spain), 4-7 June 2014.
30. Giachetti C., Manzi G., Colapinto C. (2013). Entry mode degree of control and firm performance: A meta-analysis. *MAER-NET Colloquium* – University of Greenwich, London, September 2013.
31. Giachetti C., Spadafora E. (2013). Conformity or Differentiation in Multinationality? The Case of the Italian Ceramic tile Manufacturers. *Academy of International Business (AIB) conference*, Istanbul (Turkey), 3-6 July 2013.
32. Dagnino G. B., Giachetti C., La Rocca M., Picone P. M. (2013). Unveiling the Antecedents of International Diversification: An Agency Theory Approach. *Academy of International Business (AIB) conference*, Istanbul (Turkey), 3-6 July 2013.
33. Pitsakis K., Giachetti C. (2013). When do organizations imitate the innovation leader? Evidence from the UK-university technology transfer industry. *European Group for Organizational Studies (EGOS) conference*, Montreal (Canada), 4-6 July 2013.

34. Giachetti C., Marchi G. (2013). Changing in industrial leadership over the life cycle of the worldwide mobile phone industry. *Changes in the Industrial Leadership and Catch-up Cycle workshop*, Chamber of Commerce, Seoul (South Korea), 13 May 2013.
35. Giachetti C. (2012). Competitive Aggressiveness and Performance of Developed Country-Based Firms in the Chinese Emerging Economy. *Strategic Management Society conference*, Guangzhou (China), 14-16 December 2012.
36. Giachetti C., Torrissi S. (2012). Following or driving away from the leader? A question of environmental uncertainty and market leader visibility. *Academy Of Management conference*, Boston, Massachusetts (US), 3-7 August 2012.
37. Giachetti C., Marchi G., Corradini R. (2012). Users' contribution to incremental and radical innovation in on-line communities. *Academy Of Management conference*, Boston, Massachusetts (US), 3-7 August 2012.
38. Giachetti C., Spadafora E. (2012). Strategic deviation in multinationality and firm performance. *Academy Of Management conference*, Boston, Massachusetts (US), 3-7 August 2012.
39. Giachetti C. (2012). Ingenuity processes within Italian industry clusters. Professional Development Workshop (PDW) "Each in its Own Way: National Culture and Organizational Ingenuity" at the *Academy Of Management conference*, Boston, Massachusetts (US), 3-7 August 2012.
40. Lampel J., Giachetti C. (2011). International Manufacturing Diversification and Firm Performance: the Inverse U-Shaped Hypothesis. *Academy Of Management conference*, San Antonio, Texas (US), 12-16 August 2011.
41. Balboni B., Giachetti C., Grappi S., Martinelli E., Vecchi P., Vignola M. (2011). L'influenza del paese di origine sulle scelte dei consumatori italiani: un'analisi multi-gruppo. *International Marketing Trends Congress*, Paris (France), 20-22 January 2011.
42. Giachetti C., Lanzolla G. (2010). Product Diffusion and Time to Technology Adoption by Industry Incumbents in the Mobile Phone Industry. *Strategic Management Society conference*, Rome (Italy), 12-15 September 2010.
43. Giachetti C., Lampel J. (2010). Lining up the Competition: Influence of Multiple Targets on the Adoption of New Product Technologies. *Strategic Management Society conference*, Rome (Italy), 12-15 September 2010.
44. Giachetti C., Lanzolla G. (2010). Market Evolution and Time to Adoption of New Technologies by Industry Incumbents. The Case of the UK Mobile Phone Industry. *Academy Of Management conference*, Montréal (Canada), 6-10 August 2010.
45. Giachetti C., Lanzolla G. (2010). Product Diffusion and Time to Adoption of New Technologies by Industry Incumbents. The Case of the UK Mobile Phone Industry. *European Marketing Academy (EMAC) conference*, Copenhagen (Denmark), 1-4 June 2010.

46. Giachetti C., Lampel J. (2010). Keeping Both Eyes on the Competition: Strategic Adjustment to Multiple Targets in The UK Mobile Phone Industry. *European Academy of Management (EURAM) conference*, Rome (Italy), 19-22 May 2010.
47. Giachetti C., Lanzolla G. (2010). Market Evolution and Time to Adoption of New Technologies by Industry Incumbents. The Case of the UK Mobile Phone Industry. *European Academy of Management (EURAM) conference*, Rome (Italy), 19-22 May 2010.
48. Giachetti C., Lampel J. (2009). Strategic Convergence Under Multiple Reference Targets in the UK mobile phone industry. *Academy Of Management conference*, Chicago, Illinois (US), 7-11 August 2009.

INVITED SEMINARS

1. Giachetti C. (2025). How to Review an Academic Paper: Meeting Expectations and Developing Skills. Seminar series on “Inside the Academic Editorial Process,” organized by the Società Italiana di Management (SIMA). February 14, 2025.
2. Giachetti C. (2024). Competition in platform ecosystems: A resource dependence perspective. University of CUNEF Madrid (Spain), Department of Management, November 13, 2024.
3. Giachetti C. (2024). Platforms, Ecosystems, and the New Rules of Strategy. University of Malaga (Spain), Degree program in Industrial Organization Engineering, October 28, 2024.
4. Giachetti C., Balzano, M. (2023). How Firms Adapt their Pace of Imitation over the Industry Technology Cycle. University of Trento, Department of Economics and Management, November 23, 2023.
5. Giachetti (2023). Openness of dominant technology platforms and competition among platform providers in hardware-software industries. SKEMA Business School (France), March 21, 2023.
6. Giachetti C. (2022). How consumer electronics firms use the Internet of Things to build their competitive advantage. University of Malaga (Spain), Degree program in Industrial Organization Engineering, November 21, 2022.
7. Giachetti, C. Mensah, D. (2022). Catching-Up During Technological Windows of Opportunity: An Industry Product Categories Perspective. London Metropolitan University (UK), May 26, 2022.
8. Garrido E., Giachetti C., Maicas J.P. (2022). Navigating demand and technological windows of opportunity: The role of international experience. Manchester Institute of Innovation Research, Alliance Manchester Business School, The University of Manchester. January 17, 2022.

9. Giachetti C. (2021). How consumer electronics firms use the Internet of Things to build their competitive advantage. Keynote speaker at the ACEDE conference, Cartagena (Spain), online conference, 30 June 2021.
10. Garrido, E., Giachetti, C. & Maícas, J.P. (2021). Challenging the market leader in the presence of windows of opportunity: The role of international experience. Bayes Business School (formerly Cass), City University London, 25 March 2021.
11. Garrido, E., Giachetti, C. & Maícas, J.P. (2020). Windows of opportunity and market leader dethronement in the global telecommunications industry. Universidad Autónoma de Madrid, 20 February 2020.
12. Giachetti C. (2019). Windows of opportunity and changes in market leadership in the global mobile phone industry. Keynote speaker at the ACEDE conference, La Coruña (Spain), 18 September 2019.
13. Onoz E., Giachetti C. (2018). How Do Patent Wars Affect Firms' Decision to Enter New International Markets? An Analysis of Patent Infringement Lawsuits in the Global Mobile Phone Industry. University of Milano-Bicocca, October 2018.
14. Giachetti C. (2014). Competitive aggressiveness and performance of developed country-based firms in emerging markets. University of Catania (Italy), September 2014.
15. Giachetti C., Li Pira S. (2014). Speed of new technology imitation and firm performance. Kingston Business School, London (UK), January 2014.
16. Giachetti C., Spadafora E. (2012). Conformity and Differentiation in Multinationality: Performance Implications for the Italian Ceramic Tile Manufacturers. Department of International Business, Moore School of Business, University of South Carolina, Columbia (US), November 2012.
17. Giachetti C., Spadafora E. (2011). Strategic deviation in multinationality and firm performance. Ca' Foscari University of Venice, Department of Management, November 2011.
18. Giachetti C. (2011). Imitating or differentiating from the market leader? A question of environmental uncertainty and market leader visibility. Bologna University, Department of Management, June 2011.
19. Giachetti C. (2010). Offshore manufacturing diversification strategy and firm performance: the inverse U-Shaped hypothesis. Ca' Foscari University of Venice, Department of Management, September 2010.
20. Giachetti C., Lanzolla G. (2010). Market Evolution and Time to Adoption of New Technologies by Industry Incumbents. The Case of the UK Mobile Phone Industry. 2º *Seminario de Investigación Generès*, Zaragoza (Spain), June 2010.

21. Marchi G., Giachetti C., de Gennaro P. (2010). Factors affecting the degree of lead usersness: evidence from the on-line community Ducati. *2º Seminario de Investigación Generès*, Zaragoza (Spain), June 2010.
22. Giachetti C., Lampel J. (2009). Strategic Convergence Under Multiple Reference Targets in the UK mobile phone industry. WISE Seminar at the *Ca' Foscari Advanced School of Economics (SSE)*, Venice, February 2009.

ORGANIZATION OF CONFERENCES / WORKSHOPS

2015. Organizer of the *First IOS Conference* (17-18 December 2015), and *chair* in the first day/session on “Imitation: antecedents and performance implications” (introduction on the issue and final discussion of the presented papers). Università Ca' Foscari Venezia, Department of Management.

AWARDS / HONORS

- 2024 – Giachetti, C., Balzano, M. (2024). Hold or Hurry? How Firms Adjust Their Speed of Imitation in the Face of Technological Transitions.

- *Best papers Proceedings of the 2024 Academy of Management conference*, Illinois, Chicago (US), ISSN: 2151-6561, Illinois, Chicago (US).
- *Nominated for the TIM Best Conference Paper Award* of the 2024 Academy of Management conference.
- *Nominated for the TIM Best Student Paper Award* of the 2024 Academy of Management conference.

- Best teaching award*, Ca' Foscari University of Venice, Department of Management. Granted to top ten professors, ranking based on evaluations given by students to professors' quality of teaching. The top three professors are prized with 1000 euro.

- 2023 – ranked as 3rd over 82; 1000 euro
- 2022 – ranked as 8th over 75
- 2021 – ranked as 4th over 75
- 2020 – ranked as 8th over 73
- 2019 – ranked as 3rd over 70; 1000 euro

- 2020 – *Best reviewer award, Academy of International Business (AIB)*, online conference, July 1–9.

- 2018 – *'Best Paper Award' (2000 euro) at the Spanish Conference of Economy and Management (ACEDE)/XXVIII Congreso Nacional de la Asociación Científica de Economía y Dirección de Empresas (ACEDE)*. Paper: Garrido, E., Giachetti, C. & Maícas, J.P. (2017), “Challenging the leader in the presence of market changes: The role of international experience”. *XXVIII Spanish Conference of Economy and Management (ACEDE)*, 24-26th June 2018, Valladolid (Spain).

- 2017 – *Finalist for the ‘Best Paper on Emerging Markets Award’ at the Academy of Management conference*. Paper: Peprah A. A., Giachetti C. (2017), “Business Model Adaptation to Institutional Voids in Developing Countries: The Case of Jumia, the Amazon of Africa”. Academy of Management conference, Atlanta (US), August 2017.
- 2017 – *Finalist for the ‘Best Paper Award in the Strategy division’ at the Spanish Conference of Economy and Management (ACEDE)/XXVII Congreso Nacional de la Asociación Científica de Economía y Dirección de Empresas (ACEDE)*. Paper: Garrido, E., Giachetti, C. & Maícas, J.P. (2017), “Sustaining market share leadership in the presence of demand changes: the role of challengers' international experience”. XXVII Spanish Conference of Economy and Management (ACEDE), 18-20th June 2017, Aranjuez (Spain).
- 2014 – *Young researchers award 2014 (10000 euro)*. Financed by Ca’ Foscari University of Venice.
- 2014 – *‘Best Paper Award’ (\$500)* – Dagnino G. B., Giachetti C., La Rocca M., Picone P. M. (2014) “Unveiling the Antecedents of International Diversification: An Agency Theory Approach”. *CGIO Best Paper in International Corporate Governance*, International Management division of the *Academy of Management conference 2014*, Philadelphia, Pennsylvania. Financed by National University of Singapore (NUS) business school.
- 2014 – Dagnino G. B., Giachetti C., La Rocca M., Picone P. M. (2014) “Unveiling the Antecedents of International Diversification: An Agency Theory Approach”. *Best papers Proceedings of the 2014 Academy of Management conference*, Philadelphia, Pennsylvania, ISSN: 2151-6561.
- 2013 – *Finalist* (among the top four) for the “**Best Paper Award**” 2012 of the journal *Mercati e Competitività*. Paper title: Giachetti C., (2012), “Do service firms benefit from diversification? The moderating effect of competitive intensity and firm size”, *Mercati e Competitività*, 2:87-103, Franco Angeli, ISSN: 1826-7386.
- 2010 – *Finalist* (among the top twenty. Prize: 500 euro) for the 2010 “**Best Paper Award based on a Doctoral Dissertation**” of the *European Marketing Academy (EMAC) conference*, Copenhagen (Danimarca). *EMAC bursary*. Paper title: Giachetti C., Lanzolla G. (2010), “Product Diffusion and Time to Adoption of New Technologies by Industry Incumbents. The Case of the UK Mobile Phone Industry”.

PROFESSIONAL SERVICES

University service

Deputy Coordinator of the PhD in Management, University of Bologna, June 2024 – now.

Member of the research committee of the Department of Management at University of Bologna, February 2024 – now.

Member of the teaching committee of the PhD in Management at University of Bologna, May 2024 – now.

Member of the Advisory Board of the PhD in Management, Venice School of Management – Ca' Foscari University of Venice, December 2024 – now.

Coordinator of the master degree program in International Management at Ca' Foscari University of Venice, March 2023 – December 2023.

Coordinator of the master degree program in Management at Ca' Foscari University of Venice, August 2020 – March 2023.

Member of the research committee of the Department of Management at Ca' Foscari University of Venice, September 2018 – December 2023.

Member of the teaching committee of the PhD in Management at Ca' Foscari University of Venice, September 2013 – now.

Member of the team preparing for EQUIS accreditation of the Department of Management at Ca' Foscari University of Venice, October 2019 – now.

Deputy for Quality Assurance (*Assicurazione della Qualità* – AQ) of the Department of Management at Ca' Foscari University of Venice, March 2018 – April 2023.

Member of the committee of evaluators of international students applying for the Ca' Foscari University of Venice degree courses. January 2017 – January 2018.

Member of the teaching committee of the bachelor's degree in "Economics" at Ca' Foscari University of Venice, September 2014 – January 2017.

Coordinator of the Department of Management seminar series, Ca' Foscari University of Venice, May 2012 – July 2015.

Affiliations to research centers

Member of the research center BLISS – Digital Impact Lab at Ca' Foscari University of Venice, July 2020 – now.

Member of the research center NOIS – Network, Organization, Innovation and Strategy at Ca' Foscari University of Venice, July 2020 – now.

Member of the Center for Automotive and Mobility Innovation (CAMI) at Ca' Foscari University of Venice, September 2013 – now.

Coordinator of IOS - Center for Innovation, Organization, and Strategy at Ca' Foscari University of Venice, May 2015 – June 2019.

Editorial responsibilities

Associate Editor:

- *Business Research Quarterly* (SAGE from 2020; Elsevier before 2020), January 2018 – present.
- *Journal of Industrial and Business Economics (Economia e Politica Industriale)* (Springer), May 2024 – present.

Referee work**Ad hoc reviewer for:**

- *European Management Journal* (2012-2015), *Global Strategy Journal* (2013-2015; 2020-2025), *Industrial and Corporate Change* (2020), *International Journal of Management Review* (2018), *Journal of Business Economics and Management* (2012), *Journal of Business Research* (2016; 2019; 2023), *Journal of Industrial and Business Economics* (2017-2019; 2021-2022), *Journal of International Business Studies* (2020), *Journal of Management* (2022), *Journal of Management Studies* (2017; 2023-2024), *Journal of Product Innovation Management* (2023-2024), *Journal of Technology Transfer* (2024), *Journal of World Business* (2015; 2023-2024), *Long Range Planning* (2009, 2011-2020, 2023-2024), *Management Decision* (2016, 2018), *Management International Review* (2021-2022), *Management Science* (2022-2023), *Mercati e Competitività* (2012-2013), *Research Policy* (2014, 2017-2018, 2020-2023), *Review of World Economics* (2014), *R&D Management* (2015-2016), *Strategic Management Journal* (2015), *Strategic Organization* (2021-2022; 2024), *Technology Analysis & Strategic Management* (2016), *Technological Forecasting & Social Change* (2015), *Technovation* (2020-2021; 2023).

Others:

- Reviewer for the “National Agency for the Evaluation of Universities and Research Institutes” in Italy (Agenzia Nazionale per la Valutazione del sistema Universitario e della Ricerca – ANVUR). Evaluation of Italian universities four-year research (valutazione quadriennale della ricerca – VQR), for the time periods: 2015–2019, 2011–2014, 2004–2010.

Doctoral advising**PhD students supervisor:**

2024 – today. Gabriel Franceschini (University of Bologna).

2024 – today. Daria Demyanova (University of Bologna).

2021 – 2025. Marco Balzano (Ca' Foscari University of Venice). *PhD Thesis title*: Three essays on the speed of imitation of rivals' innovation. *First position after the PhD*: University of Trieste (Italy).

2019 – 2023. Deborah Tiniwah Mensah (Ca' Foscari University of Venice). *PhD Thesis title*: Three Essays on Technological Windows of Opportunity and Changes in Market Leadership. *First position after the PhD*: University of Professional Studies, Accra (Ghana).

2016 – 2019 (with honors). Ergun Onoz (Ca' Foscari University of Venice). *PhD Thesis title*: Three Essays on Competition in the Global Mobile Phone Industry. *First position after the PhD*: Ozyegin University, Istanbul (Turkey).

- 2016 – 2019. Makafui Kumodzie (Ca' Foscari University of Venice). *PhD Thesis title*: Three Essays on Conformity and Corporate Governance in Multinational Enterprises. *First position after the PhD*: University of Sussex (UK).
- 2015 – 2018 (with honors). Augustine Awuah Peprah (Ca' Foscari University of Venice). *PhD Thesis title*: Three essays on institutional voids and firms' strategy in emerging markets. *First position after the PhD*: University of Professional Studies, Accra (Ghana).
- 2013 – 2015. Stefano Li Pira (Ca' Foscari University of Venice). *PhD Thesis title*: Three Essays on Speed of New Technology Imitation, Red Queen Competition and Negotiation of Categories. *First position after the PhD*: Warwick Business School (UK).

External reviewer/examiner for PhD candidates' dissertation:

- 2024 – Joanne E. Ormandy, Alliance Manchester Business School. *PhD Thesis title*: Three Essays on the Emerging Digital Technology Field of Proptech.
- 2024 – Jay Srage, Bayes Business School – City St. George's, University of London. *PhD Thesis title*: Three studies on the role of the integration of external knowledge in fast-tracking organizational transformation in the context of the diffusion of radical general purpose technologies (GPT). The case of digital transformation.
- 2024 – Seyyed Milad Shirvani, Ca' Foscari University of Venice. *PhD Thesis title*: Three Essays on Technological-Forcing Regulation and the Re-organization of Innovation: Evidence from the Automotive Industry.
- 2022 – Silvia Della Santa, Università di Modena e Reggio Emilia. *PhD Thesis title*: Testing and acceptance of autonomous vehicles. Living labs and users' attitude studies.
- 2021 – Chaturbhuj R. Tripathi, Alliance Manchester Business School. *PhD Thesis title*: The role of imitation in technological learning and catch-up: Evidence from the Indian Automobile Industry.
- 2020 – Laura Aldrovandi, Università di Modena e Reggio Emilia. *PhD Thesis title*: Innovazione e sviluppo economico territoriale attraverso la creazione di un polo tecnologico (hub), un modello integrato di incubazione, ricerca, servizi alle imprese e formazione: il caso del Parco Scientifico e Tecnologico del Mirandolese ed i suoi sviluppi futuri.
- 2019 – Beatriz Pérez-Aradros, Universidad de la Rioja (Spain). *PhD Thesis title*: The effects of entry timing and entry mode decisions on firm performance: The role of competitive strategy and environmental factors.
- 2017 – Pilar Bernal, Universidad de Zaragoza (Spain). *PhD Thesis title*: Developing strategies for innovation: Determinants and effects.
- 2012 – Elisabet Garrido Martinez, Universidad de Zaragoza (Spain). *PhD Thesis title*: Technological change and internationalization in the network industries: an institutional approach.

Internal reviewer/examiner for PhD candidates' dissertation:

- 2022 – Narmin Nahidi, Ca' Foscari University of Venice. *PhD Thesis title*: Essays on Acquisition Outcomes.
- 2020 – Francesca Bacco, Ca' Foscari University of Venice. *PhD Thesis title*: How Do Firms Organize for Exploration? Essays on New Business Models and Collaboration Across Domains.

NATIONAL AND INTERNATIONAL RESEARCH PROJECTS

- International Research Project: “Strategic Decisions in the Digital Age: Sustainability, Innovation, and Institutional Dynamics” (September 2024 – September 2027). *Partner Universities*: University of Zaragoza, University of La Rioja, CUNEF University, University of Bologna, Erasmus University Rotterdam. *Funding*: Ministerio de Ciencia, Innovación y Universidades (Spain), 170000 euro. *Role*: Research collaborator.
- Research project at Ca’ Foscari University of Venice, Department of Management (February 2015 – February 2018). *Title*: ‘Windows of opportunities and changes in industrial leadership’. *Role*: scientific coordinator. Financed by Ca’ Foscari University of Venice: 10000 euro (young researchers’ award 2014).
- Research project at Ca’ Foscari University of Venice, Department of Management – Bando di Ateneo 2014 (December 2014 – April 2017). *Title*: ‘Pure and creative imitation: antecedents and performance implications’. *Role*: scientific coordinator. Financed by Ca’ Foscari University of Venice: 20000 euro.
- FSE 2012 Regione Veneto, Asse Capitale Umano (1 April 2013 - 31 March 2014), Ca’ Foscari University of Venice, Department of Management. *Title*: ‘Promuovere il consumo dei prodotti sostenibili: Analisi dei presupposti comportamentali e cognitivi per la valorizzazione dei caratteri di sostenibilità dei prodotti locali presso i consumatori’. *Role*: scientific coordinator. Financed by Veneto Region: 24000 euro.
- PRIN 2008 (March 2010 – November 2012), Università di Modena e Reggio Emilia, Faculty of Economics, *title*: “Alliances and competitiveness in emerging markets: innovative strategies in the internationalization processes of the Italian ceramic tile firms”. *Coordinator*: Moretti Andrea, Università degli Studi di Udine. *Role*: participant (research collaborator).
- International research project “Country of Origin” (October 2009 – May 2011, with fellowship), Università di Modena e Reggio Emilia, Faculty of Economics. *Title*: “Country Of Origin (Co) Effect: An International Comparative Analysis On Customer Buying Behaviour”. *Scientific coordinator*: Silvia Grappi ed Elisa Martinelli (Università di Modena e Reggio Emilia). *Role*: participant (research collaborator). *Financed by*: the Cassa di Risparmio di Modena. *Partner universities*: University Jaume I of Castellón (Spagna), Universidad De Zaragoza (Spagna), Saint-Petersburg State University of Technology and Design (Russia), Peking University, Institute for Cultural Industries (ICIPKU) (China).
- Research project of the Università di Modena e Reggio Emilia, Faculty of Economics (June 2005 – March 2008), *title*: “Il sistema ceramico di fronte alla globalizzazione. Strategie d'impresa e strategie di sistema.” *Financed by*: Assopiastrelle, Acimac, Cna, Regione Emilia Romagna, Provincia di Modena e Comuni di Sassuolo, Fiorano, Maranello, Formigine, Castellarano, Casalgrande e Scandiano. *Coordinator*: Professor Tiziano Bursi, Università di Modena e Reggio Emilia. *Role*: participant (research collaborator), responsible for the analysis of “Il comparto dei corredi ceramici”.
- FIRB 2003 (October 2005 – October 2006, with scholarship), Università di Modena e Reggio Emilia, Faculty of Economics. *Title*: “Ridisegno dell’infrastruttura finanziaria delle reti di imprese: alla ricerca di nuove soluzioni finanziarie, istituzionali e informatiche per sostenere la crescita, l’innovazione, le riorganizzazioni aziendali e la gestione dei rischi” (Coordinator: Prof. Luca Erzegovesi, Università degli Studi di Trento). *Contribution of the local unit*:

“Nuovi modelli istituzionali: servizi di consulenza alle operazioni di internazionalizzazione”,
Coordinator: Prof.ssa Chiara Della Bella (Università degli Studi di Modena e Reggio Emilia).
Role: participant (research collaborator).

TEACHING EXPERIENCE

PhD (doctoral seminar)

Economics and Management of Innovation. University of Bologna, Department of Management, PhD program in Management. Course organizer: Claudio Giachetti. Course held in English. 15 teaching hours per academic year.

- March 2024. Instructor Rating on Effectiveness: 4.8/5.

Strategic Management Theory. Ca' Foscari University of Venice, Department of Management, PhD program in Management. Course organizer: Claudio Giachetti. Course held in English. 30 teaching hours per academic year.

- Gennaio-Febbraio 2024.
- October-November 2022. Overall Instructor Rating: 3.2/5 (program average: 3.65).
- October-November 2021. Overall Instructor Rating: 3.80/5 (program average: 3.52).
- October-November 2020. Overall Instructor Rating: 4.20/5 (program average: 4.67).
- October-November 2019. Overall Instructor Rating: 4.80/5 (program average: 4.15).
- October-November 2018. Overall Instructor Rating: 4.00/5 (program average: 3.88).
- October-November 2017. Overall Instructor Rating: 4.67/5 (program average: 3.89).
- October-November 2016. Overall Instructor Rating: 3.75/5 (program average: 3.77).
- October-November 2015. Overall Instructor Rating: 4.20/5 (program average: 4.14).
- September-November 2014. Overall Instructor Rating: 4.00/5 (program average: 3.95).

How to create a database and explore it using STATA. Ca' Foscari University of Venice, Department of Management, PhD program in Management. Course held in English. 5 teaching hours per academic year. (Integrative activities for doctoral students).

- April 2020.

Criteria for research evaluation and recruitment: a comparison between management departments in Italy and abroad. Ca' Foscari University of Venice, Department of Management, PhD program in Management. Course held in English. 2 teaching hours. (Integrative activities for doctoral students),

- May 6, 2021
- June 1, 2022

Strategic Management Theory. Universidad Autónoma de Madrid, Department of Finance and Marketing, PhD program, 19-21 February 2020. Course held in English. 8 teaching hours. (Integrative activities for doctoral students).

Innovation and strategic change. Lesson with a focus on “imitation theories”, within the PhD program in “Lavoro, sviluppo e innovazione”, University of Modena and Reggio Emilia, 24th of February 2016. Course held in Italian. 4 teaching hours. (Integrative activities for doctoral students).

Postgraduate and undergraduate

International Management (postgraduate). University of Bologna, Department of Management. Course organizer: Claudio Giachetti. Course held in English. 30 teaching hours per academic year.

- April-May 2024. Percentage of students positively satisfied: 100% (master's degree average: 79.5%).

International Business (postgraduate). University of Bologna, Department of Legal Studies. Course organizer: Claudio Giachetti. Course held in English. 30 teaching hours per academic year.

- February-April 2024. Percentage of students positively satisfied: 100% (master's degree average: 85.9%).

Business Management, modules 1 and 2 (undergraduate). Ca' Foscari University of Venice, Department of Management. Course organizer: Claudio Giachetti. Course held in Italian. 60 teaching hours per academic year.

- September-December 2022. Overall Instructor Rating: 8.6/10 (departmental average: 7.68).
- September-December 2021. Overall Instructor Rating: 8.8/10 (departmental average: 7.7).
- September-December 2020. Overall Instructor Rating: 8.38/10 (departmental average: 7.84).
- September-December 2019. Overall Instructor Rating: 8.62/10 (departmental average: 7.61).
- September-December 2018. Overall Instructor Rating: 3.41/4 (departmental average: 3.06).

Entrepreneurship and business models (postgraduate). Ca' Foscari University of Venice, Department of Management. Course organizer: Claudio Giachetti. Course held in English. 30 teaching hours per academic year.

- September-October 2022. Overall Instructor Rating: 8.68/10 (departmental average: 7.68).
- September-October 2021. Overall Instructor Rating: 9.13/10 (departmental average: 7.7).
- September-October 2020. Overall Instructor Rating: 8.6/10 (departmental average: 7.84).
- September-October 2019. Overall Instructor Rating: 9.91/10 (departmental average: 7.61).

Entrepreneurship and organization building (postgraduate). Ca' Foscari University of Venice, Department of Management. Course organizer: Claudio Giachetti. Course held in Italian. 30 teaching hours per academic year.

- February-March 2018. Overall Instructor Rating: 3.72/4 (departmental average: 3.08).
- February-March 2017. Overall Instructor Rating: 3.77/4 (departmental average: 3.05).
- November-December 2015. Overall Instructor Rating: 3.30/4 (departmental average: 3.06).

Competitive analysis (undergraduate). Ca' Foscari University of Venice, Department of Management. Course organizer: Claudio Giachetti. Course held in Italian. 30 teaching hours per academic year.

- September-October 2018. Overall Instructor Rating: 3.33/4 (departmental average: 3.06).
- September-October 2017. Overall Instructor Rating: 3.26/4 (departmental average: 3.08).
- September-October 2016. Overall Instructor Rating: 3.55/4 (departmental average: 3.05).
- September-October 2015. Overall Instructor Rating: 3.34/4 (departmental average: 3.06).

Business economics and management (undergraduate). Ca' Foscari University of Venice, Department of Management. Course organizer: Claudio Giachetti. Course held in Italian. 30 teaching hours per academic year.

- September-October 2017. Overall Instructor Rating: 3.49/4 (departmental average: 3.08).
- September-October 2016. Overall Instructor Rating: 3.60/4 (departmental average: 3.05).
- September-October 2015. Overall Instructor Rating: 3.33/4 (departmental average: 3.06).

Marketing (undergraduate). Ca' Foscari University of Venice, Department of Management. Course organizer: Claudio Giachetti. Course held in English. 30 teaching hours per academic year.

- November-December 2014. Overall Instructor Rating: 3.09/4 (departmental average: 3.01).
- November-December 2013. Overall Instructor Rating: 3.27/4 (departmental average: 2.96).
- May-June 2013. Overall Instructor Rating: 3.30/4 (departmental average 3.20).

Strategic Management (postgraduate). Ca' Foscari University of Venice, Department of Foreign Languages. Course organizer: Claudio Giachetti. Course held in English. 30 teaching hours per academic year.

- September-December 2013.
- September-December 2012.

Management (undergraduate). Università di Modena e Reggio Emilia, Department of Engineering. Course organizer: Claudio Giachetti. March-June 2012. Course held in Italian. 54 teaching hours.

Management – modules 1 and 2 (postgraduate). Ca' Foscari University of Venice, Department of Foreign Languages. Course organizer: Claudio Giachetti. September-December 2011. Course held in Italian. 30 teaching hours.

Management (undergraduate). Ca' Foscari University of Venice, Department of Foreign Languages. Course organizer: Claudio Giachetti. September-November 2011. Course held in Italian. 15 teaching hours.

Marketing (undergraduate). Università di Modena e Reggio Emilia, Faculty of Economics, Modena. Course organizer: Claudio Giachetti. March-April 2011. Course held in Italian. 32 teaching hours.

Strategy (postgraduate). Università di Modena e Reggio Emilia, Faculty of Economics, Modena. Course organizer: Professor Gianluca Marchi. October-November 2010. Course held in Italian. 9 teaching hours.

Marketing Strategy (undergraduate). Università di Modena e Reggio Emilia, Faculty of Economics, Modena. Course organizer: Claudio Giachetti. May 2010. Course held in Italian. 32 teaching hours.

Strategy (postgraduate). Università di Modena e Reggio Emilia, Faculty of Economics, Modena. Course organizer: Professor Gianluca Marchi. October-November 2009. Course held in Italian. 9 teaching hours.

Corporate Strategy (postgraduate). Università di Modena e Reggio Emilia, Faculty of Economics. Course organizer: Professor Tiziano Bursi. Modena, October 2007. Course held in Italian. 3 teaching hours.

Masters / Executive Education

Strategy and International Business. Within the Executive MBA, custom program for Coesia Group, Bologna Business School. October-December 2024. Course held in English. 24 teaching hours.

Marketing. Within the master: “Master in Emerging Markets (MEM)”. Università di Modena e Reggio Emilia. Course organizer: Claudio Giachetti. January 2015. Course held in English. 16 teaching hours.

Competitive strategy. Within the master: “Master in Comunicazione d’Azienda (MCA)”. Ca’ Foscari University of Venice, Department of Management. Course organizer: Claudio Giachetti. November 2011. Course held in Italian. 4 teaching hours.

Strategy (master for middle managers). Within the master: “Azioni formative a supporto e sviluppo di capacità manageriali all’interno del settore cooperativo”, organized by LEGACOOOP, Modena. Course organizer: Claudio Giachetti. April 2010. Course held in Italian. 12 teaching hours.

Competitive analysis. Within the master: “Tecnico delle vendite con competenze in servizi e prodotti energetici”, organized by IRECOOP, Modena. Course organizer: Claudio Giachetti. February 2010. Course held in Italian. 20 teaching hours.

Competitive analysis. Within the master: “Marketing for tile manufacturers”. Università di Modena e Reggio Emilia, Faculty of Economics, Modena. Course organizer: Claudio Giachetti.

- November 2009. Course held in English. 24 teaching hours.
- January 2009. Course held in Italian. 16 teaching hours.

INDUSTRY EXPERIENCE AND CONSULTING (SELECTED)

European Regional Development Fund (ERDF) (European Union fund to support small and medium-sized businesses) in partnership with Marche region of Italy. Role: *Business Analyst* (evaluator of business plans of companies participating in competitive calls for the allocation of funds). Marche region, Italy, 2020.

Democenter-SIPE, Centro Servizi per l’Innovazione (A foundation that brings together institutions, trade associations, banking foundations, with the aim of offering consulting services to local companies). Role: *Business Analyst*. Modena, Italy, 2011.

Fin-Technology Capital Partners (Merchant Bank). Role: *Business Analyst* (Consulting activities in collaboration with the University of Modena and Reggio Emilia, Faculty of Economics). Modena, Italy. 2009–2011.

CRIF Group (A multinational company offering credit reporting, decision-support models, management solutions, consultancy, outsourcing, software and worldwide business information systems). Role: *Business Analyst* (Consulting activities in collaboration with the University of Modena and Reggio Emilia, Faculty of Economics). Bologna, Italy, 2009.

Blumet S.p.A. (A company selling electric power and gas). Role: *Assistant Marketing Manager*.
Reggio Emilia, Italy, 2003.

LANGUAGE SKILLS

Italian (mother tongue)
English (fluent)
Spanish (survival knowledge)

COMPUTER SKILLS

Microsoft Office
Statistical software packages: STATA, SPSS
Business information and research tools: Factiva, LexisNexis
Financial analysis databases: Orbis, Bloomberg
Patent databases: Orbit