

GIULIA SOLINAS

Ludwig-Maximilian University, Institute of Strategy, Technology, and Organization (ISTO)
Kaulbachstr. 45, Munich, Germany

Email: g.solinas@lmu.de

Italian citizenship

Academic Appointments

ISTO, LMU Munich

01.03.2018- Akademische Rätin (equivalent to Assistant Prof) in Strategy (on maternity leave since 05.2022)

University of Liverpool School of Management, Liverpool

01.09.2015- 15.02.2018: Lecturer (equivalent to Assistant Professor) in Strategy

Educational Achievements

Bayes Business School, City University of London

PhD in Strategy (September 2017)

Dissertation Thesis: ‘Three Essays on Technology Licensing and the Organization of Intellectual Property Departments’

Internal supervisors: Prof Gianvito Lanzolla, Dr Santi Furnari

Panel: Prof Andrea Fosfuri, Prof Stefan Haflinger, Dr Elena Novelli

University of Verona, Verona

PhD in Business Administration (June 2013)

Dissertation Thesis: ‘La Commercializzazione e Valorizzazione dei Brevetti: Nessi Teorici ed Empirici’

Internal supervisor: Prof Andrea Beretta Zanoni

Panel: Prof. Roberto Bottiglia (Chair), Prof. Marco De Marco, Dr. Massimo Contraffatto

Bayes Business School, City University, London

Master of Research (MRes*), Merit (September 2012)

University of Verona, Verona

MSc, Economics and Business Administration, 110/110 summa cum laude (July 2009)

University of Verona, Verona

BSc, Economics, 105/110 (September 2007)

Other Educational Achievements

Copenhagen Business School, Copenhagen

Visiting research fellowship at Innovation and Organizational Economics Department, hosted by Prof. Toke Reichstein and Prof. Thomas Roende (September 2014-December 2014)

Development of the third paper of the doctoral dissertation.

University of Udine

Workshop on Fuzzy-Set: Qualitative Comparative Analysis (April 2014)

Methodological and theoretical explanation of Fs/QCA analysis; Introduction to fs/QCA software

University of Bologna

Summer School in Economics and Management of Intellectual Property Rights (June 2013)
Seminars and lectures on the evolution of IPR regime, economic analysis of patents, strategic management of IPRs, markets for technology, licensing and spin-offs formation, the use of database on patents, trademarks and designs.

University of Sankt Gallen, St. Gallen

Visiting research fellowship at Institute of Management (IfB), hosted by Prof. Matthias Brauer (September 2010-December 2010)

Attendance of PhD courses: Research Streams and Theories of Strategic Management, System Dynamics, An Overview of Research Methods in Management

WHU Otto Von Beishem Business School, Vallendar

Summer School in Applied Econometrics (June 2010)
Methodological exploitation of regression analysis on financial and accounting models;
Software adopted: STATA

Research Achievements

Articles in Peer-reviewed Journals

Lanzolla, G. Lorenz, A., Miron-Spektor, E., Schilling, M., Solinas, and Tucci, C.L. (2020) “Digital Transformation: What is New if Anything? Emerging Patterns and Management Research.” **Academy of Management Discoveries**, 6, 341–350, <https://doi.org/10.5465/amd.2020.0144>

Solinas, G. Meloso, D., Banal-Estãno, A., Seldeslachts, J. and Kretschmer, T. (2022). “**Competition, formal governance and trust in alliances. An experimental study**”. Long Range Planning. <https://doi.org/10.1016/j.lrp.2022.102240>

Research Papers in Progress

Solinas, G., Verhoeven D. (2023), “**How Do Design-Thinking and Agents' Roles Matter to Generate Predictive Knowledge in Organizations?**”, Stage: In preparation for submission to *Journal of Organization Design*

Presented at AOM Boston August 2019; TIME Seminar (LMU Munich) July 2018, Ludwig-Maximilian University, Munich, October 2017; QCA Experts Workshop 2016, ETH Zurich, December 2016; Strategic Management Society International Conference 2016, Berlin, October 2016; University of Liverpool Management School Internal Seminar, September 2016; DRUID 2016, Copenhagen, June 2016; SKEMA KTO 2016 Workshop, Nice, June 2016; Cass PhD Research Days, Cass Business School, June 2014

Solinas, G., Demougins D. (2021), “**Cui Bono, cui malo: contract design to share rent in knowledge outsourcing**”; Stage: In preparation for submission to *Journal of Economics and Management Strategy*;

Presented at AOM Boston August 2019; SMS Frankfurt Special Conference June 2019; LMU Munich ORG Seminar June 2018, University of Liverpool Management School Internal Seminar, June 2016; School of Management of University of Liverpool (on invitation), June 2015; DRUID 2015, Rome, June 2015; Business School of University of Greenwich (on invitation), June 2015; Cass PhD Research Days, Cass Business School, May 2015;

Solinas, G. (2019) “**Framing Technology Licensing**” Stage: *Reject & Resubmit at Research Policy (under preparation for resubmission)*;

Presented at DRUID 2017, Stern Business School, NY, June 2017; Academy of Management Annual Meeting, Atlanta, August 2017; University of Liverpool Management School Internal Seminar, Liverpool, April 2017; Druid Academy, Aalborg, January 2014; Innovation and Entrepreneurship Conference Druid Society, Copenhagen Business School, January 2014; Summer School in Economics and Management of Intellectual Property Rights, Bologna, June 2013

Books and Monograph

Solinas, G. (2013) *La Valorizzazione e Commercializzazione dei Brevetti: Approccio Teorico e Analisi Empiriche*, Edizioni Accademiche Italiane, ISBN 978-3-639-64274-2

Contributions Published in Book Chapters

Solinas, G. (2012) “Strategic Archetypes”, in *Strategic Analysis: Processes and Tools*, Beretta Zanoni A. (ed.), Routledge, NY, ISBN 978-0-415-88063-3

Solinas, G. with Vernizzi S. (2012) “Strategic Quantitative Tools”, in *Strategic Analysis: Processes and Tools*, Beretta Zanoni A. (ed.), Routledge, NY, ISBN 978-0-415-88063-3

Solinas, G. with Vernizzi S. (2012) “Strategic Qualitative Tools”, in *Strategic Analysis: Processes and Tools*, Beretta Zanoni A. (ed.), Routledge, NY, ISBN 978-0-415-88063-3

Work in Progress

Solinas, G. (2022) “The Role of Social Aspirations in a Platform Setting: Evidence from KIVA”, Stage: data analysis.

Solinas, G. (2022) “Does Culture Matter for Social-Mission Platforms and their Complementors?” Stage: data analysis.

Solinas, G. with Kretschmer, T. (2022). “Platforms for Good: A Theoretical Framework”. Stage: write-up.

Other Academic Presentations

2015

‘Configurations of R&D Structures and Patenting Practices in Patenting Capabilities’, accepted **ISPIM Conference**, Budapest, June 2015

2011

‘Simulation with System Dynamics: Insights and Potentialities’, **EURAM Conference Proceedings**, Track: Research Methods, June 2011

2010

‘Competitive Behaviour, Value Creation, Value Capture: What is the Meaning for?’ with Silvia Vernizzi and Andrea Beretta Zanoni, Workshop organized by the Competitive Strategy Interest Group, **Strategic Management Society Annual Conference**, Rome, (August 2010)

Research Diffusion

‘How IP Department Organize themselves’, paper published under invitation in [Managing IP Magazine](#) (May 2014)

Professional Experience

Referee and editorial roles

- Guest Editor for the Special Issue “Digital Transformation: What is new if anything?” Forthcoming on the Academy of Management Discoveries;
- Ad-hoc referee for Strategic Management Journal; Journal of Product Innovation Management; Long Range Planning; European Management Review; International Journal of Management Review; Research Policy, Technovation;

Services with the international research community

- Engagement Officer for the K&I interest group of the Strategic Management Society
- Chair and organizer of the digital Symposium “AI in the Processes and Practices of Digital Strategizing”, AOM 2021
- Chair and organizer of the digital workshop “Societal Platforms: Between Markets, Grand Challenges, and Social Responsibility”, Strategic Management Society 2021.
- Moderator and organizer of the digital workshop “Platforms and their Societal Impact—A Force for Good? ”, CAS LMU research group 2021.
- Chair and organizer of the digital PDW “Processes and Practices of Digital Strategizing: Perspectives and Avenues for Future Research”, AOM 2020.
- Panelist in the PDW “Leadership Qualities for Digital Transformation: In Search for a Digital Mind” AOM 2019, Boston;
- Chair and organizer of the PDW “Digital Transformation: What it is new if anything?”, AOM 2018, Chicago;
- Chair of the PDW “Challenges and opportunities of Digitalization Strategies” at the DRUID 2017 International Conference, NYU;
- Academy of Management Annual Conference Reviewer: Technology and Innovation Management (2017, 2018); Strategy-as-Practice (2016), Business Policy and Strategy (2018, 2011: Best Reviewer Award);
- Track chair at the Innovation and Entrepreneurship Conference, Druid Society, (January 2014); Track chair at the Druid International Annual Conference, Druid Society, (2015, 2016, 2017); Track chair for the TIM division at the Academy of Management (2017)
- Track chair for ‘Strategy as Practice’ Interest Group at the Strategic Management Society Annual Meeting (September 2011);

Wide University Initiatives

- Coordinator of the Master of Business Research (MBR) for the PhD program in Management at LMU Munich (2018-2022);
- Organizer of the TIME seminars, LMU Munich and TUM and MPI (2018-2022) .
- Organizer of the internal research seminars ‘Brown Bags’ for the group “Strategy Innovation Entrepreneurship and International Business” (SIBE) at the University of Liverpool Management School

Membership

- Academy of Management (2016 - present)
- DRUID Society (2013 - present)
- Strategic Management Society (2010-2013; 2016-present)
- M2D (Models for Decision Making) (2017)

Teaching Experience and Qualification

LMU Munich

- Lecturer for the undergraduate module “Strategic Organization Design”
- Lecturer (module leader) for the Ph.D. course “Prep-course on Data Science using DataCamp” (2020-2021)
- Lecturer (module leader) for the Ph.D. course “Qualitative Methods” (2019)
- Lecturer (module leader) for the graduate module “Project Course” (2020-2021)
- Lecturer for the undergraduate module “Management and Economics of Platforms” (2019-2021)
- Lecturer (module leader) for the undergraduate module “Strategic Organization Design” (2018)
- Lecturer for the undergraduate module “Empirical Innovation Research” (2018)
- Lecturer for the undergraduate module “Management and Economics of Networks and Innovation” (2018)
- Supervision of BSc and MSc theses

University of Liverpool School of Management

- Lecturer (module leader) for the undergraduate core module ‘Global Strategic Management’ (2017-2018, 2016-2017, 2015-2017)
- Lecturer (module leader) for the postgraduate module Corporate Strategy (2017-2018)
- Lecturer (teaching) for the MBA module ‘Strategy’ (2016-2017).
- Invited lecturer in the seminar ‘The strategic management of intellectual property rights’ for the MBA module ‘Innovation’ (February 2016).
- Invited lecturer for the Methods seminar for staff and PhD students on QCA applications at the University of Liverpool Management School (November 2017).
- Supervision of MSc students for the module MSc in International Business (2016-2017).

Vives Kortrijk Business School, associated with Leuven University, Kortrijk, Belgium

- Lecturer for the undergraduate course ‘Management of Innovation Processes in Companies’ (2014-2017). The module was delivered online during the academic year 2016.

Cass Business School, City University London, UK

- Teaching Assistant for the undergraduate course Strategy for Business (30 hours) (2014, 2015).
- Teaching Assistant for the undergraduate course ‘Functions of Organization: Connections, Understanding and Strategy’ (60 hours) (2013);
- Supervision of MSc dissertation for the course MSc Management (2012, Main module leader: Prof. Gianvito Lanzolla)

University of Verona, Italy

- Teaching Assistant for the postgraduate course ‘Strategic Analysis and Analytical Methodologies’ (40 hours) (taught in Italian).
- Teaching Assistant for the postgraduate course ‘Strategy and Business Policy’ (30 hours) (taught in Italian).
- Teaching Assistant for the postgraduate course ‘Strategic Analysis for SME’ (60 hours) (taught in Italian).
- Guest seminar lecturer in ‘Tools for Strategic Decision Making’ for the postgraduate course ‘Business Intelligence and Knowledge Management’ (2010) (7 hours) (taught in Italian). The seminar targets engineers and industrial managers.

- Supervision of MSc dissertations for the course ‘Strategy and Business Policy’ (2010, 2011)

CESAR srl, Vicenza, Italy

- Lecturer for the executive course ‘Strategic Analysis and Fiscal Impacts of Strategic Planning for SME’ (20 hours) (2011)

Avepa, Verona, Italy

- Lecturer for the executive seminar ‘Strategy and Strategic Analysis for the Wine Industry: Theory and Case Studies from Veneto’ (15 hours) (2011)

Introductory Certificate in Academic Practice (2013) – City University London- London UK

Member of the Teaching and Learning Committee, Cass Business School, City University London (2014, 2015)

Awards

- Teaching Junior Faculty Award, University of Liverpool Management School (2017)
- PhD Scholarship (2011-2015), Cass Business School, City University London, UK (£ 60,000)
- PhD Scholarship (2010-2013), University of Verona, Italy (€ 36,000)
- Academy of Management Annual Conference Best Reviewer Award, BPS Division, (2011)
- Alvec Nomination and Dean Nomination for Excellence in Studying (2009), University of Verona, Italy

Other Achievements and Industry Experiences

- Data Analyst in the project ‘Survey on Managerial Practices in Healthcare Services in UK’, in cooperation with GoalFocus and coordinated by Dr. Dzidziso Samuel Kamuriwo, Cass Business School;
- Data Analyst in the project ‘Map-reading of Agribusiness Firms in Verona Districts: Competitive Relations and Performances Valuations’ with Prof. Andrea Beretta Zanoni and Dr. Silvia Vernizzi, University of Verona;
- Member of Licensing Executive Society (2014-2016)

Competence and skills

Language: Italian (Native), English (Proficient), German (Intermediate)

Data Analysis Techniques

- General statistical modelling (STATA,R);
- Qualitative comparative analysis and fs/QCA (R);
- Experimental design (PyCharm and OTree)

Referees

Prof Gianvito Lanzolla
(In quality of PhD advisor and co-editor)
Full Professor in Strategy
Cass Business School, 106 Bunhill Row,
London, EC1Y8TZ, UK
gianvito.lanzolla.1@city.ac.uk

Prof. Tobias Kretschmer
(In quality of current Head)
Institute for Strategy, Technology and
Organization
Kaulbachstrasse 45, 80539, Munich
t.kretschmer@lmu.de