

# CHIARA SPINA

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## ACADEMIC POSITIONS

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**INSEAD**, Asia Campus (Singapore)

**2020 - Present**

Assistant Professor of Entrepreneurship and Family Enterprise

## EDUCATION

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**Bocconi University**

**January 2020**

*Ph.D. cum laude in Business Administration and Management*

Major in Strategic Management and Minor in Technology & Innovation Management.

Dissertation titled:

“Entrepreneurship in the Making: Understanding Experimentation in Early-Stage Entrepreneurship”

Committee: Professor Charles Williams (Co-chair), Professor Alfonso Gambardella (Co-chair), Professor Arnaldo Camuffo.

**University of Milan**

**2011**

*MSc. Labour Studies*

Academic scholar and awarded special grant to visit the London School of Economics and Political Science as part of the program. Awarded 110 *cum laude* out of 110 for overall performance.

**University of Milan**

**2008**

*BSc. Business Studies, Major in Organisation and Human Resources Management*

Awarded 110 *cum laude* out of 110 for overall performance.

## RESEARCH INTERESTS

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- Experimentation in the early-stages of new venture creation
- Strategic decision-making: entrepreneurial cognition and problem framing
- Emerging phenomena in entrepreneurship: crowdfunding, accelerators, and hackathons

## JOURNAL PUBLICATIONS

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Camuffo, A., Cordova, A., Gambardella, A., & Spina, C. (2020). A scientific approach to entrepreneurial decision making: Evidence from a randomized control trial. *Management Science*, 66(2), 564-586.

## WORKING PAPERS

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“Small Changes with Big Impact: Experimental Evidence of a Scientific Approach to Decision Making of Entrepreneurial Firms” (with Arnaldo Camuffo and Alfonso Gambardella), job market paper, revise and resubmit, *Organization Science*

“A Scientific Approach to Innovation Management: Evidence from Four Field Experiments” (with Arnaldo Camuffo, Alfonso Gambardella, Danilo Messinese, Elena Novelli, Emilio Paolucci), under review, *Journal of Political Economy*.

“Is Experimentation a Substitute for Experience? The Effect of Describing Planning and Experimentation on a Funding Platform” (with Charlie Williams), reject and resubmit, *Strategic Management Journal*

“Systematic Decision-Making and Entrepreneurial Performance Evidence from a Field Experiment” (with Elena Novelli), manuscript in preparation for submission, target: *Strategic Management Journal*

## **WORK IN PROGRESS**

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“What does Scientific Experimentation Mean for Entrepreneurial Performance? Evidence from a Field Experiment and Text Analysis”, *data analysis stage*

“Creating Something Out of Nothing: Do Monetary Resources Help Entrepreneurs Experiment? Evidence from Two Field Experiments” (with Daniele Battaglia), data collection to be completed in May 2021, *data-analysis stage*

“A Theory of Entrepreneurial Action: A Scientific Approach to Entrepreneurial Decision Making” (with Arnaldo Camuffo, Alfonso Gambardella, Danilo Messinese, Elena Novelli), in preparation for submission, target: *Academy of Management Review*.

“The Way You See the Problem is the Problem: Fostering Experimentation in New Entrepreneurial Teams” (with Shanming Liu and Danilo Messinese), field experiment, *data analysis stage*

“Strategy and Structure in Early-Stage Entrepreneurial Firms: Experimental Evidence from India”, *data collection in progress*

“*Collaboration and Competition among Entrepreneurs: Evidence from Accelerator Programs*”, *data collection in progress*

## **CONFERENCES, INVITED PRESENTATION AND WORKSHOPS**

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**University of St. Gallen, Seminar**, December 2021 (planned)

**Academy of Management Annual Meeting**, August 2021 (planned)

**Empirical Management Conference**, Hosted virtually by Cornell Dyson, December 2020

**EPFL Virtual Innovation Seminars**, Online Seminar, September 2020

**IIMB Strategy Virtual Seminar Series**, Online Seminar, July 2020

**Entrepreneurship & Strategy Research Seminar**, Online Seminar, July 2020

**Organization Science Conference “Experiments in Organization Theory”**, Arizona (USA), May 2020

**Strategic Management Society Annual Conference**, Minneapolis (USA), October 2019

**Academy of Management Annual Meeting**, Boston (USA), August 2019

**Consortium for Competitiveness and Cooperation (CCC) Conference**, Chapel Hill (USA), June 2019

**Smith Entrepreneurship Research Conference (SERC)**, Maryland (USA), April 2019

**AOM Start up to Scale up Conference**, Tel Aviv (Israel), 2018

**Innovation Growth Lab Winter Conference**, London (UK), 2018

**Wharton Innovation Doctoral Symposium**, Philadelphia (USA), 2018

**Strategic Management Society Annual Conference**, Paris (France), 2018

**Strategic Management Society SRF Workshop**, Paris (France), 2018

**8th SEI Doctoral Consortium**, Munich (Germany), 2018

**Academy of Management Annual Meeting**, Chicago (USA), 2018

**Academy of Management TIM Doctoral Consortium**, Chicago (USA), 2018

**Entrepreneurship and Innovation Research Conference**, Hong Kong (Hong Kong) 2018

**Second Workshop on Experimental Economics and Entrepreneurship**, Copenhagen (Denmark), 2018

**Innovation Growth Lab Doctoral Workshop and Winter Conference**, Washington (USA), 2017

**Strategic Management Society Annual Conference**, Houston (USA), 2017

**Strategic Management Society Doctoral Workshop**, Houston (USA), 2017

**RCT Lab Symposium on Entrepreneurship**, INSEAD & ILO, Abu Dhabi (UAE), 2016

## FELLOWSHIPS, GRANTS AND AWARDS

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| <b>2019</b>      | Finalist for the Research Method Award for the SMS Conference in Minneapolis       |
| <b>2019</b>      | Finalist for the Best Conference Paper Award for the SMS Conference in Minneapolis |
| <b>2019</b>      | Romeo and Enrica Invernizzi Scholarship (\$11,000)                                 |
| <b>2019</b>      | PRIN grant (\$700,000)   |
| <b>2018</b>      | Innovate UK Industrial Strategy Grant (\$400,000)                                  |
| <b>2018</b>      | Romeo and Enrica Invernizzi Scholarship (\$6,000)                                  |
| <b>2017</b>      | Strategy Research Foundation Dissertation Grant (\$10,000)                         |
| <b>2017</b>      | Strategic Management Society Doctoral Workshop Grant (\$1,000)                     |
| <b>2014-2018</b> | Bocconi Full PhD Scholarship   |
| <b>2010</b>      | University of Milan Grant  |
| <b>2009</b>      | Erasmus Scholarship  |
| <b>2008</b>      | Government Scholarship   |

## TEACHING EXPERIENCE

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**INSEAD** **2020-present**

*Instructor, Corporate Entrepreneurship: Mastering Entrepreneurial Growth for Large Firms*

Teaching Executives, MBA, and Master's students how to systematically identify and assess new growth opportunities for corporates.

**Bocconi University** **2019-present**

*Instructor, A Scientific Approach to Innovation Management, Coursera*

Teaching how to systematically evaluate innovative business ideas drawing on the latest insights from Management, Strategy and my own research through a Massive Online Open Course (MOOC)

Average evaluation: 4.6 / 5

**The Start-up Lab** **2019**

*Instructor and Mentor*

Teaching market validation techniques to entrepreneurs, 21-hour course

Average evaluation: 6.61 / 7

**Bocconi University** **2018 – 2019**

*Instructor*

Teaching Management (45-hour course) and Business Strategy (25-hour course) to undergraduate

students

Average evaluation (Management): 7.90 / 10

Average evaluation (Business Strategy): 8.82 / 10

**Bocconi University**

**2016 – 2017**

*Teaching Assistant*

**Bocconi University and University of Milan,**

**2014 – 2017**

*Guest Lecturer*

## **SERVICE AND OTHER ACTIVITIES**

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**Organizer**, CCC Brown Bag Seminar Series, Entrepreneurship division, Online (2020)

**Organizer**, Strategy and Entrepreneurship Interest Group Summer Seminar Series, Online (2020)

**Founder**, Hackathon Research Centre, digital community available at [www.hackathonresearch.com](http://www.hackathonresearch.com)

**Managing Director**, InnoVenture Lab, pre-acceleration programme in Milan and Turin, Italy (2020)

**Managing Director**, Idea to Start-up Lab, pre-acceleration programme in Hyderabad, India (2020)

**Co-founder**, Strategy Insight Lab, scale-up programme in London, UK (2019)

**Managing Director**, The Start-up Lab, pre-acceleration programme in Turin, Italy (2018)

**Managing Director**, The Start-up Training, pre-acceleration programme in Milan, Italy (2017)

**Organizer**, PhD Job Market Workshop at Bocconi University (2019)

**Reviewer**, Organization Science (since 2021)

**Reviewer**, Journal of Political Economy (since 2020)

**Reviewer**, Management Science (since 2020)

**Reviewer**, Journal of Business Venturing (since 2020)

**Reviewer**, Strategic Management Journal (since 2017)

**Reviewer**, Strategic Management Society Annual Conference (since 2015)

**Reviewer**, Academy of Management Annual Meeting (since 2015)

**Student Advising**: Supervising fourteen dissertations

**Member**, Innovation Growth Lab Research Network