

# CONTI ANNAMARIA

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## EDUCATION

PhD in Management of Innovation, École Polytechnique Fédérale de Lausanne (EPFL), Lausanne, Switzerland, August 2009

- Dissertation Title: Three Essays on University Industry Technology Transfer and the Economics of Science
- Dissertation Committee: Marie Thursby, Reinhilde Veugelers, Marc Gruber, Anu Wadhwa, and Dominique Foray
- Visiting scholar at Georgia Institute of Technology, Atlanta, United States, from August 2007 to July 2008 and from February 2009 to April 2009

Swiss Program for Beginning Doctoral Students in Economics, Gerzensee, Switzerland, February 2007

MSc (DEA) in International Relations, specialization in International Economics. Graduate Institute of International Studies (Institut Universitaire de Hautes Etudes Internationales), Geneva, Switzerland, October 2004

Bachelor in Political Science (*cum laude*), Università “La Sapienza”, Rome, Italy, July 2002

## ACADEMIC APPOINTMENTS

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| 2011 –      | <b>Scheller College of Business, Georgia Institute of Technology</b> , Assistant Professor of Strategic Management |
| 2014 – 2014 | <b>Recanati Business School, Tel Aviv University</b> , Visiting Assistant Professor of Strategic Management        |
| 2009 – 2011 | <b>Scheller College of Business, Georgia Institute of Technology</b> , Post Doc in Strategy                        |

## AREAS OF INTEREST

Entrepreneurship  
Economics of Innovation  
Economics of Science  
Microeconomics

## RESEARCH

### PEER-REVIEWED PUBLICATIONS

- [1] Conti A., Forthcoming. Entrepreneurial Finance and the Effects of Restrictions on Government R&D Subsidies, **Organization Science**.
- [2] Hoisl, K., Gruber, M., Conti A., 2017. R&D Team Diversity and Performance in Hypercompetitive Environments, **Strategic Management Journal**, 38(7), 1455-1477.
- [3] Baruffaldi, S., Visentin, F., Conti A., 2016. The Productivity of Science & Engineering PhD Students Hired from Supervisors' Networks, **Research Policy**, 45(4), 785-796.
- [4] Conti, A., Visentin, F., 2015. Science and Engineering Ph.D. Students' Career Outcomes, by Gender. **PlosOne** DOI: 10.1371/journal.pone.0133177.
- [5] Conti, A., Visentin, F., 2015. A Revealed Preference Analysis of PhD Students' Choices over Employment Outcomes. **Research Policy** 44(10), 1931-1947.
- [6] Conti, A., Liu, C., 2015. Bringing the Lab Back In: Personnel Composition and Scientific Output at the MIT Department of Biology. **Research Policy** 44(9), 1633-1644.
- [7] Conti, A., Denas, O., Visentin, F., 2014. Knowledge Specialization in PhD Student Groups. **IEEE Transactions on Engineering Management** 61(1), 52-67.
- [8] Conti, A., Thursby, J., Thursby, M., 2013. Patents as Signals for Startup Financing. **Journal of Industrial Economics** 22(2), 592-622.
- [9] Conti, A., Thursby, M., Rothaermel, F. T., 2013. Show Me the Right Stuff: Signals for High-Tech Startups. **Journal of Economics & Management Strategy** 22(2), 341-364.
- [10] Conti A., Gaulé, P., 2011. Is the US Outperforming Europe in University Technology Transfer? A New Perspective on the European Paradox. **Research Policy** 40(1), 123-135.

## **BOOK CHAPTERS**

[1] Conti, A., Liu., C, 2015. The (Changing) Knowledge Production Function: Evidence from the MIT Department of Biology for 1970-2000. Chapter in Jaffe, A. and Jones, B. (eds.). *The Changing Frontier: Rethinking Science and Innovation Policy*. NBER Volume.

## **OTHER PUBLICATIONS**

[1] Conti, A., Gaulé, P., 2009. Why do European universities lag in licensing research output to industry? *VOX*.

[2] Conti, A., Thursby, M., Rothaermel, F. T., 2010. Show me what you have: Signaling, Angel and VC Investments in Technology Startups. *Academy of Management Best Paper Proceedings*.

[3] Conti, A., Thursby, M., Rothaermel, F. T., 2011. Show Me the Right Stuff: Signals for High-Tech Startups. *NBER Working Paper. No. 17050*.

[4] Conti, A., Thursby, J., Thursby, M., 2013. Patents as signals for startup financing. *NBER Working Paper. No. 19191*.

## **WORK UNDER REVIEW**

[1] Prominent Venture Capital Influence on Startup CEO Replacement and Performance (with Stuart Graham). *Under second round review with Management Science*.

[2] Venture Capital Investment Strategies under Financing Constraints: Evidence from the 2008 Financial Crisis (with Nishant Dass and Stuart Graham). *Submitted to Strategic Management Journal*.

## **WORK IN PROGRESS**

[1] Academic Spinoffs and Labor Market Conditions (with PhD student Maria Roche).

[2] Labor Market Conditions and Gender Differences in Entrepreneurship (with PhD student Maria Roche).

## GRANTS

[1] Fellowship from the Center for International Business Research and Education at Georgia Tech. July 2016

[2] Fellowship for prospective researchers. Swiss National Science Foundation (N. 127745). October 2009 to September 2010. \$36,000

[3] Research Fellowship. Swiss National Science Foundation (N. 120216). September 2008 to August 2009. \$80,000

[4] Fellowship for prospective researchers. Swiss National Science Foundation (N. 118734). September 2007 to February 2008. \$16,000

[5] Fellowship for International Short Academic Visit to Switzerland. Swiss National Science Foundation (N. 141676). May 2012. \$4,300

[6] Research Fellowship. External Collaborator. Swiss National Science Foundation (N. 149931). \$260,000

## SELECTED CONFERENCE AND SEMINAR PRESENTATIONS

Annamaria Conti, *R&D Team Diversity and Performance in Hypercompetitive Environments*

[1] Academy of Management, Atlanta, August 2017

Annamaria Conti, *Venture Capital Investment Strategies under Financing Constraints: Evidence from the 2008 Financial Crisis*

[1] Barcelona GSE workshop on Economics of Science and Innovation, Barcelona, Spain, June 2017

[2] 13th Annual Smith Entrepreneurship Research Conference, University of Maryland, April 2017

[3] INFORMS, Annual Meeting, November 2016

Annamaria Conti, *Prominent Venture Capital Influence on Startup CEO Replacement and Performance*

[1] Financial Management Association, Annual Meeting, October 2016

[2] Northwestern Pritzker School of Law, Searle Center on Law, Regulation, and Economic Growth, Ninth Annual Conference on Innovation Economics, June 2016

[3] Barcelona GSE workshop on Economics of Science and Innovation, Barcelona, Spain, June 2016

[4] Israel Strategy Conference, Jerusalem, Israel, December 2015

[5] Bar-Ilan University, Tel Aviv, Israel, December 2015

[6] Roundtable on Engineering Entrepreneurship Research (REER), Atlanta, USA, November 2015

Annamaria Conti, *PhD Students' Career Outcomes in the Short and in the Long-Run, by Gender*

[1] American Economic Association Meetings, Boston, USA, January 2015

Annamaria Conti, *Entrepreneurial Finance and the Effects of Restrictions on Government R&D Subsidies*

[1] NBER Entrepreneurship Working Group Meeting, Boston, USA, December 2014

[2] Roundtable on Engineering Entrepreneurship Research (REER), Atlanta, USA, November 2014

[3] Recanati Business School, Tel Aviv University, Tel Aviv, Israel, November 2014

[4] Barcelona GSE workshop on Economics of Science and Innovation, Barcelona, Spain, June 2014

[5] Atlanta Competitive Advantage Conference (ACAC), Atlanta, USA, May 2014

Annamaria Conti, *PhD student preferences over career outcomes: A revealed preference analysis*

[1] Harvard Business School, October 2015

[2] Imperial College London, London, UK, June, 2014

Annamaria Conti, *Network effects on knowledge production: Evidence for PhD students*

[1] Copenhagen Business School, Copenhagen, Denmark, September, 2013

[2] Politecnico di Milano, Milan, Italy, May 2013

[3] "The Organization Economics and Policy of Scientific Research", Turin, Italy, May 2013

Annamaria Conti, *The (Changing) Knowledge Production Function: MIT Department of Biology From 1970-2000*

- [1] NBER Conference Rethinking Science and Innovation Policy, Chicago, August 2013
- [2] NBER Conference Rethinking Science and Innovation Policy, Boston, October, 2012

Annamaria Conti, *Patents as signals for startup financing*

- [1] Barcelona GSE workshop on Economics of Science and Innovation, Barcelona, Spain, June, 2013
- [2] NBER Entrepreneurship Working Group Meeting, Boston, December, 2012
- [3] Washington D.C. Conference on Patents, Entrepreneurship and Innovation, Washington, May, 2012

Annamaria Conti, *Show Me the Right Stuff: Signals for High-Tech Startups*

- [1] NBER Entrepreneurship Working Group Meeting, Boston, December, 2010
- [2] Academy of Management Annual Meeting, Montreal, Canada, August, 2010

Annamaria Conti, *Knowledge Specialization in PhD Student Groups*

- [1] Workshop on Science of Science Policy, University of Michigan, Ann Arbor, June 2014
- [2] Workshop "The Organization Economics and Policy of Scientific Research", Turin, Italy, 2013.
- [3] Roundtable on Engineering Entrepreneurship Research (REER), Atlanta, 2010.

Annamaria Conti, *Is the US outperforming Europe in university technology transfer? A new Perspective on the European Paradox*

- [1] DRUID Society Summer Conference, Copenhagen, Denmark, 2009.
- [2] Bocconi University, Milan, Italy, 2009.
- [3] Third Annual Conference of EPIP Association, Bern, Switzerland, 2008.
- [4] Conference on the Economics of Technology Policy, Monte Verità, Switzerland, 2007.

## **ARES OF TEACHING EXPERIENCE**

### **PhD**

- Game Theory

### **MBA**

- Managerial Economics I and II
- Managerial Economics and Strategic Behavior
- Business Analytics

### **Undergraduate**

- Game Theory and Strategic Behavior

## **MENTIONS**

World Intellectual Property Report: The Changing Face of Innovation by the WIPO, 2011. Annual Report on Small and Medium-Sized Enterprises in the EU, 2011/2012. Israel's 2015 IVC research Center Yearbook. Science Careers.

## **PROFESSIONAL SERVICE AND MEMBERSHIPS**

### **REVIEWING**

Science, Management Science, Organization Science, Strategic Management Journal, Journal of Economic Behavior and Organization, Research Policy, Economic Journal, Journal of Economics & Management Strategy, IEEE Transactions on Engineering Management, Journal of Business Venturing, Strategic Entrepreneurship Journal, Journal of Industrial Economics, Economic Letters

### **MEMBERSHIPS**

- Academy of Management (TIM, Entrepreneurship Divisions)
- American Economic Association (AEA)
- Institute for Operations Research and the Management Sciences (INFORMS)
- Financial Management Association (FMA)
- European Finance Association (EFA)
- Rimini Center for Economic Analysis (RCEA)

## **AWARDS**

[1] Academy of Management Best Paper Proceedings, 2010. Paper titled: “Show me what you have: Signaling, Angel and VC Investments in Technology Startups.”

[2] DRUID Young Scholar Best Paper Award, 2009. Paper titled: “Are the US outperforming Europe in university technology transfer? A new Perspective on the European Paradox.”

[3] Award for the best doctoral paper at REER Conference, Atlanta, Unites States, 2008. Paper titled: “Managing innovations resulting from university-industry collaborations.”

## **INDUSTRY AND INTERNATIONAL ORGANIZATION EXPERIENCE**

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| 2004 – 2005 | Caterpillar S.A.R.L., Geneva, Switzerland. Headquarter of European, African and Middle East Commercial Operations. Economist in the Economics and Industry Forecasting Division. |
| 2004        | World Health Organization (WHO), Geneva, Switzerland. Internship Program in the Vaccines Division.   |
| 2003        | United Nations Conference on Trade and Development (UNCTAD), Geneva, Switzerland. Internship Program in the Civil Society Outreach Department.                                   |

## **PERSONAL**

I was born and raised in Rome, Italy. I spent six months in the UK to complete my undergraduate studies. I moved to Switzerland where I completed my Master’s and PhD’s degrees. I spent almost four years in the US during and after my PhD. I speak English, French, Spanish, and Italian. I enjoy traveling around the world; my most memorable trips were Somalia, Israel, Colombia, Vietnam, Peru, and Guatemala. I love mountain hiking. In 2009, I finally reached 4900 meters, while hiking in the Andes.

## **REFERENCES**

Available upon request.