

DONATO CUTOLO

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RESEARCH INTEREST

Atypicality and Social Evaluation, Digital Platforms, Entrepreneurship, Language and Narratives, Strategy, Innovation

ACADEMIC APPOINTMENTS

Postdoctoral Research Fellow, *University of Bologna* May 2021-Present
ERC project: Blindspot - Diversity and Performance: Networks of Cognition
in Markets and Teams
PI: David Stark

EDUCATION

PhD in Management, *University of Bologna* 2021
Main Advisor: Simone Ferriani

Visiting Doctoral Student, *MIT Sloan School of Management* 2019
Economic Sociology Department
Sponsor: Ezra Zuckerman Sivan

M.Sc in Management Engineering, *University of Bologna*, 2016
110/110 cum laude

B.Sc in Management Engineering, *University of Rome Tor Vergata*, 2014
110/110 cum laude

PUBLICATIONS

Cutolo, D., Hargadon, A., & Kenney, M. (2020). Competing on Platforms: Recognizing and Navigating the Risks. *MIT Sloan Management Review*. *Forthcoming*

Cutolo, D., & Kenney, M. (2020). Platform-Dependent Entrepreneurs: Power Asymmetries, Risks, and Strategies in the Platform Economy. *Academy of Management Perspectives*. *Forthcoming*

Cutolo, D., Ferriani, S. & Cattani, G. (2020), Tell Me Your Story and I Will Tell Your Sales: A Topic Model Analysis of Narrative Style and Firm Performance on Etsy, Cattani, G., Ferriani, S., Godart, F. and Sgourev, S.V. (Ed.) *Aesthetics and Style in Strategy (Advances in Strategic Management, Vol. 42)*, Emerald Publishing Limited, pp. 103-122.

Cutolo, D., & Vang, J. (2020). Digital platforms. In *World Encyclopedia of Entrepreneurship*. Cheltenham: Edward Elgar Publishing, pp. 93-104.

Tagliaventi, M. R., Carli, G., & **Cutolo, D.** (2019). Excellent researcher or good public servant? The interplay between research and academic citizenship. *Higher Education*, 1-22.

Carli, G., Tagliaventi, M. R., & **Cutolo, D.** (2018). One size does not fit all: the influence of individual and contextual factors on research excellence in academia. *Studies in Higher Education*, 1-19.

WORKING PAPERS

Cutolo, D., & Ferriani, S., Conventionally climbing the ladder of abstraction: how atypical actors can leverage narrative features to increase the appeal of their offering. **Revise & Resubmit at the *Journal of Management***

Cutolo, D., & Ferriani, S., The Platypus Puzzle: A Multidisciplinary and Integrative Framework on Atypicality. Revising Manuscript for Submission at the *Academy of Management Annals*

Cutolo, D., & Ferriani, S., What the changing nature of work means for entrepreneurs: It's time to re-think the notion of entrepreneurship as an all-or-nothing proposition. Revising Manuscript for Submission at *Strategic Organization*

Cutolo, D., Kenney, M., & Hargadon, A., Second Order Ecosystems: New perspectives on Platform Ecosystems. Revising Manuscript for Submission at *Strategic Management Journal*

Cutolo, D., Kenney, M., & Hargadon, A., Platform Justice. *Working paper*

Cutolo, D., & Grimaldi, R., I wasn't expecting that: turning leisure passion into entrepreneurial intentions through engaging with digital platforms. *Working paper*

Cutolo, D., Falchetti, D., & Ferriani, S., Has the Art of Persuasion changed over 2,000 years? Rhetorical appeals and attentional engagement in TED talks (Data analysis stage)

Cattani, G., **Cutolo, D.**, Falchetti, D., & Ferriani, S., Do we always need a story? The role of within-audience heterogeneity in persuasive communication (Data analysis stage)

Falchetti, D., **Cutolo, D.**, & Ferriani, S., A little bit of everything: a configuration approach on entrepreneurial narratives (Data analysis stage)

CONFERENCE PAPERS/WORKSHOP PRESENTATIONS

Cutolo, D., Falchetti, D., & Ferriani, S., Has the Art of Persuasion changed over 2,000 years? Rhetorical appeals and attentional engagement in TED talks. Accepted for presentation at

- *PDW Content and Text Analysis in Organizational Research: Techniques and Applications*. 81st Annual Meeting of the Academy of Management, Online. 2021

Cattani, G., **Cutolo, D.**, Falchetti, D., & Ferriani, S., Do we always need a story? The role of within-audience heterogeneity in persuasive communication. Accepted for presentation at

- *PDW New Data and Methods in Strategic Management Research*. 81st Annual Meeting of the Academy of Management, Online. 2021

Falchetti, D., **Cutolo, D.**, & Ferriani, S., A little bit of everything: a configuration approach on entrepreneurial narratives. Accepted for presentation at

- *PDW Qualitative Comparative Analysis (QCA): A Set-Analytic Approach to Organizational Configurations*. 81st Annual Meeting of the Academy of Management, Online. 2021

Cutolo, D., & Kenney, M., Platform Dependence: Understanding Power Asymmetries, Risks, and Business Strategies in the Platform Economy.

- *PDW Digital Technologies and Platforms: Reshaping Entrepreneurship, Business Models, and Ecosystem*. 81st Annual Meeting of the Academy of Management, Online. 2021
- *Work in the digital age: The challenges of platform firms*. Hertie School, Berlin. 2021
- *Symposium Intra-Platform Competition: Promises and Pitfalls of Platform Research for Organizational Theory*. Online. 80th Annual Meeting of the Academy of Management, Online. 2020

Cutolo, D., & Ferriani, S., Conventionally climbing the ladder of abstraction: how narratives can support atypical actors in leveraging audience attention. Presented at

- *13th Annual People and Organizations Conference*. The Wharton School, Philadelphia, Pennsylvania. 2020
- *PhD Research Day in Strategy, Entrepreneurship and Innovation*. Imperial College & Cass Business School, London, UK. 2020
- *MIT Economic Sociology Working Group*. Sloan School of Management, Boston, Massachusetts. 2019

Cutolo, D., & Ferriani, S., The Platypus Puzzle: A Multidisciplinary and Integrative Framework on Atypicality.

- *9th SKEMA KTO Paper Development Workshop*. SKEMA Business School - U. Côte D'Azur. Antibes. 2021
- *1st Organization Theory Winter Workshop*. Online. 2020

Cutolo, D., & Ferriani, S., A topic modeling approach to narratives: How the interplay of content and structure conventionality influences the audience. Presented at

- *PDW Language, Meaning, and Organizing: The Future of Linguistic Theories, Data, and Methodologies*. 79th Annual Meeting of the Academy of Management, Boston, Massachusetts. 2019
- *Frontiers in Managerial and Organizational Cognition Annual Conference: Organizing, Modelling, and Categorizing in the Digital Era*, Cass Business School, London, UK. 2019

Cutolo, D., Tagliaventi, M. R., & Carli, G., The Interplay Between Academic Citizenship and Knowledge Transfer in Business Schools. Presented at the 79th Annual Meeting of the Academy of Management, Boston, Massachusetts. 2019

Tagliaventi, M. R., Carli, G., & **Cutolo, D.**, Can we be all in one? Presented at the 5th *International Conference on Higher Education Advances*, Valencia, Spain. 2018

Cutolo, D., Comfortably on the edge of two work domains: Exploring hybrid entrepreneurship as a liminal state. Presented at the 8th *SEI Doctoral Workshop* at the TUM School of Management, Munich, Germany. 2018

Cutolo, D., Tagliaventi, M. R., & Carli, G., The Trade-Off Between Research and Academic Citizenship in Modern Universities. Presented at the 78th *Annual Meeting of the Academy of Management*, Chicago, Illinois. 2018

RESEARCH PROJECTS

Unipro: Academy and Profession

RA, Project funded by National Agency for Evaluation of the University and Research Systems, Italian Ministry of Education

TEACHING EXPERIENCE

M.Sc in International Management, *The Business School (formerly Cass), City, University of London* 2020-2021

TA, **Entrepreneurship and Managing Growth**

M.Sc in International Management, *University of Bologna* 2020-2021

TA, **Business Venturing** 2019-2020

B.Sc in Energy Engineering, *University of Bologna* 2017-2018

TA, **Principles of Business Economics and Innovation**

M.Sc in Management Engineering, *University of Bologna* 2020-2021

TA, **Organizational Behavior** 2016-2018

Lecturer, *MAST Foundation (Arts Manufacturing, Experimentation and Technology)* 2017-2018

Expedition Project: a work-linked training focused on Technological Innovation

THESIS SUPERVISION

B.Sc in European Business Studies, *Riga International School of Economics and Business Administration (RISEBA)* 2018

Candidate: Teo Lajoie-Augustin

The impact of interns in Human Resources management in multicultural start-ups

M.Sc in Management Engineering, *University of Bologna* 2016-2017

Candidate: Laura Toscano, Main Supervisor: Maria Rita Tagliaventi

Assessment of the Italian University reform on Academics' productivity

Candidate: Ilaria Carlini, Main Supervisor: Maria Rita Tagliaventi
University Third Mission: The impact of University on professionals' practices

HONORS AND AWARDS

Marco Polo Scholarship

2019

Ph.D. Scholarship, University of Bologna

2016-Present

ACADEMIC CITIZENSHIP

Organizing Committee

2020

10th SEI Faculty Workshop & Doctoral Consortium
University of Bologna (online)

Organizing Committee

2021

XIII Medici School: *Cooperation in Organizing and Innovating*
University of Bologna (online)

Organizing Committee

2020

XII Medici School: *Strategies for the Future of Work*
MIT Sloan School of Management (online)

REVIEWER ACTIVITY

Organization Studies

Research Policy

Journal of Vocational Behavior

Journal of Technology Transfer

Technovation

Sociologica

Industrial Corporate & Change

Academy of Management Annual Meeting (Ent, OB Division)

PROFESSIONAL EXPERIENCE

Volunteer Instructor, Overlimits (Basketball and mental disabilities) -
Bologna, Italy

2017-2019

HR Assistant, WIREDELTA – *Copenhagen*

2016

Professional Basketball player, LegaDue - *Italy*

2005-2014

COMPUTER SKILLS

Python, Stata

LANGUAGE

Italian, English