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Home

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Tommaso Minola is Associate Professor at the Department of Management, Information and Production Engineering (DIGIP), and co-founder and Director of the Center for Young and Family Enterprise (CYFE) at the University of Bergamo. In his research, he is interested in studying how different dimensions of the enterprising individual (e.g., motivation, cognition, behavior) and of the entrepreneurial firm (e.g., goals and resource allocation) are affected by embeddedness in social contexts. In particular, he looks at the *family* and the *university* as contexts particularly relevant for venture creation, development and performance.

Tommaso has been visiting researcher, amongst others, at University of Cambridge (UK) and University of St. Gallen (Switzerland). He has also been TOFT Visiting Professor at Jönköping International Business School (Sweden). He has established several research collaborations, mainly across Europe and US. His works have been published in leading academic journals in innovation, entrepreneurship and small business, such as *Entrepreneurship Theory and Practice*, *Strategic Entrepreneurship Journal*, *Small Business Economics*, *Journal of Small Business Management*, *Entrepreneurship and Regional Development*, *The Journal of Technology Transfer* and *R&D Management*.

Tommaso has also developed an extensive experience in teaching and designing educational activities in entrepreneurship, innovation and technology management, at undergraduate, graduate, PhD and executive level. He is scientific director of *Start Cup Bergamo* and *Go.In*, two executive education programs for entrepreneurs. He has also supported several start-ups, SMEs, and family firms – especially in high-tech sectors or resulting from university technology transfer – through advisory and mentoring activities. He has also extensively engaged in different policy-oriented research projects.

EDUCATION

10/2008

Ph.D. in Management, Economics and Industrial Engineering, Politecnico di Milano, Italy
Dissertation title: “*Funding New Technology-Based Firms: Beyond Venture Capital, the Role of Debt*”. Visiting PhD student at the Centre for Technology Management, University of Cambridge (UK) in 2007.

7/2007

iTeams, a joint Education Program by MIT Entrepreneurship Center, MIT Deshpande Center, the Cambridge-MIT Institute, the Institute for Manufacturing at Cambridge University and Cambridge University Technology and Enterprise Club (CUTEC) to build go-to-market strategies for ground-breaking technologies. The business plan for the technology-based venture developed within the course was awarded the 1st prize at CUTEC’s annual Technology Ventures Conference.

Academic Year 2002/03

Master of Science, Telecommunication Engineering, Politecnico di Milano, Italy (score: graduation with full grade).

Academic Year 2000/01

Erasmus exchange program (1 Year) at *Technische Universität Wien – Nachrichtentechnik Institut*.

Other educational activities:

- *European Entrepreneurship & Innovation Thought Leaders Program* (Spring 2009)
Stanford University (US), School of Engineering (Dr. Burton Lee)
- *Technology Entrepreneurship Education: Theory to Practice* (June 2008)
UC Berkeley (US), Haas Business School (Prof. Jerome Engel and Prof. John Danner)
- *MPhil and MBA Courses in Entrepreneurship and Entrepreneurial finance* (March-June 2007)
University of Cambridge (UK), Institute for Manufacturing and Judge Business School (Dr. Tim Minshall and Dr. Khaled Soufani)
- *14th Annual EPSRC Research Methodology Workshop for Manufacturing and Technology Management* (March 2007)
University of Cambridge (UK), Wolfson College and Institute for Manufacturing
- *Technology and Innovation Management Executive Training Course* (March 2007)
University of Cambridge (UK), Center for Technology Management
- *Summer School in Management Studies on Individual and Corporate Entrepreneurship in High-Tech Industries* (June 2006)
Fondazione IRI and SIAF - International School for Advanced Education (Prof. Andrea Piccaluga and Dr. David Hsu)
- *Executive course on “Risk Capital Institutional Investors”* (October 2005)
AIFI (Italian Venture Capital Association) (Prof. Giampio Bracchi and Prof. Anna Gervasoni)
- *Fund Raising for Universities and Research* (November 2004)
Aiccon and University of Bologna (Prof. Luigi Sacco)
- *AiIG PhD Summer School in Management Engineering* (Summer 2005, 2006, 2007)
Brixen (Italy), Free University of Bozen

ACADEMIC APPOINTMENTS

03/2018-present

Department of Management, Information and Production Engineering (University of Bergamo)
Associate professor of Entrepreneurship, Strategic Management and Technological Change

10/2017-present

Jönköping International Business School (Jönköping University, Sweden)
Lecturer in “Research Thesis” program

07/2014-present

Center for Young and Family Enterprise (University of Bergamo)
Director

02/2011-12/2016

Department of Management, Information and Production Engineering (University of Bergamo)
Member of the Research Board (*Commissione Ricerca*) of the Department

02/2011-02/2018

Department of Management, Information and Production Engineering (University of Bergamo)
Assistant professor of Entrepreneurship, Strategy and Technological Change (tenured)

07/2010-06/2014

Center for Young and Family Enterprise (University of Bergamo)
Co-Founder and Member of the Board

02/2009-01/2011

Department of Engineering (University of Bergamo)
Research Fellow in “Entrepreneurship and firm growth”

03/2004-12/2010

Fondazione Politecnico (Politecnico di Milano)
Research Fellow and Project Manager (“Technological Innovation Projects” and “Acceleratore d’Impresa” business units)

PUBLICATIONS

Books

- Bosio G., Minola T., Origo F. & Tomelleri S. (2018) (eds.), Rethinking Entrepreneurial Human Capital, Springer International Publishing, US.
- Cassia L., Minola T. & Paleari S. (2011) (eds.), Entrepreneurship and Technological Change, Edward Elgar, Cheltenham Glos, UK, ISBN 9781849807470.

Journal Articles (peer reviewed)

- Campopiano, G., Brumana, M., Minola, T., Cassia, L. (2019). Does Growth Represent Chimera or Bellerophon for a Family Business? The Role of Entrepreneurial Orientation and Family Influence Nuances. *European Management Reviews.* , p.1-19.
- Hahn, D., Minola, T., Bosio, G., Cassia, L. (2019). The impact of entrepreneurship education on university students’ entrepreneurial skills: a family embeddedness perspective. *Small Business Economics*, p. 1-26
- Hahn, D., Minola, T., Eddleston, K. A. (2019). How do Scientists Contribute to the Performance of Innovative Start-ups? An Imprinting Perspective on Open Innovation. *Journal of Management Studies.*
- Colombelli, A., Grilli, L., Minola, T., Mrkajic, B. (2019). To what extent do young innovative companies take advantage of policy support to enact innovation appropriation mechanisms? *Research Policy.*
- Van Gils, A., Huybrechts, J., Minola, T., Cassia, L. (2019). Unraveling the impact of family antecedents on family firm image: A serial multiple-mediation model. *Journal of Family Business Strategy*, Vol. 10, Iss: 1, p. 17-27
- Minola, T., Hahn, D., Cassia, L. (2019). The relationship between origin and performance of innovative start-ups: the role of technological knowledge at founding. *Small Business Economics*, p. 1-17
- De Massis, A., Kotlar, J., Mazzola, P., Minola, T. & Sciascia, S. (2018). Conflicting selves: family owners’ multiple goals and self-control agency problems in private firms. *Entrepreneurship Theory and Practice*, DOI: 10.1111/etap.12257, ISSN: 1042-2587.
- Pucci, T., Brumana, M., Minola, T. & Zanni, L. (forthcoming). Social capital and innovation in a life science cluster: the role of proximity and family involvement. *The Journal of Technology Transfer*, DOI 10.1007/s10961-017-9591-y, ISSN: 0892-9912.

- Hahn, D., Minola, T., Van Gils, A., & Huybrechts, J. (2017). Entrepreneurial Education and Learning at Universities: Exploring Multilevel Contingencies. *Entrepreneurship and Regional Development*, Vol. 29, p. 945-974, ISSN: 0898-5626, DOI 10.1080/08985626.2017.1376542
- Sieger, P. & Minola, T. (2017). The family's financial support as "Poisoned Gift": a family embeddedness perspective on entrepreneurial intentions. *The Journal of Small Business Management*, Vol. 55, Iss: S1, p. 179-204, ISSN: 1540-627X.
- Criaco, G., Sieger, P., Wennberg, K., Chirico, F., & Minola, T. (2017). Parents' performance in entrepreneurship as a "double-edged sword" for the intergenerational transmission of entrepreneurship. *Small Business Economics*, Vol. 49, Iss: 4, p. 841-864, ISSN: 0921-898X.
- Brumana, M., Minola, T., Garrett, R.P. & Digan, S.P. (2017). How Do Family Firms Launch New Businesses? A Developmental Perspective on Internal Corporate Venturing in Family Business. *The Journal of Small Business Management*, vol. 55, Iss: 4, p. 594-613, ISSN: 1540-627X.
- Minola, T., Vismara, S. & Hahn, D. (2017). Screening model for the support of governmental venture capital. *The Journal of Technology Transfer*, vol. 42, Iss: 1, p. 59-77, ISSN: 1573-7047.
- Minola, T., Cogliati, G.M., Cassia, L. & Paleari, S. (2017). Are hyper-growth firms inherently different? Preliminary evidence from a sample of fast-growing European SMEs. *International Journal of Entrepreneurial Venturing*, vol. 9, Iss: 2, p. 122-159, ISSN: 1742-5360
- Calabrò, A., Minola, T., Campopiano, G. & Pukall, T. (2016). Turning innovativeness into domestic and international corporate venturing: the moderating effect of high family ownership and influence. *European Journal of International Management*, vol. 10, Iss: 5, p. 505-533, ISSN: 1751-6757.
- Campopiano, G., Minola, T. & Sainaghi, R. (2016). Students climbing the entrepreneurial ladder: family social capital and environment-related motives in hospitality and tourism. *International Journal of Contemporary Hospitality Management*, vol. 28, Iss: 6, p. 1115-1136, ISSN: 0959-6119.
- Chrisman, J.J., Chua, J.H., De Massis, A., Minola, T. & Vismara, S. (2016). Management processes and strategy execution in family firms: from "what" to "how". *Small Business Economics*, vol. 47, Iss: 3, p. 719-734, ISSN: 0921-898X.
- Minola, T., Brumana, M., Campopiano, G., Garrett, R.P. & Cassia, L. (2016). Corporate venturing in family business: a developmental approach of the enterprising family. *Strategic Entrepreneurship Journal*, vol.10, Iss: 4, p. 395-412, ISSN: 1932-443X.
- Minola, T., Donina, D. & Meoli, M. (2016). Students climbing the entrepreneurial ladder: does university internationalization pay off? *Small Business Economics*, vol. 47, Iss: 3, p. 565-587, ISSN: 0921-898X.
- Minola, T., Criaco, G. & Obschonka, M. (2016). Age, culture, and self-employment motivation. *Small Business Economics*, vol. 46, Iss: 2, p. 187-213, ISSN: 1573-0913.
- Cassia, L., De Massis, A., Meoli, M., & Minola, T. (2014). Entrepreneurship research centers around the world: research orientation, knowledge transfer and performance. *The Journal of Technology Transfer*, vol. 39, Iss: 3, p. 376-392, ISSN: 1573-7047.
- Minola, T., Criaco, G., & Cassia, L. (2014). Are youth really different? New beliefs for old practices in entrepreneurship. *International Journal of Entrepreneurship and Innovation Management*, vol. 18, p. 233-259.
- Criaco, G., Minola, T., Migliorini, P. & Serarols-Tarrés, C. (2014). "To have and have not": founders' human capital and university start-up survival. *The Journal of Technology Transfer*, vol. 39, Iss: 4, p. 567-593, ISSN: 1573-7047.

- Minola, T., Cassia, L. & Criaco, G. (2013). Financing patterns in new-technology-based firms: an extension of the pecking order theory. *International Journal of Entrepreneurship and Small Business*, vol. 19, Iss: 2, p. 212-233, ISSN: 0892-9912.
- Cassia, L. & Minola, T. (2012). Hyper-growth of SMEs: toward a reconciliation of entrepreneurial orientation and strategic resources. *International Journal of Entrepreneurial Behaviour & Research*, vol. 18, Iss: 2, p. 179-197, ISSN: 1355-2554.
- De Massis, A.V., Minola, T. & Viviani, D. (2012). Entrepreneurial learning in Italian high-tech start-ups: an exploratory study. *International Journal of Innovation and Learning*, vol. 11, Iss: 1, p. 94-114, ISSN: 1471-8197.
- Cassia, L. & Minola, T. (2011). Capital structure decision of new technology-based firms: evidence from youth entrepreneurship. *Investment Management & Financial Innovations*, vol. 8, Iss: 4, p. 72-82, ISSN: 1810-4967
- Minola, T. & Giorgino, M. (2011). External capital for NTBs: the role of bank and venture capital. *International Journal of Entrepreneurship and Innovation Management*, vol. 14, Iss: 2/3, p. 222-247, ISSN: 1368-275X
- Cassia, L., Correale, A. & Minola, T. (2010). The role of top management teams behind investors' valuation of entrepreneurial IPOs. *Investment Management & Financial Innovations*, vol. 7, Iss: 2, p. 177-188, ISSN: 1810-4967
- Minola, T. & Giorgino, M. (2008). Who's going to provide the funding for high tech start-ups? A model for the analysis of determinants with a fuzzy approach. *R&D Management*, vol. 38, Iss: 3, p. 335-351, ISSN: 0033-6807
- Minola, T., Minshall, T. & Giorgino, M. (2008). Access to external capital for techno start-ups: evidences from the UK. *Investment Management & Financial Innovations*, vol. 4, Iss: 5, p. 186-199, ISSN: 1810-4967

Book Chapters

- Pongelli, C., Sciascia, S., & Minola, T. (2018). Do we really want to cut out the deadwood? Family-centered noneconomic goals, restructuring aversion, and escalation of commitment. In: *The Palgrave Handbook of Heterogeneity in Family Firms*, Memili, E. & Dibrell, C. (eds.)
- Brumana, M., Gamba, D., Ruzzene, A., Minola, T., (2018). Knowledge Transfer Strategy at a Family-Owned Multinational: The Case of Embal Inc.
- Pongelli, C., Sciascia, S., Minola, T., (2018).
- Campopiano, G., Minola, T., & Cassia, L. (2017). Entrepreneurial team formation: the role of the family. In: *Research Handbook on Entrepreneurial Teams: Theory and Practice*, Cyrine Ben-Hafaïedh, Thomas M. Cooney (eds.), ISBN 9781784713195.
- Brumana, M., Cassia, L., Gamba, D., Minola, T. (forthcoming). Perception gaps in international corporate entrepreneurship: the role of knowledge transfer tools. In: *Industry 4.0 - Springer Series: "Studies on Entrepreneurship, Structural Change and Industrial Dynamics"*, Devezas T., Leitão J. & Sarygulov A. (eds.), ISBN 9783319496030.
- Minola, T., Campopiano, G., Brumana, M., Cassia, L., & Garrett, R.P. (2017). Corporate entrepreneurship in family business: The when and how. In: *The Routledge companion to family business*, Kellermanns, F. W., & Hoy, F. (eds.), p. 281-310, ISBN-10: 113891911X.
- Bassani, G., Minola, T. & Vismara, S. (2016). Technology Foresight for Regional Economies: A How to Do Guide. In: *University Evolution, Entrepreneurial Activity and Regional Competitiveness*. Springer International Publishing, Audresch, D., Lehmann, E., Meoli, M. & Vismara, S. (eds.), p. 385- 392, ISSN: 1572-1922
- Brumana, M., Minola, T., Cassia, L., Gamba, D. & Pressiani, P. (2016). Family firms as the incubators of new ventures: a transgenerational perspective. In: *Fast growing firms in a slow growth economy: institutional conditions for innovation*, Visintin, F. & Pittino, D. (eds.), ISBN 9781785367106.

- Brumana, M., Cassia, L., De Massis, A., Discua Cruz, A. & Minola, T. (2015). Transgenerational professionalization of family firms: the role of next generation leaders. In: *Developing Next Generation Leaders for Transgenerational Entrepreneurial Family Enterprises*, Pramodita, S., Nunzia, A., Rock-Lee, D., Parada, M.J., & Mohar, Y. (eds.), Cheltenham: Edward Elgar, ISBN: 9781784717865.
- Minola, T. & De Massis, A. (2015). The social consequences of corporate entrepreneurial practices: evidence from global initiatives of an Italian family firm. In: *Global Entrepreneurship: Case Studies of Entrepreneurial Firms Around the World*, Hayton, J., Salvato, C., & Manimala, M.J. (eds.), p. 84-99, ISBN: 9780415703239.
- Criaco, G., Serarols-Tarres, C., Minola, T. & Yash Bhatiya, A. (2014). Companies Spun Out of Universities: Different Typologies for Different Performance Patterns. In: *Handbook of Research on Techno-Entrepreneurship*, Second Edition. Thérin, F. (eds.). Cheltenham Glos: Edward Elgar, ISBN: 9781781951811.
- Bianchi, M., Chiaroni, D., Frattini, F. & Minola, T. (2013). A dynamic capability view on the determinants of superior performance in university technology transfer offices. In: *Entrepreneurial Business and Society*. Welter, F., Blackburn, R., Ljunggren, E. & Åmo, B.W. (eds.). Cheltenham Glos:Edward Elgar, ISBN: 9781782546023.
- Cassia, L., De Massis, A.V., Kotlar, J. & Minola, T. (2012). The hyper-growth of family-owned firms: evidence from European SMEs. In: *Entrepreneurial Strategies and Policies for Economic Growth*, Muffatto, M. & Giaccon, P. (eds.), ISBN: 9788862922661.
- Cassia, L., Criaco, G. & Minola, T. (2012). Overcoming barriers in the entrepreneurial process of youth: the importance of support program. In: *Entrepreneurial Strategies and Policies for Economic Growth*, Muffatto, M. & Giaccon, P. (eds.), ISBN: 9788862922661.
- Criaco, G., Migliorini, P., Minola, T. & Serarols, C. (2012). Founders' human capital and the survival of university start-up companies. In: *Entrepreneurial Strategies and Policies for Economic Growth*, Muffatto, M. & Giaccon, P. (eds.), ISBN: 9788862922661.
- Cassia, L. & Minola, T. (2012). Revising the Start-Up Capital Structure of New Ventures: The Case of Juvenile NTBFs. In: *Entrepreneurship Issues. An International Perspective*, Dossena, G. & Bettinelli, C. (eds.), p.109-126. Bergamo: Sestante Edizioni, ISBN: 9788866420446.
- Cassia, L., De Massis A.V., Minola, T. (2011). Selecting corporate venturing forms in high-tech industries: a comprehensive framework, In: *Entrepreneurship and Technological Change*, Cassia, L., Minola, T. & Paleari, S. (eds.). Cheltenham Glos: Edward Elgar, ISBN: 9781849807470.
- Cassia, L., Minola, T. & Paleari, S. (2011). Entrepreneurship, technology and change: a review and proposal for an interpretative framework, In: *Entrepreneurship and Technological Change*, Cassia, L., Minola, T. & Paleari, S. (eds.). Cheltenham Glos: Edward Elgar, ISBN: 9781849807470.

Articles in Italian Refereed Journals Relevant to the Italian Association of Management Engineering (AiIG)

- Tomelleri, S., Origo, F., Minola, T., (2018). Il Valore della Collaborazione. Collaborazione, Competizione e Felicità: Evidenze Preliminari da una Popolazione di Studenti e Imprenditori. *Studi di sociologia*.
- Hahn, D., Minola, T., Pressiani, P., Salerno, M. & Rizzi, C. (2017). Imprenditorialità nelle Life Science. Un'indagine preliminare. *Sistemi & Impresa*, vol. 1, p. 65-71, ISSN:0394-929X.
- Bosis L., Brumana M., Cassia L. & Minola, T. (2015). Innovazione dirompente e imprenditorialità. *Sistemi & Impresa*, vol. 5, p. 54-60, ISSN:0394-929X

- Cassia, L., De Massis, A.V. & Minola, T. (2011). L'imprenditorialità giovanile in Italia: analisi del fenomeno e best practice per il supporto manageriale alle start-up fondate da giovani. *Sistemi & Impresa*, vol. 57, p. 40-49, ISSN: 0394-929X
- De Massis, A.V., Minola, T., Ferrari, G. & Mascheretti, S. (2011). Il modello beyond budgeting come paradigma d'innovazione imprenditoriale: un'analisi manageriale attraverso casi di studio. *Sistemi & Impresa*, vol. 57, p. 20-29, ISSN: 0394-929X

Chapters in Italian Books

- Minola, T. & Sala, A. (2017). Innovazione e infrastrutture. In: *Rapporto Lombardia 2017*. Éupolis Lombardia (eds.), ISBN: 9788898484058.
- Four chapters In: *Sussidiarietà e... politiche industriali. Rapporto sulla sussidiarietà 2015/2016*. Garrone, P. & Martini, G. (eds.), Fondazione per la Sussidiarietà, May 2016
Ch. 3 - Caratteristiche dell'imprenditore e risultati d'impresa: obiettivi dell'indagine (with Paola Garrone and Gianmaria Martini); Ch. 4. - Metodologia per l'analisi empirica; Ch. 5 - Analisi descrittiva delle imprese e degli imprenditori del campione (with Mara Brumana and Davide Hahn); Ch. 6 - Personalità dell'imprenditore e risultati d'impresa: un'indagine sugli imprenditori italiani (with Giulio Bosio)
- Minola, T. (2011). Iper-crescita: imprenditorialità e risorse. In: *Imprenditorialità, cambiamento e crescita*. Cassia, L. & Filardo, G.N. (eds.), Bergamo: Sestante Edizioni, ISBN: 978-88-6642-001-9

Working Paper in Edited Series

- Cassia, L., Minola, T. & Paleari, S. (2011). Entrepreneurship, technology and change: a review and proposal for an interpretative framework. *Working paper series at the Dept. of Economics and Technology Management - University of Bergamo*.

Research report

- Hahn, D., Minola, T., Gamba, D., Alberti, M., (2018). Global University Entrepreneurial Spirit Students' Survey: Report for Italy 2016
- Éupolis Lombardia (2017). Policy paper "Esiti delle Start up in Lombardia e competenze di business nei giovani", Éupolis Lombardia (Cod. ECO17007)
- Minola, T., Rizzi, C. & Cassia, L. (2015). Ricerca, imprenditorialità e innovazione nelle scienze della vita, University of Bergamo
- Minola, T., Cassia, L., Hahn, D., Campopiano, G. & Pressiani, P. (2013). GUESSS National Report - Italy 2013. http://www.guesssurvey.org/e_publication_nat.html

Indexed proceedings

- Gimenez, J.D., Calabrò, A., Edelman, L., Minola, T. & Cassia, L. (2018). The impact of affective commitment and in-group-collectivism on daughters' succession intentions. In *Academy of Management Proceedings* (Vol. 2018). Academy of Management.
- De Massis, A., Kotlar, J., Mazzola, P., Minola, T., & Sciascia, S. (2014). Are They All Alike? Heterogeneity of family owners' goals and PP agency costs in private firms. In *Academy of Management Proceedings* (Vol. 2014, No. 1, p. 15959). Academy of Management.
- Lambkin, A., Minola, T. & Salerno, M. (2009). Key success factors for clean technology commercialization and start-ups incubation strategy: a general framework and an Italian experience. In: *Triple Helix VII International Conference Proceedings*. GLASGOW, June 2009

Symposia, workshops, and other presentations

- Minola, T. (2018). Conceptualizing the Distinctiveness of Academic Spin-Offs: A Socioemotional Wealth Perspective
- Campopiano, G., Brumana, M., Minola, T., Cassia, L., (2018). Growth in Family Business: Bellerophon or Chimera
- Brumana, M., Minola, T., Waldkirch, M., Nordqvist, M., (2018). Unpacking resource exchange in internal corporate venturing: Decision framing, risk and consequences for venture autonomy
- Brumana, M., Minola, T., Waldkirch, M., Nordqvist, M., (2018). Internal Corporate Venturing in Family Firms: Antecedents and Consequences of Resource Exchange
- Brumana, M., Cassia, L., Minola, T., (2018). Unexpected succession, entrepreneurial behavior and performance in family firms
- Hahn, D., Minola, T., Bosio, G., Cassia, L., (2018). Entrepreneurship education impact and contingencies: a quasi-experimental design
- Hahn, D., Minola, T., Cassia, L., Carletto, R., (2018). On the knowledge context of innovative startups: technological endowments and performance of corporate and university spinoffs.
- Hahn, D., Minola, T., Bosio, G., Cassia, L. (2018). A family embeddedness view on entrepreneurship education and venture creation: evidence from a longitudinal study
- Brumana, M., Minola, T., Waldkirch, M., Nordqvist, M. (2018). Investigating resource exchanges in internal corporate venturing: Decision framing, risk and consequences for venture autonomy. The International Family Enterprise Research Academy (IFERA), Zwolle, The Netherlands, 3rd–6th July 2018.
- Setti, A., Minola, T., (2018). Entrepreneurial ecosystems in Science-based firms: building a theoretical approach.
- Criaco, G., Minola, T., Pittino, D. (2018). Towards a theory of non-economic goals in academic spinoff.
- Minola, T. (2018). Conceptualizing the Distinctiveness of Academic Spin-Offs: A Socioemotional Wealth Perspective.
- Weiss, J., Anisimova, T., Minola, T., (2018). The intention-behavior link in entrepreneurship: what do we know about the role of regional social capital?
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- Minola, T., Bau, M., Chirico, F., De Massis, A. & Sieger, P. (2017). Slack and Financial Performance in SMEs: Slack Discretion, Family Ownership, and Hi-Tech Sectors, In: Academy of Management Annual Meeting, Atlanta (US), August, 2017
- Bosio, G., Cassia, L., Hahn, D. & Minola, T. (2017). A longitudinal study on the influence of entrepreneurship education and family context on university students' venture creation, In: NFNB, September 1, 2017
- Hahn, D., Minola, T. & Eddleston, K. (2017) How do scientists contribute to performance of innovative startups? An imprinting perspective on open innovation, In: Euspri workshop, Brescia, November 23, 2017
- Bosio, G., Cassia, L., Hahn, D., Minola, T., (2017). The Embeddedness of Entrepreneurship Education in University Curricula: Impact on Learning and Behaviors
- Minola, T., Bau, M., De Massis, A., Chirico, F., Sieger, P. (2017). Slack resources and firm Performance : a study of family owned SME. 17th Annual IFERA World Family Business Research Conference. Zadar, Croatia. 28.06. - 01.07.2017.
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- Brumana, M., Minola, T., Waldkirch, M. & Nordqvist, M. (2017). Mobilization of capitals and risk perception in internal corporate venturing. In SMS Conference, Houston, Texas, October 2017

- Cassia, L., Hahn, D., Miceli, F., Minola, T. (2017). The Joint Influence of Entrepreneurship Education and Family Context in Fostering Students' Venture Creation: A Longitudinal Study on University Students. In: International Research Conference on Science and Technology Entrepreneurship Education, Toulouse (France), April 2017.
- Brumana, M., Sardeshmukh, S., Minola, T., Cassia, L. (2017). Unexpected Succession, Entrepreneurial Attitudes and Performance in Family Firms. In IFERA Research Development Workshop, Bolzano (Italy), March 2017
- Brumana, M., Gamba, D., Minola, T., Ruzzene, A., (2017). Knowledge Transfer Strategies at a Family-Owned Multinational
- Bosio, G., Cassia, L., Hahn, D., Minola, T., (2017). The impact of elective and compulsory entrepreneurship education on entrepreneurial behaviour of university students: a family embeddedness perspective
- Weiss, J., Anisimova, T., Minola, T., (2017). Regional institutional embeddedness of student entrepreneurship: implications for entrepreneurial behavior
- Bosio, G., Minola, T., & Origo, F. (2016). Too healthy or too busy to go to the doctor? Entrepreneurship and health services utilization in Europe. In: 3rd ESS conference, Amphimax, University of Lausanne, 13-15 July, 2016
- Bosio, G., Minola, T., & Origo, F. (2016). Healthy, Wealthy or Busy? Self-employment and healthcare services utilization in Europe. In: XXXI National conference of labour economics, Trento, 22-23 September, 2016
- Brumana, M., Minola, T., Nordqvist, M. & Waldkirch, M. (2016). Typologies of capital exchange in family business ventures. In: XXVII Riunione Scientifica Annuale - AiIG 2016, Bergamo, October, 2016
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- Ruzzene, A., Minola, T. & Brumana, M. (2016). Thick and thin contextualization: Reflections on the STEP cases. In: STEP Global Academic Conference 2016, Boston (US), October, 2016
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- Minola, T. & Giorgino, M. (2008). Funding NTBFs: beyond venture capital, the role of debt. In: RENT XXII Proceedings. Covilhã (Portugal), 20-21 November, ISBN: 978-989-654-001-2
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- Minola, T., Giorgino, M. & Minshall, T. (2007). Access to external capital for techno start-ups. In: ISBE 2007 Conference Proceeding. Glasgow, 7-9 November 2007, ISBN: 978-1-900862-02-8
- Giorgino, M., Minola, T. & Minshall, T. (2007). Debt and equity financing fostering high tech entrepreneurship. In: Technology Transfer Society 2007 Conference Proceedings. UC Riverside at Palm Desert, California
- Valli, R., Minola, T. & Minshall, T. (2007). Investor perspectives on the impact of alliances for new technology-based firms. In: ISBE 2007 Conference Proceedings. Glasgow, November 2007, ISBN: 978-1-900862-02-8
- Giorgino, M. & Minola, T. (2006). Access to capital for techno start ups: designing a model for the analysis of determinants with a fuzzy approach. In: The R&D Management 2006 Conference Proceedings. Taiwan

Invited Speeches and Presentations as Panelist

- Invited keynote speaker at the Workshop “Il potenziale imprenditoriale degli studenti: giovani, innovazione e imprenditorialità per lo sviluppo del territorio. Esperienze nazionali e internazionali a confronto”, Napoli, 16 March 2018
- Invited speaker at Éupolis Lombardia, Milan, 2 May 2017. Seminar title: “*Lombardy and Sustainable Development Goals: Infrastructure and Innovation*”.
- Invited speaker at MISE (Italian Ministry for Economic Development) on innovative start-ups, Rome, 18 April 2016. Seminar title: “*Overview on Italian innovative start-ups*”.
- Invited speaker at UNAPROA (Italian Association of Agro-food Firms) on human capital and entrepreneurial performance, Rome, 23 March 2016. Seminar title: “*Subsidiarity and Industrial Policies*”.
- Panelist at Bergamo Scienza 2015 on disruptive innovation in high-tech and life science sectors, Bergamo, 16 October 2015 (with Alberto Sangiovanni-Vincentelli, Berkeley University, USA)
- Participation as lecturer to the “23th AiIG Summer School in Management Engineering” – University of Bozen, Brixen (Bozen), 15 September 2015. Lecture title: “*Creativity and Effectuation in Entrepreneurship*”.

- Invited keynote at Global Entrepreneurship Congress, Milan, 17 March 2015. Seminar title: *“Entrepreneurship Education at Universities: advantages, disadvantages and paradoxes”*.
- Participation as lecturer to the “SDART” executive education program – University of Bergamo, 6 February 2015. Lecture title: *“Innovation and technology trends”*.
- Panelist at Tech Transfer Think Tank: 4T “A project for connecting worlds”, Bergamo, 7 May 2014 on entrepreneurship and technology transfer
- *“High-tech and international entrepreneurship”* seminars: organization of a training module and presentation across Lombard Universities on behalf of the Cariplo Foundation (over 30 seminars between February and June 2010)
- Participation as lecturer to the “Summer School in Finance” – University of Bergamo and Politecnico di Milano, Mantello (Sondrio), 14 September 2009. Lecture title: *“Academic research on Private Equity and Venture Capital”*.
- Invited panelist at “Multi-year Expert Meeting on entrepreneurship policies and science, technology and innovation (STI)”, United Nations Conference on Trade and Development – UNCTAD, Genève, January 2009
- Invited panelist at “Plug and Play Acceleration and Collaboration Track (PACT)” – Plug and Play tech center, Sunnyvale (California, US), 20 October 2008. Lesson title: *“Best Practices for start-up incubators and technology centers”*.
- Teaching in the course “LUISS University Seminar on Fund Raising” – LUISS, Rome, 17 October 2006. Lecture title: *“Fundraising for university research”*.
- Discussant at the “Third annual conference of the Technopolicy Network: Entrepreneurship in science-based regions”, Cambridge (UK), 20-22 September 2006.
- Teaching in workshop “Benchmarking Italian and European research on fund raising and capital” – LUISS, Rome, 12 June 2006. Lecture title: *“Practical experience of Fund raising capital and Research”*.
- Invited panelist at “Strategies Fund Raising for the University” – University of Bologna, Forlì, 20 March 2006. Lecture title: *“Fundraising for research. The experience of the Fondazione Politecnico di Milano”*.
- Discussant at the “Triple Helix Conference” – Fondazione Rosselli, Turin, May 2006
- Teaching in the course: “Strategies for Fund Raising for the University” – The Fund Raising School, Bertinoro, 25 November 2005. Lecture title: *“Fund Raising activities of the Fondazione Politecnico di Milano”*.

ACADEMIC ACKNOWLEDGMENTS AND AWARDS

- The paper *“The impact of affective commitment and in-group-collectivism on daughters’ succession intentions”* with Daniela Gimenez, Andrea Calabrò Linda Edelman and Lucio Cassia, has been judged by AOM reviewers to be one of the best accepted papers in our program. This high honor entitled the paper to be published in the Best Paper Proceedings of the 2018 Academy of Management Meeting.
- Since May 2017 ranked in the top 10% of Authors on SSRN by total new downloads (May 2017-present)
- In 2015, the project *“The Dynamic Nature of Entrepreneurship in Family Firms: Corporate Venturing and Coexisting Life Cycles”* was evaluated as “excellent” (top 10%) among 1500+ projects submitted to the “SIR National Program” by the Italian Ministry of Education, University and Research
- “GUESSS Excellent data collector” Award, GUESSS Consortium, St. Gallen (Switzerland), 2015

- The paper “*Succession Intentions in Family Firms: Some Insights on its Antecedents*” with Cristina Bettinelli, was awarded the Journal of Small Business Management Editor’s choice Award at ICSB 2015.
- The paper “*Conceptualization and Implementation of a Screening Model for the Support of a Governmental Venture Capital*” with Silvio Vismara and Davide Hahn, was awarded the Journal of Technology Transfer track best paper Award at INBAM 2014.
- The paper “*Are They All Alike? Heterogeneity of Family Owners’ Goals and P-P Agency Costs in Private Firms*” with Alfredo De Massis, Josip Kotlar, Pietro Mazzola and Salvatore Sciascia has been judged by AOM reviewers to be one of the best accepted papers in our program. This high honor entitled the paper to be published in the Best Paper Proceedings of the 2014 Academy of Management Meeting.
- Tommaso’s research works have been invited for presentation at lectures and seminars at the University of Cambridge (UK, 2007), University of Lyon II (France, 2011), Autonomous University of Barcelona (Spain, 2012) and Jönköping International Business School (Sweden, 2012 and 2013).
- Since September 2012 Tommaso is invited to the “Rencontres de St-Gall”, a prestigious conference by-invitation, founded in 1948 and organized by the Swiss Research Institute of Small Business and Entrepreneurship, University of St. Gallen, that gathers leading scholars in entrepreneurship and family business.
- Research Scholarship FYRE Fostering Young Researchers (5,000€ for visiting research programs) from the Cariplo Foundation
- Tommaso has been selected for the *Career Mentoring Programme of the European Council for Small Business and Entrepreneurship (ECSB)*, from December 2011 to May 2012 (only 11 young scholars selected from Europe).
- The paper “*Entrepreneurial University and technology transfer offices: A dynamic capability view on the determinants of superior performance*” with Mattia Bianchi, Federico Frattini, and Davide Chiaroni has been selected as one of the *best papers* presented at the 25th Conference “Research in Entrepreneurship – RENT”, Bodo (Norway), in November 2011 for inclusion in the annual Edward Elgar Anthology.
- The paper “*Pecking order theory extension and the role of human capital in new technology based firms. Evidence from the Kauffman firm survey*” with Lucio Cassia has been selected as one of the *best papers* presented at the 25th Conference “Research in Entrepreneurship – RENT”, Bodo (Norway), in November 2011 and included in the special issue of the *International Journal of Small Business and Entrepreneurship*.
- The paper “*Resources-based hyper-growth of firms*” with Lucio Cassia won the Best Paper Award at “High Technology Small Firm Conference” Twente (Netherlands) in May 2010; Award committee: prof. Harry Sapienza (University of Minnesota), prof. Patricia McDougall (Indiana University), prof. Aard Groen (University of Twente), prof. Saras D. Sarasvathy (University of Virginia).
- Since 2009 Tommaso has been awarded a unique and restricted access, provided by the Kauffman Foundation for Entrepreneurship upon application and competitive evaluation, to the KFS dataset and to the KFS enclave (<http://kauffman.org/kfs/>).
- Recipient of a Research Fellowship in Entrepreneurship (2 years: 2009/2010 and 2010/2011) on competitive bases at Department of Engineering, University of Bergamo.
- The paper “*Access to capital for techno start ups: designing a model for the analysis of determinants with a fuzzy approach*” with Marco Giorgino as been selected as one of the *best papers* presented at the R&D Management Conference, Taiwan, in November 2006, and published in the special issue of the *R&D Management Journal*.

- The paper “*Access To External Capital For Techno Start-ups*” with Tim Minshall and Marco Giorgino received the best research Paper Award nomination at “ISBE Conference”, Glasgow (UK), 7-9 November 2007.
- Recipient of two Research Grants for high impact research from young scholars, awarded by Milan City Council (2005 and 2006)
- Recipient of a PhD Scholarship in Entrepreneurial Finance, on competitive bases at Department of Management, Economics and Industrial Engineering (DIG) of Politecnico di Milano (2005-2008).

PROFESSIONAL ACTIVITIES (service to the field)

- Member of the Scientific Committee of the “Dutch Centre of Expertise in Family Business”, Windesheim Zwolle Campus (Since 2016)
- Member of the Editorial Board of the *Journal of Family Business Strategy*
- Member of the Editorial Board of *The Journal of Technology Transfer*
- Co-editor of the *Research Policy* Special Issue on *Innovative start-ups and policy initiatives: heterogeneity, impact and implications* (with David B. Audretsch, Alessandra Colombelli, Luca Grilli, and Einar Rasmussen) (deadline for submission: Spring 2018; expected publication: Late 2019)
- Co-editor of the *Journal of Management Studies* Special Issue on *Corporate Entrepreneurship and Family Business: Learning Across Disciplines* (with Franz Kellermanns, Nadine Kammerlander, and Frank Hoy) (deadline for submission: Spring 2018; expected publication: Late 2019)
- Co-editor of the *Small Business Economics* Special Issue on *Management Processes in the Family Firm: From “What” to “How”* (with James J. Chrisman, Jess H. Chua, Alfredo De Massis, and Silvio Vismara)
- National responsible of the data collection effort on Innovative Start-ups within the project “*Scientific research and competitiveness: variety of organizations, support systems, and performance levels*” within the National Public Research Program “PRIN” (“Programmi di ricerca scientifica di rilevante interesse nazionale”) funding scheme
- Member of the Expert Advisory Group supporting Global Entrepreneurship Monitor (GEM) 2015 in Italy
- Conference organization (formal, double/triple blind review process)
 - Chair at the 2019 IFERA (International Family Enterprise Research Academy) annual Conference held in Bergamo, June 2019. Keynotes speeches have been given by Jay Barney (Utah University), Howard Aldrich (University of North Carolina at Chapel Hill) and Nadine Kammerlander (WHU – Otto Beisheim School of Management). The conference is associated with two special issues from international journals.
 - Co-organizer of the “Academy of Management Review Paper Development Workshop - Advancing theory on enterprising families (and beyond)” with Jay Barney (Utah University and AMR Editor in Chief) and Josip Kotlar (Politecnico di Milano).
 - Member of the organizing committee of “Higher Education and Socio-Economic Development”, XXVII AIIG (Italian Management Engineering Association) Annual Research Meeting (RSA) held in Bergamo, October 2016.
 - Co-Chair at the 10th Workshop on Family Firm Management Research (EIASM) held in Bergamo, May 2014. Keynotes speeches have been given by David Audretsch (Indiana University) and Kimberly Eddleston (Northeastern University). The workshop was associated with two special issues from international journals.

- Co-organizer of “The International Conference in Technology and Innovation Management” (*2014 IEEE International Technology Management Conference & 20th ICE Conference*), Bergamo June 2014
- Workshop organization
 - Scientific coordinator and organizer of the International Research Workshop: “University and Student Entrepreneurship” (with Federica Origo and Davide Hahn) (24 November 2017)
 - Co-organizer of the professional development workshop (PDW) “The Future of Entrepreneurial Intentions Research: Topics, Challenges, and Opportunities” at the Academy of Management 2017, Atlanta (4 August 2017)
 - Participation as mentors during the ENT doctoral consortium at the Academy of Management 2017, Atlanta (6 August 2017)
 - Scientific coordinator and organizer of the International Research Workshop: “Together - Collaborative practices in groups and organizations” (with Stefano Tomelleri and Francesca Visintin) (18-19 May 2016)
 - Scientific coordinator and organizer of the International Doctoral and Young Researcher Workshop: “Entrepreneurship and Innovation” (with Stefano Denicolai and Antonella Zucchella) (12-14 May 2015)
 - Scientific coordinator and organizer of the International Doctoral and Young Researcher Workshop: “Corporate Entrepreneurship, Innovation and Internationalization: Challenges for the Renewal of Firms” (with Stefano Denicolai and Birgit Hagen) (21 May 2014)
 - Chair and discussant of the session “*Empirical and Comparative Studies in Entrepreneurship*” at Academy of Management (AOM) 2013
 - Co-Chair and Co-organizer of the “Entrepreneurship Week of the University of Bergamo”, a week of events on entrepreneurship, innovation, and family business involving academics and practitioners from different countries (12-23 June 2012).
 - Co-organizer of the International Doctoral and Young Researchers Workshop “Family Business and Innovation” of the University of Bergamo, Bergamo (22 June 2012).
 - Scientific Coordinator of CYFE Plenary event within the Global Entrepreneurship Week – Kauffman Foundation and University of Bergamo, November 2010
- Ad hoc reviewer:
 - *Entrepreneurship Theory & Practice*, 2017-present
 - *Industry & Innovation*, 2017-present
 - *Journal of Management Studies*, 2016-present
 - *Journal of Business Venturing*, 2016-present
 - *R&D Management*, 2016-present
 - *Research Policy*, 2015-present
 - *International Journal of Entrepreneurial Venturing*, 2015-present
 - *Studi Organizzativi*, 2015-present
 - *The Journal of Technology Transfer*, 2013-present
 - *Journal of Family Business Strategy*, 2013-present
 - *European Journal of International Management*, 2013-present
 - *Journal of Product Innovation Management*, 2013-present
 - *Journal of Small Business Management*, 2012-present
 - *Small Business Economics*, 2011-present
 - *Research in Entrepreneurship (RENT) Anthology published yearly by Edward Elgar*, 2011-present
 - *International Journal of Entrepreneurship and Innovation Management*, 2011-present

- *International Journal of Entrepreneurial Behaviour & Research*, 2010-present
- Regular reviewing activities for the following conferences (Member of the Board of Reviewers): Strategic Management Society (SMS), Academy of Management (AOM), European Academy of Management (EURAM), EIASM Family Business Workshop, R&D Management Conference, The International Family Enterprise Research Academy (IFERA), RENT – Research in Entrepreneurship (EIASM-ECSB), International Council for Small Business (ICSB), International Symposium on Entrepreneurship and Innovation (ISEI), Inter-RENT Publications (EIASM-ECSB).
- Regular service as chair and discussant at International Conferences Tracks: Academy of Management (AOM), Technology Transfer Society, The International Family Enterprise Research Academy (IFERA), International Symposium on Entrepreneurship and Innovation (ISEI), BCERC – Babson College Entrepreneurship Research Conference, RENT – Research in Entrepreneurship (EIASM-ECSB).
- Chair and discussant of the special tracks
 - “*New approaches on innovative start-ups: heterogeneity, social embeddedness and strategic innovation*” at Italian Association of Management Engineering (RSA AIIG) 2016 (with Luca Grilli, Alessandra Colombelli and Lucio Cassia)
 - “*Boosting economic growth: entrepreneurship and corporate entrepreneurship in manufacturing and related industries*” at Italian Association of Management Engineering (RSA AIIG) 2014 (with Alessandra Colombelli, Riccardo Fini, Federico Frattini and Antonio Messeni Petruzzelli)
 - “*The development of high-tech entrepreneurial ventures: the role of founders*” at Italian Association of Management Engineering (RSA AIIG) 2013 (with Riccardo Fini, Donato Iacobucci and Evila Piva)
- Academic Member and Coordinator for Italy (since 2013) on behalf of the University of St. Gallen of the GUESSS (Global University Entrepreneurial Spirit Students’ Survey), a large, global research project about student entrepreneurship.
 - Organization of 1st Italian GUESSS Workshop (University of Bergamo, 24 November 2017)
 - 2013-14, 2016 and 2018 data collection waves
 - Coordination of research collaboration and data sharing
 - Coordination of research dissemination among scholars and practitioners
- Academic Member (since 2010) of the *Successful Transgenerational Entrepreneurship Practices* (STEP) Project, a global applied research initiative that explores the entrepreneurial process within business families and generates solutions that have immediate application for family leaders. The institutions that founded the project include ESADE (Spain), HEC (France), Jönköping International Business School (Sweden), Università Bocconi (Italy), Universität St. Gallen (Switzerland), Universität Witten/Herdecke (Germany), and Babson College (US).
 - Co-organizer of *STEP Project Summits* (2nd Global Summit in Barcelona, November 2013; European Summit in Bergamo, May 2014)
 - National Responsible for Italy for the 2015 data collection process on behalf of Babson College (US)
 - Invited panel member at the *STEP Project European Summits* (University of Jyväskylä, Finland, May 22-23, 2013; ALBA Graduate Business School, Greece, October 25-28, 2012; Jönköping International Business School, Jönköping, Sweden, May 30, 2012; Antwerp Management School, Antwerp, Belgium, November 13-15, 2011; University of St. Gallen, St. Gallen, Switzerland, April 27-30, 2011).
- Supervision of six post-doc researchers at CYFE (Center for Young and Family Enterprise) and DIGIP (Department of Management, Information and Production Engineering), University of Bergamo (2014-present)

- Supervision of PhD and MPhil students:
 - Katerina Vasilevska (PhD program in Technology and Innovation Management) (2018-present)
 - Andrea Setti (PhD program in Economics and Management of Technology, DREAMT) (2015-2018)
 - Davide Hahn (PhD program in Economics and Management of Technology, DREAMT) (2014-2017)
 - Merie Joseph Kannampuzha (ECSB Mentoring Program 2016)
 - Giuseppe Criaco (Autonomous University of Barcelona, Spain) (2011-2012)
 - Apurav Yash Bhatiya (Indian Institute of Technology, Kharagpur, India) (2012)
- Regular supervision of research thesis by bachelor and master students (100+ from 2006) on the topics of entrepreneurship, innovation and family business.
- Principal investigator of University of Bergamo in the KFS (Kauffman Data Set) research community (2009-present).
- Scientific coordinator and principal investigator of
 - Ministry of Education, University and Research (MIUR) funded project: “*Contamination Lab Bergamo*” (Contamination Lab funding scheme, research grant CL16E2XY4Z) (2018-2020).
 - EU funded project: “*Entrepreneurial University as a model for proper managerial interrelation among education, science and innovation development*” (EU Tempus IV funding scheme, research grant ETF-JP-00443-2008) (2009-2012).
- Co-organizer and co-chair
 - of the research workshop “Together”, organized in May 2016 at University of Bergamo. The workshop was framed within an editorial activity for the scientific publication “*Rethinking Entrepreneurial Human Capital*”, co-edited with Giulio Bosio, Federica Origo and Stefano Tomelleri, colleagues at University of Bergamo, and published by Springer in 2018.
 - of the research workshop “Entrepreneurship and Technological Change”, organized in May 2010 at University of Bergamo. The workshop was framed within an editorial activity for the scientific publication “*Entrepreneurship and Technological Change*”, co-edited with Lucio Cassia and Stefano Paleari, colleagues at University of Bergamo, and published by Edward Elgar in 2011.
- Scientific supervision and support of non-EU Universities in developing research and education in entrepreneurship: Catholic University of Portoviejo and Polytechnic University (ESPOL) of Guayaquil (Ecuador, 2008); Lomonosov Moscow State University (Russia), University of the Academy of Sciences of Moldova (Moldova) and Al-Farabi Kazakh National University (Kazakhstan) (all in 2009-2011)
- Scientific collaborator and investigator of several EU-funded project on Entrepreneurship and Technology Transfer (*MOVARE; AI3; Milano Start-up; Incubate; INCLUSA*) (2007-2011).

PROFESSIONAL ACTIVITIES (service to the University of Bergamo)

2014-present

Director of the Research Center for Young and Family Enterprise (CYFE, on behalf of the University of Bergamo). Main responsibilities: development of long-term and multidisciplinary research strategy of the Center; launch of international collaborations on research projects and institutional collaborations; development of interdepartmental research programs, particularly involving young scholars and PhD students; fund raising and scientific responsibility of research contracts from public and private institutions; management of the incoming research visiting program; participation to the Scientific Committee; organization of the yearly Scientific Committee

meeting under the guidance of the Committee Chairman; reporting to University governance bodies.

2014-present

Member of the Research Board of the Department of Management, Information and Production Engineering, as representative of Assistant Professors and Lecturers. Main tasks of the Board: research evaluation and research strategy formulation.

2014-present

Member of the “Lunch Seminar Series” organizing committee at the Department of Management, Information and Production Engineering.

2013-2014

Deputy Director of the Research Center for Young and Family Enterprise (CYFE, on behalf of the University of Bergamo) for international collaborations

2012-2014

Member of the Board of Engineering Department, as representative of Assistant Professors and Lecturers: supervision and strategic advisory to the Department on research activities, research funding, and teaching quality assessment program.

2012-present

Co-founder and Scientific Director of “Go.In’ – Go International. Be Innovative”, an executive education program for growth-oriented SMEs and family firms through entrepreneurship, innovation and internationalization. Main responsibilities on behalf of SdM (School of Management, University of Bergamo): designing the course and the contents of the program; interaction with the faculty and the students; assistance during the project work development; final reporting to the Chamber of Commerce of Bergamo (funder of the program).

2010-2013

Co-founder and board Member of the Research Center for Young and Family Enterprise (CYFE, on behalf of the University of Bergamo). Main responsibilities: benchmarking of entrepreneurship research centers worldwide; fund raising at both local and international level; participation to the research group, including PhD students, young researchers and international co-authors; technology and knowledge transfer initiatives to local entrepreneurs and enterprises.

2009-present

Co-founder and Scientific Director of “Start Cup Bergamo”, an executive education program for students, young researchers, faculty member and aspiring entrepreneurs engaged in the development and launch of a high-tech venture. The direction also includes the organization of a Business Plan Competition and representing University of Bergamo in the “Start Cup Milano Lombardia” Board of Lombardy Universities. Students from Start Cup Bergamo have ranked 1st at Regional-level round (2013, 2014, 2015) and National-level round (2013, 2014) of the Start Cup competition.

2009-present

Faculty Member of *Management Engineering* courses (bachelor and master) and *Mechanical Engineering* courses (bachelor) at the Department of Engineering, University of Bergamo.

PROFESSIONAL ACTIVITIES (service to Business and Community)

2017

Principal investigator in the research contract “Sustainable Development Goals in Lombardy and Outcomes of Innovative Start-ups” (Éupolis Lombardia)

2016-present

Member of the Scientific Committee of 4T – Tech Transfer Think Tank

2011-present

Participation to the development and growth of new technology-based firms through advisory and mentoring

- MORE Srl – Grassobbio, Bergamo (Innovative Start-up, according to the Italian Law 221/2012; role: co-founder and non-executive advisor) (2011-2017)
- RES Academy – Milano (Corporate Incubation program; role: scientific advisor, delegate for academic research and board member) (2015-present)

2015-2016

Participation to the research project “*Subsidiarity and Industrial Policies*”, on behalf of the Department of Management, Information and Production Engineering, financed by Fondazione per la Sussidiarietà (Milano). The project provides empirical evidence (through econometric analyses on survey-based data from a representative sample of Italian SMEs) on the role of entrepreneur’s individual traits in determining firm performance.

2014-2015

Scientific coordinator in the “*Job.In*” project, on behalf of University of Bergamo, financed by Municipality of Bergamo. The project included research on and education for young entrepreneurs.

2012-present

Ad hoc reviewer of peer-reviewed research projects, among which:

- Italian Ministry of Research (MIUR): FIRB and PRIN research schemes

Ad hoc evaluator of research projects, among which:

- EU Program MED 2007-2013: 2G-MED09-139 research grant

2012-2014

Eupolis (Lombardy Region Research Institution)

Principal investigator, on behalf of University of Bergamo, of the research project “*Entrepreneurship Policies and State of implementation of Small Business Act in Lombardy*”

2011

Bergamo Chamber of Commerce

Participation to the research project “*Young Entrepreneurship*”, on behalf of University of Bergamo.

2008-2010

Intesa San Paolo Bank and Finlombarda SGR

Research projects “*Intesanova*” and “*Obiettivo ICT*” aimed at developing successful models for technological scouting and innovation evaluation in SMEs, start ups and academic spin-off.

Member of “Intesa San Paolo Start Up Initiative”, a mentoring and evaluation program for innovative SMEs.

2008-2010

Milan Chamber of Commerce

Principal investigator, on behalf of Politecnico di Milano, in the research project “*Entrepreneurial finance in Milan: tools and strategies to foster high-tech entrepreneurship and academic entrepreneurship*”

2008-2009

Finlombarda

Principal investigator, on behalf of Politecnico di Milano, in the research project “*Entrepreneurial finance in Lombardy*”

2007-2011

Fondazione Politecnico (Politecnico di Milano)

International development for Politecnico di Milano university incubator (“Acceleratore d’Impresa”) and start-ups tenants:

- Support to Centre for Entrepreneurial Learning (University of Cambridge, UK) in the development of technology-based entrepreneurship education in Italian universities;
- Consulting to Kodak European Research (Cambridge, UK) for technology scouting in Italian universities and incubators
- Coordination of research and innovation programs between Politecnico di Milano and Silicon Valley (research seminars, training programs and modules, business development initiatives) (local hosts: Stanford University, Berkeley University, M31, Plug&Play Tech Center, Mind the Bridge Foundation)

2007-2010

Fondazione Politecnico (Politecnico di Milano)

Coordination of Politecnico di Milano university incubator (“Acceleratore d’Impresa”); main tasks:

- Supporting several new ventures in technology transfer from research, commercialization of patents and innovation
- Incubator’s strategy formulation
- Incubator’s business development
- Incubator’s organizational design and coordination a staff of 15+ employees and mentors
- Reporting to the governance of Fondazione Politecnico and Politecnico di Milano
- Scientific coordination of applied research projects on High-tech Entrepreneurship Theory and Practice
- Scientific Coordinator of Start Cup Milano Lombardia, 2007-2009
- Scientific Coordinator of PNI (National Prize of Innovation), 2008

2007

MIP Business School (Politecnico di Milano)

Supporting 20+ new companies through education and coaching on business planning and business model formulation (Saturno Grant – Lombardy Region)

2004-2007

Fondazione Politecnico (Politecnico di Milano)

- Research Fellow and Project Manager, supporting innovation, technology transfer to SMEs in the field of ICT, new materials and nano-technology
- Design, coordination and execution of publicly funded research project in the field of R&D, innovation and technology transfer supporting Lombardy SMEs
- Fund raising at both local and international level
- Policy observatories and applied research projects in the field of innovation and research for mature SMEs

2004

National professional practice examination (Telecommunication Engineering)

2002-2003

Politecnico di Milano

- Student representative in Academic Senate
- President of Students' Council
- Member of the Scientific Committee of Fondazione Politecnico

FUNDED RESEARCH PROJECTS, GRANTS and SCHOLARSHIPS

Responsible of research projects (included grant application, fund raising, project management and scientific coordination) or research units in programs funded by private firms and institutions:

- *Imprese familiari e potenziale trans-generazionale: il ruolo delle dinamiche evolutive familiari*
Funded by Gatti e Precorvi (10,000€) (2017)
- *Sustainable Development Goals in Lombardy and Outcomes of Innovative Start-ups*
Funded by Éupolis Lombardia (18,000€) (2017)
- *Contamination Lab*
Funded by Italian Ministry of Education, Universities and Research (180,000€) (2017)
- *Campus Entrepreneurship: Multidisciplinary approaches to the development and assessment of Entrepreneurship Education* (with University of Cambridge, UK and Maastricht University, The Netherlands)
Funded by University of Bergamo "Excellence Initiatives 2016/2017" funding scheme (150,000€) (2016)
- *Youthspark Startup Revolutionary road*
Microsoft and Fondazione Cariplo (13,500€) (2015)
- Other sponsored research projects, on behalf of CYFE, on entrepreneurship and family firms with local private firms and institutions
- *Entrepreneurship Policies and State of implementation of Small Business Act in Lombardy*
Commissioned research project by Éupolis (Lombardy Region Research Institution) (42,000€) (2012)
- *Start Cup Bergamo*
Several research and education projects on high-tech entrepreneurship
Jointly commissioned research projects by Chamber of Commerce, Industrial association (Confindustria) and UBI Bank (2010-present)
- *BISF*
Transnational network of innovation and entrepreneurship among universities in Lombardy and Ticino (Switzerland)
EU Commission (INTERREG) – assigned in a public competition by the European Regional Development Fund (850,000€) (2009)
- *Entrepreneurial University as a model for proper managerial interrelation among education, science and innovation development*
EU Commission (TEMPUS ETF-JP-2008) – assigned in a public competition by the Education, Audiovisual and Culture Executive Agency (EACEA) (1,120,000€) (2008)

Responsible of PhD Scholarship:

- *Entrepreneurship, innovation and sustainability in family firms*
Funded by Gruppo Assimoco (2018) (fund raising and student advisory)
- *Data science and entrepreneurship*

Funded by Gruppo Res (2015) (fund raising)

Participant to research projects and research units in programs funded by private firms and institutions:

- *Scientific research and competitiveness. Variety of organizations, support systems and performance levels.*
A research project on corporate venturing in family firms
National Public Research Program “PRIN” (“Programmi di ricerca scientifica di rilevante interesse nazionale”) – assigned in a public competition by the Italian Ministry of Education, University and Research (65,000€) (2013)
- *Loci and forms of collaboration*
Funded by University of Bergamo ITALY® funding scheme (37,000€) (2013)
- *MedHidden – Hidden Innovation Initiatives for SMEs (2G-MED09-139)*
A research project on soft and hidden innovation in low-tech sectors
Commissioned research project by Parco Tecnologico Padano (9,000€) (2012)
- *S.E.Con. System*
A research project on innovative SMEs and family firms in building industry
Lombardy Region – assigned in a public competition by the Directorate Industry and Enterprise (45,000€) (2012)
- *TEKNE*
Towards Evolving Knowledge-based interNetworked Enterprise
National Public Research Program “FIRB” (“Fondo Italiano per la ricerca di base”) – assigned in a public competition by the Italian Ministry of Education, University and Research (2006)
- *HOT-FDI*
A research project on innovative SMEs and family firms in textile industry
National Public Research Program “FAR” (“Fondo Italiano per la ricerca applicata”) – assigned in a public competition by the Italian Ministry of Education, University and Research (2006)
- *DISCoRSO*
Entrepreneurship and innovation in the field of Distributed Information Systems for COordinated Service Oriented interoperability
National Public Research Program “FAR” (“Fondo Italiano per la ricerca applicata”) – assigned in a public competition by the Italian Ministry of Education, University and Research (2004)
- *NETEX*
A research project on innovative SMEs and family firms in chemical industry
Lombardy Region – assigned in a public competition by the Directorate Industry and Enterprise (1,450,000€) (2004)
- *MOVARE*
MOdels for VAlorisations in Regions – funded in FP6 (2005)
- *AI3*
Accelerator of Innovative Enterprises – assigned in a public competition by Italian Ministry of Industry (2006)
- *Milano Start-up*
Incubation Network – assigned by Milano City Council (2007-2009)
- *Incubate*
Support and best practices for the growth of ICT SMEs – funded in FP6 (2006)
- *INCLUSA*

Innovative high-tech and biotech start-ups for Networking and Business Development between Lombardy and USA – assigned in a public competition by Lombardy Region (2010)

VISITING RESEARCH PERIODS and FELLOWSHIP

12/2014-12/2015

TOFT Visiting Professorship – Centre for Family Enterprise and Ownership (CeFEO), Jönköping International Business School (Sweden)

07/14

School of Business and Economics, University of Maastricht (The Netherlands)

08/2013

Cox Family Enterprise Center, Kennesaw State University, Coles College of Business (US)

12/2012-03/2013

Centre for Family Enterprise and Ownership (CeFEO), Jönköping International Business School (Sweden)

11-12/2011

Center for Family Business (CFB), University of St. Gallen (Switzerland)

02-09/2007

Center for Technology Management (CTM), Engineering Department, Cambridge University (UK)

TEACHING

2017-present

Member of the PhD program “Technology, Innovation and Management” (TIM). The program was jointly founded in 2017 (33th ‘cycle’) by University of Bergamo and University of Naples Federico II.

Main responsibilities: involvement in the design and development of the courses; development of “Entrepreneurship” modules; lecturing; organization of the yearly doctoral workshop on Entrepreneurship and Innovation.

2013-2017

Member of the PhD program “Doctoral Research in Economics and Management of Technology” (DREAMT). The program was jointly founded in 2013 (29th ‘cycle’) by University of Pavia and University of Bergamo, as the continuation of the PhD program DREAM (University of Pavia) and the PhD program DEMA (University of Bergamo).

Main responsibilities: vice-coordinator of the “Innovation and Technology Management” track (2015-16); involvement in the design and development of the courses; development of “Entrepreneurship” modules; lecturing; organization of the yearly doctoral workshop on Entrepreneurship and Innovation, as well as other seminars (among which: Patricia McDougal from Indiana University in April 2015; Tim Minshall from Cambridge University in June 2014).

2011-present

SdM – School of Management, University of Bergamo (Executive Education)

- “Export Business School” (Organized on behalf of UniCredit Group): 6-days intensive educational program aimed to foster exports and business internationalization of 100 selected Italian SMEs (course co-responsible)
- “Go.In’ – Go International, Be Innovative”. Teaching on entrepreneurship, family business and opportunity recognition (teaching activity and course Director)

2010-present

Center for Young and Family Enterprise, University of Bergamo (Executive Education)

- “Start Cup”. Teaching on Technology Transfer and Commercialization, Opportunity Recognition, Business Planning, Entrepreneurial Finance, Family Venturing, Internationalization of New Ventures
- “Figli d’Impresa” (“Family Enterprise Offspring”) (Organized on behalf of Confindustria – the largest Italian entrepreneurial association): 3-days intensive educational program to assess and foster transgenerational entrepreneurship potential and skills of 20 selected Italian young entrepreneurs. Teaching on entrepreneurship and family business

2009

Teaching at PhD level of “Technology Entrepreneurship” classes in externally funded scholarly programs:

- “International Entrepreneurship Education: from venture creation to fund raising” (Funded by Cariplo Foundation)
- “FIXO: Education and Innovation for Occupation” (Funded by Italian Ministry of Labour and European Social Fund)

2009-present

Department of Management, Information and Production Engineering, University of Bergamo (Bachelor and Master level)

- Behaviour, Design and Finances of Organizations (course responsible)
- Economics of Technological Change (course responsible)
- Entrepreneurship and Venture Creation (course responsible)
- Management of Multinational Companies (course co-responsible)
- Strategic Management (Basic) (course co-responsible)
- Strategic Management (Advanced) (course co-responsible)
- Technology entrepreneurship and strategy (Engineering and Management for Health) (course co-responsible)

2008

MIP Business School, Politecnico di Milano (Executive Education level)

- Venture Capital and high-tech entrepreneurship (Executive MBA classes)

2008

Department of Electronic and Information Engineering, Politecnico di Milano (Master level)

- High-tech Entrepreneurship (6 ECTS, course co-responsible)

ACADEMIC NETWORK PARTICIPATION

- Strategic Management Society (SMS)
- Technology Transfer Society (T2S)
- Academy of Management (AoM)
- International Family Enterprise Research Academy (IFERA)

- Italian Family Enterprise Research Academy (ITFERA)
- Family Enterprise Research Conference (FERC)
- Family Firm Institute (FFI)
- European Institute for Advanced Studies in Management (EIASM)
- The European Council for Small Business and Entrepreneurship (ECSB)
- The International Council for Small Business (ICSB)
- The Institute for Small Business and Entrepreneurship (ISBE)
- Italian Association of Management Engineering (AiIG)
- Entrepreneurship SIG at EURAM
- Family Business SIG at EURAM