

Marco Antonio Rocha Galo

Ph.D. Candidate at ESSEC Business School, France

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Education

Ph.D. in Management (Strategy and Entrepreneurship specialization) – ESSEC Business School, Sep/2017 – Spring/2023 (expected)

Production Engineering – Federal University of Bahia, 2010-2014 (Bachelor of Science)

Global Manager Summer Course – Stanford University, 2013 (GPA 3.7)

Electrical Engineering – Federal University of Bahia, 2006-2009 (did not graduate, changed major to Production Engineering)

Research Interests

Entrepreneurship, Innovation, Strategic Management, Spin-outs, Interorganizational Collaborations, Corporate Strategy, Social Enterprises, Cross-Sector Collaborations

Publications

Pache, A.-C., Fayard, A.-L., & Galo, M. (2022). *How Can Cross-Sector Collaborations Foster Social Innovation? A Review*. In: A. Vaccaro & T. Ramus (Eds.), **Social Innovation and Social Enterprises**: 35–62. Issues in Business Ethics, vol 62. Springer, Cham.

Working Papers

Galo, M., & Hoang, H. (ESSEC). *The Silver Spoon Also Gets Tarnished: An Assessment of the Early-Stage Effects of Parent Support on Employee Ventures*.

Galo, M., & Hoang, H. (ESSEC). *A Dynamic Relational View of Cross-Sector Collaborations*.

Galo, M., & Hoang, H. (ESSEC). *Friends, Foes, or Both? A Knowledge Perspective of the Paths of Interorganizational Relationships*.

Galo, M., & Hoang, H. (ESSEC). *Disentangling the Effects of Spin-Outs on Parent Firms: The Role of Parent-Employee Relationships*.

Conference presentations

Academy of Management 82nd Annual Meeting, 2022: presented the working paper *The Silver Spoon Also Gets Tarnished: An Assessment of the Early-Stage Effects of Parent Support on Employee Ventures*.

Strategy, Entrepreneurship, and Innovation (SEI) Consortium, 2021: presented the working paper *The Silver Spoon Also Gets Tarnished: An Assessment of the Early-Stage Effects of Parent Support on Employee Ventures*.

Strategic Management Society 41st Annual Conference, 2021: presented the working paper *The Silver Spoon Also Gets Tarnished: An Evolutionary Assessment of Parent-Backed Employee Ventures*.

Academy of Management 81st Annual Meeting, 2021: presented the working theory paper *A Dynamic Relational View of Cross-Sector Collaborations*.

European Group for Organization Studies 38th Colloquium, 2021: presented the published book chapter *How Can Cross-Sector Collaborations Foster Social Innovation? A Review*.

Strategic Management Society 40th Annual Conference, 2020: presented the working paper *The Silver Spoon Also Gets Tarnished: An Assessment of the Early-Stage Effects of Parent Support on Employee Ventures*.

7th biennial International Symposium on Cross-Sector Social Interactions (CSSI), 2020: presented the working paper *A Dynamic Relational View of Cross-Sector Collaborations*.

Academy of Management 79th Annual Meeting, 2019: co-organized the symposium *Cross-Sector Partnerships for Social Innovation: Challenges and Enabling Conditions* with professors Anne-Claire Pache (ESSEC) and Anne-Laure Fayard (NYU). Discussants: Julie Battilana and Beth Bechky. Presenters: Santi Furnari, Barbara Gray, Jill Purdy, Shaz Ansari, Anne-Laure Fayard, Beth Bechky, and Mary Hunter McDonnell.

Teaching Experience

Strategy and Management, T2 – 2022/2023: Core course of ESSEC's Master in Management strategy program. Teaching evaluation: 4.80/5.00.

Strategy and Management, T2 – 2022/2023: Core course of ESSEC's Master in Management strategy program. Teaching evaluation: 5.00/5.00.

Corporate Strategy, T2 – 2022/2023: Elective course of ESSEC's Master in Management strategy program. Teaching evaluation: 4.10/5.00.

Strategic Growth Management, T2 – 2022/2023: Master in Strategy and Management of International Business. Teaching evaluation: 4.65/5.00.
Corporate Strategy, T1 – 2022/2023: Elective course of ESSEC's Master in Management strategy program. Teaching evaluation: 4.40/5.00.
Strategy and Management, T3 – 2021/2022: Core course of ESSEC's Master in Management strategy program. Teaching evaluation: 4.55/5.00.
Strategy and Management, T3 – 2021/2022: Core course of ESSEC's Master in Management strategy program. Teaching evaluation: 4.32/5.00.
Strategy and Management, T2 – 2020/2021: Core course of ESSEC's Master in Management strategy program. Teaching evaluation: 4.78/5.00.
Strategy and Management, T1 – 2020/2021: Core course of ESSEC's Master in Management strategy program. Teaching evaluation: 4.37/5.00.

Other consortiums, workshops, and academic services

- Strategic Management Society 42nd Annual Conference, 2022.
- Strategic Management Society 41st Annual Conference Doctoral Consortium, 2021.
- Academy of Management Annual Meeting OMT Dissertation Proposal Workshop, 2019.
- Academy of Management Determining the Dissertation Question and Securing Data: Mid-Stage Doctoral Development Workshop, 2019.
- European Research Network on Philanthropy Ph.D. Workshop, 2019.
- Assisted Prof. Maciej Workiewicz in teaching the course Strategy and Management (T3, 2019/2020) and Prof. Ha Hoang in the course Strategic Growth Management (T2, 2019/2020).
- Assisted professors Ha Hoang (ESSEC), Markus Perkmann (Imperial College London), and Paul Tracey (Cambridge Judge Business School) in organizing the 36th EGOS Colloquium Sub-theme 24: Entrepreneurship in and Around Organizations.
- Ad hoc reviewer for the Academy of Management Annual Meetings.

Industry Experience

Acelera CIMATEC, Salvador, Bahia, Brazil: A program that supports startups with financial aid, mentorship, and research infrastructure. It is developed by SENAI, a private, not-for-profit institution that operates throughout the country, with 744 units.

- **Financial Advisor (July/2016 – July/2017):** Responsible for mentoring incubated startups of the program and intermediating them with potential investors. Specialized in valuation, credit analysis, and project viability.

Instituto Max Weber, Salvador, Bahia, Brazil: Financial and strategic consulting firm from Salvador, with US\$75 million in projects in 2015 and offices in Miami, São Paulo, and Curitiba.

- **Business Executive (May/2015 – May/2016):** Responsible for client prospection, initial diagnosis, negotiation, and coordinating the project teams.

LEMAVOS, Santo Antonio, Bahia, Brazil: Startup industry that received a US\$ 150k first-round investment to develop a technology to industrialize the artisanal production of a traditional regional liqueur from the *genipap* fruit.

- **R&D Consultant (Jan/2014 – Feb/2015):** In charge of mapping all the artisanal production steps, visiting producers throughout the state of Bahia, and studying similar production processes, especially in the wine industry, through field research in the South of Brazil.

Focus Finance & Focus Cursos, Salvador, Bahia, Brazil: Focus Finance was the 2nd independent stock exchange broker firm created in the state. Focus Cursos was the educational branch of the group.

- **Founding Partner, Head of Operations, Lecturer, and Events Coordinator (Mar/2009 – Dec/2012):** Responsible for distributing a diversified investment portfolio, including national and international bonds and funds, insurance, pensions and securities, credit titles, stocks, options, and other derivatives.

Other Skills and International Experience

Languages: Portuguese – **Native**; English – **Fluent**; French – **Intermediate (~B2)**; Spanish – **Intermediate**.

Key software: R, Stata, NVivo, and basic Python (from a machine learning course).

Brazil Scientific Mobility Program Scholarship (2013): Studied one year at Auburn University with a summer period at Stanford University.

Exchange Program (2008 – 2009): Worked and studied in London, UK, to achieve English proficiency.

References

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Markus Perkmann - Professor
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