



## Antonio GIULIANI

Ph.D., Business Administration, Entrepreneurship and  
Innovation

Associate Professor, Entrepreneurship, Innovation and  
Strategy

a.giuliani@ieseg.fr

### EDUCATION

**2010** Ph.D., Business Administration, Entrepreneurship and Innovation , University of Bologna, Italy

### EMPLOYMENT EXPERIENCE

#### ACADEMIC:

**2017 - Present** Associate Professor, IÉSEG School of Management, France

**2011 - 2017** Assistant Professor, University of Illinois at Chicago, Chicago, IL, USA

#### PROFESSIONAL:

**2005 - 2008** Associate Consultant, Bain & Company

### INTELLECTUAL CONTRIBUTIONS

#### Papers in refereed journals

##### Published

Garud R., Gehman J., Giuliani A. P., (2018), Serendipity Arrangements for Exapting Science-Based Innovations, *Academy of Management Perspectives*, 32(1), pp. 125-140

Garud R., Gehman J., Giuliani A. P., (2018), Why not take a performative approach to entrepreneurship?, *Journal of Business Venturing Insights*, 9, pp. 60-64

Garud R., Gehman J., Giuliani A. P., (2016), Technological exaptation: a narrative approach, *Industrial and Corporate Change*, 25(1), pp. 149-166

Giuliani A. P., Lorenzoni G., Visentin M., (2016), New Wines in New Bottles: The “Renaissance” of the Italian Wine Industry, *Industry and Innovation*, 22(8), pp. 729-752

Garud R., Gehman J., Giuliani A. P., (2014), Contextualizing entrepreneurial innovation: A narrative perspective, *Research Policy*, 43(7), pp. 1177-1188

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

#### Papers in non-refereed journals

##### Published

Garud R., Gehman J., Giuliani A. P., (2015), Contextualizing entrepreneurial innovation: a narrative perspective, *IEEE Engineering Management Review*, 43(1), pp. 80-102

## **Communications in refereed conferences**

---

### **International**

Garud R., Giuliani A. P., (2012), *A narrative perspective on entrepreneurial opportunities* EGOS, Helsinki, Finland

Giuliani A. P., Ferriani S., (2007), *Multirelational embeddedness, information transfer and opportunity discovery* Strategic Management Society Special Conference, Catania, Italy

### **Other conference and seminar presentations**

---

#### **International**

Giuliani A. P., Monti A., Barberio V., (2017), *Uncovering patterns of identity work in serial entrepreneurship: a mixed-method study* Catholic University, Milan - Catholic University, Italy

Giuliani A. P., (2009), *Entrepreneurial opportunity, capability development and the performance of new firms* Cass Business School, City University, London, United Kingdom

Giuliani A. P., Monti A., Castellano F., (2006), *In search for a meta-analysis on the managerial resources and firm growth relation: Much ado about...what?* Cass Business School, City University, London, United Kingdom

#### **National**

Giuliani A. P., Monti A., (2014), *Uncovering patterns of narrative identity work in serial entrepreneurship: a longitudinal mixed method study* University of Illinois at Chicago - Entrepreneurship Brown Bag, Chicago, USA

Giuliani A. P., (2010), *Entrepreneurial opportunities, capability development and the survival of new firms* Pennsylvania State University - Smeal College of Business - Department of Management & Organization - ORG Seminar, State College, USA

## **Chapters in books**

---

### **Published**

Giuliani A. P., (2012), *The Management of Growth Strategies in Firm Networks: A Stylized Model of Opportunity Discovery via Network Ties*, in: G.B. Dagnino(Eds.), *Handbook of Research on Competitive Strategy*, 9781847200440, Edward Elgar Publishing, Cheltenham, chapter 8, pp. 165-181

## **PROFESSIONAL MEMBERSHIPS**

---

Academy of Management

## **EDITORIAL ACTIVITY**

---

### **Reviewer in an academic journal**

Journal of Management Studies

Strategic Entrepreneurship Journal

Industry & Innovation

Strategic Management Journal

Journal of Business Venturing

## **INSTITUTIONAL SERVICE**

---

### **Member of a recruitment jury (orals)**

Paris Oaux, IÉSEG School of Management, France