

# 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

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## **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

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## **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

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## **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

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## **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