

GIACOMO CARLI

The Open University Business School
Department of Strategy and Marketing
Walton Hall, Milton Keynes, MK7 6AA, UK

Academic Appointments

The Open University Business School, Department of Strategy and Marketing, UK

- Teaching Director of The Undergraduate Business Programme (March 2021 -)
- Senior Lecturer in Strategy (March 2020 -)
- Lecturer in Strategic Management (October 2015 - February 2020)

University of Bologna, Italy

- Post-doc Research Fellow at the Department of Management (November 2013 - October 2015)
- Post-doc Research Fellow and Project Manager of the EU funded ICT-Agri RoboFarm Research Project. (June 2012 - October 2013)

Education

University of Bologna, Department of Management, Italy

PhD in Management - Business Administration (January 2009 - June 2012)

Dissertation Thesis: 'From core rigidities to dynamic capabilities: the role of external knowledge'

Dissertation Committee: Alessandro Grandi, Andrea Lipparini, Cristina Boari, Elisa Mattarelli.

Duke University, The Fuqua School of Business, USA

Visiting PhD student, Strategy Group (January 2012 - June 2012)

Supervisor: Prof. Richard M. Burton.

University of Bologna, Italy

Master of Science in Engineering Management, summa cum laude (September 2005 - December 2007)

Collegio Superiore Licence (September 2005 - December 2007)

Bachelor of Science in Engineering Management, summa cum laude (September 2002 - July 2005).

Teaching

Teaching Director of the Undergraduate Business Programme

- Investment Case and Qualification Specification of the new BSc in Accounting and Finance.
- Revision of the governance structure of the Undergraduate Business Programme.
- Quality Monitoring and Enhancement process.
- EQUIS and AMBA accreditation visits.
- Invited speaker at:
 - o MIP Graduate School of Business: Online asynchronous teaching.
 - o University of Milan, Dept. of Economics, Management and Quantitative Methods: Online teaching strategy.
 - o University of Minho, School of Economics and Management (PT): defining the vision for AMBA certification.

Lecturer and Senior Lecturer at the Open University Business School

Production of new online modules:

- Module team chair and main author of B302 - Strategic Management (AY 2017/18, 2019/20). FHEQ: 6.
- Author of the Microcredential in Project Management (AY 2020/21). FHEQ: 6.
- Academic Lead of the MOOC Project Management beyond basics on Future Learn (AY 2019/20).
- Module team member and author of BXM191 Business and Finance Fundamentals in practice (AY 2016/17). FHEQ: 4.
- Academic Lead of the Project Management MOOC on Future Learn (AY 2015/16).

Presentation of online modules:

- B302 – Strategic Management. FHEQ: 6. Module Chair (AY 2019/20).
- B873 - MBA stage 2: Effective strategic management in business and the public sector FHEQ: 7. Residential School Director (AY 2020/21).
- BB835 - MBA stage 2: Dynamics of Strategy. FHEQ: 7. Residential School Tutor and School Director (AY 2017/18, 2018/19, 2019/20).
- B122 - Retail Management and Marketing. FHEQ: 4. Module Chair (AY 2016/17) and module team member (AY 2015/16)
- BB835 - The Dynamics of Strategy. MBA level, FHEQ: 7. Module team member (AY 2015/16) and lecturer at the residential schools (AY 2015/16, 2016/17)
- Project Management MOOC on Future Learn. Academic Lead (AY 2016/17)
- B123 - Management Practice. FHEQ: 4. Module team member (AY 2016/17)
- B716 - MBA stage 1: management: perspectives and practice. FHEQ: 7. Module team member (AY 2015/16)
- B628 - Managing 1: organisations and people. FHEQ: 6. Co-chair and module team member (AY 2015/16)

Adjunct professor at Imperial College Business School:

- Co-teacher of the module in Project Management. FHEQ: 7. (AY 2019/20)
- Tutor of the module 'Breakout Strategy'. FHEQ: 7. (AY 2019/20)

Adjunct professor at the University of Bologna:

- Computer-assisted Qualitative Data Analysis Software Seminar and Training. Course of Qualitative Methods for PhD students (AY 2012/13, 2013/14, 2016/17)
- Project Management. School of Engineering (AY 2014/15)
- Project Management. Master VINTAGE - Vine, Wine and Terroir Management. Erasmus Mundus Program, piloted by the Ecole Supérieure d'Agriculture of Angers (AY 2012/13)
- Organizational Change. Cycle of seminars at the Collegio Superiore (AY 2009/10)

Teaching Assistant:

- Business Strategy. Prof. Marco Giarratana. Bocconi University (AY 2014/15, 2013/14)
- Organizational Change. Prof. Alessandro Grandi. University of Bologna (AY 2014/15, 2013/14, 2012/13, 2010/11, 2009/10)
- Principles of Strategy and Business Game. Prof. Andrea Zaroni. University of Bologna (AY 2014/15, 2013/14, 2012/13, 2011/12)
- Information Systems. Prof. Fabio Grandi. University of Bologna (AY 2006/07, 2007/08, 2008/09)

Publications

Papers:

- [1] Hartley, J., Holti, R., & Carli, G. (2021). 'Management Consultants Navigating Competing Systems of Engagement'. *Academy of Management Proceedings*, 2021(1), 15423.
- [2] Tagliaventi, M. R., Carli, G., Cutolo, D. (2020). Excellent researcher or good public servant? The interplay between research and academic citizenship. *Higher Education*, 79(6), 1057–1078. (ABS2)
- [3] Tagliaventi M.R., Carli G. (2019), 'The Effect of Service on Research Performance: A Study on Italian Business Schools'. *Higher Education Policy* (ABS2).
- [4] Carli, G., Tagliaventi, M. R., & Cutolo, D. (2018). One size does not fit all: the influence of individual and contextual factors on research excellence in academia. *Studies in Higher Education* (ABS3), 1-19.
- [5] Mattarelli, E., Tagliaventi, M. R., Carli, G., & Gupta, A. (2017). The role of brokers and social identities in the development of capabilities in global virtual teams. *Journal of International Management* (ABS3), 23(4), 382-398.
- [6] Bolzani D., Carli G., Fini R., Sobrero (2016). 'Promoting Entrepreneurship in the Agri-food Industry: Policy Insights from a Pan-European Public-Private Consortium'. *Industry and Innovation* (ABS2).
- [7] Pignatti E., Carli G., Canavari M. (2015). 'What really matters? A qualitative analysis on the adoption of innovations in agriculture'. *Journal of Agricultural Informatics* 6:73-84.
- [8] Fountas S., Carli G., Sørensen C.G., Tsiropoulos Z., Cavalaris C, Canavari M., Wiebensohn J, Tisserye B. 'Farm Management Information Systems: current situation and future perspectives'. *Computers and Electronics in Agriculture* 115: 40–50.

- [9] Carli G., Canavari M., Grandi A., 2014. 'Introducing Activity-Based Costing in Farm Management: the Design of the FarmBO System'. *International Journal of Agricultural and Environmental Information Systems* 5: 69- 84.
- [10] Carli G., Canavari M. Introducing Direct Costing and Activity Based Costing in a Farm Management System: a conceptual model. *Procedia Technology*, 8: 397-405.
- [11] Pierpaoli M., Carli G., Pignatti E., Canavari M. Drivers of Precision Agriculture Technologies Adoption: A Literature Review. *Procedia Technology*, 8: 61-69.

Book chapters:

- [1] Carli, G., Canavari, M., Grandi, A. 2018. 'Introducing Activity-Based Costing in Farm Management: The Design of the FarmBO System'. In: Papajorgji, Petraç and Pinet, Francois eds. *Innovations and Trends in Environmental and Agricultural Informatics*. Hershey, USA: IGI Global.
- [2] Zisis T., Carli G., Pignatti E., Fountas S. (2017). "Future perspectives of Farm Management Information Systems". In Pedersen S.M., Hjorth Lind K.M. *Handbook of Precision Agriculture*, Wiley.
- [3] Carli G., Xhakollari W., Tagliaventi M.R. (2017). "How to model the Adoption and Perception of Precision Agriculture Technologies". In Pedersen S.M., Hjorth Lind K.M. *Handbook of Precision Agriculture*, Wiley.

Working Papers

- [1] Sancino A., Carli G., Giacomini D., 'Co-production of Public Leadership: the Engagement of Mayors with Politicians, Public Managers and Citizens in Local Governance'. R&R on the *Journal of Public Administration Research and Theory* (ABS4).
- [2] Carli G., Tagliaventi M.R., 'The interplay between academic citizenship and knowledge transfer in business schools'. Major Revisions on *Higher Education* (ABS2).
- [3] Stenner P., Tagliaventi M.R., Åkerstrøm Andersen N., Carli G., 'Liminality in COVID-19: a Luhmannian approach' in preparation for *Economy and Society* (ABS3).
- [4] Carli G., Tagliaventi M.R. 'Dynamic Capabilities as Juggling: Maintaining a Balance between Ordinary Capabilities, Signature Processes, and Organizational Identity'. In preparation for submission.

Presentations and Consortia

- [1] Hartley J., Holti R., Carli G., "Management Consultants Navigating Competing Systems of Engagement". Academy of Management Meeting, 2021 (online).
- [2] Ramanau R., Carli G., Bumblauskas D., Nold H., "Online technology use in business and management education: cross-disciplinary and cross-cultural perspectives" PDW at the Academy of Management Meeting, 2021 (online).
- [3] Sancino A., Carli G., Giacomini D., Pagani M. "Coproduct of Public Leadership: The Engagement of Mayors With Citizens, Managers and Politicians". Academy of Management Meeting; Boston, 2019.
- [4] Hartley J., Holti R., Carli G. "Exploring the management consultant's dual role: A review and research agenda". Academy of Management Meeting; Boston, 2019.
- [5] Cutolo D., Tagliaventi M.R., Carli G. "The Interplay Between Academic Citizenship and Knowledge Transfer in Business Schools". Academy of Management Meeting; Boston, 2019.

- [6] Cutolo D., Tagliaventi M.R., Carli G. "The Trade-Off Between Research and Academic Citizenship in Modern Universities". Academy of Management Meeting; Chicago, 2018.
- [7] Girishikashvili K., Carli G. "Big Data and Organizational Capabilities: a Grounded Study in a Pharmaceutical Company". Big Data and Managing in a Digital Economy AoM specialized conference; University of Surrey, 2018.
- [8] Carli G., Tagliaventi M.R., Lawton T. "Explore, Exploit or Both? Unraveling the Influence of Management Consultants on Ambidexterity". Strategic Management Society Conference; Houston, 2017.
- [9] Carli G., Tagliaventi M.R., Cutolo D. "Too much of a good thing: coping with social value dissonance in academic leadership". Public and Political Leadership Conference; Milton Keynes, 2017.
- [10] John A., Carli G., Lawton T., Meadows M. "Can Strategic Management Competences Be Learnt In An Online MBA?" Strategic Management Society Conference; Berlin, 2016.
- [11] Carli G., Tagliaventi M.R., Lawton T., Fu N., Paroutis S. "Knowledge in 21st Century Management Consulting: Between Consultants, Clients and Business Schools". PDW organized at the Academy of Management Conference. Anaheim, 2016.
- [12] Carli G., Mattarelli E., Tagliaventi M.R. "The Development of Capabilities in Globally Distributed Teams". Academy of Management Meeting; Vancouver 2015.
- [13] Carli G., Tagliaventi M.R., Grandi A. "Aligning consultants' routines and organizational identity to foster exploration and exploitation". Academy of Management Meeting; Vancouver, 2015.
- [14] Carli G., Mattarelli E., Tagliaventi M.R. "Team capabilities in globally distributed teams". Annual Meeting of the Italian Association of Engineering Management; Bologna, October 2014.
- [15] Carli G., Mattarelli E., Tagliaventi M.R. "Doing what you are or becoming what you do? How the search for coherence between organizational identity and routines engenders the development of dynamic capabilities." Academy of Management Meeting; Philadelphia, August 2014
- [16] Carli G., Tagliaventi M.R., Grandi A. "Capability building from management consulting projects: evidence from case studies". Academy of Management Meeting; Philadelphia, August 2014
- [17] Carli G., Mattarelli E., Tagliaventi M.R. "How organizational identity influences the development of dynamic capabilities: evidence from case studies". Annual Meeting of the Italian Association of Engineering Management; Milan, October 2013
- [18] Carli G., Grandi A. "Can management consultants influence firms' dynamic capabilities development? A multiple case study". Academy of Management Meeting; Boston, August 2012
- [19] Carli G., Grandi A. "Can consultants influence dynamic capabilities? A multiple case study". European Group for Organizational Studies Colloquium; Helsinki, July 2012
- [20] Carli G., Grandi A. "How external actors can shape firms' dynamic capabilities: a multiple case study". EIASM Workshop on Organization Design; Brussels, March 2012
- [21] Carli G., Boari C., Grandi A., 2011. "Can dynamic capabilities be influenced from outside? A multiple case study". Strategic Management Society Annual International Conference; Miami, November 2011. Nominated for the SMS Best Conference Paper for Practical Implications

- [22] Carli G., Grandi A., Mattarelli E. 2011. "Consultants as enablers of Dynamic Capabilities: a multiple case study". European Group for Organizational Studies Colloquium; Goteborg, July 2011
- [23] Carli G. "From Core Rigidities to Dynamic Capabilities: the role of external knowledge". Extended abstract of the PhD dissertation. European Group for Organizational Studies Colloquium; Goteborg, July 2011
- [24] Carli G., Grandi A., Vignoli M. 2010. "Business Process Simulation roots in Information Processing View of organizations. Global Information Technology Management Association Conference". GITMA Conference; Washington, June 2010. Published in proceedings: Communications of Global Information Technology, vol. 2, 48-57

Fellowships and Awards

- Pest Paper Award at the Academy of Management Meeting 2021 with J. Hartley and R. Holti (Management Consulting Division)
- Fellow of the Higher Education Academy (2018 -)
- Nomination for the SMS Best Conference Paper for Practical Implications. Strategic Management Society Annual International Conference. Miami (2011)
- Marco Polo Fellowship for visiting Duke University (2012)
- PhD Fellowship, University of Bologna (2009 - 2012)
- Honorable mention in 'Bernardo Nobile' Award. Area Science Park, Trieste (Italy), for the Master Degree thesis 'How do venture capitalists evaluate start-ups? The role of patents and team members. An empirical study'. Trieste (2008)
- Collegio Superiore licence and tuition (2005 - 2007)

Application for funding

- Potential of drones as multi-purpose vehicle – risks and added values. Horizon L6-2021-GOVERNANCE-01-21. Application in submission. Principal Investigator of the Open University Team (450K£).
- Stakeholder engagement as a lever for sustainability. Project funded by AcqueBresciane (45K£).
- Open University Business School Seed Corn Funding 2017: Business models in agri-food. Status: awarded (2700£).
- Open University Business School Seed Corn Funding 2017: Knowledge exchange and networking practices of start-ups within incubators. Status: awarded (1500£).
- Open University Business School Seed Corn Funding 2016: Can strategic management competences be learned? A study of connectivity between delivery mode and student learning effectiveness. Status: awarded (5K£).
- ICT-AGRI Call 2015: Enabling Precision Farming: Project PAMCoBA. Status: awarded (35K€).
- ICT-AGRI Call 2015: Enabling Precision Farming: Project VAROS. Status: awarded (35K€).

- ANVUR 2015 Call for studies in methods for research evaluation, Italian Ministry of Education, University and Research. Call “The role of professional competences”. Status: awarded (15K€).

Funded Research Projects

- Principal investigator of the ‘Stakeholder engagement as a lever for sustainability’ project (45K€).
- Principal investigator of the Open University Business School Seed Corn Funding: Business models in agri-food (2700€).
- Principal investigator of the Open University Business School Seed Corn Funding: Knowledge exchange and networking practices of start-ups within incubators (1500€).
- Co-investigator of the Open University Business School Seed Corn Funding: Can strategic management competences be learned? A study of connectivity between delivery mode and student learning effectiveness (5K€).
- External advisor in the ICT-AGRI 2015 Project PAMCoBA (2016-2018).
- External advisor in the ICT-AGRI Project VAROS (2016-2018).
- Team member in the ANVUR Project UniPro (2016-2017).
- Researcher and Project Manager: EU ERA-NET FP7 RoboFarm Project (<http://robofarm.unibo.it/>, June 2012 - October 2013).
- Team member: Innovami II Project founded by the Government of the Emilia-Romagna region, Italy (2009 - 2010).

Consulting experience

Consulting projects:

- Clancy Docwra – Building a new strategic vision – training for top managers with Prof Thomas Lawton (2017) (6K€).
- Informatix Inc. (Sacramento CA) and World Cocoa Foundation. Development of a management information system for small farms cultivating cocoa, in compliance with the UTZ certification requirements (August 2014 – November 2015) (36K€).
- Business Integration Partners (Bologna and Milan, Italy). Analysis of business processes and reporting of the Compliance Unit at Unipol Financial Group, Italy. Role: Project Leader (June 2015 – October 2015) (8K€).

Employment Experience:

- Business analyst at SCS Consulting (Bologna, Italy): Business Process Re-engineering and change management in a top human resource consulting company (June 2008 – December 2008)
- Business analyst at KPMG Advisory (Bologna, Italy): information systems integration at a top packaging machinery MNC (December 2007 - May 2008)

Affiliations and Service

Affiliations:

- Fellow of the High Education Academy (2018 -)
- Academy of Management, Business Policy and Strategy and Management Consulting Divisions (2012 -)
- Strategic Management Society, Competitive Strategy, and Knowledge & Innovation interest groups (2011 -)
- Organizational Design Community (2012 - 2014)
- EGOS - European Group for Organizational Studies (2011 - 2012)
- Member of the European Federation for Information Technology in Agriculture (EFITA) (2013 -)
- Member of the ICT-Agri European interest group (2013 -)
- Member of the Italian Engineering Management Association (2013 - 2015)

Service:

- PhD supervision: Jeanette Hartley (3rd year), Girishikashvili Ketty (completed), Seyidova Sevda (3rd year)
- Internal PhD examiner of Silvana Constantini (2021)
- Internal PhD examiner of Qunying Huo (2017)
- PhD Probation examiner of Anton Siebert (2017)
- Reviewer for *Long Range Planning* (2015 -)
- Reviewer for *European Management Review* (2015 -)
- Reviewer for *Creativity and Innovation Management* (2013 -)
- Reviewer for the Academy of Management Meeting, EGOS Colloquium, and SMS Conference
- Panel member of the selection committee of the Open university Entrepreneurship Competition (2016 -)
- Elected representative of post-doc research fellows at the Department of Management, University of Bologna (2013 -2015)

Languages and skills

Languages:

- Italian: native
- English: fluent
- French: basic knowledge

Data analysis techniques:

- Qualitative data analysis and coding
- Multivariate statistical analysis
- Latent variable modelling
- Structural Equation Modelling
- Q methodology

Computer skills:

- Statistical Modelling: Stata, Mplus, SPSS, AMOS
- Qualitative Data Analysis software: Atlas.ti, NVIVO
- Database management: SQL, Visual Basic for Applications

Cesena, 23/03/2022