

## Marco S. Giarratana Curriculum Vitae

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### Professional Experience

2009 –	Sub-Director, Department of Business Administration, Universidad Carlos III de Madrid
2007 –	Sub-Director, PhD in Business Administration, Universidad Carlos III de Madrid
2006 –2009	Organizer, seminar activity, Business Department, Universidad Carlos III de Madrid
2008 –	Associate Professor in Organization and Strategy, Business Department, Universidad Carlos III de Madrid
2003 – 2007	Assistant Professor in Organization and Strategy, Business Department, Universidad Carlos III de Madrid.
2001 – 2003	Visiting Professor in Management, University of Camerino, Italy

### Education

2003	Ph.D in Economics and Management, Sant'Anna School of Advanced Studies, Pisa, Italy. <i>Committee:</i> A. Gambardella, G. Dosi, B.H. Hall, A. Fosfuri, S. Torrisi
2002	Visiting scholar at Heinz School, Carnegie Mellon University, Pittsburgh, USA. Invited by Proff. A. Arora and S. Klepper
2000	Visiting scholar at WZB, Social Science Research Center, Berlin, Germany. Invited by Prof. D. Soskice
1997	BA in Economics, Bocconi University, Milan, Italy.

### Fields of interest

Firm Strategy, Technology, Industry dynamics, Geographical Clusters

## Publications

### ***In refereed journals***

1. Gambardella A., Giarratana MS, Panico C. 2009. How and When Should Companies Retain Their Human Capital? Contracts, Incentives and Human Resource Implications, *Industrial and Corporate Change*, forthcoming
2. Gambardella A., Giarratana MS. 2009. Organizational Archetypes and the Distribution of Rewards in a Region. *Organization Science*, forthcoming
3. Fosfuri A., Giarratana M.S. 2009. Masters of War. Rivals' Product Innovation and New Advertising in Mature Product Markets. *Management Science*. 55(2):181-191.
4. Giarratana M.S. 2008. Missing the Starting Gun: De-alio Entry Order in New Markets, Inertia and Real Option Capabilities, *European Management Review*, 5(2):115-124
5. Fosfuri A., Giarratana M.S., Luzzi A. 2008. The Penguin has entered the Building: The Commercialization of Open Source Software Products, *Organization Science*, 19(2): 227-291.
6. Fosfuri A., Giarratana MS. 2007. Product Strategies and Survival in Schumpeterian Environments: Evidence from the Security Software Industry, *Organization Studies*, 28(6): 909–929
7. Giarratana MS. 2004. The Birth of a New Industry: Entry by Startups and the Drivers of Firm Growth. The Case of Encryption Software, *Research Policy*, 35(2): 787-806

### ***Edited Special Issues***

- Special Issue of *Industrial and Corporate Change* on Markets for Technology and Industry Evolution, forthcoming 2009
- Special Issue of *Management Research* on Coopetition Strategy, forthcoming 2008

### ***Book chapters***

- Giarratana M.S, Torrisi S. 2006. "Science Based Industries and Spin-offs", in Bianchi P. and Labory S. (eds), *International Handbook of Industrial Policy*, Edward Elgar: 132-145
- Giarratana M.S., Pagano A. and Torrisi S. 2005. "Links between multinational firms and domestic firms: a comparison of software in India, Ireland and Israel", in Arora A. and Gambardella A. (eds.), *From Underdogs to Tigers: The Rise and Growth of the Software Industry in Brazil, China, India, Ireland, and Israel*, Oxford University Press, Oxford: 207–235.
- Giarratana M.S, Torrisi S. 2002. "Competence accumulation and collaborative ventures: evidence from the largest European electronics firms and implications for the EU technological policy, in Lundan S. (ed.), *Economics of Networks*, Edward Elgar: 108–139.

## Honours

### **Awards**

- 2005 Best Paper Award, DRUID 10<sup>th</sup> anniversary Conference: Dynamics of Industry and Innovation, Copenhagen, Denmark
- 2003 Young Economist Prize, International Schumpeter Society Conference, Mannheim, Germany

### **Grants**

- 2002 Two years fellowship, Faculty of Computer Science, University of Camerino, Italy
- 2002 One year fellowship, Laboratory E. Mattei of Economics of Geography, Board of Commerce of Macerata, Italy
- 2001 Young researcher fellowship, Sant'Anna School of Advanced Studies, Pisa
- 1999 Full-time doctoral fellowship, Sant'Anna School of Advanced Studies, Pisa

## Teaching

### **Current teaching**

- Graduate:
- Course in "Strategic Management", PhD in Business Administration, Universidad Carlos III, Madrid, Spain (2003-)
  - Course in "Strategic Management", MBA, Universidad Carlos III, Madrid, Spain (2003-)
  - Course in "Strategic Management", General Master Program, ESCP-EAP, Madrid, Spain (2009)
  - Course in "Open Innovation", Bocconi University, Milan (2009)
  - Course in "Strategic Management", Master in Banking&Finance, CIFF, Madrid, Spain (2006, 2007)
- Undergraduate
- Course in "Internationalization Business", Faculty of Business Administration, Universidad Carlos III, Madrid, Spain

### **Past teaching and research activity**

- 2003-2007 --Course in "Introduction to business", Faculty of Business Administration, Universidad Carlos III, Madrid, Spain
- 2001-2003 -Lecturer in "Economics of Strategy", Undergraduate course, Faculty of Computer Science, University of Camerino (MC), Italy
- Lecturer in "Introduction to Information Economics", Undergraduate course, Faculty of Computer Science, University of Camerino (MC),Italy
- 1997-2002 -Full time Researcher, Laboratory E.Mattei in Economics of Geography, Macerata, Italy.

## Conferences organized

- AoM 2007 Symposium on The Legacy of Geographical Clusters, Program Session 617 submission: 13241
- Febr. 2008. 3<sup>rd</sup> EIASM Co-opetition Workshop, UC3M, Madrid
- AoM 2008 Symposium on Geographical Knowledge Spillovers, Program Session 729 submission: 13400
- Sept. 2008 International Conference on Markets for Technology and Industry Evolution, <http://www.mgiarra.eu/mkt4tech>, UC3M, Madrid

## Presentations (*selected from 2003*)

### Conferences

Academy of Management (2006, 2007, 2008), Strategic Management Society (2004, 2006), EURAM (2003), EUNIP (2006), EIBA (2004), DRUID (2004, 2005, 2008), Product Innovation Management (2007)

### Seminars

Aalborg University, Bologna University, Bocconi University, Boston University, Copenhagen Business School, Harvard Business School, KUL University of Leuven, Max Plank Institute of Jena, NBER, Pompeu Fabra, Tanaka Business School, Wharton Business School

## PhD Supervision and Committee

### Committee

- Elena Golovko (IESE Business School, 2007)

### PhD Students under supervision

- Rebeca Mendez Duron (defended, 9/2008)
- Zabolcs Slilard Sebrek
- Henar Alcade
- Alberto Martinez
- Carolina Diaz

## Professional Services

- Associate Editor: *European Management Review* (2009-)
- Editorial Board: *Journal of Management* (2006-2008)
- Ad-hoc reviewer of the following journals: *Management Science*, *Organization Science*, *Academy of Management Review*, *Industrial and Corporate Change*, *Industry and Innovation*, *Management Research*, *Research Policy*, *European Accounting Review*, *Journal of Evolutionary Economics*.

## Research Project Founded

### **Principal Investigator**

- 1) Coopetition Strategy, Spanish Ministry of Science and Education, (SEJ2006-28087-E), 2007-2008
- 2) Investigación Científica, Desarrollo e Innovación Tecnológica, AENOR, 2003-2008

### **Member**

- 1) Economic Change: Micro-Foundations of organisational and institutional change in Europe (HPSE-CT-2002-00146), EU – Research Directorate, 2002-2005
- 2) Dynacom: Dynamic capabilities growth and long-term competitiveness of European firms, (SOE1971078), EU – Research Directorate, 1998-2000
- 3) Innovación empresarial, proliferación de productos y desarrollo de nuevos mercados (UC3M-ECO-05-042), Comunidad Autónoma de Madrid – UC3M, 2006
- 4) Innovación en las pequeñas y medianas empresas europeas (HI2005-0380), Spanish Ministry of Science and Education, 2006- 2007
- 5) Retos y Oportunidades de las nuevas formas de organización de la innovación: el caso del software de código abierto. (SEJ2005-06655), Spanish Ministry of Science and Education, 2006- 2008
- 6) Markets for technology: strategy and industry evolution, Spanish Ministry of Science and Education, (SEJ2007-30248-E), 2008-2009
- 7) Ramon Areces Economic Research Grant 2005 and 2008

## Additional information

- Consultant for the Software Engineering Laboratory of the University of Antioquia, Colombia (<http://tikuna.udea.edu.co>), project to launch a software cluster in Medellin, Colombia
- Number of citations in the Social Science Citation Index: 21
- Number of citations in Google Scholar: 111