

**TOMMASO MINOLA, Ph.D.**Office

University of Bergamo  
 Viale Pasubio 7/b  
 24044 Dalmine (BG), Italy  
 tel. +39.035.2052025, fax. +39.035.2052077  
 e-mail: [tommaso.minola@unibg.it](mailto:tommaso.minola@unibg.it)  
 ORCID: 0000-0003-0337-9741

Home

Via Po 13  
 24030 Mozzo (BG), Italy  
 tel. +39.035.19905624  
 email: [tommaso.minola@gmail.com](mailto:tommaso.minola@gmail.com)

Tommaso Minola is Full Professor at the Department of Management, Information and Production Engineering (DIGIP), and co-founder, member and former Director of the Center for Young and Family Enterprise (CYFE) at the University of Bergamo. In his research, he is interested in studying how *embeddedness* in social contexts affects different dimensions of the enterprising individual (e.g., motivation, cognition, behavior) and of the entrepreneurial firm (e.g., goals, resource allocation and performance). In particular, he looks at the *family* and the *university* as particularly relevant contexts; drawing on a Management Engineering perspective, his research is characterized by (i) an investigation of the *mechanisms* that describe and explain the embeddedness processes in entrepreneurship and (ii) a focus on *technology-intensive* industries.

Tommaso has extensively participated in international research groups' activities and coordinated research groups both within and outside the University of Bergamo; in particular, he has supervised young scholars and established several research collaborations, mainly across Europe and US. Tommaso has earned his Ph.D. at Politecnico di Milano. He has been visiting researcher, amongst others, at University of Cambridge (UK) and University of St. Gallen (Switzerland). Tommaso has also been a TOFT Visiting Professor at Jönköping International Business School (Sweden).

His works have been published in leading academic journals in innovation, entrepreneurship and small business, including *Journal of Management Studies*, *Research Policy*, *Entrepreneurship Theory and Practice*, *Strategic Entrepreneurship Journal*, *Small Business Economics*, *Journal of Small Business Management*, *International Small Business Journal*, *Entrepreneurship and Regional Development*, *The Journal of Technology Transfer* and *R&D Management*. Tommaso constantly serves the fields of research he is engaged with by means of editorial responsibilities and reviewing activities; in particular, he is Associate Editor of the *Journal of Business Research*.

Tommaso has also developed an extensive experience in teaching and designing educational activities in entrepreneurship, innovation and technology management, at undergraduate, graduate, PhD and executive level. He is a member of the faculty of the Department of Management, Information and Production Engineering, where he teaches in the "Management Engineering" and "Engineering and Management for Health" master programs. He has been co-founder and scientific director of *Start Cup Bergamo*, *HC.LAB* and *Go.In*, three education programs for students and entrepreneurs; following these experiences, he has been appointed as scientific director of CREO, the flagship entrepreneurship education initiative at the University of Bergamo. He has also supported several start-ups, SMEs, and family firms – especially in high-tech sectors or resulting from university technology transfer – through advisory and mentoring activities. He has also extensively engaged in different (national and international) research projects: industry-funded, policy-oriented or grant-based.

## EDUCATION

10/2008

Ph.D. in Management, Economics and Industrial Engineering, Politecnico di Milano, Italy  
Dissertation title: “*Funding New Technology-Based Firms: Beyond Venture Capital, the Role of Debt*”. Visiting PhD student at the Centre for Technology Management, University of Cambridge (UK) in 2007.

7/2007

iTeams, a joint Education Program by MIT Entrepreneurship Center, MIT Deshpande Center, the Cambridge-MIT Institute, the Institute for Manufacturing at Cambridge University and Cambridge University Technology and Enterprise Club (CUTEC) to build go-to-market strategies for ground-breaking technologies. The business plan for the technology-based venture developed within the course was awarded the 1<sup>st</sup> prize at CUTEC’s annual Technology Ventures Conference.

Academic Year 2002/03

Master of Science, Telecommunication Engineering, Politecnico di Milano, Italy (score: graduation with full grade).

Academic Year 2000/01

Erasmus exchange program (1 Year) at *Technische Universität Wien – Nachrichtentechnik Institut*.

Other educational activities:

- *European Entrepreneurship & Innovation Thought Leaders Program* (Spring 2009)  
Stanford University (US), School of Engineering (Dr. Burton Lee)
- *Technology Entrepreneurship Education: Theory to Practice* (June 2008)  
UC Berkeley (US), Haas Business School (Prof. Jerome Engel and Prof. John Danner)
- *MPhil and MBA Courses in Entrepreneurship and Entrepreneurial finance* (March-June 2007)  
University of Cambridge (UK), Institute for Manufacturing and Judge Business School (Dr. Tim Minshall and Dr. Khaled Soufani)
- *14th Annual EPSRC Research Methodology Workshop for Manufacturing and Technology Management* (March 2007)  
University of Cambridge (UK), Wolfson College and Institute for Manufacturing
- *Technology and Innovation Management Executive Training Course* (March 2007)  
University of Cambridge (UK), Center for Technology Management
- *Summer School in Management Studies on Individual and Corporate Entrepreneurship in High-Tech Industries* (June 2006)  
Fondazione IRI and SIAF - International School for Advanced Education (Prof. Andrea Piccaluga and Dr. David Hsu)
- *Executive course on “Risk Capital Institutional Investors”* (October 2005)  
AIFI (Italian Venture Capital Association) (Prof. Giampio Bracchi and Prof. Anna Gervasoni)
- *Fund Raising for Universities and Research* (November 2004)  
Aiccon and University of Bologna (Prof. Luigi Sacco)
- *AiIG PhD Summer School in Management Engineering* (Summer 2005, 2006, 2007)  
Brixen (Italy), Free University of Bozen

## ACADEMIC APPOINTMENTS

03/2018-present

Department of Management, Information and Production Engineering (University of Bergamo)  
Associate professor of Entrepreneurship, Strategic Management and Technological Change

10/2017-06/2023

Jönköping International Business School (Jönköping University, Sweden)  
Lecturer in “Research Thesis Seminars” program

07/2014-11/2024

Center for Young and Family Enterprise (University of Bergamo)  
Director

02/2011-02/2018

Department of Management, Information and Production Engineering (University of Bergamo)  
Assistant professor of Entrepreneurship, Strategy and Technological Change (tenured)

07/2010-present

Center for Young and Family Enterprise (University of Bergamo)  
Co-Founder and Member of the Board

02/2009-01/2011

Department of Engineering (University of Bergamo)  
Research Fellow in “Entrepreneurship and firm growth”

03/2004-12/2010

Fondazione Politecnico (Politecnico di Milano)  
Research Fellow and Project Manager (“Technological Innovation Projects” and “Acceleratore d’Impresa” units)

## PUBLICATIONS

### *Books*

- Bosio G., Minola T., Origo F. & Tomelleri S. (2018) (eds.), Rethinking Entrepreneurial Human Capital, Springer International Publishing, US, ISBN 9783319905471.
- Cassia L., Minola T. & Paleari S. (2011) (eds.), Entrepreneurship and Technological Change, Edward Elgar, Cheltenham Glos, UK, ISBN 9781849807470.

### *Journal Articles (peer reviewed)*

- Minola, T., Hahn, D., Criaco, G., Pittino, D., & Visintin, F. (2025). Are non-economic goals and financial performance friends or foes in hybrid ventures? A duality perspective on academic spin-offs. *Strategic Entrepreneurship Journal*.
- Hahn, D., Criaco, G., Minola, T., Pittino, D., & Vismara, S. (2025). Embracing duality in academic spin-offs: A systematic review and agenda for future research. *International Journal of Management Reviews*.
- Criaco, G., Hahn, D., Minola, T., & Pittino, D. (2025). The role of non-economic goals in academic spin-offs. *The Journal of Technology Transfer*, 50(2), 668-691.
- Campopiano, G., Lo Monaco, V., Minola, T., & Vismara, S. (2025). Survival of family start-ups seeking equity crowdfunding: family nuances in entrepreneurial teams: Campopiano et al. *Small Business Economics*, 1-25.
- Hahn, D., Knockaert, M., Minola, T., & Agyare, D. (2025). What drives investors’ propensity to invest in university Spinoffs? An experiment on the role played by university ownership and reputation. *Industry and Innovation*, 1-22.

- Rodríguez-Aceves, L., Couto-Ortega, M., Minola, T., Markuerkiaga, L., & Hahn, D. (2024). Entrepreneurial University governance: The case of a Cooperative University. *The Journal of Technology Transfer*, 49(6), 2200-2233.
- Hahn, D., Minola, T., Vismara, S., & Agyare, D. (2024). Do exploration and exploitation in university research drive early-stage equity financing of university spin-offs?. *Small Business Economics*, p. 1-27, ISSN: 0921-898X. (AiIG: GOLD; IF: 6.4; ABS: 3)
- Aldrich, H. E., Alvarez, S. A., Brumana, M., Campopiano, G., & Minola, T. (2023). Entrepreneurship in family firms: What's next? Multilevel embeddedness and individuals' cognition. *Journal of Family Business Strategy*, Vol. 14, Iss: 3, p. 1-7 (100583), ISSN: 1877-8593. (AiIG: SILVER; IF: 7.2; ABS: 2)
- Minola, T., Baù, M., Brumana, M., & De Massis, A. (2022). Under which circumstances do family SMES achieve high growth? A behavioural perspective. *International Small Business Journal*, Vol. 40, Iss: 6, p. 768-798, ISSN: 1741-2870. (AiIG: GOLD; IF: 7.1; ABS: 3)
- Ruzzene, A., Brumana, M., & Minola, T. (2022). Process tracing: a methodological proposal for a practice approach to family entrepreneurship. *International Journal of Entrepreneurial Behavior & Research*, Vol. ahead-of-print, No. ahead-of-print, p. 1-17, ISSN: 1355-2554. (AiIG: SILVER; IF: 5.5; ABS: 3)
- Hahn, D., Brumana, M., & Minola, T. (2022). Is it all about creating new firms? A broader look at the impact of the Entrepreneurial University on youth employment. *Studies in Higher Education*, Vol. 47, Iss: 5, p. 1036-1045, ISSN: 1470-174X. (AiIG: SILVER; IF: 4.2; ABS: 3)
- Cascavilla, I., Hahn, D., & Minola, T. (2022). How You Teach Matters! An Exploratory Study on the Relationship between Teaching Models and Learning Outcomes in Entrepreneurship Education. *Administrative Sciences*, Vol. 12, Iss: 1, p. 1-22, ISSN 2076-3387. (AiIG: -; IF: 3.0; ABS: -)
- Hahn, D., Spitzley, D. I., Brumana, M., Ruzzene, A., Bechthold, L., Prügl, R., & Minola, T. (2021). Founding or succeeding? Exploring how family embeddedness shapes the entrepreneurial intentions of the next generation. *Technological Forecasting and Social Change*, Vol. 173, p. 1-10 (121182), ISSN: 1873-5509. (AiIG: GOLD; IF: 12.0; ABS: 3)
- Aldrich, H. E., Brumana, M., Campopiano, G., & Minola, T. (2021). Embedded but not asleep: Entrepreneurship and family business research in the 21st century. *Journal of Family Business Strategy*, Vol. 12, Iss: 1, p. 1-19 (100390), ISSN: 1877-8593. (AiIG: SILVER; IF: 7.2; ABS: 2)
- Audretsch, D., Colombelli, A., Grilli, L., Minola, T., & Rasmussen, E. (2020). Innovative start-ups and policy initiatives. *Research Policy*, Vol. 49, Iss: 10, p. 1-14 (104027), ISSN: 1873-7625. (AiIG: GOLD-STAR; IF: 7.2; ABS: 4\*)
- Hahn, D., Minola, T., Bosio, G., & Cassia, L. (2020). The impact of entrepreneurship education on university students' entrepreneurial skills: a family embeddedness perspective. *Small Business Economics*, Vol. 55, Iss: 1, p. 257-282, ISSN: 0921-898X. (AiIG: GOLD; IF: 6.4; ABS: 3)
- Gimenez-Jimenez, D., Edelman, L. F., Minola, T., Calabrò, A., & Cassia, L. (2021). An intergeneration solidarity perspective on succession intentions in family firms. *Entrepreneurship Theory and Practice*, Vol. 45, Iss: 4, p. 740-766, ISSN: 1042-2587. (AiIG: GOLD-STAR; IF: 10.5; ABS: 4)
- Minola, T., Kammerlander, N., Kellermanns, F. W., & Hoy, F. (2021). Corporate entrepreneurship and family business: Learning across domains. *Journal of Management Studies*, Vol. 58, Iss: 1, p. 1-26, ISSN:1467-6486. (AiIG: GOLD-STAR; IF: 10.5; ABS: 4)
- Minola, T., Hahn, D., & Cassia, L. (2021). The relationship between origin and performance of innovative start-ups: the role of technological knowledge at founding. *Small Business Economics*, Vol. 56, Iss: 2, p. 553-569, ISSN: 0921-898X. (AiIG: GOLD; IF: 6.4; ABS: 3)

- Hahn, D., Minola, T., Cascavilla, I., Ivaldi, S., & Salerno, M. (2021). Towards a theory-informed practice of entrepreneurship education for university students: the case of HC. LAB. *Piccola Impresa/Small Business*, Vol. 1, p. 16-47, ISSN 0394-7947. (AiIG: -; IF: -; ABS: -)
- Colombelli, A., Grilli, L., Minola, T., & Mrkajic, B. (2020). To what extent do young innovative companies take advantage of policy support to enact innovation appropriation mechanisms?. *Research Policy*, Vol. 49, Iss: 10, p. 1-17 (103797), ISSN: 1873-7625. (AiIG: GOLD-STAR; IF: 7.2; ABS: 4\*)
- Campopiano, G., Brumana, M., Minola, T., & Cassia, L. (2020). Does growth represent chimera or Bellerophon for a family business? the role of Entrepreneurial orientation and family influence nuances. *European Management Review*, Vol. 17, Iss: 3, p. 765-783, ISSN:1740-4762. (AiIG: SILVER; IF: 3.7; ABS: 3)
- Pucci, T., Brumana, M., Minola, T. & Zanni, L. (2020). Social capital and innovation in a life science cluster: the role of proximity and family involvement. *The Journal of Technology Transfer*, Vol. 45, Iss: 1, p. 205–227, ISSN: 0892-9912. (AiIG: GOLD; IF: 4.8; ABS: 3)
- Hahn, D., Minola, T., & Eddleston, K. A. (2019). How do scientists contribute to the performance of innovative start-ups? An imprinting perspective on open innovation. *Journal of Management Studies*, Vol. 56, Iss: 5, p. 895-928, ISSN:1467-6486. (AiIG: GOLD-STAR; IF: 10.5; ABS: 4)
- Van Gils, A., Huybrechts, J., Minola, T., & Cassia, L. (2019). Unraveling the impact of family antecedents on family firm image: A serial multiple-mediation model. *Journal of Family Business Strategy*, Vol. 10, Iss: 1, p. 17-27, ISSN: 1877-8593. (AiIG: SILVER; IF: 7.2; ABS: 2)
- Hahn, D., Minola, T., Vismara, S., & De Stasio, V. (2019). Financing Innovation: Challenges, Opportunities, and Trends. *Foundations and Trends® in Entrepreneurship*, Vol. 15, Iss: 3-4, p. 328-367, ISSN: 1551-3114. (AiIG: GOLD; IF: 2.8; ABS: -)
- De Massis, A., Kotlar, J., Mazzola, P., Minola, T. & Sciascia, S. (2018). Conflicting selves: family owners’ multiple goals and self-control agency problems in private firms. *Entrepreneurship Theory and Practice*, Vol. 42, Iss: 3, p. 362–389, ISSN: 1042-2587. (AiIG: GOLD-STAR; IF: 10.5; ABS: 4)
- Hahn, D., Minola, T., Van Gils, A., & Huybrechts, J. (2017). Entrepreneurial Education and Learning at Universities: Exploring Multilevel Contingencies. *Entrepreneurship and Regional Development*, Vol. 29, p. 945-974, ISSN: 0898-5626. (AiIG: GOLD; IF: 5.6; ABS: 3)
- Sieger, P. & Minola, T. (2017). The family’s financial support as “Poisoned Gift”: a family embeddedness perspective on entrepreneurial intentions. *The Journal of Small Business Management*, Vol. 55, Iss: S1, p. 179–204, ISSN: 1540-627X. (AiIG: GOLD; IF: 6.2; ABS: 3)
- Criaco, G., Sieger, P., Wennberg, K., Chirico, F., & Minola, T. (2017). Parents’ performance in entrepreneurship as a “double-edged sword” for the intergenerational transmission of entrepreneurship. *Small Business Economics*, Vol. 49, Iss: 4, p. 841-864, ISSN: 0921-898X. (AiIG: GOLD; IF: 6.4; ABS: 3)
- Brumana, M., Minola, T., Garrett, R.P. & Digan, S.P. (2017). How Do Family Firms Launch New Businesses? A Developmental Perspective on Internal Corporate Venturing in Family Business. *The Journal of Small Business Management*, vol. 55, Iss: 4, p. 594-613, ISSN: 1540-627X. (AiIG: GOLD; IF: 6.2; ABS: 3)
- Minola, T., Vismara, S. & Hahn, D. (2017). Screening model for the support of governmental venture capital. *The Journal of Technology Transfer*, vol. 42, Iss: 1, p. 59-77, ISSN: 1573-7047. (AiIG: GOLD; IF: 4.8; ABS: 3)

- Minola, T., Cogliati, G.M., Cassia, L. & Paleari, S. (2017). Are hyper-growth firms inherently different? Preliminary evidence from a sample of fast-growing European SMEs. *International Journal of Entrepreneurial Venturing*, vol. 9, Iss: 2, p. 122-159, ISSN: 1742-5360. (AiIG: -; IF: 1.5; ABS: 1)
- Calabrò, A., Minola, T., Campopiano, G. & Pukall, T. (2016). Turning innovativeness into domestic and international corporate venturing: the moderating effect of high family ownership and influence. *European Journal of International Management*, vol. 10, Iss: 5, p. 505-533, ISSN: 1751-6757. (AiIG: BRONZE; IF 1.8: ABS: 2)
- Campopiano, G., Minola, T. & Sainaghi, R. (2016). Students climbing the entrepreneurial ladder: family social capital and environment-related motives in hospitality and tourism. *International Journal of Contemporary Hospitality Management*, vol. 28, Iss: 6, p. 1115-1136, ISSN: 0959-6119. (AiIG: GOLD; IF: 11.1; ABS: 3)
- Chrisman, J.J., Chua, J.H., De Massis, A., Minola, T. & Vismara, S. (2016). Management processes and strategy execution in family firms: from “what” to “how”. *Small Business Economics*, vol. 47, Iss: 3, p. 719-734, ISSN: 0921-898X. (AiIG: GOLD; IF: 6.4; ABS: 3)
- Minola, T., Brumana, M., Campopiano, G., Garrett, R.P. & Cassia, L. (2016). Corporate venturing in family business: a developmental approach of the enterprising family. *Strategic Entrepreneurship Journal*, vol.10, Iss: 4, p. 395-412, ISSN: 1932-443X. (AiIG: GOLD-STAR; IF: 6.3; ABS: 4)
- Minola, T., Donina, D. & Meoli, M. (2016). Students climbing the entrepreneurial ladder: does university internationalization pay off? *Small Business Economics*, vol. 47, Iss: 3, p. 565-587, ISSN: 0921-898X. (AiIG: GOLD; IF: 6.4; ABS: 3)
- Minola, T., Criaco, G. & Obschonka, M. (2016). Age, culture, and self-employment motivation. *Small Business Economics*, vol. 46, Iss: 2, p. 187-213, ISSN: 1573-0913. (AiIG: GOLD; IF: 6.4; ABS: 3)
- Cassia, L., De Massis, A., Meoli, M., & Minola, T. (2014). Entrepreneurship research centers around the world: research orientation, knowledge transfer and performance. *The Journal of Technology Transfer*, vol. 39, Iss: 3, p. 376-392, ISSN: 1573-7047. (AiIG: GOLD; IF: 4.8; ABS: 3)
- Minola, T., Criaco, G., & Cassia, L. (2014). Are youth really different? New beliefs for old practices in entrepreneurship. *International Journal of Entrepreneurship and Innovation Management*, vol. 18, p. 233-259. (AiIG: COPPER; IF: -; ABS: 1)
- Criaco, G., Minola, T., Migliorini, P. & Serarols-Tarrés, C. (2014). “To have and have not”: founders’ human capital and university start-up survival. *The Journal of Technology Transfer*, vol. 39, Iss: 4, p. 567-593, ISSN: 1573-7047. (AiIG: GOLD; IF: 4.8; ABS: 3)
- Minola, T., Cassia, L. & Criaco, G. (2013). Financing patterns in new-technology-based firms: an extension of the pecking order theory. *International Journal of Entrepreneurship and Small Business*, vol. 19, Iss: 2, p. 212-233, ISSN: 0892-9912. (AiIG: BRONZE; IF: -; ABS: 2)
- Cassia, L. & Minola, T. (2012). Hyper-growth of SMEs: toward a reconciliation of entrepreneurial orientation and strategic resources. *International Journal of Entrepreneurial Behaviour & Research*, vol. 18, Iss: 2, p. 179-197, ISSN: 1355-2554. (AiIG: SILVER; IF: 5.5; ABS: 3)
- De Massis, A.V., Minola, T. & Viviani, D. (2012). Entrepreneurial learning in Italian high-tech start-ups: an exploratory study. *International Journal of Innovation and Learning*, vol. 11, Iss: 1, p. 94-114, ISSN: 1471-8197.
- Cassia, L. & Minola, T. (2011). Capital structure decision of new technology-based firms: evidence from youth entrepreneurship. *Investment Management & Financial Innovations*, vol. 8, Iss: 4, p. 72-82, ISSN: 1810-4967

- Minola, T. & Giorgino, M. (2011). External capital for NTBs: the role of bank and venture capital. *International Journal of Entrepreneurship and Innovation Management*, vol. 14, Iss: 2/3, p. 222-247, ISSN: 1368-275X
- Cassia, L., Correale, A. & Minola, T. (2010). The role of top management teams behind investors' valuation of entrepreneurial IPOs. *Investment Management & Financial Innovations*, vol. 7, Iss: 2, p. 177-188, ISSN: 1810-4967
- Minola, T. & Giorgino, M. (2008). Who's going to provide the funding for high tech start-ups? A model for the analysis of determinants with a fuzzy approach. *R&D Management*, vol. 38, Iss: 3, p. 335-351, ISSN: 0033-6807
- Minola, T., Minshall, T. & Giorgino, M. (2008). Access to external capital for techno start-ups: evidences from the UK. *Investment Management & Financial Innovations*, vol. 4, Iss: 5, p. 186-199, ISSN: 1810-4967

#### *Chapters in International Books*

- Cascavilla, I., & Minola, T. (2025). Teaching models and learning outcomes in entrepreneurship education: the role of students' and enterprising parents' gender. In *Annals of Entrepreneurship Education and Pedagogy-2025* (pp. 165-188). Edward Elgar Publishing.
- Brumana, M., & Minola, T. (2024). Corporate Entrepreneurship. In: Howorth, C., Discua-Cruz, A. (eds.), *Elgar Encyclopedia of Family Business* (pp. 83-87). Edward Elgar Publishing, ISBN: 9781800888715.
- Minola, T., Spitzley, D., Campopiano, G., and Brumana, M. (2023). Enterprising families: An embeddedness perspective on offspring's entrepreneurial career preferences, cognitions, and actions. In: Carney, M. & Dieleman, M. (eds.), *De Gruyter Handbook of business families*, Berlin: De Gruyter, ISBN: 9783110727968.
- Gamba, D., Minola, T., Kalchschmidt, M. (2023). Escaping the "tortoise shell paradox": digitalization and servitization in the green building construction industry – The case of Marlegno. In: *Cases studies in the age of digital entrepreneurship - How digital technologies are transforming the entrepreneurial process in existing business and start-ups*, Gibaldi C.P. & Iandoli L. (eds.), Edward Elgar Publishing, ISBN: 9781802203851.
- Agyare, D., Hahn, D., Minola, T., & Vismara, S. (2022). Non-accounting drivers of start-up valuation by early-stage equity investors: literature review and future research agenda. In: Audretsch, D. B., Belitski, M., Rejeb, N., Caiazza, R. (eds.), *Developments in Entrepreneurial Finance and Technology*, (p. 227-268), ISBN: 9781800884335.
- Vasilevska, K., Brumana, M., & Minola, T. (2022). The role of work-family initiatives in fostering technology transfer: research opportunities on family and non-family SMEs. In: Audretsch, D. B., Lehmann, E. E., Link, A. N. (eds.), *Handbook of Technology Transfer* (pp. 103-121). Edward Elgar Publishing, ISBN: 9781800374393.
- Pongelli, C., Sciascia, S., & Minola, T. (2019). Do we really want to cut out the deadwood? Family-centered noneconomic goals, restructuring aversion, and escalation of commitment. In: *The Palgrave Handbook of Heterogeneity in Family Firms*, Memili, E. & Dibrell, C. (eds.), ISBN: 9783319776750.
- Bosio, G., Minola, T., Origo, F., & Tomelleri, S. (2018). Introduction. In: Bosio, G., Minola, T., Origo, F., & Tomelleri, S. (eds.). *Rethinking entrepreneurial human capital: The role of innovation and collaboration*. Springer, ISBN: 9783319905471.
- Campopiano, G., Minola, T., & Cassia, L. (2017). Entrepreneurial team formation: the role of the family. In: *Research Handbook on Entrepreneurial Teams: Theory and Practice*, Cyrine Ben-Hafäïedh, Thomas M. Cooney (eds.), ISBN: 9781784713195.
- Brumana, M., Cassia, L., Gamba, D., Minola, T. (2017). Perception gaps in international corporate entrepreneurship: the role of knowledge transfer tools. In: *Industry 4.0 - Springer*

- Series: "Studies on Entrepreneurship, Structural Change and Industrial Dynamics"*,  
 Devezas T., Leitão J. & Sarygulov A. (eds.), ISBN: 9783319496030.
- Minola, T., Campopiano, G., Brumana, M., Cassia, L., & Garrett, R.P. (2017). Corporate entrepreneurship in family business: The when and how. In: *The Routledge companion to family business*, Kellermanns, F. W., & Hoy, F. (eds.), p. 281-310, ISBN-10: 113891911X.
  - Bassani, G., Minola, T. & Vismara, S. (2016). Technology Foresight for Regional Economies: A How to Do Guide. In: *University Evolution, Entrepreneurial Activity and Regional Competitiveness*. Springer, Audresch, D., Lehmann, E., Meoli, M. & Vismara, S. (eds.), p. 385- 392, ISSN: 1572-1922
  - Brumana, M., Minola, T., Cassia, L., Gamba, D. & Pressiani, P. (2016). Family firms as the incubators of new ventures: a transgenerational perspective. In: *Fast growing firms in a slow growth economy: institutional conditions for innovation*, Visintin, F. & Pittino, D. (eds.), ISBN: 9781785367106.
  - Brumana, M., Cassia, L., De Massis, A., Discua Cruz, A. & Minola, T. (2015). Transgenerational professionalization of family firms: the role of next generation leaders. In: *Developing Next Generation Leaders for Transgenerational Entrepreneurial Family Enterprises*, Pramodita, S., Nunzia, A., Rock-Lee, D., Parada, M.J., & Mohar, Y. (eds.), Cheltenham: Edward Elgar, ISBN: 9781784717865.
  - Minola, T. & De Massis, A. (2015). The social consequences of corporate entrepreneurial practices: evidence from global initiatives of an Italian family firm. In: *Global Entrepreneurship: Case Studies of Entrepreneurial Firms Around the World*, Hayton, J., Salvato, C., & Manimala, M.J. (eds.), p. 84-99, ISBN: 9780415703239.
  - Criaco, G., Serarols-Tarres, C., Minola, T. & Yash Bhatiya, A. (2014). Companies Spun Out of Universities: Different Typologies for Different Performance Patterns. In: *Handbook of Research on Techno-Entrepreneurship*, Second Edition. Thérin, F. (eds.). Cheltenham Glos: Edward Elgar, ISBN: 9781781951811.
  - Bianchi, M., Chiaroni, D., Frattini, F. & Minola, T. (2013). A dynamic capability view on the determinants of superior performance in university technology transfer offices. In: *Entrepreneurial Business and Society*. Welter, F., Blackburn, R., Ljunggren, E. & Åmo, B.W. (eds.). Cheltenham Glos:Edward Elgar, ISBN: 9781782546023.
  - Cassia, L., De Massis, A.V., Kotlar, J. & Minola, T. (2012). The hyper-growth of family-owned firms: evidence from European SMEs. In: *Entrepreneurial Strategies and Policies for Economic Growth*, Muffatto, M. & Giacon, P. (eds.), ISBN: 9788862922661.
  - Cassia, L., Criaco, G. & Minola, T. (2012). Overcoming barriers in the entrepreneurial process of youth: the importance of support program. In: *Entrepreneurial Strategies and Policies for Economic Growth*, Muffatto, M. & Giacon, P. (eds.), ISBN: 9788862922661.
  - Criaco, G., Migliorini, P., Minola, T. & Serarols, C. (2012). Founders' human capital and the survival of university start-up companies. In: *Entrepreneurial Strategies and Policies for Economic Growth*, Muffatto, M. & Giacon, P. (eds.), ISBN: 9788862922661.
  - Cassia, L. & Minola, T. (2012). Revising the Start-Up Capital Structure of New Ventures: The Case of Juvenile NTBFs. In: *Entrepreneurship Issues. An International Perspective*, Dossena, G. & Bettinelli, C. (eds.), p.109-126. Bergamo: Sestante Edizioni, ISBN: 9788866420446.
  - Cassia, L., De Massis A.V., Minola, T. (2011). Selecting corporate venturing forms in high-tech industries: a comprehensive framework, In: *Entrepreneurship and Technological Change*, Cassia, L., Minola, T. & Paleari, S. (eds.). Cheltenham Glos: Edward Elgar, ISBN: 9781849807470.
  - Cassia, L., Minola, T. & Paleari, S. (2011). Entrepreneurship, technology and change: a review and proposal for an interpretative framework, In: *Entrepreneurship and Technological Change*, Cassia, L., Minola, T. & Paleari, S. (eds.). Cheltenham Glos: Edward Elgar, ISBN: 9781849807470.

*Articles in Italian Refereed Journals Relevant to the Italian Association of Management Engineering (AiIG)*

- Brioschi, M. S. B. L., Minola, T., Sala, S., & Bammens, Y. (2021). Innovazione di prodotto e di marketing. L'analisi dell'impatto nelle imprese familiari. *Sistemi & Impresa*, Vol. 2, p. 58-63, ISSN:0394-929X.
- Brioschi, M. S. B. L., Hahn, D., & Minola, T. (2019). Imprenditorialità studentesca. Un fenomeno in forte crescita. *Sistemi & Impresa*, Vol. 8, p. 63-68, ISSN:0394-929X.
- Tomelleri, S., Origo, F., & Minola, T. (2018). Il valore della collaborazione. Collaborazione, competizione e felicità: evidenze preliminari da una popolazione di studenti universitari e imprenditori. *Studi di Sociologia*, Vol. 4, p. 369-384, ISSN: 0039291X.
- Hahn, D., Minola, T., Pressiani, P., Salerno, M. & Rizzi, C. (2017). Imprenditorialità nelle Life Science. Un'indagine preliminare. *Sistemi & Impresa*, Vol. 1, p. 65-71, ISSN:0394-929X.
- Bosis L., Brumana M., Cassia L. & Minola, T. (2015). Innovazione dirompente e imprenditorialità. *Sistemi & Impresa*, Vol. 5, p. 54-60, ISSN:0394-929X
- Cassia, L., De Massis, A.V. & Minola, T. (2011). L'imprenditorialità giovanile in Italia: analisi del fenomeno e best practice per il supporto manageriale alle start-up fondate da giovani. *Sistemi & Impresa*, Vol. 57, p. 40-49, ISSN: 0394-929X
- De Massis, A.V., Minola, T., Ferrari, G. & Mascheretti, S. (2011). Il modello beyond budgeting come paradigma d'innovazione imprenditoriale: un'analisi manageriale attraverso casi di studio. *Sistemi & Impresa*, Vol. 57, p. 20-29, ISSN: 0394-929X

*Chapters in Italian Books*

- Campopiano, G., & Minola, T. (2022). Ruoli, norme e comportamenti nell'imprenditorialità femminile: il caso delle imprese familiari. In: Di Pasquale, R. (ed.), *Disparità di genere: processi identitari, dinamiche interpersonali e cornici socioculturali* (pp. 93-111). Lubrina Bramani Editore. ISBN: 9788877667762.
- Brumana, M., Cristadoro, A., Minola, T., & Tomelleri, S. (2021). Il dato che emoziona. In: Cassia, L., Kalchschmidt, M., Paleari, S. (eds.), *Un dato di fatto. Uso e abuso del dato. Un viaggio tra realtà, rappresentazione ed emozione* (pp. 46-66). Francesco Brioschi Editore, ISBN: 9791280045539.
- Minola, T. (2019). Le startup innovative italiane, il ruolo dei giovani e gli obiettivi di sviluppo sostenibile. In: Brugnoli, A., Garrone, P. & Vittadini, G. (eds.), *Sussidiarietà e... PMI per lo sviluppo sostenibile. Rapporto sulla sussidiarietà 2018/2019*. Fondazione per la Sussidiarietà, May 2019, ISBN: 9788897793267.
- Minola, T. & Sala, A. (2017). Innovazione e infrastrutture. In: *Rapporto Lombardia 2017*. Éupolis Lombardia (eds.), ISBN: 9788898484058.
- Four chapters In: Garrone, P. & Martini, G. (eds.), *Sussidiarietà e... politiche industriali. Rapporto sulla sussidiarietà 2015/2016*. Fondazione per la Sussidiarietà, May 2016  
Ch. 3 - Caratteristiche dell'imprenditore e risultati d'impresa: obiettivi dell'indagine (with Paola Garrone and Gianmaria Martini);  
Ch. 4. - Metodologia per l'analisi empirica;  
Ch. 5 - Analisi descrittiva delle imprese e degli imprenditori del campione (with Mara Brumana and Davide Hahn);  
Ch. 6 - Personalità dell'imprenditore e risultati d'impresa: un'indagine sugli imprenditori italiani (with Giulio Bosio)
- Minola, T. (2011). Iper-crescita: imprenditorialità e risorse. In: *Imprenditorialità, cambiamento e crescita*. Cassia, L. & Filardo, G.N. (eds.), Bergamo: Sestante Edizioni, ISBN: 9788866420019.

### *Working Paper in Edited Series*

- Cassia, L., Minola, T. & Paleari, S. (2011). Entrepreneurship, technology and change: a review and proposal for an interpretative framework. *Working paper series at the Dept. of Economics and Technology Management - University of Bergamo*.

### *Research reports*

- Cervello, L., Hahn, D., Sciascia, S., Minola, T. & Lazzarotti, V. (2022). Le intenzioni di successione degli studenti universitari appartenenti alle famiglie imprenditoriali in Italia. Available at: <https://www.liuc.it/ricerca/dai-banchi-delle-universita-alle-impres-di-famiglia/>
- Cascavilla, I., Hahn, D., & Minola, T. (2022). Global University Entrepreneurial Spirit Students' Survey-2021 National Report Italy. In GUESSS National Reports. GUESSS. [https://guesssurvey.org/resources/nat\\_2021/GUESSS\\_Report\\_2021\\_Italy.pdf](https://guesssurvey.org/resources/nat_2021/GUESSS_Report_2021_Italy.pdf)
- Minola, T., Salerno, M., & Agyare, D. (2020, November 5). What Airbnb can teach entrepreneurs about layoffs. *Entrepreneur & Innovation Exchange*. Retrieved January 19, 2022, from <https://familybusiness.org/content/what-airbnb-can-teach-entrepreneurs-about-layoffs>
- Hahn, D., Minola, T., & Aschedamini, A. (2019). GUESSS National Report Italy 2018: Entrepreneurial intentions and behaviors of Italian University students. In GUESSS National Reports. GUESSS. [https://guesssurvey.org/resources/nat\\_2018/GUESSS\\_Report\\_2018\\_Italy.pdf](https://guesssurvey.org/resources/nat_2018/GUESSS_Report_2018_Italy.pdf)
- Éupolis Lombardia (2017). Policy paper “Esiti delle Start up in Lombardia e competenze di business nei giovani”, Éupolis Lombardia (Cod. ECO17007)
- Hahn, D., Minola, T., Gamba, D., & Alberti, M. (2018). Global University Entrepreneurial Spirit Students' Survey: Report for Italy 2016. In GUESSS National Reports. GUESSS. [https://guesssurvey.org/resources/nat\\_2016/GUESSS\\_Report\\_2016\\_Italy\\_e.pdf](https://guesssurvey.org/resources/nat_2016/GUESSS_Report_2016_Italy_e.pdf)
- Minola, T., Rizzi, C. & Cassia, L. (2015). Ricerca, imprenditorialità e innovazione nelle scienze della vita, University of Bergamo, <https://aisberg.unibg.it/handle/10446/41893>
- Minola, T., Cassia, L., Hahn, D., Campopiano, G. & Pressiani, P. (2013). GUESSS National Report - Italy 2013. In GUESSS National Reports. GUESSS. [https://guesssurvey.org/resources/nat\\_2013/20141228-GUESSS-ITALY-Draft\\_final.pdf](https://guesssurvey.org/resources/nat_2013/20141228-GUESSS-ITALY-Draft_final.pdf)

### *Indexed proceedings*

- Minola, T., Hahn, D., Criaco, G., Pittino, D., & Visintin, F. (2022). Publish and Flourish?: Antecedents and Outcomes of Academic Goals in Academic Spin-Offs. In *Academy of Management Proceedings* (Vol. 2022). Academy of Management.
- Gamba, D., Minola, T., Kalchschmidt, M., & Adrodegari, F. (2022, September). How Does Manufacturing Strategy Contribute to Servitization Orientation? The Moderating Effect of Firm Size. In *IFIP International Conference on Advances in Production Management Systems* (pp. 343-351). Cham: Springer Nature Switzerland.
- Minola, T., Bau, M., Sieger, P., De Massis, A., & Chirico, F. (2021). Slack and Performance in Family Owned SMEs: An Agency Theory Perspective. In *Academy of Management Proceedings* (Vol. 2021). Academy of Management.
- Gimenez, J.D., Calabrò, A., Edelman, L., Minola, T. & Cassia, L. (2018). The impact of affective commitment and in-group-collectivism on daughters' succession intentions. In *Academy of Management Proceedings* (Vol. 2018). Academy of Management.
- De Massis, A., Kotlar, J., Mazzola, P., Minola, T., & Sciascia, S. (2014). Are They All Alike? Heterogeneity of family owners' goals and PP agency costs in private firms. In *Academy of Management Proceedings* (Vol. 2014). Academy of Management.
- Lambkin, A., Minola, T. & Salerno, M. (2009). Key success factors for clean technology commercialization and start-ups incubation strategy: a general framework and an Italian

experience. In: Triple Helix VII International Conference Proceedings. GLASGOW, June 2009

*Conference, symposia, workshops, and other presentations*

- Cascavilla, Ilaria; Minola, Tommaso; Eddleston, Kimberly (2024) Why do women engage less in entrepreneurship? A longitudinal investigation of cognitive processes Retrieved from <https://hdl.handle.net/10446/272269>
- Cascavilla, Ilaria; Panelli, Andrea; Minola, Tommaso; Colombelli, Alessandra (2024) Shaping goal orientation through Entrepreneurship Education: a randomized control trial experiment Retrieved from <https://hdl.handle.net/10446/272270>
- A. Buratti, G. Campopiano, T. Minola (2023) Purpose shift in Family Firms: a Business Model Innovation perspective", 18th EIASM Workshop on Family Firm Management Research, 2nd-3rd October 2023, Naples (IT)
- Rodriguez Aceves, Lucia Alejandra; Hahn, Davide; Ullah, Asad; Minola, Tommaso (2023) How higher education institutions become entrepreneurial? A case study on a small European university Retrieved from <https://hdl.handle.net/10446/263235>
- Rodriguez Aceves, Lucia Alejandra; Tlacuilo, Yenira; Silveyra-León, Geraldine; Minola, Tommaso (2023) Entrepreneurial mindset: a measurement proposal Retrieved from <https://hdl.handle.net/10446/263230>
- Rodriguez Aceves, Lucia Alejandra; Hahn, Davide; Minola, Tommaso (2023) Transforming HEIs into Entrepreneurial Universities: A Framework for Stakeholder Response to Change Retrieved from <https://hdl.handle.net/10446/263238>
- Brumana, Mara; Waldkirch, M.; Minola, Tommaso (2023). The dilemma of organizational autonomy in internal corporate venturing: A qualitative inquiry Retrieved from <https://hdl.handle.net/10446/262650>
- Hahn, Davide; Minola, Tommaso (2024). Student Entrepreneurship: Methodological Challenges and Research: Opportunities for the Entrepreneurship Field [open workshop - seminario divulgativo]. Retrieved from <https://hdl.handle.net/10446/261572>
- Hahn, Davide; Minola, Tommaso; Agyare, Daniel (2023). What drives early stage equity investors' propensity to invest in university spinoffs? an experiment on the signaling role played by university Retrieved from <https://hdl.handle.net/10446/261571>
- Cascavilla, Ilaria; Minola, Tommaso (2023) Why Do Women (Not) Become Entrepreneurs? The Role of Students' Cognitive Processes and Entrepreneurship Education Retrieved from <https://hdl.handle.net/10446/260820>
- Cascavilla, Ilaria; Panelli, Andrea; Minola, Tommaso; Colombelli, Alessandra (2023). Investigating the Effect of Entrepreneurship Education on Goal Orientation: A Gender Perspective Retrieved from <https://hdl.handle.net/10446/260819>
- Agyare, Daniel; Hahn, Davide; Knockaert, Mirjam; Minola, Tommaso (2022) Founder characteristics and firm origin: Implication of external investors' perception in early-stage equity financing Retrieved from <https://hdl.handle.net/10446/238910>
- Agyare, Daniel; Minola, Tommaso; Hahn, Davide; Vismara, Silvio (2022). Do Exploration and Exploitation in University Research Drive Early-Stage Equity Financing of University Spin-Offs? Retrieved from <https://hdl.handle.net/10446/238840>
- Minola, Tommaso; Criaco, Giuseppe; Pittino, Daniel; Hahn, Davide Towards a Theory of Non-Economic Goals in Academic Spin-Offs: Conceptualization and Policy Implications Retrieved from <https://hdl.handle.net/10446/238839>
- Hahn, Davide; Brumana, Mara; Minola, Tommaso (2022). La formazione imprenditoriale serve anche a chi non fa startup [contribution in web site - contributo in sito web]. Retrieved from <https://hdl.handle.net/10446/238912>

- Cascavilla, Ilaria; Minola, Tommaso (2022). A Gendered Perspective on Entrepreneurship Education Teaching Models: Evidence from the Italian Context Retrieved from <https://hdl.handle.net/10446/238559>
- Cascavilla, Ilaria; Minola, Tommaso (2022). A systematic approach to Entrepreneurship Education outcomes: a literature review on task- related and non-task-related outcomes Retrieved from <https://hdl.handle.net/10446/238556>
- Cascavilla, Ilaria; Minola, Tommaso (2022). Why do female students (not) become entrepreneurs? A double serial mediation model analysis Retrieved from <https://hdl.handle.net/10446/238553>
- Cascavilla, Ilaria; Minola, Tommaso (2022). Why do female students (not) become entrepreneurs? A double serial mediation model analysis Retrieved from <https://hdl.handle.net/10446/238558>
- Agyare, Daniel; Minola, Tommaso; Hahn, Davide (2021). Non-accounting drivers of innovative start-up valuation by early-stage equity investors: A literature review and future research. Retrieved from <http://hdl.handle.net/10446/203504>
- Agyare, Daniel; Minola, Tommaso; Hahn, Davide; Vismara, Silvio (2021). University-based antecedents of early-stage external equity financing of university spin-offs. Retrieved from <http://hdl.handle.net/10446/203459>
- Hahn, Davide; Minola, Tommaso; Brumana, Mara It Is All About Creating New Firms? (2021). A Broader Look at the Impact of the Entrepreneurial University on STEM student Retrieved from <http://hdl.handle.net/10446/202408>
- Minola, Tommaso; Hahn, Davide; Criaco, Giuseppe; Pittino, Daniel; Visintin, Francesca (2021). Academic goals and the performance of academic spin-offs Retrieved from <http://hdl.handle.net/10446/202371>
- Vasilevska, Katerina; Minola, Tommaso; Brumana, Mara (2021). The Relationship Between Work-Family Initiatives and Corporate Entrepreneurship: Evidence from Family and Non-Family Smes Retrieved from <http://hdl.handle.net/10446/202076>
- Minola, Tommaso; Baù, Massimo; Brumana, Mara; DE MASSIS, Alfredo Vittorio (2021). High-Growth in Private Firms: the Role of Family Control and Slack Resources Retrieved from <http://hdl.handle.net/10446/202074>
- Vasilevska, Katerina; Minola, Tommaso; Brumana, Mara (2021). Work-family Initiatives and Innovation in Family and non-Family SMEs: Time to Explore the Missing Links? Retrieved from <http://hdl.handle.net/10446/202252>
- Brumana, Mara; Waldkirch, Matthias; Minola, Tommaso; Nordqvist, Mattias (2021). When control fosters autonomy. A qualitative inquiry into family-owned ICVs Retrieved from <http://hdl.handle.net/10446/202072>
- Battisti, Martina; Hahn, Davide; Minola, Tommaso (2019). Micro-foundations of Ambidexterity In Student Start-ups: The Role of Entrepreneur's Subjective Vitality, Family and University Retrieved from <http://hdl.handle.net/10446/171664>
- Battisti, Martina; Hahn, Davide; Minola, Tommaso (2019). Entrepreneurs' Mental Well-Being and Microfoundations of Ambidexterity in New Ventures Retrieved from <http://hdl.handle.net/10446/171662>
- Hahn, Davide; Minola, Tommaso; Ruzzene, Attilia (2019). Founder or Successor? A Family Embeddedness Perspective on the Entry Mode in Entrepreneurship for Offspring in Enterprising Families. Retrieved from <http://hdl.handle.net/10446/171660>
- Bosio, Giulio Michele; Cassia, Lucio; Hahn, Davide; Minola, Tommaso (2017). A longitudinal study on the influence of entrepreneurship education and family context on university students' venture creation Retrieved from <http://hdl.handle.net/10446/119337>
- Ruzzene, Attilia; Brumana, Mara; Minola, Tommaso (2019). Reasoning about Microfoundations of Entrepreneurship in Family Business: A Causal-mechanistic Perspective Retrieved from <http://hdl.handle.net/10446/150291>

- Ruzzene, Attilia; Brumana, Mara; Minola, Tommaso (2019). A Mechanistic Perspective on Microfoundations: The Case of Entrepreneurship in Family Business Retrieved from <http://hdl.handle.net/10446/150287>
- Brumana, Mara; Minola, Tommaso; Cassia, Lucio; Sardeshmukh, Shruti; Campopiano, Giovanna; Vasilevska, Katerina (2019). When Things Don't Turn Out as Expected: the Effects of Unexpected Succession in Family Firms on Entrepreneurial Orientation and Financial Performance Retrieved from <http://hdl.handle.net/10446/150279>
- Battisti, Martina; Hahn, Davide; Minola, Tommaso (2018). Ambidexterity in new ventures founded by university students: the role of the entrepreneur's subjective vitality Retrieved from <http://hdl.handle.net/10446/150136>
- Setti, A.; Minola, Tommaso (2018). Entrepreneurial ecosystems in Science-based firms: building a theoretical approach Retrieved from <http://hdl.handle.net/10446/131692>
- Minola, Tommaso (2018). Conceptualizing the Distinctiveness of Academic Spin-Offs: A Socioemotional Wealth Perspective Retrieved from <http://hdl.handle.net/10446/131695>
- Campopiano, Giovanna; Brumana, Mara; Minola, Tommaso; Cassia, Lucio (2018). Growth in Family Business: Bellerophon or Chimera Retrieved from <http://hdl.handle.net/10446/131699>
- Criaco, G.; Minola, Tommaso; Pittino, D. (2018). Towards a theory of non-economic goals in academic spinoff Retrieved from <http://hdl.handle.net/10446/131671>
- Gimenez, Daniela; Edelman, Linda F.; Calabrò, Andrea; Minola, Tommaso; Cassia, Lucio (2018). The Impact of Affective Commitment on Daughters' Succession Intentions in Family Firms: the Role of Family Firm Ownership Structure and In-group Collectivism Retrieved from <http://hdl.handle.net/10446/131668>
- Brumana, Mara; Minola, Tommaso; Waldkirch, M.; Nordqvist, M. (2018). Internal Corporate Venturing in Family Firms: Antecedents and Consequences of Resource Exchange Retrieved from <http://hdl.handle.net/10446/131563>
- Brumana, Mara; Cassia, Lucio; Minola, Tommaso (2018). Unexpected succession, entrepreneurial behavior and performance in family firms Retrieved from <http://hdl.handle.net/10446/131559>
- Hahn, Davide; Minola, Tommaso; Bosio, Giulio Michele; Cassia, Lucio (2018). A family embeddedness view on entrepreneurship education and venture creation: evidence from a longitudinal study Retrieved from <http://hdl.handle.net/10446/131547>
- Brumana, Mara; Minola, Tommaso; Waldkirch, M.; Nordqvist, M. (2018). Unpacking resource exchange in internal corporate venturing: Decision framing, risk and consequences for venture autonomy Retrieved from <http://hdl.handle.net/10446/131499>
- Hahn, Davide; Minola, Tommaso; Bosio, Giulio Michele; Cassia, Lucio (2018). Entrepreneurship education impact and contingencies: a quasi-experimental design Retrieved from <http://hdl.handle.net/10446/131324>
- Hahn, Davide; Minola, Tommaso; Cassia, Lucio; Carletto, Raimondo (2018). On the knowledge context of innovative startups: technological endowments and performance of corporate and university spinoffs. Retrieved from <http://hdl.handle.net/10446/131322>
- Hahn, Davide; Minola, Tommaso; Eddleston, Kimberly Ann (2017). How do scientists contribute to performance of innovative startups? An imprinting perspective on open innovation Retrieved from <http://hdl.handle.net/10446/119345>
- Bosio, Giulio Michele; Cassia, Lucio; Hahn, Davide; Minola, Tommaso (2017). The impact of elective and compulsory entrepreneurship education on entrepreneurial behaviour of university students: a family embeddedness perspective Retrieved from <http://hdl.handle.net/10446/119343>
- Minola, T., Bau, M., Chirico, F., De Massis, A. & Sieger, P. (2017). Slack and Financial Performance in SMEs: Slack Discretion, Family Ownership, and Hi-Tech Sectors, In: Academy of Management Annual Meeting, Atlanta (US), August, 2017

- Bosio, G., Cassia, L., Hahn, D. & Minola, T. (2017). A longitudinal study on the influence of entrepreneurship education and family context on university students' venture creation, In: NFNB, September 1, 2017
- Hahn, D., Minola, T. & Eddleston, K. (2017) How do scientists contribute to performance of innovative startups? An imprinting perspective on open innovation, In: Euspri workshop, Brescia, November 23, 2017
- Brumana, M., Minola, T., Waldkirch, M. & Nordqvist, M. (2017). Mobilization of capitals and risk perception in internal corporate venturing. In SMS Conference, Houston, Texas, October 2017
- Cassia, L., Hahn, D., Miceli, F., Minola, T. (2017). The Joint Influence of Entrepreneurship Education and Family Context in Fostering Students' Venture Creation: A Longitudinal Study on University Students. In: International Research Conference on Science and Technology Entrepreneurship Education, Toulouse (France), April 2017.
- Brumana, M., Sardeshmukh, S., Minola, T., Cassia, L. (2017). Unexpected Succession, Entrepreneurial Attitudes and Performance in Family Firms. In IFERA Research Development Workshop, Bolzano (Italy), March 2017
- Bosio, G., Minola, T., & Origo, F. (2016). Too healthy or too busy to go to the doctor? Entrepreneurship and health services utilization in Europe. In: 3rd ESS conference, Amphimax, University of Lausanne, 13-15 July, 2016
- Bosio, G., Minola, T., & Origo, F. (2016). Healthy, Wealthy or Busy? Self-employment and healthcare services utilization in Europe. In: XXXI National conference of labour economics, Trento, 22-23 September, 2016
- Brumana, M., Minola, T., Nordqvist, M. & Waldkirch, M. (2016). Typologies of capital exchange in family business ventures. In: XXVII Riunione Scientifica Annuale - AiIG 2016, Bergamo, October, 2016
- Brumana, M., Minola, T., Nordqvist, M. & Waldkirch, M. (2016). What goes around comes around? Unravelling capital exchange in corporate venturing. In: 2nd International Family Business Research Forum, Naples/Capri, 22-23 September, 2016
- Gamba, D., Brumana, M., Minola, T. & Cassia, L. (2016). Internationalization of family firms: How to explain different entry mode choices and knowledge transfer strategies? In: 12<sup>th</sup> Workshop on Family Firm Management Research, Zwolle, May 2016
- Garrett, R.P., Minola, T. & Brumana, M. (2016). A Conceptual Model of Corporate Venturing in Family Firms: The Role of Generations and Governance. In: Academy of Management Annual Meeting, Anaheim (US), August, 2016
- Hahn, D. & Minola, T. (2016). Open Innovation of Science-Based Entrepreneurial Firms. Accepted for the 2016 SMS Annual Conference in Berlin
- Hahn, D., Minola, T. & Eddleston, K. (2016). From the lab to entrepreneurship: how imprinting of scientists affects the search breadth of their new venture, In: workshop XXVII AiIG Annual Conference – RSA AiIG 2016, Bergamo, 14-15 October, 2016
- Hahn, D., Minola, T. & Eddleston, K. (2016). 'Founders' imprinting and organizational learning: the case of scientists 'entrepreneurship.' In: Entrepreneurship Research Institute Brownbag Seminar, TUM – Technische Universität München, October, 2016
- Hahn, D., Minola, T. & Eddleston, K. (2016). Academic start-ups and the search for external knowledge. In: workshop "Together" Collaborative practices in groups and organizations, Bergamo, 18-19 May, 2016
- Ruzzene, A., Minola, T. & Brumana, M. (2016). Thick and thin contextualization: Reflections on the STEP cases. In: STEP Global Academic Conference 2016, Boston (US), October, 2016
- Pucci, L., Brumana, M., Minola, T. & Zanni, L. (2016). Relationship and Innovation of Family and Non-Family Firms: Evidence from an Italian Life Science Cluster. In: Technology Transfer Society Annual Meeting, Phoenix, Arizona (US), November, 2016

- Brumana, M., Minola, T. & Nordqvist, M. (2015). Symbolic capital and venturing initiatives: evidence from Italian Family Firms. In: Proceedings of the 3rd AESW/The Third Austrian Early Scholars Workshop in Management, 2015
- Brumana, M., Minola, T., Cassia, L., Gamba, D., Pressiani, P. (2015). A Transgenerational Entrepreneurship Perspective to the Study of Family Firms' Entrepreneurial Initiatives. In: PRIN workshop, Brescia, October, 2015
- Brumana, M., Minola, T. & Nordqvist, M. (2015). Venturing processes in Family firms; the role of symbolic capital. In: Egos Conference, Athens, July, 2015
- Brumana, T., Minola, T. & Nordqvist, M. & (2015). Family Firms, Symbolic Capital and Venturing Processes: Evidence from Six Italian Case Studies. In: 11th Workshop on Family Firm Management Research, Lyon, May, 2015
- Campopiano, G. & Minola, T. (2015). Family entrepreneurial teams: antecedents driving the choice of university students. In Proceedings: IFERA 2015 Annual Conference, 2015
- Hahn, D., Minola, T. & Van Gils, A. (2015). Entrepreneurship education: contingencies and paradoxes in entrepreneurial learning at universities. In: 3rd DREAMT-CYFE Doctoral and Young Researcher Workshop: Entrepreneurship and Innovation, 2015
- Minola, T. & Naldi, L. (2015). Exploring the role of special issues and thematic journals. In Proceedings: IFERA 2015 Annual Conference, Hamburg, 2015
- Minola, T., Campopiano, G., Brumana, M., Cassia, L. & Garrett, R.P. (2015). Corporate entrepreneurship in family business: the when and how. In: 75th Annual Meeting of the Academy of Management Vancouver, 7 - 11 August, 2015
- Minola, T., Brumana, M., Campopiano, G., Cassia, L. & Garrett, R.P. (2015). Rock Around the Clock? Temporal Dynamics of Corporate Venturing in Family Firms. In: 3rd DREAMT CYFE Workshop, Bergamo, May, 2015
- Pucci, T., Brumana, M., Minola, T. & Zanni, L. (2015). In or Out? Exploration Patterns and Innovation Performance in Family Firms from an Italian Life Science Cluster. In [Proceedings of the] 22nd Innovation and Product Development Management Conference, 2015
- Campopiano, G., Minola, T., Cassia, L. & Brumana, M. (2014). Corporate Entrepreneurship in Family Business: A Review on Firm Performance, Organizational Outcomes and the Role of Family Business Contingencies. In: Workshop di Organizzazione Aziendale, Udine, March, 2014
- Minola, T., Bau, M., Chirico, F., & De Massis, A. (2014). Behind Slack and Firm Performance: The Moderating Roles of Family Ownership and High-Tech Industry. In: Strategic Management Society 34th annual international conference, Madrid, 20-23 September, 2014
- Minola, T., Brumana, M., Campopiano, G. & Cassia, L. (2014). Corporate Entrepreneurship along different and coexisting life cycles: The case of Family Business. In: XXV Riunione Scientifica Annuale - AiIG 2014, Bologna, 20-21 October, 2014
- Minola, T., Campopiano, G., Brumana, M., Cassia, L. & Garret, R. (2014), Difference and Coexistent Lifecycles: The Case of Family Business. In: 2<sup>nd</sup> IFERA Research Development Workshop, Wien, 24-26 September, 2014
- Criaco, G. & Minola, T. (2013). Parental Entrepreneurial Exposure and Offspring's Entrepreneurial Intention. In: Proceedings of the 73rd Annual Meeting of the Academy of Management, August 9-13, 2013 Orlando, Florida. Orlando, Florida, August 9-13, 2013
- Minola, T., Bau, M., Chico, F. & De Massis, A. (2013). Organizational Slack and Firm Performance in Family Firms: The Role of Family Involvement and Technological Intensity. In: Proceedings of the 9th Family Enterprise Research Conference, FERC 2013, May 17-19 May, Viña del Mar, 2013
- Criaco, G., Chirico, F. & Minola, T. (2013). Entrepreneurial Intention and Family Entrepreneurial Exposure: when Theory of Planned Behavior Meets Social Comparison. In:

- Proceedings of 2013 IFERA Annual Conference, St.Gallen July 2- 5, 2013. ISBN: 978-3-906541-32-7, St.Gallen, July 2-5, 2013
- Minola, T., Vismara, S., Hahn, D. (2013). Investment Selection by Public Venture Capital: Design and Implementation of a Model for NTBFs. In: T2S The Technology Transfer Society, 19th November, 2013
  - Minola, T., Criaco, G., Chirico, F. & Sieger, P. (2013). Enterprising Individuals Among Universities Students: the Role of Family Between Cognition and Motivation. In: Proceedings of AIIG Conference 2013 Milan, 18th October, 2013.
  - Minola, T. (2013). Venture Creation in Enterprising Families: the role of Parental Entrepreneurial Exposure. In: Seminar in University of Bergamo - Department of Engineering Lunch-time Seminars - Spring 2013: “Research issues in economics and management engineering”.
  - Minola, T., Kotlar, J., De Massis, A.V. & Cassia, L. (2012). The hyper-growth of family SMEs. In: In search of a dynamic equilibrium: exploring and managing tensions in entrepreneurship and SMEs: Rencontres de St-Gall 2012. Basel: KMU Verlag, ISBN: 978-3-906541-30-3, 3-5 September, 2012
  - Sieger P. & Minola, T. (2012). What makes next generation members found their own firm: knowledge, contacts, or money?. In: Proceedings of the Rencontres de St- Gallen, 3-5 September 2012. ISBN: 978-3-906541-30-3, St.Gallen, 3-5 September, 2012
  - Cassia, L., De Massis, A.V, Kotlar, J. & Minola, T. (2012). The hyper-growth of family-owned firms: evidence from European SMEs. In: Proceedings of the International Symposium on Entrepreneurship and Innovation “Entrepreneurial Strategies and Policies for Economic Growth”. Venezia, 24 - 25 Maggio, 2012
  - Cassia, L., Criaco, G. & Minola, T. (2012). Overcoming barriers in the entrepreneurial process of youth: the importance of support program. In: Proceedings of the International Symposium on Entrepreneurship and Innovation “Entrepreneurial Strategies and Policies for Economic Growth”. Venezia, 24 - 25 Maggio, 2012
  - Criaco, G., Migliorini, P., Minola, T. & Serarols, C. (2012). Founders' human capital and the survival of university start-up companies. In: Proceedings of the International Symposium on Entrepreneurship and Innovation “Entrepreneurial Strategies and Policies for Economic Growth”. Venezia, 24- 25 Maggio, 2012
  - Sieger, P. & Minola, T. (2012). Offspring's founding intentions and family's resource provision: when theory of planned behavior meets the resource-based view. In: Proceedings of 12th Annual IFERA World Family Business Research Conference. Bordeaux, 26-29 June 2012
  - Cassia, L., De Massis, A.V., Kotlar, J. & Minola, T. (2012). Hyper-growth patterns: a comparison of family and non- family firms. In: Proceedings of 12th Annual IFERA World Family Business Research Conference. Bordeaux, 26-29 June, 2012
  - Cassia, L., De Massis, A.V., Kotlar, J. & Minola, T. (2012). The hyper-growth of family SMEs. In: BCERC 2012 - Conference Proceedings Babson College Entrepreneurship Research Conference. Texas Christian University, Fort Worth, TX
  - Cassia, L., De Massis, A.V., Meoli. M. & Minola, T. (2011). Entrepreneurship research centers: resource, orientation and performance. In: BCERC 2011 - Conference Proceedings Babson College Entrepreneurship Research Conference. Book of Abstracts. Whitman School of Management at Syracuse University, Syracuse, NY, 2011
  - Cassia, L., De Massis, A.V, Meoli, M. & Minola, T. (2011). Entrepreneurship research center: resources, orientation and performance. In: Rent XXV Proceedings, Research in Entrepreneurship and Small Business, 25th Anniversary Conference, “Entrepreneurial, Business and Society”, Bodo, Norway, 16-18 November 2011. Bodø, Norway, 2011, ISSN: 2219-5572.

- Cassia, L. & Minola, T. (2011). Pecking order theory extension and the role of human capital in new technology based firms. Evidence from the Kauffman firm survey. In: Rent XXV Proceedings, Research in Entrepreneurship and Small Business, 25th Anniversary Conference, “Entrepreneurial, Business and Society”, Bodo, Norway, 16-18 November 2011. Bodø, Norway, 2011, ISSN: 2219-5572.
- Bianchi, M., Chiaroni, D., Frattini, F. & Minola, T. (2011). Entrepreneurial university and technology transfer offices: A dynamic capability view on the determinants of superior performance. In: Rent XXV Proceedings, Research in Entrepreneurship and Small Business, 25th Anniversary Conference, “Entrepreneurial, Business and Society”, Bodo, Norway, 16-18 November 2011. Bodø, Norway, 2011, ISSN: 2219-5572
- Cassia, L., Minola, T. & Criaco, G. (2011). Old beliefs and new practice: towards an evaluation tool for youth entrepreneurship programs. In: Proceedings of 2nd Annual International Council of Small Business (ICSB)-George Washington University (GWU) Global Entrepreneurship conference, Washington 6-8 October 2011.
- De Massis, A.V., Minola, T. & Salvato, C. (2011). The Persico case: Mentoring next generation members for entrepreneurial performance, In: STEP Europe Research Meeting, Anwerp Management School, Antwerp, 13-15 November, 2011.
- Criaco, G., Migliorini, P., Serarols, C. & Minola, T. (2011). Founding team members' human capital and the survival of university-based companies. In: Proceedings of 2nd Annual international council of small business (ICSB)-George Washington University (GWU) Global Entrepreneurship conference, Washington 6-8 October 2011.
- Cassia, L. & Minola, T. (2010). Capital structure decision of new technology based firms. In: The Eighteenth Annual High Technology Small Firms Conference. Enschede, 2010, ISBN: 978-90-365-3031-6
- Cassia, L. & Minola, T. (2010). Resources-based hyper-growth of firms. In: The Eighteenth Annual High Technology Small Firms Conference. Enschede, 2010, ISBN 978-90-365-3031-6
- Cassia, L. & Minola, T. (2010). Capital structure decision of new technology based firms: evidence from youth entrepreneurship. In: Research in Entrepreneurship and Small Business (EIASM). Maastricht, 18-19 November 2010.
- Cassia, L., De Massis, A.V. & Minola, T. (2010). An Exploration of Corporate Venturing forms: empirical evidence and managerial implications for rejuvenating established firms. In: Research Workshop Technology, Entrepreneurship and Change, University of Bergamo, Bergamo, May, 2010
- Cassia, L., De Massis, A.V. & Minola, T. (2010). Revising the capital structure decisions of NTBFs: the case of young entrepreneurship, In: Second International Symposium Entrepreneurship Today 2010, Bergamo, 20-21 September, 2010
- Cassia, L., De Massis, A.V., Meoli, M. & Minola, T. (2010). Orientations, Interests and Activities of Entrepreneurship Research Centers, In: Second International Symposium Entrepreneurship Today 2010, Bergamo, 20-21 September, 2010
- Cassia, L., Cogliati, G. & Minola, T. (2009). Hyper-growth of SMEs: evidences from European companies. In: RENT XXIII Proceedings. Budapest, 17-19 November 2009, ISBN: 978-963-9698-79-6
- Cassia, L., Cogliati, G., Minola, T. & Paleari, S. (2009). Hyper-growth among European SMEs: an explorative study. In: High Technology Small Firm Conference Proceedings. Manchester, 28-29 May 2009
- Cassia, L., Cogliati, G., Minola, T. & Paleari, S. (2009). Hyper-growth among European SMEs: an explorative study. In: Workshop Proceedings “Technological entrepreneurship and innovation management”. Padua, 11 May 2009

- Cassia, L., Cogliati, G. & Minola, T. (2009). The hyper-growth of European SMEs: empirical evidence and beyond. In: RSA AIIG. Udine, 29-30 October 2009, ISBN: 978-88-903069-1-4
- Minola, T. & Giorgino, M. (2008). Funding NTBFs: beyond venture capital, the role of debt. In: RENT XXII Proceedings. Covilhã (Portugal), 20-21 November, ISBN: 978-989-654-001-2
- Minola, T., Viviani, D., Giorgino, M. & Dellarossa, M. (2008). Capital structure and innovation of SME's in European countries. In: ICBS 2008 Conference Proceedings. Halifax, 23-25 June 2008, ISBN: 978-0-9736502-1-1
- Viviani, D., Minola, T., Giorgino, M. & Steri, R. (2008). Capital structure and innovation of SMEs in European countries. In: RENT XXII Proceedings. Covilhã (Portugal), November 2008, ISBN: 978-989-654-001-2
- Giorgino, M. & Minola, T. (2008). Funding NTBFs: beyond venture capital, the role of debt". In: ISBE 2008 Conference Proceeding. ISBN: 978-1-900862-07-3
- Minola, T., Giorgino, M. & Minshall, T. (2007). Determinants of debt and equity financing for HTSFs. In: High Technology Small Firms 2007 Conference Proceedings. Manchester, 14-15 June 2007
- Minola, T., Giorgino, M. & Minshall, T. (2007). External capital for NTBFs: profiling quantitative approaches and a research agenda. In: RENT XXI - Research on Entrepreneurship. Cardiff, 22-23 November 2007
- Minola, T., Giorgino, M. & Minshall, T. (2007). Access to external capital for techno start-ups. In: ISBE 2007 Conference Proceeding. Glasgow, 7-9 November 2007, ISBN: 978-1-900862-02-8
- Giorgino, M., Minola, T. & Minshall, T. (2007). Debt and equity financing fostering high tech entrepreneurship. In: Technology Transfer Society 2007 Conference Proceedings. UC Riverside at Palm Desert, California
- Valli, R., Minola, T. & Minshall, T. (2007). Investor perspectives on the impact of alliances for new technology-based firms. In: ISBE 2007 Conference Proceedings. Glasgow, November 2007, ISBN: 978-1-900862-02-8
- Giorgino, M. & Minola, T. (2006). Access to capital for techno start ups: designing a model for the analysis of determinants with a fuzzy approach. In: The R&D Management 2006 Conference Proceedings. Taiwan

### **ACADEMIC ACKNOWLEDGMENTS AND AWARDS**

#### *Best paper award: winner*

- The paper "*Slack and Performance in Family Owned SMEs: An Agency Theory Perspective*" with Massimo Baù, Philipp Sieger, Alfredo De Massis and Francesco Chirico has received the "Best Empirical Paper" award of the Entrepreneurship Division at the 2021 Academy of Management Meeting.
- The paper "*Succession Intentions in Family Firms: Some Insights on its Antecedents*" with Cristina Bettinelli, was awarded the Journal of Small Business Management Editor's choice Award at ICSB 2015.
- The paper "*Conceptualization and Implementation of a Screening Model for the Support of a Governmental Venture Capital*" with Silvio Vismara and Davide Hahn, was awarded the Journal of Technology Transfer track best paper Award at INBAM 2014.
- The paper "*Resources-based hyper-growth of firms*" with Lucio Cassia won the Best Paper Award at "High Technology Small Firm Conference" Twente (Netherlands) in May 2010; Award committee: prof. Harry Sapienza (University of Minnesota), prof. Patricia McDougall (Indiana University), prof. Aard Groen (University of Twente), prof. Saras D. Sarasvathy (University of Virginia).

#### *Best paper award: runner-up and nominations*

- Nomination for the “Best paper contribution to practice” award, IFERA conference 2021, for the paper “On the hyper-growth of private firms: The role of slack resources and family ownership” (Minola, T., Bau, M., Brumana, M.).
- Nomination for the “Best conceptual paper” award, IFERA conference 2020, for the paper “Exploring the Potential of a Causal Mechanistic Approach to Family Business Phenomena: The Case of Corporate Entrepreneurship” (Ruzzene, A., Brumana, M., Minola, T.).
- Nomination for best conference paper award, IFERA conference 2018. Paper: “Unpacking resource exchange in internal corporate venturing: Decision framing, risk and consequences for venture autonomy”, Brumana, M., Minola, T., Waldkirch, M., Nordqvist, M.
- The paper “*Access To External Capital For Techno Start-ups*” with Tim Minshall and Marco Giorgino received the best research Paper Award nomination at “ISBE Conference”, Glasgow (UK), 7-9 November 2007.

#### *Invited publications*

- The paper “*Slack and Performance in Family Owned SMEs: An Agency Theory Perspective*” with Massimo Baù, Philipp Sieger, Alfredo De Massis and Francesco Chirico has been judged by AOM reviewers to be one of the best accepted papers in the program. This high honor entitled the paper to be published in the Best Paper Proceedings of the 2021 Academy of Management Meeting.
- The paper “*The impact of affective commitment and in-group-collectivism on daughters’ succession intentions*” with Daniela Gimenez, Andrea Calabrò Linda Edelman and Lucio Cassia has been judged by AOM reviewers to be one of the best accepted papers in the program. This high honor entitled the paper to be published in the Best Paper Proceedings of the 2018 Academy of Management Meeting.
- The paper “*Are They All Alike? Heterogeneity of Family Owners’ Goals and P-P Agency Costs in Private Firms*” with Alfredo De Massis, Josip Kotlar, Pietro Mazzola and Salvatore Sciascia has been judged by AOM reviewers to be one of the best accepted papers in the program. This high honor entitled the paper to be published in the Best Paper Proceedings of the 2014 Academy of Management Meeting.
- The paper “*Entrepreneurial University and technology transfer offices: A dynamic capability view on the determinants of superior performance*” with Mattia Bianchi, Federico Frattini, and Davide Chiaroni has been selected as one of the *best papers* presented at the 25th Conference “Research in Entrepreneurship – RENT”, Bodo (Norway), in November 2011 for inclusion in the annual Edward Elgar Anthology.
- The paper “*Pecking order theory extension and the role of human capital in new technology based firms. Evidence from the Kauffman firm survey*” with Lucio Cassia has been selected as one of the *best papers* presented at the 25th Conference “Research in Entrepreneurship – RENT”, Bodo (Norway), in November 2011 and included in the special issue of the *International Journal of Small Business and Entrepreneurship*.
- The paper “*Access to capital for techno start ups: designing a model for the analysis of determinants with a fuzzy approach*” with Marco Giorgino has been selected as one of the *best papers* presented at the R&D Management Conference, Taiwan, in November 2006, and published in the special issue of the *R&D Management Journal*.

#### *Awards and other acknowledgments*

- “Gianluca Spina Award” for Teaching Excellence and Innovation (2019) for the project “*Healthcare Contamination Lab: guiding students from need identification towards entrepreneurial opportunity development in a multidisciplinary learning environment*” (presented with Mario Salerno, Davide Hahn and Silvia Ivaldi)

- “GUESSS Excellent data collector” Award, GUESSS Consortium, St. Gallen (Switzerland), 2018
- In 2015, the project “*The Dynamic Nature of Entrepreneurship in Family Firms: Corporate Venturing and Coexisting Life Cycles*” was evaluated as “excellent” (top 10%) among 1500+ projects submitted to the “SIR National Program” by the Italian Ministry of Education, University and Research
- “GUESSS Excellent data collector” Award, GUESSS Consortium, St. Gallen (Switzerland), 2015
- Research Scholarship FYRE Fostering Young Researchers (5,000€ for visiting research programs) from the Cariplo Foundation.
- Tommaso has been selected for the *Career Mentoring Programme of the European Council for Small Business and Entrepreneurship (ECSB)*, from December 2011 to May 2012 (only 11 young scholars selected across Europe).
- Tommaso has been awarded a unique and restricted access, provided by the Kauffman Foundation for Entrepreneurship upon application and competitive evaluation, to the KFS dataset and to the KFS enclave (<http://kauffman.org/kfs/>) (2009-2019).
- Recipient of two Research Grants for high impact research from young scholars, awarded by Milan City Council (2005 and 2006).

#### *Scientific coordinator and principal investigator activities*

- PI of the project “*Institutions, Education and Entrepreneurship Studies: a Novel Perspective on University Impact (IEES)*” within the National Public Research Program “PRIN” (“Programmi di ricerca scientifica di rilevante interesse nazionale”) - Italian Ministry of Research (MUR) funded project: PRIN 2022 (research grant 2022AYY9RK\_01).
- Ministry of Education, University and Research (MIUR) funded project: “*Contamination Lab Bergamo*” (Contamination Lab funding scheme, research grant CL16E2XY4Z) (2018-2020).
- Responsible of the data collection effort track on Innovative Start-ups within the project “*Scientific research and competitiveness: variety of organizations, support systems, and performance levels*” within the National Public Research Program “PRIN” (“Programmi di ricerca scientifica di rilevante interesse nazionale”) - Italian Ministry of Research (MUR) funded project: PRIN 2016.
- EU funded project: “*Entrepreneurial University as a model for proper managerial interrelation among education, science and innovation development*” (EU Tempus IV funding scheme, research grant ETF-JP-00443-2008) (2009-2012).
- Academic Member and Coordinator for Italy (since 2013) on behalf of the University of St. Gallen of the GUESSS (Global University Entrepreneurial Spirit Students’ Survey), a large, global research project about student entrepreneurship.
  - Organization of 2<sup>nd</sup> Italian GUESSS Workshop (University of Bergamo, 25 November 2022)
  - Organization of 1<sup>st</sup> Italian GUESSS Workshop (University of Bergamo, 24 November 2017)
  - 2013-14, 2016, 2018, 2021, 2023 data collection waves
  - Coordination of research collaboration and data sharing
  - Coordination of research dissemination among scholars and practitioners
- Academic Member (2010-2013) and National Coordinator (2013-2018) of the *Successful Transgenerational Entrepreneurship Practices (STEP)* Project, a global applied research initiative that explores the entrepreneurial process within business families and generates solutions that have immediate application for family leaders. The institutions that founded the project include ESADE (Spain), HEC (France), Jönköping International Business School

(Sweden), Università Bocconi (Italy), Universität St. Gallen (Switzerland), Universität Witten/Herdecke (Germany), and Babson College (US).

- Co-organizer of *STEP Project Summits* (2<sup>nd</sup> Global Summit in Barcelona, November 2013; European Summit in Bergamo, May 2014)
- National Responsible for Italy for the 2015 data collection process on behalf of Babson College (US)
- Invited panel member at the *STEP Project European Summits* (University of Jyväskylä, Finland, May 22-23, 2013; ALBA Graduate Business School, Greece, October 25-28, 2012; Jönköping International Business School, Jönköping, Sweden, May 30, 2012; Antwerp Management School, Antwerp, Belgium, November 13-15, 2011; University of St. Gallen, St. Gallen, Switzerland, April 27-30, 2011).

### *Invited Speeches and Presentations as Panelist*

- Academic Speeches
  - Since September 2012 Tommaso is invited to the “Rencontres de St-Gall”, a prestigious by-invitation conference, founded in 1948 and organized by the Swiss Research Institute of Small Business and Entrepreneurship, University of St. Gallen, that gathers leading scholars in entrepreneurship and family business.
  - Panelist at University of Bergamo “Faculty Development Workshop” on: “The Model of UniBg as Entrepreneurial University”, 10 July 2023.
  - Panelist at Bergamo Scienza 2015 on disruptive innovation in high-tech and life science sectors, Bergamo, 16 October 2015 (with Alberto Sangiovanni-Vincentelli, Berkeley University, USA).
  - Invited keynote at Global Entrepreneurship Congress, Milan, 17 March 2015. Seminar title: “*Entrepreneurship Education at Universities: advantages, disadvantages and paradoxes*”.
  - Tommaso’s research works have been invited for presentation at lectures and seminars at the University of Cambridge (UK, 2007), University of Lyon II (France, 2011), Autonomous University of Barcelona (Spain, 2012) and Jönköping International Business School (Sweden, 2012 and 2013).
  - Invited seminar at “LUISS University Seminar on Fund Raising” – LUISS, Rome, 17 October 2006. Lecture title: “*Fundraising for university research*”.
  - Discussant at the “Third annual conference of the Technopolicy Network: Entrepreneurship in science-based regions”, Cambridge (UK), 20-22 September 2006.
  - Invited seminar at “Benchmarking Italian and European research on fund raising and capital” – LUISS, Rome, 12 June 2006. Lecture title: “*Practical experience of Fund raising capital and Research*”.
  - Invited panelist at “Strategies Fund Raising for the University” – University of Bologna, Forlì, 20 March 2006. Lecture title: “*Fundraising for research. The experience of the Fondazione Politecnico di Milano*”.
  - Discussant at the “Triple Helix Conference” – Fondazione Rosselli, Turin, May 2006
  - Invited seminar at “Strategies for Fund Raising for the University” – The Fund Raising School, Bertinoro, 25 November 2005. Lecture title: “*Fund Raising activities of the Fondazione Politecnico di Milano*”.
- Corporate and Practitioner Speeches
  - Invited keynote speaker at the Workshop (by Fabbrica per l’eccellenza) “Purpose: ri-disegnare il Modello di Business”, MADE – Politecnico di Milano, Milan, 23 May 2023
  - Invited keynote speaker at the Workshop “Corporate Venturing Summit”, Erasmus University School of Management, Rotterdam, 27 June 2019

- Invited panelist at “Plug and Play Acceleration and Collaboration Track (PACT)” – Plug and Play tech center, Sunnyvale (California, US), 20 October 2008. Lesson title: “*Best Practices for start-up incubators and technology centers*”.
- Policy and Higher Education Institution Speeches
  - Invited keynote speaker at the Workshop “Il potenziale imprenditoriale degli studenti: giovani, innovazione e imprenditorialità per lo sviluppo del territorio. Esperienze nazionali e internazionali a confronto”, Napoli, 16 March 2018
  - Invited speaker at Éupolis Lombardia, Milan, 2 May 2017. Seminar title: “*Lombardy and Sustainable Development Goals: Infrastructure and Innovation*”.
  - Invited speaker at MISE (Italian Ministry for Economic Development) on innovative start-ups, Rome, 18 April 2016. Seminar title: “*Overview on Italian innovative start-ups*”.
  - Invited speaker at UNAPROA (Italian Association of Agro-food Firms) on human capital and entrepreneurial performance, Rome, 23 March 2016. Seminar title: “*Subsidiarity and Industrial Policies*”.
  - Panelist at Tech Transfer Think Tank: 4T “A project for connecting worlds”, Bergamo, 7 May 2014 on entrepreneurship and technology transfer
  - “*High-tech and international entrepreneurship*” seminars: organization of a training module and presentation across Lombard Universities on behalf of the Cariplo Foundation (over 30 seminars between February and June 2010)
  - Lecturer of the “Summer School in Finance” – University of Bergamo and Politecnico di Milano, Mantello (Sondrio), 14 September 2009. Lecture title: “*Academic research on Private Equity and Venture Capital*”.
  - Invited panelist at “Multi-year Expert Meeting on entrepreneurship policies and science, technology and innovation (STI)”, United Nations Conference on Trade and Development –UNCTAD, Genève, January 2009.

### **PROFESSIONAL ACTIVITIES (service to the field)**

#### *Scientific advisory and participation to committees*

- Member of the Scientific Committee of 42<sup>nd</sup> EGOS Colloquium, to be held in Bergamo (July 2026) with other 16 European and US scholars.
- Member, as CYFE Director, of the Consortium EUFBC (“European Family Business Centers” (Since 2019)
- Member of the Scientific Committee of the “Dutch Centre of Expertise in Family Business”, Windesheim Zwolle Campus (2016-2019)
- Member of the Expert Advisory Group supporting Global Entrepreneurship Monitor (GEM) 2015 in Italy

#### *Editorial responsibilities*

- Associate Editor (Entrepreneurship) of the *Journal Business Research* (since 2023)
- Member of the Editorial Board of the *Journal of Family Business Strategy*
- Member of the Editorial Board of *The Journal of Technology Transfer*
- Co-editor of the *Journal of Family Business Strategy* Special Issue on *Feeding the fire of entrepreneurship: Theory and practice for the enterprising family* (with Howard Aldrich, Sharon Alvarez, Mara Brumana and Giovanna Campopiano)
- Co-editor of the *Research Policy* Special Issue on *Innovative start-ups and policy initiatives: heterogeneity, impact and implications* (with David B. Audretsch, Alessandra Colombelli, Luca Grilli, and Einar Rasmussen)

- Co-editor of the *Journal of Management Studies* Special Issue on *Corporate Entrepreneurship and Family Business: Learning Across Disciplines* (with Franz Kellermanns, Nadine Kammerlander, and Frank Hoy)
- Co-editor of the *Small Business Economics* Special Issue on *Management Processes in the Family Firm: From “What” to “How”* (with James J. Chrisman, Jess H. Chua, Alfredo De Massis, and Silvio Vismara)
- Ad hoc reviewer:
  - *International Journal of Management Reviews*, 2024-present
  - *International Journal of Educational Management*, 2023-present
  - *Technovation*, 2022-present
  - *Regional Studies*, 2020-present
  - *Strategic Entrepreneurship Journal*, 2019-present
  - *Entrepreneurship Theory & Practice*, 2017-present
  - *Industry & Innovation*, 2017-present
  - *Journal of Management Studies*, 2016-present
  - *Journal of Business Venturing*, 2016-present
  - *R&D Management*, 2016-present
  - *Research Policy*, 2015-present
  - *International Journal of Entrepreneurial Venturing*, 2015-present
  - *Studi Organizzativi*, 2015-present
  - *The Journal of Technology Transfer*, 2013-present
  - *Journal of Family Business Strategy*, 2013-present
  - *European Journal of International Management*, 2013-present
  - *Journal of Product Innovation Management*, 2013-present
  - *Journal of Small Business Management*, 2012-present
  - *Small Business Economics*, 2011-present
  - *Research in Entrepreneurship (RENT) Anthology published yearly by Edward Elgar*, 2011-present
  - *International Journal of Entrepreneurship and Innovation Management*, 2011-present
  - *International Journal of Entrepreneurial Behaviour & Research*, 2010-present
- Regular reviewing activities for the following conferences (Member of the Board of Reviewers): Strategic Management Society (SMS), Academy of Management (AOM), European Academy of Management (EURAM), EIASM Family Business Workshop, R&D Management Conference, The International Family Enterprise Research Academy (IFERA), RENT – Research in Entrepreneurship (EIASM-ECSB), International Council for Small Business (ICSB), International Symposium on Entrepreneurship and Innovation (ISEI), Inter-RENT Publications (EIASM-ECSB).

*Conference organization (formal, double/triple blind review process)*

- Chair at the 2019 IFERA (International Family Enterprise Research Academy) annual Conference held in Bergamo, June 2019. Keynotes speeches have been given by Jay Barney (Utah University), Howard Aldrich (University of North Carolina at Chapel Hill) and Nadine Kammerlander (WHU – Otto Beisheim School of Management). The conference is associated with two special issues from international journals.
- Member of the organizing committee of “Higher Education and Socio-Economic Development”, XXVII AIIG (Italian Management Engineering Association) Annual Research Meeting (RSA) held in Bergamo, October 2016.
- Co-Chair at the 10<sup>th</sup> Workshop on Family Firm Management Research (EIASM) held in Bergamo, May 2014. Keynotes speeches have been given by David Audretsch (Indiana

University) and Kimberly Eddleston (Northeastern University). The workshop was associated with two special issues from international journals.

- Co-organizer of “The International Conference in Technology and Innovation Management” (2014 IEEE International Technology Management Conference & 20th ICE Conference), Bergamo June 2014.

#### *Workshop organization*

- Co-founder and co-organizer of the “ENTERYNG” workshop series “*ENTrepreneurship Research workshop for YouNG scholars*” (formerly known as AEM-TIM workshop and DREAMT-CYFE workshop), an opportunity for PhD students and early-career scholars to discuss their research collecting constructive feedbacks; 10<sup>th</sup> edition took place in 2024, Pavia, May 2024
- Co-organizer of the “De-mystifying the review process” Paper Development Workshop, in collaboration with the Journal of Management Studies (JMS), Bergamo, November 2023
- Co-organizer of the “Bergamo – Bern Research Exchange Workshop: Entrepreneurship and Innovation”, Bergamo, November 2022
- Member and coordinator of the organizing committee of XXX AIIG (Italian Management Engineering Association) Annual PhD Summer School held in Bergamo, September 2022.
- Co-organizer of the “Academy of Management Review Paper Development Workshop - Advancing theory on enterprising families (and beyond)” with Jay Barney (Utah University and AMR Editor in Chief) and Josip Kotlar (Politecnico di Milano), Bergamo, June 2019.
- Co-organizer of the “Proposal Development Workshop” Paper Development Workshop, in collaboration with Academy of Management Perspectives (AMP), Bergamo, October 2018
- Scientific coordinator and organizer of the International Research Workshop: “University and Student Entrepreneurship” (with Federica Origo and Davide Hahn) (Bergamo, 24 November 2017)
- Co-organizer of the professional development workshop (PDW) “The Future of Entrepreneurial Intentions Research: Topics, Challenges, and Opportunities” at the Academy of Management 2017, Atlanta (4 August 2017)
- Co-organizer and co-chair of the research workshop “Together”, organized in May 2016 at University of Bergamo. The workshop was framed within an editorial activity for the scientific publication “*Rethinking Entrepreneurial Human Capital*”, co-edited with Giulio Bosio, Federica Origo and Stefano Tomelleri, colleagues at University of Bergamo, and published by Springer in 2018.
- Scientific coordinator and organizer of the International Doctoral and Young Researcher Workshop: “Entrepreneurship and Innovation” (with Stefano Denicolai and Antonella Zucchella) (12-14 May 2015)
- Scientific coordinator and organizer of the International Doctoral and Young Researcher Workshop: “Corporate Entrepreneurship, Innovation and Internationalization: Challenges for the Renewal of Firms” (with Stefano Denicolai and Birgit Hagen) (21 May 2014)
- Co-Chair and Co-organizer of the “Entrepreneurship Week of the University of Bergamo”, a week of events on entrepreneurship, innovation, and family business involving academics and practitioners from different countries (12-23 June 2012).
- Co-organizer of the International Doctoral and Young Researchers Workshop “Family Business and Innovation” of the University of Bergamo, Bergamo (22 June 2012).
- Scientific Coordinator of CYFE Plenary event within the Global Entrepreneurship Week – Kauffman Foundation and University of Bergamo, November 2010
- Co-organizer and co-chair of the research workshop “Entrepreneurship and Technological Change”, organized in May 2010 at University of Bergamo. The workshop was framed within an editorial activity for the scientific publication “*Entrepreneurship and*

*Technological Change*”, co-edited with Lucio Cassia and Stefano Paleari, colleagues at University of Bergamo, and published by Edward Elgar in 2011.

#### *Conference-track organization*

- Organizer of the Professional Development Workshop (PDW) “Student Entrepreneurship: Methodological Challenges and Research Opportunities for the Entrepreneurship Field” at the 83rd Annual Meeting of the Academy of Management, Boston (US), August 2023.
- Co-organizer of the “Technopreneurship” track in the 2021 IECER Conference (Interdisciplinary European Research Conference on Entrepreneurship Research), October 2021
- Organizer and speaker at the panel “The originating knowledge context of innovative start-ups: state of the art and future research directions” at the XIX International Triple Helix Conference – 2021, Virtual, 17th June 2021.
- Organizer and speaker at the panel “Student entrepreneurship: beyond startup creation” at the 2021 Babson College Entrepreneurship Research Conference pre-conference workshops, Virtual, 9th June 2021.
- Regular service as chair and discussant at International Conferences Tracks: Academy of Management (AOM), Technology Transfer Society, The International Family Enterprise Research Academy (IFERA), International Symposium on Entrepreneurship and Innovation (ISEI), BCERC – Babson College Entrepreneurship Research Conference, RENT – Research in Entrepreneurship (EIASM-ECSB).

#### *Chair, organizer and discussant of the AIIG RSA special tracks*

- “*Re-thinking firm’s growth: New growth strategies and scaling processes in the era of exponential technologies and AI*” at Italian Association of Management Engineering (RSA AIIG) 2024 (with Angelo Cavallo, Alessandra Colombelli, Josip Kotlar and Federico Frattini)
- “*New approaches on innovative start-ups: heterogeneity, social embeddedness and strategic innovation*” at Italian Association of Management Engineering (RSA AIIG) 2016 (with Luca Grilli, Alessandra Colombelli and Lucio Cassia)
- “*Boosting economic growth: entrepreneurship and corporate entrepreneurship in manufacturing and related industries*” at Italian Association of Management Engineering (RSA AIIG) 2014 (with Alessandra Colombelli, Riccardo Fini, Federico Frattini and Antonio Messeni Petruzzelli)
- “*The development of high-tech entrepreneurial ventures: the role of founders*” at Italian Association of Management Engineering (RSA AIIG) 2013 (with Riccardo Fini, Donato Iacobucci and Evila Piva)

#### *Mentoring of students and junior researchers*

- Supervision of eight post-doc researchers at CYFE (Center for Young and Family Enterprise) and DIGIP (Department of Management, Information and Production Engineering), University of Bergamo (2014-present)
- Supervision of PhD and MPhil students:
  - Qiuyang Xu (PhD program in Management & Innovation, Università Cattolica del Sacro Cuore) (2023-present) (with Benedetto Cannatelli)
  - Asad Ullah (PhD program in Technology and Innovation Management) (2022-present)
  - Andrea Buratti (PhD program in Technology and Innovation Management) (2021-present) (with Mara Brumana and Giovanna Campopiano)
  - Lajos Szabó (PhD program in Applied Economics and Management) (2021-present) (with Mara Brumana and Giovanna Campopiano)

- Ilaria Cascavilla (PhD program in Technology and Innovation Management) (2020-2024)
- Davide Gamba (PhD program in Technology and Innovation Management) (2019-2023)
- Daniel Agyare (PhD program in Technology and Innovation Management) (2019-2023)
- Katerina Vasilevska (PhD program in Technology and Innovation Management) (2018-2023)
- Andrea Setti (PhD program in Economics and Management of Technology, DREAMT) (2015-2018)
- Davide Hahn (PhD program in Economics and Management of Technology, DREAMT) (2014-2017)
- Merie Joseph Kannampuzha (ECSB Mentoring Program 2016)
- Giuseppe Criaco (Autonomous University of Barcelona, Spain) (2011-2012)
- Apurav Yash Bhatiya (Indian Institute of Technology, Kharagpur, India) (2012)
- Regular supervision of research thesis by bachelor and master students (150+ from 2006) on the topics of entrepreneurship, innovation and family business.
- Scientific supervision and support of non-EU Universities in developing research and education in entrepreneurship: Catholic University of Portoviejo and Polytechnic University (ESPOL) of Guayaquil (Ecuador, 2008); Lomonosov Moscow State University (Russia), University of the Academy of Sciences of Moldova (Moldova) and Al-Farabi Kazakh National University (Kazakhstan) (2009-2011).
- Mentor in XXVIII AIIG (Italian Management Engineering Association) Annual PhD Summer School (virtual, September 2020).
- Participation as mentors during the ENT doctoral consortium at the Academy of Management 2017, Atlanta (6 August 2017)
- Participation as lecturer to the “23th AiIG Summer School in Management Engineering” – University of Bozen, Brixen (Bozen), 15 September 2015. Lecture title: “*Creativity and Effectuation in Entrepreneurship*”.
- FFI Best Doctoral Dissertation Award Committee “CERTIFICATE OF APPRECIATION” for participating in reviewing and evaluating the submissions for the FFI Best Doctoral Dissertation Award as awarded by the Family Firm Institute (since 2020).

### **PROFESSIONAL ACTIVITIES (service to the University of Bergamo)**

2022-present

Director of the “Competencies and Resources for Entrepreneurial Orientation” (CREO) project (on behalf of the University of Bergamo). CREO is the academic and entrepreneurship education of the University of Bergamo that was created with the aim of promoting the personal growth, creativity, and innovation capacity of students, involving professors and researchers from all areas of knowledge and the local innovation ecosystem (<https://creo.unibg.it/en/home-en/>). Through CREO, UniBg students, researchers and professors, investors, companies and organizations share experiences and projects that aim to design original solutions to tomorrow’s socio-economic challenges. CREO is the first project in Italy offering ECTS-based elective entrepreneurship education modules to *any* student registered in a UniBg Master program. Responsibilities include: coordination of the Design Team (20+ faculty members), educational offering and evaluation design, relationship with the external stakeholders, and academic coordination with university administration.

2021-2022

Member of the strategic board on “Teaching Innovation” of the University of Bergamo

2021-present

Member of the “Technology Transfer Commission” of the University of Bergamo

2021-2023

Delegate for “Students’ Internship” at the Department of Management, Information and Production Engineering and the Management Engineering program.

2021-present

Member of the “WaveLab” research group of the Department of Management, Information and Production Engineering.

2014-present

Director of the Research Center for Young and Family Enterprise (CYFE, on behalf of the University of Bergamo). Main responsibilities: coordination of the research groups, development of long-term and multidisciplinary research strategy of the Center; launch of international collaborations on research projects and institutional collaborations; development of interdepartmental research programs, particularly involving young scholars and PhD students; fund raising and scientific responsibility of research contracts from public and private institutions; management of the incoming research visiting program; participation to the Scientific Committee; organization of the yearly Scientific Committee meeting under the guidance of the Committee Chairman; reporting to University governance bodies.

2014-2019

Member of the “Lunch Seminar Series” organizing committee at the Department of Management, Information and Production Engineering.

2014-2016

Member of the Research Board of the Department of Management, Information and Production Engineering, as representative of Assistant Professors and Lecturers. Main tasks of the Board: research evaluation and research strategy formulation.

2013-2014

Deputy Director of the Research Center for Young and Family Enterprise (CYFE, on behalf of the University of Bergamo) for international collaborations

2012-2014

Member of the Board of Engineering Department, as representative of Assistant Professors and Lecturers: supervision and strategic advisory to the Department on research activities, research funding, and teaching quality assessment program.

2011-present

Co-founder and Scientific Director (2011-2021) and Co-director (2022-present) of “Go.In’ – Go International. Be Innovative”, an executive education program for growth-oriented SMEs and family firms through entrepreneurship, innovation and internationalization. Main responsibilities on behalf of SdM (School of Management, University of Bergamo): designing the course and the contents of the program; interaction with the faculty and the students; assistance during the project work development; final reporting to the Chamber of Commerce of Bergamo (funder of the program).

2011-2013

Department of Management, Information and Production Engineering  
Member of the Research Board (*Commissione Ricerca*) of the Department.

2010-2023

Co-founder and Scientific Director of “Start Cup Bergamo”, an executive education program for students, young researchers, faculty member and aspiring entrepreneurs engaged in the development and launch of a high-tech venture. The direction also includes the organization of a Business Plan Competition and representing University of Bergamo in the “Start Cup Milano Lombardia” Board of Lombardy Universities. Students from Start Cup Bergamo have ranked 1<sup>st</sup> at Regional-level round (2013, 2014, 2015) and National-level round (2013, 2014) of the Start Cup competition.

2010-2013

Co-founder and board Member of the Research Center for Young and Family Enterprise (CYFE, on behalf of the University of Bergamo). Main responsibilities: benchmarking of entrepreneurship research centers worldwide; fund raising at both local and international level; participation to the research group, including PhD students, young researchers and international co-authors; technology and knowledge transfer initiatives to local entrepreneurs and enterprises.

2012-present

Member of Department of Management, Information and Production Engineering

2009-2012

Member of *Management Engineering Department* (research activities) and *Engineering Faculty* (bachelor and master education).

### **PROFESSIONAL ACTIVITIES (service to Business, Policy and Community activities)**

2017

Principal investigator in the research contract “Sustainable Development Goals in Lombardy and Outcomes of Innovative Start-ups” (Éupolis Lombardia)

2016-2021

Member of the Scientific Committee of 4T – Tech Transfer Think Tank

2011-2018

Participation to the development and growth of new technology-based firms through advisory and mentoring

- MORE Srl – Grassobbio, Bergamo (Innovative Start-up, according to the Italian Law 221/2012; role: co-founder and non-executive advisor) (2011-2017)
- RES Academy – Milano (Corporate Incubation program; role: scientific advisor, delegate for academic research and board member) (2015-2018)

2015-2016

Participation to the research project “*Subsidiarity and Industrial Policies*”, on behalf of the Department of Management, Information and Production Engineering, financed by Fondazione per la Sussidiarietà (Milano). The project provides empirical evidence (through econometric analyses on survey-based data from a representative sample of Italian SMEs) on the role of entrepreneur’s individual traits in determining firm performance.

2014-2015

Scientific coordinator in the “*Job.In*” project, on behalf of University of Bergamo, financed by Municipality of Bergamo. The project included research on and education for young entrepreneurs.

2012-present

Ad hoc reviewer of peer-reviewed research projects, among which:

- Italian Ministry of Research and Education (MIUR): FIRB and PRIN research schemes

Ad hoc evaluator of research projects, among which:

- EU Program MED 2007-2013: 2G-MED09-139 research grant

2012-2014

Eupolis (Lombardy Region Research Institution)

Principal investigator, on behalf of University of Bergamo, of the research project

“*Entrepreneurship Policies and State of implementation of Small Business Act in Lombardy*”

2011

Bergamo Chamber of Commerce

Participation to the research project “*Young Entrepreneurship*”, on behalf of University of Bergamo.

2008-2010

Intesa San Paolo Bank and Finlombarda SGR

Research projects “*Intesanova*” and “*Obiettivo ICT*” aimed at developing successful models for technological scouting and innovation evaluation in SMEs, start ups and academic spin-off.

Member of “Intesa San Paolo Start Up Initiative”, a mentoring and evaluation program for innovative SMEs.

2008-2010

Milan Chamber of Commerce

Principal investigator, on behalf of Politecnico di Milano, in the applied research project

“*Entrepreneurial finance in Milan: tools and strategies to foster high-tech entrepreneurship and academic entrepreneurship*”

2008-2009

Finlombarda

Principal investigator, on behalf of Politecnico di Milano, in the applied research project

“*Entrepreneurial finance in Lombardy*”

2007-2011

Fondazione Politecnico (Politecnico di Milano)

International development for Politecnico di Milano university incubator (“Acceleratore d’Impresa”) and start-ups tenants:

- Support to Centre for Entrepreneurial Learning (University of Cambridge, UK) in the development of technology-based entrepreneurship education in Italian universities.
- Consulting to Kodak European Research (Cambridge, UK) for technology scouting in Italian universities and incubators.
- Coordination of research and innovation programs between Politecnico di Milano and Silicon Valley (research seminars, training programs and modules, business development initiatives) (local hosts: Stanford University, Berkeley University, M31, Plug&Play Tech Center, Mind the Bridge Foundation)

2007-2010

Fondazione Politecnico (Politecnico di Milano)

Coordination of Politecnico di Milano university incubator (“Acceleratore d’Impresa”); main tasks:

- Supporting several new ventures in technology transfer from research, commercialization of patents and innovation
- Incubator’s strategy formulation
- Incubator’s business development
- Incubator’s organizational design and coordination a staff of 15+ employees and mentors
- Reporting to the governance of Fondazione Politecnico and Politecnico di Milano
- Scientific coordination of applied research projects on High-tech Entrepreneurship Theory and Practice
- Scientific Coordinator of Start Cup Milano Lombardia, 2007-2009
- Scientific Coordinator of PNI (National Prize of Innovation), 2008

2007

MIP Business School (Politecnico di Milano)

Supporting 20+ new companies through education and coaching on business planning and business model formulation (Saturno Grant – Lombardy Region)

2004-2007

Fondazione Politecnico (Politecnico di Milano)

- Research Fellow and Project Manager, supporting innovation, technology transfer to SMEs in the field of ICT, new materials and nano-technology
- Design, coordination and execution of publicly funded research project in the field of R&D, innovation and technology transfer supporting Lombardy SMEs
- Fund raising at both local and international level
- Policy observatories and applied research projects in the field of innovation and research for mature SMEs

2004

National professional practice examination (Telecommunication Engineering)

2002-2003

Politecnico di Milano

- Student representative in the Academic Senate
- President of Students’ Council
- Member of the Scientific Committee of Fondazione Politecnico

### **FUNDED RESEARCH PROJECTS, GRANTS and SCHOLARSHIPS**

*Research grants on a competitive basis (Principal Investigator)*

- “*Institutions, Education and Entrepreneurship Studies: a Novel Perspective on University Impact (IEES)*” project - PRIN 2022 (112,000€).
- “*Entrepreneurial University as a model for proper managerial interrelation among education, science and innovation development*” project - EU Tempus IV funding scheme (2009-2012) (1,120,000€).
- *Campus Entrepreneurship: Multidisciplinary approaches to the development and assessment of Entrepreneurship Education* (with University of Cambridge, UK and Maastricht University, The Netherlands)  
Funded by University of Bergamo “Excellence Initiatives 2016/2017” funding scheme (150,000€) (2016)

*Research grants on a competitive basis (member of the research group)*

- “Scientific research and competitiveness: variety of organizations, support systems, and performance levels” project - PRIN 2016 (65,000€).
- *Loci and forms of collaboration*  
Funded by University of Bergamo ITALY® funding scheme (37,000€) (2013)
- *MedHidden – Hidden Innovation Initiatives for SMEs* (2G-MED09-139)  
A research project on soft and hidden innovation in low-tech sectors, coordinated by Parco Tecnologico Padano (9,000€) (2012)
- *S.E.Con. System*  
A research project on innovative SMEs and family firms in building industry Lombardy Region – assigned in a public competition by the Directorate Industry and Enterprise (45,000€) (2012)
- *TEKNE*  
Towards Evolving Knowledge-based interNetworked Enterprise  
National Public Research Program “FIRB” (“Fondo Italiano per la ricerca di base”) – assigned in a public competition by the Italian Ministry of Education, University and Research (2006)
- *HOT-FDI*  
A research project on innovative SMEs and family firms in textile industry  
National Public Research Program “FAR” (“Fondo Italiano per la ricerca applicata”) – assigned in a public competition by the Italian Ministry of Education, University and Research (2006)
- *DISCoRSO*  
Entrepreneurship and innovation in the field of Distributed Information Systems for COordinated Service Oriented interoperability  
National Public Research Program “FAR” (“Fondo Italiano per la ricerca applicata”) – assigned in a public competition by the Italian Ministry of Education, University and Research (2004)
- *NETEX*  
A research project on innovative SMEs and family firms in chemical industry  
Lombardy Region – assigned in a public competition by the Directorate Industry and Enterprise (1,450,000€) (2004)
- *MOVARE*  
MOdels for VAlorisations in Regions – funded in FP6 (2005)
- *Ai3*  
Accelerator of Innovative Enterprises – assigned in a public competition by Italian Ministry of Industry (2006)
- *Milano Start-up*  
Incubation Network – assigned by Milano City Council (2007-2009)
- *Incubate*  
Support and best practices for the growth of ICT SMEs – funded in FP6 (2006)
- *INCLUSA*  
Innovative high-tech and biotech start-ups for Networking and Business Development between Lombardy and USA – assigned in a public competition by Lombardy Region (2010)

*Education grants on a competitive basis (Principal Investigator)*

- Ministry of Education, University and Research (MIUR) funded project: “Contamination Lab Bergamo” - Contamination Lab funding scheme (2018-2020) (181,000€).
- *SUPERA – Startups from Universities Pursuing Entrepreneurial Readiness for Acceleration*  
Funded by Fondazione Cariplo - Ecosistema della R&I (34,000€) (2022-2024)

- *BISF*  
Transnational network of innovation and entrepreneurship among universities in Lombardy and Ticino (Switzerland)  
EU Commission (INTERREG) – assigned in a public competition by the European Regional Development Fund (850,000€) (2009)

*Private sponsorship for educational programs*

- *StartCup Bergamo and CREO*  
Co-funded by Intesa Sanpaolo, Fondazione Pesenti, Fondazione Lombardini, Vitali (150,000€) (2019-2024)
- *Youthspark Startup Revolutionary Road*  
Microsoft and Fondazione Cariplo (13,500€) (2015)
- *Start Cup Bergamo*  
Jointly commissioned research projects by Bergamo Chamber of Commerce, Confindustria Bergamo, UBI Banca, Jacobacci&Partners, Unica Servizi, Valeo (2010-2019)

*Commissioned research*

- *Fabbrica per l'Eccellenza (FxE)* (with Giovanna Campopiano)  
Funded by Fabbrica per l'Eccellenza / CdO (60,000€) (2022-2024)
- *Corporate Venturing Practices in Family Firms* (with Mara Brumana)  
Funded by Minelli (21,500€) (2021-2022)
- *New product detail in the design and architecture industry*  
Funded by Dehomcratic (15,000€) (2021)
- *Innovation, IPR and growth in SMEs*  
Funded by Jacobacci&Partners (45,000€) (2018-2022)
- *Imprese familiari e potenziale trans-generazionale: il ruolo delle dinamiche evolutive familiari*  
Funded by Gatti e Precorvi (10,000€) (2017)
- *Sustainable Development Goals in Lombardy and Outcomes of Innovative Start-ups*  
Funded by Éupolis Lombardia (18,000€) (2017)
- *Entrepreneurship Policies and State of implementation of Small Business Act in Lombardy*  
Commissioned research project by Éupolis (Lombardy Region Research Institution) (42,000€) (2012)

*Fund-raising for PhD Scholarship*

- *Competences, resources, and impact of green innovation: development of an advising and assessment model for family businesses*  
Funded by BIP-Business Integration Partners, (2021) (fund raising and student co-supervision)
- *Valuation of innovative startups: Theory and practice on non-financial drivers*  
Funded by eNovia (2019) (fund raising and student supervision)
- *Strategic management of innovation and technology for the growth of SMEs*  
Funded by MEI (2019) (fund raising and student supervision)
- *Entrepreneurship, innovation and sustainability in family firms*  
Funded by Gruppo Assimoco (2018) (fund raising and student co-supervision)
- *Data science and entrepreneurship*  
Funded by Gruppo Res (2015) (fund raising)

**VISITING RESEARCH PERIODS and FELLOWSHIP**

12/2014-12/2015

TOFT Visiting Professorship – Centre for Family Enterprise and Ownership (CeFEO), Jönköping International Business School (Sweden)

07/14

School of Business and Economics, University of Maastricht (The Netherlands)

08/2013

Cox Family Enterprise Center, Kennesaw State University, Coles College of Business (US)

12/2012-03/2013

Centre for Family Enterprise and Ownership (CeFEO), Jönköping International Business School (Sweden)

11-12/2011

Center for Family Business (CFB), University of St. Gallen (Switzerland)

02-09/2007

Center for Technology Management (CTM), Engineering Department, Cambridge University (UK)

## TEACHING

2017-present

Member of the PhD program “Technology, Innovation and Management” (TIM). The program was jointly founded in 2017 (33th ‘cycle’) by University of Bergamo and University of Naples Federico II.

Main responsibilities: involvement in the design and development of the courses; development of “Entrepreneurship” and “Theories of Management” modules; lecturing; organization of the yearly doctoral workshop on Entrepreneurship and Innovation.

2013-2017

Member of the PhD program “Doctoral Research in Economics and Management of Technology” (DREAMT). The program was jointly founded in 2013 (29th ‘cycle’) by University of Pavia and University of Bergamo, as the continuation of the PhD program DREAM (University of Pavia) and the PhD program DEMA (University of Bergamo).

Main responsibilities: vice-coordinator of the “Innovation and Technology Management” track (2015-16); involvement in the design and development of the courses; development of “Entrepreneurship” modules; lecturing; organization of the yearly doctoral workshop on Entrepreneurship and Innovation, as well as other seminars (among which: Frank Hoy from WIP in June 2016; Patricia McDougal from Indiana University in April 2015; Tim Minshall from Cambridge University in June 2014).

2011-present

SdM – School of Management, University of Bergamo (Executive Education, coordination)

- “Export Business School” (funded by UniCredit Group): 6-days intensive educational program aimed to foster exports and business internationalization of 100 selected Italian SMEs (course co-responsible).
- “StartMeUp” (funded by Bergamo Sviluppo – Chamber of Commerce) Marketing, Team management and Intellectual Property Rights in New Ventures.
- “Figli d’Impresa” (“Family Enterprise Offspring”) (funded by Confindustria – the largest Italian entrepreneurial association): 3-days intensive educational program to assess and

foster transgenerational entrepreneurship potential and skills of 20 selected Italian young entrepreneurs. Teaching on entrepreneurship and family business

2017-present

SdM – School of Management, University of Bergamo (Executive Education, teaching)

- “Marketing Management per l'impresa Internazionale” (“Entrepreneurship” module) (since 2018)
- “SDART” executive education program – University of Bergamo, 6 February 2015. Lecture title: “*Innovation and technology trends*”.

2009

Teaching at PhD level of “Technology Entrepreneurship” classes in externally funded scholarly programs:

- “International Entrepreneurship Education: from venture creation to fund raising” (Funded by Cariplo Foundation)
- “FIXO: Education and Innovation for Occupation” (Funded by Italian Ministry of Labour and European Social Fund)

2009-present

Department of Management, Information and Production Engineering, University of Bergamo (Bachelor and Master level)

- Digital and Innovation Management Lab (course responsible) (Management Engineering), 3 ECTS since a.y. 2022-23
- Startup and Digital Transformation (course responsible) (Management Engineering), 6 ECTS since a.y. 2022-23
- Management Lab (course responsible) (Engineering and Management for Health), 3 ECTS since a.y. 2019-20
- Technology entrepreneurship and strategy (course responsible) (Engineering and Management for Health), 9 ECTS since a.y. 2018-19
- Entrepreneurship and Venture Creation (course responsible) (Management Engineering), 6 ECTS since a.y. 2012-13
- Strategic Management (Basic) (course co-responsible) (Management Engineering), 6 ECTS since a.y. 2017-18
- Strategic Management (Advanced) (course co-responsible) (Management Engineering), 6 ECTS since a.y. 2017-18
- Management of Multinational Companies (course co-responsible) (Management Engineering), 6 ECTS a.y. 2013-14
- Economics of Technological Change (course responsible) (Management Engineering), 6 ECTS a.y. 2010-11 through a.y. 2017-18
- Economics and Business Management (EOA) (course co-responsible) (Mechanical Engineering), 6 ECTS a.y. 2009-10 through a.y. 2011-12

2008

MIP Business School, Politecnico di Milano (Executive Education level)

- Venture Capital and high-tech entrepreneurship (Executive MBA classes)

2008

Department of Electronic and Information Engineering, Politecnico di Milano (Master level)

- High-tech Entrepreneurship (6 ECTS, course co-responsible)

### **ACADEMIC NETWORK PARTICIPATION**

- Strategic Management Society (SMS)
- Technology Transfer Society (T2S)
- Academy of Management (AoM)
- International Family Enterprise Research Academy (IFERA)
- Italian Family Enterprise Research Academy (ITFERA)
- Family Enterprise Research Conference (FERC)
- Family Firm Institute (FFI)
- European Institute for Advanced Studies in Management (EIASM)
- The European Council for Small Business and Entrepreneurship (ECSB)
- The International Council for Small Business (ICSB)
- The Institute for Small Business and Entrepreneurship (ISBE)
- Italian Association of Management Engineering (AiIG)
- Entrepreneurship SIG at EURAM
- Family Business SIG at EURAM

12<sup>th</sup> December 2025

A handwritten signature in black ink, appearing to read 'family', written in a cursive style.