

# Nilanjana Dutt

Assistant Professor



**Knowledge Group:** Strategy and Operations

**Research Domains:** Innovation

**Teaching Domains:**

[nilanjana.dutt@unibocconi.it](mailto:nilanjana.dutt@unibocconi.it)

---

## Biography

Nilanjana Dutt is an Associate Professor of Strategy at Università Bocconi at the Department of Management and Technology.

Her research activities focus on understanding patterns of change triggered by firm's problem-solving activities. She examined these activities across multiple contexts – renewable electricity, and waste generation, with special emphasis on contexts of environmental significance. In a more recent secondary stream of research, she explores phenomena that capture nascent entrepreneurial activities, both in emerging and developed markets.

She is the author of numerous articles on her topics of interest. Her works have been published in the Strategic Management Journal, Management Science, Organization Science, and Academy of Management Journal. She serves on the editorial boards of Strategic Management Journal and Organization Science and is currently an Associate Editor at the Strategic Entrepreneurship Journal. Her research has been recognized by Bocconi Research Awards. She has been elected to be a Rep-at-Large for the Knowledge & Innovation Group of the Strategic Management Society (2015-2017) and a member of the Executive Committee for the STR Division of the AoM (2018-2020).

Nilanjana got a B.A. in Computer Science and Mathematical Sciences from Colby College in the United States of America, a B.E. in Environmental Engineering from the Thayer School of Engineering at Dartmouth, a M.E.M. in Engineering Management from the Thayer School of Engineering at Dartmouth and a PhD in Business Administration from Duke University, Fuqua School of Business.

---

## Articles in Scholarly Journals

**Energizing Change: How Policies and Experience Drive Research and Development**

DUTT, N., C. CUNNINGHAM, "Energizing Change: How Policies and Experience Drive Research and Development", Strategy Science, 2025

### **Learning to Manage Breadth: Experience as Repetition and Adaptation**

DUTT, N., M. LAWRENCE, "Learning to Manage Breadth: Experience as Repetition and Adaptation", Organization Science, 2022, vol. 33, no. 4, pp. 1300-1318

### **Knowledge search and learning in sustainability practices**

DUTT, N., "Knowledge search and learning in sustainability practices", Sinergie, 2022, vol. 40, no. 1, pp. 35-50

### **Searching for knowledge in response to proximate and remote problem sources: Evidence from the U.S. renewable electricity industry**

DUTT, N., W. MITCHELL, "Searching for knowledge in response to proximate and remote problem sources: Evidence from the U.S. renewable electricity industry", Strategic Management Journal, 2020, vol. 41, no. 8, pp. 1412-1449

### **Regulatory Uncertainty, Corporate Structure, and Strategic Agendas: Evidence from the U.S. Renewable Electricity Industry**

DUTT, N., J. E. JOSEPH, "Regulatory Uncertainty, Corporate Structure, and Strategic Agendas: Evidence from the U.S. Renewable Electricity Industry", Academy of Management Journal, 2019, vol. 62, no. 3, pp. 800-827

### **Knowledge Sources and Operational Problems: Less Now, More Later**

BERCHICCI, L., N. DUTT, W. MITCHELL, "Knowledge Sources and Operational Problems: Less Now, More Later", Organization Science, 2019, vol. 30, no. 5, pp. 1030-1053

### **How Open System Intermediaries Address Institutional Failures: The Case of Business Incubators in Emerging-Market Countries**

DUTT, N., O. HAWN, E. VIDAL, A. CHATTERJI, A. MCGAHAN, W. MITCHELL, "How Open System Intermediaries Address Institutional Failures: The Case of Business Incubators in Emerging-Market Countries", Academy of Management Journal, 2015, vol. 59, no. 3, pp. 818-840

### **The Rate and Potential of Capability Development Trajectories**

DUTT, N., S. ROCKART, "The Rate and Potential of Capability Development Trajectories", Strategic Management Journal, 2015, vol. 36, no. 1, pp. 53-75

### **The Judgment of Garbage: End-of-Pipe Treatment and Waste Reduction**

DUTT, N., A. A. KING, "The Judgment of Garbage: End-of-Pipe Treatment and Waste Reduction", Management Science, 2014, vol. 60, no. 7, pp. 1812-1828

---

## **Proceedings/Presentations**

### **Corporate Lobbying in the EU: Winners and Losers**

DUTT, N., E. J. SUNG, R. LI, J. RATH, "Corporate Lobbying in the EU: Winners and Losers" in 84th Annual Meeting of the Academy of Management, August 9-13, 2024, Chicago, IL, United States of America

**Near and Far: R&D Strategies of Business Groups**

GAGLIARDI, L., N. DUTT, G. SPANOS, "Near and Far: R&D Strategies of Business Groups" in 82nd Annual Meeting of the Academy of Management - August 5-9, 2022, Seattle, WA, United States of America

**Regulatory stringency and external R&D investment in the U.S. Electricity Industry**

DUTT, N., C. CUNNINGHAM, "Regulatory stringency and external R&D investment in the U.S. Electricity Industry" in 82nd Annual Meeting of the Academy of Management - August 5-9, 2022, Seattle, WA, United States of America

**Building capabilities for external knowledge sourcing: Training and Innovation in Small firms**

CERINI, L., N. DUTT, C. WILLIAMS, "Building capabilities for external knowledge sourcing: Training and Innovation in Small firms" in 81th Annual Meeting of the Academy of Management - July 30-August 3, 2021, online, United States of America

**Acceleration as Mitigation: Whether and when Processes can address Gender Bias in Entrepreneurship**

DUTT, N., S. KAPLAN, "Acceleration as Mitigation: Whether and when Processes can address Gender Bias in Entrepreneurship" in 78th Annual Meeting of the Academy of Management, 10-14 August, 2018, Chicago IL, United States of America

**Complex learning: evidence from U.S. manufacturing**

DUTT, N., M. LAWRENCE, "Complex learning: evidence from U.S. manufacturing" in 78th Annual Meeting of the Academy of Management, 10-14 August, 2018, Chicago, IL, United States of America

**Adding Assets, Losing People: The Contingent Relationship Between Acquisitions and Managerial Mobility**

DUTT, N., B. DIONISI, P. SNOEREN, "Adding Assets, Losing People: The Contingent Relationship Between Acquisitions and Managerial Mobility" in Strategic Management Society Special Conference, March 31-April 1, 2017, Milano, Italy

**Waste Reduction Strategies: Less Is More**

BERCHICCI, L., W. MITCHELL, N. DUTT, "Waste Reduction Strategies: Less Is More" in 76th Annual Meeting of the Academy of Management, August 5-9, 2016, Anaheim, CA, United States of America

**Regulatory uncertainty and firm response in the U.S. Electricity Industry**

DUTT, N., C. M. CUNNINGHAM, "Regulatory uncertainty and firm response in the U.S. Electricity Industry" in 75th Annual Meeting of the Academy of Management, August 7-11, 2015, Vancouver, Canada

**Buy low sell high: corporate strategy and product portfolio change**

DUTT, N., E. VIDAL, "Buy low sell high: corporate strategy and product portfolio change" in 75th Annual Meeting of the Academy of Management, August 7-11, 2015, Vancouver, Canada

**Regulatory Uncertainty and Managerial Attention in the U.S. Renewable Electricity Industry**

DUTT, N., J. JOSEPH, "Regulatory Uncertainty and Managerial Attention in the U.S. Renewable Electricity Industry" in 74th Annual Meeting of the Academy of Management, August 1-5, 2014, Philadelphia, PA, United States of America

---

## Research Monographs

### **Organizational search and decision-making in the Renewable Electricity Industry**

DUTT, N. - "Organizational search and decision-making in the Renewable Electricity Industry" - 2023, Egea, Milano, Italy

---

## Contribution to Chapters, Books or Research Monographs

### **Designing Innovative Non-Market Strategies: A Case-Based Approach**

DUTT, N., "Designing Innovative Non-Market Strategies: A Case-Based Approach" in Innovazione e Management: Omaggio a Salvio Vicari., G. Bertoli, S. Castaldo, P. Cillo, G. Troilo, G. Verona (Eds.), Egea, pp. 391-404, 2022

---

## Comments, Discussions, Replies in Journal

### **Vicarious learning in the presence of Managerial Bias**

DUTT, N., "Vicarious learning in the presence of Managerial Bias", European Management Review, 2010, vol. 7, no. 2, pp. 132-132