

# Nicola Del Sarto

## Actual Position

Assistant Professor at University of Florence. Economics of financial intermediaries and corporate finance

## Research interests

Startups, Business Accelerators, Open Innovation, Digital Transformation, Innovation in Banking, Fintech, Finance for Innovation.

## Academic positions

<b>Sept 2022-Present</b>	Assistant Professor, University of Florence. Department of Economic and Management. Economics of financial intermediaries and corporate finance.
<b>Jul 2020- July 2022</b>	Istituto di Management, Scuola Superiore Sant'Anna – Pisa <i>Postdoctoral research Fellow</i> SoBigData Project (Horizon 2020) “L'innovazione guidata dai dati all'interno del progetto SoBigData++, attività WP 5 accelerating innovation” Supervisor: Andrea Piccaluga
<b>Dec. 2019-Jul. 2020</b>	Istituto di Management, Scuola Superiore Sant'Anna – Pisa <i>Postdoctoral research Fellow</i> Project: “Studies on Open Innovation Strategies”, Renewal Supervisor: Alberto Di Minin
<b>Dec. 2018-Dec. 2019</b>	Istituto di Management, Scuola Superiore Sant'Anna – Pisa <i>Postdoctoral research Fellow</i> Project: “Studies on Open Innovation Strategies” Supervisor: Alberto Di Minin

## Education

<b>Oct. 2015 - Oct. 2018</b>	PhD, Management dell'innovazione, sostenibilità e sanità, Scuola Superiore Sant'Anna – Pisa, With Honor. Dissertation: Exploring the business accelerator phenomenon through resource based view and Open Innovation lenses. Supervisor: Alberto Di Minin
<b>2014</b>	2 <sup>nd</sup> Level Master in Management of Innovation, Scuola Superiore Sant'Anna – Pisa.
<b>2012-2014</b>	Laurea Magistrale cum laude in Economia (LM-77) – Università di Pisa Tesi: I fondi pensione in Italia. Un confronto con il sistema statunitense. Advisor: Proff.ssa Maria Cristina Quirici
<b>2008-2012</b>	Laurea Triennale in Economia– Università di Pisa, Tesi: Crisi e politiche economiche a confronto: 1991-92/2007-2008. Adivsor: Proff.ssa Maria Luisa Marinelli

## Publications

<b>1</b>	Del Sarto, N., Ferrigno, G., Parida, V., & Di Minin, A. (2022). Do start-ups benefit from coworking spaces? An empirical analysis of accelerators' programs. <i>Review of Managerial Science</i> , 1-32.
<b>2</b>	Cucino, V., Del Sarto, N., Ferrigno, G., Piccaluga, A. M. C., & Di Minin, A. (2022). Not just numbers! Improving TTO performance by balancing the soft sides of the TQM. <i>The TQM Journal</i> , (ahead-of-print).
<b>3</b>	Ferrigno, G., Del Sarto, N., Cucino, V., & Piccaluga, A. (2022). Connecting organizational learning and open innovation research: an integrative framework and insights from case studies of strategic alliances. <i>The Learning Organization</i> , (ahead-of-print).
<b>4</b>	Del Sarto, N., & Gai, L. (2022). <i>Blockchain for SMEs: Threats, Opportunities, and Future Research Trajectories</i> . In Applications, Challenges, and Opportunities of Blockchain Technology in Banking and Insurance (pp. 69-82). IGI Global.
<b>5</b>	Crupi, A., Del Sarto, N., Di Minin, A., & Frigo, G. (2022). Overcoming the liability of foreignness through international business incubators: an empirical analysis of the Chinese environment. <i>International Journal of Technology Transfer and Commercialisation</i> , 19(3), 293-318.
<b>6</b>	Catelani E., Del Sarto, N., (2022). Il finanziamento delle banche a medio-lungo termine. In: Lorenzo Gai. La Banca. Profili istituzionali, operativi e gestionali, Milano: Franco Angeli, ISBN:9788835109099.

7	Crupi, A., Del Sarto, N., Di Minin, A., & Kenney, M. F. (2022). Disentangling the importance of digital platforms and absorptive capacity in digital business ecosystems. In Handbook on Digital Business Ecosystems. Edward Elgar Publishing.
8	Del Sarto, N., Cazares, C. C., & Di Minin, A. (2021). Startup accelerators as an open environment: The impact on startups' innovative performance. <i>Technovation</i> , 102425.
9	Del Sarto, N., Piccaluga A. (2021) <i>Artificial Intelligence as Driver for SME Competitiveness</i> in Handbook of Research on Applied Data Science and Artificial Intelligence in Business and Industry, IGI Global, pp. 108-125. DOI: 10.4018/978-1-7998-6985-6 ISBN 9781799869856.
10	Del Sarto, N., Di Minin, A., Favilli M., Ferrigno G., Giovannini F., (2021) "Innovation Platforms: A New Form Of OI Collaboration" Conference proceeding, ISPIM conference, June 2021, Berlin. ISBN 978-952-335-467-8.
11	Del Sarto, N., Cesaroni, F., Di Minin, A., & Piccaluga, A. (2021). One size does not fit all. Business models heterogeneity among Internet of Things architecture layers. <i>Technology Analysis &amp; Strategic Management</i> , 1-16.
12	Del Sarto, N. (2020) "Il suono dell'innovazione Toscana:il caso Powersoft" in: Di Minin, A., Ferrigno G., Piccaluga A. (a cura di) " Il futuro ha una storia antica: casi di imprese innovative in Toscana". Pacini editore, pp. 105-112. ISBN: 978-88-6995-823-6
13	Crupi, A., Del Sarto, N., Di Minin, A., Phaal, R., & Piccaluga, A. (2020). Open innovation environments as knowledge sharing enablers: the case of strategic technology and innovative management consortium. <i>Journal of Knowledge Management</i> .
14	Isabelle, D. A., & Del Sarto, N. (2020). How Can Accelerators in South America Evolve to Support Start-Ups in a Post-COVID-19 World?. <i>Multidisciplinary Business Review</i> . Vol. 13. No. 2 pp. 66-79. DOI: <a href="http://dx.doi.org/10.35692/07183992.13.2.7">http://dx.doi.org/10.35692/07183992.13.2.7</a>
15	Cucino, V., Del Sarto, N., Di Minin, A., & Piccaluga, A. (2020). Empowered or engaged employees? A fuzzy set analysis on knowledge transfer professionals. <i>Journal of Knowledge Management</i> .
16	Marinelli, L., Crupi, A., Di Minin, A., Del Sarto, N., Gregori, G. L., Lepore, D., & Spigarelli, F. (2020). The SMEs digital entrepreneurial ecosystem: a matter of trust. <i>Grand challenges: companies and universities working for a better society</i> , 417.
17	Crupi, A., Del Sarto, N., Di Minin, A., Gregori, G. L., Lepore, D., Marinelli, L., & Spigarelli, F. (2020). The digital transformation of SMEs—a new knowledge broker called the digital innovation hub. <i>Journal of Knowledge Management</i> .
18	Del Sarto, N., Isabelle, D. A., & Di Minin, A. (2020). The role of accelerators in firm survival: An fsQCA analysis of Italian startups. <i>Technovation</i> , 90, 102102.
19	Del Sarto N., Di Minin A., Ferrigno G., Piccaluga A. (2019) "Born global and well educated: start-up survival through fuzzy set analysis". <i>Small Business Economics</i> . <a href="https://doi.org/10.1007/s11187-019-00238-6">https://doi.org/10.1007/s11187-019-00238-6</a>
20	Di Minin A., Gregori G. L., Spigarelli F., Kenney M., Lanzolla G., Lepore D., Nambisan S., Tucci C.L., Zahra S.A., Crupi A., Del Sarto N. and Marinelli L. (2019) "Digital Transformation & Firms' Innovative Strategies: Capabilities, Ecosystems, and Business Models" <i>Academy of Management Proceedings</i> Vol. 2019, No. 1. <a href="https://doi.org/10.5465/AMBPP.2019.14623symposium">https://doi.org/10.5465/AMBPP.2019.14623symposium</a>
21	Del Sarto, N. (2019) "Yogitech: l'alleanza tra Davide e Golia" in: Di Minin, A., Marullo C., Piccaluga A. (a cura di) "Il gioco degli opposti: storie di innovazione italiana". Milano, EGEA, pp. 135-145. ISBN 978-88-238-3757-7.
22	Del Sarto N., Marullo C., Di Minin A. (2018) "Emerging Actors within the Innovation Landscape: systematic review on Accelerators" Conference proceeding, ISPIM conference, June 2018, Stockholm. ISBN 978-952-335-219-3
23	Del Sarto N., Magni D. (2018) "Equity Crowdfunding: How dynamic capabilities matters for the implementation of a successful project" in <i>Cybernetics and Systems, Social and Business Decisions</i> . GiappichelliEditore. ISBN 978-1-138-59728-0.
24	Del Sarto N. (2018) "Exploring the business accelerator phenomenon through resource-based view and Open Innovation lenses" Ph.D. Thesis.

## Organization and participation to research groups

May 2023

Erasmus delegate for MSc in Finance and Risk Management held by University of Florence.

<b>March 2023</b>	Visting professor at University of Valencia. Hosting professor Irene Comeig Ramirez, Department of Corporate Finance. Topic of the lectures Financing startups and Innovation.
<b>Jan 2023</b>	Coordinator of the research group on “Venture Capital As A Signal For Academic Spin-Off's Ability To Obtain Banks Loans” founded by University of Florence. Member of the group Federica Ielasi, Elisa Bocchialini, Lorenzo Gai.
<b>Jan 2023</b>	Member of the steering group of the Florence Centre for Data Science. The Florence Center for Data Science is a joint effort of four Departments of the University of Florence, representing a rare, if not unique, balancing of statistical, mathematical, computer sciences, computer engineering and application-specific expertise.
<b>May 2022</b>	Visiting Scholar at Universidad de Barcelona hosted by Department of Business under the supervision of Professor Claudio Cruz Cazares, with a special focus on “research in the area of entrepreneurship within Universities ecosystem, assessing the openness of the accelerator StartUB!”
<b>July 2021</b>	Visiting Scholar at Universidad de Barcelona hosted by Department of Business under the supervision of Professor Claudio Cruz Cazares, with a special focus on “Incubators and Accelerators as open innovation places fostering innovation”.
<b>April 2021</b>	Participation to the team which submitted and won the proposal for the Strategy Report on Research infrastructure ESFRI Roadmap 2021 together with the 31 partners of the SoBigData++ consortium. The ESFRI Roadmap arguably contains the best European science facilities based on a thorough evaluation and selection procedure. Website <a href="https://www.esfri.eu/esfri-roadmap-2021">https://www.esfri.eu/esfri-roadmap-2021</a> .
<b>Feb 2021</b> <b>Nov 2021</b>	Organizer of the “Challenge us program” within the SoBigData++ project. The program aims at providing free consultancy services to firms interested in exploiting potential of big data. Website: <a href="http://www.sobigdata.eu/challenge-us-2021">http://www.sobigdata.eu/challenge-us-2021</a> The final event was held in Scuola Superiore Sant’Anna the 11 <sup>th</sup> of November 2021 with the participation of the four selected firm which showed the results collaboration with universities in solving the submitted problem.
<b>July 2020</b> <b>Present</b>	Coordinator of the work package “Accelerating innovation” within the SoBigData++ H2020 project. ID: 871042. Website: <a href="https://cordis.europa.eu/project/id/871042/it">https://cordis.europa.eu/project/id/871042/it</a> .
<b>Sept 2020</b> <b>Jan 2021</b>	Member of the research team which submitted the PRIN proposal “BeNew - BALANCING entrepreneurship and NEUROENDOCRINE well-being” Prot. 2020M7JTAH in collaboration with Università della Calabria, Scuola IMT, Luiss Guido Carli.
<b>March 2020</b> <b>June 2020</b>	Member of the research team which submitted the H2020 proposal “Digital Innovation Alliance of African and European Multi-industry stakeholders for Organizational and National sustainable Development” (Acronym DIAMOND, proposal ID 101016429) in collaboration with Università del Salento, Universite Al Akhawayn D'Ifrane Marocco, Universidad Pablo De Olavide Es, Galilee International Management Institute Israel, Bic Euronova Sa Es, Tesfa Business Science And Technology College Ethiopia.
<b>Jan 2020</b> <b>March 2020</b>	Member of the research team responsible of the topic “Interacting with universities: investigation of organizations’ strategies for better engagement” within the Strategic Technology & Innovation Management Programme. The consortium is a practice-oriented research and networking collaboration between industrial member companies and the Centre for Technology Management. Website: <a href="https://www.ifm.eng.cam.ac.uk/research/ctm/stim/">https://www.ifm.eng.cam.ac.uk/research/ctm/stim/</a> .
<b>Oct 2016-</b> <b>Mar 2017</b>	Member of the team responsible of WP2 “Community building and social validation”. Project title: SDI4Apps: Uptake of Open Geographic Information Through Innovative Services Based on Linked Data. The project has received funding from the EU ICT Policy Support Programme as part of the Competitiveness and Innovation Framework Programme ID: 621129 Website: <a href="https://sdi4apps.eu/">https://sdi4apps.eu/</a>
<b>Editorial activities</b>	
<b>Sept2020</b> <b>Nov2021</b>	Editor of the Special Issue “Digital Entrepreneurship Ecosystems: Integrating Talent, Stakeholder Engagement and Institutional Processes to Support Regional Development and Organizational Competitiveness” held by Administrative Science Website: <a href="https://www.mdpi.com/journal/admsci/special_issues/DEE">https://www.mdpi.com/journal/admsci/special_issues/DEE</a>
<b>Since Nov2020</b>	Member of the editorial board of Journal of Strategy and management
<b>Since Oct2020</b>	Member of the editorial board of International journal of technology transfer and commercialization
<b>Since Jan2019</b>	Reviewer for AOM conference, Journal of Knowledge Management, R&D Management Journal,

	R&D management conference, Technovation, Journal of Strategy and Management, WOIC conference, Technology analysis and strategic management, Small Business Economics, Piccola Impresa, International journal of entrepreneurship and innovation management.
<b>Since Jan 2019</b>	External reviewer for Phd thesis at PhD Doctorate in “Economics, Management and Statistics” of University of Messina and at Doctorate in “Business Administration (DBA) Program” Grenoble ecole de management.
<b>Since Jan 2019</b>	Academic Tutor for Master Thesis Dissertations at laurea magistrale in Innovation Management (MAIN), joint program of University of Trento and Scuola Superiore Sant’Anna and for Master student of University of Florence.
<b>Technical Reports</b>	
<b>1</b>	Del Sarto N., Grossi V., Rapisarda B., (2021) Project title: SoBigData++: European integrated infrastructure for social mining and big data analytics. (Deliverable 5.2. Innovation Report and Planning for the next period 1). Website: <a href="https://data.d4science.net/ZUBp">https://data.d4science.net/ZUBp</a>
<b>2</b>	Nicola Del Sarto, Alberto Di Minin, Alessandro Marchesin, Andrea Piccaluga (2020), Project title: SoBigData++: European integrated infrastructure for social mining and big data analytics (Deliverable 5.1 Innovation action plan) Website: <a href="https://data.d4science.net/KAPc">https://data.d4science.net/KAPc</a>
<b>3</b>	Cristina Marullo, Nicola Del Sarto, Alberto Di Minin, Andrea Piccaluga (2017), Project title: Uptake of Open Geographic Information Through Innovative Services Based on Linked Data (Deliverable 2.1.3 Annual report from stakeholder management). Website: <a href="https://sdi4apps.eu/wp-content/uploads/2016/02/D2.1.3_annual_report_from_stakeholder_management_Y3_v8.pdf">https://sdi4apps.eu/wp-content/uploads/2016/02/D2.1.3_annual_report_from_stakeholder_management_Y3_v8.pdf</a>
<b>Teaching Experience</b>	
<b>Feb 2023</b>	Course: Bank management and sustainable finance, Master Degree in Finance and risk management and Economics and development. University of Florence.
<b>Feb 2023</b>	Course: Banca e sistema finanziario. Bachelor Degree in Economia e Commercio, Economia Aziendale. University of Florence.
<b>Feb 2023</b>	Course: Innovation in banking and financial markets. Bachelor Degree in Economia Aziendale. University of Florence.
<b>May 2022</b>	Lecturer at PhD in “Health Science, Technology and Management” held by Scuola Superiore Sant’Anna. Title of the course “Innovation environments”
<b>June 2021</b>	Lecturer at PhD in “Scienze Economiche e Aziendali” held by Università della Calabria. Title of the course “Dal Dottorato al Post-Doc e oltre: il lungo viaggio verso la cattedra”.
<b>June 2021</b>	Lecturer at PhD in “Health Science, Technology and Management” held by Scuola Superiore Sant’Anna. Title of the course “Introduction of knowledge transfer in STEM”.
<b>Apr 2021</b>	Lecturer at PhD in Management of Innovation, Sustainability and Healthcare held by Scuola Superiore Sant’Anna. Title of the course “Economics and Management of Innovation”.
<b>Mar 2021</b>	Co-lecturer at advanced training course held by Scuola Superiore Sant’Anna titled “General Management nelle PMI: Strumenti e modelli per guidare la crescita aziendale”.
<b>Apr 2022</b> <b>Apr 2021</b>	Lecturer at the 2 <sup>nd</sup> Level Master, in Big Data Analytics and social Mining at University of Pisa. Title of the course “Data Driven Innovation”.
<b>Apr 2020</b> <b>Apr 2019</b> <b>Apr 2018</b>	Teaching assistant at the 2 <sup>nd</sup> Level Master, in Big Data Analytics and social Mining at University of Pisa. Title of the course “Data Driven Innovation”.
<b>Feb-Jun 2022</b> <b>Feb-Jun 2020</b> <b>Feb-Jun 2019</b> <b>Feb-Jun 2018</b>	Teaching assistant at MSc in innovation management Scuola Superiore Sant’Anna. Title of the Course “Laboratories”.
<b>Nov 2019</b>	Lecturer at BBA in Economics and Business at LUISS Guido Carli. Title of the course “Introduction to Business Economics”
<b>Mar 2019</b>	Lecturer at MBA in International Business at MIB Trieste. Title of the course “Open Innovation & Strategic Alliances”
<b>May 2019</b>	Lecturer at the 2 <sup>nd</sup> Level Master in Management of Innovation – MAINS at Scuola Superiore Sant’Anna. Title of the course “Business model innovation e R&D & innovation management”.



## Courses and professional workshops

<b>June 2022</b>	Professional workshop held by APRE «Open science in horizon europe laboratorio pratico sulla proposta»
<b>March-April 2022</b>	“Train the teachers” held by Scuola Superiore Sant’Anna. The course is aimed at offering them an initial operational toolkit to design a training course, organize a lesson and manage a classroom
<b>Feb 2021</b>	“Scuola di metodologia della ricerca” Progettare Efficacemente La Ricerca Per Ottimizzare I Risultati Finali. Organizzata da SIMA.
<b>Dec 2020</b>	MyCareer “individual European funding opportunity for research activities” University of Siena
<b>Sept 2020</b>	Workshop “Economia Circolare: casi aziendali sull'innovazione per la 'chiusura del cerchio”
<b>Jun 2019</b>	Workshop “Qualitative Comparative Analysis” University of Verona
<b>March 2019</b>	Workshop - Creating Value Through Manufacturing: Exploiting Industry 4.0 in a Circular Economy Framework, University of Padova
<b>May 2018</b>	“Scuola di metodologia della ricerca” presso l’Università Parthenope di Napoli, organizzata da SIMA.
<b>Sept 2016</b>	Workshop “Strumenti di funding per imprese start-up high-tech”, JOTTO
<b>July 2016</b>	Summerschool “modelli di equazioni strutturali”, Università Della Calabria
<b>March 2016</b>	Workshop “La proprietà intellettuale: strumenti e strategie per la valorizzazione della ricerca pubblica” JOTTO

## Conferences

<b>July 2023</b>	Del Sarto, N., Ielasi, F., Gai L., Bocchialini, E. (2023) Venture capital as a signal for academic spin-off's ability to obtain banks loans. EFIC Conference, Gaeta.
<b>June 2023</b>	Del Sarto, N. Bocchialini, E., Gai L., Ielasi, F. (2023) Microfinance, Microcredit, and Women's Empowerment: An Exploration of the Grameen Bank Experience for Social Inclusion, R&D Management conference, Sevilla.
<b>June 2023</b>	Del Sarto, N., Ielasi, F., Gai L., Bocchialini, E. (2023) Venture capital as a signal for academic spin-off's ability to obtain banks loans. Financial Engineering and Banking Society conference, Chania.
<b>Sept 2022</b>	Gai, L., Bocchialini, E., Del Sarto N., Ielasi, F., (2022) “Innovative startups: Accelerators and incubators for a better access to financial markets and intermediaries” IFABS conference, Naples.
<b>Aug 2022</b>	Ferrigno, G., Del Sarto, N., Piccaluga, A., Baroncelli, A., (2022) “Industry 4.0 Base Technologies and Business Models: A Bibliometric Analysis.” Academy of Management Annual Meeting Proceedings.
<b>July 2022</b>	Del Sarto N., Isabelle D., Di Minin A., (2022) “Corporate accelerators as technology intermediaries for growth”. R&D Management Conference, Trento
<b>July 2022</b>	Crupi A., Abbate T., Cesaroni F., Del Sarto N, Marozzo V., (2022) “Digital transformation and Open Innovation: Italian SMEs’ collaboration strategies”. R&D Management Conference, Trento
<b>July 2021</b>	Di Minin A., Crupi A., Del Sarto A. (2021) “Digital Technologies and Platforms: Reshaping Entrepreneurship, Business Models, and Ecosystem” PDW workshop at Academy of Management annual meeting. Program Session: 292 Submission: 13337.
<b>June 2021</b>	Del Sarto, N., Di Minin, A., Favilli M., Ferrigno G., Giovannini F., (2021) “Innovation Platforms: A New Form Of OI Collaboration” Conference proceeding, ISPIM conference, June 2021, Berlin.
<b>June 2021</b>	Cucino, V., Del Sarto, N., Passarelli M., (2021) “When Women Lead Companies: The Role Of Women In Italian Research Spin-Off Companies” EURAM Conference, Reshaping Capitalism For a Sustainable World, Montreal, Canada.
<b>June 2021</b>	Del Sarto, N., Cucino V., Ferrigno G., Paraboschi A., Piccaluga A., (2021) “Innovating In The Fourth Industrial Revolution: Disentangling Trends And Trajectories”. SIMA Conference, Leveraging intersections in management theory and practice, Palermo, Italy.
<b>June 2021</b>	Ferrigno, G., Del Sarto N., Cucino V., Piccaluga A., (2021) “Exploring The Linkage Between Open Innovation And Organizational Learning: Insights From Exemplary Alliance Case Studies” SIMA Conference, Leveraging intersections in management theory and practice, Palermo, Italy.
<b>Dec 2020</b>	Moderator of the academic session Open Innovation and Appropriation Strategies. World Open Innovation Conference (WOIC) 2020.
<b>Sept 2020</b>	Marinelli L., Crupi A, Minin A., Del Sarto N., Gregori G.L., Lepore D., Spigarelli F., (2020) “The SMES digital entrepreneurial ecosystem: a matter of trust” Sima Management Conference, Pisa

<b>Aug 2020</b>	Crupi A., Del Sarto N., Di Minin A., Piccaluga A., Phaal R., (2020) “Defusing inter-organizational barriers through Open Innovation environments”. R&D Management symposium, Vancouver. Del Sarto, Cruz Cazares C., Di Minin A., (2020) “Startup accelerators as an open environment: The impact on startups’ innovative performance”. R&D Management symposium, Vancouver
<b>Feb 2020</b>	Marinelli L., Crupi A., Minin A., Del Sarto N., Gregori G.L., Lepore D., Spigarelli F., (2020) “SMEs Digital Transformation: The enabling Role of Intermediaries” convegno Management and Marketing in the Digital Age: Digital Transformation in Italian SMEs, Università Cattolica del Sacro Cuore.
<b>Dec 2019</b>	Del Sarto, N., Cruz Cazares, C. Di Minin, A. (2019) “Types of openness for innovation: The impact of inbound non pecuniary option on startups’ innovation performance”. WOIC, Rome.
<b>July 2019</b>	Di Minin A., Gregori G. L., Spigarelli F., Kenney M., Lanzolla G., Lepore D., Nambisan S., Tucci C.L., Zahra S.A., Crupi A., Del Sarto N. and Marinelli L. (2019) “Digital Transformation & Firms’ Innovative Strategies: Capabilities, Ecosystems, and Business Models” Academy of Management Proceedings Vol. 2019, No. 1. <a href="https://doi.org/10.5465/AMBPP.2019.14623symposium">https://doi.org/10.5465/AMBPP.2019.14623symposium</a>
<b>Jun 2019</b>	Del Sarto, N., Di Minin, A., Ferrigno G., and Piccaluga A. (2019) “When do startups survive? Interactions among internal resources matter.” R&D Management Conference, Paris
<b>Jun 2018</b>	Del Sarto N., Marullo C., Di Minin A. (2018) “Emerging Actors within the Innovation Landscape: systematic review on Accelerators” Conference proceeding, ISPIM conference, Stockholm
<b>July 2017</b>	Del Sarto N., Piccaluga A., Di Minin A. (2017) “Business models and the internet of things: Exploring the phenomenon” R&D Management Conference, Louven.

### **Awards and acknowledgments**

<b>Sept. 2022</b>	Affiliate Researcher at Scuola Superiore Sant’Anna.
<b>Mar, 2022</b>	EMbeDS award for young IdM researchers 2021 for the paper “Startup accelerators as an open environment: The impact on startups’ innovative performance” conferred by Scuola Superiore Sant’Anna,
<b>Mar. 2021</b>	EMbeDS award for young IdM researchers 2020 for the paper “The role of accelerators in firm survival: An fsQCA analysis of Italian startups” conferred by Scuola Superiore Sant’Anna,
<b>Mar. 2021</b>	EMbeDS award for young IdM researchers 2019 for the paper “Born global and well educated: start-up survival through fuzzy set analysis” conferred by Scuola Superiore Sant’Anna.
<b>Dec. 2021</b>	Outstanding paper awards for the paper “Integrated solution of products and services for financial and insurance intermediaries” published on Journal of Knowledge Management.
<b>Oct. 2018</b>	PhD with honor for the dissertation titled Exploring the business accelerator phenomenon through resource based view and Open Innovation lenses. Supervisor: Alberto Di Minin.

### **Professional experiences related to academic activity**

<b>Feb 2021</b>	Executive lecturer for Fincantieri on the topic “Intra-preneurship & Innovation” held at MIB Trieste. The aim of the course is to help managers in their Intrapreneurship paths, and to give them awareness of the dynamics and strategies of Open Innovation. All this takes place in a very dynamic context focused on Fincantieri's managerial challenges
<b>Oct. 2020</b>	Executive lecturer for SMEs’ managers on the topic “the value of IA” within the course “AI business oriented” held by INMATICA S.P.A. in collaboration with Università del Salento, Dhitech Scarl, l’INFN Istituto Nazionale di Fisica Nucleare, l’Ai2 Associazione Intelligenza Artificiale per l’Impresa.
<b>Nov. 2018</b>	Executive lecturer for Fincantieri on the topic “Intra-preneurship & Open Innovation” held at MIB Trieste. The aim of the lectures was to help participating managers in understanding the concepts of vision, strategy and execution through examples and teamwork.
<b>Oct. 2016- Dic. 2016</b>	Participation to the project “Pisa Human Centered Smart Cities” held by Continuum Innovation and Scuola Superiore Sant’Anna for the Municipality of Pisa. The project aimed at supporting the city of Pisa in defining a strategic roadmap and possible scenarios that facilitate the transformation into Human Centered Smart City.

### **Results in technology transfer activity**

<b>Dec 2021</b>	Participation to the creation of the academic Spinoff AML Fintech of University of Florence. The Spinoff is actually incubated in IUF (Incubatore Universitario Fiorentino) of University of Florence
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	and develop services in the field of Integrated solution of products and services for financial and insurance intermediaries. Nicola is actually involved as product developer.
<b>Apr. 2017- Nov 2017</b>	Mentor of the technology transfer program “Impresa Giovani” held by TTO of Scuola Superiore Sant’Anna and financed by Regione Toscana, D. D. R. n. 5176 del 6/11/2015. Within the program I served as mentor for assistance and coaching in the preparation of business plans of four entrepreneurial projects.
<b>Other Abilities</b>	
<b>Computing</b>	Excellent knowledge: Stata, SPSS Latex, Tableau, Office Fair command: R (data and text mining), VOSviewer
<b>Languages</b>	Italian: native; English: professional fluency.