

NICOLA LACETERA
Curriculum Vitae

Contact information

Department of Economics, Weatherhead School of Management
Case Western Reserve University
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ACADEMIC POSITION: Assistant Professor of Economics - Weatherhead School of Management, Case Western Reserve University, Cleveland OH, 2006 – present

EDUCATION

PhD, Strategy and International Management, Massachusetts Institute of Technology, Sloan School of Management – Cambridge, MA, US, 2006. Thesis title: The Organization of Research Activities in Industry and Academia

Laurea in Economics, Universita' Bocconi, Milan, Italy. *Summa cum laude* and outstanding thesis distinction. Visiting Student, Brandeis University, International Business School, Waltham, MA, 1998.

RESEARCH ACTIVITIES

Fields of interest: Entrepreneurship; Strategy; Economics of Organizations; Economics of Science.

Awards and research grants

Glennan Fellowship for excellence in scholarship and teaching, Case Western Reserve University, 2009.

National Science Foundation Grant, Field Experiments on the Provision of Incentives for Blood Donation (with Mario Macis and Robert Slonim), 2009-10, \$330,000.

Russell Sage Foundation Grant for Young Scholars, Incentives for Blood Donation: Natural and Field Experiments (with Mario Macis and Robert Slonim), 2008-9, \$5,000.

Manheim-IMVP grant, Empirical Studies of Used Car Auctions (with Justin Sydnor), 2008-9, \$50,000.

IMVP grant, Clustering Relationships Between Buyers and Supplier in the Automobile Industry (with Susan Helper), 2008-9, \$5,000.

Early Career Award, Atlanta Science & Technology Policy Conference, Georgia Tech, 2006.

IRI Foundation Fellowship, 2006.

MIT - Sloan School Fellowship, 2001-2005

Merck Foundation – POPI Scholarship, 2002-2003

Credit Suisse Fellowship Fund Award, 2001-2004

Best Graduates Award, Bocconi University, 2001

Publications and working papers

- Different Missions and Commitment Power in R&D Organization: Theory and Evidence on Industry-University Relations, *Organization Science*, 20. 3. 565-582, 2009.
- Academic Entrepreneurship, *Managerial and Decision Economics*, forthcoming.
- Sample Size and Precision in NIH Peer Review (with David Kaplan and Celia Kaplan), *PLoS One*, July 23 2008.
- The Economics of Scientific Misconduct (with Lorenzo Zirulia), CESPRI-KITEs Working Paper (Revised and resubmitted to the *Journal of Law, Economics and Organization*).
- Knowledge Spillovers, Competition, and Taste for Science in a Model of R&D Incentive Provision (with Lorenzo Zirulia), University of Bologna Working Paper 624 (Under review at the *Journal of Economics and Management Strategy*).
- Parallel Search, Incentives and Problem Type: Revisiting the Competition and Innovation Link (with Kevin Boudreau and Karim Lakhani), Harvard Business School Working Paper, No. 09-041.
- Inside or Outside the IP System? Business Creation in Academia (with Riccardo Fini and Scott Shane) (Under review at *Research Policy*).
- Openness and Authority in Industry-University Alliances.
- Motivating Altruism: A Field Study (with Mario Macis), IZA discussion paper 3770 (Under review at the *Journal of Public Economics*).
- Social Image Concerns and Pro-Social Behavior (with Mario Macis) IZA Discussion Paper 3771 (Under review at the *Economic Journal*).
- Do All Material Incentives for Prosocial Activities Backfire? The Response to Cash and Non-Cash Incentives for Blood Donations (with Mario Macis) (Under review at *Science*).
- Will There Be Blood? Material Incentives and Substitution Effects in Pro-Social Behavior (with Mario Macis and Robert Slonim).
- Political and Technological Regimes in the Evolution of the Pharmaceutical Industry in the USA and in Europe (with Luigi Orsenigo).

Work in progress

- Quality Differences in Car Production between Countries and Plants (with Justin Sydnor)
- The Effects of New-Car Incentives on Used-Car Prices (with Justin Sydnor)
- Clustering relationships between a single buyer and multiple suppliers: theory and evidence from the automobile industry (with Susan Helper)
- Angels in America (with Riccardo Fini and Scott Shane)
- Entrepreneurial Finance and Business Performance (with Riccardo Fini and Scott Shane)
- Measuring Creativity (with David Kaplan and Celia Kaplan).
- Innovation and Disagreement (with David Kaplan and Celia Kaplan)
- Scientific Knowledge from the Core and the Periphery of Academia (with David Clingingsmith)
- Incentives for Blood Donation: Natural and Field Experiments (with Mario Macis and Robert Slonim)

Older works

- Goodyear: The Radial Tire Decision, MIT Sloan School Case (with Rebecca Henderson), 2005.
- Do firms change their capabilities by hiring new people? A study of the adoption of science-driven drug research (with Iain Cockburn and Rebecca Henderson), *Advances in Strategic Management*, 21, 2004.
- Corporate Governance and the Governance of Innovation: the Case of the Pharmaceutical Industry, *Journal of Management and Governance*, 5, 1, 29-59, 2001.

Presentations

Seminars: NBER, MIT, Florida International University, Case Western Reserve University, Nova University of Lisbon, HEC Paris, IESE Barcelona, Catholic University of Leuven, London Business School, Washington University St. Louis, Harvard Business School, NYU, Duke, University of Southern California, Boston University, University of Chicago, University of Michigan, UC San Diego.

Conferences: AOM 2004,2009, REER Conference (Georgia Tech) 2005-7-8, CCC Doctoral Consortium 2005, EARIE 2005-6, AEA 2006-8-9, London Business School Entrepreneurship Conference 2007, Imperial College London Workshop on Industry-University Relationships 2007, ISNIE Annual Conference 2007, Wharton Technology Conference 2008, Kauffman Workshop on Graduate Education in Technology Commercialization 2009, Kauffman workshop on entrepreneurship and innovation 2009.

Discussant: EPFL Lausanne Conference on Science and Technology Policy 2006, REER Conference (Georgia Tech) 2006-8, CCC Doctoral Consortium 2007, Imperial College London Workshop on Industry-University Relationships 2007, Kauffman-Cleveland FED Conference on Entrepreneurial Finance.

Refereeing Activity

RAND Journal of Economics, Review of Economics and Statistics, Journal of Labor Economics, Management Science, Organization Science, Journal of the European Economic Association, Journal of Law, Economics and Organization, International Journal of Industrial Organization, Journal of Economics and Management Strategy, Southern Economic Journal, Small Business Economics, Economica, Research Policy, Journal of Evolutionary Economics, Industrial and Corporate Change, Academy of Management Review, Journal of Management and Governance, European Management Review, Metroeconomica.

TEACHING ACTIVITIES

Principal Instructor – Industrial Organization (Undergraduate), 2007-9. Entrepreneurial Strategy (Undergraduate) 2006-9, New Venture Creation (MBA), 2006-8, Case Western Reserve University.

Teaching Assistant – Strategic Management, Technology Strategy (MBA, MIT, 2004-6), Applied Economics for Managers (Exec. MBA, MIT 2005), Organizational Economics (PHD, MIT 2004), Intermediate Microeconomics Economic Policy (Bocconi University, 2001), Industrial Organization (University of Brescia, 2001).

Teaching and other awards

Finalist, Undergraduate Teaching Excellence Award, CWRU, 2007-2008

Nominated for both Undergraduate and Graduate Teaching Excellence Award, CWRU, 2006-2007.

OTHER PROFESSIONAL EXPERIENCE

Social worker in hospice for mentally challenged adults (in lieu of military service duties), ANFFAS, Milan, Italy, 2000-2001.

Summer intern at the Bureau of Trade and Economic Cooperation, Italian Embassy, Rabat, Morocco, 1999.

LANGUAGES: Italian (native), English, French. Reading knowledge of Latin and Classic Greek.