

LEON ZUCCHINI

01/2012

Contact Details

Institute for Strategy, Technology and Organization
Munich School of Management
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Personal Information

Born 13.04.1981, Stellenbosch (South Africa)
Gender Male
Nationalities German, Italian

Current Position

10/2009 – Research and Teaching Assistant
Institute for Strategy, Technology and Organization
Munich School of Management
Ludwig-Maximilians-University Munich, Germany

Professional Experience

09/2005 – 09/2009 Management Consultant
Corporate Value Associates, Berlin, Germany
Industries: banking, transportation, mining and metals
Topics: strategic marketing, lean operations
04/2001 – 10/2003 Tutor and Student Helper
Various institutes at the business faculty
Friedrich-Schiller-University Jena, Germany

Education

10/2009 – Ph.D. Student
Munich School of Management
Ludwig-Maximilians-University Munich, Germany
Supervisor: Prof. Dr. Tobias Kretschmer
01/2012 – 04/2012 Visiting Researcher
Università ca' Foscari Venice, Italy
Supervisor: Prof. Dr. Massimo Warglien
04/2010 – Master of Business Research
Munich School of Management
Ludwig-Maximilians-University Munich, Germany
Expected completion: 09/2011
10/2000 – 10/2004 Diplom-Kaufmann (equivalent to M.Sc. in Management)
Friedrich-Schiller-University Jena, Germany
previously Schooling in South Africa, USA and Germany

Scholarships and Awards

01/2012 – 04/2012	Scholarship from German Academic Exchange Service (DAAD)
11/2004	Award for best diploma in class (shared), Friedrich-Schiller-University Jena
2001 – 2004	Full scholarship from German National Academic Foundation

Research Interests

- Competitive dynamics
- Managerial cognition and learning
- Network Industries
- Telecommunications and video game industries

Work in Progress

- [1] Claussen J, Trüg M, Zucchini L. 2011. "Termination-Based Price Discrimination: Tariff-Mediated Network Effects and the Fat-Cat Effect". Munich School of Management Discussion Paper 2012-1.
- [2] Zucchini L, Kretschmer T. 2011. "Competitive Pressure: Competitive Dynamics as Reactions to Multiple Rivals", Munich School of Management Discussion Paper 2011-3.
- [3] Nicklisch A, Zucchini L. 2005. „Dynamic Efficiency of Emission Trading Markets: An Experimental Study“, Discussion Papers on Strategic Interaction, Max Planck Institute of Economics

Presentations at Workshops and Conferences

01/2012	"Termination-Based Price Discrimination: Tariff-Mediated Network Effects and the Fat-Cat Effect" TIME Colloquium, Munich Germany
06/2011	"Competitive Pressure: Competitive Dynamics as Reactions to Multiple Rivals" DRUID Summer Conference 2011, Copenhagen Denmark
08/2011	"Competitive Pressure: Competitive Dynamics as Reactions to Multiple Rivals" Academy of Management Annual Meeting 2011, San Antonio USA
04/2011	"Competitive Pressure: Competitive Dynamics as Reactions to Multiple Rivals" University of Southern Denmark, Odense Denmark
12/2010	"Competitive Pressure: Competitive Dynamics as Reactions to Multiple Rivals" TIME Colloquium, Munich Germany

Teaching

Undergraduate

Seminars	Writing Case Studies on Network Industries (LMU Munich) Quantitative Data Analysis (LMU Munich)
Tutorials	Managerial Economics (EM Lyon) Foundations of Management (LMU Munich) Management and Economics of Network Industries (LMU Munich) Maths I and Maths II for business students (FSU Jena) Macroeconomics I (FSU Jena) International Management (FSU Jena)

M.Sc./MBA

Lectures	Managerial Economics (CDTM, Munich) Organizational Learning (Sino-Swiss TM-Group)
Seminars	Project Course Communication Economics (LMU Munich)

Other Experience

- 07/2003 – 10/2003 Internship at Clifton Joinery Ltd., Bristol, UK
Assistant to management team
- 08/2002 – 10/2002 Internship at Dresdner Bank AG, Göttingen, Germany
Retail and corporate sales
- 05/2000 – 07/2000 Internship at Deutsches Theater in Göttingen, Germany
Director's assistant

Languages

English (native), German (fluent), Italian (advanced)

Other Interests

University choir (tenor), contemporary literature, classical music and opera, cryptic crosswords, sports