

# DANILO MESSINESE

Bocconi University - Via Roentgen 1, 20136, Milan (Italy)

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## EDUCATION

- 09/22 – 08/23    **Post Doc in Management and Business Administration**    Milano, Italy  
**Bocconi University**  
Currently working on predictive and non-predictive strategies under uncertainty, simulation games
- 09/17 – 06/22    **PhD in Management and Business Administration: cum laude**    Milano, Italy  
**Bocconi University**  
Major in Technology & Innovation Management and Minor in Strategic Management.  
Thesis: *Essays on predictive and non-predictive strategies: real and simulated experiments*  
Advisors: Professor Alfonso Gambardella, Professor Arnaldo Camuffo.
- 09/14 - 03/15    **Post Graduate Degree in Mathematical Finance: *summa cum laude***    Bologna, Italy  
**'Alma Mater Studiorum', University of Bologna**  
(Stochastic calculus for finance, Portfolio management, Financial risk measurement, Excel/VBA for finance, Financial markets, Fixed income trading, Derivatives, Term structure interest rates)
- 09/11 - 07/14    **MSc in Theoretical Physics: 110/110**    Bologna, Italy  
**'Alma Mater Studiorum' University of Bologna**  
Major in Quantum matter theory – Quantum statistical physics
- 09/07 – 07/11    **BSc in Physics: 105/110**    Bari, Italy  
**University of Bari**  
Major in Nuclear Fusion Physics

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## RESEARCH INTERESTS

- Strategic decision-making: optimal information acquisition, predictive and non-predictive decision-making approach
- Simulation games of business decisions under uncertainty
- Entrepreneurial finance: data-driven decision-making in venture capital firms
- Emerging phenomena in entrepreneurship: hackathons

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## RESEARCH IN PROGRESS

“Information acquisition with predictive and non-predictive strategies”, *working paper, included as “best paper” (AOM 2022, TIM Division)*, target: Management Science, Job Market Paper

Decision-makers can reduce uncertainty by acquiring information via a predictive or a non-predictive strategy. This paper tests a model of the implications of these two strategies. The model leverages data from a field experiment involving 308 entrepreneurs and 3,388 observations that trains the predictive group to use information to predict outcomes, and the non-predictive group to use information to shape actions. Consistently with the predictions of the model, the paper finds that the two groups collect less information to make a decision with respect to an untrained "pure" control group. However, only predictive entrepreneurs follow an optimal policy to acquire information because this policy rests solely on the prediction of the value of the idea. Conversely, non-predictive entrepreneurs pursue actions that they believe can be better or that depend on their preferences. The paper provides evidence of this mechanism, and shows that predictive decision-makers perform better.

“A Scientific Approach to Innovation Management: Theory and Evidence from Four Field Experiments” (with Arnaldo Camuffo, Alfonso Gambardella, Elena Novelli, Emilio Paolucci, Chiara Spina), *CEPR Discussion Paper No. DP15972*; target: Strategic Management Journal

“A scientific approach to decision-making: evidence from a lab experiment with a simulation game”, *working paper*; target: Strategic Management Journal

“Information acquisition to face uncertainty in venture capital firms”, *working paper, data analysis stage*

“Training Aspiring Entrepreneurs to Act like Scientist: A Field Experiment with Tech Start-ups in Italy” (with Daniele Battaglia, Alessandra Colombelli, Andrea Panelli, Emilio Paolucci, and Elisabetta Raguseo), *working paper*

“The Way You See the Problem is the Problem: Fostering Experimentation in New Entrepreneurial Teams” (with Chiara Spina), *Field experiment conducted in November 2019, data analysis stage*

Developed a Business Game “Start-up Legend” simulating the launch of a start-up

<https://startuplegend.unibocconi.it> (on invitation, please contact me)

Developed a Business Game (“The takeover”) simulating a M&A deal during the pandemic

<https://out.open-lab.com/thetakeover/>

Developed a multi-player Business Game (“High Voltage”) simulating the competition among players

(on invitation, please contact me)

## TEACHING EXPERIENCE

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### Bocconi University 2018 –2022

#### Lecturer

- Computational application in management: undergraduate level (course Director, ongoing course)
- Data driven analysis and decision-making in business: graduate level (Teaching evaluation *ongoing*)
- Decision Analysis in management: graduate level (Teaching evaluation 9.10/10)
- Management (ITA): undergraduate level (Teaching evaluation 8.93/10)
- Management (ENG): undergraduate level (Teaching evaluation 7.94/10)

#### Teaching Assistant

- Business Strategy: undergraduate level
- Economics of business strategy: undergraduate level
- International business (SDA Bocconi)

## CONFERENCES, INVITED PRESENTATION AND WORKSHOPS

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**Strategic Management Society Annual Conference**, London (UK), September 2022

**Academy of Management Annual Meeting**, Seattle (US), August 2022

**Strategic Management Society Special Conference**, Milan (IT), June 2022

**Consortium for Competitiveness and Cooperation (CCC) Conference**, ~~Minneapolis (USA)~~, held online, June 2021

**Smith Entrepreneurship Research Conference (SERC)**, ~~Maryland (USA)~~, held online, May 2021

**Smith Entrepreneurship Research Conference (SERC) Doctoral Consortium**, ~~Maryland (USA)~~, held online, May 2021

**Strategic Management Society Annual Conference**, ~~Toronto (Canada)~~, held online, October 2020

**Strategic Management Society Annual Conference Doctoral Consortium**, ~~Toronto (Canada)~~, held online, October 2020

**Strategy Entrepreneurship Innovation Doctoral Consortium**, Leuven (Belgium), September 2019

**Summer School on Plasma and Fusion Energy Physics**, organized by TEC-EURATOM, The Netherlands 2011

## WORK EXPERIENCE

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2015 - 2017	<b>Bain &amp; Company Consultant</b> Worked in the Financial Services practice. Involved in several projects across EMEA region: <ul style="list-style-type: none"><li>• structured finance (ABS risk due diligence, buy side)</li><li>• post M&amp;A IT-integration</li><li>• business transformation &amp; cost savings</li></ul> helping top executives make better decisions and convert them in actions.	Milan, Italy
2014 - 2015	<b>UniCredit Group Risk analyst</b> Developed models for Group liquidity risk and negative interest rate scenarios. Interacted on daily basis with Group legal entities. Reported directly to UCG top management.	Milan, Italy
2013 - 2014	<b>University Pierre et Marie Curie (UPMC) – INSP Researcher</b> Analyzed data and developed theoretical model for an international physics experiment on nanotechnology	Paris, France

## SERVICE AND OTHER ACTIVITIES

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**Co-founder**, InnoVentureLab, pre-acceleration program in Milan and Turin, Italy (2020)

**Co-founder**, Idea to Start-up Lab, pre-acceleration program in Hyderabad, India (2020)

**Co-founder**, Hack4Change, entrepreneurial hackathon in Milan, Italy (2019)

**Reviewer** Strategic Management Journal (since 2019), Management Science (since 2021)

**Student Advising:** Co-supervising ten MSc dissertations, 1 Bachelor dissertation

**Member**, Strategic Management Society

**Member**, Academy of Management

## OTHER SKILLS

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Computer skills: Excel, Stata, Python, Power Point, BLOOMBERG, VBA, Ucinet, LaTeX, HTML

Languages: Fluent in English, Italian native speaker

Additional: Love Surfing, playing basketball, reading classic American writers.

## REFERENCES

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### **Alfonso Gambardella**

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