

## CURRICULUM VITAE

Family name, First name: FRANZONI, Chiara

Date of birth: March 8, 1975

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### ▪ EDUCATION

2005                    PhD, Economics and Management of Technology, University of Bergamo, Italy  
1994                    Laurea in Economia e Commercio, University of Brescia, Italy.

### ▪ CAREER

2021 – present      *Professor, School of Management, Politecnico di Milano.*  
2014 – 2021        *Associate Professor, School of Management, Politecnico di Milano.*  
2015 – 2021        *Director, Master in Innovation and Entrepreneurship, MIP-Graduate School of Business,*  
2010 – 2014        *Assistant Professor, School of Management, Politecnico di Milano.*  
2008 – 2010        *Post-doc, Politecnico di Torino*  
2005 – 2006        *Visiting post-doc, Andrew Young School of Policy Studies, Georgia State University, USA.*  
2005                    *Post-doc, CNR (CERIS)*

### ▪ TEACHING

#### **Master level (national)**

2019 - present      *Patents and IP Management, M.Sc., Politecnico di Milano (120 students)*  
2018                    *Economics of Network Industries*

#### **Master level (abroad)**

2015                    *Global Science and Higher Education (code: GLA2025)*  
University of Toronto, Munk School of Global Affairs, Toronto (ON) Canada.

#### **Bachelor level:**

2012 - present      *Economia e Organizzazione Aziendale, Politecnico di Milano (200 students)*

#### **Executive, corporate and other graduate education**

2011 - present      *Intellectual Property Management, MIP Graduate School of Business (30-60 students)*  
2015 - 2019        *Markets and Technology of the Future, MIP Bus. School (35 students)*

### ▪ PRIZES (selected)

2020                    *Richard R. Nelson Prize. UC-Berkeley, CA.*  
2014                    *DRUID Conference, Best Paper Award. Copenhagen, Denmark.*

### ▪ INSTITUTIONAL RESPONSIBILITIES

2014 - present      Member, Faculty Committee, PhD in Management Engineering, Politecnico di Milano.

### ▪ SUPERVISION OF RESEARCH TEAMS

- 2021 - present      *Chris Hesselbein, Post-doc supervisor*  
- 2019 – 20            *Francesca Tenca, Post-doc supervisor*  
- 2010 – 14            *Ali Mohammadi, PhD supervisor*  
- 2014 – 17            *Vincenzo Buttice, PhD supervisor*

▪ **GRANTS AWARDED As Principle Investigator (full scientific responsibility)**

- 2022 – 27 *Improving Peer Review of High-Risk, High-Gain Science*, Novo Nordisk Foundation. (DKK 5,05M). Principal Investigator (PI).
- 2021 - 24 *Improving Grant Peer Review within a Science of Science Funding*, Alfred P. Sloan Foundation (NY-USA) at the NBER (Cambridge, MA). (\$725.614). Co-PI: Paula Stephan.
- 2018 - 20 *Improving access by innovative SMEs to alternative forms of Finance (Altfinator)*. European Commission (€153,375). Scientific Responsibility of Polimi Unit.
- 2018 - 19 *Pilot study: Risk perception and the crowdfunding of scientific projects*. Alfred P. Sloan Foundation Science of Science Funding, NBER (\$10,000). Co-PI: H. Sauermann.
- 2017 *Effectiveness of IPR systems and innovation with digital technologies*. Joint Research Centre, European Commission. (€48,500).
- 2012 - 13 *Participation Dynamics and Contributor Motives in Crowd Science Projects*. Alfred P. Sloan Foundation. (20,000\$). Co-PI: H. Sauermann.
- 2005 - 06 *Studio dell'intensità e della direzione dei flussi di conoscenza fra ricerca pubblica e industria*. Fondo Promozione Ricerca, CNR (€4,000).

▪ **SCIENTIFIC RESEARCH AND RELATED PUBLICATIONS**

Overview of bibliometric record:  
Citations in WoS: 1,602

H-Index (Scopus): 15  
Citations in Scopus: 1,729

***Improving Grant Peer Review.*** The Science of Science Funding is a critical and rapidly growing sub-field of research and is the focus of my ongoing research projects. Grant selection has been studied primarily with the aim of estimating the differential impact of funding, but new detailed data on the inner process of peer review enable deeper scrutiny about how to improve the selection and support decision makers.

***Academic patenting, tech-transfer and incentives systems in science.*** Since after the 1990s, universities have witnessed the introduction of new policies aimed at spurring more technology transfer and academic entrepreneurship. This has profoundly affected the incentive systems of scientists. I have conducted research in this area since my PhD studies. The work with coauthors G. Scellato (Politecnico di Torino) and P. Stephan (AYSPS & NBER) about the changes in the incentive system of scientists led to a peer-reviewed article published in *Science* in 2011. More recently, the work broadened to study the patent system, with a more recent focus on infringement and counterfeiting.

***Crowdfunding and crowd-science.*** Digitalization has enabled new channels for gathering financial resources. One of my streams of research looks at various forms of crowdfunding to support new technologies. The paper that I have published in 2015 with coauthors M. Colombo and C. Rossi-Lamastra (Politecnico di Milano) was one the first to appear on the subject. A related area of study involves the crowdfunding of science, along with the broader involvement of the public in scientific projects. In two works with H. Sauermann, we have set the conceptual foundations for understanding crowd and citizens contributions to research. Recent research looks how the digital crowds assess the social impact of research.

***High-skill mobility and scientists migration – the GlobSci project.*** In the knowledge economy, maintaining leadership in science is critical for the long-term competitiveness of countries. Yet, scientists are a largely mobile crowd, and the international mobility of scientists is a question of considerable relevance in the political and academic debate, plagued by chronic lack of data-based evidence. With coauthors P. Stephan and G. Scellato, we promoted the largest and most comprehensive study ever conducted on scientist migration (survey in 16 countries; 41% response rate; >19K answers). The data were

[publicly released](#) and used to map the cross-country differences in the science workforce and to investigate the implication of migration on teamwork and performance, leading to a series of articles.

#### Articles in International Refereed Journals (from the most recent)

- Chiara Franzoni, Paula Stephan (2022). “Uncertainty and Risk-Taking in Science: Meaning, Measurement and Management”. *Research Policy*, forthcoming.
- Chiara Franzoni, Paula Stephan, Reinhilde Veugelers (2022). “Funding Risky Research”. *Entrepreneurship and Innovation Policy and the Economy*, in press.
- Chiara Franzoni, Henry Sauermann, Marion Poetz (2021). “Crowds, citizens, and science: a multi-dimensional framework and agenda for future research”, *Industry & Innovation*, DOI: 10.1080/13662716.2021.1976627.
- Vincenzo Butticiè, Federico Caviggioli, Chiara Franzoni, Giuseppe Scellato, Piotr Strykowski, Nikolaus Thumm (2020). “Counterfeiting in Digital Technologies: An empirical analysis of the economic performance and innovative activities of affected companies”. *Research Policy*, 49(5):103759.
- Daniela Defazio, Chiara Franzoni, Cristina Rossi-Lamastra (2020). “How Pro-social Framing Affects the Success of Crowdfunding Projects: The Role of Emphasis and Information Crowdedness”. *Journal of Business Ethics*, 171(2):357-378.
- Henry Sauermann, Chiara Franzoni, Kourosh Shafi (2019). “Crowdfunding scientific research. Descriptive insights and correlates of crowdfunding success”. *PlosOne*. January 4, 2020. <https://doi.org/10.1371/journal.pone.0208384>
- Chiara Franzoni, Giuseppe Scellato, Paula Stephan (2018). “Context Factors and the Performance of Mobile Individuals in Research Teams”. *Journal of Management Studies*, 55(1):27-59.
- Ali Mohammadi, Anders Broström, Chiara Franzoni (2017). “Workforce Composition and Innovation: How Diversity in Employees’ Ethnic and Educational Backgrounds Facilitates Firm-Level Innovativeness”. *Journal of Product Innovation Management*, 34(4):406-426.
- Chiara Franzoni, Cristina Rossi-Lamastra (2017). “Academic tenure, risk-taking and the diversification of scientific research”. *Industry & Innovation*, 24(7):691-712.
- Paula Stephan, Chiara Franzoni, Giuseppe Scellato (2016). “Global Competition for Scientific Talent: Evidence from Location Decisions of PhDs and Postdocs in 16 Countries”. *Industrial and Corporate Change*, 25(3): 457-485.
- Massimo G. Colombo, Chiara Franzoni, Cristina Rossi-Lamastra (2015). “Internal Social Capital and the Attraction of Early Contributions in Crowdfunding”. *Entr. Theory and Practice*, 39(1):75-100.
- Giuseppe Scellato; Chiara Franzoni, Paula Staphan (2015). “Migrant Scientists and International Networks”. *Research Policy*, 44(1):108-120.
- Paula Stephan, Chiara Franzoni, Giuseppe Scellato (2015). “International Competition for PhDs and Postdoctoral Scholars: What Does (and Does Not) Matter”. *Inn. Policy and the Economy*, 15(1): 73-113.
- Massimo G. Colombo, Chiara Franzoni, Reinhilde Veugelers (2015). “Going Radical: Producing and Transferring Disruptive Innovation”. *Journal of Technology Transfer*, 40:663-669.
- Henry Sauermann, Chiara Franzoni (2015). “Contribution Patterns in Crowd Science: Quantitative Evidence from Multiple Projects”. *PNAS*, 112(3):679-684.
- Chiara Franzoni, Giuseppe Scellato, Paula Stephan (2014). “The Mover's Advantage: The Superior Performance of Migrant Scientists”. *Economics Letters*, 122:89–93.
- Chiara Franzoni, Henry Sauermann (2014). “Crowd Science: The Organization of Scientific Research in Open Collaborative Projects”. *Research Policy*, 43(1):1-20.

- Ali Mohammadi, Chiara Franzoni (2014). “Inventor's Knowledge Set as the Antecedent of Patent Value”. *Industry & Innovation*, 21(1):65-87.
- Enrico Forti, Chiara Franzoni, Maurizio Sobrero (2013). “The Effect of Patenting on the Networks and Connections of Academic Scientists”. *Research Policy*, 42(8):1378-1388.
- Chiara Franzoni, Giuseppe Scellato, Paula Stephan (2012). “Foreign Born Scientists: Mobility Patterns for Sixteen Countries”. *Nature Biotechnology*, 30(12):1250-1253.
- Chiara Franzoni, Giuseppe Scellato, Paula Stephan (2011). “Changing Incentives to Publish”. *Science*, August 5 2011, 333, 702.
- Chiara Franzoni, Giuseppe Scellato (2011). “Academic Patenting and the Consequences for Academic Research”. *Australian Economic Review*, 44(1):95-101.
- Cristiano Antonelli, Chiara Franzoni, Aldo Geuna (2011). “The Organisation, Economics and Policy of Scientific Research. What do we know and what we don't”. *Ind. and Corporate Change*, 20(1):201-213.
- Chiara Franzoni, Giuseppe Scellato (2010). “The grace period in international patent law and its effect on the timing of disclosure”. *Research Policy*, 39:200-213.
- Chiara Franzoni (2009). “Do Scientists Get Fundamental Research Ideas by Solving Practical Problems?”. *Industrial and Corporate Change*, 18:671-699.
- Mario Calderini, Chiara Franzoni, Andrea Vezzulli (2009). “The Unequal Benefits of Academic Patenting for Science and Engineering Research”. *IEEE Transactions on Engineering Management*, 56(1):16-30.
- Chiara Franzoni, Christopher Simpkins, Baoli Li, Ashwin Ram (2010). “Using Content Analysis to Investigate the Research Paths Chosen by Scientists Over Time”. *Scientometrics*, 83(1):321-335.
- Mario Calderini, Chiara Franzoni, Andrea Vezzulli (2007). “If Star Scientists do not patent. The Effect of Productivity, Basicness and Impact on the Decision to Patent in the Academic World”. *Research Policy*, 36(3):303-319.
- Chiara Franzoni (2007). “Opportunity Recognition in Technology Transfer Organizations. Five Case Studies from UK and Italy”. *International Entrepreneurship and Management Journal*, 3(1), 51-67.

#### Chapters in International Edited Books

- Francesca Tenca, Chiara Franzoni, (2019). “Crowdfunding: Risk, Fraud and Regulation”. In H. Landström, A. Parhankangas, C. Mason (Eds.) *Handbook of Research on Crowdfunding*. London: Edward Elgar Publishing, ISBN: 9781788117203.
- Vincenzo Buttice, Chiara Franzoni, Cristina Rossi-Lamastra, Paola Rovelli (2018). “The Road to Crowdfunding Success: A Review of Extant Literature”. In C. Tucci, A. Afuah, G. Viscusi (Eds.) *Creating and Capturing Value Through Crowdsourcing*. New York: Oxford Un. Press, ISBN: 978-0-19-881622-5.
- Paula Stephan, Chiara Franzoni, Giuseppe Scellato (2014). “International Competition for PhDs and Postdoctoral Scholars: What Does (and Does Not) Matter”. In Kerr B. (Ed.), *Innovation Policy and the Economy*, Annals of the NBER, 2014.
- Chiara Franzoni, Giuseppe Scellato, Paula Stephan (2015). “International Mobility of Research Scientists: Lessons from GlobSci”. In Geuna A. (Ed.). *Global Mobility of Scientific Research. The Economics of Who Goes Where and Why*. Academic Press, Chapter 2, pp. 37-67. ISBN 9780128016817.
- Cristiano Antonelli, Chiara Franzoni, Aldo Geuna, “The Contributions of Economics to a Science of Science Policy”. In: Colombo M.G., Grilli L., Piscitello L., Rossi-Lamastra C. (Eds.) *Science and Innovation Policy for the new knowledge economy*. London: Edward Elgar, 2010, ISBN: 978184844 8407.
- Chiara Franzoni, Francesco Lissoni “Academic Entrepreneurs: Critical Issues and Lessons for Europe”.

In Varga A. (ed.), *Universities, Knowledge Transfer And Regional Development: Geography, Entrepreneurship and Policy*. Ch. 8, London: Edward Elgar, 2009, pp.163-190 ISBN: 9781845429317.

- Mario Calderini, [Chiara Franzoni](#), “Patenting in public research. An evidence-based reflection on IPRs and the basic-applied research trade-off”. In Santangelo G.D. (Ed.) *Technical Change and Economic Catch-up. The Role of Science and Multinationals*. London: Edward Elgar Publishing, 2005.

#### Short invited contributions

- Giuseppe Scellato, [Chiara Franzoni](#), Paula Stephan (2017). “A mobility boost for research”. *Science*. May 19, 356(6339), 694. [[short article](#)]
- Massimo G. Colombo, [Chiara Franzoni](#), Cristina Rossi-Lamastra (2015). “Cash From the Crowd”. *Science*. June 12, 348(6240): 1201. [[short article](#)]

#### - **IMPACT OF RESEARCH (selected media coverage)**

[OfficinaItalia](#) (Rai3), April 10, 2021

[Nature](#), January 11, 2019

[The Wall Street Journal](#), May 28, 2018

[Science](#), March 26, 2018

[Science](#), February 20, 2015

[Nature jobs](#), December 4, 2013

[Courrier International \(Le Monde\)](#), April 22, 2013

[Nature](#), October 18, 2012

[IEEE-Explore](#), September 22, 2012

[Times Higher Education](#), May 24, 2012

[Inside Higher Education](#), May 15, 2012

[The Australian](#), October 22, 2012

[Corriere della Sera](#), October 28, 2012

#### • **CAREER BREAKS**

2010, 6-months (parental leave)

2016, 6-months (parental leave)

Milano, April 30, 2022