

Marco Tortoriello

Full Professor



Knowledge Group: Strategy and Operations

Research Domains: Competitive Strategy

Teaching Domains: Strategic & Business Planning, Competitive Advantage, Industry Analysis, Competitive Positioning

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Articles in Scholarly Journals

The Ties That Nurture: Expressive Simmelian Ties, Instrumental Brokerage, and Individual Performance

TORTORIELLO, M., G. SODA, M. GOMEZ-SOLORZANO, "The Ties That Nurture: Expressive Simmelian Ties, Instrumental Brokerage, and Individual Performance", Academy of Management Journal, 2025

Big fish, big pond? The joint effect of formal and informal core–periphery positions on innovation productivity

MAROET, M., M. TORTORIELLO, D. IUBATTI, "Big fish, big pond? The joint effect of formal and informal core–periphery positions on innovation productivity", Organization Science, 2020, vol. 31, no. 6, pp. 1538-1559

Instrumental and affective ties within the laboratory: The impact of informal cliques on innovative productivity

GÓMEZ-SOLÓRZANO, M., G. SODA, M. TORTORIELLO, "Instrumental and affective ties within the laboratory: The impact of informal cliques on innovative productivity", Strategic Management Journal, 2019, vol. 40, no. 10, pp. 1593-1609

Harvesting Value from Brokerage: Individual Strategic Orientation, Structural Holes, and Performance

TORTORIELLO, M., G. SODA, A. IORIO, "Harvesting Value from Brokerage: Individual Strategic Orientation, Structural Holes, and Performance", Academy of Management Journal, 2018, vol. 61, no. 3, pp. 896-918

Being a catalyst of innovation: the role of knowledge diversity and network closure

TORTORIELLO, M., B. MCEVILY, D. KRACKHARDT, "Being a catalyst of innovation: the role of knowledge diversity and network closure", Organization Science, 2015, vol. 26, no. 2, pp. 423-438

The social underpinnings of absorptive capacity: the moderating effects of structural holes on innovation generation based on external knowledge

TORTORIELLO, M., "The social underpinnings of absorptive capacity: the moderating effects of structural holes on innovation generation based on external knowledge", *Strategic Management Journal*, 2015, vol. 36, no. 4, pp. 586-597

More Formally: Rediscovering the Missing Link between Formal Organization and Informal Social Structure

MCEVILY, B., G. SODA, M. TORTORIELLO, "More Formally: Rediscovering the Missing Link between Formal Organization and Informal Social Structure", *Academy of Management Annals*, 2014, vol. 8, no. 1, pp. 299-345

One of Us or One of My Friends: How Social Identity and Tie Strength Shape the Creative Generativity of Boundary-Spanning Ties

DOKKO, G., A. KANE, M. TORTORIELLO, "One of Us or One of My Friends: How Social Identity and Tie Strength Shape the Creative Generativity of Boundary-Spanning Ties", *Organization Science*, 2014, vol. 35, no. 5, pp. 703-726

Media Tablets for Mobile Learning

KÁGANER, E., G. GIORDANO, S. BRION, M. TORTORIELLO, "Media Tablets for Mobile Learning", *Communications of the ACM*, 2013, vol. 56, no. 11, pp. 68-75

Bridging the Knowledge Gap: The Influence of Strong Ties, Network Cohesion, and Network Range on the Transfer of Knowledge Between Organizational Units

TORTORIELLO, M., R. REAGANS, B. MCEVILY, "Bridging the Knowledge Gap: The Influence of Strong Ties, Network Cohesion, and Network Range on the Transfer of Knowledge Between Organizational Units", *Organization Science*, 2012, vol. 23, no. 4, pp. 1024-1029

Not All Bridging Ties Are Equal: Network Imprinting and Firm Growth in the Nashville Legal Industry

MCEVILY, B., J. JAFFEE, M. TORTORIELLO, "Not All Bridging Ties Are Equal: Network Imprinting and Firm Growth in the Nashville Legal Industry", *Organization Science*, 2012, vol. 23, no. 2, pp. 547-563

Cooperation among competitors as status-seeking behavior: network ties and status differentiation

TORTORIELLO, M., V. PERRONE, B. MCEVILY, "Cooperation among competitors as status-seeking behavior: network ties and status differentiation", *European Management Journal*, 2011, vol. 29, no. 5, pp. 335-346

Measuring trust in organisational research: Review and recommendations

TORTORIELLO, M., B. MCEVILY, "Measuring trust in organisational research: Review and recommendations", *Journal of Trust Research*, 2011, vol. 1, no. 1, pp. 23-63

Activating Cross-Boundary Knowledge: The Role of Simmelian Ties in the Generation of Innovations

TORTORIELLO, M., D. KRACKHARDT, "Activating Cross-Boundary Knowledge: The Role of Simmelian Ties in the Generation of Innovations", *Academy of Management Journal*, 2010, vol. 53, no. 1, pp. 167-181

Proceedings/Presentations

The Ties that Nurture: Expressive Simmelian Ties, Instrumental Brokerage, and Individual Performance

SODA, G., M. TORTORIELLO, M. GÓMEZ-SOLÓRZANO, "The Ties that Nurture: Expressive Simmelian Ties, Instrumental Brokerage, and Individual Performance" in Intra-Organizational Networks Conference (ION Conference), April 14-16, 2023, Lexington, KY, United States of America

The Ties that Nurture: Expressive Simmelian Ties, Instrumental Brokerage, and Individual Performance

SODA, G., M. TORTORIELLO, M. GÓMEZ-SOLÓRZANO, "The Ties that Nurture: Expressive Simmelian Ties, Instrumental Brokerage, and Individual Performance" in 36th EGOS Colloquium, July 2-4, 2020, Hamburg, Germany

Assessing Competence in Workplace? The Role of Network Ties and Proximity

TORTORIELLO, M., S. PARUCHURI, "Assessing Competence in Workplace? The Role of Network Ties and Proximity" in 77th Annual Meeting of the Academy of Management - August 4-8, 2017, Atlanta, GA, United States of America

Intra-organizational Networks of Innovations

TORTORIELLO, M., D. KRACKHARDT, "Intra-organizational Networks of Innovations" in 77th Annual Meeting of the Academy of Management - August 4-8, 2017, Atlanta, GA, United States of America

Differentiating the network effect across innovation development and innovation productivity

TORTORIELLO, M., D. IUBATTI, M. MAORET, "Differentiating the network effect across innovation development and innovation productivity" in Academy of Management Annual Meeting - August 5-9, 2016, Anaheim, CA, United States of America

"It is How You Broker: Behavioral Orientation, Structural Holes and Individual Performance"

TORTORIELLO, M., G. SODA, A. IORIO, ""It is How You Broker: Behavioral Orientation, Structural Holes and Individual Performance"" in Academy Of Management Annual Meeting - August 7-11, 2015, Vancouver, Canada

The development of innovation in multiple core/periphery networks

TORTORIELLO, M., D. IUBATTI, "The development of innovation in multiple core/periphery networks" in 74th Annual Meeting of the Academy of Management - August 1-5, 2014, Philadelphia, United States of America

Lost in transition: knowledge acquisition and knowledge loss in interpersonal exchanges

TORTORIELLO, M., F. A. TÄUBE, S. MOEBUS, "Lost in transition: knowledge acquisition and knowledge loss in interpersonal exchanges" in 74th Annual Meeting of the Academy of Management - August 1-5, 2014, Philadelphia, United States of America

Lost in transition: How network structure affects knowledge loss between individuals

TORTORIELLO, M., F. A. TÄUBE, S. MOEBUS, "Lost in transition: How network structure affects knowledge loss between individuals" in 73rd Annual Meeting of the Academy of Management - August 9-13, 2013, Orlando, FL, United States of America

Getting The Most Out Of Your Network: Social Structure, Formal Boundaries And Knowledge Activation.

TORTORIELLO, M., "Getting The Most Out Of Your Network: Social Structure, Formal Boundaries And Knowledge Activation." in Academy of Management Annual Meeting - August 8-13, 2008, Anaheim, CA, United States of America

The Social Underpinnings Of Absorptive Capacity: External Knowledge, Social Networks, And Individual Innovativeness

TORTORIELLO, M., "The Social Underpinnings Of Absorptive Capacity: External Knowledge, Social Networks, And Individual Innovativeness" in Academy of Management Annual Meeting - August 11-16, 2006, Atlanta, GA, United States of America

The temporal dynamics of professional networks on law firm performance

TORTORIELLO, M., B. MCEVILY, J. JAFFEE, "The temporal dynamics of professional networks on law firm performance" in Academy of Management Annual Meeting - August 5-10, 2005, Honolulu, Haway, United States of America

Cases in International Case Collections

From Good to Great in Fashion: Saint Laurent in 2019

TORTORIELLO, M., A. FABRIS - "From Good to Great in Fashion: Saint Laurent in 2019" - 2020, The Case Centre, Great Britain

Research Monographs

Innovation in organizations: informal network, knowledge sharing, and the development of firms' innovative capabilities

TORTORIELLO, M. - "Innovation in organizations: informal network, knowledge sharing, and the development of firms' innovative capabilities" - 2017, Bocconi University Press - BUP, Milano, Italy

Research Notes or short Articles in Journals

Il potere dei network al servizio delle imprese

TORTORIELLO, M., "Il potere dei network al servizio delle imprese", Economia & Management Plus, 2017

Understand Your Network and Let Knowledge Flow: The Importance of Strong Ties

TORTORIELLO, M., "Understand Your Network and Let Knowledge Flow: The Importance of Strong Ties", IESE Insight, 2012, no. 15, pp. 58-65