

Marco Tortoriello

Full Professor



Knowledge Group: Strategy and Operations

Research Domains: Competitive Strategy

Teaching Domains: Strategic & Business Planning, Competitive Advantage, Industry Analysis, Competitive Positioning

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Biography

Marco Tortoriello is a Full Professor at the Department of Management and Technology at Università Bocconi. From January 2017 to December 2020, he was the Associate Dean of, Masters Division of SDA Bocconi..

His collaboration with SDA Bocconi began in 2015. He has extensive experience designing and delivering executive education programs with companies in a variety of industries such as utilities, financial services/insurance, consulting services, car manufacturing/car components and personal products.

His research activities focus on three main areas: informal networks within and across organizations, knowledge sharing and organizational innovation.

His research has been published in prestigious academic journals such as the Academy of Management Journal, Organization Science, the Strategic Management Journal, Annals of the Academy of Management and Communications of the ACM, among others. He is a member of the Editorial Board of the Academy of Management Journal and Organization Science. He is a referee for some of the leading National Science Foundations including the US National Science Foundation (NSF). He has been an Associate Professor of Strategic Management at IESE Business School and an Assistant Professor of Strategy at HEC Paris. He has won many awards for his research activities, including the Organization Science Extraordinary Service Award to the Editorial Board in 2016 and the Foundation HEC Research Grant award in 2009.

Marco has a degree from Università Bocconi, a Master of Science in Industrial Administration from the Graduate School in Industrial Administration, Carnegie Mellon University (Pittsburgh, USA) and a Ph.D. in Industrial Administration from the Tepper School of Business, Carnegie Mellon University (Pittsburgh, USA). Since 2019 he has been an Associate Editor at the Academy of Management Journal.

Proceedings/Presentations

The Ties that Nurture: Expressive Simmelian Ties, Instrumental Brokerage, and Individual Performance

SODA, G., M. TORTORIELLO, M. GÓMEZ-SOLÓRZANO, "The Ties that Nurture: Expressive Simmelian Ties, Instrumental Brokerage, and Individual Performance" in Intra-Organizational Networks Conference (ION Conference), April 14-16, 2023, Lexington, KY, United States of America

The Ties that Nurture: Expressive Simmelian Ties, Instrumental Brokerage, and Individual Performance

SODA, G., M. TORTORIELLO, M. GÓMEZ-SOLÓRZANO, "The Ties that Nurture: Expressive Simmelian Ties, Instrumental Brokerage, and Individual Performance" in 36th EGOS Colloquium, July 2-4, 2020, Hamburg, Germany

Assessing Competence in Workplace? The Role of Network Ties and Proximity

TORTORIELLO, M., S. PARUCHURI, "Assessing Competence in Workplace? The Role of Network Ties and Proximity" in 77th Annual Meeting of the Academy of Management - August 4-8, 2017, Atlanta, GA, United States of America

Intra-organizational Networks of Innovations

TORTORIELLO, M., D. KRACKHARDT, "Intra-organizational Networks of Innovations" in 77th Annual Meeting of the Academy of Management - August 4-8, 2017, Atlanta, GA, United States of America

Differentiating the network effect across innovation development and innovation productivity

TORTORIELLO, M., D. IUBATTI, M. MAORET, "Differentiating the network effect across innovation development and innovation productivity" in Academy of Management Annual Meeting - August 5-9, 2016, Anaheim, CA, United States of America

"It is How You Broker: Behavioral Orientation, Structural Holes and Individual Performance"

TORTORIELLO, M., G. SODA, A. IORIO, ""It is How You Broker: Behavioral Orientation, Structural Holes and Individual Performance"" in Academy Of Management Annual Meeting - August 7-11, 2015, Vancouver, Canada

The development of innovation in multiple core/periphery networks

TORTORIELLO, M., D. IUBATTI, "The development of innovation in multiple core/periphery networks" in 74th Annual Meeting of the Academy of Management - August 1-5, 2014, Philadelphia, United States of America

Lost in transition: knowledge acquisition and knowledge loss in interpersonal exchanges

TORTORIELLO, M., F. A. TÄUBE, S. MOEBUS, "Lost in transition: knowledge acquisition and knowledge loss in interpersonal exchanges" in 74th Annual Meeting of the Academy of Management - August 1-5, 2014, Philadelphia, United States of America

Lost in transition: How network structure affects knowledge loss between individuals

TORTORIELLO, M., F. A. TÄUBE, S. MOEBUS, "Lost in transition: How network structure affects knowledge loss between individuals" in 73rd Annual Meeting of the Academy of Management - August 9-13, 2013, Orlando, FL, United States of America

Getting The Most Out Of Your Network: Social Structure, Formal Boundaries And Knowledge Activation.

TORTORIELLO, M., "Getting The Most Out Of Your Network: Social Structure, Formal Boundaries And Knowledge Activation." in Academy of Management Annual Meeting - August 8-13, 2008, Anaheim, CA, United States of America

The Social Underpinnings Of Absorptive Capacity: External Knowledge, Social Networks, And Individual Innovativeness

TORTORIELLO, M., "The Social Underpinnings Of Absorptive Capacity: External Knowledge, Social Networks, And Individual Innovativeness" in Academy of Management Annual Meeting - August 11-16, 2006, Atlanta, GA, United States of America

The temporal dynamics of professional networks on law firm performance

TORTORIELLO, M., B. MCEVILY, J. JAFFEE, "The temporal dynamics of professional networks on law firm performance" in Academy of Management Annual Meeting - August 5-10, 2005, Honolulu, Haway, United States of America

Articles in Scholarly Journals

Big fish, big pond? The joint effect of formal and informal core–periphery positions on innovation productivity

MAROET, M., M. TORTORIELLO, D. IUBATTI, "Big fish, big pond? The joint effect of formal and informal core–periphery positions on innovation productivity", *Organization Science*, 2020, vol. 31, no. 6, pp. 1538-1559

Instrumental and affective ties within the laboratory: The impact of informal cliques on innovative productivity

GÓMEZ-SOLÓRZANO, M., G. SODA, M. TORTORIELLO, "Instrumental and affective ties within the laboratory: The impact of informal cliques on innovative productivity", *Strategic Management Journal*, 2019, vol. 40, no. 10, pp. 1593-1609

Harvesting Value from Brokerage: Individual Strategic Orientation, Structural Holes, and Performance

TORTORIELLO, M., G. SODA, A. IORIO, "Harvesting Value from Brokerage: Individual Strategic Orientation, Structural Holes, and Performance", *Academy of Management Journal*, 2018, vol. 61, no. 3, pp. 896-918

Being a catalyst of innovation: the role of knowledge diversity and network closure

TORTORIELLO, M., B. MCEVILY, D. KRACKHARDT, "Being a catalyst of innovation: the role of knowledge diversity and network closure", *Organization Science*, 2015, vol. 26, no. 2, pp. 423-438

The social underpinnings of absorptive capacity: the moderating effects of structural holes on innovation generation based on external knowledge

TORTORIELLO, M., "The social underpinnings of absorptive capacity: the moderating effects of structural holes on innovation generation based on external knowledge", *Strategic Management Journal*, 2015, vol. 36,

no. 4, pp. 586-597

More Formally: Rediscovering the Missing Link between Formal Organization and Informal Social Structure

MCEVILY, B., G. SODA, M. TORTORIELLO, "More Formally: Rediscovering the Missing Link between Formal Organization and Informal Social Structure", *Academy of Management Annals*, 2014, vol. 8, no. 1, pp. 299-345

One of Us or One of My Friends: How Social Identity and Tie Strength Shape the Creative Generativity of Boundary-Spanning Ties

DOKKO, G., A. KANE, M. TORTORIELLO, "One of Us or One of My Friends: How Social Identity and Tie Strength Shape the Creative Generativity of Boundary-Spanning Ties", *Organization Science*, 2014, vol. 35, no. 5, pp. 703-726

Media Tablets for Mobile Learning

KÁGANER, E., G. GIORDANO, S. BRION, M. TORTORIELLO, "Media Tablets for Mobile Learning", *Communications of the ACM*, 2013, vol. 56, no. 11, pp. 68-75

Bridging the Knowledge Gap: The Influence of Strong Ties, Network Cohesion, and Network Range on the Transfer of Knowledge Between Organizational Units

TORTORIELLO, M., R. REAGANS, B. MCEVILY, "Bridging the Knowledge Gap: The Influence of Strong Ties, Network Cohesion, and Network Range on the Transfer of Knowledge Between Organizational Units", *Organization Science*, 2012, vol. 23, no. 4, pp. 1024-1029

Not All Bridging Ties Are Equal: Network Imprinting and Firm Growth in the Nashville Legal Industry

MCEVILY, B., J. JAFFEE, M. TORTORIELLO, "Not All Bridging Ties Are Equal: Network Imprinting and Firm Growth in the Nashville Legal Industry", *Organization Science*, 2012, vol. 23, no. 2, pp. 547-563

Cooperation among competitors as status-seeking behavior: network ties and status differentiation

TORTORIELLO, M., V. PERRONE, B. MCEVILY, "Cooperation among competitors as status-seeking behavior: network ties and status differentiation", *European Management Journal*, 2011, vol. 29, no. 5, pp. 335-346

Measuring trust in organisational research: Review and recommendations

TORTORIELLO, M., B. MCEVILY, "Measuring trust in organisational research: Review and recommendations", *Journal of Trust Research*, 2011, vol. 1, no. 1, pp. 23-63

Activating Cross-Boundary Knowledge: The Role of Simmelian Ties in the Generation of Innovations

TORTORIELLO, M., D. KRACKHARDT, "Activating Cross-Boundary Knowledge: The Role of Simmelian Ties in the Generation of Innovations", *Academy of Management Journal*, 2010, vol. 53, no. 1, pp. 167-181

Cases in International Case Collections

From Good to Great in Fashion: Saint Laurent in 2019

Research Monographs

Innovation in organizations: informal network, knowledge sharing, and the development of firms' innovative capabilities

TORTORIELLO, M. - "Innovation in organizations: informal network, knowledge sharing, and the development of firms' innovative capabilities" - 2017, Bocconi University Press - BUP, Milano, Italy

Research Notes or short Articles in Journals

Il potere dei network al servizio delle imprese

TORTORIELLO, M., "Il potere dei network al servizio delle imprese", Economia & Management Plus, 2017

Understand Your Network and Let Knowledge Flow: The Importance of Strong Ties

TORTORIELLO, M., "Understand Your Network and Let Knowledge Flow: The Importance of Strong Ties", IESE Insight, 2012, no. 15, pp. 58-65