

## CURRICULUM VITAE

### Giulia Cancellieri

PhD, IMT School for Advanced Studies, Lucca.

E-mail: [giulia.cancellieri@imtlucca.it](mailto:giulia.cancellieri@imtlucca.it)

Research Assistant, Bocconi University.

[giulia.cancellieri@unibocconi.it](mailto:giulia.cancellieri@unibocconi.it)

Mobile: + 39-349-0834132

### ACADEMIC POSITIONS:

- *April 2016 –present* Research Assistant. Bocconi University. European Project ITSSOIN Impact of the Third Sector as Social Innovation.
- *February 2013 – July 2016* PhD in Management Science. IMT School for Advanced Studies, Lucca.
- *January, 2015 – September, 2015.* Visiting Research Scholar. The Stephen M. Ross School of Business. University of Michigan, United States of America. Strategy Department.
- *April, 2011 – December, 2012.* Research Assistant. Bocconi University, Milan. ASK Research Center. Projects: “Strategic and organizational development of Maggio Musicale Fiorentino”. “The Value Created by Teatro alla Scala”.
- *April, 2012 – December 2012.* SDA Bocconi School of Management, Milan. Tutor and Teaching Assistant of EMMAP, Executive Master in Management of Public Administration.

### EDUCATION:

- *July 2016-* PhD in Computer, Decisions and Systems Science/Management Science. IMT School for Advanced Studies, Lucca.
- *April 2011-* Master of Science in Economics and Management in Arts, Culture, Media and Entertainment (two years) with a final grade of 110/110. Bocconi University, Milan. *Dissertation:* Strategic Practices and Italian Opera Houses’ Performance.
- *June 2009* - Bachelor of Music. Piano degree (ten years), with a final grade of 103/110. Academy of Music “Achille Peri”, Reggio Emilia.
- *December 2007* - Bachelor of Economics and International Marketing (three years), with a final grade of 104/110. Università degli Studi di Modena e Reggio Emilia. Facoltà di Economia “Marco Biagi”. *Dissertation:* How fashion and dance make perfect partners. The case of Marella (Max Mara Group) and Fondazione Nazionale della Danza/ Compagnia Aterballetto.
- *July 2004* - High School Diploma. Scientific linguistic program, with a final grade of 100/100 (with honor). Liceo Scientifico “Aldo Moro”, Reggio Emilia.

## RESEARCH INTERESTS:

- Social Network,
- Creativity and Innovation,
- Categories and category spanning in markets,
- Arts management and public policies for the arts.

## RESEARCH SKILLS:

- Network analysis
- Panel data regression analysis
- Factor Analysis
- Spatial Econometrics for Political Scientist (ICPSR summer school in Spatial Econometrics for Contagion, Diffusion and Interdependence. Ann Arbor, University of Michigan).
- Extensive knowledge of STATA, UCINET, Excel.

## ARTICLES:

- Cancellieri, G., Turrini, A. 2016. The Phantom of Modern Opera: How Economics and Politics Affect Opera Houses' Programming Strategies. *International Journal of Arts Management*, 18(3): 25-36.
- Cancellieri, G., Riccaboni, M. 2015. From La Bohème to La Wally: How Organizational Status Affects the (Un)conventionality of Opera Repertoire. Accepted for Presentation at:
  - the 75<sup>th</sup> *Academy of Management Annual Meeting (AOM)*, Vancouver, British Columbia, Canada, August, 2015;
  - the 35<sup>th</sup> *Strategic Management Society Annual Conference (SMS)*, Denver Colorado, October, 2015;
  - the 31<sup>st</sup> *European Group of Organizational Studies (EGOS) Colloquium*, Athens, Greece, July, 2015.(An old version of this article has been published as a EIC working paper # 5/2015, ISSN: 2279-6894).
- Cancellieri, G. 2016 Giving La Traviata a Contemporary Twist? How Unconventionality and Network Closure Affect the Success of Innovation through Hybrids. Accepted for presentation at:
  - the 76<sup>th</sup> *Academy of Management Annual Meeting (AOM)*, Anaheim.
  - the *Strategic Management Society Special Conference* (Rome, 2016).
- Cancellieri, G. 2015. Strategic Practices and Italian Opera Houses' Performance: the Innovation Dilemma. *Mercati e Competitività*, 3: 39-59.
- Cancellieri, G., and Turrini, A. 2015. Le Cultural Factoris tra Iconicità e Management: un Benchmarking Europeo. *Economia & Management (Egea, Bocconi)*. Volume 5, Ottobre/Novembre. Dossier Istituzioni culturali, venti di riforma.

- Cancellieri, G., Turrini, A. 2015. Understanding the Profile of Omnivorous Music Consumers: Cultural Voracity vs. Taste Eclecticism. In the *13th International Conference on Arts and Cultural Management (AIMAC)*, Marseille, France, June, 2015. *Winner of the Best Conference Paper Award*.
- Cancellieri, G., Riccaboni, M. 2014. To Blend or Not to Blend: it's a Matter of Status and Networking Relationships. Paper accepted for presentation at the *30th European Group of Organizational Studies (EGOS) Colloquium*, Rotterdam, Netherlands, July, 2014.
- Cancellieri, G., Dubini, P. 2013. Innovating within tradition. The case of Italian Opera. In the *12th International Conference on Arts and Cultural Management (AIMAC)*, Bogotá, Colombia, June, 2013. *Winner of the Best Conference Paper Award*.
- Cancellieri, G., Turrini, A. 2012. Exploring Determinants of Programming Contemporary Music and Opera: Evidence from Italy. Accepted for presentation at the *17th International Conference of the Association for Cultural Economics International (ACEI)*, Kyoto, Japan, June, 2012.
- Cancellieri, G., Dubini, P. 2012. Innovative Practices and Opera Houses' Performance: Evidence from Italy'. In the *12th European Academy of Management Conference (EURAM)*, Elsevier, Rotterdam, Netherlands, June, 2012.
- Turrini, A., Cancellieri, G. 2012. 'Un' Opera da Finanziare in Privato'. [www.lavoce.info](http://www.lavoce.info), September.
- Cancellieri, G., Turrini, A. 2011. When the Curtain Goes Up: Investigating How Iconic Performing Arts Centers are Managed in Europe'. Paper presented at the *19th Conference of the European Network of Cultural Administration Training Centers (ENCATC)*, Helsinki, Finland, October, 2011.

#### **HONOR, AWARDS, RESEARCH GRANTS:**

- *June 2015. Best Conference Paper Award at AIMAC 2015 – International Conference on Arts and Cultural Management, Marseille, France.*
- *June 2013. Best Conference Paper Award at AIMAC 2013 – International Conference on Arts and Cultural Management, Bogotá, Colombia.*
- *Doctoral Scholarship 2013 – 2016. IMT Institute for Advanced Studies, Lucca.*

*2011-2012 Research Grant. Bocconi University and ASK Research Center. Research assistant on the following projects: "Strategic and organizational development of Maggio Musicale Fiorentino". "The Value Created by Teatro alla Scala".*

#### **TEACHING EXPERIENCES:**

*April, 2011 – February, 2013. Bocconi University.  
Tutor and Teaching Assistant in the following courses:*

- Performing Arts Management Workshop
  - Management of Cultural Institutions
  - Economics and Management of Public Administration
- Fondamenti di Organizzazione  
SDA Bocconi School of Management.
- Tutor and Teaching Assistant of the Executive Master in Management of Public Administration (EMMAP).

## PROFESSIONAL ACTIVITIES:

### Service

- *Academy of Management Annual Meeting*. Organization and Management Theory (OMT) Division Reviewer and Public and Nonprofit (PNP) Division Reviewer.
- *Strategic Management Society Annual Conference (SMS)*. Chair of the Session 'Profit and Nonprofit Organizations: Patterns of Collaboration and Competition'. Track C: 'Alternatives to For Profit Firms Logics: Learning from Family Firms, NGOs, Nonprofit and Beyond', Denver, 2015.
- Reviewer for the *International Journal of Arts Management (IJAM)*.

### Memberships:

- Academy of Management (OMT Division);
- Strategic Management Society (SMS).

## PROFESSIONAL EXPERIENCES (BEFORE PHD):

- *August, 2010 - December, 2010*  
The Solomon R. Guggenheim Foundation. "Peggy Guggenheim Collection"  
Fundraising Internship program (Membership and individual development).
- *March, 2010 – May, 2010*  
Fondazione Teatro Comunale di Modena "Luciano Pavarotti".  
(Fundraising and Marketing Internship).
- *September, 2007 –December, 2007*  
Fondazione Nazionale della Danza/ Compagnia Aterballetto.  
(Marketing Internship).

## LANGUAGE SKILLS:

- Italian (mother tongue), English (advanced level), French (intermediate level).