

ANTONIO (PACO) GIULIANI

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Professor of *Mavericks in the Food Industry* – MBA Food and Wine
Bologna Business School University of Bologna

OTHER ACADEMIC POSITIONS

Since August 2011 Assistant Professor of Entrepreneurship
Department of Managerial Studies – University of Illinois at Chicago

November 2010-October 2011 Fellow (under the EU VII Framework Programme)
Department of Business Management – University of Bologna Alma Mater Studiorum
Supervisors: Simone Ferriani, Gianni Lorenzoni, Raghu Garud

August 2010 – May 2011 Post-doctoral fellow
Smeal College of Business - Pennsylvania State University
Farrel Center for Corporate Innovation and Entrepreneurship
Supervisor: Raghu Garud

August 2010 – May 2011 Fixed term II Lecturer
Smeal College of Business - Pennsylvania State University

August 2009 – August 2010 Visiting Scholar
Smeal College of Business - Pennsylvania State University
Farrel Center for Corporate Innovation and Entrepreneurship
Supervisor: Raghu Garud

September 2005 – September 2007 Junior Fellow Researcher
Department of Business Management – University of Bologna Alma Mater Studiorum
“Evolutive dynamics of cluster of firms: new organizational and technological architectures”

TEACHING

Academic year 2013-2014
University of Illinois at Chicago
ENTREP 454 – New Venture Formation (Fall)
ENTREP 464 – Entrepreneurial Consulting (Fall and Spring)

Academic year 2012-2013
University of Illinois at Chicago
ENTREP 445 – New Venture Planning (Spring)
ENTREP 454 – New Venture Formation (Fall)
ENTREP 464 – Entrepreneurial Consulting (Fall and Spring)

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 2012-2013
University of Bologna – MBA in Food & Wine
Seminar on “Mavericks in the food Business”

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 2012-2013
University of Illinois at Chicago
Candidate: Jim Downing (third reader); title: “Structure, Strategic Groups, and Competitive Advantage: A Study of Employee Entrepreneurship”

Academic year 2010-2011
University of Bologna – M.S in Business and Economics – Final dissertation
Candidate: Sara Bisulli; 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.

OTHER POSITIONS

September 2007 – July 2008 Associate Consultant
Bain & Co. Italy Inc.

February 2005 – July 2005 Associate Consultant
Bain & Co. Italy Inc.

January 2003 – July 2003 Start-up business plan analyst
Immicom Inc., Los Angeles

EDUCATION

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)

PRINCIPAL PUBLICATIONS

Garud, R., Gehman, J., Giuliani, A.* (2014) "Contextualizing Entrepreneurial Innovation: A Narrative Perspective", *Research Policy* (forthcoming)

Garud, R., Giuliani, A.* (2013) "A Narrative Perspective on Entrepreneurial Opportunities", *Academy of Management Review*, 38(1), 157-160

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

*equal contributors

WORKING PAPERS

(W1) Garud, R., Gehman, J., Giuliani, A. "Discovery and creation: a narrative perspective" (In preparation for submission to *Academy of Management Review*)

(W2) Giuliani, A. "Serial entrepreneurs' management of multiple identities" (Data coding)

(W3) Giuliani, A., Lorenzoni, G. "The recipe at large': knowledge replication in the restaurant setting" (Data collection)

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

WORK IN PROGRESS

I have coordinated the writing of a research proposal to 1871, a digital and tech incubator in Chicago, to make the Entrepreneurship faculty of UIC their exclusive research partner. The proposal has been submitted and we are waiting for the new management team to accept it and grant us access.

Using the narrative approach, Dr. Garud and I are devising 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).

PRESENTATIONS

July 2012

EGOS Conference, Aalto University, Helsinki, Finland

Paper (co-authored with Raghu Garud) presentation: "A narrative perspective on entrepreneurial opportunities"

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)