

# DANILO MESSINESE

E-mail: [daniло.messinese@ie.edu](mailto:daniло.messinese@ie.edu) Website: <https://www.danilomessinese.com/>  
P.º de la Castellana, 259, 28029 Madrid, Spain  
Floor 22nd, Office 22.17

## ACADEMIC POSITIONS

---

<b>IE University, Department of Strategy</b> (Tower Campus, Madrid) Post Doctoral Fellow	<b>2023 - Present</b>
<b>SDA Bocconi – ION Management Science Lab</b> Research Affiliate	<b>2023 - Present</b>
<b>Bocconi University, Department of Technology and Innovation Management</b> Research Fellow	<b>2022</b>

## EDUCATION

---

<b>Bocconi University</b> <i>PhD cum laude in Management and Business Administration</i> Major in Technology & Innovation Management and Minor in Strategy Dissertation titled: “Essays on predictive and non-predictive strategies: real and simulated experiments” Committee: Professor Alfonso Gambardella (Co-chair), Professor Arnaldo Camuffo (Co-chair), Professor Miguel Espinosa	<b>2022</b>
<b>University of Bologna</b> <i>Post Graduate Degree in Mathematical Finance</i> Awarded summa cum laude for overall performance. Major in Stochastic calculus for risk management & Option pricing	<b>2015</b>
<b>University of Bologna</b> <i>MSc in Theoretical Physics</i> Academic scholar and awarded special grant to visit the University of Pierre et Marie Curie (Sorbonne University) as part of the program. Awarded 110 out of 110 for overall performance. Major in Quantum matter theory – Quantum statistical physics	<b>2014</b>
<b>University of Bari</b> <i>BSc in Physics</i> Awarded 105 out of 110 for overall performance. Major in Nuclear Fusion Physics	<b>2011</b>

## WORK EXPERIENCE (OTHER)

---

<b>Bain &amp; Company</b> (Milan office) <b>Consultant</b> Worked in the Financial Services practice. Involved in several projects across EMEA region helping C-level make better decisions and convert them in actions.	<b>2015 - 2017</b>
<b>UniCredit Group</b> (Milan) <b>Risk Analyst</b> 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.	<b>2014 - 2015</b>

## RESEARCH INTERESTS

---

- Entrepreneurial Strategy: Bayesian and non-Bayesian approaches to entrepreneurship
- Artificial Intelligence in Strategy: the impact of the adoption of AI tools in strategic decision-making
- Experimental economics: Lab & Field experiments

## JOURNAL PUBLICATIONS

---

- (1) Camuffo, A., Gambardella A., Messinese D., Novelli E., Paolucci, E. & Spina, C. (2024). A scientific approach to entrepreneurial decision-making: Large-scale replication and extension. *Strategic Management Journal*, 129. <https://doi.org/10.1002/smj.3580>

## WORKING PAPERS

---

- (2) "Theory-Based and Design-Based Approaches to Strategic Decisions" (with Gambardella A.)  
Rev&Resubmit at Organization Science.
  - Designated as a "best paper", 2022 AOM Annual Meeting, TIM Division
- (3) "Entrepreneurship and Unknown Events: Experimental Evidence" (with Camuffo A., Gambardella A.).  
Rej&Resubmit at Management Science
  - Finalist Best Conference Paper Prize, 2023 AOM Annual Meeting, STR Division
  - Designated as a "best paper", 2023 AOM Annual Meeting, STR Division

## RESEARCH IN PROGRESS

---

- (4) "The Devil is in The Tails. Entrepreneurial Uncertainty and Strategic Changes: Evidence from a field experiment in India" (with Frosi C.)  
In preparation for submission. Target journal: Organization Science
- (5) "The impact of AI tools on startup performance: Is it a Democratization?" (with Conti A.)  
write-up stage. Target journal: Management Science
- (6) "Entrepreneurs as scientists: evidence from a simulation game"  
write-up stage. Target journal: Strategic Entrepreneurship Journal
- (7) "Search space in theory-driven entrepreneurship: evidence from multiple field experiments" (with Novelli E.)  
data-analysis stage. Target journal: tbd
- (8) "Field experiments and A/B test as devices to make strategic decisions: evidence from a real-life case" (with Al-Kharafi B.\*, Santalò J.) \*CEO Zain Group  
set-up stage. Target journal: tbd

## SIDE ACADEMIC PROJECTS

---

- 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  
(average)Teaching evaluation 4.22/5

**2023**

### Bocconi University

*Course Director*

Computational application in management: undergraduate level  
Teaching evaluation 8.48/10

**2023**

Data driven analysis and decision-making in business: undergraduate level

**2022**

Teaching evaluation 8.18/10

*Instructor*

Data driven analysis and decision-making in business: undergraduate level **2022**

Teaching evaluation 8.22/10

Decision Analysis in management: Master level **2021; 2022**

Teaching evaluation 9.10/10

Management (ENG): undergraduate level **2021**

Teaching evaluation 8.93/10

Management (ITA): undergraduate level **2020**

Teaching evaluation 7.94/10

**Polytechnic of Milan – Bocconi University**

*Instructor*

Critical thinking and complex decision-making: Master level **2023**

**Idea Booster Lab** **2022**

*Instructor and Mentor*

Teaching market validation techniques to entrepreneurs (24-hour course)

---

**CONFERENCES, INVITED PRESENTATION AND WORKSHOPS**

**Strategy Science Conference**, Michigan (US), September 2024

**Bayesian Entrepreneurship Conference**, MIT Sloan, Boston (US), March 2024

**CEPR (IMO-ENT)**, Rome (IT), September 2023

**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

**Summer School on Plasma and Fusion Energy Physics**, organized by TEC-EURATOM, The Netherlands 2011

---

**FELLOWSHIPS, GRANTS AND AWARDS**

**2019** BUILT (Bocconi University Innovations in Learning and Teaching) grant

**2017-2021** Bocconi Full PhD Scholarship

**2014** University of Bologna grant

**2014** Government Scholarship

**2013** University of Bologna grant

**2011** EURATOM Scholarship

## SERVICE AND OTHER ACTIVITIES

---

**Reviewer** Management Science (since 2019)

**Reviewer** Strategic Management Journal (since 2018)

**Reviewer** Journal of Business Research (since 2022)

**Reviewer** Industrial and Corporate Change (since 2022)

**Reviewer**, Strategic Management Society Annual Conference (since 2017)

**Reviewer**, Academy of Management Annual Meeting (since 2017)

**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)

**Student Advising:** Co-supervising ten MSc dissertations, one Bachelor dissertation.

**Member**, Strategic Management Society

**Member**, Academy of Management

## OTHER SKILLS

---

Computer skills: Stata, Python, BLOOMBERG, VBA, Ucinet, HTML

Languages: Fluent in English, Italian native speaker