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Publications

Books

1. Fontana R. (with Corrocher N., Malerba F., Perrone V.) (2012) *Poste Italiane. Innovation – a winning strategy*. EGEA, Milano

Forthcoming book

2. Expected completion: June, 2017. *The evolution of high-tech industries: An economic analysis of the Local Area Network industry*. Cambridge University Press.

Articles in referred journals

1. Fontana R. (with Adams P., Malerba F.) Bridging Knowledge Resources: The Location Choices of Spinouts. *Strategic Entrepreneurship Journal*, forthcoming.
2. Fontana R. (with Bodas Freitas I., Castellacci F., Malerba F., Vezzulli A.) (2017) Sectors and the additionality effects of R&D tax credits: A cross-country micro-econometric analysis. *Research Policy*, 46(1), 57-72.
3. Fontana R. (with Camerani R., Corrocher N.) (2016) Drivers of diffusion of consumer products: empirical evidence from the Digital Audio Player market. *Economics of Innovation and New Technology*, 25(7), 731-745.
4. Fontana R. (with Adams P., Malerba F.) (2016) User industry spin-outs: downstream industry knowledge as a source of new firm entry and survival. *Organization Science*, 27(1), 18-35.
5. Fontana R. (with Vezzulli A.) (2016) Technological leadership and persistence in product innovation in the Local Area Network industry 1990-1999. *Research Policy*, 45, 1604-1619.
6. Fontana R. (with Malerba F., Marinoni A.) (2016) Pre-entry experience, technological complementarity, and the survival of de-novo entrants. Evidence from the US telecommunications industry. *Economics of Innovation and New Technology*, 25(6), 573-593.
7. Fontana R. (with Zirulia L.) (2015) '...then came Cisco and the rest is history'. A history friendly model of the Local Area networking industry. *Journal of Evolutionary Economics*, 25, 875-899.
8. Fontana R. (with Nuvolari A., Shimizu H., Vezzulli A.) (2013) Reassessing patent propensity: evidence from a data-set of R&D awards, 1977-2004. *Research Policy*, 42(13), 1780-1792.
9. Fontana R. (with Adams P., and Malerba F.) (2013) The magnitude of innovation by demand in a sectoral system: the role of industrial users in semiconductors. *Research Policy*, 42(1), 1-14.
10. Fontana R. (with Nuvolari A., Shimizu H., Vezzulli A.) (2012) Schumpeterian patterns of innovation and the sources of breakthrough inventions: evidence from a data-set of R&D awards. *Journal of Evolutionary Economics*, 22(4), 785-810.
11. Fontana R. (with Adams P., and Malerba F.) (2012) User knowledge in high technology innovation: an empirical analysis in the semiconductor industry. *International Journal of Technology Management*, 58(3-4), 284-299.
12. Fontana R. (with Balconi M.) (2011) Entry and innovation. An analysis of the fabless semiconductor business. *Small Business Economics*, 37, 87-106.
13. Fontana R. (2011) Technological disequilibrium. Price indexes in hubs for Local Area Networks. *Telecommunications Policy*, 35, 64-73.
14. Fontana R. (with Bodas Freitas I., Clausen T., Verspagen B.) (2011) Formal and Informal External Linkages and firms' Innovative Strategies. A Cross-Country Comparison. *Journal of Evolutionary Economics*, 21, 91-119.
15. Fontana R. (with Crespi G., Geuna A., D'Este P.) (2011) The impact of academic patenting on university research and its transfer. *Research Policy*, 40(1), 55-68.

16. Fontana R. (with Malerba F.) (2010) Entry, demand and survival in the semiconductor industry. *Industrial and Corporate Change*, 19(5), 1629-1654.
17. Fontana R. (with Nesta L.) (2010) Pre-entry Experience, Post-entry Learning and Firm Survival. Evidence from the Local Area Networking Switch Industry. *Structural Change and Economic Dynamics*, 21(1), 41-49.
18. Fontana R. (with Nesta L.) (2009) Product innovation and survival in a Hi-Tech industry. *Review of Industrial Organization*, 34(4), 287-306.
19. Fontana R. (with Nuvolari A. and Saviotti P.P.) (2009) Introduction to the Journal of Evolutionary Economics special issue: the product characteristics approach to innovation studies (Fontana R. Nuvolari A. and Saviotti P.P. editors). *Journal of Evolutionary Economics*, 19(4), 463-469.
20. Fontana R. (with Castaldi C. and Nuvolari A.) (2009) 'Chariots of Fire': the Evolution of Tank Technology 1915-1945. *Journal of Evolutionary Economics*, 19(4), 545-566.
21. Fontana R. (with Nuvolari A. and Verspagen B.) (2009) Mapping technological trajectories as patent citations networks. An application to data communications standards. *Economics of Innovation and New Technology*, 18(4), 311-336.
22. Fontana R. (2008) Competing technologies and market dominance: standard 'battles' in the Local Area Networking industry. *Industrial and Corporate Change*, 17(6), 1205-1238.
23. Fontana R. (with Guerzoni M.) (2008) Incentives and uncertainty: an empirical analysis on the role of demand upon innovation. *The Cambridge Journal of Economics*, 32(6), 927-946.
24. Fontana R. (with Corrocher N.) (2008) Expectations, network effects and timing of technology adoption: some empirical evidence from a sample of SMEs in Italy. *Small Business Economics*, 31(4), 425-441.
25. Fontana R. (with Corrocher N.) (2008) Objectives, obstacles and drivers of ICT adoption. What do IT managers perceive? *Information Economics and Policy*, 20(3), 229-242.
26. Fontana R. (with D'Este P.) (2007) What drives the emergence of entrepreneurial academics? A study on collaborative research partnerships in the UK. *Research Evaluation*, 16(4), 257-270.
27. Fontana R. (with Nesta L.) (2007) Innovation et selection des firmes de l'industrie des equipements en reseaux locaux, *Revue de l'OFCE*, 100(1), 121-142.
28. Fontana R. (2007) Technical change, prices and communications technology: insights from the Local Area Networking industry, *Technological Forecasting & Social Change*, 74(3), 313-330.
29. Fontana R. (with Geuna A., and Matt M.) (2006) Factors affecting University-Industry R&D projects: the importance of searching, screening and signalling, *Research Policy*, 35(2), 309-323
30. Fontana R. (with Nesta L.) (2006) Product Entry in a fast growing industry: the LAN switch market, *Journal of Evolutionary Economics*, 16(1-2), 45-64

Chapters in books

31. Fontana R. (with Malerba F., Marinoni A.) (2015) Knowledge intensive entrepreneurship in different sectoral systems: a taxonomy. In Malerba F., Caloghirou Y., McKelevey M., Radosevic S. (eds.) *Dynamics of knowledge intensive entrepreneurship: business strategy and public policy*, Routledge.
32. Fontana R. (with Camerani R., Corrocher N.) (2015) Competing for product innovation in knowledge intensive industries. The case of the Digital Audio Player industry. In Malerba F., Caloghirou Y., McKelevey M., Radosevic S. (eds.) *Dynamics of knowledge intensive entrepreneurship: business strategy and public policy*, Routledge.
33. Fontana R. (with Malerba F.) (2014) Innovation Diffusion. In Teece D., Augier M. (eds.), *Palgrave Encyclopedia of Strategic Management*, Palgrave.
34. Fontana R. (with Nuvolari A., Shimizu H., Vezzulli A.) (2013) Schumpeterian patterns of innovation and the sources of breakthrough inventions: evidence from a data-set of R&D awards. In Andersen, E.S., Pyka A. (eds.) *Long Term Economic Development*, Springer.
35. Fontana R. (with Brusoni S.) (2010) Incumbents strategies for platform competition: shaping the boundaries of creative destruction. In Leoncini R., De Liso N. (eds.) *Internationalization, Technological Change and the Theory of the Firm*, Routledge.
36. Fontana R. (with Corrocher N., Parlanti C.) (2008) Adoption of VoIP applications in public and private organizations. In Lee I. (ed.) *Handbook of Research on Telecommunications Planning and Management for Business*, IGI Global Publications.
37. Fontana R. (with Geuna A., and Matt M.) (2006) Firm size and openness: the driving forces of University-Industry collaboration. In Caloghirou Y., Constantelou A., Vonortas N.S. (eds.) *Knowledge Flows in European Industry: Mechanisms and Policy Implications*, London, Routledge.

Manuscripts submitted to journals and/or currently under review (May 2017)

Under review

38. Fontana R. (with Camerani R., Corrocher N.) Entry time, pre-entry experience, and firms' exit in the Digital Audio Player industry. Under revision (second round): *Research Policy*.
39. Fontana R. (with Bodas Freitas I.) Formalized problem-solving practices and the effect of collaborations with suppliers on a firm's innovative performance. Under revision (second round): *Journal of Product Innovation Management*.

Submitted

40. Fontana R. (with Adams P., Marinoni A.) More 'Team' than 'Fame': Spinoff success in the U.S. television sitcom industry. Submitted to: *Industrial and Corporate Change*.
41. Fontana R. (with Camerani R., Corrocher N.) Were they pushed or did they jump? An empirical analysis of forced and unforced replacement of high-tech products. Submitted to *Journal of Marketing*.

Recent papers presented at conferences, workshops, and work in progress

42. Fontana R. (with Adams P., Malerba F.) Knowledge resources, spinouts and exit through acquisitions. Presented at *Eastern Academy of Management 2017 Conference*, Baltimore, May 11-13.
43. Fontana R. (with Adams P., Malerba F.) In my beginning is my end? Knowledge resources, spinouts and exit through acquisition. Presented at *the International Schumpeter Society 2016 Conference* Montreal, Canada.
44. Fontana R. (with Zirulia L.) How far from the tree does the (good) apple fall? Spin-out generation and the survival of high-tech firms. Presented at *Academy of Management Conference 2015*, Vancouver, Canada.

Personal information and professional experience

Personal life

- Married October 2009, Dr. Isabel Bodas de Araujo Freitas. Two daughters. Born November 2011. October 2013.

Education

- October 2002, PhD in Science and Technology Policy Studies, Science and Technology Policy Research Unit – University of Sussex (UK)
- October 1998, MSc in Science and Technology Policy Studies, Science and Technology Policy Research Unit – University of Sussex (UK)
- April 1996, Degree in Economics (Laurea), Università degli Studi di Pavia, Italy.

Professional positions at Universities

- January 2012 – present: Associate Professor of Applied Economics at University of Pavia, Department of Economics and Management
- December 2008 – December 2011: Tenured Assistant Professor of Applied Economics at University of Pavia, Department of Economics
- January 2005 – November 2008: Assistant Professor ('Non tenured') of Applied Economics at University of Pavia, Department of Economics
- October 2002 – November 2004: Post-doc Fellow at CESPRI – Bocconi University, Milano, Italy

Temporary academic appointments

- May 2014 – June 2014: Visiting Researcher at Telecom Ecole de Management (France)
- September 2012 – September 2013: Deputy director, Doctorate Research in Economics and Management of Technology, University of Pavia.
- November 2007 – June 2012: representing Italy in the Management Committee of the EU research project "ACTION ISO605" A Telecommunications Economics COST Network.
- October 2007 – January 2008: Visiting Fellow at Technical University of Eindhoven (The Netherlands)

Positions in academic organizations

- December 2004 – present: Research Fellow at ICRIOS (Invernizzi Center for Research on Innovation, Organization, Strategy and Entrepreneurship) (formerly KITEs-CESPRI) – Bocconi University, Milano, Italy

Membership in Academic Organizations

- Academy of Management
- International Joseph A. Schumpeter Society

Board Service/Conference Organization

- January 2017 – present: Evaluator of *European Research Council (ERC) ERC Proof of Concept 2017 Grant Scheme*
- Member Scientific committee of the *International Joseph A. Schumpeter Society*, Jena, July 27-30, 2014
- January 2013 – present: Advisory editor, *Journal of Evolutionary Economics*,
- Guest editor, Special issue of *Journal of Evolutionary Economics* on “The product characteristics approach to innovation studies”
- May 2010: DIME Workshop: ‘Measuring, Mapping and Modelling Technical Change’, Sant’Anna School of Advanced Studies, Pisa, Italy, 6-7 May, 2010;
- December 2009: DIME Workshop: ‘Industrial Dynamics and Sectoral Systems in Developing Economies’, Università Bocconi, Milano, 9-10 December, 2009;
- October 2008: DIME Conference: ‘Demand, Innovation and Industrial Dynamics’, Università Bocconi, Milano, 23-24 October, 2008;
- October 2007: DIME Workshop: ‘Demand, Product Characteristics and Innovation’, Friedrich Schiller University, Jena, 18-19 October, 2007;
- June 2007: Conference: ‘Knowledge Based Entrepreneurship: Innovation, Networks, and Systems’, Università Bocconi, Milano, 4-5 June, 2007;
- April 2007: DIME Workshop: ‘Demand and Innovation’, GREDEG – Sophie Antipolis, Nice, 26-27 April, 2007.

Service in professional community: request to referee

Strategic Management Journal, Research Policy, Industrial and Corporate Change, Small Business Economics, Journal of Evolutionary Economics, Industry & Innovation, Science and Public Policy, Information Economics and Policy, Economics of Innovations and New Technology, Structural Change and Economic Dynamics, Telecommunications Policy, Technovation, Regional Studies, Journal of Business Survey, Telematics & Informatics, International Journal of Technology Management, Technology Analysis and Strategic Management, Academy of Management Conference (2005-present), Danish Research Unit for Industrial Dynamics (DRUID) Summer Conference (2005-present).

Active participation in funded research projects

- 2013 – 2016: active researcher in the project: “Cre8tv – Unveiling Creativity”. This was a three years long EU funded research project. Principal investigator: Bruce Tether (Manchester University, UK)
- 2013 – 2015: active researcher and Work Package co-ordinator in the project: “R&D Policy by Sector: A Cross-Country Investigation”. This was a two years long research project funded by the Norwegian Research Council. Principal Investigator: Fulvio Castellacci (Norwegian institute of International Affairs, Norway)
- 2009 – 2012: active researcher in the project: “AEGIS – Advancing Knowledge-Intensive Entrepreneurship and Innovation for Economic Growth and Social Well-being in Europe”. This was a three years long EU funded research project. Principal Investigator: Franco Malerba (Bocconi University, Italy);
- 2007 – 2010 DG Research, European Commission, member of Management Committee “ACTION ISO605” A Telecommunications Economics COST Network.
- 2007 – 2010: active researcher and deputy co-ordinator of the project: “Cultural and Innovation Dynamics (CID): Explaining the Uneven Evolution of Human Knowledge”. This was a three years long EU funded research project within the programme “New and Emerging Science and

Technology” - Call identifier: FP6-2005-NEST-PATH Proposal No 043345. Principal Investigator: Stefano Brusoni (Bocconi University, Italy);

- 2005 – 2010 : active researcher and assistant co-ordinator for the Research Activity Line (RAL) 2 of the EU network of excellence DIME (Dynamics of Institutions and Markets in Europe). This was a five years long network of excellence funded by the EU within Framework Programme 6. Principal Investigator: Franco Malerba (Bocconi University, Italy);
- 2007-2009, PRIN 2006, active researcher at Pavia University within the research project, “Microeconomics and microelectronics: innovation, demand and vertical disintegration in the semiconductor industry”. This was a two years long research project funded by the Italian Ministry of University (MIUR). National Coordinator: Franco Malerba (Bocconi University, Italy); Local Coordinator: Margherita Balconi (University of Pavia, Italy);
- 2006-2009, FIRB 2007, active researcher at Pavia University within the research project: “Research and entrepreneurship in the knowledge society.” (RBNE039XKA). This was a three years long research project funded by the Italian Ministry of University (MIUR). National Coordinator: Franco Malerba (Bocconi University, Italy); Local Coordinator: Margherita Balconi (University of Pavia, Italy);
- 2004-2006: PRIN 2005, active researcher at Bocconi University within the research project: “Demand, Innovation and Industrial Dynamics”. This was a two years long research project funded by the Italian Ministry of University (MIUR). National and Local Coordinator: Franco Malerba (Bocconi University, Italy);

Invited seminars

- Telecom Ecole de Management (France), Grenoble Ecole de Management (France), UNU-MERIT, Maastricht University (The Netherlands), Universitat Autònoma de Barcelona (Spain), BETA – University of Strasbourg (France), SPRU – University of Sussex (UK), INGENIO – Polytechnic University of Valencia (Spain), ISEG – University of Lisbon (Portugal), CIRCLE – Lund University (Sweden), Hitotsubashi University (Japan), Technical University Eindhoven (The Netherlands), Utrecht University (The Netherlands), Università di Pavia (Italy), CESPRI-Università Commerciale Luigi Bocconi, (Italy).

Active participation in conferences (most recent 3 years)

- Industrial and Corporate Change Conference “*Beyond Technological Innovation and Diffusion. The Drivers of Economic Change and Economic Coordination: from Knowledge and Technology to Organizational Learning and Industrial Dynamics*”, December 12-14, 2016, Haas School of Business University of California, Berkeley;
- DRUID Summer 2016 Conference, Copenhagen, June 13-15 2016, Denmark;
- 3rd International Conference on “*The Dynamics of Entrepreneurship*”, Mannheim, June 6-7, 2016, Germany;
- *Academy of Management Conference 2015*, Vancouver, Canada.
- Conference of the *International Joseph A. Schumpeter Society*, Jena, July 27-30, 2014, Germany;

Participation in Doctoral dissertation committees

Name	University/Dept	Year complete	Duties
Lydia Christina Reichensperger	University of Pavia	Ongoing	Principal
Alessandro Caiani	University of Pavia	2012	Reading member
Eugenio Caverzasi	University of Pavia	2012	Reading member
Antoine Jean Godin	University of Pavia	2012	Reading member
Gianluca Capone	Bocconi University	2011	Reading member

Teaching

Doctorate level

- September 2016 – present: faculty member of PhD in Economics. Jointly organized by Sant’Anna School of Advanced Studies, Pisa, Italy & Institute of Advanced Studies (IUSS), Pavia Italy
- January 2013 – June 2014: ‘Economics and Management of Innovation’ (10 hours). PhD in Economics and Management, University of Pavia, Italy.

- May 2011: ‘Economics and Management of Innovation’ (15 hours). PhD in Economics and Management of Technology, University of Bergamo, Italy.

Master level

- February 2015 – present: ‘Innovation and firms’ strategy in ICT sectors’. Master in Economics and Management of Innovation and Technology, Bocconi University, Milano, Italy
- September 2012 – present: ‘Economics for the Digital Society’ (44 hours = 6 credits). Master in Computing Engineering, Faculty of Engineering, University of Pavia, Italy
- September 2010 – present: ‘Economics of Innovation and Industrial Dynamics’ (44 hours = 6 credits). Master in International Business and Economics, University of Pavia, Italy
- February 2008 – June 2010: ‘Econometric Methods for Innovation Studies’ (24 hours = 3 credits), Master in Economics and Management of Innovation and Technology, Bocconi University, Milano, Italy

Undergraduate level

- June 2004 – present: ‘Economics’ (44 hours = 6 credits) (in Italian), Faculty of Engineering, University of Pavia, Italy
- February 2003 – June 2004: Microeconomics (64 hours = 8 credits) (in Italian), Bocconi University, Milano, Italy
- March 2003 – March 2005: Industrial Economics (44 hours = 6 credits) (in Italian), Libera Università Cattaneo, Castellanza, Italy
- October 2002 – December 2002: Teaching assistant in Industrial Economics (in Italian), Bocconi University, Italy

Teaching evaluation scores

Title of the course	2015	2014	2013	2012	2011	2010	2009	2008
Economics*	8.98/10	8.77/10	8.67/10	8.73/10	9.01/10	8.68/10	7.77/10	8.59/10
Economics of Innovation and Industrial Dynamics**	8.90/10	9.02/10	8.28/10	8.20/10	7.87/10			
Economics for the Digital Society**	9.25/10	9.36/10	8.87/10					

Note: average score on a scale between 1 (lowest) and 10 (highest).

* Undergraduate course; **Master course;

Supervision of Master student research

Academic Year	#of theses
2016-2017	7
2015-2016	13
2014-2015	7
2013-2014	1
2012-2013	3
2011-2012	7
2010-2011	7
2008-2009	5
2007-2008	5

Pavia, May, 2017

Roberto Fontana