



Paper Development Workshop (PDW)

8th September 2020

9.00 - 13.00 CEST (please check [here](#) for your timezone)

Chairs: Valentina De Marchi, Elisa Giuliani, Francesco Rullani

Schedule

9.00 Digital transformation of traditional firms: cognition and technology trap zones in the proof-of-concept phase

Authors: **Marya Zaitsava - Elona Marku - Maria Chiara Di Guardo**

Discussant: [Valentina De Marchi](#)

9.25 Technological discontinuities and dominant designs in the automotive industry: the case of ford - 1896-1914

Authors: **Alberto Di Minin - Giulio Ferrigno - Alberto Zordan**

Discussant: [Anna Cabigiosu](#) & [Elisa Giuliani](#)

9.50 Technology-based trust systems: an integrative model of how rules of code can build trust in digital economic transactions

Authors: **Maria Sciarra - Cristina Boari**

Discussant: [Diego Stea](#)

10.15 The role of proof-of-concept programs in mitigating the effect of inhibitors on the commercialization of research-based inventions

Authors: **Daniele Battaglia - Emilio Paolucci - Elisa Ughetto**

Discussant: [Francesco di Lorenzo](#)

10:40. Breaking the silence about existing marketing capabilities: the agile approach

Authors: **Ludovica Moi - Francesca Cabiddu - Federico Pigni**

Discussant: [Francesco Rullani](#)

11.05 *BREAK* (15 min)

11.20 Legitimate women and board advisory tasks

Authors: **Sara De Masi - Agnieszka Słomka-Gołębiowska - Andrea Paci**

Discussant: [Morten Huse](#)

11.45 Decoupling sustainability disclosure and implementation in MNEs: the role of institutional duality

Author: **Stefano Franco**

Discussant: [Mette Morsing](#)

12.10 The impact of fintech acquisitions on acquiring banks performance

Authors: **Francesca Collevocchio - Francesco Cappa - Enzo Peruffo - Raffaele Oriani**

Discussant: [Ugo Rigoni](#)

12.35 The influence of human capital and gender on the risk profile of venture philanthropy investors

Authors: **Mariarosa Scarlata - Luisa Alemany - Andrew Zacharakis**

Discussant: [Andrew Crane](#)

Format

Each paper presenter gives a **10 minutes** speech where s/he provides:

(a) an **overview** of the paper's core message, research questions, methodology, results and contributions and

(b) the areas in which she/he is **looking for advice** and/or is experiencing difficulties.

Following, each paper is going to receive qualified comments by an expert reviewer (discussant) (**10 minutes**).

The floor will then be open for Q&A from the audience (**5 min**).

Timing will be strictly enforced.

In the case the authors have already received comments from journal referees – either in the case of past rejections or current R&R – they might want to **contact the discussant directly to share the reviews** with him/her.

All PDW participants are strongly encouraged to attend the whole PDW session and **provide comments**. Papers will be circulated upon request and based on authors' consent.

Room for connecting to the session: <https://meet.google.com/huv-rwtx-aea>