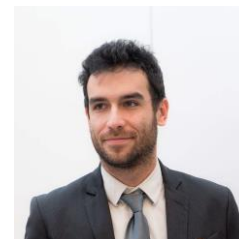


Luca Pistilli

Date and Place of Birth: 08.02.1989, Campobasso (IT)
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ACADEMIC EXPERIENCE

University College Dublin August 2019 – (ongoing)
Assistant Professor Dublin (IE)

- Digital Strategy & Transformation, *MBA*
- Business Research Insights, *MSc CEMS MIM*
- New Venture Creation & Development, *BSc Commerce*
- Business and Social Enterprise, *BSc Commerce* (Module Director)
- Entrepreneurship & Innovation, *BSc Business Studies – Singapore Campus*
- Entrepreneurship & Innovation, *BSc Business Studies – Hong Kong Campus*

Bocconi University May 2017 – August 2019
Course Director Milan (IT)

- Technology Innovation Strategy, *MSc Economics and Management of Innovation and Technology*

Bocconi University September 2017 – August 2019
Lecturer Milan (IT)

- Technology Innovation Strategy, *MSc Economics and Management of Innovation and Technology*
- Business Ethics and Corporate Social Responsibility, *BSc Business Administration and Finance*

EDUCATION

Tuck School of Business at Dartmouth College March 2019-May 2019
Visiting Researcher Hanover, NH (USA)

Bocconi University September 2013-May 2018
PhD in Business Administration and Management Milan (IT)

- **Major:** Technology. **Minor:** Strategy.
- **Research Interests:** Mixed Methods, Technology Innovation, Dynamic Capabilities, Ambidexterity, Education and IS, Privacy and Security, Biotechnology, Adaptation.

Copenhagen Business School – CBS September 2012-December 2013
MSc Economics and Business Administration - Management of Innovation & Business Development Copenhagen (DK)

- Thesis: “*Menneske-Computer Interaktion: Et studie om evolutionen af Mobiltelefoners Interface*”
- Main Courses: Product and Project Management, Managing Innovation in Multinational Enterprises

Bocconi University September 2011-July 2013
MSc Economics and Management of Innovation and Technology Milan (IT)

- Thesis: “*Human-Computer Interaction: A Study on Mobile Phones Interfaces Evolution*”
- Main Courses: Technology and Innovation Strategy, Industry and Firm Analysis, Finance and Entrepreneurship

University of Molise September 2008-July 2011
BSc Business Administration and Management Campobasso (IT)

- Thesis: “*Poverty traps in Economics Models*”
- Main Courses: Microeconomics, Macroeconomics, Business Administration, Statistics, Financial Forecasts

IMC Fachhochschule Krems September 2010-January 2011
Exchange Programme Krems an der Donau (AT)

EDITORIAL SERVICE

- **SMS Annual and Special Conferences**, Reviewer
- **European Academy of Management Annual Meetings**, Reviewer
- **Academy of Management Annual Meetings**, Reviewer
- **California Management Review**, Ad-hoc Reviewer
- **Journal of Management Inquiry**, Ad-hoc Reviewer
- **R&D Management**, Reviewer

CONFERENCES AND PUBLICATIONS

- Pistilli, L., Paccagnini, A., Breschi, S., & Malerba, F. (2022). Gender Bias in Entrepreneurship: What is the Role of the Founders' Entrepreneurial Background?. *Journal of Business Ethics*, 1-22.
- **Academy of Management Annual Meeting**, Seattle, WA, USA, 4-8 August 2022
 Paper 1: Radford, A., Pistilli, L. *Should We Judge a Book by its Cover? How Top Management Team Social Status Impacts Innovation*
 Paper 2: Pistilli, L., Paccagnini, A., Breschi, S., Malerba, F. *Gender Effect in Entrepreneurship: What Role for the Founders' Background? - Prize Winner, Kauffman Best Paper in Gender, Diversity & Entrepreneurship*
 Paper 3: Pistilli, L., Cozzolino, A., Verona, G., Pennarola, F. *How to effectively respond to an M&A failure? The post-M&A recovery strategy*
- **European Academy of Management Annual Conference**, Winterthur, Switzerland, 15-17 June 2022
 Paper: Radford, A., Pistilli, L. *Should We Judge a Book by its Cover? How Top Management Team Social Status Impacts Innovation*
- **DRUID Annual Conference**, Copenhagen, Denmark, 22-25 October 2021
 Paper: Pistilli, L., Cozzolino, A., Verona, G., Pennarola, F. *Never Give Up! How to Respond Effectively to Post-M&A Failure with a Recovery Strategy*
- **European Academy of Management Annual Conference**, Virtual due to the pandemic, 4-8 December 2020
 Paper 1: Pistilli, L., Cozzolino, A., Verona, G., Pennarola, F. *What happens when an M&A fail? The importance of the post-M&A recovery strategy – Best Conference Track Paper Winner*
 Paper 2: Pistilli, L., Paccagnini, A., Breschi, S., Malerba, F. *Gender Effect in Entrepreneurship: What Role for the Founders' Background?*
 Paper 3: Pistilli, L., Godart, F. *Taking the Wind out of Consumers Sails: Social Movements as Industry Disruptors*
- **SMS Annual Conference**, Virtual due to the pandemic, 28-31 October 2020
 Proposal: Pistilli, L., Cozzolino, A., Verona, G., Pennarola, F. *Toward a Holistic Understanding of M&A Success: Operational Processes for Post-M&A Recovery Strategy*
- Cappetta, R., Pistilli, L. Organizational Revolution: The Radical Transformation of Roche Italy. Case and Teaching Note. *SDA Bocconi*, The Case Center.
- **Academy of Management Annual Meeting**, Chicago, IL, USA, 10-14 August 2018
 Paper: Pistilli, L., Stadler, C., Verona, G. *Against all Odds: A Model of Capability Evolution in the EU Telecommunication Industry 1990-2017*
- **SMS Special Conference - Sharing Strategies for the Connected World**, Oslo, Norway, 7-9 June 2018
 Proposal: Pistilli, L., Pennarola, F. *Hit the Nail on the Head: Implementing and Promoting Contextual Ambidexterity at Amgen Italy*
- **Consortium on Competitiveness and Cooperation (CCC) Doctoral Conference**
 Berkeley, CA, USA, 2-4 March 2018
 Paper: Pistilli, L., Stadler, C., Verona, G. *Against All Odds: Adapting to Technological Change in the EU Telecommunication Sector*
- **SMS Special Conference - Collaborative Strategies: New Thinking about Alliances, Mergers, and Acquisitions**, San José, Costa Rica, 14-16 December 2017
 Proposal: Pistilli, L., Pennarola, F. *The Post-Merger Trauma: How Outstanding Leadership may Promote Contextual Ambidexterity*
- **International Conference on Information Systems**, Seoul, South Korea, 10-13 December 2017
 Paper: Pennarola, F., Pistilli, L., Chau, M. *Angels and Demons: Is more Knowledge better than less Privacy? An Empirical Study on a K-anonymized openly available Dataset*
- **SMS Annual Conference**, Houston, TX, USA, 28-31 October 2017
 Proposal: Pistilli, L., Stadler, C., Verona, G. *Against All Odds: Adapting to Technological Change in the EU Telecommunication Sector*
- **Academy of Management Annual Meeting**, Atlanta, GA, USA, 4-8 August 2017
 Paper: Pistilli, L., Stadler, C., Verona, G. *Against All Odds: Adapting to Technological Change in the EU Telecommunication Sector*
- **SMS Special Conference - Transforming Entrepreneurial Thinking into Dynamic Capabilities**, Banff, Alberta, Canada, 2-4 June 2017
 Proposal: Pistilli, L., Stadler, C., Verona, G. *Against All Odds: Adapting to Technological Change in the EU Telecommunication Sector*
- Pistilli, L., Pennarola, F. 2016. Transforming Company Culture at Amgen Italy. Case and Teaching Note. *SDA Bocconi No. 416-0076-1 / 416-0076-8*, The Case Center.

- Pistilli, L., Pennarola, F. 2016. One More Time Trust Matters: A Theoretical Investigation of the Role of Technology Mediated Trust in the UTAUT Model. In *Blurring the Boundaries through Digital Innovation* (pp. 87-101). Springer International Publishing.
- **International Conference on Information Systems**, Dublin, Ireland, 11-14 December 2016
Paper: Pennarola, F., Pistilli L., Dawson, G. *From College to Consulting Through the Main Door: when IT Skills Make a Difference for Junior Enterprise Students*

AWARDS:

- **AoM Kauffman Prize** for Best Paper in Gender, Diversity & Entrepreneurship, August 2022
- **EURAM Best Conference Track Paper Award**, December 2020
- Inclusion in the **Dean's List of Outstanding Teachers**, a.y. 2020/2021
- UCD College of Business **Teaching Award for 2021/2022 Winner**

WORKING PAPERS (not included in the conferences & publications list)

- **One Size Does NOT Fit All: An Interdisciplinary Analysis of Decision-Making for COVID-19 and Future Pandemics**, with Esposito Amideo, A. & Paccagnini, A. (Submitted, *Journal of Operations Research*)
- **Disruptions During Transformations: How Sense-Altering Events Impact Sense-Giving and Sense-Making Progressions**, with Cozzolino, A. & Cappetta, R. (Finalizing Discussions)
- **Should We Judge a Book by its Cover? How Top Management Team Social Status Impacts New Knowledge Generation**, with Radfard, A. (2nd R&R, *R&D Management*)
- **How a Variation in Dynamic Managerial Affect Dynamic Organizational Capabilities? An Empirical Investigation**, with Radfard, A., Castellucci, F. & Amore, M.
- **Paradoxical Execution: How Accelerators Foster New Ventures' Scalability by Navigating Through Contradictions**, with Pinelli, M. (1st R&R, *Journal of Business Venturing*)
- **Coping with COVID-19: Resilience strategies of entrepreneurs during the pandemic**, with Byrne, O. & Backmann, J. (Data Analysis)
- **Social Movements and Dynamic Capabilities: An Updated Framework**, with Godart, F. (1st R&R, *Journal of Business Research*)

OTHER PROFESSIONAL EXPERIENCE

Amagis Capital Ltd September 2017 – May 2020
Cybersecurity Advisor *London (UK)*

- Academic Advisor, Cybersecurity Division of Amagis Risk Ltd
- Tasks: Promotion and Development of Cybersecurity services to medium-large enterprises, GDPR compliance test

KPMG SpA January 2013-April 2013
Information Risk Management Intern *Milan (IT)*

- Main Tasks: Working in Team, I had the possibility to improve my programming skills and specific tools to analyze data. I took part in the activity of verifying the specific controls for application systems of clients, operating in the industrial and financial sectors. [Translated from Italian, Official Description provided by KPMG]

Google Inc. and LinkedIn Corp. November 2012
In-Company Training *Dublin (IE)*

RELATED ACTIVITIES

- Lecturer for **Telefonica Universitas**, Barcelona, Spain, "*Engaging Realities*" Managerial Training
- Invited Speaker and **Panelist** together with top management in the finance industry, **EY 2017 Malta Attractiveness Event Conference**, "*Thinking without the box: Disruption, Technology and FDI*", St. Julian, Malta, 25 Oct 2017

PROFESSIONAL AFFILIATIONS

- European Academy of Management – **EURAM** 2021 – present
- Strategic Management Society - **SMS** 2017 – present
- Academy of Management - **AoM** 2017 – present

RESEARCH GRANTS

- **UCD College of Business Seed Grant**, HS-E-21-26-Amideo – SMARTER4COVID, with Annunziata Esposito Amideo & Alessia Paccagnini, Granted Jan 2021, €4,900
- **UCD College of Business Seed Grant**, The Roots of Organizational Climate Transformation and Ambidexterity in the Biotechnology Industry, UCD College of Business, with Dr. Alessio Cozzolino, Granted Jan 2020, € 4,100

Policy Statement

Dear Colleagues,

As a junior scholar with a strong passion for management research, I am eager to share my vision for promoting the development and dissemination of high-quality research in Ireland and beyond. In this policy statement, I will provide a more detailed overview of my three primary objectives and the strategies I plan to use to achieve them.

Objective 1: Promoting the development and dissemination of high-quality management research in Ireland.

My first objective as the Country Representative for Ireland in the European Academy of Management is to promote the development and dissemination of high-quality management research in Ireland. To achieve this objective, my intention is to focus on the following key strategies.

First, I will work to promote access to research funding for Irish management researchers. Access to research funding is crucial for enabling researchers to conduct high-quality research and disseminate their findings through publications and presentations. I will work to identify funding sources that are appropriate for management research in Ireland and promote these opportunities to Irish researchers.

Second, I wish to foster collaboration among Irish management researchers and with researchers from other countries. Collaboration is an important driver of research quality and impact, and it is essential for advancing knowledge in management. I will work to foster opportunities for Irish researchers to connect with their peers worldwide, through events such as conferences, workshops, and research visits.

Objective 2: Fostering collaboration among researchers, educators, and practitioners in Ireland and the wider European community.

My second objective as the Country Representative for Ireland is to encourage collaboration among researchers, educators, and practitioners in Ireland and the wider European or global community. Collaboration among these groups is essential for advancing knowledge and practice in management and for ensuring that research findings are disseminated and applied effectively. To achieve this purpose, I plan to focus on two key strategies.

First, my intention is to promote the development of partnerships between industry and academia. Collaboration between industry and academia is essential for ensuring that research findings are relevant and applicable to real-world problems. In that regard, it is important to identify opportunities for partnerships between firms/multinationals located in Ireland and academic researchers, and advocate for these partnerships.

Second, I believe in promoting the development of management education programs that are aligned with the needs of industry and society. This will involve engaging with stakeholders in business and society to identify the skills and knowledge that are needed in the workplace and advocating for the development of educational programs that meet these needs.

Objective 3: Supporting the professional development of early career researchers in Ireland and promoting their engagement with EURAM.

My third objective as the Country Representative for Ireland is to support the professional development of early career researchers like myself in Ireland, and promote their engagement with EURAM. Early career researchers are the future of management research, and it is essential that they are provided with the support and opportunities they need to develop their skills and build their careers. To achieve this goal, specifically, my intention is to promote the participation of early career researchers in the activities of the European Academy of Management. Early career researchers often face barriers to participation in professional organizations, such as financial constraints or lack of institutional support. We need to identify these barriers and develop strategies to overcome them, such as providing additional financial support for early career researchers to attend EURAM annual meetings or related events.

Overall, I believe that these three macro goals are crucial for promoting the development and dissemination of high-quality management research in Ireland and the wider European community. By focusing on strategies such as promoting access to research funding, fostering collaboration among researchers, educators, and practitioners, and supporting the professional development of early career researchers, I am confident that I can give my contribute to advancing the field of management research.

In conclusion, I am deeply committed to serving as the Country Representative for Ireland in the European Academy of Management and contributing to the EURAM's mission and goals. I believe that my experience, skills, and passion for management research make me well suited to this role, and I am eager to work with colleagues to promote the highest standards of management research and practice. Thank you for considering my candidacy.

Yours Faithfully,

Luca Pistilli