

# Curriculum



Nome Name:	Giovanni Battista
Cognome Surname:	DAGNINO

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Sito WEB WEB site:	<a href="https://lumsa.it/it/docenti/giovanni-battista-dagnino">https://lumsa.it/it/docenti/giovanni-battista-dagnino</a>

## **POSIZIONE PROFESSIONALE ATTUALE / CURRENT PROFESSIONAL POSITION:**

Posizione attuale Current position:	In Servizio
Qualifica Qualification:	Professore Ordinario
Ateneo/Ente/Azienda University/Institution/Company:	Libera Università degli Studi "Maria SS.Assunta" - LUMSA
Nazione Ateneo/Ente/Azienda University/Institution/Company Country:	ITA
Anno inizio Start Year:	2018
Anno fine End Year:	n.d.

## **PRECEDENTI ESPERIENZE LAVORATIVE (ULTIMI 10 ANNI) / PREVIOUS WORK EXPERIENCE ( LAST 10 YEARS):**

Qualifica Qualification:	Professore Ordinario
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Ateneo/Ente/Azienda University/Institution/Company	Università degli Studi di CATANIA
Posizione Sede Lavorativi (indicare Nazione e Città) Workplace Location (specify Country and City):	Catania, CT, Italia
Anno inizio Start Year:	2006
Anno fine End Year:	2018
Descrizione Description:	Professore Ordinario di Economia e Gestione delle Imprese

## LINGUE / LANGUAGES:

Lingua Language:	Inglese
Scrittura Writing:	C2
Comunicazione Communication:	C2

Lingua Language:	Spagnolo
Scrittura Writing:	A2
Comunicazione Communication:	B1

Lingua Language:	Francese
Scrittura Writing:	B1
Comunicazione Communication:	A2

## AREA/SETTORE SCIENTIFICO-DISCIPLINARE / AREA/SECTOR SCIENTIFIC-DISCIPLINARY

Area scientifico-disciplinare Area scientific-disciplinary:	Scienze economiche e statistiche
Area scientifico-disciplinare codice Area scientific-disciplinary code:	13
Settore scientifico-disciplinare codice Sector scientific-disciplinary code:	-Economia e gestione delle imprese -Economia aziendale
Settore scientifico-disciplinare codice Sector scientific-disciplinary code:	-ECON-07/A

**DESCRIZIONE DEI PRINCIPALI RISULTATI SCIENTIFICI  
CONSEGUITI NEGLI ULTIMI 10 ANNI (CON ANNESSO ELENCO DI  
MASSIMO 10 PUBBLICAZIONI) / DESCRIPTION OF THE MAIN  
SCIENTIFIC RESULTS ACHIEVED IN THE LAST 10 YEARS (WITH  
ATTACHED LIST OF MAXIMUM 10 PUBLICATIONS):**

Descrizione Description:	<i>Professor Dagnino is known internationally for his pioneering work and a stream of seminal publications in two relevant areas: (1) coopetition strategy, a novel field of study and practice he contributed to set off over a decade ago; and (2) the kickoff and extension of temporary advantage. In addition, he has published widely in a third strand, where is conducting a series of smart projects: (3) digital transformation strategy, phygital transition, digital mindset, and the management of AI, big data and advanced analytics.</i>
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**PUBBLICAZIONI / PUBLICATIONS:**

Anno della pubblicazione Year of publication:	2019
Citazione Citation:	DAGNINO G.B., Giachetti C., La Rocca M., Picone, P.M. (2019). Beyond the Curtains of International Diversification: An Agency Theory Perspective.. GLOBAL STRATEGY JOURNAL, vol. 9, p. 555-594, ISSN: 2042-5805, doi: doi.org/10.1002/gsj.1314

Anno della pubblicazione Year of publication:	2020
Citazione Citation:	Cennamo C., Dagnino G.B., Di Minin A., Lanzolla G. (2020). Managing Digital Transformation: Scope of Transformation and Modalities of Value Co-generation and Delivery. CALIFORNIA MANAGEMENT REVIEW, vol. 62, p. 5-16, ISSN: 0008-1256, doi: https://doi.org/10.1177/0008125620942136

Anno della pubblicazione Year of publication:	2021
Citazione Citation:	Minàgrave; A., Dagnino G.B. (2021). Foundations of Coopetition Strategy. A Framework for Competition and Cooperation. ROUTLEDGE-GIAPPICHELLI STUDIES IN BUSINESS AND MANAGEMENT, p. 1-188, Routledge, ISBN: 9781032181271

Anno della pubblicazione Year of publication:	2017
Citazione	Giachetti C, DAGNINO, Giovanni Battista (2017).

Citation:	The Impact of Technological Convergence on Firms' Product Portfolio Strategy: An Information-based Imitation Approach. R & D MANAGEMENT, ISSN: 0033-6807, doi: 10.1111/radm.12116
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Anno della pubblicazione Year of publication:	2015
Citazione Citation:	Baglieri D, Carfà D, DAGNINO G (2015). A Coopetitive Game Model for Asymmetric R and D Alliances within a generalized "Reverse Deal". In: . (a cura di): Centorrino G, Economia e Territorio. Profili economici, aziendali e statistici. . ROMA:Aracne, ISBN: 978-88-548-9106-7

Anno della pubblicazione Year of publication:	2022
Citazione Citation:	Amata R., DAGNINO G.B., Minà A., Picone P.A. (2022). Managing Coopetition in Diversified Firms: Insights from a Qualitative Case Study. LONG RANGE PLANNING, vol. 55, ISSN: 0024-6301, doi: 50024630121000595

Anno della pubblicazione Year of publication:	2021
Citazione Citation:	Mariani M., Bresciani S., Dagnino G.B. (2021). The competitive productivity (CP) of tourism destinations: an integrative conceptual framework and a reflection on big data and analytics. INTERNATIONAL JOURNAL OF CONTEMPORARY HOSPITALITY MANAGEMENT, vol. 33, p. 2970-3002, ISSN: 0959-6119, doi: 10.1108/IJCHM-09-2020-1102

Anno della pubblicazione Year of publication:	2021
Citazione Citation:	Dagnino G.B., Minà A. (2021). Unraveling the Philosophical Foundations of Coopetition. MANAGEMENT AND ORGANIZATION REVIEW, vol. 17, p. 490-523, ISSN: 1740-8776, doi: 10.1017/mor.2020.68

Anno della pubblicazione Year of publication:	2021
Citazione Citation:	Dagnino G.B., Resciniti R. (2021). Introduction to the Special Issue: The Age of Digital Internationalization: Strategic Capabilities, Cultural Distance and Customer Value. THE JOURNAL OF MANAGEMENT AND GOVERNANCE, vol. 25, p. .967-981, ISSN: 1385-3457, doi: 10.1007/s10997-021-09603-8

Anno della pubblicazione Year of publication:	2025
Citazione Citation:	Picone P.M., Di Paola N., Dagnino G.B. (2025). Hubristic founders and entrepreneurial exit: a proposed framework. SMALL BUSINESS ECONOMICS, p. 1-24, ISSN: 0921-898X, doi: 10.1007/s11187-024-00992-2

**DESCRIZIONE DEI PRINCIPALI PROGETTI DI RICERCA E PREMI CONSEGUITI NEGLI ULTIMI 10 ANNI (CON ANNESSO ELENCO DI MASSIMO 10 RISULTATI, INCLUDENDO, A TITOLO DI ESEMPIO, PRINCIPAL INVESTIGATOR O COORDINATORE LOCALE DI PROGETTI DI RICERCA COMPETITIVI NAZIONALI O INTERNAZIONALI, SIGNIFICATIVI PREMI CONSEGUITI PER LA PROPRIA ATTIVITÀ DI RICERCA)/ DESCRIPTION OF THE MAIN RESEARCH PROJECTS AND AWARDS AWARDED IN THE LAST 10 YEARS (WITH ATTACHED LIST OF MAXIMUM 10 ACHIEVEMENTS, INCLUDING, FOR EXAMPLE, PRINCIPAL INVESTIGATOR OR LOCAL COORDINATOR OF NATIONAL OR INTERNATIONAL COMPETITIVE RESEARCH PROJECTS, SIGNIFICANT AWARDS AWARDED FOR YOUR RESEARCH ACTIVITY):**

<p>Descrizione Description:</p>	<p><i>Sage Publications Top 10 Most Cited CMR Articles on SAGE Journals Site in 2023, 2024 Published in California Management Review Italian Society of Management, Italian Academy of Management, and University of Rome LUMSA Workshop “The Emerging Role of Generative Artificial Intelligence in Business”, 2024 Best Paper Award Fellows of the Academy of Management &amp; Community for Responsible Research in Business and Management, 2023 Nominated for the 2023 Responsible Research in Management Awards, for the authored book Foundations of Coopetition Strategy. A Framework for Competition and Cooperation. Routledge Wiley Publishing Top Downloaded Article during First 12 Months of Publication, 2023 Published in the European Management Review Wiley Publishing Top Cited Article 2021-2022, 2023 Published in the International Journal of Management Reviews Wiley Publishing Top Cited Article 2021-2022, 2023 Published in the European Management Review Wiley Publishing Top Downloaded Article 2019-2020, 2022 Published in the International Journal of Management Reviews Wiley Publishing Top Cited Article 2020-2021, 2022 Published in the International Journal of Management Reviews Italian Society of Management, Italian Academy of Management, and University of Rome LUMSA Workshop “Phygital Transformation: Components, Challenges and Prospects Conference”, 2022 Best Paper Award Runner-Up</i></p>
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<p>Descrizione Description:</p>	<p>Italian Ministry of University and Research - Research Project of National Relevance, 2023-2025 Deputy Principal Investigator and Coordinator of the LUMSA Unit Research Project “Tradition-driven Innovation: Historical and cultural heritage as a source of innovation for Italian firms”. Conducted by Polytechnic of Milan (coordinator), LUMSA Palermo, and University of</p>
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	<p>Bolzano. Funding: Euros 288,955 - LUMSA Unit Quota Euros 68,927; project involvement, 9 researchers; LUMSA team, three researchers and one post-doc fellow Region of Sicily – Regional Ministry of Agriculture, Rural Development and Fishing, 2021-2022 Coordinator of the LUMSA Unit Pilot Project “Pescaplastica” for the writing, delivery, and execution of the experimentation of the developmental potential of the fishing of plastics. Consortium led by ISMed-CNR Italian National Research Council. Funding: Euros 130,000; LUMSA Unit Quota: Euros 12,000 National Science Foundation – Funding for Supporting NSF Conference Attendance, 2015 Funding to Support Attendance to the NSF Knowledge Conference 2015 “Facilitating the Creation and Transfer of Knowledge”, Wharton School, University of Pennsylvania, July 27-28 (US\$ 1,420) European Commission – Framework Programme -7 SSH-2007-2.2.1 Regional Development Challenges in an Evolving International Context, Jan. 2009-Mar. 2011 Lead Investigator of the Catania Unit Collaborative Research Project: “FRIDA-Fostering Regional Innovation and Development through Anchors and Networks: A Cross Regional Comparison in an Evolving International Context” - Conducted by the Universities of Bologna, Catania, Grenoble Ecole de Management, Katowice, Mannheim, SPRU Sussex, Ukraine. Funding: Euros 1,275.000 - Catania Unit Quota Euros 213,000 Catania team, nine people: eight researchers and one administrative officer</p>
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**DESCRIZIONE DEI PRINCIPALI RISULTATI CONSEGUITI NEGLI ULTIMI 10 ANNI IN TERMINI DI SVILUPPO DI RETI E RELAZIONI SCIENTIFICHE NAZIONALI E INTERNAZIONALI (CON ANNESSO ELENCO DI MASSIMO 5 RISULTATI, INCLUDENDO, A TITOLO DI ESEMPIO, PARTECIPAZIONE O ORGANIZZAZIONE DI CONVEGNI NAZIONALI E INTERNAZIONALI; CONTRIBUTI A CONSORZI DI RICERCA) / DESCRIPTION OF THE MAIN RESULTS ACHIEVED IN THE LAST 10 YEARS IN TERMS OF DEVELOPMENT OF NATIONAL AND INTERNATIONAL SCIENTIFIC NETWORKS AND RELATIONS (WITH ATTACHED LIST OF MAXIMUM 5 RESULTS, INCLUDING, FOR EXAMPLE, PARTICIPATION OR ORGANIZATION OF NATIONAL AND INTERNATIONAL CONFERENCES; CONTRIBUTIONS TO RESEARCH CONSORTIA):**

Descrizione Description:	
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Descrizione Description:	<p>Strategic Management Society Special Conference, LUMSA Palermo 2025 Co-Chair and Organizer of International Conference “The Role of Business in Addressing Unsolved Grand Challenges: Firms, Platforms and Ecosystems” (with S. Alvarez, J.B. Barney, J. Harrison, and A. Minà) University of Rome LUMSA, Palermo Campus: May 21-23, 2025 (220 attendees) Strategic Management Society Special Conference, LUMSA Palermo 2025 Co-Chair of</p>
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	Pre-Conference PhD Student and Early Career Consortium (with P.M Picone and Shaz Ansari) University of Rome LUMSA, Palermo Campus: May 21, 2025 (30 young scholars)
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Descrizione Description:	Organization Studies Methodology Development Workshop, Palermo 2025 Organizer of the Method/ology Development Workshop "Research and in Organization Studies in Digital Times" (with Tamar Zilber and Paolo Quattrone) This PDW is directly aimed at developing methodology-oriented papers using digital methods Palazzo Butera, Palermo April 23-24th Organization Studies Interpretative Methodology Development Workshop, Palermo 2023 Organizer of the Interpretative Method/ology Development Workshop in Organization Studies (with Tamar Zilber, Paolo Quattrone, and Arabella Mocciaro Li Destri) This PDW is directly aimed at developing methodology-oriented papers Palazzo Butera, Palermo October 19-20th Organization Studies Paper Development Workshop, Palermo 2023 Organizer of the International Paper Development Workshop in Organization and Management Studies (with Renate Meyer, Paolo Quattrone, and Anna Minà) Co-sponsored by Organization Studies and LUMSA This PDW is directly aimed at emerging scholars from countries in the Mediterranean region and beyond, Palazzo Butera, Palermo April 13-14th
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**DESCRIZIONE DEI PRINCIPALI RISULTATI CONSEGUITI NEGLI ULTIMI 10 ANNI IN TERMINI DI SUPPORTO ALLA COMUNITÀ SCIENTIFICA (CON ANNESSO ELENCO DI MASSIMO 5 RISULTATI, INCLUDENDO, A TITOLO DI ESEMPIO, RESPONSABILITÀ DI DIREZIONE DI COMITATI EDITORIALI; INCARICHI DI VALUTAZIONE DELLA RICERCA PRESSO ISTITUZIONI NAZIONALI O INTERNAZIONALI; RESPONSABILITÀ ISTITUZIONALI ALL'INTERNO DELL'ISTITUZIONE DI APPARTENENZA O DI ALTRE ISTITUZIONI) / DESCRIPTION OF THE MAIN RESULTS ACHIEVED IN THE LAST 10 YEARS IN TERMS OF SUPPORT TO THE SCIENTIFIC COMMUNITY (WITH ATTACHED LIST OF MAXIMUM 5 RESULTS, INCLUDING, FOR EXAMPLE, MANAGEMENT RESPONSIBILITIES OF EDITORIAL COMMITTEES; RESEARCH EVALUATION ROLES AT NATIONAL OR INTERNATIONAL INSTITUTIONS; INSTITUTIONAL RESPONSIBILITIES WITHIN THE INSTITUTION OF AFFILIATION OR OTHER INSTITUTIONS):**

Descrizione Description:	
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Descrizione Description:	Co-Editorship Journal of Management and Governance 2020-2022; 2023-2026 Associate Editorship Long Range Planning 2013-2016
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Descrizione Description:	University-wide Appointments (LUMSA University 3 Departments; 9100 students; 450 professors; 150 staff) Founder and Academic Director LICAIM LUMSA International Research Center for Artificial Intelligence Management, 2024-2027 Director LUMSA EMBA-Executive Master of Business Administration, 2021-to date Director of LUMSA-BIP-Business Innovation Partners Executive Course on Sustainability Management, 2025-to date Member of LUMSA Sustainability Commission, 2024-2027 Departmental Appointments - Department of Law, Economics and Communication Founding Doctoral Committee Member, 2020-to date Doctoral Program in Mediterranean Studies. History, Law and Economics External Appointments & Elective Offices Journal of Management and Governance Co-Editor, 2020-2022; 2023-2026 Italian Society of Management Artificial Intelligence in Management Interest Group Founder and Coordinator, 2024-2027
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**DESCRIZIONE DEI PRINCIPALI RISULTATI CONSEGUITI NEGLI ULTIMI 10 ANNI IN TERMINI VALORIZZAZIONE DELLE CONOSCENZE (CON ANNESSO ELENCO DI MASSIMO 3 RISULTATI, RELATIVI ALLA PARTECIPAZIONE DEL CANDIDATO ALLE ATTIVITÀ DI VALORIZZAZIONE DELLE CONOSCENZE) / DESCRIPTION OF THE MAIN RESULTS ACHIEVED IN THE LAST 10 YEARS IN TERMS OF KNOWLEDGE VALORIZATION (WITH ATTACHED LIST OF MAXIMUM 3 RESULTS, RELATING TO THE CANDIDATE'S PARTICIPATION IN KNOWLEDGE VALORIZATION ACTIVITIES):**

Descrizione Description:	
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**Informazioni aggiornate alla data di candidatura 03-06-2025**

**Giovanni Battista DAGNINO**

*Il presente curriculum costituisce allegato e parte integrante dell'incarico sottoscritto*