CHIARA SPINA

INSEAD, 1 Ayer Rajah Ave, Singapore 138676
E-mail: chiara.spina@insead.edu **Website:** www.chiaraspina.com

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

(1) 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

(2) "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, reject and resubmit, *Organization Science*

- Best Conference Paper Award Finalist at the Strategic Management Society Conference 2019
- Best Research Method Award Finalist at the Strategic Management Society Conference 2019

(3) “When do Entrepreneurs Benefit from Acting Like Scientists? A Field Experiment in the UK” (with Elena Novelli), revise and resubmit, *Strategic Management Journal*

- Academy of Management Best Paper Proceedings 2021
- Distinguished Paper Award Winner, Knowledge and Innovation, Academy of Management 2021
- Best Conference Paper Award Winner at the Strategic Management Society Conference 2021
- Best Conference Paper Award Winner at the DRUID Conference 2021

(4) “A Scientific Approach to Innovation Management: Evidence from Four Field Experiments” (with Arnaldo Camuffo, Alfonso Gambardella, Danilo Messinese, Elena Novelli, Emilio Paolucci), under review, *American Economic Review*

(5) “Sharing Stories About Venture Creation: How Crowdfunding Audiences React to Experimentation and Planning in Entrepreneurial Narratives” (with Charlie Williams), under review, *Organization Science*

WORK IN PROGRESS

(6) “What does Scientific Experimentation Mean for Entrepreneurial Performance? Evidence from a Field Experiment and Text Analysis”, *data analysis stage*

(7) “Scientific Entrepreneurs, Pivoting and the Cost of Experimentation: Evidence from Two Field Experiments” (with Daniele Battaglia), data collection to be completed in May 2021, *data-analysis stage*

(8) “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.

(9) “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*

(10) “Strategy and Structure in Early-Stage Entrepreneurial Firms: Experimental Evidence from India”, *data collection in progress*

(11) “Collaboration and Competition among Entrepreneurs: Evidence from Accelerator Programs”*, data collection in progress*

OTHER PUBLICATIONS

“Plug and Play: Matching Corporates with Start-ups to Accelerate Open Innovation”, INSEAD Case Study 6638, May 2021

“Founders, Apply the Scientific Method to Your Startup”, Harvard Business Review, November 2020

CONFERENCES, INVITED PRESENTATION AND WORKSHOPS

University of St. Gallen, Seminar, December 2021

University of Southern Denmark, Virtual Seminar, November 2021

Rotterdam School of Management, Virtual Seminar, October 2021

Strategic Management Society Annual Conference, September 2021

Entrepreneurship as Design Junior Scholar Symposium, September 2021

Academy of Management Annual Meeting, August 2021

Empirical Management Conference, Hosted virtually by Cornell Dyson, December 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

2021	Émergence Grant ($70,000)
2021	INSEAD Research and Development Grant ($2,500)
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 Grant ($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

INSEAD **2020-present**
Instructor, Corporate Entrepreneurship: Mastering Entrepreneurial Growth for Large Firms
Teaching Executives, MBA, and Master's students how to systematically identify and assess new growth opportunities for corporates through scientific experimentation

Bocconi University **2019-present**
Instructor, A Scientific Approach to Innovation Management, Coursera
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)

The Start-up Lab **2019**
Instructor and Mentor
Teaching market validation techniques to entrepreneurs, 21-hour course

Bocconi University **2018 – 2019**
Instructor
Teaching Management (45-hour course) and Business Strategy (25-hour course) to undergraduate students

Bocconi University **2016 – 2017**
Teaching Assistant

Bocconi University and University of Milan **2014 – 2017**
Guest Lecturer

SERVICE AND OTHER ACTIVITIES

Representative-at-Large, Entrepreneurship and Strategy, Strategic Management Society (2022-2023)

Organizer, CCC Brown Bag Seminar Series, Entrepreneurship division, Online (2020-2021)

Organizer, Strategy and Entrepreneurship Interest Group Summer Seminar Series, Online (2020)

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)

Reviewer, Strategic Entrepreneurship Journal (since 2021)

Reviewer, Organization Science (since 2021)

Reviewer, Journal of Political Economy (since 2020)

Reviewer, Management Science (since 2020)

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)

Member, Innovation Growth Lab Research Network