

Chiara Eleonora De Marco



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in [LinkedIn Profile](#)

Versatile and passionate innovation scholar with robust juridical-political background and sound experience in innovation policy and management. Research interests focused on policies for innovation, private R&D and innovation strategies, EU and US innovation policy, ecosystems of innovation and knowledge transfer issues. Open, logical and thorough attitude towards professional and personal life. Strong critical thinking skills developed through studying and working in multicultural and cross-discipline environments.

Academic Experience

- July 2018 – June 2019** – **Post-Doctoral Scholar**
Garwood Center for Corporate Innovation
Haas School of Business, University of California Berkeley, Berkeley (CA – USA)
Research Study Program on Innovation Management and Policy
- Oct 2017 – Sept 2018** – **Post-Doctoral Scholar**
Institute of Management
Sant’Anna School of Advanced Studies Pisa (IT)
Research Study Program on Innovation Management and Policy
- Oct 2014 – Nov 2017** – **Ph.D.**
International Ph.D. in Management, Sustainability, and Healthcare
Sant’Anna School of Advanced Studies, Pisa (IT)
Research focus on **EU innovation policy** and the challenges of implementing **Open Innovation** in the private R&D.
Research activities on the **National Innovation System**, the governance of technology transfer and the dynamics of research spin-offs.
Dissertation title: The Challenges of Implementing Open Innovation.
- Sept 2016 – March 2017** – **Visiting Scholar**
Haas School of Business
University of California Berkeley, Berkeley (CA – USA)
Research activities focused on private R&D **innovation strategies** and the role of the **Public Sector and public funds** in minimizing the impact of challenges on innovation. Exploratory research on the **mobility of high-skilled human capital** and the **knowledge transfer** feeding **Open Innovation** practices and the relevance of public policies for knowledge flows.
Attendance of seminars and lectures: Open Innovation Seminar; Business and Innovation Strategies; Business and Public Policy; Dynamic Capabilities and Innovation; Services

Innovation and Business Models.

Participation in consultancy workshops with private corporations (e.g. Kaneka Corporation) and public organizations (e.g. OECD).

Feb 2013 - Jun 2013 **Master in International Relations and International Protection of Human Rights**

Società Italiana per l'Organizzazione Internazionale -SIOI- Rome (IT)

International Trade and Development Economy; History and Theory of International Relations; International Protection of Human Rights; International Law

Final dissertation in **International Trade and Economic Development: Globalization and its Effects on the Economic System**

Sept 2010 – Jun 2011 **Master in Diplomatic Studies**

Società Italiana per l'Organizzazione Internazionale -SIOI- Rome (IT)

International and European Union Law; Economic Policy, Financial and Trade Multilateral Cooperation; History of International Relations.

Sept 2004 – Mar 2010 **Degree in Law (One long cycle degree – 5 years)**

Libera Università Maria S.S. Assunta – LUMSA – Rome (IT)

Graduation with an experimental thesis in **International Law -The Financial Action Task Force: Organization and Competencies**

Grade: **110/110 cum laude**

Professional Experience

May - Jun 2015 **Research Intern on Innovation Policy**

Science and Technology Office

Embassy of the Republic of Italy in the United States of America, Washington, D.C. (USA)

Research on **US Innovation Policies** supporting Small Business. Analysis of Federal Agencies' role in the implementation of the **SBIR** (Small Business Innovation and Research) Program.

Comparative research on US and EU policies for the **Small Business (SBIR Program/SME Instrument – Horizon 2020)**.

Working closely with the **S&T Attaché** in activities with Italian scientific delegations, US Federal Agencies and research institutions.

Aug 2014 – Oct 2014 **Project Management Consultant**

Institute of Management

Sant'Anna School of Advanced Studies, Pisa (Italy)

Collaboration with the **Innovation department** on training projects addressed to the private sector.

Research Assistant on **Innovation Policy**.

Apr - Aug 2014 **Consultant**

Lab11 s.r.l., Santa Croce Sull'Arno, Pisa (IT)

Development of new **commercial activities** on behalf of the company.

Design of innovative **training projects** commissioned by **Knauf**.

Consultancy on **skills evaluation project** commissioned by **Intel**.

Jul 2013 – Feb 2014 **Junior Advisor on Innovation Policy and Technology**

Italian Ministry of Education, University and Research, Rome (IT)

Collaboration and support to Senior Advisor in his role of Italian Delegate in the Committee '**SMEs**

and Access to Risk Finance' of the European Framework Program **Horizon 2020**.

Management of the preparatory activities for the **National Program for the Research**: consultation of major public and private stakeholders of Italian research system, briefing, research and drafting activities.

Member of Working Groups and Committees of the **Agency for Digital Italy**: Smart Cities & Communities and Committees for the National Plan for Digital Culture, Training and Skills.

Implementation of **Italian Digital Agenda** sections related to the **National Plan for Digital School**: coordination and participation to MIUR technical panels and informal consultations of major sector stakeholders

Cooperation in the launching of the first Italian platform of *challenge prizes*: **'Talent Italy'**.

Drafting of technical and policy presentations and speeches.

**Feb - Jun
2013**

Teaching Assistant

Società Italiana per l'Organizzazione Internazionale -SIOI- Rome (IT)

Tutoring and orientation for students.

Teaching assistance.

Organization of seminars and events related to the courses.

**Oct 2011 –
Feb 2012**

Intern

Office of Congressional Relations and Think Tanks

Embassy of the Republic of Italy in the United States of America, Washington, D.C. (USA)

Collaboration with the **Office of Congressional Relations**: organization of meetings and visits of National delegations; monitoring of American domestic politics; participation to conferences and events; drafting of reports, transcripts, and weekly planning reports of Congressional Hearings in the interest of Embassy's offices.

Research activities conducted with the **Scientific-Commercial Office** on US Manufacturing and Genome Initiatives. Events organization.

Collaboration with the Administrative Office for data inserting.

Publications

Di Minin, A., Marullo, C., De Marco, C.E., Casprini, E., Ferrigno, G. (2018). *Open Innovation: the Transition from OI to OI 2.0*. In: EU Commission. Open innovation 2.0 yearbook 2017-2018. Luxembourg: Publication Office of the European Union, doi: 10.2759/14467

Marullo, C., De Marco, C.E., Di Minin, A., Piccaluga, A. (2018). *The "hidden costs" of Open Innovation in SMEs. From theory to practice*. In Vanhaverbeke, W., Rojakkers, N., Frattini, F.; Usman M. (eds.) *Researching Open Innovation in SMEs*. World Scientific Publishing

De Marco, C.E., & Di Minin, A. (2017). *Tra Open Science e Open Innovation: costruire un ponte per la valorizzazione di Scienza e Tecnologia*. Paradoxa, anno XI n°1, pp. 121-132.

Di Minin, A., De Marco, C.E., & Karaulova, M. (2016). *SME Instrument - So Far So Good? Expectations, Reality and Lessons to Learn*. Berkeley Roundtable on the International Economy - Working Paper Series 2016-4

Di Minin A., & De Marco, C.E. (2016) *Introduzione in PMI e ingegneria finanziaria in Horizon 2020*. Coopération Bancaire pour l'Europe, Banca Popolare di Sondrio, and APRE.

De Marco, C.E., Piccaluga, A. (2016). *The Evolution of University Spin-offs' Business Models*. In Visintin F., Pittino D. (Eds.) *Fast Growing Firms in a Slow Growth Economy, Industrial Conditions for Innovation*. Cheltenham, UK: Edward Elgar Publishing, pp. 140-168.

Di Minin, A., De Marco, C.E., Marullo, C., Piccaluga, A., Casprini, E., Mahdad, M., & Paraboschi, A. (2016). *Case Studies on Open Innovation in ICT*. Institute for Prospective Technological Studies, Joint Research Centre. JRC Science for Policy Report; EUR 27911 EN; doi:10.2791/433370

Redi N., Di Minin A., De Marco C.E. (2015) *Ecosistemi di innovazione: misure di sviluppo*. Policy Brief Innovazione. Action Institute.

Presentations in Conferences and Workshops

Mahdad, M., De Marco, C.E., Piccaluga, A., & Di Minin, A. (2017). *Harnessing Adaptive Capacity to Close Pandora's Box of Open Innovation*. 4th World Open Innovation Conference, San Francisco (CA-USA), December 15-17, 2017. Awarded Finalist Runner-up Prize for the Emerging Scholar Best Paper Award.

De Marco, C.E., Martelli, I., & Di Minin, A. (2017). *Open Innovation Challenges in SMEs as a Target for EU Innovation Policy*. 4th World Open Innovation Conference, San Francisco (CA-USA), December 15-17, 2017.

Mahdad, M., & De Marco, C.E. (2017). *Proximity in Open Innovation: an Opportunity or a Threat?* R&D Management Conference, Leuven (BE), July 3-5, 2017.

Salvador, E., De Marco, C.E., & Piccaluga, A. (2017). *Research Spin-off Firms in Italy: a Cluster Analysis Approach*. Presented at EURAM 2017 Conference, Glasgow (Scotland, UK) 21-24 June 2017; and R&D Management Conference, Leuven (BE), July 3-5, 2017.

De Marco, C.E. (2017) *Clarifying the downsides of Open Innovation A Systematic Literature Review and a Taxonomy*. Open Innovation Seminar, Spring 2017. Haas School of Business, University of California Berkeley. Berkeley (CA-USA), February 15, 2017.

De Marco, C.E., Marullo, C., Di Minin, A., & Piccaluga, A. (2016). *The Challenges of Implementing Open Innovation. A Systematic Literature Review*. 3rd World Open Innovation Conference, Barcelona (Spain), December 15-16, 2016.

De Marco, C.E. (2016). *The Challenges of implementing Open Innovation. Implications for Innovation Policy*. Open Innovation Seminar, Fall 2016. Haas School of Business, University of California Berkeley. Berkeley (CA-USA), October 17, 2016.

De Marco, C.E., Marullo, C., Di Minin, A., & Piccaluga, A. (2016). *Open Innovation Challenges in Large Enterprises: a High Hurdle?* R&D Management Conference, Cambridge (UK), July 3-6, 2016.

De Marco, C.E. (2016). *The Challenges of Open Innovation. Evidence from the private and public R&D and implications for European Innovation Policy*. Poster presented during the PhD Colloquium of the R&D Management Conference 2016 July 1-3, 2016. Awarded the 3rd Prize in the PhDs' research project competition.

Marullo, C., De Marco, C.E., Di Minin, A., & Piccaluga A. (2015). *The 'Hidden' Costs of Open Innovation in SMEs. From Theory to Practice*. 2nd World Open Innovation Conference, Santa Clara (CA-USA), November 18-20, 2015.

De Marco, C.E., Di Minin, A., & Marullo, C. (2015). *Open Innovation 2.0 strategies and new open business models. Case studies from Europe*. R&D Management Conference, Pisa (IT), June 23-26, 2015.

Research Projects

2017-2018. Tender JRC Ares (2017) 3574031-455-2. *Digital Platforms and Innovation. An analysis of SME Instrument Applicants and Beneficiaries*.

2017-2018. Tender JRC Ares (2018) 4435812. *Financial constraints and firm behaviour: an empirical analysis of the SME Instrument of H2020*.

2015. Tender JRC/SVQ/2014/J.3/0041/NC. *Case studies on Open Innovation in ICT*.

2015-2016. Horizon 2020 Project 645218 – Coordination and Support Action (CSA). *ICTIP - ICT Inducement Prizes Design for Innovation and Entrepreneurship*.

2014-2015. *Osservatorio Università-Imprese. Fondazione CRUI*. Coordinator of the Working Group on Scientific Research Promotion: Technology Transfer Offices (TTOs), university incubators, spin-off/start-ups, patent and licenses.

PRIN 2010-2011. *Ricerca scientifica e competitività. Varietà delle forme di impresa, sistemi di supporto e dimensioni di performance*.

Teaching Activities

Master Course. Teaching a Module on *Innovative Thinking and Strategy for Application*. Master “School of Operation and Maintenance” 1st Edition, 2016/2017. Scuola Superiore Sant’Anna (Pisa, IT) and Enel. October 18-20, 2017.

Undergraduate Course on *Comparative Innovation Policy*. Teaching Assistant. Scuola Superiore Sant’Anna (Pisa, IT) – 2015-2016; 2017-2018

Master Course on *Open Innovation and R&D Management*. Teaching a Module on the *Open Innovation in the European ICT sector*. Master MAIN and Master MAINS. Scuola Superiore Sant’Anna (Pisa, IT) – April 28, 2017.

MAIN (Master in Innovation Management). *Start-up Laboratory*. Teaching Assistant. Scuola Superiore Sant’Anna (Pisa, IT) – 2014-2015/2015-2016.

Beihang University Course of Western civilization and culture: Renaissance and Modernity. One-day Seminar teaching on “*Walking through Modern Innovation and European Innovation Policies*”. SIAF –Volterra (Pisa, Italy) – September 7, 2015.

Skills and Personal Interests

Languages

- **Italian:** Mother tongue
- **English:** Fluent (Spoken and Written)
- **Spanish:** Fluent (Spoken and Written)
- **French:** Basic
- **Arabic:** Basic

Computer

- Expertise in **Windows OS** and **Microsoft Suite**
- Knowledge of **STATA** and **SPSS** software

Personal Interests

- Volunteer activities with children and teenagers
- Theatre and Music events, Art and Photography exhibitions
- Travelling
- Yoga Practice

References available upon request.

Pisa (IT),

May 2018

Chiara E. De Marco

