



New ventures high-growth business models in high-tech environments: Mixing closed/open innovation models

Maria Francesca Savarese (Università di Verona)

Giovedì 21 Maggio 2015, ore 12.00 Aula della Scuola di Dottorato, Palazzo Cà Borin, Via del Santo 22, Padova

The aim of this article is to understand the triggering factors of new firms' growth in high-tech environments (life sciences, KIBS, and engineering), studying a representative sample of high-growth Italian start-ups. Our empirical research uses the information gathered during direct interviews with managers on the basis of a semi-structured questionnaire presented to 437 new Italian firms. Considering the characteristics of high-growth firms versus the low-growth ones, the article summarizes seven key success factors. Both traditional indicators of (closed) innovative activity (presence of R&D, intensity of R&D and patents) and new indicators of open innovation models (cooperation with universities, participation in fairs and events, and the use of external research reports and databases) emerge as significant.