

CHIARA SPINA

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ACADEMIC POSITIONS

INSEAD, Asia Campus (Singapore)

2020 - Present

Assistant Professor of Entrepreneurship and Family Enterprise

EDUCATION

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

- 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

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

“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*

“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*

WORK IN PROGRESS

“Learning to Experiment or Experimenting to Learn? Understanding How Early-Stage Entrepreneurs Frame and Conduct Experiments”, *data analysis stage*

“A Scientific Approach to the Management of Entrepreneurial Firms: A Field Experiment” (with Elena Novelli), field experiment with 259 firms, data collection completed in December 2019, *write-up stage*

“Creating Something Out of Nothing: Do Monetary Resources Help Entrepreneurs Experiment? Evidence from Two Field Experiments” (with Daniele Battaglia), data collection completed in February 2020, *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.

“Training Aspiring Entrepreneurs to Act like Scientist: A Field Experiment with Tech Start-ups in Italy” (with Daniele Battaglia, Alessandra Colombelli, Danilo Messinese, Andrea Panelli, Emilio Paolucci, and Elisabetta Raguseo), data collection completed in February 2020, *data analysis stage*

“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*

CONFERENCES, INVITED PRESENTATION AND WORKSHOPS

Strategic Management Society Annual Conference, London (UK), October 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

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

TEACHING EXPERIENCE

Bocconi University <i>Instructor, A Scientific Approach to Innovation Management, Coursera</i> 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	2019-2020
The Start-up Lab <i>Instructor and Mentor</i> Teaching market validation techniques to entrepreneurs, 21-hour course Average evaluation: 6.61 / 7	2019
Bocconi University <i>Instructor</i> 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	2018 – 2019
Bocconi University <i>Teaching Assistant</i>	2016 – 2017
Bocconi University and University of Milan, <i>Guest Lecturer</i>	2014 – 2017

WORK EXPERIENCE

CRU International, London, UK

2011 – 2014

HR Advisor

Responsible for HR functions (recruitment, training and induction) within UK and six international offices.

London School of Economics and Political Science, London,

2010

Research Assistant

Researching the topic of work-life balance for enterprising couples through the collection and analysis of individual-level data on 800 UK entrepreneurs.

SERVICE AND OTHER ACTIVITIES

Founder, Hackathon Research Centre, digital community available at 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, 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

Member, Strategic Management Society

Member, Academy of Management

OTHER SKILLS

Technical Proficiency: Proficient user of STATA; Intermediate knowledge of Python (mostly used for natural language processing).

Languages: Fluent in English, Italian native speaker.

REFERENCES

Charles Williams

Associate Professor, Strategy

Bocconi University

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