

## DANIELE BATTAGLIA

### WORK EXPERIENCE

2022-present	Assistant Professor of Strategy ESCP Business School – Turin (Italy)
2021-2022	Assistant Professor (RTD-A) Politecnico di Torino – Turin (Italy)
2018-2021 (3 years)	Post-Doctoral Research Fellow Politecnico di Torino – Turin (Italy)
2014-2018 (4 years)	Research Fellow Politecnico di Torino – Turin (Italy)

### EDUCATION

2014-2018	PhD ( <i>cum laude</i> ), Management; Politecnico di Torino (Italy)
2012 – 2014	MSc, Management Engineering; Politecnico di Torino (Italy)
2008-2012	BSc, Production Processes and Supply Chain Engineering; Politecnico di Torino (Italy)

### OTHER EDUCATION/WORK EXPERIENCE

Sep. 2016 – March 2017	Visiting PhD student. IESE Business School – University of Navarra (Barcelona, Spain)
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### PUBLICATIONS AND SCIENTIFIC RESEARCH

#### Published Articles

- Battaglia D., Cucino V., Paolucci E., Piccaluga A. (2022). Fostering the development of the Entrepreneurial University: how PhD students create new ventures and are involved in technology transfer activities. *Studies in Higher Education*, Vol. 47 (5), pp.1010-1020.
- Neirotti, P., Pesce, D., & Battaglia, D. (2021). Algorithms for operational decision-making: An absorptive capacity perspective on the process of converting data into relevant knowledge. *Technological Forecasting and Social Change*, Vol.173, 121088.
- Ricci, R., Battaglia, D., & Neirotti, P. (2021). External knowledge search, opportunity recognition and Industry 4.0 Adoption in SMEs. *International Journal of Production Economics*, Vol.240, 108234.
- Battaglia, D., Paolucci, E., & Ughetto, E. (2021). Opening the black box of university Proof-of-Concept programs: Project and team-based determinants of research commercialization outcomes. *Technovation*, Vol. 108, 102334.
- Battaglia D., Paolucci P., Ughetto E. (2021). The role of Proof-of-Concept programs in mitigating the effect of inhibitors on the commercialization of research-based inventions. *Research Policy*. Vol.50 (6), 104268.
- Battaglia D., Paolucci P., Ughetto E. (2021). The fast response of academic spinoffs to unexpected societal and economic challenges. Lessons from the COVID-19 pandemic crisis *R&D Management* Vol.51, pp-169-182.
- Battaglia D., Neirotti P. (2020). Dealing with the tensions between innovation and internationalization in SMEs: A dynamic capability view. *Journal of Small Business Management*. (In press).
- Sansone, G., Battaglia, D., Landoni, P., & Paolucci, E. (2019). Academic spinoffs: the role of entrepreneurship education. *International Entrepreneurship and Management Journal*. Vol. 17, pp-369-399.
- Battaglia, D., Neirotti, P., & Paolucci, E. (2018). The role of R&D investments and export on SMEs' growth: a domain ambidexterity perspective. *Management Decision*, Vol. 56 (9), pp.1883-1903.

Battaglia, D., Landoni, P., & Rizzitelli, F. (2017). Organizational structures for external growth of University Technology Transfer Offices: An explorative analysis. *Technological Forecasting and Social Change*, Vol. 123, pp. 45-56.

### **Conference Articles**

- Spina C., Battaglia D. Scientific Entrepreneurs, Pivoting and the Cost of Experimentation: Evidence from Two Field Experiments. *Strategic Management Society – 41st Annual Conference – Virtual, September 18-21, 2021*.
- Battaglia D., Messinese D., Panelli A., Scientific Entrepreneurs using a Scientific Approach to Decision-Making: Evidence from Italy. In: *IFKAD - International Forum on Knowledge Asset Dynamics, Roma (IT), September 01-02, 2021*.
- Battaglia D., Paolucci E., Ughetto E., The role of Proof-of-Concept programs in mitigating the effect of inhibitors on the commercialization of research-based inventions. *Sinergie-SIMA 2020 Grand Challenges: Companies and Universities working for a better society – Virtual, September 7<sup>th</sup>-8<sup>th</sup>, 2020*.
- Battaglia D., Colombelli A., Messinese D., Panelli A., Paolucci E., Raguseo E., Spina C., Training Aspiring Entrepreneurs to Act like Scientist: A Field Experiment with Tech Start-ups in Italy. *Strategic Management Society – 40th Annual Conference – Virtual, October 19-30, 2020*.
- Battaglia D., Paolucci P., Ughetto E. (2019). Project-based determinants of academic entrepreneurship as result of proof-of-concept programs. *Technology Transfer Society Annual Meeting – T2S, Toronto (CAN), September 26-28, 2019*.
- Battaglia D., Caviggioli F., De Marco A. (2019). Global versus local star inventors: Human capital and firm innovation activities. *Technology Transfer Society Annual Meeting – T2S, Toronto (CAN), September 26-28, 2019*.
- Ricci, R., Battaglia, D., Neirotti, P. (2019). Organizational antecedents and patterns of Industry 4.0 adoption in SMEs: an absorptive capacity perspective. In: *Proceedings of the XXX RSA AiIG, Turin (IT), October 17-18, 2019*.
- Ricci, R., Battaglia, D., Neirotti, P. (2019). Industry 4.0 in SMEs: antecedents and patterns of adoption. In: *Proceedings of the 20th International CINet Conference, Odense (DK), September 8-10, 2019*.
- Ricci, R., Battaglia, D., Neirotti, P. (2019). Adoption of Digital Manufacturing Technologies in SMEs: A Dynamic Capability and Absorptive Capacity Perspective. In: *IFKAD - International Forum on Knowledge Asset Dynamics, Matera (IT), June 05-07, 2019*.
- Golovko E., Cassiman B., Battaglia D. (2017). SMEs internationalization trajectories and performance: Combining import, export and innovation. *Strategic Management Society – SMS - 37th Annual Conference. Houston (US), October 28-31, 2017*.
- Sansone, G., Battaglia, D., Paolucci, E., & Landoni, P. (2017). Empirical analysis of entrepreneurial education in US universities. In: *Proceedings of the 18th International CINet Conference, Potsdam (GE), 10-12 September 2017*.
- Battaglia, D., Neirotti, P. and Paolucci, E. (2016). R&D investments and export: an ambidexterity perspective on the impact on SMEs' growth. In: *Proceedings of the XXVII RSA AiIG, Bergamo (IT) 13-14 October 2016*.
- Battaglia, D., Neirotti, P. and Paolucci, E. (2016). International experience and absorptive capacity: the impact on SMEs' growth. In: *Proceedings of the 17th International CINet Conference, Turin (IT), 11-13 September 2016*.
- Battaglia, D., Neirotti, P. and Paolucci, E. (2015). Why SMEs should develop ambidextrous capabilities to manage R&D investments and international growth. In: *Proceedings of the 16th International CINet Conference, Stockholm (SE), 13-15 September 2015*.
- Battaglia, D. and Paolucci, E. (2015). Entrepreneurial education and soft skills development in PhD students. In: *2nd International Conference on Doctoral Development, Education And Training, Oxford (UK), 30-31 March 2015*.

### **Other publications**

Battaglia D., Balancing innovation and internationalization activities for SMEs growth: an empirical analysis on Italian and Spanish SMEs, *PhD thesis*, 2018.