

# Raffaele CONTI

Professeur

Department: Management

ESSEC Business School

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## EDUCATION

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| 2011 | Doctor of Philosophy, Business administration, Management, Università Bocconi, Italy |
| 2004 | Master of Science, Economics, Universitat Pompeu Fabra, Spain                        |
| 2003 | Bachelor, Political science, Università di Pisa, Italy                               |

## EMPLOYMENT

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### Full-time academic positions

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|----------------|---|
| 2021 - Present | Professor, ESSEC Business School, France                                      |
| 2017 - 2021    | Associate Professor, Católica Lisbon School of Business & Economics, Portugal |
| 2011 - 2016    | Assistant Professor, Católica Lisbon School of Business & Economics, Portugal |

## PUBLICATIONS

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### Journal Articles

CONTI, R. and NOVELLI, E. (2022). Not all technologies are created equal for stakeholders: Constituency statutes, firm stakeholder orientation and investments in technology generality. *Research Policy*, 51(3), pp. 104470.

ARANDA, A.M., CONTI, R. and WEZEL, F.C. (2021). Distinct but not Apart? Stigma Reduction and Cross-Industry Evaluative Spillovers: The Case of Medical Marijuana Legalization. *Academy of Management Journal*, 64(6).

CASTELLANETA, F., CONTI, R. and KACPERCZYK, A. (2020). The (Un) intended consequences of institutions lowering barriers to entrepreneurship: The impact on female workers. *Strategic Management Journal*, 41(7), pp. 1274-1304.

CONTI, R., GAMBARDELLA, A. and NOVELLI, E. (2019). Specializing in Generality: Firm Strategies When Intermediate Markets Work. *Organization Science*, 30(1), pp. 126-150.

CONTI, R. and VALENTINI, G. (2018). Super Parties? Assessing the Effect of Judicial Independence on Entry. *Management Science*, 64(8), pp. 3517-3535.

CASTELLANETA, F., CONTI, R. and KACPERCZYK, A. (2017). Money secrets: How does trade secret legal protection affect firm market value? Evidence from the uniform trade secret act. *Strategic Management Journal*, 38(4), pp. 834-853.

CASTELLANETA, F., CONTI, R., VELOSO, F.M. and KEMENY, C.A. (2016). The effect of trade secret legal protection on venture capital investments: Evidence from the inevitable disclosure doctrine. *Journal of Business Venturing*, 31(5), pp. 524-541.

CONTI, R., GAMBARDELLA, A. and MARIANI, M. (2014). Learning to Be Edison: Inventors, Organizations, and Breakthrough Inventions. *Organization Science*, 25(3), pp. 833-849.

CONTI, R. (2014). Do non-competition agreements lead firms to pursue risky R&D projects? *Strategic Management Journal*, 35(8), pp. 1230-1248.

CONTI, R., GAMBARDELLA, A. and NOVELLI, E. (2013). Research on Markets for Inventions and Implications for R&D Allocation Strategies. *Academy of Management Annals*, 7(1), pp. 717-774.

## **OTHER RESEARCH ACTIVITIES**

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### **Associate Editor**

Since 2020 Strategic Management Journal

Since 2020 Management Science