

# CLAUDIO PANICO

Associate Professor, Bocconi University

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## Education

Toulouse School of Economics, 2007, PhD in Economics, with honor.

Ph.D thesis title: “*Three Essays In Contract Theory*”. Supervisor: Jacques Cremer.

Toulouse School of Economics, 2002, MSc. in Mathematical Economics and Econometrics, distinction.

Bocconi University, 2000, MSc in Economics.

## Research interests

Incentives, human capital, management of innovation, industrial organization.

## Publications:

“*Alliances and Markets for Technology*” (joint with Alfonso Gambardella). Forthcoming in “*Collaborative Strategy: A Guide to Strategic Alliances*”, Ragozzino, R., Mesquita, L., and Reuer, J. (Eds.). Edward Elgar.

“*Strategic Interactions in alliances*”. *Strategic Management Journal* (2017), 38: 1646-1667.

*Competitive strategies in the motion picture industry: An ABM to study investment decisions* (joint with SA Delre and B Wierenga). *Intern. Journ. of Research in Marketing* (2017) 34-1: 69-99.

“*Strategic incentives to human capital*” (joint with A. Gambardella e G. Valentini). *Strategic Management Journal* 36 (2015) 37-52.

“*On the management of open innovation*” (joint with Alfonso Gambardella). *Research Policy* 43 (2014) 903-913.

“*Second best*”. In *The Palgrave Encyclopedia of Strategic Management*, edited by Edited by David J Teece and Mie Augier, 2013.

“*Bargaining models*”. In *The Palgrave Encyclopedia of Strategic Management*, edited by Edited by David J Teece and Mie Augier, 2013.

“*Control and Contract Design in Research Collaborations: A Complete Contracts Perspective*” *International Journal of Industrial Organization* 30 (2012) 459–470.

“*On the Contractual Governance of Research Collaborations: Allocating Control and Intellectual Property Rights in the Shadow of Potential Termination*”. *Research Policy* 40 (2011) 1403-1411.

“*How and When Should Companies Retain Their Human Capital? Contracts, Incentives and Human Resource Implications*” (joint with A. Gambardella and M. Giarratana). *Industrial and Corporate Change* 19 (2010) 1-24.

*“Employment Relationships in Knowledge-Based Firms: Who Should Have Power?”*  
*European Management Review* 6 (2009) 120-129.

### **Papers under review and in preparation for submission**

*“Autonomy in Knowledge Intensive Activities: Efficiency or Incentives?”* (joint with A. Gambardella and Pooyan Kashabi). Second round of review.

*“Explaining platform value: membership, usage, and (within-platform) competition effects”* (joint with C. Cennamo). **Finalist for the SMS Madrid (September 2014) Best Conference Paper and Academy of Management Best Paper Proceedings.** Under review.

*“What Drives Knowledge Interactions at the Lab? Autonomy and Incentives.”* (joint with MD Gomez-Solorzano and G Soda). To be revised and resubmitted.

### **Ongoing research**

*“Contracting, bargaining and the strategic management of human capital”.*

*“Accounting for non-monetary value”* (joint with R.Coff, A. Gambardella, and D. Kryscinsky)

*“Endogenous associations in contests with inequality effects of status”* (joint with F. Castellucci)

*“Experiments in family firms”* (joint with G. Corbetta, A. Gambardella, A. Minichilli, and P. Taricco).

*“The role of incentives in exploitation and exploration”* (joint with N. Foss)

*“Delegation and fit: a scenario-based experimental study”* (joint with A. Gambardella and P. Kashabi)

*“Innovation contests among teams”* (joint with Andrea Fosfuri).

### **Editorial Positions:**

September 2014 - : Editorial Board Member, Strategic Management Journal.

### **Refereeing activities:**

Strategic Management Journal, Strategic Entrepreneurship Journal, Management Science, Journal of Economics and Management Strategy, Research Policy, Industrial and Corporate Change, Economic Journal, Journal of Economic Behavior & Organization, Review of Industrial Organization, European Management Review, Bulletin of Economic Research, Industry and Innovation, Technovation.

### **PhD students:**

Allya Kosoema

Pooyan Kashabi

Manuel Solorzano

Paola Taricco.

Isabella Pozzo

## **Teaching Experience:**

- 2016-2018 **Technology innovation strategy**, Bocconi University, developed for Master EMIT.
- 2013-2018 **Microeconomic Analysis**, Bocconi University, developed for the PhD in Management & Business Administration.
- 2013-2016 **Industry and Firm Dynamics**, Bocconi University, developed for Master EMIT.
- 2012-2016 **Industry and Firm Analysis**, Bocconi University, (half) developed for Master EMIT.
- 2012-2013 **Life Science**, Bocconi University, (half) developed for Master EMIT.
- 2008-2013 **Gestione della tecnologia, dell'innovazione e delle operations**, Bocconi University, third year CLEAM.
- 2007-2012 **Business Economics (Industrial Organization)**, Bocconi University, developed for the PhD in Management & Business Administration.
- 2007-2011 **Business Economics (Theory of Incentives)**, Bocconi University, developed for the PhD in Management & Business Administration.
- 2006-2008 **Innovation and Technology Management**, Bocconi University, Master CLEMIT.
- 2006-2010 **Management**, Bocconi University, (half) developed for BIEMF.
- 2006-2007 **Innovation and Knowledge Management**, Bocconi University, developed for Master CLEMIT.
- 2006-2007 **Theory of the Firm**, Bocconi University, developed for the PhD in Management & Business Administration.
- 2000-2001 **Teaching assistant**. Courses: Political Economy, International Monetary Economics (Advanced), Bocconi University.

## **Participation to sponsored research projects**

2013-2016: Member of the research team. Project: *Meccanismi di mercato e non di mercato per lo scambio e la diffusione delle innovazioni: quando funzionano, quando non funzionano e perchè ci interessano*, PRIN project sponsored by the Italian Ministry of Education, Research and University.

2006-2009: Member of the research team in the ESF (European Science Foundation) and CNR (National Research Council) project: *Science and Technology in Large and Small Firms*. Principal investigator: Bocconi University.

## **Scholarships**

2003-2005: Scholarship for Managerial Studies Abroad, IRI Foundation.

2001-2003: Scholarship for Studies Abroad, Bocconi University.

2000-2001: Scholarship for teaching activities, Department of Economics, Bocconi University.

## Seminars, Workshops, Conferences:

2017, May	LMU, Munich ( <i>invited seminar</i> ).
2017, May	CBS, ( <i>invited seminar</i> )
2017, March	University of Salento ( <i>invited seminar</i> )
2016, January	LMU, Munich ( <i>invited seminar</i> ).
2015, August	Academy of Management, Vancouver.
2015, June	DRUID Conference, Rome.
2015, February	Instituto de Empresa, Madrid ( <i>invited seminar</i> ).
2014, September	SMS Conference, Madrid
2014, July	Platform Strategy Research Symposium, Boston University.
2014, June	Workshop in Industrial Organization: Theory, Empirics and Experiments, Alberobello.
2014, June	DRUID Conference, Copenhagen.
2014, June	SMS Special Conference, Copenhagen.
2013, December	CRIOS Conference, Bocconi University.
2013, September	AIDEA, Lecce.
2012, October	Duke Strategy Conference ( <i>invited seminar</i> ).
2012, October	SMS Conference, Prague.
2012, October	SRI Workshop, Prague.
2012, September	EARIE Conference, Rome.
2012, August	Academy of Management, Boston.
2012, June	Imperial College, London, Open Innovation Workshop.
2012, May	ACAC Conference, Atlanta.
2012, May	University of Wisconsin - Madison ( <i>invited seminar</i> ).
2012, May	University of Illinois at Urbana - Champaign ( <i>invited seminar</i> ).
2012, April	European Strategy, Entrepreneurship & Innovation (SEI) Workshop, Zurich.
2012, March	KITeS workshop on “New Frontiers in the Economics and Management of Innovation”, Milan.
2011, August	Academy of Management, S. Antonio ( <i>PDW session organizer and presenter</i> ).
2011, June	Marketing Science Conference, Houston.
2011, June	Workshop in Industrial Organization: Theory, Empirics and Experiments, Lecce.
2011, June	SRI-Administrative Science Quarterly Workshop, Annapolis.
2011, May	CRES Conference, Washington University in St. Louis.
2011, May	Scuola Superiore Sant’Anna, Pisa ( <i>invited seminar</i> ).
2010, November	London Business School ( <i>invited seminar</i> ).
2010, October	Carlos III University ( <i>invited seminar</i> ).
2010, September	Strategic Management Society (SMS) Conference, Rome.
2010, March	Copenhagen Business School ( <i>invited seminar</i> ).
2009, September	European Association for Research in Industrial Economics (EARIE) Conference, Ljubljana.
2009, August	European Meeting of the Econometric Society, Barcelona.
2009, August	Academy of Management, Chicago ( <i>PDW session presenter</i> ).
2009, June	Workshop in Industrial Organization: Theory, Empirics and Experiments, Lecce.
2009, March	Croma-Kites-SMG Workshop.
2008, November	Association of Southern European Economic Theorists (ASSET) Conference, Florence.
2008, September	European Association for Research in Industrial Economics (EARIE) Conference, Toulouse.

2008, July	EGOS Conference, Amsterdam.
2008, July	Conference on Knowledge for Growth, Toulouse
2007, June	KEINS Workshop, Bocconi University.
2006, December	Workshop on new ideas formation, Amsterdam.
2006, November	Association of Southern European Economic Theorists (ASSET) Conference, Lisbon.
2005, October	Association of Southern European Economic Theorists (ASSET) Conference, Crete.
2005, October	EconChange Workshop, University of Leuven.
2005, July	Conference in Tribute to Jean-Jacques Laffont, Toulouse.
2005, June	Fifth Workshop In Econometrics and Economic Theory, Villa Mondragone, Rome.
2004, June	IRI Summer School in Business and Managerial Studies: Chandlerian Corporations vs Network-based Firms