

Stefano Denicolai

www.stefanodenicolai.net

e-mail: stefano.denicolai@unipv.it

skype: stefano.denicolai

twitter: @sdenicolai

website: www.stefanodenicolai.net

Current Position

- Associate Professor in 'Innovation Management', Department of Economics and Management, University of Pavia ("abilitazione" as full professor);
- Director of the Master degree (Laurea Magistralis) in '*International Business and Entrepreneurship*' (MIBE), University of Pavia, <http://mibe.unipv.it/>
- Director of the Executive MBA Ticinensis – FAMT / University of Pavia;
- Director of the Master in 'Digital Innovation & Entrepreneurship' (Minde);

Education

- PhD in Business Research, University of Pavia (Italy)
- *International PhD Seminars* (Eudokma): PhD course on "Strategic Alliances", Copenhagen Business School, 3 ECTS credits; PhD course on "Inter-firm network and Entrepreneurship", Free University of Amsterdam, 6 ECTS credits; PhD course on "Organizational learning, Networks and Communities: The Emerging Strategic Entrepreneurship Field", Free University of Amsterdam, 6 ECTS credits;
- Master in "Business organization, Information systems and ICTs", University of Pavia (Italy);
- Master degree in Economics and Management, University of Pavia (Italy).
- 'Learning to Teach' diploma, Bocconi University, Milan (Italy)

Current Research Interests

- Impact of Artificial Intelligence and Industry 4.0 on firms' business model and global value chains;
- Innovation and Management of Technologies, especially in LifeScience sectors;
- Open Innovation through M&A and other forms based on intangible assets;
- International Entrepreneurship.

Visiting Positions

2012 - today	Visiting Professor at University of Sussex (UK) ; module on “Entrepreneurship” (33hrs annually) at ISS
2015	Visiting Scholar at ‘ Harvard Business School ’, Boston (US)
2010 - today	Lecturer for the “International Week” at Université Jean Moulin - Lyon 3 (FR)
2011	Visiting Professor ICADE Business School , Universidad Pontificia Comillas, Madrid
2012-2013	Vice-Director PhD Programme DREAMT (Doctoral Research in Economics and Management of Technology), University of Pavia (IT)

Other Academic Experiences (main)

2015-2017	Director of Business Development Academy (LifeScience & Healthcare Technologies)
2012 - 2015	Responsible for Double Degree Programmes and International Activities, Department of Economics and Management, University of Pavia (IT)
2012-2013	Vice-Director PhD Programme DREAMT (Doctoral Research in Economics and Management of Technology), University of Pavia (IT)
2010 – today	Supervisor for several PhD students
2014-2015	Vice-Director ‘Pavia Entrepreneurial School’
2009	Vice-Director Master Management of Information Systems, Bocconi University, Milan
2005 – today	Lecturer in several Master programmes (e.g. MASI-Bocconi ; Master in Clinical Engineering – University of Pavia; Master in Tourism – University of Piacenza, ...)

Consultancy & Teaching with Private Companies / Non Academic Bodies

2004 - today	Consulting and Teaching for several companies like: Sanofi, Pfizer, Angelini, Ospedale San Martino di Genova, Selex, UBI Bank, Unicredit, Engineering, Sara Insurance, Costa Crociere, etc.
2011 - today	Advisor for several Startups - negotiation with Business Angel Networks / Venture Capitalists
2014 – today	Responsible (with A.Zucchella) of the Project “Pavia2020”, with Confindustria Pavia, Camera di Commercio di Pavia, Regione Lombardia

2016 – today	Responsible “Wine Marketing Monitoring”, with Consorzio Vini Oltrepò Pavese
2005 – today	Development of several local development reports about entrepreneurial dynamics (for institutions like: Confindustria Pavia, Lombardy Region Government, Province of Pavia Government)
2016-2017	Expert for “Indagine Conoscitiva su Industry 4.0 - X Commissione Attività Produttive (Camera dei Deputati)”
2014-2016	Asseveratore Contratti di Rete – Confindustria Nazionale (Roma)
2018	Article writer for Sole24ore / Econopoly, focus on impact of emerging technologies on economy and firms’ business models

Bibliometrics (last update: May 2nd, 2019)

Bibliometrics	<i>Scopus</i>	<i>Google Scholar</i>
<i>Total Citations</i>	507	1215
<i>H-Index</i>	9	13

Main Publications

- Denicolai S., Zucchella A., Hagen B., Dudinskaya, E. (2018), When less family is more: Trademark acquisition, family ownership, and internationalization, *International Business Review*
- Denicolai S., Zucchella A., Moretti F. (2018), *Not So Similar After All: Exploring The Diversity Of Strategic Orientations For Innovation*, *International Journal of Innovation Management*.
- Denicolai S., J. Tidd, M. Ramirez (2016), *Overcoming the false dichotomy between internal R&D and external knowledge acquisition: Absorptive capacity dynamics over time*, *Technological Forecast & Social Change*, 104. pp. 57-65.
- Denicolai S., Cotta Ramusino E., Sotti F. (2015), *The Impact of Intangibles on Firm Growth*, *Technology Analysis & Strategic Management* 27, no. 2, pp. 219–236.
- Denicolai, Stefano, Hagen B., and Pisoni A. (2015) *Be International or Be Innovative? Be Both? The Role of the Entrepreneurial Profile*. *Journal of International Entrepreneurship*, vol.15.
- Denicolai, Stefano, Hagen B., Zucchella A. (2015), *International entrepreneurship at the crossroads between innovation and internationalization*, introduction to the special issue on ‘Innovation and International Entrepreneurship’, *Journal of International Entrepreneurship*, vol.15.
- Denicolai S., Tidd J., Ramirez M. (2014), *Creating and Capturing Value from External Knowledge: The Moderating Role of Knowledge-Intensity*, *R&D Management*.
- Denicolai S., Zucchella A., Strange R. (2014), *'Knowledge Assets and Firm International Performance'*, *International Business Review*, Volume 23, Issue 1, Pages 55–62.
- Denicolai S., Cioccarelli G. Zucchella A. (2010) “*Resource-based local development and networked core-competencies for tourism excellence*”, *Tourism Management*, n° 31/2, pp. 272-278.

- Denicolai S. (2010), *“Economia e management dell’innovazione : governo e intermediazione della conoscenza come leva di competitività”*, Franco Angeli, Milano, ISBN: 9788856816860.
- Denicolai S., Zucchella A., Palamara G. (2007), *“The drivers of early internationalization of the firm”*, Journal of World Business, Elsevier, Volume 42, Issue 3, September 2007, pp. 268-280; ISSN: 1090-9516.

A handwritten signature in black ink, reading "Denicolai Stefano". The signature is written in a cursive, flowing style with a large initial 'D'.