

DANILO MESSINESE

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WORK EXPERIENCE (ACADEMIC)

Since 09/23	IE University, Strategy Department Post Doctoral Fellow	Madrid, Spain
09/22 – 08/23	Bocconi University, Technology and Innovation Management Department Research Fellow	Milano, Italy

WORK EXPERIENCE (OTHER)

2015 - 2017	Bain & Company Consultant Worked in the Financial Services practice. Involved in several projects across EMEA region helping top executives make better decisions and convert them in actions.	Milan, Italy
2014 - 2015	UniCredit Group Risk analyst Developed models for Group liquidity risk and negative interest rate scenarios. Interacted on daily basis with Group legal entities. Reported directly to UCG top management.	Milan, Italy
2013 - 2014	University Pierre et Marie Curie (UPMC) – INSP Junior Research fellow Analyzed data and developed theoretical model for an international physics experiment on nanotechnology	Paris, France

EDUCATION

09/17 – 06/22	PhD in Management and Business Administration: cum laude Bocconi University Major in Technology & Innovation Management and Minor in Strategic Management. Thesis: <i>Essays on predictive and non-predictive strategies: real and simulated experiments</i> Advisors: Professor Alfonso Gambardella, Professor Arnaldo Camuffo.	Milano, Italy
09/14 - 03/15	Post Graduate Degree in Mathematical Finance: <i>summa cum laude</i> 'Alma Mater Studiorum', University of Bologna (Stochastic calculus for finance, Portfolio management, Financial risk measurement, Excel/VBA for finance, Financial markets, Fixed income trading, Derivatives, Term structure interest rates)	Bologna, Italy
09/11 - 07/14	MSc in Theoretical Physics: 110/110 'Alma Mater Studiorum' University of Bologna Major in Quantum matter theory – Quantum statistical physics	Bologna, Italy
09/07 – 07/11	BSc in Physics: 105/110 University of Bari Major in Nuclear Fusion Physics	Bari, Italy

RESEARCH INTERESTS

- Entrepreneurial strategy: theory-driven / design-driven decision-making approaches to entrepreneurship
- Experimental economics: Lab & Field experiments
- Strategy of information

RESEARCH IN PROGRESS

Title omitted for peer-review. (with Camuffo A, Gambardella A., Novelli A., Paolucci E., Spina C.).

2nd round R&R @Strategic Management Journal

“Title omitted for peer-review” (with Gambardella A.).

Under review at Organization Science.

Designated as a “best paper”, 2022 AOM Annual Meeting, TIM Division

“*Entrepreneurship and Unknown Events: Experimental Evidence*” (with Camuffo A., Gambardella A.).

In preparation for submission at Management Science (expected: October 2023).

Finalist Best Conference Paper Prize, 2023 AOM Annual Meeting, STR Division

Work in progress

“*Optimal experimentation and behavioral traits: evidence from India*” (with Froisi C.) working paper

Target journal: Strategic Management Journal

“*Building a venture in lab: evidence from a lab-in-the-field experiment with a simulation game*”, data analysis stage

Developed a Business Game “Start-up Legend” simulating the launch of a start-up

<https://startuplegend.unibocconi.it> (on invitation, please contact me)

Developed a Business Game (“The takeover”) simulating a M&A deal during the pandemic

<https://out.open-lab.com/thetakeover/>

Developed a multi-player Business Game (“High Voltage”) simulating the competition among players

(on invitation, please contact me)

TEACHING EXPERIENCE

IE University

Instructor

- Management Principles and Tools: undergraduate level (2023-2024)

Bocconi University

Course Director

- Computational application in management: undergraduate level (2022-2023)
- Data driven analysis and decision-making in business: undergraduate level (2022-2023)

Co-Instructor

- Critical thinking and complex decision-making (2023)
- Data driven analysis and decision-making in business: undergraduate level (2021-2022)
- Decision Analysis in management: graduate level (2020-21; 2021-22)
- Management (ITA): undergraduate level (2020-2021)
- Management (ENG): undergraduate level (2021-2022)

CONFERENCES, INVITED PRESENTATION AND WORKSHOPS

Academy of Management Annual Meeting, Boston (US), August 2023

Organizational Economics Summer Symposium (OESS), Ohlstadt (Germany), July 2023

Strategic Management Society Annual Conference, London (UK), September 2022

Academy of Management Annual Meeting, Seattle (US), August 2022

Strategic Management Society Special Conference, Milan (IT), June 2022

Consortium for Competitiveness and Cooperation (CCC) Conference, Minneapolis (USA), held online, June 2021

Smith Entrepreneurship Research Conference (SERC), Maryland (USA), held online, May 2021

Smith Entrepreneurship Research Conference (SERC) Doctoral Consortium, Maryland (USA), held online, May 2021

Strategic Management Society Annual Conference, Toronto (Canada), held online, October 2020

Strategic Management Society Annual Conference Doctoral Consortium, Toronto (Canada), held online, October 2020

Strategy Entrepreneurship Innovation Doctoral Consortium, Leuven (Belgium), September 2019

SERVICE AND OTHER ACTIVITIES

Co-founder, InnoVentureLab, pre-acceleration program in Milan and Turin, Italy (2020)

Co-founder, Idea to Start-up Lab, pre-acceleration program in Hyderabad, India (2020)

Co-founder, Hack4Change, entrepreneurial hackathon in Milan, Italy (2019)

Member, Strategic Management Society

Member, Academy of Management

OTHER SKILLS

Computer skills: Excel, Stata, Python, Power Point, BLOOMBERG, VBA, Ucinet, LaTeX, HTML

Languages: Fluent in English, Italian native speaker

Additional: Love Surfing, playing basketball, reading classic American writers.