

Raffaele CONTI

Professor

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Department: Management

Campus de Cergy

DIPLOMAS

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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
(University of Pisa Italy) |

CAREER

FULL-TIME ACADEMIC APPOINTMENTS

- | | |
|-------------------|-------------------------------------------------------------------------------|
| 2021 - Now | Professor (ESSEC Business School France) |
| 2017 - 2021-05-31 | Associate Professor (Catolica Lisbon School of Business & Economics Portugal) |
| 2011 - 2016-12-31 | Assistant Professor (Catolica Lisbon School of Business & Economics Portugal) |

OTHER ACADEMIC APPOINTMENTS

- | | |
|-------------------|--------------------------------------------------------------------------|
| 2021 - 2025-05-31 | Chaired Professor "Strategy & Innovation" (ESSEC Business School France) |
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PUBLICATIONS

PRESENTATIONS AT AN ACADEMIC OR PROFESSIONAL CONFERENCE

[CONTI, R. \(2023\). The Methodological Frontier of Empirical Identification. Dans: 83rd Annual Meeting of the Academy of Management. Boston.](#)

[CONTI, R. \(2022\). Who Gains and Loses from More Information in Technology Markets? Evidence from the Sunshine Act. Dans: 2022 Academy of Management Annual Meeting. Seattle.](#)

JOURNAL ARTICLES

[CONTI, R. \(2015\). Regional R&D Decentralization and Breakthrough Inventions: A Tale of Two Mechanisms. *Industry and Innovation*, 22\(1\), pp. 59-78.](#)

[ARANDA, A.M., CONTI, R. et 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. et 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. et NOVELLI, E. \(2019\). Specializing in Generality: Firm Strategies When Intermediate Markets Work. *Organization Science*, 30\(1\), pp. 126-150.](#)

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

[CASTELLANETA, F., CONTI, R. et 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.](#)

[CONTI, R., GAMBARDELLA, A. et 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.](#)

[CASTELLANETA, F., CONTI, R., VELOSO, F.M. et 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., KACPERCZYK, A. et VALENTINI, G. \(2022\). Institutional protection of minority employees and entrepreneurship: Evidence from the LGBT Employment Non-Discrimination Acts. *Strategic Management Journal*, 43\(4\), pp. 758-791.](#)

[CONTI, R., GAMBARDELLA, A. et NOVELLI, E. \(2013\). Research on Markets for Inventions and](#)

[Implications for R&D Allocation Strategies. *Academy of Management Annals*, 7\(1\), pp. 717-774.](#)

[CONTI, R. et 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.](#)

[PADULA, G., NOVELLI, E. et CONTI, R. \(2015\). SMEs inventive performance and profitability in the markets for technology. *Technovation*, 41-42, pp. 38-50.](#)

[CASTELLANETA, F. et CONTI, R. \(2017\). How does acquisition experience create value? Evidence from a regulatory change affecting the information environment. *European Management Journal*, 35\(1\), pp. 60-68.](#)

[ZHANG, H., BRANSTETTER, L., CONTI, R. et MAMADEHUSSENE, S. \(2023\). Who gains and who loses from more information in technology markets? Evidence from the Sunshine Act. *Strategic Management Journal*, 44\(10\), pp. 2377-2412.](#)

[CONTI, R., GODINHO DE MATOS, M. et VALENTINI, G. \(2024\). Big Data Analytics, Firm Size, and Performance. *Strategy Science*, 9\(2\), pp. 135-151.](#)

[CASTELLANETA, F., CONTI, R., KACPERCZYK, A. et MAMADEHUSSENE, S. \(2025\). The Indirect Effect of Entrepreneurship on Pay Dispersion: Entry Cost Reduction, Mobility Threat, and Wage Redistribution Within Incumbent Firms. *Organization Science*, 36\(1\), pp. 452-476.](#)

[CASTELLANETA, F., CONTI, R. et KACPERCZYK, A. \(2025\). Gender Gap in Startup Recruiting: Evidence from Changes in Termination Costs. *Management Science*, In press.](#)

[MARCHESINI, G., CONTI, R. et VALENTINI, G. \(2026\). More Light but Less Sight? The Dual Effect of Information Transparency on Firm Innovation. *Journal of Management*, In press.](#)

BOOK CHAPTERS

[CONTI, R. et AZEVEDO, S. \(2026\). Using Open-Source Hardware for Enhancing Lean Entrepreneurship. Dans: Hugo Plácido da Silva, Patrícia Justo Bota, Ana Sofia Cacais do Carmo eds. *Open Source Biomedical Engineering: Bridging the Gap Between Sensing, Processing, and Visualization*. 1st ed. Cham: Springer Nature Switzerland, pp. 157-171.](#)

RESEARCH ACTIVITIES

Senior or Associate Editor

2020 - Now: Associate Editor of Strategic Management Journal

2020 - Now: Associate Editor of Management Science