

Knowledge and Trust in Data-Rich Business Environments

SPECIAL ISSUE

Guest Editors

Giuseppe Bertoli, Sandro Castaldo, Paola Cillo, Gabriele Troilo, Gianmario Verona

CALL FOR PAPERS

Deadlines (postponed)	
Submission of full papers	November 15, 2021
Notification of peer review results	December 31, 2021
Submission of revised papers	January 31, 2022
Publication	April 2022

Scope of the Special Issue

Keywords: knowledge, capabilities, trust, data economy, artificial intelligence, machine learning, data-driven innovation, collaboration networks

Topics

This Special Issue will include impactful papers focused on the critical role played by knowledge and trust in data-rich business environments.

In today's business environments, different actors - firms, suppliers, consumers, public authorities, regulators and other stakeholders - can take decisions leveraging on the abundance of proprietary and public data made available by digital technologies. The centrality of data for managerial decision processes inspires new research questions on how organization create, use and disseminate knowledge to generate a sustainable competitive advantage. In addition, data fluidity in large networks of interconnected firms, customers and other actors creates concerns that can be played out by putting trust at the center of such network of relationships.

The aim of this Special Issue is to investigate how knowledge and trust can be developed, exploited, diffused, and protected in business ecosystems, where data are the main asset for several actors.

We welcome contributions tackling with this broad area of research and include, among others, the following topics:

- Machine-enhanced organizational learning
- Knowledge and trust in remote-working teams
- Knowledge and trust in collaboration business networks
- Consumer trust in data-rich business relationships
- Collaborative and data-enhanced innovations
- Knowledge and trust for business model innovation and new product development
- Ecosystems competition as a new management frontier
- Knowledge transfer, trust, and privacy concern in data-rich business environments
- Data and knowledge protection

This Special Issue welcomes both theoretical and empirical papers, leveraging various methodological approaches, strongly supported by management literature.

Some useful references

ALVAREZ S., BUSENITZ L. (2001), "The Entrepreneurship of Resource-based Theory", *Journal of Management*, n. 6, pp. 755-775.

AWAD N.F., KRISHNAN M.S. (2006), "The Personalization Privacy Paradox: An Empirical Evaluation of Information Transparency and the Willingness To Be Profiled Online for Personalization" *MIS Quarterly*, vol. 30, n. 1, pp. 13-28.

BACCARANI C., GOLINELLI M.G. (2015), "The non-existent firm: relations between corporate image and strategy", *Sinergie*, vol. 33, n. 97, pp. 313-323.

- BAGLIERI D., BELUSSI F., ORSI L. (2016), "Partnering strategies in biotech firms. A longitudinal perspective", in Belussi F., Orsi L. (Eds.), (2015), "Innovation, Alliances, and Networks in High-Tech Environments, Routledge.
- BARNEY J.B. (1991), "Firm Resources and Sustained Competitive Advantage", *Journal of Management*, n. 17, pp. 99-120.
- BETTIOL M., DI MARIA E., MICELLI S. (2020) (Eds.), *Industry 4.0 and Knowledge Management: New Paradigms for Value Creation*, Springer.
- BERTOLI G., BUSACCA B., IMPERATO M. (2020), "Premium Private Label: How Product Value, Trust and Category Involvement Influence Consumers' Willingness to Buy", *Italian Journal of Marketing*, vol. 1, n. 2-3, pp. 143-161.
- BRESCIANI S., CIAMPI F., FERRARIS A. (2021), "Using big data for co-innovation processes: Mapping the field of data-driven innovation, proposing theoretical developments and providing a research agenda", *International Journal of Information Management*, march (first online).
- BRUNETTI F., MATT D., BONFANTI A., DE LONGHI A., PEDRINI G., ORZES G. (2020), "Digital transformation challenges: Strategies emerging from a multi-stakeholder approach", *The TQM Journal*, vol. 32, n. 4, pp. 697-724.
- BUSACCA B., CASTALDO S. (2002), "Trust in market relationships. An interpretative model", *Sinergie*, n. 58, pp. 191-227.
- CASSIA F., COBELLI N., UGOLINI M. (2017), "The effects of goods-related and service-related B2B brand images on customer loyalty", *The Journal of Business & Industrial Marketing*, vol. 32, n. 5, pp. 722-32.
- CASTALDO S. (2007), Trust in Market Relationships, Edward Elgar, Cheltenham, UK.
- CASTALDO S., PREMAZZI K., ZERBINI F. (2010), "The Meaning(s) of Trust. A Content Analysis on the Diverse Conceptualizations of Trust in Scholarly Research on Business Relationships", *Journal of Business Ethics*, vol. 96, n. 4, pp. 657-668.
- CENNAMO C., DAGNINO G.B., DI MININ A., LANZOLLA G. (2020), "Managing Digital Transformation: Scope of Transformation and Modalities of Value Co-Generation and Delivery", *California Management* Review, vol. 62, n. 4, pp. 5-16.
- CILLO P. (2007), "The Role of Market Knowledge in Sustaining Innovation. Evidence from the Fashion Industry", *Sinergie*, vol. 26, pp. 155-165.
- CILLO P., GRIFFITH D.A., RUBERA G. (2018), "The New Product Portfolio Innovativeness-stock Returns Relationship: The Role of Large Individual Investors' Culture", *Journal of Marketing*, vol. 82, n. 6, pp. 49-70.
- DE LUCA L.M., HERHAUSEN D., TROILO G., ROSSI A. (2020), "How and When Do Big Data Investments Pay Off? The Role of Marketing Affordances and Service Innovation", *Journal of the Academy of Marketing Science*.

- DENICOLAI S., ZUCCHELLA A. MAGNANI G. (2021), "Internationalization, digitalization, and sustainability: Are SMEs ready? A survey on synergies and substituting effects among growth paths", *Technological Forecasting and Social Change* 166, may.
- DI STEFANO G., GAMBARDELLA A., VERONA G. (2012), "Technology push and demand pull perspectives in innovation studies: Current findings and future research directions", *Research Policy*, vol. 41, n. 8, pp. 1283-1295.
- GROSSO M., CASTALDO S., HA L.I., LARIVIERE B. (2020), "What Information Do Shoppers Share? The Effect of Personnel-, Retailer-, and Country-Trust on Willingness to Share Information", *Journal of Retailing*, vol. 96, n. 4, pp. 524-247.
- HARHOFF D., LAKHANI K.R. (Ed) (2016), Revolutionizing Innovation. Users, Communities, and Open Innovation. MIT Press, Cambridge.
- LA ROCCA A., PERNA A., SNEHOTA I., CIABUSCHI F. (2019), "The role of supplier relationships in the development of new business ventures", *Industrial Marketing Management*, vol. 80, June, 149-159.
- PETERAF M., DI STEFANO G., VERONA G. (2013), "The Elephant in the Room of Dynamic Capabilities: Bringing Two Diverging Conversations Together", *Strategic Management Journal*, vol. 34, n. 12, pp. 1389-1410.
- PRIEM R.L. (2007), "A Consumer Perspective on Value Creation, *Academy of Management Review*, vol. 32, n. 1, pp. 219-235.
- RULLANI E. (2019), "Nuovi modelli di business nel capitalismo globale della conoscenza in rete", *Sinergie*, vol. 37, n. 1, pp. 17-34.
- RULLANI E., VICARI S. (1999), Sistemi ed evoluzione nel management, RCS Libri, Milano.
- SANTORO G., VRONTIS D., PASTORE A. (2017) "External knowledge sourcing and new product development: Evidence from the Italian food and beverage industry", *British Food Journal*, vol. 119, n. 11, pp. 373-387.
- STRANGE R., ZUCCHELLA A. (2017), "Industry 4.0 and Global value chains", *Multinational Business Review*, vol. 25, n. 3, pp. 174-184.
- TEECE D.J. (2007), "Explicating dynamic capabilities: The nature and microfoundations of (sustainable) enterprise performance", *Strategic Management Journal*, n. 28, pp. 1319-1350.
- TROILO G., DE LUCA L., GUENZI P, (2017), "Linking Data-Rich Environments with Service Innovation in Incumbent Firms: A Conceptual Framework and Research Propositions", *Journal of Product Innovation Management*, vol. 34, n. 5, pp. 617-639.
- VICARI S. (1991), L'impresa vivente. Itinerario in una diversa concezione, Etas, Milano.
- VICARI S. (1999), "Le risorse nell'economia della conoscenza", Sinergie, vol. 50, pp. 1-8.

VICARI S., BERTOLI G. (2000), "Dier diversifizierte Unternehmung als lernende Organisation", in Hinterhuber H., Friedrich H.A., Matzler K., Pechlaner H. (a cura di), *Die Zukunft Der Diversifizierten Unternehmunh*, Monaco, Vahlen, 2000, pp. 75-104.

VICARI S., CILLO P., VERONA G. (2005), "Capacità Creativa e Innovazione: Un'analisi esplorativa resource-based", *Sinergie*, n. 67, pp. 123-147.

VICARI S., TROILO G. (1999), "Creatività organizzativa e generazione di conoscenza: il contributo della teoria dei sistemi informativi", *Sinergie*, n. 50, pp. 3-24

Paper submission (deadline November 15, 2021)

Sinergie Italian Journal of Management only publishes original work. Submitted papers must not have been previously published in a refereed journal in its current or a substantially similar form, and they must not be currently under consideration for publication in another refereed journal.

Editors cannot provide any excerpts of the paper. Authors may download the PDF file of their paper from the journal's website.

Authors are required to express their consent to the publication of their disclosed e-mail addresses, as stated by Italian Law D.Lgs. 196 of 30 June 2003. They must also commit themselves to respect the journal publishing ethics, as specified at this link: https://www.sijm.it/publishing-ethics/

Full papers should be submitted to the following address: laura.ciarmela@sinergieweb.it
Contributors should specify in the subject: "Paper submitted for the Special Issue Knowledge & Trust."

To assure quality of editing, especially of tables, graphs and figures, it is common to use a Microsoft Word format, compatible formats are accepted as well.

File in .bmp, .jpeg, .jpg, .png, .gif formats can create problems in editing. If possible, please avoid these formats and provide files containing additional tables and graphs in their original format (e.g., xls). The submission procedure requires authors to provide two separate files:

- The first file should be called 'IA', and it should only include the title of the paper, information about the authors (name, title, affiliation, e-mail address and contact number), acknowledgements and references to research projects that led to the drafting of the paper.
- The second file should be called 'FP'. It must not contain any details regarding the author(s), or any information that could be traced back to the author(s) (e.g., acknowledgements and similar expressions).

Author guidelines are described at the following link: https://www.sijm.it/author-guidelines/

Peer review process

The review process is described here: https://www.sijm.it/peer-review-procedures/ Some contributions that will not make it the first round of reviews will be selected for presentation for the Sinergie SIMA Conference in June 2022, to be organized at Bocconi University in Milano, Italy.

Publication in Sinergie Italian Journal of Management

A selection of the papers submitted within the deadline will be included in the Sinergie Italian Journal of Management Special Issue, due to be published at the middle of 2022.

The Special Issue will include also some invited contributions.

Sinergie is ranked "A" by AIDEA among Italian business administration journals (www.accademiaaidea.it). Publication in Sinergie Italian Journal of Management is free of charge.

SINERGIE - Fondazione CUEIM Via Interrato dell'Acqua Morta 26, 37129 Verona, Italy Tel. +39 045 597655 Email redazione@sinergieweb.it

www.sijm.it