

CURRICULUM VITAE

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ACADEMIC POSITIONS

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|------------------------|---|
| 2022 to present | Dean, Luiss Business School. |
| 2015 to present | Full Professor of Corporate Finance, Department of Business and Management, LUISS Guido Carli University, Rome |
| 2021 to September 2023 | Associate Dean for Faculty, LUISS Business School |
| 2020-2021 | Director, Corporate MBA for Cassa Depositi e Prestiti (CDP Group) and its participated companies (Terna, Poste Italiane, SIA, Open Fiber, Italgas), LUISS Business School |
| 2017-2021 | Director, Master of Science in Corporate Finance, LUISS Guido Carli |
| 2015-2020 | Associate Dean for Post-graduate Programs, LUISS Business School |
| 2014-2020 | Director, Master in Business Administration, LUISS Business School |
| 2006-2015 | Associate Professor of Corporate Finance, Department of Business and Management, LUISS Guido Carli University, Rome |
| 2006-2009 | Co-Director of the Research Project “The Economic Valuation of Patents” (EVPAT) funded by the European Investment Bank under the EIBURS Measure |
| 2002-2006 | Assistant Professor of Corporate Finance, School of Engineering, University of Bologna |

EDUCATION

2002	Ph.D. in Management, University of Bologna
2001	Research Fellow, Research Department, Bank of Italy.
2000-2001	Visiting Scholar, Department of Economics, University of California at Berkeley
1998	M.Sc. in Business and Economics, LUISS Guido Carli University, Rome

CORPORATE AND INSTITUTIONAL APPOINTMENTS

2020 to present	Member of the investment committee for the real estate fund, Cassa Forense (Pension Fund of Italian Lawyers; 13,5 billion Euros of AuM; http://www.cassaforense.it/)
2020 to present	Non-executive Director, ASR Media and Branding (AS Roma Group)
2013-2015	Non-executive Director and Member of the Investment Committee, Principia Sgr (Venture Capital Firm; 200 million Euros of AuM; https://principiasgr.it/)

AWARDS

AIDEA Best Paper Award, 2023, AIDEA - Accademia Italiana di Economia Aziendale

Top Cited Article 2020-2021 in the Journal of Product Innovation Management with the paper title “Big Data for Creating and Capturing Value in the Digitalized Environment: Unpacking the Effects of Volume, Variety, and Veracity on Firm Performance”. Autori: Francesco Cappa, Raffaele Oriani (Luiss), Enzo Peruffo (Luiss), Ian McCarthy (Luiss)

Luiss Teaching Excellence award 2020-2021 for the course “Advanced Corporate Finance”

SIG Strategic Management 2020 Best Paper at the EURAM 2020 Conference held at Trinity College, Dublin (4-6 December 2020), with the paper “Big Data and Firm Performance”. Autori: Francesco Cappa, Raffaele Oriani (Luiss), Enzo Peruffo (Luiss), Ian McCarthy (Luiss)

Academy of Management Best Paper Proceedings 2007, Academy of Management

Best Reviewer Award, Technology, and Innovation Management Division, 2005, Academy of Management Meeting

SELECTED PUBLICATIONS

Articles in peer-reviewed journals

- Cappa F., Boccadelli P., Oriani R., Acciarini C., (2023) “How Can Organizations Leverage Value from Big Data? A Systematic Literature Review, n: TECHNOVATION. - ISSN 0166-4972. - 123:(2023), pp. 1-18. [10.1016/j.technovation.2023.102713]

- Pinelli M.; Cappa F.; Franco S.; Peruffo E.; Oriani R. (2023) "Too Much of Two Good Things: Effects of Founders' Educational Level and Heterogeneity on Start-Up Funds Raised", *IEEE Transactions on Engineering Management*, pp. 1-15.
- Pinelli M.; Cappa F.; Franco S.; Peruffo E.; Oriani R. (2023) "Acquisitions of non-controlling equity stakes: Agency conflicts and profitability" In: *Strategic Organization*, pp. 1-27
- Ahmad, F., Oriani, R. (2022). "Is the investor's reliance on cognition and emotional regulation predict preference for selecting value versus growth stocks?", *The European Journal of Finance*, 1-24.
- Morea, D., Fortunati, S., Cappa, F., Oriani, R. (2022) "Corporate Social Responsibility and Circular Economy as a New Integrated Approach?", *Academy of Management Proceedings* (1), 13295
- Cappa, F., Colvecchio, F., Oriani, R., Peruffo, E. (2022) "Banks responding to the digital surge through Open Innovation: stock market performance effects of M&As with fintech firms", *Journal of Economics and Business*, 106079.
- Ahmad, F., Oriani, R. (2022). "Investor attention, information acquisition, and value premium: A mispricing perspective", *International Review of Financial Analysis*, 79, 101976.
- Ahmad, F., Oriani, R. (2022). Corrigendum to "Investor attention, information acquisition, and value premium: A mispricing perspective" [*International Review of Financial Analysis*, 79 (2022) 1–21/101976], *International Review of Financial Analysis*, 102194.
- Cappa F., Oriani R., Peruffo E., McCarthy I., (2021) "Big Data for Creating and Capturing Value in the Digitalized Environment: Unpacking the Effects of Volume, Variety and Veracity on Firm Performance", *Journal of Product Innovation Management*, 38(1): 49-67
- Ahmad, F., Oriani R., De Angelis M. (2020) "Investor's Intrinsic Motives and the Valence of Word-of-Mouth in Sequential Decision-Making." *Journal of Behavioral Finance*: 1-19.
- Pinelli, M., Cappa, F., Franco, S., Peruffo, E., Oriani, R. (2020). "Too Much of Two Good Things: Effects of Founders' Educational Level and Heterogeneity on Start-Up Funds Raised". *IEEE Transactions on Engineering Management*, in press
- Cappa F., Cetrini G., Oriani R. (2019), The Impact of Corporate Strategy on Capital Structure: Evidence from Italian Listed Firms, *Quarterly Review of Economics and Finance*, 76: 379-385
- Banerjee S., Oriani R., Peruffo, E. (2019), Corporate board structure and foreign equity investments in weak institutional regimes, *Corporate Governance: An International Review*, 27.6: 458-476.
- Cappa, F., Oriani, R., Pinelli, M., De Massis, A. (2019). When does crowdsourcing benefit firm stock market performance?. *Research Policy*, 48(9)
- Morricone S., Munari F., Oriani R., De Raessenfosse G. (2017), "Commercialization Strategy and IPO Underpricing", *Research Policy*, 46(6), 1133-1141.

- Binacci M., Minichilli A., Oriani R., Peruffo E. (2016), "Are All Non-Family Managers (NFM) Equal? The Impact of NFM Characteristics and Diversity on Firm Performance", *Corporate Governance: An International Review*, 24: 569-583
- Leone M. I., Oriani R., Recihstein T. (2015). "How much are flexibility and uncertainty worth in patent licensing?", *Economia e Politica Industriale*, 42: 371-394
- Munari F. Oriani R., Sobrero M., (2010). The Effects of Owner identity and External Governance Systems on R&D Investments: A Study of Western European Firms. *Research Policy*, 39: 1093-1104
- Anand J., Oriani R., Vassolo R. (2010). Alliance Activity as a Dynamic Capability in Face of Discontinuous Technological Change. *Organization Science*, 21: 1213-1232.
- Chadha A., Oriani R. (2010). Market Value of R&D in the Presence of Weak Intellectual Property Rights Protection: The Case of India. *Scientometrics*, 82: 59-74
- Oriani R., Sobrero M. (2008). Uncertainty and the Market Valuation of R&D within a Real Options Logic. *Strategic Management Journal*, 29: 343-361.
- Anand J., Oriani R., Vassolo R. (2007). Managing a Portfolio of Real Options. *Advances in Strategic Management*, 24: 285-313.
- Oriani R. (2007). Technology Switching Option and the Market Value of the Firm: A Model and an Empirical Test. *Advances in Strategic Management*, 24: 441-471.
- Hall B. H., Oriani R. (2006). Does the Market Value R&D Investment by European Firms? Evidence from a Panel of Manufacturing Firms in France, Germany, and Italy. *International Journal of Industrial Organization*, 24: 971-993.
- Munari F., Oriani R. (2005). Privatization and Economic Returns to R&D Investments. *Industrial and Corporate Change*, 14: 61-91.
- Oriani R., (2003). Investimenti in R&S, brevetti e valore di mercato dell'impresa: Analisi dell'evidenza empirica ed implicazioni per gli studi sull'innovazione aziendale", *Economia e Politica Industriale*, 117, pp. 35-72.

Books

- Oriani R., Iacovone D., (a cura di), *Le nuove sfide della valutazione d'azienda. Innovazione, sostenibilità e competenze*, Il Mulino, Bologna, 2023, pp. 232, 978-88-15-38660-1
- Munari F. Oriani R., *The Economic Valuation of Patents: Methods and Applications*, Edward Elgar, Cheltenham, 2011
- Oriani R., *Innovazione tecnologica, valore economico e mercati finanziari. Un'analisi basata sulla teoria delle opzioni reali*, Il Mulino, Bologna, 2004.

Selected chapters in Edited Books

- Granieri M., Leone M., Oriani R. (2011). "Patent licensing contracts", in Munari F., Oriani R. (eds.), *The Economic Valuation of Patents: Methods and Applications*. Edward Elgar, Cheltenham, UK
- Oriani R., Sereno L. (2011). "Advanced valuation methods: the real options approach" in Munari F., Oriani R. (eds.), *The Economic Valuation of Patents: Methods and Applications*. Edward Elgar, Cheltenham, UK
- Morricone S., Oriani R. (2011). "Stock market valuation of patent portfolios", in Munari F., Oriani R. (eds.), *The Economic Valuation of Patents: Methods and Applications*. Edward Elgar, Cheltenham, UK
- Czarnitzki D., Hall B. H., Oriani R., (2006). "The Market Valuation of Knowledge Assets in US and European Firms", in Bosworth D., Webster E. (eds.), *The Management of Intellectual Property*, Edward Elgar, Cheltenham, UK.
- Boccardelli P., Grandi A., Magnusson M., Oriani R., (2005). "The Value of Learning in R&D", in Bettis R. (ed.), *Strategy in Transition*, Blackwell, Oxford, UK.
- Oriani R., Sobrero M., (2003). "A Meta-Analytic Study of the Relationship between R&D Investments and Corporate Value", in Calderini M., Garrone P., Sobrero M. (eds.), *Corporate Governance, Market Structure and Innovation*, Edward Elgar, Cheltenham, UK.