



## Antonio GIULIANI

**Ph.D., Business Administration, Entrepreneurship and Innovation**

**Associate Professor, Strategy and Sustainability**

**Academic Director**

**a.giuliani@ieseg.fr**

### **EDUCATION**

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

### **PROFESSIONAL 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

##### **Forthcoming**

Monti A., Giuliani A. P., Montanari F., Scapolan A. C., (2023), From physical to digital: investigating the offline drivers of the online use and quality of knowledge exchange of an intra-organizational digital collaborative technology., *IEEE Transactions on Engineering Management*, TBD(TBD), pp. TBD

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## 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

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## Communications in refereed conferences

### International

Mitra P., Byrne J., Bacq S., Giuliani A. P., (2019), *Legitimacy, Gender and Social Entrepreneurship: Implications for Theory and Practice* Babson College Entrepreneurship Research Conference, Boston, USA

Seremani T. W., Giuliani A. P., Farias C., Hudson B. A., (2019), *Identity work gone bad?: An analysis of an online extremist community's responses to perceived stigma* 2019 Frontiers in Managerial and Organizational Cognition Annual Conference on: Organizing, Modelling, and Categorizing in the Digital Era, London, United Kingdom

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

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## Other conference and seminar presentations

### International

Seremani T. W., Giuliani A. P., Farias C., (2021), *"This community is quarantined": Collective identity work and the fight for control by a controversial online community* EGOS, Amsterdam, Netherlands

Giuliani A. P., Monti A., Barberio V., (2019), *NARRATIVE IDENTITY WORK AND SERIAL ENTREPRENEURSHIP: exploring optimal distinctiveness discourse strategies* University of Trento, Trento, Italy

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

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## 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

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Academy of Management

## EDITORIAL ACTIVITY

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### Member of the editorial board of an academic journal

Journal of Business Venturing, USA

### Reviewer in an academic journal

Research Policy

Entrepreneurship Theory & Practice

PLOS ONE

MIS Quarterly

Journal of Management Studies

Strategic Entrepreneurship Journal

Industry & Innovation

Strategic Management Journal

Journal of Business Venturing

## RESEARCH ACTIVITIES

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### COMMITTEE CHAIR

#### Member of a program architecture committee

Member of the Master Redesign committee - group 3, IÉSEG School of Management, France

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

Paris Orlaux, IÉSEG School of Management, France

#### Participation in recruitment of professors

Selection of Entrepreneurship & Innovation candidates, IÉSEG School of Management, France

Interview with Alejandro Amezcua, Syracuse University, USA

Interview with Carine Farias, ISTEC, France

Interview with Elisabeth Muller, German Graduate School of Management and Law, Germany

Mislav Radic, City University of London, United Kingdom

Lin Dong, IÉSEG School of Management, France

Catherine Archambault, IÉSEG School of Management, France

## **Track research seminar Co-Coordinator**

INENT research seminar co-coordinator, IÉSEG School of Management, France