

MATTIA BIANCHI



Italian, Swedish
Born in Seriate - Italy on 15/08/1981

CONTACT INFORMATION

Stockholm School of Economics
House of Innovation
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SE-113 83 Stockholm (Sweden)

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APPOINTMENTS

- 2019 - **Stockholm School of Economics**, Stockholm, Sweden
Professor of Business Administration, especially Innovation Management
- 2012 - 2019 **Stockholm School of Economics**, Stockholm, Sweden
Associate Professor of Business Administration (untenured: 2012 - 2014; tenured: from 2015)
- 2013 - **Stockholm School of Economics Russia**, St. Petersburg / Moscow, Russia
Area Principal Operations
- 2013 - 2018 **Stockholm School of Economics**, Stockholm, Sweden
Program Director - Master of Science in Business and Management
- 2010 - 2015 **Sant'Anna School of Advanced Studies**, Pisa, Italy
Affiliated External Professor
Institute of Management – MAIN Lab team
- 2010 - 2014 **Stockholm School of Economics**, Stockholm, Sweden
Assistant Professor of Business Administration
Department of Management and Organization

EDUCATION

- 2007-2010 **Politecnico di Milano**, Milano, Italy
Ph.D. in Management, Economics and Industrial Engineering; Advisor: Vittorio Chiesa
- 2009 **Universidad Carlos III de Madrid**, Getafe, Spain
Visiting scholar; invited by Prof. Marco Giarratana; Department of Business Administration
- 2003-2006 **Politecnico di Milano**, Milano, Italy
Master of Science in Management, Economics and Industrial Engineering
- 2005-2006 **University of Calgary**, Calgary, Canada
Visiting scholar; invited by Prof. Apostolos Serletis, Department of Economics
- 2004-2005 **UNITECH International Society**, Zurich, Switzerland
UNITECH International Degree in Management of Technology
- 2004-2005 **Imperial College London**, London, United Kingdom
International Diploma in Management, Tanaka Business School
- 2000-2003 **Politecnico di Milano**, Milano, Italy
Bachelor of Science in Management, Economics and Industrial Engineering

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RESEARCH INTERESTS

Primary	Open Innovation, Lean and Agile Product Development, Design Thinking
Secondary	International Business, Energy Markets

HONORS AND AWARDS

2019	ASFOR Award 2019 Best Under 40 Italian Professor
2018	MSc Teacher of the Year, Stockholm School of Economics
2016	Rapid Learning Cycles Certified™ Program Manager
2016	Lego® Serious Play® Certified Trained Facilitator
2015	Corporate Partnership Program's Research Award winner, Stockholm School of Economics
2015	Research fellow at IMIT - The Institute for Management of Innovation and Technology
2014 – 2016	Member of the Equip Scientific Advisory Board, Mälardalen University
2013	Member of Technology Forum Junior Chapter, The European House, Ambrosetti
2013	International Teachers Programme Graduate (http://www.efmd.org/business-schools/itp)
2012 – 2013	Member of the Editorial Review Board – Journal of International Business Studies
2012	Docentur (Swedish academic title equivalent to associate professor)
2012	Included in Marquis Who'sWho in the World
2011	International Editor - Journal of Business Chemistry
2010	Highly Commended Award Winner - Emerald Literati Network Awards for Excellence 2010
2007	Doctoral Fellowship, Politecnico di Milano
2006	Engineering Licence, Milan Engineering Association
2005	Tanaka Business School Prize for the best student in Joint Honours with Management program (2004/2005), Imperial College London
2004	Merit Certificate for academic excellence, Politecnico di Milano
2004	Master Fellowship, UNITECH International Society
2003	Emilio Massa Award for the best engineering students, Politecnico di Milano

PUBLICATIONS

International refereed journals

2019	Bianchi, M., Murtinu, S., and Scalera, V. G. (2019). R&D Subsidies As Dual Signals in Technological Collaborations. <i>Research Policy</i> , https://doi.org/10.1016/j.respol.2019.103821
2019	Goffin, K., Åhlström, P., Bianchi, M. and Richtnér, A. (2019). State-of-the-art: The quality of case study research in innovation management. <i>Journal of Product Innovation Management</i> , 6(5):586–615.

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- 2019 Bianchi, M., Marzi, G., Zollo, L. and Patrucco, A. (2019). Developing software beyond customer needs and plans: an exploratory study of its forms and individual-level drivers. *International Journal of Production Research*, <https://doi.org/10.1080/00207543.2019.1581953>.
- 2018 Bianchi, M., Marzi, G. and Guerini, M. (2018). Agile, Stage-Gate and their combination: Exploring how they relate to performance in software development. *Journal of Business Research*, <https://doi.org/10.1016/j.jbusres.2018.05.003>.
- 2018 Frattini, F., Bianchi, M. and Franzò, S. (2018). Identifying factors influencing the price of technology licenses: A framework grounded in negotiation research. *International Journal of Innovation Management*, DOI: 10.1142/S1363919619500397.
- 2017 Bianchi, M., Di Benedetto, C.A., Franzò, S. and Frattini, F. (2017). Selecting early adopters to foster the diffusion of innovations in industrial markets: Evidence from a multiple case study. *European Journal of Innovation Management*, Vol. 20 No. 4, 620-644.
- 2016 Bianchi, M. and Lejarraga, J. (2016). Learning to license technology: The role of experience and workforce's skills in Spanish manufacturing firms. *R&D Management*. Vol. 46, S2, 691-705
- 2016 Bianchi, M., Croce, A., Dell'Era, C., Di Benedetto, C. A., Frattini, F. (2015). Organizing for Inbound Open Innovation: how external consultants and a dedicated R&D unit influence product innovation performance. *Journal of Product Innovation Management*. Vol. 33, S.4, 492-510.
- 2014 Di Minin, A., Frattini, F., Bianchi, M., Bortoluzzi, G., Piccaluga, A. (2014), Die Talentfabrik. *Harvard Business Manager*, 10/2014, pp. 42 – 50.
- 2014 Bianchi, M., Frattini, F., Lejarraga, J. and Di Minin, A. (2014). Paths of technology exploitation: combining technological and complementary resources in new product development and licensing, *Journal of Product Innovation Management*, Vol. 31, S.1, 146-169.
- 2014 Perner, F., Werr, A., Bianchi, M. (2014). Purchasing professional services: Procedures, determinants and consequences of client professionalization, *Industrial Marketing Management*, Vol. 43, N. 5, 840 -849.
- 2014 Di Minin, A., Frattini, F., Bianchi, M., Bortoluzzi, G., Piccaluga, A. (2014), Udinese Calcio Soccer Club as a Talents Factory: Strategic Agility, Diverging Objectives, and Resource Constraints. *European Management Journal*, Vol. 32, N. 2, pp. 319 – 336.
- 2014 Frattini F., Bianchi M., De Massis A., Sikimic U. (2014). The Role of Early Adopters in the Diffusion of New Products: Differences Between Platform and Non-Platform Innovations. *Journal of Product Innovation Management*, Vol. 31, N. 3, pp. 468 – 488.
- 2013 Kotlar J., De Massis A., Frattini F., Bianchi M., Fang H. (2013). Technology Acquisition in Family and Non-Family Firms: a longitudinal analysis of Spanish manufacturing firms. *Journal of Product Innovation Management*, Vol. 30, N. 6, pp. 1073-1088 (Among JPIM's Top Cited Articles Published in 2013 and 2014)
- 2011 Bianchi, M., Chiaroni, D., Chiesa, V. and Frattini, F. (2011). Exploring the role of human resources in technology licensing: an empirical analysis of biotech new technology based firms, *Technology Analysis & Strategic Management*, Vol. 23, N. 8, pp. 825-849.
- 2011 Di Minin, A. and Bianchi, M. (2011). Safe nests in global nets: internationalization and appropriability of R&D in wireless telecom, *Journal of International Business Studies*, Vol. 42, N. 7, pp. 910-934.
- 2011 Bianchi, M., Chiesa, V. and Frattini, F. (2011). Selling Technological Knowledge: How Firms Can Win the Complexities of Technology Transactions, *Research-Technology Management*, Vol. 54, N. 2, pp. 18-26.
- 2011 Bianchi, M., Chiaroni, D., Chiesa, V. and Frattini, F. (2011). Organizing for External Technology Commercialization: evidence from a multiple case study in the pharmaceutical industry, *R&D Management*, 41, N. 2, pp. 120-137.

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- 2011 Bianchi, M., Di Minin, A. and Frattini, F. (2011). Towards a phenotype of the amphibious company: an illustrative case from the chemical industry, *Journal of Business Chemistry*, Vol. 8, N. 1, pp. 5-16.
- 2011 Bianchi, M., Cavaliere, A., Chiaroni, D., Chiesa, V. and Frattini, F. (2011). Organisational modes for Open Innovation in the bio-pharmaceutical industry: an exploratory analysis, *Technovation*, Vol. 31, N. 1, pp. 22-33. (Among Technovation's most cited articles published since 2010)
- 2010 Bianchi, M., Campodall'Orto, S., Frattini, F. and Vercesi, P. (2010). Enabling Open Innovation in SMEs: How to Find Alternative Applications for Your Technologies, *R&D Management*, Vol. 40, N. 4, pp. 463-480.
- 2009 Bianchi, M., Chiesa, V. and Frattini, F. (2009). Exploring the microfoundations of External Technology Commercialization: a dynamic capabilities perspective, *European Journal of Innovation Management*, Vol. 12, N. 4, pp. 444-469. (Highly Commended Award Paper Winner – Emerald Literati Network Awards for Excellence 2010).
- 2007 Serletis, A. and Bianchi, M. (2007). Informational Efficiency and Interchange Transactions in Alberta's Electricity Market, *The Energy Journal*, Vol. 28, N. 3, pp. 121-143.

National journals

- 2006 Bianchi, M. (2006). Open Innovation: La strategia vincente per PMI innovative, *Innovare - la sfida della piccola e media impresa: rivista trimestrale di informazione tecnico-scientifica*. Editrice L'ammonitore: Varese, Anno VII, n. 4, pp. 48-50.

Books

- 2012 Bianchi, M. and Piccaluga, A. (eds.) (2012). *La sfida del trasferimento tecnologico: le università italiane si raccontano*. Springer: Milano, IT. ISBN 978-88-470-1976-8

International book chapters

- 2013 Bianchi, M., Chiaroni, D., Frattini, F. and Minola, T. (2013). A dynamic capability view on the determinants of superior performance in university technology transfer offices. In Welter, F., Blackburn, B., Ljunggren, E. and Åmo, B.W. (eds), *Entrepreneurial, Business and Society. Frontiers in European Entrepreneurship Research*. Edward Elgar: Cheltenham, UK, pp. 101 – 123. ISBN: 9781782546016.
- 2012 Bianchi, M., Boscherini, L., Chiaroni, D., Chiesa, V. and Frattini, F. (2012). Collaborations for Innovation in the Bio-Pharmaceutical Industry: An Exploratory Analysis on the Role of Platform Biotech Firms. In Gasmelseid, T.A., *Pharmacoinformatics and Drug Discovery Technologies: Theories and Applications*, IGI Global Publishing: Hershey, PA. Chapter 6, pp. 72-91. ISBN: 978-146-660-309-7.
- 2007 Bianchi, M. and Serletis, A. (2007). Power Trade on the Alberta-BC Interconnection. In Serletis, A., *Quantitative and Empirical Analysis of Energy Markets*, World Scientific Publishing: Singapore. Chapter 9, pp. 93-102. ISBN: 978-981-270-474-0.
- 2007 Bianchi, M. and Serletis, A. (2007). Cointegration Analysis of Power Prices in the Western North American Markets. In Serletis, A., *Quantitative and Empirical Analysis of Energy Markets*, World Scientific Publishing: Singapore. Chapter 11, pp. 121-143. ISBN: 978-981-270-474-0.

National book chapters

- 2012 Bianchi, M. and Piccaluga, A. (2012). Conclusioni. In Bianchi, M. and Piccaluga, A., *La sfida del trasferimento tecnologico: le università italiane si raccontano*. Springer: Milano. Capitolo 19, pp. 187-194. ISBN 978-88-470-1976-8
- 2012 Conti, G. and Bianchi, M. (2012). I primi dieci anni di trasferimento tecnologico al Politecnico di Milano. In Bianchi, M. and Piccaluga, A., *La sfida del trasferimento tecnologico: le università italiane si raccontano*. Springer: Milano. Capitolo 3, pp. 51-61. ISBN 978-88-470-1976-8
- 2012 Bianchi, M. (2012). Le risorse umane nel trasferimento tecnologico pubblico-privato. In Bianchi, M. and Piccaluga, A., *La sfida del trasferimento tecnologico: le università italiane si raccontano*. Springer: Milano. Capitolo 2, pp. 27-48. ISBN 978-88-470-1976-8

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- 2012 Bianchi, M. (2012). Introduzione. In Bianchi, M. and Piccaluga, A., *La sfida del trasferimento tecnologico: le università italiane si raccontano*. Springer: Milano. pp 1-3. ISBN 978-88-470-1976-8
- 2011 Bianchi, M., Piccaluga, A. (2011). L'attività brevettuale biotech in Italia. In AA.VV., *BioInItaly Report 2011: Rapporto sulle Biotecnologie in Italia*, pp. 24-27.
- 2009 Campodall'Orto, S., Bianchi, M. and Galimberti, G. (2009). Le esperienze aziendali. In Campodall'Orto, S., *Imprese eccellenti. Le aziende milanesi che non temono la crisi*, Franco Angeli: Milano. Capitolo 5, pp. 61-226. ISBN: 978-885-681-388-3.
- 2007 Bianchi, M. and Campodall'Orto, S. (2007). L'approccio Open Innovation e la metodologia TRIZ. In Campodall'Orto, S. (ed.), *Innovazione Sistemica e TRIZ. Casi di applicazione nelle PMI*, Franco Angeli: Milano. Capitolo 1, pp. 19-32. ISBN: 978-884-648-819-0.
- 2007 Bianchi, M. and Campodall'Orto, S. (2007). Il servizio Marketing delle tecnologie di Politecnico Innovazione. In Campodall'Orto, S. (ed.), *Marketing delle tecnologie. Fare business con l'innovazione*, Franco Angeli: Milano. Capitolo 5, pp. 73-81. ISBN: 978-884-648-338-6.

Conference proceedings

- 2018 Bianchi, M., Marzi, G. and Zollo, L. (2018). Beyond customer needs software development: an empirical investigation of its forms and individual-level causes. *Proceedings of 25th International Product Development Management Conference*, pp.1-28. ISSN:1998-7374.
- 2018 Lau, B., Sheerazi, S., Bianchi, M., Buganza, T., Pellizzoni, E. and Trabucchi, E. (2018). Side to side: balancing paradoxical tensions within product innovation. *Proceedings of 25th International Product Development Management Conference*, pp.1-21. ISSN:1998-7374.
- 2018 Goffin, K., Åhlström, P., Bianchi, M. and Richtner, A. (2018). The quality of case study research in innovation management. *Proceedings of 25th International Product Development Management Conference*, pp.1-36. ISSN:1998-7374.
- 2017 Bianchi, M. and Marzi, G. (2017). Managing uncertainty in innovation projects: The effects of stage gate, agile and overdesign on software development performance. *Proceedings of 24th International Product Development Management Conference*, pp.1-18. ISSN:1998-7374.
- 2017 Bianchi, M., Murtinu, S. and Scalera, V. (2017). The wealth and certification effects of public R&D subsidies on alliance formation: evidence from Spain. *Proceedings of 24th International Product Development Management Conference*, pp.1-22. ISSN:1998-7374.
- 2014 Bianchi M., Modig and Richtner, A. (2014). Making innovation flow: solving the trade off between lean and innovation. *POMS 2014 Proceedings*, pp. 1-10. ISBN-13: 978-0-615-78490-8.
- 2014 Bianchi M. and Åhlström, P. (2014). Additive manufacturing: towards a new operations management paradigm? *POMS 2014 Proceedings*, pp. 1-10. ISBN-13: 978-0-615-78490-8.
- 2013 Bianchi M. and Lejarraga, J. (2013). Exploring licensing performance through a capabilities approach: evidence from Spanish manufacturing sectors. *AIB 2013 Proceedings*, pp. 1-22. ISSN: 2078-4430.
- 2012 Kotlar, J., De Massis, A. Frattini, F., Bianchi, M. and Fang, H. (2012). Technology acquisition in family-controlled firms: a longitudinal analysis of Spanish manufacturing firms. *Proceedings of 19th International Product Development Management Conference*, pp.1-24. ISSN:1998-7374.
- 2012 Murtic A. and Bianchi M. (2012). Exploring the microfoundations of absorptive capacity in knowledge transfer projects: an operations management perspective. *Proceedings of 4th POM world and 19th EUROMA Annual Conference*, Amsterdam, Holland. ISBN: 9789491621000.
- 2012 Bianchi, M., Croce, A., Dell'Era, C., Di Benedetto, T. and Frattini, F. (2012). Exploring the impact of R&D outsourcing on product innovation performance: an empirical analysis on Spanish manufacturing firms. *Proceedings of 19th International Product Development Management Conference*, pp.1-33. ISSN:1998-7374.

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- 2011 Bianchi M., Frattini, F. and Lichtenthaler, U. (2011). Human capital and technology licensing performance: evidence from the biopharma industry. *Proceedings of 18th International Product Development Management Conference*, pp.1-18. ISSN:1998-7374.
- 2011 Bianchi, M., Dell’Era, C., Di Benedetto, T. and Frattini, F. (2011). Does R&D outsourcing improve product innovation performance? An empirical analysis on Spanish manufacturing firms. *Proceedings of 18th International Product Development Management Conference*, pp.1-15. ISSN:1998-7374.
- 2010 Bianchi M., Di Minin, A., Frattini, F. and Lejarraga, J. (2010). Turning external technology into new products: the moderating role of absorptive capacity and experience. *Proceedings of 17th International Product Development Management Conference*, pp. 1-26. ISSN: 1998-7374.
- 2010 Bianchi M. and Lejarraga, J. (2010). Exploring licensing performance through a capabilities approach: evidence from Spanish manufacturing sectors. *Proceedings of 17th International Product Development Management Conference*, pp. 1-22. ISSN: 1998-7374.
- 2009 Bianchi, M., Chiesa, V. and Frattini, F. (2009). The commercialization of academic research as a dynamic capability: the case of two Italian universities’ Technology Transfer Offices, *Proceedings of Triple Helix VII, 7th Biennial International Conference on University, Industry & Government Linkages*, pp. 1-7. ISBN 978-0-9824934-0-3.
- 2009 Bianchi, M., Campodall’Orto, S., Frattini, F. and Vercesi, P. (2009). Quick and systematic technology foresight: the case of a collaboration between an Italian university and a SME, *Proceedings of Triple Helix VII, 7th Biennial International Conference on University, Industry & Government Linkages*, pp. 1-7. ISBN 978-0-9824934-0-3.
- 2009 Bianchi, M., Chiaroni, D., Chiesa, V. and Frattini, F. (2009). The role of individuals in outbound open innovation: a framework and an exploratory analysis, *Proceedings of 16th International Product Development Management Conference*, pp. 1-24. ISSN: 1998-7374.
- 2007 Campodall’Orto, S. and Bianchi, M. (2007). Triple Helix and Open Innovation: the Intermediary Role of Entrepreneurial University, *Proceedings of Triple Helix VI, 6th International Conference on University, Industry & Government Linkages*, pp. 1-25. ISBN: 978-81-904262-9-9.

PROFESSIONAL SERVICE

Member of the Editorial Review Board of the Journal of International Business Studies (April 2012- December 2013)

Reviewer - Journal of International Business Studies; Journal of Management Studies; Journal of Product Innovation Management; California Management Review; Research Policy; R&D Management; Technological Forecasting and Social Change; Journal of Engineering and Technology Management; Journal of Business Research; International Small Business Journal; International Journal of Production Economics; Industrial & Corporate Change; Technology Analysis & Strategic Management; Innovation: Management, Policy & Practice; European Journal of Innovation Management; Journal of Business Chemistry.

TEACHING EXPERIENCE

- 2013- **Lecturer at SSE MBA - SSE Executive Education and SSE Russia**
Executive MBA, Innovation & Entrepreneurship Module
Executive MBA, Operations Management Module, Strategic Business Planning Module
Corporate programs (TAP, FEM, BPD), Operations Management, Innovation and Entrepreneurship

MATTIA BIANCHI

- 2011- **Course director or lecturer at Stockholm School of Economics**
CEMS Block Seminar – Business Model Innovation (4 ECTS, master)
Innovation and Business Renewal (7,5 ECTS, master)
Managing Operations (5 ECTS, master)
Service Operations Management (7,5 ECTS, undergraduate)
Operations Management (7,5 ECTS, undergraduate)
Management Consulting (7,5 ECTS, undergraduate)
- 2010- **Lecturer at Scuola Superiore Sant’Anna**
Open Innovation and R&D management (10 ECTS, master)
Management of Innovation and New Technologies (5 ECTS, master)
Surviving the Ph.D. (Ph.D.)
- 2007-2010 **Lecturer at Politecnico di Milano, Dept. of Management, Economics and Industrial Engineering**
Business Economics and Organization (10 ECTS, undergraduate)
Industrial Plants and Business Organization (5 ECTS, undergraduate)
Management of Energy Companies and Renewables (5 ECTS, master)
- 2009 **Lecturer at MIP Business School - Politecnico di Milano**
Percore Executive in Innovation & Design Management (executive)
Pegaso Sorgenia Program in Management (master)
Innovation Management at the International MBA (master)
- 2008-2009 **Teaching Assistant at Università degli Studi di Milano – Bicocca, Dept. of Biotechnologies**
Business Economics and Organization I and II (10 ECTS, undergraduate)
- 2007-2008 **Teaching Assistant at Università degli Studi di Bergamo, Dept. of Engineering**
Management of Technological Innovation (5 ECTS, master)

PHD SUPERVISION

Peter Popovics (2017 – ongoing)
Maria Booth (2013 – 2015)
Min Tian (2012 – 2013, first and second year of the SSE doctoral program)
Adis Murtic (2011 – 2012, first year of the SSE doctoral program)

LANGUAGES

Italian (native), English (fluent), Spanish (intermediate), Swedish (basic)