

Università degli Studi di Napoli "Parthenope"
Verbale del Consiglio del Dipartimento di
Studi Aziendali e Quantitativi
n. 8 del giorno 20.06.2018

Il giorno 20 giugno 2018, alle ore 14,30 presso la Sala Riunioni al VI Piano della sede di Via Generale Parisi n. 13 dell'Università Parthenope, si è riunito il Consiglio del Dipartimento di Studi Aziendali e Quantitativi, convocato il giorno 14.06.2018 con prot. n. 594 (All. n. 1).

L'ordine del giorno della seduta è il seguente:

Consiglio allargato a tutte le rappresentanze

- 1) Comunicazioni del Direttore;
- 2) Visiting Professor;
- 3) Organizzazione didattica;
- 4) Pratiche studenti;
- 5) Varie ed eventuali.

Consiglio ristretto ai professori di I e di II fascia

- 6) Valutazione comparativa ad 1 posto di professore di II fascia, art. 24 s.s.d SECS P/11 a valere sui fondi del Progetto Dipartimento di Eccellenza: indizione procedura;
- 7) Procedura di valutazione comparativa ad 1 posto di ricercatore a TD a tempo definito art. 24, comma 3 lett. a) Legge 240/2010 s.c. 13/B2, s.s.d SECS P/08: Proposta di chiamata;
- 8) Procedura di valutazione comparativa per un posto di professore di II fascia, art. 24, s.s.d. SECS S/03: approvazione atti e proposta di chiamata vincitore;
- 9) Programmazione personale docente II fascia.

Consiglio ristretto ai professori di I fascia

- 10) Programmazione personale docente di I fascia.

Consiglio allargato a tutte le rappresentanze

Sono presenti, come da elenchi allegati (All. nn. 2 a/b3a/b,4a/b,5a/b,6a/b)

N.	COGNOME E NOME	Qualifica	Presente	Assente Giustificato	Assente	NOTE
1	PORZIO Claudio	Direttore	X			
2	CALZA Francesco	P.O.	X			Dalle ore 15,10
3	CASTELLANO Rosalia	P.O.		X		
4	DE ANGELIS Pasquale Luigi	P.O.	X			
5	DE LUCA Giovanni	P.O.		X		
6	DEZI Luca	P.O.		X		
7	FERRETTI Marco	P.O.	X			Dalle ore 15,10
8	PERLA Francesca	P.O.	X			
9	ROMANO Antonio Angelo	P.O.			X	
10	SAMPAGNARO Gabriele	P.O.	X			
11	SANGUIGNI Vincenzo	P.O.		X		
12	SANTORSOLA Giuseppe Guglielmo	P.O.		X		
13	SIMONI Michele	P.O.		X		
14	CANNAVALE Chiara	P.A.		X		
15	D'AGOSTINO Antonella	P.A.		X		
16	DE MARCO Giuseppe	P.A.	X			
17	D'ONOFRIO Luigi	P.A.	X			
18	PARMENTOLA Adele	P.A.	X			
19	POPOLI Paolo	P.A.	X			
20	REGOLI Andrea	P.A.	X			
21	RIVIECCIO Giorgia	P.A.	X			
22	SCANDURRA Giuseppe	P.A.		X		
23	SCHIAVONE Francesco	P.A.	X			
24	STARITA Maria Grazia	P.A.		X		
25	TRUNFIO Mariapina	P.A.	X			
26	BASSANO Clara	Ricerc.	X			

CS
Regger

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27	BATTAGLIA Francesca	Ricerc.		X		
28	CAIAZZA Rosa	Ricerc.	X			
29	CANESTRINO Rossella	Ricerc.	X			
30	CORSARO Stefania	Ricerc.	X			
31	CUTILLO Luisa	Ricerc.	X			
32	DONNINI Chiara	Ricerc.	X			
33	IORE Ugo	Ricerc.	X			
34	GIOIA Federica	Ricerc.	X			
35	LONGOBARDI Sergio	Ricerc.	X			
36	MARINO Zelda	Ricerc.	X			
37	MAZZOCCHI Paolo	Ricerc.	X			
38	PAGLIUCA Margherita Maria	Ricerc.	X			
39	RISITANO Marcello	Ricerc.	X			
40	ROCCA Antonella	Ricerc.		X		
41	ROSCIANO Monica	Ricerc.		X		
42	TESTA Giovanna	Ricerc.	X			
43	TUTORE Ilaria	Ricerc.	X			
44	VERDOLIVA Vincenzo	Ricerc.	X			
45	ZANETTI Paolo	Ricerc.		X		
46	CINQUEGRANA Mariagrazia	Rap. Stud			X	
47	DE MICHELE Anna	Rap. Stud			X	
48	FERRAZZANI REMPDE Gigliola	Rap. Stud			X	
49	IANNAZZONE Gianluca	Rap. Stud			X	
50	LA RANA Mattia	Rap. Stud			X	
51	LUCCI Diego	Rap. Stud			X	
52	PUCA Giuseppe	Rap. Stud			X	
53	MANFELLOTTI Maria Luigia	Segr. Amm	X			
54	COLACINO Stefano	RPers. T.A	X			
55	SALES Giuseppe	RPers. T.A	X			
TOTALE			33	14	8	

Il Direttore, constatata la sussistenza del numero legale, dichiara valida e aperta la seduta.

Presiede il Direttore, prof. Claudio Porzio.

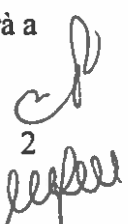
Assume la funzione di Segretario verbalizzante, ai sensi dell'art. 29 comma 2 dello Statuto dell'Università degli Studi di Napoli Parthenope il Segretario Amministrativo del Dipartimento, Maria Luigia Manfellotti.

"Ai sensi delle disposizioni dettate dalla Legge 190/2012, recepite nel Piano Integrato di Ateneo, il Direttore ricorda ai membri del Consiglio che hanno l'obbligo di astenersi dal concorrere all'adozione di delibere di cui all'odierno o.d.g. qualora ricorra una o più delle ipotesi di conflitto di interessi di cui abbia preso visione con la relativa lettera di convocazione dell'odierna seduta e all'atto della firma di presenza alla riunione odierna."

Si passa quindi all'esame dei punti all'ordine del giorno della riunione odierna

Punto 1) all'O.d.g.: Comunicazioni del Direttore

Il Direttore comunica al Consiglio che dal 1 giugno u.s. è stata disposta la cessazione dal ruolo di professore ordinario per il s.s.d SECS P/11 presso l'Università Parthenope del prof. Stefano Monferrà a

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seguito della chiamata ex art. 18 Legge 240/2010 per il ruolo di professore ordinario presso l'Università cattolica del sacro Cuore.

Comunica, inoltre, che la prevista riunione del Consiglio di Dipartimento, prevista per il 18 luglio p.v., sarà anticipata al 17 luglio.

Punto 2) all'O.d.g.: Visiting Professor

a) Bando visiting professor Progetto Dipartimento di Eccellenza

Il Direttore comunica al Consiglio che, in risposta al bando di selezione per l'assegnazione di una posizione di Visiting Professor per lo svolgimento di 3 CFU (24 ore) del corso di International Innovation Network (MEMI) per l'a.a. 2018/2019 emesso nell'ambito delle attività del Progetto Dipartimento di Eccellenza e approvato nella riunione del 23 maggio u.s., è pervenuta, da parte della prof.ssa Adele Parmentola, la proposta di conferire l'incarico al Prof. Elias G. Carayannis.

Il Prof. Elias G. Carayannis è full professor of science, technology, innovation and entrepreneurship, e co-director del Global and Entrepreneurial Finance Research Institute (GEFRI), director of research on science, technology, innovation and entrepreneurship, European Union Research Center, (EURC) alla School of Business della George Washington University di Washington, D.C.

DELIBERA N. 1/20.06.2018 punto 2a) all'O.d.g.

Il Consiglio,

- **Visto il Regolamento di Ateneo recante la disciplina per la selezione delle figure di Visiting Professor, Visiting Researcher e Visiting Fellow;**
- **Visto il Progetto Dipartimento di Eccellenza;**
- **Visto il bando di selezione, per l'assegnazione di una posizione di Visiting Professor per lo svolgimento di 3 CFU (24 ore) del Corso di International Innovation Network (MEMI) per l'a.a. 2018/2019;**
- **Vista la richiesta presentata;**
- **considerata l' elevata qualificazione del docente straniero proposto, all'unanimità**

DELIBERA

di approvare la nomina del Prof. Elias G. Carayannis per l'assegnazione della posizione di Visiting Professor per lo svolgimento di 3 CFU (24 ore) del Corso di International Innovation Network (MEMI) per l'a.a. 2018/2019, nell'ambito delle attività del Progetto Dipartimento di Eccellenza.

b) Presentazione candidature visiting professor fondi Ateneo

Il Direttore comunica al Consiglio che la programmazione triennale di Ateneo prevede il finanziamento di posti di Visiting Professor e/o Visiting Researcher per lo svolgimento di attività didattiche nell'ambito di Corsi di Studio di Ateneo (I, II livello e Alta Formazione Post lauream) attivi presso l'Università nell'a.a. 2018/2019. Il Rettore ha deciso di trasferire a ciascun Dipartimento l'importo di € 14.000,00 per finanziare l'assegnazione di posizioni di Visiting Professor e/o Visiting Researcher, a partire dal mese di settembre 2018 tramite una procedura di selezione di esperti e studiosi di elevata qualificazione appartenenti ad Istituzioni universitarie, di ricerca o di alta formazione estere, che dovranno svolgere

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attività di didattica, seminari e di eventuale ricerca, nell'ambito dei corsi di Laurea di I e di II livello e di corsi di dottorato, presenti nell'offerta formativa dei dipartimenti

L'impegno didattico dei docenti esterni deve essere di almeno 3 CFU (24 ore) nei corsi di laurea di I e di II livello e di almeno 1 CFU (8 ore) nell'ambito dei corsi di dottorato di ricerca.

Al visiting verrà corrisposto un trattamento economico di € 100,00 (al lordo di ogni onere), per ciascuna ora di insegnamento, ed un contributo a copertura delle spese di soggiorno come previsto dalle tabelle allegate al Regolamento di Ateneo per la selezione di figure di Visiting Professor, Visiting Researcher e Visiting Fellow.

Sono pervenute le seguenti richieste da parte dei Docenti del Dipartimento All. nn 7,8,9,10:

Nome e Cognome	Provenienza	Periodo di permanenza	Tipo di attività	Docente proponente
Pervez Ghauri	Birmingham Business School, University of Birmingham	15/10/2018 – 22/10/2018	8 ore di lezione Dottorato di Ricerca	Prof.ssa Chiara Cannavale
Francesca Borgonovi	Organisation for Economic Cooperation and Development (OECD) Parigi	Settembre/ottobre 2018	8 ore di lezione Dottorato di Ricerca	Prof.ssa Rosalia Castellano
Christopher Tucci	Scuola Politecnica federale di Losanna (Svizzera)	09/10/2018 – 12/10/2018	8 ore di lezione Dottorato di Ricerca	Prof. Marco Ferretti
Michael Haenlein	Europe Business School (ESCP) - Parigi	27/10/2018 – 30/10/2018	8 ore di lezione Dottorato di Ricerca	Prof. Francesco Schiavone

DELIBERA N. 2/20.06.2018 punto 2b) all'O.d.g

Il Consiglio,

- Visto il Regolamento di Ateneo recante la disciplina per la selezione delle figure di Visiting Professor, Visiting Researcher e Visiting Fellow;
- Vista l'assegnazione da parte dell'Ateneo di € 14.000,00 per l'assegnazione di posti di Visiting Professor per lo svolgimento di attività didattiche nell'ambito di Corsi di Studio di ateneo (I, II livello e Alta Formazione Post lauream) attivi presso l'Università nell'a.a. 2018/2019;
- Viste le richieste presentate;
- considerata l'elevata qualificazione dei docenti stranieri proposti, all'unanimità

DELIBERA

di proporre, i seguenti professori per l'assegnazione di posti di Visiting Professor per lo svolgimento di attività didattiche nell'ambito di Corsi di Studio di ateneo (I, II livello e Alta Formazione Post lauream) attivi presso l'Università nell'a.a. 2018/2019:

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Punto 3) all'O.d.G.: Organizzazione didattica

a) Richieste di riconoscimento CFU:

- **Richiesta riconoscimento 1 CFU ai partecipanti al Convegno "Impresa familiare: un collegamento tra generazioni, impresa & territorio" del 21 giugno 2018**

Il Direttore informa il Consiglio che è stata trasmessa dall'Ufficio Scuola Interdipartimentale di Economia e Giurisprudenza, con prot. n. 31717/2018, la richiesta di riconoscimento di 1 CFU per gli studenti iscritti ai Corsi di Laurea di Economia Aziendale e Marketing e Management Internazionale, partecipanti al Convegno "Impresa familiare: un collegamento tra generazioni, Impresa & Territorio del 21 giugno 2018, pervenuta da parte del rappresentante degli studenti in Cda e dall'Associazione degli Studenti Facciamo Università.

- **Richiesta di riconoscimento ex post di 3 CFU agli studenti iscritti al Corso di laurea di Economia aziendale che hanno partecipato al ciclo di seminari "Ambiente e sostenibilità" svoltisi il 22 marzo, il 5 aprile e il 19 maggio u.s.**

Il Direttore comunica che l'Ufficio Scuola Interdipartimentale di Economia e Giurisprudenza ha trasmesso una nota nella quale il Prof. Bruno Chiarini e la dott.ssa Maria Carmela Aprile, organizzatori del ciclo di seminari "Ambiente e sostenibilità" svoltisi in data 22 marzo, 5 aprile e 19 maggio chiedono, al fine di evitare pregiudizio agli studenti partecipanti con eventuali rallentamenti della carriera, di riconoscere, ex post, agli studenti iscritti al corso di laurea in Economia Aziendale che vi hanno partecipato, il riconoscimento di 3 CFU per attività sostitutive.

- **Richiesta di riconoscimento ex post di 1 CFU agli studenti iscritti al Corso di laurea Specialistica di Management e Finanza d'Azienda che hanno partecipato al seminario "Soft**

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Skills e colloqui di lavoro in ambito economico-finanziario" soltisi il 10 aprile, il 17 aprile e il 24 aprile u.s. per complessive 8 ore

Il Direttore comunica di aver ricevuto una nota nella quale il Prof. Gabriele Sampagnaro, organizzatore del seminario "Soft Skills e colloqui di lavoro in ambito economico-finanziario" soltosi il 10 aprile, il 17 aprile e il 24 aprile u.s. per complessive 8 ore chiede di riconoscere, ex post, agli studenti iscritti al corso di laurea Specialistica in Management e Finanza d'Azienda che vi hanno partecipato, il riconoscimento di 1 CFU nell'ambito delle "Altre attività formative".

DELIBERA N. 3/20.06.2018 punto 3a) all'O.d.g.

Il Consiglio,

- **Visto l'art. 7 del Regolamento Didattico di Ateneo;**
- **Vista la Nota prot. n. 31717/2018;**
- **Vista la comunicazione dell'Ufficio Scuola Interdipartimentale di Economia e Giurisprudenza;**
- **Viste le note dei professori Chiarini, Aprile e Sampagnaro;**
- **Vista la proposta del Direttore;**
- **Considerato il contenuto scientifico e formativo delle suddette iniziative e l'attinenza e coerenza delle attività con il percorso di studio intrapreso dagli studenti iscritti ai corsi del DISAQ, all'unanimità**


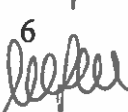
DELIBERA

Di proporre alla Scuola Interdipartimentale di Economia e Giurisprudenza il riconoscimento dei seguenti CFU:

- **1 CFU, agli studenti iscritti ai corsi di laurea di Economia Aziendale e Marketing e Management Internazionale che parteciperanno al Convegno "Impresa familiare: un collegamento tra generalzioni, impresa & territorio del 21 giugno 2018 nell'ambito delle "Altre Attività Formative" se previste nel loro piano di studi;**
- **fino a 3 CFU agli studenti iscritti ai corsi di laurea in Economia aziendale che hanno partecipato al ciclo di seminari "Ambiente e sostenibilità" svoltisi in data 22 marzo, 5 aprile e 19 maggio 2018 nelle "Altre Attività Formative" se previste nel loro piano di studi;**
- **1 CFU, agli studenti iscritti al corso di laurea Specialistica in Management e Finanza d'Azienda che hanno partecipato al seminario "Soft Skills e colloqui di lavoro in ambito economico-finanziario" soltosi il 10 aprile, il 17 aprile e il 24 aprile u.s. per complessive 8 ore nell'ambito delle "Altre Attività Formative" se previste nel loro piano di studi.**

b) Richiesta riconoscimento 3 CFU agli studenti componenti dell'"Orchestra Universitaria Parthenope"

Il Direttore comunica al Consiglio che il Rettore, con note prot. n. 8585/2018 e 28166/2018 ha chiesto di valutare la possibilità del riconoscimento fino a 3 CFU agli studenti iscritti ai corsi di laurea afferenti al Dipartimento che fanno parte dell'organico della neo costituita Orchestra Universitaria Parthenope. Al fine di quantificare l'impegno degli studenti in questa specifica attività è stato richiesto all'Ateneo di fornire informazioni circa il numero delle ore che vengono dedicate dagli studenti partecipanti alle prove, all'attività concertistica etc. Tale impegno è stato quantificato dall'Ateneo in circa 200 ore all'anno. Si rileva che la partecipazione degli studenti alle attività dell'Orchestra Universitaria Parthenope costituisce uno strumento di crescita e di formazione globalmente intesa, contribuendo a sviluppare le competenze trasversali decisive per l'esercizio di ogni professione e/o attività, come previsto nel Piano


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Strategico e nelle attività di Terza Missione (O.TM.2), Si ritiene, quindi, che per l'impegno degli studenti iscritti ai corsi di laurea afferenti al Dipartimento che fanno parte dell'organico dell'Orchestra Universitaria Parthenope vadano riconosciuti fino a 3 CFU.

Il Consiglio approva la proposta del Direttore

DELIBERA N. 4/20.06.2018 punto 3b) all'O.d.g.

Il Consiglio,

- **Visto l'art. 7 del Regolamento Didattico di Ateneo;**
- **Viste le Note del M.R. prot. n. 8585/2018 e 28166/2018;**
- **Vista la proposta del Direttore;**
- **Considerato che la partecipazione degli studenti alle attività dell'Orchestra Universitaria Parthenope costituisce uno strumento di crescita e di formazione globalmente intesa, contribuendo a sviluppare le competenze trasversali decisive per l'esercizio di ogni professione e/o attività, come previsto nel Piano Strategico e nelle attività di Terza Missione (O.TM.2), all'unanimità**

DELIBERA

di proporre alla Scuola Interdipartimentale di Economia E Giurisprudenza di approvare il riconoscimento fino a 3 CFU, previa certificazione da parte del responsabile del procedimento, agli studenti iscritti ai corsi di laurea afferenti al Dipartimento partecipanti all'Orchestra Universitaria Parthenope, per competenze e abilità maturate in "Altre Attività Formative" se previste nel loro piano di studi, utili per l'inserimento nel mondo del lavoro e alla cui realizzazione l'Università ha concorso.

c) Approvazione verbale cds SIAFA

Il Direttore comunica di aver ricevuto, da parte del prof. Giovanni De Luca il verbale della riunione del CDS del corso di Laurea in Statistica e Informatica per l' Azienda, la Finanza e le Assicurazioni SIAFA svoltosi in data 23 maggio 2018 per la sua approvazione (All. n. 11). Illustra, in sintesi gli argomenti oggetto della riunione:

- **Approvazione Scheda SUA CdS.**

DELIBERA N. 5/20.06.2018 punto 3c) all'O.d.g

Il Consiglio,

- **Visto il verbale del CDS del corso di Laurea in Statistica e Informatica per l'Azienda, la Finanza e le assicurazioni del 23 maggio 2018**
- **Sentita la relazione del Direttore, all'unanimità**

DELIBERA

di approvare il verbale della riunione del CDS del Corso di Laurea in Statistica e Informatica per l' Azienda, la Finanza e le Assicurazioni SIAFA del 23 maggio 2018.

d) Affidamento incarico didattico in convenzione con CNR

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De Feo

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Il Direttore comunica al Consiglio che il dott. Antonio Coviello, ricercatore presso l'Istituto di Ricerca su Innovazione e Servizi per lo Sviluppo- IRISS del CNR ha manifestato la disponibilità a ricoprire l'insegnamento di Marketing dei Servizi nel Corso di Laurea in Statistica e Informatica per l'Azienda, la Finanza e le Assicurazioni per l'a.a. 2018/2019, nell'ambito della Convenzione tra il CNR e l'Università degli Studi di Napoli Parthenope ai fini dello svolgimento di attività didattica e di ricerca tramite la condivisione di personale stipulata in data 20.04.2015. Il Direttore dell'Istituto di Ricerca su Innovazione e Servizi per lo Sviluppo- IRISS del CNR ha già espresso parere favorevole allo svolgimento dell'attività di cui sopra.

Il Consiglio approva

DELIBERA N. 6/20.06.2018 punto 3d) all'O.d.g.

Il Consiglio,

- **Vista la Convenzione stipulata tra il CNR e l'Università degli Studi di Napoli "Parthenope" ai fini dello svolgimento di attività didattica/ricerca tramite la condivisione di personale;**
- **Vista la disponibilità espressa dal dott. Antonio Coviello, ricercatore del CNR a ricoprire l'insegnamento di Marketing dei Servizi nel Corso di Laurea in Statistica e Informatica per l'Azienda, la Finanza e le Assicurazioni per l'a.a. 2018/2019;**
- **Visto il parere favorevole espresso dal Direttore dell'Istituto di Ricerca su Innovazione e Servizi per lo Sviluppo- IRISS del CNR, all'unanimità**

DELIBERA

Di affidare al dott. Antonio Coviello, ricercatore presso l'Istituto di Ricerca su Innovazione e Servizi per lo Sviluppo- IRISS del CNR l'insegnamento di Marketing dei Servizi nel Corso di Laurea in Statistica e Informatica per l'Azienda, la Finanza e le Assicurazioni per l'a.a. 2018/2019, nell'ambito della Convenzione tra il CNR e l'Università degli Studi di Napoli Parthenope ai fini dello svolgimento di attività didattica e di ricerca tramite la condivisione di personale stipulata in data 20.04.2015, previo parere favorevole del CNR.

e) Richiesta di bando per corso integrativo di 3 CFU per l'insegnamento di Management delle imprese della Blue Economy corso di studi di Economia del Mare

Il Direttore sottopone al Consiglio la richiesta pervenuta da parte del Prof. Marcello Risitano, di proporre alla Scuola Interdipartimentale di Economia e Giurisprudenza, di emettere un bando per attività integrative da 3 CFU per l'insegnamento di Management delle imprese della Blue Economy corso di studi di Economia del Mare per l'a.a. 2018/2019.

Il Consiglio approva

DELIBERA N. 7/20.06.2018 punto 3e) all'O.d.g.

Il Consiglio,

- **Vista l'Offerta formativa a.a. 2018/2019;**
- **Vista la richiesta del prof. Marcello Risitano;**

DELIBERA

di proporre alla Scuola Interdipartimentale di Economia e Giurisprudenza l'emanazione di un bando per un corso integrative da 3 CFU per l'insegnamento di Management delle imprese della Blue Economy corso di studi di Economia del Mare per l'a.a. 2018/2019

Punto 4) all'O.d.g.: Pratiche studenti;

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Non vi sono argomenti da discutere

Punto 5) all'O.d.g.: Varie ed eventuali.

Non vi sono argomenti da discutere

La riunione plenaria termina alle ore 15,00.

Escono i rappresentanti del personale tecnico amministrativo

Escono i ricercatori

Entra il Prof. Calza;

Entra il Prof. Ferretti

Alle ore 15,10 la seduta prosegue nella composizione ristretta ai professori di I e di II fascia
Consiglio ristretto ai professori di I e II fascia

Sono presenti, come da elenchi allegati (All. nn. 2a/b 3a/b)

N.	COGNOME E NOME	Qualifica	Presente	Assente Giustificato	Assente	NOTE
1	PORZIO Claudio	Direttore	X			
2	CALZA Francesco	P.O.	X			
3	CASTELLANO Rosalia	P.O.		X		
4	DE ANGELIS Pasquale Luigi	P.O.	X			
5	DE LUCA Giovanni	P.O.		X		
6	DEZI Luca	P.O.		X		
7	FERRETTI Marco	P.O.	X			
8	PERLA Francesca	P.O.	X			
9	ROMANO Antonio Angelo	P.O.			X	
10	SAMPAGNARO Gabriele	P.O.	X			
11	SANGUIGNI Vincenzo	P.O.		X		
12	SANTORSOLA Giuseppe Guglielmo	P.O.		X		
13	SIMONI Michele	P.O.		X		
14	CANNAVALE Chiara	P.A.		X		
15	D'AGOSTINO Antonella	P.A.		X		
16	DE MARCO Giuseppe	P.A.	X			
17	D'ONOFRIO Luigi	P.A.	X			
18	PARMENTOLA Adele	P.A.	X			
19	POPOLI Paolo	P.A.	X			
20	REGOLI Andrea	P.A.	X			
21	RIVIECCIO Giorgia	P.A.	X			
22	SCANDURRA Giuseppe	P.A.		X		
23	SCHIAVONE Francesco	P.A.	X			
24	STARITA Maria Grazia	P.A.		X		
25	TRUNFIO Mariapina	P.A.	X			
		TOTALE	14	10	1	

Punto 6) all'O.d.g. Valutazione comparativa ad 1 posto di professore di II fascia art. 24 comma 6 Legge 240/2010 s.c. 13/B2, s.s.d SECS-P/11 a valere sui fondi del Progetto Dipartimento di Eccellenza: Indizione procedura;



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Il Direttore ricorda al Consiglio che nella seduta del 22 gennaio 2018, in seguito all'approvazione del Progetto Dipartimento di Eccellenza, sono state approvate le azioni di reclutamento finanziate dal Progetto.

Sulla base di tale programmazione, già approvata dagli Organi di Governo dell'Ateneo rispettivamente in data 29 e 30 gennaio 2018, il Direttore propone l'emissione di un Avviso Pubblico per una procedura di valutazione comparativa ex art. 24 comma 6 di II fascia per il s.c. 13B/4, s.s.d SECS- P/11, finalizzato al raggiungimento degli obiettivi del Progetto.

La procedura di selezione dei candidati avverrà mediante avviso pubblico di selezione riservato ai candidati in servizio presso l'Ateneo, che abbiano conseguito, alla data di scadenza del presente avviso, l'abilitazione scientifica di cui all'art. 16 della Legge n. 240/2010 nel settore concorsuale 13B/4 e disciplinare SECS-P/11.

Il Direttore sottopone al Consiglio la bozza dell'Avviso Pubblico contenente la tipologia di impegno scientifico e didattico richiesto, le attività didattiche, didattiche integrative e servizi agli studenti richiesti e il numero massimo di pubblicazioni da sottoporre al giudizio della commissione. Dopo ampio e articolato dibattito il Consiglio approva la proposta del Direttore.

DELIBERA N. 8/20.06.2018 punto 6) all'O.d.g.

Il Consiglio,

- Vista** la Legge n. 240/2010 ed in particolare l'art. 24 co. 6;
Visto il vigente Regolamento recante la disciplina della chiamata dei professori di prima e seconda fascia;
Vista la Legge 232/2016 art. 1 commi da 314 a 320;
Visto che il DISAQ è stato incluso nella graduatoria dei 180 Dipartimenti ammessi al finanziamento dei Dipartimenti di eccellenza per il periodo 2018/2022;
Considerato che nell'ambito del Progetto per il Dipartimento di eccellenza ammesso al finanziamento dall'Anvur sono previste azioni per il reclutamento del personale;
Vista la necessità di dare attuazione alle azioni di reclutamento previste;
Tenuto conto della delibera del Consiglio di Dipartimento n. 4 del 22 gennaio 2018, nella quale il Consiglio, tenuto conto della necessità di dare adeguata copertura agli insegnamenti previsti nell'offerta formativa di Area 13 e il necessario supporto alle attività di ricerca del settore scientifico disciplinare SECS-P/11 e delle attività predisposte dal Dipartimento in relazione alla coerenza tra carenza in organico e programmazione del fabbisogno per soddisfare le esigenze di ricerca;
Visto il "documento di programmazione personale docente e tecnico amministrativo";
Considerato che gli OO.GG nelle rispettive riunioni del 29 gennaio 2018 e 30 gennaio 2018 hanno autorizzato l'attivazione della procedura de quo;
Visto il Piano integrato performance trasparenza e anticorruzione 2017-2019;
Visto il Piano Strategico di Ateneo 2016-2022;
Visto il vigente Statuto;

DELIBERA

Di approvare lo schema di avviso pubblico per una procedura di valutazione comparativa per la copertura di un posto di professore di II fascia per il S.S.D. SECS- P/11, e settore concorsuale 13B/4 di cui all'articolo 24, comma 3, lettera b), della legge 30 dicembre 2010, n. 240, qui di seguito indicato nel dettaglio:

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AREA DISCIPLINARE CUN	13 – SCIENZE ECONOMICHE E STATISTICHE
MACROSETTORE CONCORSUALE	13B –ECONOMIA AZIENDALE
SETTORE CONCORSUALE	13/B4 – ECONOMIA DEGLI INTERMEDIARI FINANZIARI E FINANZA AZIENDALE
SETTORE SCIENTIFICO DISCIPLINARE	SECS-P/11 –ECONOMIA DEGLI INTERMEDIARI FINANZIARI
TIPOLOGIA	1 POSTO DI PROFESSORE DI II FASCIA
REQUISITI/FUNZIONI SPECIFICHE CHE IL DOCENTE DOVRÀ SVOLGERE, CORRELATE AGLI INDIRIZZI DELLA RICERCA E DELLA DIDATTICA	<p>Tipologia di impegno didattico: Si richiede una consolidata e continuativa esperienza didattica nell'ambito degli insegnamenti del settore scientifico-disciplinare SECS-P/11, con particolare riguardo alla gestione dei rischi finanziari. Il candidato dovrà impegnarsi a svolgere attività didattica nell'ambito del settore scientifico-disciplinare di riferimento, impartiti nei corsi di laurea di primo livello e di laurea Magistrale dell'offerta formativa del DiSAQ e degli altri dipartimenti dell'Ateneo.</p> <p>Tipologia di impegno scientifico: Il candidato deve avere svolto una intensa attività di ricerca nell'ambito del settore scientifico disciplinare di riferimento con riguardo particolare all'analisi della gestione e delle modalità di trasferimento dei rischi finanziari, degli intermediari e dei mercati finanziari. Si esprime, inoltre, la preferenza per un candidato dal cui curriculum emerga un rigore metodologico tale da renderlo idoneo al supporto dei piani di ricerca previsti nell'ambito del Progetto di eccellenza del DiSAQ.</p>
NUMERO MASSIMO DI PUBBLICAZIONI VALUTABILI	10 (DIECI)
ATTIVITÀ DIDATTICA, DIDATTICA INTEGRATIVA E SERVIZI AGLI STUDENTI	Attività di ricerca e di aggiornamento scientifico, attività didattica e di servizio agli studenti, inclusi l'orientamento e il tutorato, nonché di verifica dell'apprendimento di cui all'art. 6, comma 2, Legge 240/2010. Sono altresì comprese le attività di supervisione di tesi di laurea triennale e magistrale, lo svolgimento di lezioni, la partecipazione a Collegi e la supervisione di tesi nell'ambito di Dottorati di Ricerca.

Punto 7) all'O.d.g.: Procedura di valutazione comparativa ad 1 posto di ricercatore a TD con regime di impegno a tempo definito art. 24, comma 3 lett. a) Legge 240/2010 s.c. 13/B2, s.s.d SECS P/08: Proposta di chiamata;

Il Direttore comunica al Consiglio che in riferimento alla procedura valutativa per la copertura di 1 posto di Ricercatore a TD con regime di impegno a tempo definito art. 24 comma 3) lett. a) Legge 240/2010

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s.c. 13B/2 s.s.d SECS-P/08 il Rettore, con decreto n. 318 del 28 maggio 2018, ha approvato gli atti della commissione giudicatrice che ha indicato quale vincitrice la dott.ssa Annarita Sorrentino, nata a Torre del Greco (NA) il 30.12.1983.

Pertanto si chiede al Consiglio, ai sensi dell'art. 10 del Regolamento per il reclutamento di ricercatori a tempo determinato ai sensi dell'art.24 della Legge 240/2010, emanato con D.R. n. 232 del 15.03.2017, di esprimersi sulla chiamata del candidato risultato vincitore.

Il Consiglio, quindi, esaminato il Bando di concorso emesso con D.R. n..75 del 05/02/2018, e pubblicato sulla G.U, n. 24 del 16.02.2018, il curriculum scientifico e didattico del candidato proposto dalla Commissione e il giudizio della Commissione Giudicatrice, su proposta del prof. Francesco Calza, ordinario del s.s.d SECS-P/08, dopo articolato dibattito, all'unanimità delibera la proposta di chiamata della dott.ssa Annarita SORRENTINO, nata a Torre del Greco (NA) il 30.12.1983.

DELIBERA N. 9/20.06.2018 punto 7) all'O.d.g.

Il Consiglio,

- **Visto il "Regolamento per il reclutamento di ricercatori a tempo determinato ai sensi dell'art.24 della Legge 240/2010", emanato con D.R. n. 232 del 15.03.2017, in particolare l'art. 10;**
- **Visto il Bando di concorso emesso con D.R. n. 75 del 05.02.2018;**
- **Visto il D.R. n. 318 del 28.05.2018 che ha approvato gli atti della Commissione Giudicatrice ed i relativi verbale;**
- **Visto il curriculum didattico-scientifico della candidata dott.ssa Annarita Sorrentino;**
- **Su proposta del prof. Francesco Calza, all'unanimità**

DELIBERA

di proporre al Consiglio di Amministrazione la chiamata, ai sensi dell'art. 24 della Legge 240/2010 della dott.ssa Annarita Sorrentino, quale vincitore della procedura di valutazione comparativa per un posto di ricercatore a TD con regime di impegno a tempo definito art. 24, comma 3 lett. a) Legge 240/2010 s.c. 13/B2, s.s.d SECS-P/08, presso il Dipartimento di Studi Aziendali e Quantitativi dell'Università di Napoli Parthenope.

Punto 8) all'O.d.g.: Procedura di valutazione comparativa per un posto di professore di II fascia, art. 24, comma 6) s.s.d. SECS-S/03, s.c. 13D/2: approvazione atti e proposta di chiamata vincitore;

Il Direttore comunica al Consiglio che in riferimento alla procedura valutativa per la copertura di 1 posto di professore di II fascia, art. 24 comma 6) per il s.s.d SECS- S/03 la Commissione giudicatrice, nominata con Decreto Rettorale n. 234 del 12.04.2018, ha terminato i propri lavori ed ha trasmesso al Responsabile del Procedimento i relativi verbali.

Pertanto è necessario provvedere all'approvazione degli atti della Commissione giudicatrice e alla formulazione della proposta di chiamata del vincitore.

Il Consiglio esaminati i verbali predisposti dalla Commissione, e, constatata l'assenza di vizi di forma, li approva.

Pertanto, accertata preliminarmente la regolarità degli atti della Commissione giudicatrice si chiede al Consiglio, ai sensi dell'art. 11 del Regolamento per la chiamata dei professori di I e di II fascia in attuazione degli articoli 18 e 24, commi 5 e 6 della Legge 240/2010, emanato con D.R. n. 403 del 06.06.2017, di esprimersi sulla chiamata del candidato risultato vincitore.

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Il Consiglio, quindi, esaminato il Bando di concorso pubblicato con D.D.D. n.9 del 14.02.2018, il curriculum scientifico e didattico del candidato proposto dalla Commissione e il giudizio della Commissione Giudicatrice e la relazione del Prof. Giovanni De Luca, ordinario del s.s.d SECS-S/03 letta dal Direttore del Dipartimento, dopo articolato dibattito, all'unanimità delibera la chiamata del Dott. Paolo Mazzocchi.

DELIBERA N. 10/20.06.2018 punto 8) all'O.d.g.

Il Consiglio,

- Visto il "Regolamento per la chiamata dei professori di I e di II fascia in attuazione degli articoli 18 e 24, commi 5 e 6 della Legge 240/2010", emanato con D.R. n. 403 del 06.06.2017, in particolare l'art. 11;
- Visto il Bando di selezione indetto con D.D.D. n. 9 del 14.02.208 e i verbali della Commissione Giudicatrice;
- Riscontrata l'assenza di vizi di forma;
- Visti i giudizi espressi dalla Commissione Giudicatrice;
- Visto il curriculum didattico-scientifico del candidato Prof. Paolo Mazzocchi;
- Vista la relazione del prof. Giovanni De Luca, all'unanimità

DELIBERA

- a) Di approvare gli atti della Commissione giudicatrice della procedura ex art. 24 comma 6 L. 240/2010 ad un posto di professore di II fascia indetta con D.D.D. n. 9 del 14.02.2018 per il settore concorsuale 13 D/2, s.s.d SECS- S/03 per la cui copertura ha dichiarato qualificato il seguente candidato:
Paolo Mazzocchi;
- b) di proporre al Consiglio di Amministrazione la chiamata, ai sensi dell'art. 24 della Legge 240/2010 del Dott. Paolo Mazzocchi, quale vincitore della procedura di valutazione comparativa per un posto di professore di II fascia nel settore concorsuale 13/D2, s.s.d SECS-S/03, presso il Dipartimento di Studi Aziendali e Quantitativi dell'Università di Napoli Parthenope.

Punto 9) all'O.d.g.: Programmazione personale docente II fascia

Prende la parola il Direttore e ricorda al Consiglio che nella riunione del 16 maggio 2017 il Dipartimento deliberò in merito alla programmazione del personale di II fascia, programmazione che prevedeva il seguente ordine di priorità tra i settori scientifico disciplinari per il reclutamento dei docenti di II fascia:

- SECS- S/03;
- SECS- P/11;
- SECS- S/06;
- SECS- P/08;

Nell'ambito della suddetta programmazione, sono state già espletate le seguenti procedure di valutazione comparativa, includendo anche le valutazioni comparative per ricercatori di tipo B:

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DATA APPROVAZIONE CDD	FASCIA	S.S.D	TIPO BANDO	TIPOLOGIA FINANZIAMENTO
14/02/2018	II	SECS- S/03	ART. 24	COF. ATENEO/ECCELL.
21/03/2018	II	SECS- S/06	ART. 24	DIP. ECCELLENZA
20/06/2018	II	SECS -P/11	ART. 24	DIP. ECCELLENZA

Tanto ciò premesso, propone al Consiglio, in continuità a quanto deliberato nel maggio 2017, di programmare il reclutamento di ulteriori quattro posti per i seguenti s.s.d :

- SECS- P/08 Art 18 comma 1 a valere sui Fondi di Ateneo a titolo di cofinanziamento del Progetto di Eccellenza
- SECS- S/03 Art 18 o art 24;
- SECS- P/11 Art 18 o Art 24;
- SECS- S/06 Art. 18 o Art 24;

Tale proposta tiene conto delle esigenze didattiche e di ricerca di seguito evidenziate:

S.S.D. SECS- S/03

SETTORE	P.O. t.p.	P.O. t.d.	P.A. t.p.	P.A. t.d.	Ricercatori t.i.	Ricercatori t. det.	Carico didattico istituzionale
SECS- S/03 (13/D2)	3	0	4	0	5	0	105

Il numero di CFU presenti nell'offerta formativa programmata è il seguente:

SETTORE	CFU
SECS-S/03	171

- per quanto riguarda la produttività scientifica, la situazione delineata dal recente esercizio di valutazione VQR 2011 – 2014 è riportata nella seguente tabella:

SSD – Macrosettore	Area 13 – Ateneo		Area 13 – DiSAQ	
	R	X	R	X
13/D	0.74	0.78	0.74	0.77
SECS-S/03	0.83	0.84	0.83	0.84

S.S.D. SECS- P/11

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SETTORE	P.O. t.p. (15 cfu)	P.O. t.d. (10 cfu)	P.A. t.p. (15 cfu)	P.A. t.d. (10 cfu)	ricercatori t.i. (6 cfu)	ricercatori t.det. (6 cfu)	Carico didattico istituzionale
SECS-P/11 (13B/4)	2	1	1		1	1	70

- Il numero di CFU presenti nell'offerta formativa programmata è evidenziato nella seguente tabella:

SETTORE	CFU
SECS-P/11 – (13B/4)	105

- per quanto riguarda la produttività scientifica, la situazione delineata dal recente esercizio di valutazione VQR 2011 – 2014 è riportata nella seguente tabella:

SSD-Macrosettore	Area 13 – Ateneo		Area 13 – DiSAQ	
	R	X	R	X
13B	1.00	1.05	1.44	1.63
SECS-P/11	2.19	2.65	2.19	2.65

S.S.D. SECS- S/06

- l'organico è costituito dai docenti riportati nella seguente tabella:

SETTORE	P.O. t.p. (15 cfu)	P.O. t.d. (10 cfu)	P.A. t.p. (15 cfu)	P.A. t.d. (10 cfu)	ricercatori t.i. (6 cfu)	ricercatori t.det. (6 cfu)	Carico didattico istituzionale
SECS-S/06 (13D/4)	2	0	1	0	6	0	45
MAT/05 (01A/3)	0	0	1	0	0	0	15

- Il numero di CFU presenti nell'offerta formativa programmata è evidenziato nella seguente tabella:

SETTORE	CFU
SECS-S/06 – (13D/4)	168
MAT/05 – (01A/3)	33

- per quanto riguarda la produttività scientifica, la situazione delineata dal recente esercizio di valutazione VQR 2011 – 2014 è riportata nella seguente tabella:

SSD-Macrosettore	Area 13 – Ateneo		Area 13 – DiSAQ	
	R	X	R	X
13D	0.74	0.78	0.74	0.77
SECS-S/06	0.84	0.95	0.86	0.95
	Area 01 – Ateneo		Area 01 – DiSEG*	
01A	0,70	0,65	1,08	1,09

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MAT/05	0,89	0,96	1,05	1,04
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*Nota: I dati riportati si riferiscono al Dipartimento di Studi economici e giuridici in quanto dipartimento di afferenza dei docenti del s.s.d. MAT/05 all'epoca di rilevazione della VQR 11-14 e attualmente in organico al Dipartimento di Studi aziendali e quantitativi.

S.S.D. SECS- P/08

l'organico è costituito dai docenti riportati nella seguente tabella:

SETTORE	P.O. t.p. (15 cfu)	P.O. t.d. (10 cfu)	P.A. t.p. (15 cfu)	P.A. t.d. (10 cfu)	ricercatori t.i. (6 cfu)	ricercatori t.det. (6 cfu)	Carico didattico istituzionale
SECS-P/08 (13-B/2)	5	1	5	0	5	1	175

- Il numero di CFU presenti nell'offerta formativa programmata è evidenziato nella seguente tabella:

SETTORE	CFU
SECS-P/08 – (13/B2)	264

- per quanto riguarda la produttività scientifica, la situazione delineata dal recente esercizio di valutazione VQR 2011 – 2014 è riportata nella seguente tabella:

SSD-Macrosettore	Area 13 – Ateneo		Area 13 – DiSAQ	
	R	X	R	X
13B	1.00	1.05	1.44	1.63
SECS-P/08	1.05	1.10	1.15	1.24

Come si evidenzia dalla lettura congiunta delle precedenti tabelle emerge la 'sofferenza didattica' dei settori; le suddette richieste sono coerenti con il piano della ricerca di Dipartimento e vanno a supporto di aree disciplinari fortemente impegnate nello sviluppo delle linee di ricerca previste nell'ambito della SUA-RD.

Dopo ampia discussione, il Consiglio approva la proposta del Direttore.

DELIBERA N. 11/20.06.2018 punto 9) all'O.d.g.

Il Consiglio

- VISTO** il Piano Strategico di Ateneo 2016 – 2022;
- VISTO** il Piano di Programmazione Triennale 2017 – 2019 ed in particolare il Programma di Sviluppo della Ricerca Scientifica nonché la definizione delle azioni per il sostegno ed il potenziamento dei servizi e degli interventi a favore degli studenti;
- VISTO** il Piano Integrato Performance Trasparenza e Prevenzione della Corruzione 2017/2019 ed in particolare le misure di individuazione e prevenzione del rischio relative all'area di acquisizione e progressione del personale;


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- VISTA** la Scheda SUA-RD approvata dal Consiglio di Dipartimento di Studi Aziendali e Quantitativi in data 28 gennaio 2015, ove sono descritti i gruppi di ricerca attivi nel Dipartimento e le tematiche di ricerca da essi perseguite;
- TENUTO CONTO** delle attività predisposte da questo Dipartimento in relazione alla coerenza tra carenza in organico e programmazione del fabbisogno per soddisfare le esigenze di didattica e di ricerca;
- TENUTO CONTO** che in data 16 maggio 2017 il Dipartimento ha approvato la programmazione del personale docente e del suo stato di attuazione;
- VALUTATA** la necessità di dare adeguata copertura agli insegnamenti previsti nell'offerta formativa di Area 13 e il necessario supporto alle attività di ricerca dei settori scientifico disciplinari S/03, P/11, P/08 e S/06;
- PRESO ATTO** della necessità emersa in Ateneo di individuare s.s.d. disponibili all'apertura di procedure di valutazione comparativa ex art. 18 comma 1 ed ex art. 24 comma 6 della Legge 240/2010;

DELIBERA

Di invitare gli Organi Accademici a dare seguito alle richieste di posti di II fascia per i seguenti s.s.d.:

- SECS- P/08 Art 18 comma 1 a valere sui Fondi di Ateneo a titolo di cofinanziamento del Progetto di Eccellenza
- SECS- S/03 Art 18 o art 24;
- SECS- P/11 Art 18 o Art 24;
- SECS- S/06 Art. 18 o Art 24;

La presente delibera sarà inviata alla Scuola Interdipartimentale di Economia e Giurisprudenza per il prescritto parere.

Escono i Professori di II fascia

Consiglio ristretto ai professori di I fascia

Sono presenti, come da elenchi allegati (All. nn. 2a/b)

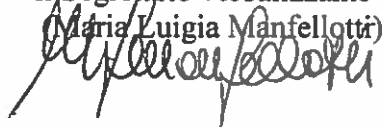
N.	COGNOME E NOME	Qualifica	Presente	Assente Giustificato	Assente	NOTE
1	PORZIO Claudio	Direttore	X			
2	CALZA Francesco	P.O.	X			
3	CASTELLANO Rosalia	P.O.		X		
4	DE ANGELIS Pasquale Luigi	P.O.	X			
5	DE LUCA Giovanni	P.O.		X		
6	DEZI Luca	P.O.		X		
7	FERRETTI Marco	P.O.	X			
8	PERLA Francesca	P.O.	X			
9	ROMANO Antonio Angelo	P.O.			X	
10	SAMPAGNARO Gabriele	P.O.	X			
11	SANGUIGNI Vincenzo	P.O.		X		
12	SANTORSOLA Giuseppe Guglielmo	P.O.		X		
13	SIMONI Michele	P.O.		X		
		TOTALE	6	6	1	

Università degli Studi di Napoli "Parthenope"
Verbale del Consiglio del Dipartimento di
Studi Aziendali e Quantitativi
n. 8 del giorno 20.06.2018

Il Direttore, constatata la non sussistenza del numero legale, dichiara chiusa la riunione.

Non essendovi null'altro da deliberare il Direttore dichiara chiusa la seduta alle ore 15,25

Il Segretario verbalizzante
(Maria Luigia Manfredotti)



Il Direttore del Dipartimento
(Prof. Claudio Porzio)





DIPARTIMENTO DI STUDI AZIENDALI E QUANTITATIVI
 Università degli Studi di Napoli
 "Parthenope"
 Via Generale Parisi, 13- 80132 Napoli

li, ...14.06.2018.....

Ai Componenti del
 Consiglio del Dipartimento
 di Studi Aziendali e Quantitativi
 LORO SEDI

Prot. n.: 594
 Tit. n.: II/9

Oggetto: Convocazione Consiglio di Dipartimento del giorno 20 giugno 2018 alle ore 14,30.

È convocato il Consiglio del Dipartimento di Studi Aziendali e Quantitativi per il giorno **20 giugno 2018 alle ore 14,30** presso la **Sala Riunioni, VI piano** della Sede di Via Generale Parisi n. 13, per discutere e deliberare sul seguente ordine del giorno:

Consiglio allargato a tutte le rappresentanze

- 1) Comunicazioni del Direttore;
- 2) Visiting Professor;
- 3) Organizzazione didattica;
- 4) Pratiche studenti;
- 5) Varie ed eventuali.

Consiglio ristretto ai professori di I e di II fascia

- 6) Valutazione comparativa ad 1 posto di professore di II fascia, art. 24 s.s.d SECS P/11 a valere sui fondi del Progetto Dipartimento di Eccellenza: indizione procedura;
- 7) Procedura di valutazione comparativa ad 1 posto di ricercatore a TD a tempo definito art. 24, comma 3 lett. a) Legge 240/2010 s.c. 13/B2, s.s.d SECS P/08: Proposta di chiamata;
- 8) Procedura di valutazione comparativa per un posto di professore di II fascia, art. 24, s.s.d. SECS S/03: approvazione atti e proposta di chiamata vincitore;
- 9) Programmazione personale docente II fascia.

Consiglio ristretto ai professori di I fascia

- 10) Programmazione personale docente di I fascia.

F.to Il Direttore del Dipartimento
 (Prof. Claudio Porzio)

N.B.: si ricorda che, ai sensi della disposizione dettata dalla Legge 190/2012 e s.m.i., recepita nel Piano Integrato di Ateneo, i componenti del Consiglio hanno l'obbligo di astenersi dal concorrere all'adozione di delibere di cui all'Ordine del Giorno in oggetto, qualora ricorrano una o più delle ipotesi di conflitto di interesse come qui di seguito specificato:


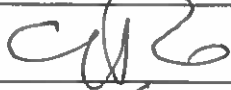


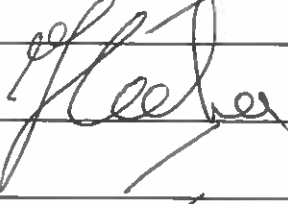







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a) rapporti diretti o indiretti di collaborazione, in qualunque modo retribuiti, con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;

- b) rapporti diretti o indiretti di collaborazione avvenuti negli ultimi tre anni, in qualunque modo retribuiti, con lo stesso soggetto di cui alla lettera a);*
- c) rapporti finanziari con lo stesso soggetto di cui alla lettera a) da parte del coniuge/convivente more uxorio, parenti o affini entro il secondo grado;*
- d) Interessi propri con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;*
- e) Interessi personali da parte del coniuge/ convivente more uxorio, parenti o affini entro il secondo grado con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;*
- f) rapporti di frequentazione abituale o altro rapporto preferenziale con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;*
- g) rapporto di frequentazione abituale o altro rapporto preferenziale da parte del coniuge/convivente more uxorio, parenti o affini entro il secondo grado con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;*
- h) causa pendente o grave inimicizia o rapporti di credito o debito significativi, con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;*
- i) causa pendente o grave inimicizia o rapporti di credito o debito significativi, da parte del coniuge/convivente more uxorio, parenti o affini entro il secondo grado con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;*
- l) funzione di tutore, curatore, procuratore o agente di soggetti oggetto di una delibera dell'odierno ordine del giorno."*

Dipartimento di Studi Aziendali e Quantitativi
Consiglio di Dipartimento del 20.06.2018

Elenco firme professori ordinari


N°	Nominativo	Firma
1	DE ANGELIS PASQUALE LUIGI	
2	PORZIO CLAUDIO	
3	CASTELLANO ROSALIA	
4	DEZI LUCA	
5	SANTORSOLA GIUSEPPE GUGLIELMO	
6	CALZA FRANCESCO	
7	ROMANO ANTONIO	
8	SANGUIGNI VINCENZO	
9	PERLA FRANCESCA	
10	FERRETTI MARCO	
11	DE LUCA GIOVANNI	
12	SAMPAGNARO GABRIELE	
13	SIMONI MICHELE	

Dipartimento di Studi Aziendali e Quantitativi

Consiglio di Dipartimento del 20.06.2018

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- c) rapporti finanziari con lo stesso soggetto di cui alla lettera a) da parte del coniuge/convivente more uxorio, parenti o affini entro il secondo grado;
- d) Interessi propri con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;
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- l) funzione di tutore, curatore, procuratore o agente di soggetti oggetto di una delibera dell'odierno ordine del giorno."

N.	COGNOME E NOME	Qualifica	Firma
1	CALZA Francesco	P.O.	
2	CASTELLANO Rosalia	P.O.	
3	DE ANGELIS Pasquale Luigi	P.O.	
4	DEZI Luca	P.O.	
5	DE LUCA Giovanni	P.O.	
6	FERRETTI Marco	P.O.	
7	PERLA Francesca	P.O.	
8	PORZIO Claudio	P.O.	
9	ROMANO Antonio	P.O.	
10	SAMPAGNARO Gabriele	P.O.	
11	SANGUIGNI Vincenzo	P.O.	
12	SANTORSOLA Giuseppe Guglielmo	P.O.	
13	SIMONI Michele	P.O.	

Dipartimento di Studi Aziendali e Quantitativi
 Consiglio di Dipartimento del 20.06.2018

Elenco firme professori associati

N°	Nominativo	Firma
1	CANNAVALE CHIARA	/
2	D'AGOSTINO ANTONELLA	/
3	DE MARCO GIUSEPPE	Giuseppe De Marco
4	D'ONOFRIO LUIGI	Luigi D'Onofrio
5	PARMENTOLA ADELE	Adele Parmentola
6	POPOLI PAOLO	Paolo Popoli
7	REGOLI ANDREA	Andrea Regoli
8	RIVIECCIO GIORGIA	Giorgia Rivieccio
9	SCANDURRA GIUSEPPE	/
10	SCHIAVONE FRANCESCO	Francesco Schiavone
11	STARITA MARIA GRAZIA	/
12	TRUNFIO MARIAPINA	/

Dipartimento di Studi Aziendali e Quantitativi

Consiglio di Dipartimento del 00.06.2018








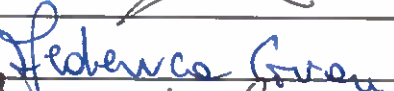





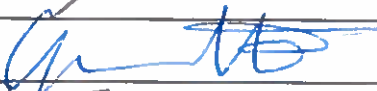


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N.	COGNOME E NOME	Qualifica	Firma
1	CANNAVALE Chiara	P.A.	/
2	D'AGOSTINO Antonella	P.A.	/
3	DE MARCO Giuseppe	P.A.	Giuseppe De Marco
4	D'ONOFRIO Luigi	P.A.	Luigi D'Onofrio
5	PARMENTOLA Adele	P.A.	Adele Parmentola
6	POPOLI Paolo	P.A.	Paolo Popoli
7	REGOLI Andrea	P.A.	Andrea Regoli
8	RIVIECCIO Giorgia	P.A.	Giorgia Rivieccio
9	SCANDURRA Giuseppe	P.A.	/
10	SCHIAVONE Francesco	P.A.	Francesco Schiavone
11	STARITA Maria Grazia	P.A.	/
12	TRUNFIO Mariapina	P.A.	Mariapina Trunfio

Dipartimento di Studi Aziendali e Quantitativi
Consiglio di Dipartimento del 20.06.2018

Elenco firme ricercatori














N°	Nominativo	Firma
1	BASSANO CLARA	
2	BATTAGLIA FRANCESCA	
3	CAIAZZA ROSA	
4	CANESTRINO ROSSELLA	
5	CORSARO STEFANIA	
6	CUTILLO LUISA	
7	DONNINI CHIARA	
8	IORE UGO	
9	GIOIA FEDERICA	
10	LONGOBARDI SERGIO	
11	MARINO ZELDA	
12	MAZZOCCHI PAOLO	
13	PAGLIUCA MARGHERITA MARIA	
14	RISITANO MARCELLO	
15	ROCCA ANTONELLA	
16	ROSCIANO MONICA	
17	TESTA GIOVANNA	
18	TUTORE ILARIA	
19	VERDOLIVA VINCENZO	
20	ZANETTI PAOLO	

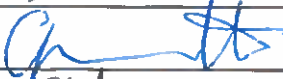



Dipartimento di Studi Aziendali e Quantitativi

Consiglio di Dipartimento del 20.06.2018

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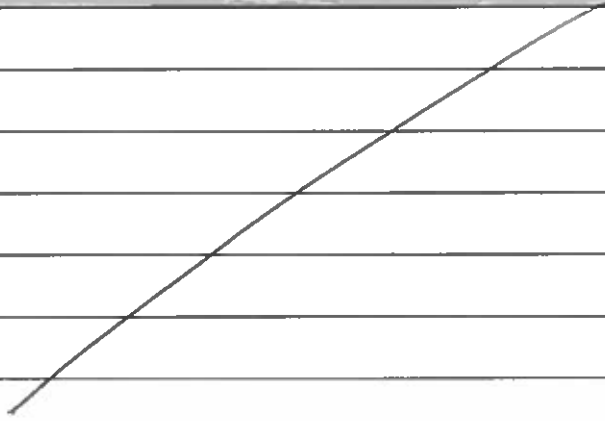
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N.	COGNOME E NOME	Qualifica	Firma
1	BASSANO Clara	Ricerc.	
2	BATTAGLIA Francesca	Ricerc.	
3	CAIAZZA Rosa	Ricerc.	
4	CANESTRINO Rossella	Ricerc.	
5	CORSARO Stefania	Ricerc.	
6	CUTILLO LUISA	Ricerc.	
7	DONNINI Chiara	Ricerc.	
8	IORE Ugo	Ricerc.	
9	GIOIA Federica	Ricerc.	
10	LONGOBARDI Sergio	Ricerc.	
11	MARINO Zelda	Ricerc.	
12	MAZZOCCHI Paolo	Ricerc.	
13	PAGLIUCA Margherita Maria	Ricerc.	
14	RISITANO Marcello	Ricerc.	

15	ROCCA Antonella	Ricerc.	
16	ROSCIANO Monica	Ricerc.	
17	TESTA Giovanna	Ricerc.	
18	TUTORE Ilaria	Ricerc.	
19	VERDOLIVA Vincenzo	Ricerc.	
20	ZANETTI Paolo	Ricerc.	

Dipartimento di Studi Aziendali e Quantitativi
Consiglio di Dipartimento del 20.06.2018

Elenco firme rappresentanti degli studenti

N°	Nominativo	Firma
1	CINQUEGRANA MARIAGRAZIA	
2	DE MICHELE ANNA	
3	FERRAZZANI REMPDE GIGLIOLA	
4	IANNAZZONE GIANLUCA	
5	LA RANA MATTIA	
6	LUCCI DIEGO	
7	PUCA GIUSEPPE	

Dipartimento di Studi Aziendali e Quantitativi

Consiglio di Dipartimento del 20.06.2018


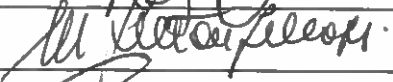
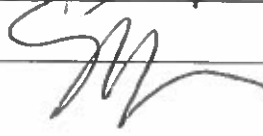
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- l) funzione di tutore, curatore, procuratore o agente di soggetti oggetto di una delibera dell'odierno ordine del giorno."

N.	COGNOME E NOME	Qualifica	Firma
1	CINQUEGRANA Mariagrazia	Rappr. Stud	
2	DE MICHELE Anna	Rappr. Stud	
3	FERRAZZANI REMPDE Gigliola	Rappr. Stud	
4	IANNAZZONE Gianluca	Rappr. Stud	
5	LA RANA Mattia	Rappr. Stud	
6	LUCCI Diego	Rappr. Stud	
7	PUCA Giuseppe	Rappr. Stud	

Dipartimento di Studi Aziendali e Quantitativi
Consiglio di Dipartimento del 20.06.2018

Elenco firme rappresentanti del personale tecnico amministrativo

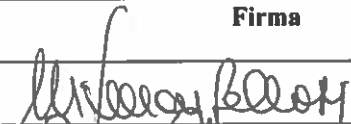
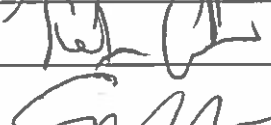

N°	Nominativo	Firma
1	COLACINO STEFANO	
2	MANFELLOTTI MARIA LUGIA	
3	SALES GIUSEPPE	

Dipartimento di Studi Aziendali e Quantitativi

Consiglio di Dipartimento del 20.06.2018

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- f) rapporti di frequentazione abituale o altro rapporto preferenziale con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;*
- g) rapporto di frequentazione abituale o altro rapporto preferenziale da parte del coniuge/convivente more uxorio, parenti o affini entro il secondo grado con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;*
- h) causa pendente o grave inimicizia o rapporti di credito o debito significativi, con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;*
- i) causa pendente o grave inimicizia o rapporti di credito o debito significativi, da parte del coniuge/convivente more uxorio, parenti o affini entro il secondo grado con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;*
- l) funzione di tutore, curatore, procuratore o agente di soggetti oggetto di una delibera dell'odierno ordine del giorno."*

N.	COGNOME E NOME	Qualifica	Firma
1	MANFELLOTTI Maria Luigia	Segr. Amm	
2	COLACINO Stefano	R. Pers. T/A	
3	SALES Giuseppe	R. Pers. T/A	

Al Direttore del Dipartimento di
Studi aziendali e Quantitativi
S E D E

**Visiting Professor /Researcher
APPLICATION FORM**

PROPONENTE PRESSO IL DIPARTIMENTO DI STUDI AZIENDALI E QUANTITATIVI	
Docente Referente (Cognome e Nome)	CANNATALE CHIARA
e-mail	chiara.cannatale@uni.fe.it

VISITING PROFESSOR	
Nome	Pervez
Cognome	Ghauri
Titolo	Professor
Università/Centro di provenienza	Birmingham Business School, University of Birmingham
Posizione attualmente ricoperta	Professor and Chair of International Business
Luogo e data di nascita	
Nazionalità	Swedish
Residenza	Birmingham, UK
Telefono	+44-121-414 5868
E-mail	p.ghauri@bham.ac.uk
Area scientifica di appartenenza	International Business
ATTIVITÀ PROPOSTE	
Titolo dell'insegnamento che si intende affidare:	International Marketing
Programma dettagliato delle attività didattiche previste	L'evoluzione del marketing internazionale. Le principali teorie sottese. Lo sviluppo di paradigmi innovativi
Corso di Laurea o di Dottorato	Dottorato

Ore di lezione, crediti, SSD e lingua di docenza,	n. ore: 8 CFU 1 SSD SECS-P/08, Lingua:Inglese
Calcolo contributo (N. ore * € 100,00)	Contributo € ottocento più rimborso spese (in lettere)
Programma di ricerca (eventuale)	
Composizione del gruppo di lavoro/ricerca (eventuale)	
Periodo di permanenza del Visiting Professor/Resercher	(dal mese di giugno 2018 al mese di dicembre 2018) Date 15./10./2018 al 22/10/2018 Totale durata: totale n 7 giorni.....
Preventivo spese di vitto/alloggio, viaggio del Visiting Professor/Resercher *Vedi Appendice 2 al Regolamento di Ateneo D.R. n. 304 del 06/06/2012	Totale spese di vitto e alloggio: €3500,00 Spese di viaggio: rimborso biglietto aereo/treno a seguito di presentazione di originale biglietto e carta di imbarco
Breve descrizione delle motivazioni che hanno portato all'individuazione del candidato	Il prof. Ghauri un esperto di prestigio internazionale sui temi dell'international business. Editor di una delle maggiori riviste del settore (Journal of International Business Studies), ha ricevuto diversi premi e riconoscimenti, tra cui: Elected Fellow, Academy of International Business (AIB-Worldwide), 2015. Elected Vice President, Academy of International Business (AIB - Worldwide) for the years 2008-2010. Board Member, European International Business Academy (EIBA), since 2003. Elected EIBA Fellow, since June 2008.

Allegati: curriculum accademico del Visiting, dal quale evincere la qualificazione scientifica dello studioso proposto, le competenze professionali, le pubblicazioni e ogni altra informazione che assicuri una rappresentazione compiuta del profilo didattico e scientifico dello studioso;

Napoli, 18/06/2018

Il Docente Referente/



April 5, 2016.

CURRICULUM VITAE

Dr. Pervez N. Ghauri **Professor and Chair of International Business**

Birmingham Business School
University of Birmingham
Edgbaston Park Road
Birmingham B15 2TY
United Kingdom
Email: p.ghauri@bham.ac.uk

Status: Married with one son
Nationality: Swedish
Born in Pakistan
Office: +44-121-414 5868
www.pervezghauri.com

[http://www.birmingham.ac.uk/schools/business/staff/profile.aspx?ReferenceId=98796
&Name=professor-pervez-ghauri](http://www.birmingham.ac.uk/schools/business/staff/profile.aspx?ReferenceId=98796&Name=professor-pervez-ghauri).

Doctor of Economics (Honorary) awarded at TURKU SCHOOL OF ECONOMICS AND MANAGEMENT, Turku, Finland (“In recognition of the contributions made in the field of international business and dissemination of knowledge through International Business Review”), 2005.

Ph.D., awarded at the Department of Business Studies, UPPSALA UNIVERSITY, Uppsala, Sweden (Specializing in Marketing and International Business), 1984.

Supervisors: Professor Jan Johanson
Professor Finn Wiedersheim-Paul.

Examiner: Professor Jan-Erik Vahlne

Certificate in International Relations, awarded at the Department of Peace and Conflict Research, UPPSALA UNIVERSITY, Uppsala, Sweden, 1980.

Supervisor: Professor Peter Wallensteen.

Master of Business Studies (Final year of ‘Ekonomexamen’, equivalent to a Master), Department of Business Studies, UPPSALA UNIVERSITY, Uppsala, Sweden, 1979.

Bachelor of Commerce (Honours), Hailey College of Commerce, THE UNIVERSITY OF PUNJAB, Lahore, Pakistan.

Higher Secondary School (Equivalent to A Levels), GOVERNMENT COLLEGE, Lahore, Pakistan.

Languages

English, Swedish, Urdu, Punjabi, Norwegian, Hindi and Dutch (working knowledge).

Academic Positions (Leadership)

Director PhD Programme, BIRMINGHAM BUSINESS SCHOOL, University of Birmingham, United Kingdom, January 2016 – present. This role entails, management, education and policy issues for all PhD students and supervisors in the school, at present roughly 150 students.

Director for Post Graduate Programmes, Department of Management, KING'S COLLEGE LONDON, United Kingdom, 2008 - 2010 (Developed and launched a new MSc (International Marketing) attracting more than 800 applications and 68 students in the first year. Reorganized and repositioned MSc in International Management, leading to more than 100% increase in applications and students.

Member Executive Board, Department of Management, KING'S COLLEGE LONDON, UK, July, 2008 - 2009.

Chair for International Business, MANCHESTER BUSINESS SCHOOL, 2001 – 2008. At joining the MBS I was given the responsibility to start an International Business Group and a Master programme. In 2007, IB subject area in Manchester Business School was rated No. 5th in the world, 2nd in Europe and 1st in the UK by Financial Times.

Founding Director of Centre for International Business Research (CIBR), MANCHESTER BUSINESS SCHOOL, the University of Manchester, UK, 2003 - 2008. We developed this centre to encourage research and interaction with professionals and managers and held regular seminars with UKTI and international guest speakers.

Dean, Faculty of Management & Organization, UNIVERSITY OF GRONINGEN, Netherlands, 1997 – 2000. Under this role, I was responsible for around 100 academic staff members for recruitment, promotions and other matters and had budgetary responsibilities. My main task was the management of the faculty and staff development to enhance the research profile and the ranking of the faculty. Also helped in the preparation of the faculty's case for EQUIS accreditation.

Director for Postgraduate Programmes for Marketing and International Business, Faculty of Management & Organization, UNIVERSITY OF GRONINGEN, Netherlands, 1993 – 2001. I managed a group of 10 academics and 5 administrative staff. Developed and launched two Master programmes (MSc International Business and MSc in International Financial Management) in collaboration with Uppsala University and University of Florida, Gainesville, USA.

Appointed Member of Central Scientific Committee, UNIVERSITY OF GRONINGEN, Netherlands, 1997-2000.

Provost (Prorektor), OSLO BUSINESS SCHOOL, Oslo, Norway, 1990 – 1993 (Merged with Norwegian School of Management - BI in 1993), developed MBA and

Executive MBA programmes. Under this role, I had responsibilities including curriculum development, staff development and development of post-graduate programmes including budgetary responsibilities.

Coordinator and Academic Supervisor for MHO Programme (Development Aid Project), “Revitalizing the College of Business and Economics of the UNIVERSITY OF ASMARA, Eritrea” financed by NUFFIC, Netherlands, 1995 - 2001. Under this role, we prepared the bid for a multi-million dollar financing from the Dutch government for a 15 year programme to assist University of Asmara to develop a business school. This included curriculum development, programme development, staff training and liaison with the government. We were awarded the project in open bidding process and ran it successfully for 15 years.

Coordinator for Eastern European Programmes, developed Executive programmes for Russian Executives, OSLO BUSINESS SCHOOL, Oslo, Norway, 1991 - 1993. Under this role, I developed and ran several joint programmes with the Academy for shipping industry in Russia in collaboration with the Norwegian Export Council and the Academy of Sciences in Russia.

Coordinator for Master Programmes, Department of Business Studies, UPPSALA UNIVERSITY, Uppsala, Sweden, 1986 - 1987.

Academic Positions (Teaching & Research)

Professor of International Business, Birmingham Business School, University of Birmingham, UK, since June 2015.

Professor and Head of the International Business, Strategy and Comparative Management Group, Department of Management, KING’S COLLEGE LONDON, UK, June 2008 – May 2015.

Professor and Head of International Business Department, Manchester Business School, THE UNIVERSITY OF MANCHESTER, UK, May 2001 – May 2008.

Professor and Head of Marketing and International Business Departments, Faculty of Management and Organization, UNIVERSITY OF GRONINGEN, Netherlands, July 1993 – May 2001.

Associate Professor of Marketing, OSLO BUSINESS SCHOOL, Oslo, Norway, September 1989 – March 1993.

Associate Professor of Marketing and International Business, Department of Business Studies, UPPSALA UNIVERSITY, Uppsala, Sweden. January 1985 - September 1989.

Assistant Professor of Business Studies, Department of Business Studies, UPPSALA UNIVERSITY, Uppsala, Sweden, January 1982- December 1985.

Academic Positions (Advisory)

External Assessor for Professorship in Marketing, UPPSALA UNIVERSITY, Sweden, August/September, 2013.

Academic advisor to the faculty, AMERICAN UNIVERSITY OF BEIRUT, Lebanon, May, 2013. The main purpose was to mentor junior faculty for their career development and publication strategies.

External assessor for Professorship in International Business, LAPPEENRANTA UNIVERSITY, Finland, March, 2014.

Panel Member to evaluate School of Business, LAPPEENRANTA UNIVERSITY, Finland, 2012 – 2013.

Advisor to the Faculty Board, UNIVERSITY OF VAASA, Finland, 2011 - present.

External Assessor for Professorship in International Business (IB), Royal Holloway, University of London, UK, April, 2010.

External Assessor for Professorship in International Business (IB), HELSINKI SCHOOL OF ECONOMICS, Finland, September 2009.

External Assessor for professorship in IB, UNIVERSITY OF KENT, UK, June 2009.

Member Strategy Response Group, Groups remit was to implement the merger between UMIST and MANCHESTER BUSINESS SCHOOL, the University of Manchester, UK, 2004 - 2005.

Regular Reviewer for ESRC grants applications for Marketing and international business, since 2003.

Reviewer for grants applications for Canadian Social Sciences Research Council, since 2006.

Member Academic Board for Post-graduate Studies, UMIST, UK, September 2002 – August 2004.

Member of an International Panel to review and evaluate International Business Programme of College of Business, UNIVERSITY OF AUCKLAND, New Zealand, November 2001.

Appointed Member, Central Scientific Committee, UNIVERSITY OF GRONINGEN, the Netherlands, July 1997 – July 2000.

Member Advisory Board, Centre for International Business (CIBUL), UNIVERSITY OF LEEDS, UK, since 1995 - 2008.

Member Advisory Board, Centre for Development Studies, UNIVERSITY OF GRONINGEN, Netherlands, 1998 - 2001.

Academic Advisor for Curriculum Development in International Business, OPEN UNIVERSITY, Milton Keynes, United Kingdom, 1994 - 1996.

Academic Advisor for Curriculum Development in Marketing and International Business, SCANDINAVIAN INTERNATIONAL MANAGEMENT INSTITUTE (SIMI), Copenhagen, Denmark, 1993 - 1995.

External Assessor for the Professorship in International Business, UNIVERSITY OF STRATHCLYDE, UK, July 2004.

External Assessor for Professorship in International Business, LOUGHBOROUGH UNIVERSITY, UK, May 2004.

External Examiner for MBA and Executive MBA programmes, University of Leeds, UK, 2002 – 2005.

External Assessor for Professorship in International Business, COPENHAGEN BUSINESS SCHOOL, Denmark, October, 1998.

Academic Advisor for curriculum development for the MBA programme and teachers training for case teaching, LAHORE UNIVERSITY OF MANAGEMENT SCIENCES (LUMS), Lahore, Pakistan. (At present one of the best Universities in Pakistan), April – September, 1986.

Elected Member of the Board for Higher Education (postgraduate Studies), UPPSALA UNIVERSITY, Uppsala, Sweden, 1982-1983.

Awards and Honours

Elected **Fellow**, Academy of International Business (AIB-Worldwide), 2015.

Elected **Vice President**, Academy of International Business (AIB - Worldwide) for the years 2008-2010.

Board Member, European International Business Academy (**EIBA**), since 2003.

Elected **EIBA Fellow**, since June 2008.

Board Member, Academy of International Business (AIB UK), 2005 - 2008.

Best European Dissertation of the Year Award given to the supervisor and the student by European Federation for Management Development (EFMD), for the best dissertation of the year: The impact of service quality on customer retention, by Karin Venetis, 1998.

Outstanding Paper Award (2006), by Emerald Literati Network for the paper, 'Analyzing textual data in international marketing research', published in *Qualitative Market Research: An International Journal*, 2005.

Best paper award at the British Academy of Management (BAM) annual conference, (with Naresh Pandit and Gary Cook), University of Oxford, 2005.

Research Grants and Funding

European Commission FP-7 (CP_FP), a collaborative research grant for the project, "A framework model on MNEs impact on global development challenges" (with Lappeenranta University, Oxford University, Brunel University, UNU-MERIT and Turku University), (Total project € 2.2 million, our part £ 280000). Started January 2014.

Ragnar Söderberg's Research Foundation, for the project: The role and benefits of marketing collaboration for international firms. (With Ulf Elg and Kayhan Tajeddini, Lund University, Sweden), 2013-2015. Amount: 3 200 000 SEK (£ 320000)

Economic and Social Sciences Research Council (ESRC) UK, research grant for the project; An Investigation into Factors Influencing Market Driving Strategies, (with Fatima Wang, King's College London), (£ 357000) three years project starting February, 2011.

Soderbergs Research Foundation, Stockholm, Sweden, Research grant for the project: Creating Brand Value and Market Orientation on Emerging Markets: The Role of Business and Socio-Political Relationships, (with Ulf Elg, Lund University, Sweden), four year project (SEK 4,250,000:- (£ 400000)), September 2011 – August 2016.

Economic and Social Research Council, (ESRC) UK, Research grant for the project; Multinational Enterprise Acquisitions and Linkages in Emerging Markets, (with Mo Yamin and Marcela Miozzo) three year project (£ 177000), January 2005-July 2008.

Handelsbankens Research Council (Sweden), Research grant for the project; The Impact of Market Orientation on Entry Strategies of Retailing Firms, (with Ulf Elg, Lund University, Sweden), four year project (SEK 3,900,000:- (£ 390000)), January 2003-January 2008.

British Council - NWO research grant to study Internationalization of British and Dutch SMEs, (with Simon Harris), (£ 15000), 1996.

Norwegian Foreign Office (UD), research grant to study Market Potentials for the Norwegian Business and Industries in the Baltic States (NOK 150000), 1992.

Export Council of Norway (EKK), Research Grant to study Export Behaviour of Smaller Norwegian Firms, Oslo, Norway (NOK 250000), 1989, 1990 and 1991.

Export Association of Sweden, Research Grant to study Export Behaviour of Smaller Swedish Firms, Stockholm, Sweden (SEK 75000), 1983.

Humanities and Social Science Research Council of Sweden, Research Scholarship, Stockholm, Sweden (SEK 150000), 1983.

Upplandsbankens Research fund (SEK 75000), 1981 and 1982.

Handelsbankens Research Council grants to attend international conferences (SEK 175000), 1981, 1983, 1985, 1986, 1987 and 1988.

Marketing Technique Centre, Research Scholarship of Stockholm School of Economics, Sweden (SEK 72000), 1982.

Faculty for Social Sciences Doctoral Research Award, University of Uppsala, Uppsala, Sweden (SEK 275000), 1979 - 1982.

Editorial Experience

Founding Editor-in-Chief, *International Business Review*, (six issues per year, now in volume 23, ISI journal with impact factor 1.89, five year impact 2.33). Official Journal of European International Business Academy (EIBA), Elsevier, Oxford, United Kingdom, since 1991, (3* in ABS list).

Editor (for Europe), *Journal of World Business*, ISI journal impact factor 2.36, now in volume 51, 2007 - 2014, (4* in ABS list).

Guest Editor for a special issue on CSR and International Marketing, *International Marketing Review*, published in 2014, (3* in ABS list).

Guest Editor for a special issue on New Challenges to Multinational Enterprises, *Management International Review*, published in 2012 (3* in ABS list).

Guest Editor for a special issue on Multinational Enterprises and Economic Development, *Journal of World Business*, 2009 Issue 6 (ABS 4*).

Editor, *International Business and Management Series*, Elsevier, Oxford, United Kingdom, (2-3 volumes per year, now in volume 30), since 1996.

Member Editorial Board, *European Journal of Marketing*, MCB University Press, UK, since 1994.

Member Editorial Board, *International Journal of Management Review*, Elsevier science Ltd., UK, since 2008.

Member Editorial Board, *Journal of Conflict Management*, Emerald, UK, since 2009.

Reviewer on regular basis for *Journal of International Business Studies*, *Journal of Management Studies*, *Journal of Marketing*, *Journal of Business Research*, *British Journal of Management*, *Journal of World Business*, *International Marketing Review*, *Management International Review* and *Long Range Planning*.

Visiting Positions

Visiting Professor for Post-graduate studies, financed by British-Spanish Academy of Sciences, COMPLUTENSE UNIVERSITY, Madrid, Spain for the academic year 2014 – 2015 (three visits per year to support postgraduate studies).

Visiting Professor, POZNAN UNIVERSITY OF ECONOMICS, Poznan, Poland, May, 2014.

Visiting Professor, YONSEI UNIVERSITY, Seoul, South Korea, July – August, 2013.

Visiting Professor, PONTIFICAL CATHOLIC UNIVERSITY (PUC), Rio de Janeiro, Brazil, November 13 – December 3, 2011.

Visiting Professor, DONGBEI UNIVERSITY, Dalian, China, October 28 – November 6, 2011.

Visiting Professor, UNIVERSITY OF LYON 3, France, January 4 – 10, 2010.

Visiting Professor ESCP – EUROPE, Paris, France, September 2009.

Visiting Professor of International Business, (one week per semester) Institute for International Economics and Business, LUND UNIVERSITY, Sweden, since January 2000 (assist in PhD supervision and development of master programmes).

Visiting Professor, Faculty of Economics, UNIVERSITY OF VALENCIA, Valencia, May 12 -15, 2008 and June, 14 – 20, 2009.

Visiting Professor, ESCP – EUROPE, Berlin, Germany, May 10 -16, 2009.

Visiting Professor, Faculty of Business & Economics, UNIVERSITY OF VAASA, Vaasa, Finland, since 2007 one week per year.

Visiting Professor, UNIVERSITY OF INTERNATIONAL BUSINESS AND ECONOMICS (UIBE), Beijing, China, April 5 – 15, 2004.

Visiting Professor of International Business, PEOPLE UNIVERISTY OF CHINA, Beijing, China, November 4 – 11, 2005.

Visiting Professor, UNIVERSITY OF INTERNATIONAL BUSINESS AND ECONOMICS, Beijing, China, May 1 – 9, 2005.

Visiting Professor for International Business, AMERICAN COLLEGE OF GREECE, Athens, May 10 – 20, 2004.

Visiting Professor for International Marketing, IECS, ROBERT SCHUMAN UNIVERSITY, Strasbourg, France, October, 2004.

Visiting Professor of International Business, The Eli Broad School of Business, MICHIGAN STATE UNIVERSITY, U.S.A. (Sabbatical leave), August 2000 – May 2001.

Visiting Professor of Marketing, School of Management, LANCASTER UNIVERSITY, United Kingdom, November 2000 – April 2001.

Visiting Professor of Business to Business Marketing (Part-time - 20%), Faculty of Economics and Business Administration, MAASTRICHT UNIVERSITY, the Netherlands, January 1991 - 1995 (worked with problem-based learning and as Advisor to Ph.D. candidates).

Visiting Professor of International Business, SCANDINAVIAN INTERNATIONAL MANAGEMENT INSTITUTE (SIMI), Copenhagen, Denmark, 1993 - 1995 (two weeks per year).

Visiting Professor of International Business, IECS Strasbourg, ROBERT SCHUMAN UNIVERSITY, Strasbourg, France, August 1994, October 1997 and March 2004.

Visiting Professor of International Business, HEINRICH HEINE UNIVERSITY, Düsseldorf, Germany, October 1994, November 1997 and February 1998.

Visiting Professor of International Business, COPENHAGEN BUSINESS SCHOOL, Copenhagen, Denmark, 1995 and 1996 (seminars for post-graduate students).

Visiting Professor for curriculum and faculty development for MBA Programme, LAHORE UNIVERSITY OF MANAGEMENT SCIENCES (LUMS), Lahore, Pakistan, May-August, 1986.

Visiting Lecturer, Executive Education Programme, Marketing for engineers, Department of Business Administration, UNIVERSITY OF AARHUS, Denmark, summer 1985.

Invited Keynote Speaker

International Workshop on Interdisciplinary Research in Social Sciences, JEAN-MOULIN UNIVERSITY LYON III, France., February 3 – 5, 2016.

EIBA-FELLOWS Plenary session for EIBA conference, PONTIFICIA UNIVERSIDADE CATOLICA (PUC), Rio de Janeiro, Brazil, December 1 – 3, 2015.

International Conference on Transnational Corporations in China, UNIVERSITY OF CHONGQING, Chongqing, China, July 5 – 9, 2014.

British Academy of Management (BAM) workshop on ‘Inter-firm collaborations and power relationships’, University of Bedfordshire, Luton, UK, April 11, 2013.

European Trade Promotion Office (ETPO) 52nd conference on European Union’s trade with Emerging Markets, Luxembourg, April 28 – 29, 2011.

Academy of International Business (UKI), annual conference, UNIVERSITY OF EDINBURGH, Edinburgh, April 14 – 16, 2011.

Conference on 4th International biennale on commercial negotiations, ADVANCIA-NEGOCIA LES GRANDE ECOLE DU COMMERCE, Paris, 17 – 18 November, 2010.

Conference on new challenges to Multinational Enterprises, UNIVERSITY OF LYON 3, France, January 5 - 6, 2010.

Conference on Multinational Enterprises and Emerging Countries, (AIB – SOUTH KOREA CHAPTER), Inje University, Busan, South Korea, November 12 – 14, 2009.

Consortium for International Marketing Research, UNIVERSITY OF INTERNATIONAL BUSINESS AND ECONOMICS, Beijing China, October 14 – 16, 2009.

Conference on Globalization and Emerging Markets, ATLAS, ESCP – EUROPE, Paris, France, September 17 – 19, 2009.

Conference on International Human resource Management, UNIVERSITY OF TURKU, Turku Finland, August 27 – 29, 2008.

Conference on Globalization and Asian Firms, UNIVERSITY INDONESIA, JAKARTA, INDONESIA, August 10 - 15, 2007.

Biannual Conference on International Business and Management, UNIVERSITY OF VAASA, FINLAND, August 20 - 22, 2007 & 2009.

Emergence of Chinese and Indian Multinationals, BRUNEL UNIVERSITY, UK, April 2007.

Globalization and Korea: How should we compete for multinational investments? Conference arranged by KOREAN TRADE AND INVESTMENT OFFICE (KOTRA) and KOREAN ACADEMY OF INTERNATIONAL BUSINESS, Seoul, Korea November 1, 2006.

Governments and Multinational Enterprises in the Age of Globalization, conference arranged by KOREAN ACADEMY OF INTERNATIONAL BUSINESS, Pusan, Korea, November 3, 2006.

Globalization and its impact on Emerging Markets, Conference for AUSTRALIAN BUSINESS AND BEHAVIOURAL SCIENCES ASSOCIATION (ABBSA), Adelaide Australia, September 28 – 30, 2006.

Globalization and its impact on international business: A research agenda, conference for ASSOCIATION FOR ECONOMIC SCIENCES SPAIN (ACEDE), Valencia Spain, September 11 – 12, 2006.

Conference on European Integration and European research, UNIVERSITY OF LUND, SWEDEN, Molle, May 16 – 17th, 2006.

Conference on Multinationals, Technology and Development, UNIVERSITY OF SCIENCE AND TECHNOLOGY, Catania Italy, November 22, 2005.

Conference on regional Economics and Industrial Clusters, UNIVERSITY OF PORTO, Porto Portugal, September 15, 2005.

Conference on Competition for Foreign Direct Investment in Europe, UNIVERSITY OF LUND, SWEDEN, Molle, May 10 – 13, 2004.

Conference on Internationalization and Management of Foreign Operations, UNIVERSITY OF VAASA, FINLAND, August 20 – 23, 2004.

Corporate/Consulting Experience

Training Subsidiary Managers of BP in ‘Cross-cultural Collaborations and Negotiations’, 4 - 6 batches per year, 2007 – 2013.

Consultant on Tobacco Advertising Cases, SHOOK, HARDY & BACON, LLP, London, UK, Since April 2000 - 2013.

Consultant to attract Foreign Investment, Netherlands Foreign Investment Agency, MINISTRY OF ECONOMIC AFFAIRS, The Netherlands, 1994 - 1995.

Consultant to NORWEGIAN EXPORT COUNCIL, assisted in evaluation of smaller firms for export subsidies, Oslo, Norway, 1991 – 1993.

Consultant for Curriculum Development, Sales-force Training and Teachers Training, EUROSAS (Professional Training Centre of AIRBUS INDUSTRIES'), Blagnac, France, June 1992 - January 1994.

Consultant, International Trade Centre (ITC), UNCTAD/GATT, Geneva, Switzerland, since June 1993.

UNITED BANK LIMITED, Head Office, I.I. Chundigarh Road, Karachi, Pakistan, Executive 1969-1972, Branch Manager, Khand Bazar Branch, Gujranwala, 1972 - 1975.

Media Appearances

ITV News, Live from Studio on TATA's takeover of Land Rover and Jaguar brands, April 11, 2008.

Sky News, on take over of Manchester City Football Club by Former Prime Minister of Thailand, July 29, 2007.

Debate article in Financial Times (FDI), "Nothing to Fear: Western anxieties about Chinese economic strength are overblown", April/May, 2007, p88.

BBC Radio 4, on international trade and food industry, February 17, 2007.

BBC News, Northwest news at 6:00 pm and 10:00 pm, on sale of Liverpool Football Club, January 31, 2007.

ITV, Granada news at lunch (Live from studio) and main news at 7:30 pm, on sponsorship deal negotiations by Manchester United Football club, April 6, 2006.

Sky News, on acquisition of Pilkington Glass by a Japanese firm, February 28, 2006.

Debate article in the Enquirer, on "UK Firms in Foreign Hands", June 8-14, 2006.

Several media appearances in Norway as I developed the first English speaking MBA and Executive MBA programmes targeting foreign students, during the period 1990 – 1993.

Academic Courses Taught

EXECUTIVE EDUCATION

International Business Negotiations (Also to organizations such as; Airbus Industries, Ericsson and BP)

Entry Strategies into Foreign Markets (Also in China to Chinese Managers and Policy makers)

Doing Business in Emerging Markets (Also to members of UK Trade & Investment office)

The Impact of Globalization on Company Strategies (Also to Chinese Managers)

Regular courses to BP on International Collaborations and Negotiations, since 2007 (five years contract 4 - 6 times a year, extended to another five years in 2011).

Several courses such as; International Marketing, International Business Strategies, International Business Negotiations, Business to Business Marketing and Cross-cultural Communication to MBAs, POSTGRADUATES and UNDERGRADUATES.

Have supervised more than 20 Ph.D. DISSERTATIONS in Sweden, Netherlands and United Kingdom (18 graduated and 2 in the process one at King's College London and one at Birmingham Business School, UK). Most of the graduated students are now Associate / Assistant Professors in good schools in UK, Europe, Taiwan, Malaysia and Indonesia.

Several of my PhD students have received BEST PAPER AWARDS in AIB, EIBA and AIB-UK conferences.

Have served as EXTERNAL EXAMINER for scores of Ph.D. dissertations in the United Kingdom (Lancaster University, University of Glasgow, Manchester Business School, University of Leeds, University of London, University of Bradford and University of Kent, UK), Sweden (Uppsala University and Royal Institute of Technology), Norway (Norwegian School of Management and University of Agdar), Spain (Autonomous University Barcelona), Germany (ESCP – Europe, Berlin), Finland (University of Vaasa) and The Netherlands (University of Groningen and Maastricht University).

Have supervised and examined more than 100 MASTER THESES in Sweden, Norway, Netherlands and United Kingdom.

EXTERNAL EXAMINER for MSc (International Management), School of Business, UNIVERSITY OF EDINBURGH, September 2009 - 2011.

Have served as EXTERNAL EXAMINER for MBA and MSc (Management) for Leeds University Business School, LEEDS UNIVERSITY, UK, 2002 – 2005.

Ongoing Research Projects

A Framework Model for MNE's Impact on Global Development Challenges and Poverty Reduction, (Vaatanen, Ramani, Fu, Wang & Gupta) funded by European Commission, FP-7, for the period 2014 – 2017.

Factors influencing market driving strategies of MNEs in international markets (with Fatima Wang, Kings College London), funded by ESRC for the period 2011 - 2014.

Creating brand value and market position in emerging markets: The role of socio-political networks (With Ulf Elg and Veronika Tarnovskays, Lund University, Sweden), funded by Soderbergs Foundation for 2010 - 2014.

The impact of globalization and economic geography on company strategies, (with Peter Buckley, Leeds University, UK).

International Business Negotiations: The Role of Culture, (with Jean-Claude Usunier, University of Lausanne, Switzerland).

Publications

Citation indices

	All	Since 2011
Citations	10090	5710
h-index	42	32
i10- index	99	73

Downloads on Research Gate: > 35000

(Google Scholar Citations, April 20, 2016)

Books

Handbook of Research on International Entrepreneurship Strategy: Improving SME Performance Globally, (with V. Manek Kirpalani), Cheltenham: Edward Elgar, 2015.

International Business Strategy: Theory and Practice, (with Peter Buckley), London: Routledge, London: Routledge, 2015.

Evaluating Companies for Mergers & Acquisitions, (with Ibne Hassan), Bingley: Emerald, 2014.

International Marketing, (with Philip. Cateora), 4th edition, London: McGraw-Hill, 2014.

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"The Impact of Different Environmental Background of the Parties on Business Negotiations", **DEVELOPMENTS IN INTERNATIONAL MARKETNG**, Proceedings of Second World Marketing Congress, University of Stirling, Stirling, Scotland, August 28-31, 1985.

"Package Deal Negotiations", in **DEVELOPMENTS IN MARKETING SCIENCE**, Vol. VI, 1983, Edited by Rogers III, J.C., Sir Speedy Logan, Utah, pp. 202-207.

"Negotiations in TurnKey Projects: A cross-cultural Study", in **DEVELOPMENTS IN MARKETING SCIENCE**, Vinay Kothar, (editor), Vol. V, (with Finn Wiedersheim-Paul), 1982, Artcraft-Burow, Buffalo, pp. 551.

"International Business Negotiations", in **DEVELOPING GLOBAL CORPORATE STRATEGIES**, Edited by Bonham-Yeaman, Florida International University, 1981, pp. 403-419.

Working papers and Unpublished Proceedings

"Foreign Direct Investment: Location Decisions", **SWEDISH NETWORK FOR ECONOMIC RESEARCH IN EUROPE (SNEE)**, University of Lund, Sweden, May, 2003.

"Measuring International Product Development Performance", **EUROPEAN INTERNAITONAL BUSINESS ACADEMY**, Annual conference, University of Athens, Greece, December 2002.

"The Chinese Business Negotiation Process: a Socio-Cultural Analysis.", **SOM RESEARCH REPORT 99B15**, University of Groningen, Netherlands, (with Tony Fang), 1999

"Internationalization of Chase Manhattan Bank, paper presented at the annual AIB conference in Vienna, October 7-12, (with Benjamin Prasad), 1998.

"Growing Pains in Multinationals: Controlling Subsidiaries Through Regional Centers", **SOM-RESEARCH REPORT 98B39**, University of Groningen, Netherlands, (with Rebecca Marschan) 1998.

"Measuring my Corn by your Bushel: How Trust may be Built and Sustained within International Joint Ventures", presented at the 23rd EIBA annual Conference, Stuttgart, Germany, (with Margreet Boersma), 14 - 16 December 1997.

"Growing Pains in Multinationals: Controlling Subsidiaries Through Regional Centers", presented in 23rd EIBA Conference, Stuttgart, Germany, (with Rebecca Maarschan), 14 - 16 December 1997.

"Emergence of New Structures in the Multinationals from small Economies: A Network Approach", paper presented at THE 7TH IMP Conference, Uppsala University, Uppsala, Sweden, 6-8 September 1991.

"En Empirisk undersøkelse av Eksportadferd blant små og mellomstore norske bedrifter. En analyse av holdninger til Eksportkampanjekomiteen", Oslo Business School, Working Paper 1/1990.

"Negotiating Business in China", paper presented at the international conference on Management in China Today, Catholic University of Leuven, Leuven, Belgium, June 19-21, 1988.

"The Possible Resurgence of Managing Agency System", Paper presented at Academy of Management, 50th Anniversary meeting, Chicago, (with Benjamin Prasad), August 11-13, 1986.

"Project Management in the Third World", Paper presented at the CENTRE FOR INTERNATIONAL BUSINESS STUDIES Conference in Uppsala, 1984.

"Negotiating TurnKey Projects: The Impact of Different Cultural Backgrounds", Paper presented at the Workshop on Negotiations at EUROPEAN INSTITUTE FOR ADVANCED STUDIES IN MANAGEMENT, Brussels, June 17-19, 1981.

"The Development of a Model for Package Deal Negotiations", CENTRE FOR INTERNATIONAL BUSINESS STUDIES, University of Uppsala, Uppsala, Sweden, Working Paper 1981/4.

Professional Memberships and Conferences

Co-Chair for EUROPEAN INTERNATIONAL BUSINESS ACADEMY, annual conference in University of Sussex, Brighton, UK, December 7 – 10, 2012.

Track Chair, International Trade and Investment, EUROPEAN INTERNATIONAL BUSINESS ACADEMY (EIBA), annual conference in Bucharest, Romania, December 8 – 10, 2011.

Track Chair; Teaching International Business, EUROPEAN INTERNATIONAL BUSINESS ACADEMY (EIBA), Porto, December 10 – 12, 2010.

Conference Chair for ACADEMY OF INTERNATIONAL BUSINESS –UK (AIB-UK), annual conference, April 6 – 8, 2006.

Track Chair for International Business, BRITISH ACADEMY OF MANAGEMENT, UK, since 2004.

Track Chair for Business to Business Marketing, ACADEMY OF MARKETING SCIENCE, 2005.

Member Organizing Committee, Annual JIBS/AIB International Conference on Emerging Research Frontiers in International Business, RSM- Erasmus University, Netherlands, 2005.

Co-chair and Organizer the 8th BI-annual ACADEMY OF MARKETING SCIENCE -World Marketing Congress, in University of Pertanian Malaysia, Kuala Lumpur, Malaysia, June 23-27, 1997.

Member of Academy of International Business (AIB), USA, since 1985.

Member of Academy of International Business, UK (AIB-UK), since 1985.

Member of European Marketing Academy (EMAC), Belgium, 1990 - 2001.

Member of American Marketing Association (AMA), USA, (Board member, Steering Committee for Global Marketing SIG), 1986 - 2003.

Member and country representative of Academy of Marketing Science (AMS), USA, 1990 - 1995.

Member of European Foundation for Management Development (EFMD), 1998 - 2001, Belgium.

Member of Industrial Marketing and Purchasing Group (IMP-Group), Department of Business Studies, UPPSALA UNIVERSITY, Uppsala, Sweden, since 1978.

Chairman and Organizer 10th IMP-Conference in UNIVERSITY OF GRONINGEN, The Netherlands, September 29-October 1, 1994.

Conference Participation with Presentations

For the last twenty plus years have always attended the following conferences every year: **AIB**, **EIBA** and **AIB-UK**. I have occasionally attended **AMA**, **AOM**, **IMP**, **AMS**, **BAM** and **CIMAR** conferences. I have organized most of these conferences as Conference Chair over the years, at least once.

London, April, 2016.

Al Direttore del Dipartimento di
Studi aziendali e Quantitativi
S E D E

**Visiting Professor /Researcher
APPLICATION FORM**

PROPONENTE PRESSO IL DIPARTIMENTO DI STUDI AZIENDALI E QUANTITATIVI	
Docente Referente (Cognome e Nome)	Prof.ssa Rosalia Castellano
e-mail:	lia.castellano@uniparthenope.it

VISITING PROFESSOR	
Nome:	Francesca
Cognome:	Borgonovi
Titolo:	Phd
Università/Centro di provenienza:	Organisation for Economic Cooperation and Development (OECD)
Posizione attualmente ricoperta:	Senior Policy Analyst
Luogo e data di nascita:	Milano, 15-01-1978
Nazionalità:	Italiana
Residenza:	Parigi, Francia
Telefono:	0033-676993004
E-mail:	francesca.borgonovi@oecd.org
Area scientifica di appartenenza	Education Policy, Public Policy, Social Policy
ATTIVITÀ PROPOSTE	
Titolo dell'insegnamento che si intende affidare:	
Programma dettagliato delle attività didattiche previste	Issues in the analysis and interpretation of large-scale international assessments. The course will identify methodological and analytical considerations that can support the development of policy oriented research based on international large-scale assessments. The key focus of the course will be a critical view on the cross-country comparability of indicators as well as the identification of frameworks to analyse disparities in learning outcomes, with a particular focus on gender, socio-economic and migration.
Corso di Laurea o di Dottorato	Dottorato in Economia, statistica e sostenibilità

FRANCESCA BORGONOVİ

Early Childhood and Schools Division
Education Directorate
Organization for Economic Co-operation and Development
2, rue André Pascal F-75775
Paris Cedex 16
E-mail: Francesca.Borgonovi@oecd.org

EXPERIENCE:

2016-Present SENIOR POLICY ANALYST

Migration and Gender

Early Childhood and Schools Division, Directorate for Education and Skills, Organisation for Economic Co-operation and Development (OECD), Paris.

2016 ECONOMIST/POLICY ANALYST

Programme for International Assessment of Adult Competencies (PIAAC).

Skills Beyond Schools Division, Directorate for Education and Skills, Organisation for Economic Co-operation and Development (OECD), Paris.

2015 EDUCATION COUNSELLOR

Directorate for Education and Skills. Organisation for Economic Co-operation and Development (OECD), Paris.

2009-2015 ECONOMIST/POLICY ANALYST

Programme for International Student Assessment (PISA).

Early Childhood and Schools Division, Directorate for Education and Skills. Organisation for Economic Co-operation and Development (OECD), Paris.

2012-2013 ADJUNCT PROFESSOR

School of international affairs (SIPA) Sciences Po, Paris.

2009-2012 VISITING RESEARCH FELLOW

The London School of Economics and Political Science, London, United Kingdom.

2008-2009 ECONOMIST/POLICY ANALYST

Centre for Educational Research and Innovation (CERI). Education Directorate, Organisation for Economic Co-operation and Development, Paris.

2005-2009 RESEARCH FELLOW

Centre for the Analysis of Social Exclusion (CASE), Department of Social Policy.

The London School of Economics and Political Science, London, United Kingdom.

2005-2006 LECTURER

MPA in Public and Economic Policy. The London School of Economics. London, United Kingdom.

2005 VISITING SCHOLAR

Goldman School of Public Policy, The University of California, Berkeley, United States.

2003-2004 TEACHING ASSISTANT

Department of Social Policy, The London School of Economics.

2001-2004 RESEARCH ASSISTANT

Centre for Civil Society and Department of Social Policy.

The London School of Economics, London, UK.

Forthcoming

BORGONOVİ, F., & POKROPEK, A. Seeing is believing: the relationship between task familiarity and mathematics self-efficacy. *Journal of Educational Psychology*.

MADDOX, B., BAYLIS, A.P., FLEMING, P., ENGELHARDT, P.E., EDWARDS, S.G., & BORGONOVİ, F. Observing response processes with eye tracking in international large-scale assessments: evidence from the OECD PIAAC assessment. *European Journal of Psychology of Education*

2018

POKROPEK, A., BORGONOVİ, F. & JAKUBOWSKI, M. What's in a name? Evidence on the importance of classroom dynamics from a natural experiment. *PlosOne*.

2017

HAN, S.W., BORGONOVİ, F., & GUERRIERO, S. High school students who want to be teachers: The role of teacher pay, working conditions and societal evaluation in a comparative perspective. *American Educational Research Journal*

KAKARMATH, S., SUBRAMANIAN, S.V., DENIS, V., BORGONOVİ, F. & ENCINAS-MARTIN, M. General Literacy Proficiency & Health. An Analysis of the PIAAC Survey. *International Journal of Public Health*

POKROPEK, A., MCCORMICK, C., & BORGONOVİ, F. On the cross-country comparability of indicators of socio-economic resources in PISA. *Applied Measurement in Education*.

MONTT, G., & BORGONOVİ, F. Combining achievement and well-being in the search for education policy models. *Social Indicators Research*

BORGONOVİ, F., & POKROPEK A. (2017) Mind that gap: The mediating role of intelligence and individuals' socio-economic status in explaining disparities in external political efficacy in 28 countries. *Intelligence*

HERTS, J., FOLEY, A. GUERRIERO, S., BORGONOVİ, F., LEVINE, S.C. & BEILLOCK, S. (2017) Mathematics anxiety and STEM success. *Current Directions in Psychological Science* 26(1): 52-58.

2016

BORGONOVİ, F., & BIECEK, P. (2016) An international comparison of students' ability to endure fatigue and maintain motivation during a low-stakes test. *Learning and Individual Differences* 49:128-137.

BORGONOVİ F. (2016) Video gaming and gender differences in digital and printed reading performance among 15-year-olds students in 26 countries. *Journal of Adolescence* 48:45-61.

BORGONOVİ, F., & POKROPEK, A. (2016) Education and self-reported health: Evidence from 23 countries on the role of years of schooling, cognitive skills and social capital. *PlosOne*.

2015

POKROPEK, A., BORGONOVİ, F., & JAKUBOWSKI M. (2015) Socio-economic disparities in academic achievement: A comparative analysis of mechanisms and pathways. *Learning and Individual Differences* 42:10-18.

2012

BORGONOVİ, F. & JAKUBOWSKI M. (2012) Quel enseignement peut-on tirer du PISA: l'exemple des écarts de performances entre les sexes. *Recherches en Education* 14 : 10-34.

BORGONOVİ, F. (2012) The relationship between education and levels of trust and tolerance in Europe. *British Journal of Sociology* 63(1):146-167.

2018 How can we make sure that schools respond to every child? Making schools more equitable: Teaching disadvantaged students. Chapter 1 Teaching for the Future: Effective Classroom Practices to Transform Education. Paris, OECD Publishing.

2018 How can we effectively use technology in the classroom? Gamifying teaching: What works. Chapter 4 Teaching for the Future: Effective Classroom Practices to Transform Education. Paris, OECD Publishing.

2017 Where girls still lag behind in education. Chapter 6 Closing the Gender Gap: an Uphill Battle. Paris, OECD Publishing.

2017 The under-representation of women in STEM fields. Chapter 7 Closing the Gender Gap: an Uphill Battle. Paris, OECD Publishing.

2017 Boys fall behind at school, but catch up shortly thereafter. Chapter 8 Closing the Gender Gap: an Uphill Battle. Paris, OECD Publishing.

2017 Boys and men are under-represented in health studies and among teachers. Chapter 9 Closing the Gender Gap: an Uphill Battle. Paris, OECD Publishing.

* 2015 Immigrant Students at School - Easing the Journey Towards Integration. Paris, OECD Publishing.

* 2015 The ABC of Gender Equality in Education: Aptitude, Behaviour, Confidence, PISA, OECD Publishing

2014 Strong Performers and Successful Reformers in Education. Lessons for Korea. PISA, OECD Publishing.

* 2013 PISA 2012 Initial Report: Volume III. Ready to Learn. Students' Engagement, Drive and Self-Beliefs. PISA, OECD Publishing

2012 Untapped Skills: Realising the Potential of Immigrant Students. PISA, OECD Publishing.

* 2012 Grade Expectations: How Marks and Education Policies Shape Student Ambitions. PISA, OECD Publishing.

* 2012 Let's Read Them a Story: The Parent Factor in Education. PISA, OECD Publishing

2012 Strong Performers and Successful Reformers in Education. Volume II. Lessons for Japan. PISA, OECD Publishing.

2011 Against the Odds: Disadvantaged Students who Succeed in School. PISA, OECD Publishing

2011 Quality time for students: learning in and outside of school. PISA, OECD Publishing

* 2010 PISA 2009 Results: Learning to Learn. PISA 2009 Initial Report. PISA, OECD Publishing.

2010 Improving health and social cohesion through education. OECD Publishing.

2010 Social capital, human capital and health. What is the evidence? OECD and IRDES.

BOOK CHAPTERS:

2018 BORGONOV, F., PIACENTINI, M., & SCHLEICHER, A. Improving the education and social integration of immigrant Students. In (Eds. SUÁREZ-OROZCO, M. & SANCHEZ SORONOD, M.) University of California Press.

2016 BERLIG, J., BORGONOV, F. & ALMONTE, D. Psycho-social Skills in Large-scale Assessments: Trends, Challenges, and Policy Implications. In (Eds. ANASTASIYA, A., LIPNEVICH, F.P. Lipnevich, & ROBERTZ, R.D.) *Psychosocial skills and school systems in the twenty-first century: theory, research, and applications*.

2009 BURCHARDT, T. & BORGONOV, F. Social Capital. in McLean, I. and McMillan, A. (eds) *Concise Dictionary of Politics*, 3rd edition, Oxford: Oxford University Press.

8. Migrants' acculturation processes: a double comparative design (*with Artur Pokropek*).
9. The evolution of socio-economic disparities in literacy skills from age 15 to age 27 in 20 countries.
10. Gender inequality and gender differences in problem solving (*with Samuel Greiff*).

BOOK REVIEWS:

2008 Peter Frumkin Strategic Giving. The Arts and Science of Philanthropy. Chicago: University of Chicago Press. 2006. *Journal of Social Policy* 37(2): 323-325.

POLICY BRIEFS:

1. How do the performance and well-being of students with an immigrant background compare across countries? PISA In Focus #82 2018/03 (March). OECD Publishing.
2. Do socio-economic disparities in skills grow between the teenage years and young adulthood? Adult Skills in Focus #5 2017/03 (March). OECD Publishing.
3. What is the relationship between education, literacy and self-reported health? Adult Skills in Focus #4 2016/09 (September). OECD Publishing.
4. Who wants to become a teacher? PISA In Focus #58, 2015/12 (December). OECD Publishing.
5. Helping immigrant students to succeed at school – and beyond. OECD Publishing.
6. How confident are students in their ability to solve mathematics problems? PISA In Focus #56, 2015/10 (October). OECD Publishing.
7. Do teacher-student relations affect students' well-being at school? PISA In Focus #50, 2015/4 (April). OECD Publishing.
8. What lies behind gender inequality in education? PISA In Focus #49, 2015/3 (February). OECD Publishing.
9. Are grouping and selecting students for different schools related to students' motivation to learn? PISA In Focus #39, 2014/05 (May). OECD Publishing.
10. Do students have the drive to succeed? PISA In Focus #37, 2014/03 (March). OECD Publishing.
11. Do parents' occupations have an impact on student performance? PISA In Focus #36, 2014/02 (February). OECD Publishing.
12. Who are the school truants? PISA In Focus #35, 2014/01 (January). OECD Publishing.
13. Could learning strategies reduce the performance gap between advantaged and disadvantaged students? PISA In Focus #30, 2013/07 (July). OECD Publishing.
14. What makes urban schools different? PISA In Focus #28, 2013/05 (May). OECD Publishing.
15. Do today's 15-year-olds feel environmentally responsible? PISA In Focus #21, 2012/10 (October). OECD Publishing.
16. How green are today's 15-year-olds? PISA In Focus #15, 2012/04 (April). OECD Publishing.
17. What kinds of careers do boys and girls expect for themselves? PISA In Focus #14, 2012/03 (March). OECD Publishing.
18. What can parents do to help their children succeed in school? PISA In Focus #10, 2011/10 (November). OECD Publishing.

- 2017** Vodafone Foundation "Student resilience" (*Co-Principal Investigator*) EUR 45,000
- 2016** European Commission "The resilience of immigrant students" (*Principal Investigator*) EUR 200,000
- 2016** OECD Education Policy Committee "Strength through Diversity: Integrating migrants and refugees through education and training systems" (*Principal Investigator*) EUR 400,000
- 2011** Award AIES-Farmafactoring Foundation "Best Paper in Health Economics 2011 by a young Italian researcher" awarded for A life-cycle approach to the analysis of the relationship between social capital and health in Britain", Social Science and Medicine
- 2008** British Academy Research grant "The role of non-profit fragmentation in explaining giving and volunteering efforts in the United States". (*Principal Investigator*)
- 2007-2008** STICERD Research grant: "A small-area analysis of community engagement in England and Wales". (*Principal Investigator*)
- 2005-2009** British Academy Postdoctoral Research Fellowship. (*Principal Investigator*)
- 2003-04** LSE Research Studentship.
- 2001-03** Doctoral Research Scholarship. Italian Ministry for University and Scientific Research.
- 2000** L. Bocconi University Prize for Best Overall Undergraduate Performance
- 1999** Leonardo Scholarship, DG XXII, European Commission.
- 1998** Tempus - Phare Scholarship, DG XXII, European Commission.

EDITORIAL SERVICE AND PEER REVIEW:

Economic and Social Research Council, IWT (Belgian Agency for Innovation by Science and Technology), National Science Foundation.

Ageing and Society, American Sociological Review, Applied Economics, The B.E. Journal of Economic Analysis & Policy, British Educational Research Journal British Journal of Sociology, Eastern Economic Journal, Economic Inquiry, European Journal of Operational Research, Cambridge University Press, Journal of Contemporary Religion, Journal of Social Policy, Journal of Cultural Economics, International Journal of Educational Development, International Migration Review, Large Scale Assessment in Education, Learning and Individual Differences, Public Administration Review, Scandinavian Journal of Educational Research, Social Forces, Social Science and Medicine, Social Science Research, Social Science Quarterly, Social Problems, Sociological Forum, Sociological Inquiry, Southern Economic Journal.

KEYNOTE PRESENTATIONS (SELECTED SINCE 2011):

Large Scale International Assessments

27 April 2011 Lisbon, Portugal. Strong Performers and Successful Reformers in Education, what can Portugal learn from PISA?

9 May 2012 Copenhagen, Denmark. DEA "Who is winning the Race for Competences?".

11 May 2012 Potsdam, Germany. Bundeselternrat "60 Jahre Bundeselternrat" The Parent Factor in Education, Findings of the PISA assessment.

18 December 2012 Warsaw, Poland. Grade expectations: how marks and education policies shape students' ambitions. Conference on Educational Aspirations

18 December 2012 Warsaw, Poland. The OECD Skills Strategy. European Agenda for Adult Learning.

22-23 May 2017 Arlington, United States. Reducing Achievement Gaps in Science, Technology, Engineering and Mathematics (STEM): Promising International Research, Policies and Practices.

25-26 May 2017 Tokyo, Japan. Better Science and Innovation through Gender, Diversity and Inclusive Engagement. Gender Forum.

29 August 2017 Bangkok, Thailand. Cracking the Code: Girls' Education in STEM. UNESCO.

16 November 2017 London, United Kingdom. An Inclusive Start. Annual Diversity Conference. Royal Society.

5 June 2018 Geneva, Switzerland. Gender Equality in Education. European Organization for Nuclear Research (CERN).

MEDIA EXPOSURE (SELECTED):

I have considerable media experience (Italian and English; print, radio and television). I regularly write editorials for *Corriere della Sera* (highest circulation newspaper in Italy) and take part in radio programmes discussing education issues.

In addition to my regular commitments, I give *ad hoc* interviews following the release of reports, policy briefs and articles. Listed below are radio and television stations, newspapers and magazines that have interviewed me in the past two years.

Interviews Radio and Television: Giornale Radio RAI, Radio DeeJay, Radio Vaticana, Radio Citta' Futura. TV Rai 1, TV Rai 2, TV La7, Rai Radio 1, Rai Radio 3, Rai News 24; BBC Radio 4, Voice of America; PBS News Hour, CBS, TG1 Rai, Al Jazeera, Radio Canada, Sky News, LBC, This Morning (TBS Seoul), UCB (United Christian Broadcasters, UK).

Print: *Corriere della Sera*; *Repubblica*, *La Stampa*, *Il Sole 24 Ore*, *Avvenire*, *Il Giornale*, *Libero*, *Gente*, *Oggi*, *Radiocor*, *Ansa*, *Le Figaro* *El Pais*, *El Mundo*, *O Globo*, *Wired.it*; *The Daily Telegraph*, *The Guardian*, *Reuters*, *Daily Mail*, *The Economist*, *Irish Times*, *WSJ*, *Washington Post*, *Huffington Post*, *La Croix*, *Marie Claire* *Belgique*.

LANGUAGES:

Italian (mother tongue), English (fluent), French (good oral, basic written), Spanish (basic).

Al Direttore del Dipartimento di
Studi aziendali e Quantitativi
S E D E

**Visiting Professor /Researcher
APPLICATION FORM**

PROPONENTE PRESSO IL DIPARTIMENTO DI STUDI AZIENDALI E QUANTITATIVI	
Docente Referente (Cognome e Nome)	Ferretti Marco
e-mail	marco.ferretti@uniparthenope.it

VISITING PROFESSOR	
Nome	Christopher
Cognome	Tucci
Titolo	Prof.
Università/Centro di provenienza	Scuola Politecnica Federale di Losanna (Svizzera)
Posizione attualmente ricoperta	Full Professor
Luogo e data di nascita	10/12/59
Nazionalità	Italo-Americano
Residenza	Losanna (Svizzera)
Telefono	+41 21.693.0023
E-mail	christopher.tucci@epfl.ch
Area scientifica di appartenenza	Management

ATTIVITÀ PROPOSTE	
Titolo dell'insegnamento che si intende affidare:	"Writing and Publishing"
Programma dettagliato delle attività didattiche previste	<ul style="list-style-type: none"> - Il processo decisionale dei journal - Il concetto di "Contribution" - Le ragioni di rigetto di un paper scientifico - Suggerimenti pratici per pubblicare
Corso di Laurea o di Dottorato	Dottorato in "Imprenditorialità e Innovazione"

CURRICULUM VITAE

CHRISTOPHER L. TUCCI

EPFL-CDM-MTEI-CSI
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CH-1015 Lausanne
Switzerland

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Fax. +41.21.693.0020

Email. christopher.tucci@epfl.ch

<http://csi.epfl.ch>

<http://scholar.google.com/citations?user=RFzKNrYAAAAJ> (8500+ citations)

Twitter: @cltucci

Date of birth: 10 December 1959. Residence: Lausanne, Switzerland

ACADEMIC APPOINTMENTS

(10/03 - **Ecole Polytechnique Fédérale de Lausanne (EPFL)**, Switzerland
Full Professor of Management of Technology (07/06 – present)
Chair in Corporate Strategy & Innovation (10/03 – present)

Dean, College of Management of Technology (09/2013 – 01/2018)

- Strategy of College
- Recruiting and faculty promotions
- Budgeting and fundraising
- Built design studio classroom
- Increased size and selectivity of executive and Master's programs
- Developed Minor program for engineers and scientists
- Managed and wrote successful self-study report and accreditation reports

Director of Institute for Management of Technology & Entrepreneurship (4/09 – 9/11)

- Research budgets
- Recruiting and faculty promotions
- Fundraising

Interim Dean (01/08 - 08/08)

Directeur de Section (Head of Teaching for Area — 01/04 - 03/09)

- Curriculum development
- Hiring of part-time faculty
- Teaching loads and evaluations
- Launched Master's and Minor program

Director of the Doctoral Program (01/04 - 12/07)

- Curriculum development
- Hiring of part-time faculty
- Launched PhD program

"The influence of industry downturns on the propensity of product vs. process innovation." (With L. Berchicci & C. Zazzara.) *Industrial & Corporate Change*, Vol. 23, No. 2, 2014, pp. 429–465.

"Protecting growth options in dynamic markets: The role of strategic disclosure in integrated intellectual property strategies." (With T. Peters & J. Thiel.) *California Management Review*, Vol. 55, No. 4, Summer 2013, pp. 121–142.

"Innovation and learning performance implications of free revealing and knowledge brokering in competing communities: Insights from the Netflix Prize Challenge." (With A. Villarroel & J. Taylor.) *Computational & Mathematical Organization Theory*, Vol. 19, No. 1, March, 2013, pp. 42–77. **Citations: 24.**

"Crowdsourcing as a solution to distant search." (With A. Afuah.) *Academy of Management Review*, Vol. 37, No. 3, July, 2012, pp. 355-375. **Winner, Best Paper of 2012 in Academy of Management Review. Citations: 681.**

"A conceptual framework of the impact of NPD project team and leader empowerment on communication and performance: An alliance case context." (With Y. Badir & B. Buechel.) *International Journal of Project Management*, Vol. 30, No. 8, November, 2012, pp. 914–926. **Citations: 32.**

"Understanding customer value and waste in product development: Evidence from Switzerland and Spain." (With M. Flores, L. Torredemer, A. Cabello, M. Agrawal, & K. Flores.) *Proceedings of the 2012 18th International Conference on Engineering, Technology and Innovation*, B. Katzy, T. Holzmann, K. Sailer, & K. D. Thoben (Eds.). New York: IEEE, January, 2012, pp. 1–10.

"Does the apple always fall close to the tree? The geographical proximity choice of spinouts." (With L. Berchicci & A. King.) *Strategic Entrepreneurship Journal*, Vol. 5, 2011, pp. 120-136. **Citations: 30.**

"Unpacking the effects of corporate venture capital investor ties on the reduction of price discounting among IPO firms." (With A. Ginsberg & I. Hasan.) *Entrepreneurship Research Journal*, Vol.1, No. 2, 2011, article 6.

"The innovation-economic growth nexus: Global evidence." (With I. Hasan.) *Research Policy*, Vol. 39, 2010, pp. 1264–1276. **Citations: 143.**

"The influence of corporate venture capital investment on the likelihood of attracting a prestigious underwriter: An empirical investigation." (With A. Ginsberg & I. Hasan.) *Advances in Financial Economics*, Vol. 14, 2011, pp. 165-201.

"There is more to market learning than gathering good information: The role of shared team values in radical product definition." (With L. Berchicci.) *Journal of Product Innovation Management*, Vol. 27, No. 7, 2010, pp. 972-990. **Citations: 42.**

"The performance impact of intra-firm organizational design on an alliance's NPD projects." (With Y. Badir & B. Buechel.) *Research Policy*, Vol. 38, No. 8, October, 2009, pp. 1350-1364. **Citations: 28.**

"Neo-Rawlsian fringes: A new approach to market segmentation and product

"Can creative destruction be destroyed? Military IR&D and destruction along the value-added chain." (With A. Kaufman and M. Brumer.) *Research Policy*, Vol. 32, No. 9, October, 2003, pp. 1537-1554 (lead article).

"Incumbent entry into new market niches: The role of experience and managerial choice in the creation of dynamic capabilities." (With A. King.) *Management Science*, Vol. 48, No. 2, February, 2002, pp. 171-186 (lead article). **Citations: 632.**

"Responding to technology-created market niches: Do industry-specialized assets facilitate or hamper entry?" (With A. King.) *Best Paper Proceedings of the Academy of Management Annual Meeting*, 2000, pp. TIM D1-D6. **Winner of Best Paper Award in the Technology and Innovation Management Division of the Academy of Management Annual Meeting, Toronto, Ontario, August, 2000.**

"Can old disk drive companies learn new tricks?" (With A. King.) *Proceedings of the Product Development Management Conference*, Cambridge, England, July, 1999. **Nominated for inclusion in best paper proceedings.**

"A process model of technology collaboration," *Proceedings of the Product Development Management Conference*, Como, Italy, May, 1998, pp. 1045-1062.

"Social comparisons and cooperative R&D ventures: The double-edged sword of communication." (With M. Lojo.) *Journal of Engineering and Technology Management*, Vol. 11, December, 1994, pp. 187-202 (lead article).

"A simulator of the manufacturing of induction motors." (With J. Lang, R. Tabors, & J. Kirtley.) *IEEE Transactions on Industry Applications*, Vol. 30, No. 3, May/June 1994, pp. 578-584.

BOOKS

Creating and Capturing Value through Crowdsourcing. (Edited with A. Afuah & G. Viscusi.) Oxford: Oxford University Press, 2018.

Lean Product Development Best Practices (With M. Flores, M. Golob, D. Maklin, & K. Flores.) Lugano: Lean Analytics Association, 2017.

Internet Business Models and Strategies. (With A. Afuah.) New York: Irwin / McGraw-Hill, 2001. Second edition, August, 2002. Adopted within the first year of publication by 155 universities in 20 countries worldwide and translated into Chinese, Korean, Italian, Russian, and Polish; adopted by over 200 universities total. **Citations: 2689.**

Nurturing Science-Based Ventures. (With R. Seifert & B. Leleux.) London: Springer, 2008.

MISCELLANEOUS PUBLICATIONS

Journal articles:

"When do firms undertake open, collaborative activities?" (With H. Chesbrough, F. Piller, & J. West) *Industrial & Corporate Change*, 25 (2), 2016, pp. 283–288.

"Electronic government: investment in communities, firms, technologies and infrastructure." (With D. Poulin.) *Electronic Commerce Research*, 15 (3), 2015, pp. 301-302.

"Value Capture and Crowdsourcing." (With A. Afuah.) *Academy of Management Review*, 28 (3), 2013, pp. 457–460. Citations: 56.

"Corporate Entrepreneurship: State-of-the-Art Research and a Future Research Agenda." (With A. Corbett, J. Covin, & G. O'Connor.) *Journal of Product Innovation Management*, 30 (5), 2013, pp. 812–820. Citations: 96.

"Technology, innovation and knowledge: An Asian perspective': Introduction." (With A. Giroud.) *Asian Business Management*, 11 (1), 2012, pp. 5-7.

"Why Europe will never have accountability in research." *Foresight Europe*, No. 2, October 2005 – March 2006, pp. 26-29.

"Catering to the 'fringe:' a new approach to product development and market segmentation." (With A. Giloni & S. Seshadri.) *US Industry Today*, 5 (1), 2002, pp. 24-25.

"Creative destroyer." *Stern Business*, Fall/Winter, 2001, pp. 24-29.

"Condamné à l'innovation." *Futur(e)s*, No. 6, May, 2001, p. 53.

"Internet business models that work." *Stern Business*, Fall/Winter, 2000, pp. 16-17.

"What exactly is a business model, anyway?" *MBA Bullet Point*, September 19, 2000, p. 3.

Book review:

"Corning and the Craft of Innovation." *Business History Review*, Vol. 75, No. 4, 2001, pp. 862-865.

Edited teaching volumes:

Foundations of Entrepreneurship. (Edited with F. Alvarez.) 2000. New York: McGraw-Hill Primis.

Foundations of Entrepreneurship, 2nd Edition. (Edited with F. Alvarez and M. Gittelman.) 2001. New York: McGraw-Hill Primis.

Foundations of Entrepreneurship, 3rd Edition. (Edited with F. Alvarez.) 2003. New

- Entry timing, preemption, and timeliness. (With L. Berchicci and A. King.)
- Exploring the performance effects of Internetworking. (With P. Brews and A. Malhotra). 2003.
- Information technology and organizational alignment. (With A. Afuah & P. Brews.) 2011.
- Integrating into Internet market-making: e-tailing vs. going it alone. (With S. Seshadri.) 2003.
- Measuring the depth and breadth of the Internet's creative destruction across industries. (With A. Afuah and F. Alvarez.) Working paper, 2001.
- Music on the go: Catching the next growth opportunity for the music recording industry. (With G. Patel.) Working paper, 2004.
- Strategic disclosure and intellectual property protection. (With T. Peters and V. van de Vrande.)
- Technology strategy and regulatory uncertainty. (With B. Bastian & M. Bogers.) Working paper, 2012.
- The dual role of information sharing in alliance processes. 1999.
- The role of technological and sociopolitical win-sets on creative destruction from technological change: The case of MP3 and the entertainment industry. (With N. Duckett.) Working paper, 2002.
- Timing of a new product release: Switching option and project divestiture effects. (With K. Kashima.) Working paper, 2016.
- Value streams. (With L. Massa.)
- Why are some individuals less indispensable than others? A study on the consequences of emotional commitment and participation in user communities. (With T. Langenberg.) 2008.
- Withholding proprietary information from alliance partners: An empirical exploration. 2005.

PUBLISHED CASES SUPERVISED

- "Airbus Defence and Space." In M. Flores, et al., *Lean Product Development Best Practices*. Lugano: Lean Analytics Association, 2017, pp. 93-124.
- "Boo.com (A) and (B)." In D. Cyr & A. Persaud, *e-Business Innovation*. New York: Prentice Hall, 2002, pp. 211-222.
- "Broadcast.com." In A. Afuah & C. Tucci, *Internet Business Models and Strategies*. New York: McGraw-Hill, 2003, pp. 251-258.

"Pratt & Whitney." In M. Flores, et al., *Lean Product Development Best Practices*. Lugano: Lean Analytics Association, 2017, pp. 255-284.

"Priceline.com" In D. Cyr & A. Persaud, *e-Business Innovation*. New York: Prentice Hall, 2002, pp. 199-210.

"Red Hat Software and Linux operating system: Where do you want to go tomorrow?" In A. Afuah & C. Tucci, *Internet Business Models and Strategies*. New York: McGraw-Hill, 2001, pp. 235-244.

"Reflect.com: Burn the ships." In D. Cyr & A. Persaud, *e-Business Innovation*. New York: Prentice Hall, 2002, pp. 69-82. Also in A. Afuah & C. Tucci, *Internet Business Models and Strategies*. New York: McGraw-Hill, 2003, pp. 271-284.

"Sentron at the Crossroads (A)." In R. Seifert, B. Leleux, & C. Tucci, *Nurturing Science-Based Ventures*. London: Springer, 2008, pp. 539-552.

"Sentron at the Crossroads (B)." In R. Seifert, B. Leleux, & C. Tucci, *Nurturing Science-Based Ventures*. London: Springer, 2008, pp. 553-555.

"Shoot the flashing lights: Williams Electronics and the development of Pinball 2000." *Stern Journal*, No. 4, Spring 2001, 71-76.

"Siemens Building Technologies." In M. Flores, et al., *Lean Product Development Best Practices*. Lugano: Lean Analytics Association, 2017, pp. 285-306.

"Sony Playstation 2: Trojan Horse in the living room?" In M. Dollinger, *Entrepreneurship*, 3rd Edition. Upper Saddle River, N.J.: Prentice Hall, 2003, pp. 499-510.

"Stamps.com: Bringing electronic postage online." In M. Dollinger, *Entrepreneurship*, 3rd Edition. Upper Saddle River, N.J.: Prentice Hall, 2003, pp. 406-419.

"Sun Microsystems: Jumping for Java." In A. Afuah & C. Tucci, *Internet Business Models and Strategies*. New York: McGraw-Hill, 2003, pp. 392-403.

"Technology Strategy at Dartfish." In R. Seifert, B. Leleux, & C. Tucci, *Nurturing Science-Based Ventures*. London: Springer, 2008, pp. 431-441.

"Telefónica." In M. Flores, et al., *Lean Product Development Best Practices*. Lugano: Lean Analytics Association, 2017, pp. 307-344.

"Tellme Networks: Dialtone 2.0?" In M. Dollinger, *Entrepreneurship*, 3rd Edition. Upper Saddle River, N.J.: Prentice Hall, 2003, pp. 394-405.

"TiVo: Television the way you like it." *Stern Journal*, No. 4, Spring 2001, 61-70. Also in M. Dollinger, *Entrepreneurship*, 3rd Edition. Upper Saddle River, N.J.: Prentice Hall, 2003, pp. 465-477.

"Webhouse Club, Inc." In D. Cyr & A. Persaud, *e-Business Innovation*. New York: Prentice Hall, 2002, pp. 32-44.

BC, August 10, 2015.

“Managers as Designers: Stimulating Open Innovation and Business Model Innovation.” Presented at the Academy of Management Annual Meeting, Vancouver, BC, August 9, 2015.

“Open innovation, corporate venture capital, and internal R&D.” Presented (With H. Chesbrough) at the World Open Innovation Congress, Napa, CA, December 04, 2014.

“The Role of Deep Hierarchies in Innovation.” Presented at the Strategic Management Society Annual Meeting, Madrid, September 22, 2014.

“A multilevel perspective on technological discontinuities: Staudenmayer et al meets Afuah & Bahram meets Abernathy & Clark.” Presented (panelist) at the Academy of Management Annual Meeting, Philadelphia, PA, August 5, 2014.

“New conversations on business models: BMI & Business Ecosystems.” Presented (panelist) at the Academy of Management Annual Meeting, Philadelphia, PA, August 5, 2014.

“Innovation and the modern firm: How firms benefit from the contributions of communities.” Presented (discussant) at the Academy of Management Annual Meeting, Philadelphia, PA, August 5, 2014.

“Market Entry.” Presented (discussant) at the Strategic Management Society Meeting, Tel Aviv, Israel, March 11, 2014.

“Web2.0, Crowdsourcing, and Electronic Government Innovation.” Presented at the Networking & Electronic Commerce Conference, Riva del Garda, Italy, October 18, 2013.

“Business model innovation in platform markets.” Presented (panelist) at the Academy of Management Annual Meeting, Orlando, Florida, August 10, 2013.

“Architectural Strategy and Design Evolution in Business Ecosystems: Opportunities and Challenges.” Presented (organizer) at the Academy of Management Annual Meeting, Orlando, Florida, August 10, 2013.

“Intellectual Property Management and Innovation Appropriability: Towards a New Research Agenda.” Presented (participant) at the Academy of Management Annual Meeting, Orlando, Florida, August 10, 2013.

“Driving Innovation Ecosystems: Research Opportunities and Empirical Challenges.” Presented at the Strategic Management Society Special Conference, Geneva, Switzerland, March 21, 2013.

“Reconsidering the Front End of Innovation.” Symposium presented at the Academy of Management Annual Meeting, Boston, MA, August 3, 2012.

“The Role of Hierarchy in Innovation Idea Flow.” Presented at the Strategic Management Society Special Conference, Singapore, June 8, 2012.

“The market for corporate control protection and the inventive productivity of

Copenhagen, Denmark, June 19, 2008.

"Is Timeliness Next to Godliness? The Strategic Determinants of Tardy Entry." Academy of Management Annual Meeting, Philadelphia, PA, August 6, 2007.

"Trading off Market Feedback and Ideological Commitment in Radical Product Definition." Academy of Management Annual Meeting, Philadelphia, PA, August 6, 2007.

"Open Source Corporate Strategy: Reaching Outside the Firm's Boundaries to Tap upon Global Talent." Academy of Management Annual Meeting, Philadelphia, PA, August 6, 2007.

"High-Tech Innovation: Gaps Between Theory and Practice." Academy of Management Annual Meeting, Philadelphia, PA, August 5, 2007.

"No Place Like Home? High-Tech Agglomeration Processes." Presented at Schumpeter Society Conference, Nice, France, June 21, 2006. Presented at Strategic Management Society Annual Conference, Vienna, Austria, October 30, 2006.

"Internet and Communications Technology and the Transformation of Industry." Presented at Networking and Electronic Commerce Research Conference, Riva del Garda, Italy, October 19, 2006.

"Corporate Governance, Shareholder Rights, and the Innovative Output of Firms." Academy of Management Annual Meeting, Atlanta, GA, August 15, 2006.

"Information Technology & Organizational Alignment: Exploring the Impact of IT on Firm Performance." Academy of Management Annual Meeting, Atlanta, GA, August 15, 2006.

"R&D networks: The value of technology collaborations and alliances." IFTM Conference, Istanbul, Turkey, September 23, 2005.

"Financial issues in strategic management." Academy of Management Annual Meeting, Honolulu, HI, August 8, 2005.

"The prematurely forecasted death of incumbents when faced with new markets." Presented in the Conversations on Corporate Strategy session, Academy of Management Annual Meeting, Honolulu, HI, August 6, 2005.

"The Impact of Venture Investment by Corporations and Banks: Do Young Firms Really Benefit?" Presented at the Strategic Management Society Annual Meeting, San Juan, Puerto Rico, November, 2004.

"Strategic and Financial Performance Implications of Corporate Investment in New Ventures." Academy of Management Annual Meeting, Seattle, August, 2003.

"Venture capital investments in electronic markets and the 'Calcutta Auction.'" Presented at INFORMS, San Jose, November, 2002.

"Building Internet Generation Companies: Dispatch from the front lines of the Old Economy." Presented at the Strategic Management Society Annual Meeting, Paris,

"A process model of technology collaboration." Presented at the Product Development Management Conference, Como, Italy, May, 1998.

"Effects of interpartner market, technical, and social overlap on technology collaboration performance." Presented at the Strategic Management Society Conference, Barcelona, Oct., 1997.

"European technology alliances." Presented at the INFORMS Annual Meeting, San Diego, May, 1997.

"Firm compatibility and performance of strategic technology alliances." Presented at the Strategic Management Society Conference, Mexico City, Oct., 1995.

"Competition, spillovers, and international collaboration." Presented at the Strategic Management Society Conference, Chicago, Sept., 1993.

"European software technology collaboration." Presented at the ORSA / TIMS Joint Annual Meeting, Phoenix, Oct., 1993.

"Theories of cooperation between monopolists and entrants." Presented at the ORSA/TIMS Joint Annual Meeting, San Francisco, November, 1992.

"Simulating the manufacturing of induction motors." Presented at the IEEE Industry Applications Society Annual Meeting, Dearborn, Michigan, October, 1991.

Invited presentations:

"Patents and platforms." Discussant. Searle Center Sixth Annual Roundtable on Standard Setting Organizations and Patents, Northwestern University, Chicago, IL, May 17, 2018.

"Strategic disclosure, corporate patenting and integrated intellectual property strategies." European Patent Office seminar, Scuola Superiore St. Anna, Pisa, Italy, May 07, 2018.

"Management of innovation." Keynote. Maxon Motors Innovation Lab Inauguration, Lausanne, Switzerland, May 04, 2018.

"Innovation and digital transformation." CEMEX Lighthouse Webinar, May 02, 2018.

"La technologie, unique clé d'une stratégie d'innovation?" Société suisse de Management de Projets (SMP) Innovation Rendez-vous, Lausanne, Switzerland, April 26, 2018.

"Ces entreprises qui ont bouleversés l'économie." Rendez-vous de Gstaad, Switzerland, March 07, 2018.

"Can we end the endless debate about business models and strategy?" Keynote. Israel Strategy Conference, Technion, Haifa, Israel, December 19, 2017.

“The Art of the Possible: Increasing value of nascent technologies using Strategic Disclosure.” Presented at KU-Leuven, November 12, 2015.

“Information systems and business model challenges in the era of future digital enterprises.” Keynote speech at the 9th Mediterranean Conference on Information Systems, Samos, Greece, October 04, 2015.

“Protecting growth options in dynamic markets: The role of strategic disclosure in integrated intellectual property strategies.” Presented at the Intellectual Property Workshop, LUISS, Rome, Italy, December 10, 2013. Presented (With T. Peters) at the EPO Roving Workshop on IP Management, Bocconi University, Milano, May 5, 2015.

“Crowdsourcing, Innovation, and Appropriability.” Presented at the IP Management Challenges in Open Innovation Environments Workshop, University of Strasbourg, March 23, 2015.

“Business Model Research: The State of Knowledge.” Presented at the 1st International Workshop on Business Models, Shenzhen, China, June 22, 2013. Presented at LUISS University, Italy July 18, 2014. Presented at the University of Messina, Italy, October 21, 2014. Presented at the Politecnico di Milano, Italy, December 22, 2014.

“Exploring product & business model innovation: Innovating towards a new future.” Presented at the OMV Science Talk, Wirtschaftsuniversität Wien, Austria, July 3, 2014.

“‘Creative Destruction’ and strategic agility: Lessons from four sectors.” Presented at the Strategic Agility Workshop, Herzliya, Israel, June 25, 2014.

“Crowdsourcing: Understanding the context of digital transformation.” Presented (discussant) at the CCC Doctoral Colloquium, Boston University, April 5, 2014.

“Pre-entry resources, strategic positioning choices and introduction of dominant designs: Evidence from the hard disk drive industry.” Presented at Stanford University, February 18, 2014.

“Business Model Design and Innovation in Entrepreneurial Firms.” Presented at the 1st International Workshop on Business Models, Shenzhen, China, June 22, 2013.

“Swiss identity and ‘secrets’ of global success of innovative Swiss enterprises.” Presented at the Korean Academy of Strong Medium Enterprises, Seoul, South Korea, May 21, 2013.

“Hierarchy & innovation.” Presented at London Business School, October 23, 2012. Presented at Bocconi University, Milano, Italy, April 23, 2013.

“The Impact of Governance (Regulatory) Uncertainty on Innovation Outcomes.” Presented at Warwick Business School, Coventry, UK, March 6, 2013. Presented at University of Bologna, Italy, March 7, 2013. Presented at the University of Catania, Italy, April 4, 2013.

"Information technology and business strategy: Exploring the impact of IT on firm performance. Presented at the Digital Business Strategy Colloquium, Temple University, Philadelphia, PA, April 09, 2011. Presented at Université Laval, Québec, PQ, April 04, 2011.

"TIES (Management of Technological Innovation) at MIT Sloan: A personal reflection." Presented at the MIT TIES 50th Anniversary & CCC Doctoral Colloquium, Cambridge, MA, April 01, 2011

"Using Web 2.0 for Firm Innovation." Keynote speech at der Wissenschaftlichen Kommission für Technologie, Innovation und Entrepreneurship (TIE) Annual Meeting, Kiel, Germany, November 5, 2010.

"Innovation in collaborative ecosystems." Panel discussion at the Strategic Management Society Annual Meeting, Rome, September 12, 2010.

"Comments on 'Learning, Experience and Knowledge.'" Plenary discussant at the DRUID Conference, London, June 17, 2010.

"Corporate Crowdsourcing: Motivating Collective Innovation in Emerging Markets." Keynote speech for the Madras Management Association, Chennai, India, April 5, 2010. Presented at the Open & User Innovation Workshop, MIT, Cambridge, MA, August 4, 2010.

"Moving corporate entrepreneurship forward: What I (think I (may have)) learned from 15–50 non-publication events and ϵ publications." Presented at RPI Corporate Entrepreneurship Workshop, Troy, NY, June 5, 2010.

"Opportunities Taken and Lost." Discussant, RPI Corporate Entrepreneurship Workshop, Troy, NY, June 4, 2010.

"Corporate Crowdsourcing: Motivating Collective Innovation." Keynote speech for the Eli Lilly Medical Education Europe Team Meeting, May 5, 2010.

"Corporate venture capital and startup recipient performance." Presented at the Rotterdam School of Management ERIM Seminar, Erasmus University, Netherlands, January 13, 2010.

"L'innovazione aziendale ai tempi del Web 2.0." Keynote speech (in Italian) at the Finmeccanica Innovation Award Ceremony, Rome, Italy, December 15, 2009.

"Open Source Corporate Strategy: Motivating e-Collective Work." Presented at the DRUID / SCANCOR Workshop on Open & User Innovation, Stanford University, March 28, 2008. Presented at the National University of Singapore, DETM Seminar, May 4, 2009. Keynote speech for the EAMSA conference, Lausanne, Switzerland, October 22, 2009.

"Open Source Corporate Strategy: Motivating e-Collective Innovation." Presented at the Organizing International Innovation Workshop, Università di Chieti, Italy, June 13, 2008. Presented at the INSEAD-Lally Workshop on Technology, Innovation, and Global Business, Fontainebleau, France, November 17, 2008. Presented (in French) at Université St. Joseph, Beyruth, Lebanon, October 17, 2009.

"The Endorsement Effects of Corporate Venture Capital in the Creation of Public Companies." Presented at the Saïd Business School, Oxford University, Oxford, England, March 1, 2006. Presented at the Lally-Darden-Humboldt Retreat, October 6, 2006.

"Venture Capital Investing and the Calcutta Auction." Presented at West Coast Technology Entrepreneurship Conference, University of Washington, September 8, 2006.

"Internet and Communications Technology and the Transformation of Industry." Presented at ITU/London Business School Conference on Digital Transformation, Geneva, Switzerland, June 2, 2006.

"The Managerial Thesis Revised." Presented at Judge Business School (with Allen Kaufman), Cambridge, England, May 26, 2006.

"The Endorsement Effects of Corporate Venture Capital in the Creation of Public Companies." Presented at the Saïd Business School, Oxford University, Oxford, England, March 1, 2006.

"Neo-Rawlsian fringes: market segmentation and new product development." Presented at the New Product Development Conference on Bridging Operations and Marketing, Universidade Católica Portuguesa, Lisboa, Portugal, December 18-19th 2005.

"Unpacking Corporate Venture Capital Investment Endogeneity." Presented (with Michael Ensley) at the International Tor Vergata Conference on Money, Banking, and Finance, December 6, 2005.

"Corporate Venture Capital and the Post-IPO Performance of Start-up Firms." Presented at the ERIM Invitational Conference 2005, Rotterdam, Netherlands, 7-9 November, 2005.

"R&D Networks." Presented at the International Forum on Technology Management, Istanbul, Turkey, September 23, 2005.

"Interfirm modularity and product development: The key to survival." Presented at the Software Engineering Today Conference, Zurich, Switzerland, May 10-11, 2005.

"Comments on 'Is the Federal Reserve an Exchange Rate Targeter.'" Presented at the Third Florence Colloquium on the Dollar and the Quest for a New International Monetary Coordination, Fondazione Cesifin Alberto Predieri, Florence, April 23rd 2005.

"Entrepreneurship," Discussant at the CCC Doctoral Colloquium, Berkeley, CA, 16-17 April, 2005.

"Exploring the structural effects of internet networking." Presented at University of Oxford Saïd Business School, February, 2003.

"Incumbent entry into new market niches: The role of experience and managerial choice in the creation of dynamic capabilities." Presented at École Polytechnique Fédérale de Lausanne / University of Lausanne (Switzerland), February, 2003.

Thesis committee: Michael A. Cusumano (chair), Donald R. Lessard,
Edward B. Roberts

Master of Science, Technology and Policy, 1992

9/94 - 9/95 **Harvard University**, Center for Science and International Affairs, Cambridge, Mass.
Pre-doctoral fellowship in residence in Science, Technology, and Public Policy

9/78 – 8/83 **Stanford University**, Stanford, Calif.
Master of Science, Computer Science, 1984
Bachelor of Arts, Music, 1983
Bachelor of Science, Mathematical Sciences, 1982

AWARDS, HONORS, and GRANTS

- SCALINGS grant, Horizon 2020, about \$400K, 2018-2021.
- AEGIS Big Data grant, Horizon 2020, about \$400K, 2017-2019.
- EIT Food Innovation, SPOC on IP Management, Summer School on Innovation, about \$35K, 2018.
- Best Teacher Award, EPFL Management of Technology & Entrepreneurship *Section*, 2010/2011, 2011/2012, 2012/2013, 2014/2015.
- Raised money for research from major corporations, about \$4M.
- Best Paper of 2012, *Academy of Management Review*.
- Swiss National Fund Sinergia grant (about \$1.4M), "Business Model Dynamics." Primary applicant for four-university consortium.
- Italian Ministry of Education, Messaggeri della Conoscenza, about \$55K, 2013.
- Swiss National Fund grant about \$250K (with Anu Wadhwa), 2013–2014.
- Intellectual Property Benchmarking Grant, about \$60K, raised from private companies, 2012-2015.
- Nano-Tera grant about \$300K, "Community Knowledge Development," 2010.
- European Union FP7 grant (about \$1.2M), "Lean Product & Process Development" (LeanPPD), 2008.
- Best Paper of 2005, *Journal of Product Innovation Management*.
- Citation for Excellence Award from Emerald Group Publishing (top 50 articles out of 20,000 covered by the Emerald Management Database), 2006.
- Swiss National Fund grant about \$300K (with Dominique Foray and Georg von Krogh), 2005
- MBA Professor of the Year, nomination, NYU Stern School of Business, Spring, 2000; Spring 2001
- Best Paper Award, TIM Division, Academy of Management, August, 2000
- Entrepreneurship Professor of the Year, NYU Stern School of Business, 2000
- State of New Hampshire, Governor's Technology Partnership, research grant, 1998–1999
- Harvard University, Center for Science and International Affairs, John F. Kennedy School of Government, Research Fellowship, 1994–1995.
- Ansaldo Ricerca Grant, 1993–1995
- Italian Trade Commission Travel Grant, 1993
- Anthony Pappas Scholarship, 1992
- MIT Award for Excellence and Leadership in Technology and Policy, 1991

Business Policy and Strategy
Competitive Advantage from Operations, both graduate and undergraduate
Operations Strategy

(one of the most highly-rated teachers in the Stern School and holder of highest rating for every class taught)

Massachusetts Institute of Technology, Cambridge, Massachusetts

Fall 95 **Instructor, Sloan School of Management, MIT**

Strategic Management

NON-ACADEMIC EMPLOYMENT

Ford Aerospace Corporation (now Loral Space Systems), Palo Alto, Calif.
4/87 – 8/89 *Senior Software Engineer.* Performed research in artificial intelligence.
8/83 – 4/85 *Software Engineer.* Performed research in computer communications and Internet protocols.

PROFESSIONAL ACTIVITIES

Professional Society Leadership

Board of Governors, Academy of Management, elected 2013 to serve 2013-2016. Chair: Small Conference Committee, Internationalization Committee. Member: Journals Committee, Trademarks Committee.

Chair, Strategy & Entrepreneurship Interest Group, Strategic Management Society, Interest Group Leadership Track 2010-2013.

Division Chair, Technology & Innovation Management Division, Academy of Management, Program Chair, 2005, Division leadership track, 2003-2008, leading to Division Chair in 2006-2007.

Executive Committee Member, Technology & Innovation Management Division, Academy of Management, 2000-2002.

Editorial work

Associate Editor, *Academy of Management Discoveries*, 2017+

Guest Editor, *Journal of Management Studies*, Special Issue on "market entry" 2016-2018

Guest Editor, *Industrial & Corporate Change*, Special Issue on "open innovation" 2015-2016

Guest Editor, *Electronic Commerce Research*, Special Issue on "e-government" 2015

Department Editor, *IEEE Transactions on Engineering Management*, Innovation Management Department, 2009-2014

Guest Editor, *Journal of Product Innovation Management*, Special Issue on "Corporate entrepreneurship"

Guest Editor, *Asian Business Management*, Special Issue on "Technology, innovation and knowledge: An Asian perspective"

Associate Editor, *Electronic Commerce Research*

Editorial Board member, *European Management Review*

Editorial Board member, *Organization Science*, 2011-2017

May 2018

DISSERTATIONS SUPERVISED*Supervisor*

- Bettina Bastian** “Technological innovation strategies in natural resource-based industries” (Placement: University of Berne [post-doc])
- Alan Cabello** “Human-Centered innovation processes: The case of design thinking in nascent and large firms” (Placement: ETHZ [post-doc])
- Amin Dehdarian** “Three Essays on Methodologies for Dynamic Modeling of Emerging Socio-technical Systems: The Case of Smart Grid Development” (Placement: ETHZ [post-doc])
- Thomas Langenberg** “Information exchange in user communities: A study of individual-level determinants and firm-level effects in the US snow sports industry” (Placement: McKinsey)
- Giovanni Liotta** “Signaling and self-regulation in venture capital: Evidence from investments in the Clean Technology Sector” (Placement: EPFL [post-doc])
- Vincent Nassar** “Creative Learning Innovation Cycle” (Placement: HES-SO [asst. professor])
- Joana Pereira** “Three essays on collective forms of organizing for production and innovation” (Placement: University of Leeds [asst. professor])
- Tilo Peters** “Art of the Possible: Intellectual property strategy and the implications of strategic disclosure” (Placement: EPFL [post-doc])
- Andrei Villarroel** “Open Source Corporate Strategy: Unveiling the firm’s open sources of competitive advantage” (Placement: MIT [post-doc])
- Andreas Von Vangerow** “Building capabilities for service innovation: A multi-level perspective on strategies and evolution” (Placement: McKinsey)
- Olivier Waeber** “Diving into the dynamics of product evolution: Analyzing technological discontinuities during the era of incremental change and cognitive convergence on a dominant design.” (Placement: Zühlke)
- Yang Yang** “e-Innovation and financial services.” (Placement: AIIPKU)
- Cristiano Zazzara** “The link between innovation and finance: Evidence from survey data” (Placement: RiskMetrics)

Committee

- Yuosre Badir** (Management of Technology, EPFL) “The role of the network lead company in integrating new product development processes across strategic partners.”
- Luca Berchicci** (Design, TU-Delft) “An econometric analysis of the short-term and long-term effects of quality on consumer perceptions of quality”
- Annalisa Castelli** (Finance, Università di Roma Tor Vergata) “Essays on Corporate Finance and Intermediation”
- Jonas Kahlert** (Innovation Management, St Gallen) “A stakeholder-theoretic view on seizing new business opportunities in the context of digital ecosystems: The examples of future mobility, strategic decisions, and distributed ledger technology”
- Alexander Osterwalder** (Information Technology, UNIL) “An ontology for e-business models”
- Debanjan Mitra** (Marketing, NYU) “An econometric analysis of the short-term and long-term effects of quality on consumer perceptions of quality”
- Christopher Mann** (Finance, NYU) “Three essays on corporate finance”
- Willow Sheremata** (Management, NYU) “Centrifugal and centripetal forces in radical new product development under time pressure”
- Olli Vuola** (Management, UNIL) “Innovation and new business through mutually beneficial collaboration and proactive procurement”

Al Direttore del Dipartimento di
Studi aziendali e Quantitativi
S E D E

**Visiting Professor /Researcher
APPLICATION FORM**

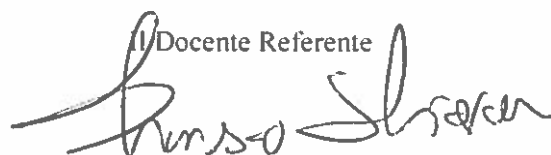
PROPONENTE PRESSO IL DIPARTIMENTO DI STUDI AZIENDALI E QUANTITATIVI	
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VISITING PROFESSOR	
Nome:	Michael
Cognome:	Haenlein
Titolo:	Prof.
Università/Centro di provenienza:	ESCP Europe
Posizione attualmente ricoperta:	Full Professor
Luogo e data di nascita:	18/07/74
Nazionalità:	Tedesca
Residenza:	79, Avenue de la République, Parigi (Francia)
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E-mail:	haenlein@escpeurope.eu
Area scientifica di appartenenza	Marketing
ATTIVITÀ PROPOSTE	
Titolo dell'insegnamento che si intende affidare:	"Writing and Publishing"
Programma dettagliato delle attività didattiche previste	<ul style="list-style-type: none"> - Il processo decisionale dei journal - Il concetto di "Contribution" - Le ragioni di rigetto di un paper scientifico - Suggestimenti pratici per pubblicare
Corso di Laurea o di Dottorato	Dottorato in "Imprenditorialità e Innovazione"

Ore di lezione, crediti, SSD e lingua di docenza,	n. ore: 8 CFU SSD SECS/P-08, Lingua: Inglese
Calcolo contributo (N. ore * € 100,00)	Contributo € ottocento (in lettere)
Programma di ricerca (eventuale)	Intelligenza artificiale e CRM nel campo sanitario
Composizione del gruppo di lavoro/ricerca (eventuale)	Prof. F. Schiavone Prof. M. Simoni Prof. L. Dezi Dott. D. Leone
Periodo di permanenza del Visiting Professor	(dal mese di giugno 2018 al mese di dicembre 2018) Date 27/10/2018 al 30/10/2018 Totale durata: totale n. 4 giorni
Preventivo spese di vitto/alloggio, viaggio del Visiting Professor *Vedi Appendice 2 al Regolamento di Ateneo D.R. n. 304 del 06/06/2012	Totale spese di vitto e alloggio: € 2000 (MAX) Spese di viaggio: rimborso biglietto aereo/treno a seguito di presentazione di originale biglietto e carta di imbarco
Breve descrizione delle motivazioni che hanno portato all'individuazione del candidato	<ol style="list-style-type: none"> 1. Possibilità di ricevere informazioni utili relative al processo di pubblicazione e di peer-review su riviste di fascia A Anvur direttamente da uno dei Senior Editor del "Journal of Marketing". 2. Disponibilità del candidato ad avviare un percorso di ricerca comune con i docenti d'Ateneo suindicati.

Allegati: curriculum accademico del Visiting, dal quale evincere la qualificazione scientifica dello studioso proposto, le competenze professionali, le pubblicazioni e ogni altra informazione che assicuri una rappresentazione compiuta del profilo didattico e scientifico dello studioso;

Napoli, 31-05-18

Docente Referente


MICHAEL HAENLEIN

Department of Marketing
ESCP Europe
79, Avenue de la République
75011 Paris
France

+33 – 1 49 23 26 02 (office)
+33 – 6 71 92 59 69 (cell)

haenlein@escpeurope.eu

University Positions

ESCP Europe, Department of Marketing
Full Professor, Since 2013
Associate Professor, 2008-2013
Assistant Professor, 2005-2008

Scientific Co-Director ESCP Europe Big Data Research Center, Since 2016
Associate Dean ESCP Europe Executive PhD Program, Since 2017

Visiting Positions

Kozminski University, Warsaw, Poland, Since 2016
University of Naples Parthenope, Naples, Italy, Spring 2017
Interdisciplinary Center Herzliya, Arison School of Business, Herzliya, Israel, Fall 2017

Education

HDR, Pantheon-Sorbonne University, France, 2013
Ph.D., Otto Beisheim School of Management, Germany, 2004
M.Sc., Otto Beisheim School of Management, Germany, 1999

Research Interests

Customer Relationship Management (CRM)
Social CRM and Word-of-Mouth (WoM)
Social media

Teaching areas

Customer Value Management
Customer Relationship Management
Marketing Research
Pricing Strategy and Tactics

Haenlein, Michael and Barak Libai (2017), "Seeding, Referral and Recommendation: Creating Profitable Word-of-Mouth Programs," *California Management Review*, 59 (2), 68 – 91

Malthouse, Edward C., Michael Haenlein, Bernd Skiera, Egbert Wege, and Michael Zhang (2013), "Managing Customer Relationships in the Social Media Era: Introducing the Social CRM House," *Journal of Interactive Marketing*, 27 (4), 270 - 80

Haenlein, Michael (2013), "Social interactions in customer churn decisions: The impact of relationship directionality", *International Journal of Research in Marketing*, 30 (3), 236 - 248

Haenlein, Michael and Barak Libai (2013), "Targeting Revenue Leaders for a New Product", *Journal of Marketing*, 77 (3), 65 - 80

Haenlein, Michael and Andreas M. Kaplan (2012), "The impact of unprofitable customer abandonment on current customers' exit, voice, and loyalty intentions: An empirical analysis," *Journal of Services Marketing*, 26 (6), 458 - 470

Haenlein, Michael (2011), "A social network analysis of customer-level revenue distribution," *Marketing Letters*, 22 (1), 15 - 29

Haenlein, Michael and Andreas M. Kaplan (2011), "Evaluating the consequences of abandoning unprofitable customers: A comparison of direct and indirect abandonment strategies," *Zeitschrift fuer Betriebswirtschaft*, 81 (2), 77 - 94

Haenlein, Michael and Andreas M. Kaplan (2010), "An empirical analysis of attitudinal and behavioral reactions toward the abandonment of unprofitable customer relationships," *Journal of Relationship Marketing*, 9 (4), 200 - 28

Haenlein, Michael and Andreas M. Kaplan (2009), "Unprofitable customers and their management," *Business Horizons*, 52 (1), 89 - 97 ([Link](#))

Haenlein, Michael and Andreas M. Kaplan (2008), "Des clients à deux vitesses," *Décisions Marketing*, 51 (Juillet-Septembre), 77 - 81

Haenlein, Michael, Andreas M. Kaplan, and Anemone J. Beeser (2007), "A model to determine customer lifetime value in a retail banking context," *European Management Journal*, 25 (3), 221 - 34

Haenlein, Michael, Andreas M. Kaplan, and Detlef Schoder (2006), "Valuing the real option of abandoning unprofitable customers when calculating customer lifetime value," *Journal of Marketing*, 70 (3), 5 - 20

Kaplan, Andreas M. and Michael Haenlein (2009), "Consumer use and business potential of virtual worlds: The case of Second Life," *The International Journal on Media Management*, 11 (3/4), 93 - 101

Kaplan, Andreas M. and Michael Haenlein (2009), "The fairyland of Second Life: About virtual social worlds and how to use them," *Business Horizons*, 52 (6), 563 - 72

Haenlein, Michael and Andreas M. Kaplan (2009), "Flagship brand stores within virtual worlds: The impact of virtual store exposure on real life attitude toward the brand and purchase intent," *Recherche et Applications en Marketing*, 24 (3), 57 - 79

Other Publications

Kaplan, Andreas M. and Michael Haenlein (2009), "The increasing importance of public marketing: Explanations, applications and limits of marketing within public administration," *European Management Journal*, 27 (3), 197 - 212

Kaplan, Andreas M. and Michael Haenlein (2009), "Rapprochement entre le marketing et l'administration publique: Vers une compréhension globale du potentiel du marketing public," *Revue Francaise du Marketing*, 224 (4/5), 49 - 66

Kaplan, Andreas M., Detlef Schoder, and Michael Haenlein (2007), "Factors influencing the adoption of mass customization: The impact of base category consumption frequency and need satisfaction," *Journal of Product Innovation Management*, 24 (2), 101 - 116

Kaplan, Andreas M. and Michael Haenlein (2006), "Toward a parsimonious definition of traditional and electronic mass customization," *Journal of Product Innovation Management*, 23 (2), 168 - 182

Schoder, Detlef and Michael Haenlein (2004), "The relative importance of different trust constructs for sellers in the online world," *Electronic Markets*, 14 (1), 48 - 57

Maria Luisa Manfellotti

Da: Francesco Schiavone <franz.schiavone@gmail.com>
Inviato: giovedì 24 maggio 2018 12:03
A: Maria Luisa Manfellotti
Cc: Michael Haenlein; Marco Ferretti; Marcello Martinez; Stefano Colacino
Oggetto: Proposta di invito del prof. Michael Heinein in qualità di "Visiting Professor" Per Seminari al Corso di Dottorato

Gentilissima,

Con la presente vorrei proporre la candidatura del Prof. M. Haenlein (ESCP Europe Business School, Parigi) come visiting professor presso il nostro Dipartimento. Il Professore ha dato disponibilità ad effettuare 8 ore di lezione nell'ambito del nostro corso di Dottorato in "Imprenditorialità ed Innovazione" (modulo "Writing and Publishing", coordinato dal Prof. Ferretti).

A seguire il link alla pagina istituzionale del collega:
http://www.escpeurope.eu/nc/faculty-research/the-escp-europe-faculty/professor/-/biography/?tx_bookdb_pi1%5Bens_uid%5D=483

Resto a disposizione per qualsiasi richiesta di informazione.

Cordiali saluti
Francesco Schiavone

Francesco Schiavone, Ph.D.

Associate Professor in Innovation Management
University of Naples "Parthenope"
Department of Management Studies and Quantitative Methods
Tel. 0039 081 547 4120
Palazzo Pacanowski (Room 417)
Via Generale Parisi, 13
80132 Napoli

franz.schiavone@gmail.com

<https://sites.google.com/view/franzschiaavone>



DIPARTIMENTO DI STUDI AZIENDALI E QUANTITATIVI
 Università degli Studi di Napoli
 "Parthenope"
 Via Generale Parisi, 13- 80132 Napoli

li, ...14.06.2018.....

Ai Componenti del
 Consiglio del Dipartimento
 di Studi Aziendali e Quantitativi
 LORO SEDI

Prot. n.: 594

Tit. n.: II/9

Oggetto: Convocazione Consiglio di Dipartimento del giorno 20 giugno 2018 alle ore 14,30.

È convocato il Consiglio del Dipartimento di Studi Aziendali e Quantitativi per il giorno **20 giugno 2018 alle ore 14,30** presso la **Sala Riunioni, VI piano** della Sede di Via Generale Parisi n. 13, per discutere e deliberare sul seguente ordine del giorno:

Consiglio allargato a tutte le rappresentanze

- 1) Comunicazioni del Direttore;
- 2) Visiting Professor;
- 3) Organizzazione didattica;
- 4) Pratiche studenti;
- 5) Varie ed eventuali.

Consiglio ristretto ai professori di I e di II fascia

- 6) Valutazione comparativa ad 1 posto di professore di II fascia, art. 24 s.s.d SECS P/11 a valere sui fondi del Progetto Dipartimento di Eccellenza: indizione procedura;
- 7) Procedura di valutazione comparativa ad 1 posto di ricercatore a TD a tempo definito art. 24, comma 3 lett. a) Legge 240/2010 s.c. 13/B2, s.s.d SECS P/08: Proposta di chiamata;
- 8) Procedura di valutazione comparativa per un posto di professore di II fascia, art. 24, s.s.d. SECS S/03: approvazione atti e proposta di chiamata vincitore;
- 9) Programmazione personale docente II fascia.

Consiglio ristretto ai professori di I fascia

- 10) Programmazione personale docente di I fascia.

F.to Il Direttore del Dipartimento
 (Prof. Claudio Porzio)

N.B.: si ricorda che, ai sensi della disposizione dettata dalla Legge 190/2012 e s.m.i., recepita nel Piano Integrato di Ateneo, i componenti del Consiglio hanno l'obbligo di astenersi dal concorrere all'adozione di delibere di cui all'Ordine del Giorno in oggetto, qualora ricorrano una o più delle ipotesi di conflitto di interesse come qui di seguito specificato:


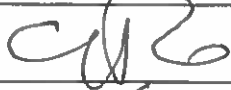


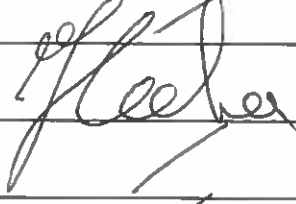








"Il sottoscritto è consapevole dell'obbligo di informare il Direttore del Dipartimento e di doversi astenere in presenza di una delle seguenti ipotesi, idonee a configurare un conflitto, anche potenziale, di interessi propri di seguito elencate, tali da ledere l'imparzialità dell'agire amministrativo:

a) rapporti diretti o indiretti di collaborazione, in qualunque modo retribuiti, con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;

- b) rapporti diretti o indiretti di collaborazione avvenuti negli ultimi tre anni, in qualunque modo retribuiti, con lo stesso soggetto di cui alla lettera a);*
- c) rapporti finanziari con lo stesso soggetto di cui alla lettera a) da parte del coniuge/convivente more uxorio, parenti o affini entro il secondo grado;*
- d) Interessi propri con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;*
- e) Interessi personali da parte del coniuge/ convivente more uxorio, parenti o affini entro il secondo grado con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;*
- f) rapporti di frequentazione abituale o altro rapporto preferenziale con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;*
- g) rapporto di frequentazione abituale o altro rapporto preferenziale da parte del coniuge/convivente more uxorio, parenti o affini entro il secondo grado con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;*
- h) causa pendente o grave inimicizia o rapporti di credito o debito significativi, con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;*
- i) causa pendente o grave inimicizia o rapporti di credito o debito significativi, da parte del coniuge/convivente more uxorio, parenti o affini entro il secondo grado con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;*
- l) funzione di tutore, curatore, procuratore o agente di soggetti oggetto di una delibera dell'odierno ordine del giorno."*

Dipartimento di Studi Aziendali e Quantitativi
Consiglio di Dipartimento del 20.06.2018

Elenco firme professori ordinari


N°	Nominativo	Firma
1	DE ANGELIS PASQUALE LUIGI	
2	PORZIO CLAUDIO	
3	CASTELLANO ROSALIA	
4	DEZI LUCA	
5	SANTORSOLA GIUSEPPE GUGLIELMO	
6	CALZA FRANCESCO	
7	ROMANO ANTONIO	
8	SANGUIGNI VINCENZO	
9	PERLA FRANCESCA	
10	FERRETTI MARCO	
11	DE LUCA GIOVANNI	
12	SAMPAGNARO GABRIELE	
13	SIMONI MICHELE	

Dipartimento di Studi Aziendali e Quantitativi

Consiglio di Dipartimento del 20.06.2018

"Il sottoscritto è consapevole dell'obbligo di informare il Direttore del Dipartimento e di doversi astenere in presenza di una delle seguenti ipotesi, idonee a configurare un conflitto, anche potenziale, di interessi propri di seguito elencate, tali da ledere l'imparzialità dell'agire amministrativo:

- a) rapporti diretti o indiretti di collaborazione, in qualunque modo retribuiti, con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;
- b) rapporti diretti o indiretti di collaborazione avvenuti negli ultimi tre anni, in qualunque modo retribuiti, con lo stesso soggetto di cui alla lettera a);
- c) rapporti finanziari con lo stesso soggetto di cui alla lettera a) da parte del coniuge/convivente more uxorio, parenti o affini entro il secondo grado;
- d) Interessi propri con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;
- e) Interessi personali da parte del coniuge/ convivente more uxorio, parenti o affini entro il secondo grado con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;
- f) rapporti di frequentazione abituale o altro rapporto preferenziale con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;
- g) rapporto di frequentazione abituale o altro rapporto preferenziale da parte del coniuge/convivente more uxorio, parenti o affini entro il secondo grado con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;
- h) causa pendente o grave inimicizia o rapporti di credito o debito significativi, con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;
- i) causa pendente o grave inimicizia o rapporti di credito o debito significativi, da parte del coniuge/convivente more uxorio, parenti o affini entro il secondo grado con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;
- l) funzione di tutore, curatore, procuratore o agente di soggetti oggetto di una delibera dell'odierno ordine del giorno."

N.	COGNOME E NOME	Qualifica	Firma
1	CALZA Francesco	P.O.	
2	CASTELLANO Rosalia	P.O.	
3	DE ANGELIS Pasquale Luigi	P.O.	
4	DEZI Luca	P.O.	
5	DE LUCA Giovanni	P.O.	
6	FERRETTI Marco	P.O.	
7	PERLA Francesca	P.O.	
8	PORZIO Claudio	P.O.	
9	ROMANO Antonio	P.O.	
10	SAMPAGNARO Gabriele	P.O.	
11	SANGUIGNI Vincenzo	P.O.	
12	SANTORSOLA Giuseppe Guglielmo	P.O.	
13	SIMONI Michele	P.O.	

Dipartimento di Studi Aziendali e Quantitativi
 Consiglio di Dipartimento del 20.06.2018

Elenco firme professori associati

N°	Nominativo	Firma
1	CANNAVALE CHIARA	/
2	D'AGOSTINO ANTONELLA	/
3	DE MARCO GIUSEPPE	Giuseppe De Marco
4	D'ONOFRIO LUIGI	Luigi D'Onofrio
5	PARMENTOLA ADELE	Adele Parmentola
6	POPOLI PAOLO	Paolo Popoli
7	REGOLI ANDREA	Andrea Regoli
8	RIVIECCIO GIORGIA	Giorgia Rivieccio
9	SCANDURRA GIUSEPPE	/
10	SCHIAVONE FRANCESCO	Francesco Schiavone
11	STARITA MARIA GRAZIA	/
12	TRUNFIO MARIAPINA	/

Dipartimento di Studi Aziendali e Quantitativi

Consiglio di Dipartimento del 00.06.2018








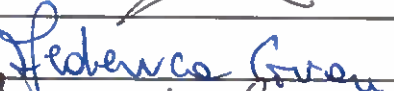





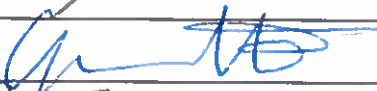


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1	CANNAVALE Chiara	P.A.	/
2	D'AGOSTINO Antonella	P.A.	/
3	DE MARCO Giuseppe	P.A.	Giuseppe De Marco
4	D'ONOFRIO Luigi	P.A.	Luigi D'Onofrio
5	PARMENTOLA Adele	P.A.	Adele Parmentola
6	POPOLI Paolo	P.A.	Paolo Popoli
7	REGOLI Andrea	P.A.	Andrea Regoli
8	RIVIECCIO Giorgia	P.A.	Giorgia Rivieccio
9	SCANDURRA Giuseppe	P.A.	/
10	SCHIAVONE Francesco	P.A.	Francesco Schiavone
11	STARITA Maria Grazia	P.A.	/
12	TRUNFIO Mariapina	P.A.	Mariapina Trunfio

Dipartimento di Studi Aziendali e Quantitativi
Consiglio di Dipartimento del 20.06.2018

Elenco firme ricercatori














N°	Nominativo	Firma
1	BASSANO CLARA	
2	BATTAGLIA FRANCESCA	
3	CAIAZZA ROSA	
4	CANESTRINO ROSSELLA	
5	CORSARO STEFANIA	
6	CUTILLO LUISA	
7	DONNINI CHIARA	
8	IORE UGO	
9	GIOIA FEDERICA	
10	LONGOBARDI SERGIO	
11	MARINO ZELDA	
12	MAZZOCCHI PAOLO	
13	PAGLIUCA MARGHERITA MARIA	
14	RISITANO MARCELLO	
15	ROCCA ANTONELLA	
16	ROSCIANO MONICA	
17	TESTA GIOVANNA	
18	TUTORE ILARIA	
19	VERDOLIVA VINCENZO	
20	ZANETTI PAOLO	

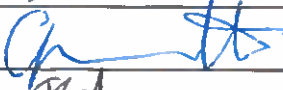



Dipartimento di Studi Aziendali e Quantitativi

Consiglio di Dipartimento del 20.06.2018

"Il sottoscritto è consapevole dell'obbligo di informare il Direttore del Dipartimento e di doversi astenere in presenza di una delle seguenti ipotesi, idonee a configurare un conflitto, anche potenziale, di interessi propri di seguito elencate, tali da ledere l'imparzialità dell'agire amministrativo:

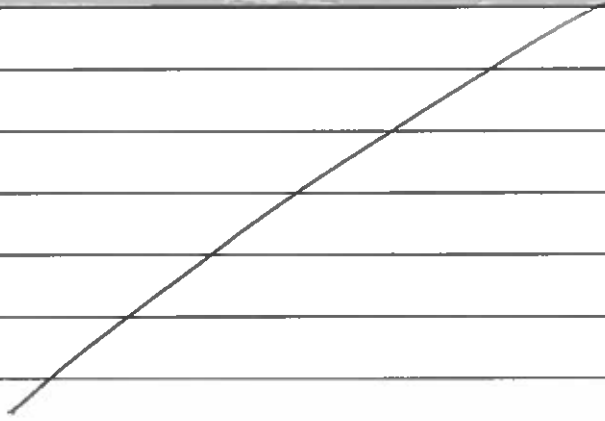
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- g) rapporto di frequentazione abituale o altro rapporto preferenziale da parte del coniuge/convivente more uxorio, parenti o affini entro il secondo grado con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;*
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- l) funzione di tutore, curatore, procuratore o agente di soggetti oggetto di una delibera dell'odierno ordine del giorno."*

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2	BATTAGLIA Francesca	Ricerc.	
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4	CANESTRINO Rossella	Ricerc.	
5	CORSARO Stefania	Ricerc.	
6	CUTILLO LUISA	Ricerc.	
7	DONNINI Chiara	Ricerc.	
8	IORE Ugo	Ricerc.	
9	GIOIA Federica	Ricerc.	
10	LONGOBARDI Sergio	Ricerc.	
11	MARINO Zelda	Ricerc.	
12	MAZZOCCHI Paolo	Ricerc.	
13	PAGLIUCA Margherita Maria	Ricerc.	
14	RISITANO Marcello	Ricerc.	

15	ROCCA Antonella	Ricerc.	
16	ROSCIANO Monica	Ricerc.	
17	TESTA Giovanna	Ricerc.	
18	TUTORE Ilaria	Ricerc.	
19	VERDOLIVA Vincenzo	Ricerc.	
20	ZANETTI Paolo	Ricerc.	

Dipartimento di Studi Aziendali e Quantitativi
Consiglio di Dipartimento del 20.06.2018

Elenco firme rappresentanti degli studenti

N°	Nominativo	Firma
1	CINQUEGRANA MARIAGRAZIA	
2	DE MICHELE ANNA	
3	FERRAZZANI REMPDE GIGLIOLA	
4	IANNAZZONE GIANLUCA	
5	LA RANA MATTIA	
6	LUCCI DIEGO	
7	PUCA GIUSEPPE	

Dipartimento di Studi Aziendali e Quantitativi

Consiglio di Dipartimento del 20.06.2018


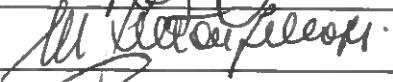
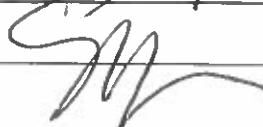
"Il sottoscritto è consapevole dell'obbligo di informare il Direttore del Dipartimento e di doversi astenere in presenza di una delle seguenti ipotesi, idonee a configurare un conflitto, anche potenziale, di interessi propri di seguito elencate, tali da ledere l'imparzialità dell'agire amministrativo:

- a) rapporti diretti o indiretti di collaborazione, in qualunque modo retribuiti, con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;
- b) rapporti diretti o indiretti di collaborazione avvenuti negli ultimi tre anni, in qualunque modo retribuiti, con lo stesso soggetto di cui alla lettera a);
- c) rapporti finanziari con lo stesso soggetto di cui alla lettera a) da parte del coniuge/convivente more uxorio, parenti o affini entro il secondo grado;
- d) Interessi propri con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;
- e) Interessi personali da parte del coniuge/ convivente more uxorio, parenti o affini entro il secondo grado con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;
- f) rapporti di frequentazione abituale o altro rapporto preferenziale con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;
- g) rapporto di frequentazione abituale o altro rapporto preferenziale da parte del coniuge/convivente more uxorio, parenti o affini entro il secondo grado con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;
- h) causa pendente o grave inimicizia o rapporti di credito o debito significativi, con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;
- i) causa pendente o grave inimicizia o rapporti di credito o debito significativi, da parte del coniuge/convivente more uxorio, parenti o affini entro il secondo grado con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;
- l) funzione di tutore, curatore, procuratore o agente di soggetti oggetto di una delibera dell'odierno ordine del giorno."

N.	COGNOME E NOME	Qualifica	Firma
1	CINQUEGRANA Mariagrazia	Rappr. Stud	
2	DE MICHELE Anna	Rappr. Stud	
3	FERRAZZANI REMPDE Gigliola	Rappr. Stud	
4	IANNAZZONE Gianluca	Rappr. Stud	
5	LA RANA Mattia	Rappr. Stud	
6	LUCCI Diego	Rappr. Stud	
7	PUCA Giuseppe	Rappr. Stud	

Dipartimento di Studi Aziendali e Quantitativi
Consiglio di Dipartimento del 20.06.2018

Elenco firme rappresentanti del personale tecnico amministrativo

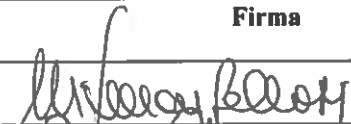
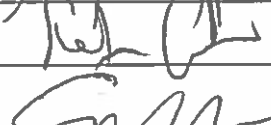

N°	Nominativo	Firma
1	COLACINO STEFANO	
2	MANFELLOTTI MARIA LUGIA	
3	SALES GIUSEPPE	

Dipartimento di Studi Aziendali e Quantitativi

Consiglio di Dipartimento del 20.06.2018

"Il sottoscritto è consapevole dell'obbligo di informare il Direttore del Dipartimento e di doversi astenere in presenza di una delle seguenti ipotesi, idonee a configurare un conflitto, anche potenziale, di interessi propri di seguito elencate, tali da ledere l'imparzialità dell'agire amministrativo:

- a) rapporti diretti o indiretti di collaborazione, in qualunque modo retribuiti, con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;*
- b) rapporti diretti o indiretti di collaborazione avvenuti negli ultimi tre anni, in qualunque modo retribuiti, con lo stesso soggetto di cui alla lettera a);*
- c) rapporti finanziari con lo stesso soggetto di cui alla lettera a) da parte del coniuge/convivente more uxorio, parenti o affini entro il secondo grado;*
- d) Interessi propri con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;*
- e) Interessi personali da parte del coniuge/ convivente more uxorio, parenti o affini entro il secondo grado con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;*
- f) rapporti di frequentazione abituale o altro rapporto preferenziale con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;*
- g) rapporto di frequentazione abituale o altro rapporto preferenziale da parte del coniuge/convivente more uxorio, parenti o affini entro il secondo grado con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;*
- h) causa pendente o grave inimicizia o rapporti di credito o debito significativi, con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;*
- i) causa pendente o grave inimicizia o rapporti di credito o debito significativi, da parte del coniuge/convivente more uxorio, parenti o affini entro il secondo grado con soggetti (persone fisiche e giuridiche) oggetto di una delibera dell'odierno ordine del giorno;*
- l) funzione di tutore, curatore, procuratore o agente di soggetti oggetto di una delibera dell'odierno ordine del giorno."*

N.	COGNOME E NOME	Qualifica	Firma
1	MANFELLOTTI Maria Luigia	Segr. Amm	
2	COLACINO Stefano	R. Pers. T/A	
3	SALES Giuseppe	R. Pers. T/A	

Al Direttore del Dipartimento di
Studi aziendali e Quantitativi
S E D E

**Visiting Professor /Researcher
APPLICATION FORM**

PROPONENTE PRESSO IL DIPARTIMENTO DI STUDI AZIENDALI E QUANTITATIVI	
Docente Referente (Cognome e Nome)	CANNATALE CHIARA
e-mail	chiara.cannatale@uni.fe.it

VISITING PROFESSOR	
Nome	Pervez
Cognome	Ghauri
Titolo	Professor
Università/Centro di provenienza	Birmingham Business School, University of Birmingham
Posizione attualmente ricoperta	Professor and Chair of International Business
Luogo e data di nascita	
Nazionalità	Swedish
Residenza	Birmingham, UK
Telefono	+44-121-414 5868
E-mail	p.ghauri@bham.ac.uk
Area scientifica di appartenenza	International Business

ATTIVITÀ PROPOSTE	
Titolo dell'insegnamento che si intende affidare:	International Marketing
Programma dettagliato delle attività didattiche previste	L'evoluzione del marketing internazionale. Le principali teorie sottese. Lo sviluppo di paradigmi innovativi
Corso di Laurea o di Dottorato	Dottorato

Ore di lezione, crediti, SSD e lingua di docenza,	n. ore: 8 CFU 1 SSD SECS-P/08, Lingua:Inglese
Calcolo contributo (N. ore * € 100,00)	Contributo € ottocento più rimborso spese (in lettere)
Programma di ricerca (eventuale)	
Composizione del gruppo di lavoro/ricerca (eventuale)	
Periodo di permanenza del Visiting Professor/Resercher	(dal mese di giugno 2018 al mese di dicembre 2018) Date 15./10./2018 al 22/10/2018 Totale durata: totale n 7 giorni.....
Preventivo spese di vitto/alloggio, viaggio del Visiting Professor/Resercher *Vedi Appendice 2 al Regolamento di Ateneo D.R. n. 304 del 06/06/2012	Totale spese di vitto e alloggio: €3500,00 Spese di viaggio: rimborso biglietto aereo/treno a seguito di presentazione di originale biglietto e carta di imbarco
Breve descrizione delle motivazioni che hanno portato all'individuazione del candidato	Il prof. Ghauri un esperto di prestigio internazionale sui temi dell'international business. Editor di una delle maggiori riviste del settore (Journal of International Business Studies), ha ricevuto diversi premi e riconoscimenti, tra cui: Elected Fellow, Academy of International Business (AIB-Worldwide), 2015. Elected Vice President, Academy of International Business (AIB - Worldwide) for the years 2008-2010. Board Member, European International Business Academy (EIBA), since 2003. Elected EIBA Fellow, since June 2008.

Allegati: curriculum accademico del Visiting, dal quale evincere la qualificazione scientifica dello studioso proposto, le competenze professionali, le pubblicazioni e ogni altra informazione che assicuri una rappresentazione compiuta del profilo didattico e scientifico dello studioso;

Napoli, 18/06/2018

Il Docente Referente/



April 5, 2016.

CURRICULUM VITAE

Dr. Pervez N. Ghauri **Professor and Chair of International Business**

Birmingham Business School
University of Birmingham
Edgbaston Park Road
Birmingham B15 2TY
United Kingdom
Email: p.ghauri@bham.ac.uk

Status: Married with one son
Nationality: Swedish
Born in Pakistan
Office: +44-121-414 5868
www.pervezghauri.com

<http://www.birmingham.ac.uk/schools/business/staff/profile.aspx?ReferenceId=98796&Name=professor-pervez-ghauri>.

Doctor of Economics (Honorary) awarded at TURKU SCHOOL OF ECONOMICS AND MANAGEMENT, Turku, Finland ("In recognition of the contributions made in the field of international business and dissemination of knowledge through International Business Review"), 2005.

Ph.D., awarded at the Department of Business Studies, UPPSALA UNIVERSITY, Uppsala, Sweden (Specializing in Marketing and International Business), 1984.

Supervisors: Professor Jan Johanson
Professor Finn Wiedersheim-Paul.

Examiner: Professor Jan-Erik Vahlne

Certificate in International Relations, awarded at the Department of Peace and Conflict Research, UPPSALA UNIVERSITY, Uppsala, Sweden, 1980.

Supervisor: Professor Peter Wallensteen.

Master of Business Studies (Final year of 'Ekonomexamen', equivalent to a Master), Department of Business Studies, UPPSALA UNIVERSITY, Uppsala, Sweden, 1979.

Bachelor of Commerce (Honours), Hailey College of Commerce, THE UNIVERSITY OF PUNJAB, Lahore, Pakistan.

Higher Secondary School (Equivalent to A Levels), GOVERNMENT COLLEGE, Lahore, Pakistan.

Languages

English, Swedish, Urdu, Punjabi, Norwegian, Hindi and Dutch (working knowledge).

Academic Positions (Leadership)

Director PhD Programme, BIRMINGHAM BUSINESS SCHOOL, University of Birmingham, United Kingdom, January 2016 – present. This role entails, management, education and policy issues for all PhD students and supervisors in the school, at present roughly 150 students.

Director for Post Graduate Programmes, Department of Management, KING'S COLLEGE LONDON, United Kingdom, 2008 - 2010 (Developed and launched a new MSc (International Marketing) attracting more than 800 applications and 68 students in the first year. Reorganized and repositioned MSc in International Management, leading to more than 100% increase in applications and students.

Member Executive Board, Department of Management, KING'S COLLEGE LONDON, UK, July, 2008 - 2009.

Chair for International Business, MANCHESTER BUSINESS SCHOOL, 2001 – 2008. At joining the MBS I was given the responsibility to start an International Business Group and a Master programme. In 2007, IB subject area in Manchester Business School was rated No. 5th in the world, 2nd in Europe and 1st in the UK by Financial Times.

Founding Director of Centre for International Business Research (CIBR), MANCHESTER BUSINESS SCHOOL, the University of Manchester, UK, 2003 - 2008. We developed this centre to encourage research and interaction with professionals and managers and held regular seminars with UKTI and international guest speakers.

Dean, Faculty of Management & Organization, UNIVERSITY OF GRONINGEN, Netherlands, 1997 – 2000. Under this role, I was responsible for around 100 academic staff members for recruitment, promotions and other matters and had budgetary responsibilities. My main task was the management of the faculty and staff development to enhance the research profile and the ranking of the faculty. Also helped in the preparation of the faculty's case for EQUIS accreditation.

Director for Postgraduate Programmes for Marketing and International Business, Faculty of Management & Organization, UNIVERSITY OF GRONINGEN, Netherlands, 1993 – 2001. I managed a group of 10 academics and 5 administrative staff. Developed and launched two Master programmes (MSc International Business and MSc in International Financial Management) in collaboration with Uppsala University and University of Florida, Gainesville, USA.

Appointed Member of Central Scientific Committee, UNIVERSITY OF GRONINGEN, Netherlands, 1997-2000.

Provost (Prorektor), OSLO BUSINESS SCHOOL, Oslo, Norway, 1990 – 1993 (Merged with Norwegian School of Management - BI in 1993), developed MBA and

Executive MBA programmes. Under this role, I had responsibilities including curriculum development, staff development and development of post-graduate programmes including budgetary responsibilities.

Coordinator and Academic Supervisor for MHO Programme (Development Aid Project), “Revitalizing the College of Business and Economics of the UNIVERSITY OF ASMARA, Eritrea” financed by NUFFIC, Netherlands, 1995 - 2001. Under this role, we prepared the bid for a multi-million dollar financing from the Dutch government for a 15 year programme to assist University of Asmara to develop a business school. This included curriculum development, programme development, staff training and liaison with the government. We were awarded the project in open bidding process and ran it successfully for 15 years.

Coordinator for Eastern European Programmes, developed Executive programmes for Russian Executives, OSLO BUSINESS SCHOOL, Oslo, Norway, 1991 - 1993. Under this role, I developed and ran several joint programmes with the Academy for shipping industry in Russia in collaboration with the Norwegian Export Council and the Academy of Sciences in Russia.

Coordinator for Master Programmes, Department of Business Studies, UPPSALA UNIVERSITY, Uppsala, Sweden, 1986 - 1987.

Academic Positions (Teaching & Research)

Professor of International Business, Birmingham Business School, University of Birmingham, UK, since June 2015.

Professor and Head of the International Business, Strategy and Comparative Management Group, Department of Management, KING’S COLLEGE LONDON, UK, June 2008 – May 2015.

Professor and Head of International Business Department, Manchester Business School, THE UNIVERSITY OF MANCHESTER, UK, May 2001 – May 2008.

Professor and Head of Marketing and International Business Departments, Faculty of Management and Organization, UNIVERSITY OF GRONINGEN, Netherlands, July 1993 – May 2001.

Associate Professor of Marketing, OSLO BUSINESS SCHOOL, Oslo, Norway, September 1989 – March 1993.

Associate Professor of Marketing and International Business, Department of Business Studies, UPPSALA UNIVERSITY, Uppsala, Sweden. January 1985 - September 1989.

Assistant Professor of Business Studies, Department of Business Studies, UPPSALA UNIVERSITY, Uppsala, Sweden, January 1982- December 1985.

Academic Positions (Advisory)

External Assessor for Professorship in Marketing, UPPSALA UNIVERSITY, Sweden, August/September, 2013.

Academic advisor to the faculty, AMERICAN UNIVERSITY OF BEIRUT, Lebanon, May, 2013. The main purpose was to mentor junior faculty for their career development and publication strategies.

External assessor for Professorship in International Business, LAPPEENRANTA UNIVERSITY, Finland, March, 2014.

Panel Member to evaluate School of Business, LAPPEENRANTA UNIVERSITY, Finland, 2012 – 2013.

Advisor to the Faculty Board, UNIVERSITY OF VAASA, Finland, 2011 - present.

External Assessor for Professorship in International Business (IB), Royal Holloway, University of London, UK, April, 2010.

External Assessor for Professorship in International Business (IB), HELSINKI SCHOOL OF ECONOMICS, Finland, September 2009.

External Assessor for professorship in IB, UNIVERSITY OF KENT, UK, June 2009.

Member Strategy Response Group, Groups remit was to implement the merger between UMIST and MANCHESTER BUSINESS SCHOOL, the University of Manchester, UK, 2004 - 2005.

Regular Reviewer for ESRC grants applications for Marketing and international business, since 2003.

Reviewer for grants applications for Canadian Social Sciences Research Council, since 2006.

Member Academic Board for Post-graduate Studies, UMIST, UK, September 2002 – August 2004.

Member of an International Panel to review and evaluate International Business Programme of College of Business, UNIVERSITY OF AUCKLAND, New Zealand, November 2001.

Appointed Member, Central Scientific Committee, UNIVERSITY OF GRONINGEN, the Netherlands, July 1997 – July 2000.

Member Advisory Board, Centre for International Business (CIBUL), UNIVERSITY OF LEEDS, UK, since 1995 - 2008.

Member Advisory Board, Centre for Development Studies, UNIVERSITY OF GRONINGEN, Netherlands, 1998 - 2001.

Academic Advisor for Curriculum Development in International Business, OPEN UNIVERSITY, Milton Keynes, United Kingdom, 1994 - 1996.

Academic Advisor for Curriculum Development in Marketing and International Business, SCANDINAVIAN INTERNATIONAL MANAGEMENT INSTITUTE (SIMI), Copenhagen, Denmark, 1993 - 1995.

External Assessor for the Professorship in International Business, UNIVERSITY OF STRATHCLYDE, UK, July 2004.

External Assessor for Professorship in International Business, LOUGHBOROUGH UNIVERSITY, UK, May 2004.

External Examiner for MBA and Executive MBA programmes, University of Leeds, UK, 2002 – 2005.

External Assessor for Professorship in International Business, COPENHAGEN BUSINESS SCHOOL, Denmark, October, 1998.

Academic Advisor for curriculum development for the MBA programme and teachers training for case teaching, LAHORE UNIVERSITY OF MANAGEMENT SCIENCES (LUMS), Lahore, Pakistan. (At present one of the best Universities in Pakistan), April – September, 1986.

Elected Member of the Board for Higher Education (postgraduate Studies), UPPSALA UNIVERSITY, Uppsala, Sweden, 1982-1983.

Awards and Honours

Elected **Fellow**, Academy of International Business (AIB-Worldwide), 2015.

Elected **Vice President**, Academy of International Business (AIB - Worldwide) for the years 2008-2010.

Board Member, European International Business Academy (**EIBA**), since 2003.

Elected **EIBA Fellow**, since June 2008.

Board Member, Academy of International Business (**AIB UK**), 2005 - 2008.

Best European Dissertation of the Year Award given to the supervisor and the student by European Federation for Management Development (**EFMD**), for the best dissertation of the year: The impact of service quality on customer retention, by Karin Venetis, 1998.

Outstanding Paper Award (2006), by Emerald Literati Network for the paper, 'Analyzing textual data in international marketing research', published in *Qualitative Market Research: An International Journal*, 2005.

Best paper award at the British Academy of Management (**BAM**) annual conference, (with Naresh Pandit and Gary Cook), University of Oxford, 2005.

Research Grants and Funding

European Commission FP-7 (CP_FP), a collaborative research grant for the project, "A framework model on MNEs impact on global development challenges" (with Lappeenranta University, Oxford University, Brunel University, UNU-MERIT and Turku University), (Total project € 2.2 million, our part £ 280000). Started January 2014.

Ragnar Söderberg's Research Foundation, for the project: The role and benefits of marketing collaboration for international firms. (With Ulf Elg and Kayhan Tajeddini, Lund University, Sweden), 2013-2015. Amount: 3 200 000 SEK (£ 320000)

Economic and Social Sciences Research Council (ESRC) UK, research grant for the project; An Investigation into Factors Influencing Market Driving Strategies, (with Fatima Wang, King's College London), (£ 357000) three years project starting February, 2011.

Soderbergs Research Foundation, Stockholm, Sweden, Research grant for the project: Creating Brand Value and Market Orientation on Emerging Markets: The Role of Business and Socio-Political Relationships, (with Ulf Elg, Lund University, Sweden), four year project (SEK 4,250,000:- (£ 400000)), September 2011 – August 2016.

Economic and Social Research Council, (ESRC) UK, Research grant for the project; Multinational Enterprise Acquisitions and Linkages in Emerging Markets, (with Mo Yamin and Marcela Miozzo) three year project (£ 177000), January 2005-July 2008.

Handelsbankens Research Council (Sweden), Research grant for the project; The Impact of Market Orientation on Entry Strategies of Retailing Firms, (with Ulf Elg, Lund University, Sweden), four year project (SEK 3,900,000:- (£ 390000)), January 2003-January 2008.

British Council - NWO research grant to study Internationalization of British and Dutch SMEs, (with Simon Harris), (£ 15000), 1996.

Norwegian Foreign Office (UD), research grant to study Market Potentials for the Norwegian Business and Industries in the Baltic States (NOK 150000), 1992.

Export Council of Norway (EKK), Research Grant to study Export Behaviour of Smaller Norwegian Firms, Oslo, Norway (NOK 250000), 1989, 1990 and 1991.

Export Association of Sweden, Research Grant to study Export Behaviour of Smaller Swedish Firms, Stockholm, Sweden (SEK 75000), 1983.

Humanities and Social Science Research Council of Sweden, Research Scholarship, Stockholm, Sweden (SEK 150000), 1983.

Upplandsbankens Research fund (SEK 75000), 1981 and 1982.

Handelsbankens Research Council grants to attend international conferences (SEK 175000), 1981, 1983, 1985, 1986, 1987 and 1988.

Marketing Technique Centre, Research Scholarship of Stockholm School of Economics, Sweden (SEK 72000), 1982.

Faculty for Social Sciences Doctoral Research Award, University of Uppsala, Uppsala, Sweden (SEK 275000), 1979 - 1982.

Editorial Experience

Founding Editor-in-Chief, *International Business Review*, (six issues per year, now in volume 23, ISI journal with impact factor 1.89, five year impact 2.33). Official Journal of European International Business Academy (EIBA), Elsevier, Oxford, United Kingdom, since 1991, (3* in ABS list).

Editor (for Europe), *Journal of World Business*, ISI journal impact factor 2.36, now in volume 51, 2007 - 2014, (4* in ABS list).

Guest Editor for a special issue on CSR and International Marketing, *International Marketing Review*, published in 2014, (3* in ABS list).

Guest Editor for a special issue on New Challenges to Multinational Enterprises, *Management International Review*, published in 2012 (3* in ABS list).

Guest Editor for a special issue on Multinational Enterprises and Economic Development, *Journal of World Business*, 2009 Issue 6 (ABS 4*).

Editor, *International Business and Management Series*, Elsevier, Oxford, United Kingdom, (2-3 volumes per year, now in volume 30), since 1996.

Member Editorial Board, *European Journal of Marketing*, MCB University Press, UK, since 1994.

Member Editorial Board, *International Journal of Management Review*, Elsevier science Ltd., UK, since 2008.

Member Editorial Board, *Journal of Conflict Management*, Emerald, UK, since 2009.

Reviewer on regular basis for *Journal of International Business Studies*, *Journal of Management Studies*, *Journal of Marketing*, *Journal of Business Research*, *British Journal of Management*, *Journal of World Business*, *International Marketing Review*, *Management International Review* and *Long Range Planning*.

Visiting Positions

Visiting Professor for Post-graduate studies, financed by British-Spanish Academy of Sciences, COMPLUTENSE UNIVERSITY, Madrid, Spain for the academic year 2014 – 2015 (three visits per year to support postgraduate studies).

Visiting Professor, POZNAN UNIVERSITY OF ECONOMICS, Poznan, Poland, May, 2014.

Visiting Professor, YONSEI UNIVERSITY, Seoul, South Korea, July – August, 2013.

Visiting Professor, PONTIFICAL CATHOLIC UNIVERSITY (PUC), Rio de Janeiro, Brazil, November 13 – December 3, 2011.

Visiting Professor, DONGBEI UNIVERSITY, Dalian, China, October 28 – November 6, 2011.

Visiting Professor, UNIVERSITY OF LYON 3, France, January 4 – 10, 2010.

Visiting Professor ESCP – EUROPE, Paris, France, September 2009.

Visiting Professor of International Business, (one week per semester) Institute for International Economics and Business, LUND UNIVERSITY, Sweden, since January 2000 (assist in PhD supervision and development of master programmes).

Visiting Professor, Faculty of Economics, UNIVERSITY OF VALENCIA, Valencia, May 12 -15, 2008 and June, 14 – 20, 2009.

Visiting Professor, ESCP – EUROPE, Berlin, Germany, May 10 -16, 2009.

Visiting Professor, Faculty of Business & Economics, UNIVERSITY OF VAASA, Vaasa, Finland, since 2007 one week per year.

Visiting Professor, UNIVERSITY OF INTERNATIONAL BUSINESS AND ECONOMICS (UIBE), Beijing, China, April 5 – 15, 2004.

Visiting Professor of International Business, PEOPLE UNIVERISTY OF CHINA, Beijing, China, November 4 – 11, 2005.

Visiting Professor, UNIVERSITY OF INTERNATIONAL BUSINESS AND ECONOMICS, Beijing, China, May 1 – 9, 2005.

Visiting Professor for International Business, AMERICAN COLLEGE OF GREECE, Athens, May 10 – 20, 2004.

Visiting Professor for International Marketing, IECS, ROBERT SCHUMAN UNIVERSITY, Strasbourg, France, October, 2004.

Visiting Professor of International Business, The Eli Broad School of Business, MICHIGAN STATE UNIVERSITY, U.S.A. (Sabbatical leave), August 2000 – May 2001.

Visiting Professor of Marketing, School of Management, LANCASTER UNIVERSITY, United Kingdom, November 2000 – April 2001.

Visiting Professor of Business to Business Marketing (Part-time - 20%), Faculty of Economics and Business Administration, MAASTRICHT UNIVERSITY, the Netherlands, January 1991 - 1995 (worked with problem-based learning and as Advisor to Ph.D. candidates).

Visiting Professor of International Business, SCANDINAVIAN INTERNATIONAL MANAGEMENT INSTITUTE (SIMI), Copenhagen, Denmark, 1993 - 1995 (two weeks per year).

Visiting Professor of International Business, IECS Strasbourg, ROBERT SCHUMAN UNIVERSITY, Strasbourg, France, August 1994, October 1997 and March 2004.

Visiting Professor of International Business, HEINRICH HEINE UNIVERSITY, Düsseldorf, Germany, October 1994, November 1997 and February 1998.

Visiting Professor of International Business, COPENHAGEN BUSINESS SCHOOL, Copenhagen, Denmark, 1995 and 1996 (seminars for post-graduate students).

Visiting Professor for curriculum and faculty development for MBA Programme, LAHORE UNIVERSITY OF MANAGEMENT SCIENCES (LUMS), Lahore, Pakistan, May-August, 1986.

Visiting Lecturer, Executive Education Programme, Marketing for engineers, Department of Business Administration, UNIVERSITY OF AARHUS, Denmark, summer 1985.

Invited Keynote Speaker

International Workshop on Interdisciplinary Research in Social Sciences, JEAN-MOULIN UNIVERSITY LYON III, France., February 3 – 5, 2016.

EIBA-FELLOWS Plenary session for EIBA conference, PONTIFICIA UNIVERSIDADE CATOLICA (PUC), Rio de Janeiro, Brazil, December 1 – 3, 2015.

International Conference on Transnational Corporations in China, UNIVERSITY OF CHONGQING, Chongqing, China, July 5 – 9, 2014.

British Academy of Management (BAM) workshop on ‘Inter-firm collaborations and power relationships’, University of Bedfordshire, Luton, UK, April 11, 2013.

European Trade Promotion Office (ETPO) 52nd conference on European Union’s trade with Emerging Markets, Luxembourg, April 28 – 29, 2011.

Academy of International Business (UKI), annual conference, UNIVERSITY OF EDINBURGH, Edinburgh, April 14 – 16, 2011.

Conference on 4th International biennale on commercial negotiations, ADVANCIA-NEGOCIA LES GRANDE ECOLE DU COMMERCE, Paris, 17 – 18 November, 2010.

Conference on new challenges to Multinational Enterprises, UNIVERSITY OF LYON 3, France, January 5 - 6, 2010.

Conference on Multinational Enterprises and Emerging Countries, (AIB – SOUTH KOREA CHAPTER), Inje University, Busan, South Korea, November 12 – 14, 2009.

Consortium for International Marketing Research, UNIVERSITY OF INTERNATIONAL BUSINESS AND ECONOMICS, Beijing China, October 14 – 16, 2009.

Conference on Globalization and Emerging Markets, ATLAS, ESCP – EUROPE, Paris, France, September 17 – 19, 2009.

Conference on International Human resource Management, UNIVERSITY OF TURKU, Turku Finland, August 27 – 29, 2008.

Conference on Globalization and Asian Firms, UNIVERSITY INDONESIA, JAKARTA, INDONESIA, August 10 - 15, 2007.

Biannual Conference on International Business and Management, UNIVERSITY OF VAASA, FINLAND, August 20 - 22, 2007 & 2009.

Emergence of Chinese and Indian Multinationals, BRUNEL UNIVERSITY, UK, April 2007.

Globalization and Korea: How should we compete for multinational investments? Conference arranged by KOREAN TRADE AND INVESTMENT OFFICE (KOTRA) and KOREAN ACADEMY OF INTERNATIONAL BUSINESS, Seoul, Korea November 1, 2006.

Governments and Multinational Enterprises in the Age of Globalization, conference arranged by KOREAN ACADEMY OF INTERNATIONAL BUSINESS, Pusan, Korea, November 3, 2006.

Globalization and its impact on Emerging Markets, Conference for AUSTRALIAN BUSINESS AND BEHAVIOURAL SCIENCES ASSOCIATION (ABBSA), Adelaide Australia, September 28 – 30, 2006.

Globalization and its impact on international business: A research agenda, conference for ASSOCIATION FOR ECONOMIC SCIENCES SPAIN (ACEDE), Valencia Spain, September 11 – 12, 2006.

Conference on European Integration and European research, UNIVERSITY OF LUND, SWEDEN, Molle, May 16 – 17th, 2006.

Conference on Multinationals, Technology and Development, UNIVERSITY OF SCIENCE AND TECHNOLOGY, Catania Italy, November 22, 2005.

Conference on regional Economics and Industrial Clusters, UNIVERSITY OF PORTO, Porto Portugal, September 15, 2005.

Conference on Competition for Foreign Direct Investment in Europe, UNIVERSITY OF LUND, SWEDEN, Molle, May 10 – 13, 2004.

Conference on Internationalization and Management of Foreign Operations, UNIVERSITY OF VAASA, FINLAND, August 20 – 23, 2004.

Corporate/Consulting Experience

Training Subsidiary Managers of BP in ‘Cross-cultural Collaborations and Negotiations’, 4 - 6 batches per year, 2007 – 2013.

Consultant on Tobacco Advertising Cases, SHOOK, HARDY & BACON, LLP, London, UK, Since April 2000 - 2013.

Consultant to attract Foreign Investment, Netherlands Foreign Investment Agency, MINISTRY OF ECONOMIC AFFAIRS, The Netherlands, 1994 - 1995.

Consultant to NORWEGIAN EXPORT COUNCIL, assisted in evaluation of smaller firms for export subsidies, Oslo, Norway, 1991 – 1993.

Consultant for Curriculum Development, Sales-force Training and Teachers Training, EUROSAS (Professional Training Centre of AIRBUS INDUSTRIES'), Blagnac, France, June 1992 - January 1994.

Consultant, International Trade Centre (ITC), UNCTAD/GATT, Geneva, Switzerland, since June 1993.

UNITED BANK LIMITED, Head Office, I.I. Chundigarh Road, Karachi, Pakistan, Executive 1969-1972, Branch Manager, Khand Bazar Branch, Gujranwala, 1972 - 1975.

Media Appearances

ITV News, Live from Studio on TATA's takeover of Land Rover and Jaguar brands, April 11, 2008.

Sky News, on take over of Manchester City Football Club by Former Prime Minister of Thailand, July 29, 2007.

Debate article in Financial Times (FDI), "Nothing to Fear: Western anxieties about Chinese economic strength are overblown", April/May, 2007, p88.

BBC Radio 4, on international trade and food industry, February 17, 2007.

BBC News, Northwest news at 6:00 pm and 10:00 pm, on sale of Liverpool Football Club, January 31, 2007.

ITV, Granada news at lunch (Live from studio) and main news at 7:30 pm, on sponsorship deal negotiations by Manchester United Football club, April 6, 2006.

Sky News, on acquisition of Pilkington Glass by a Japanese firm, February 28, 2006.

Debate article in the Enquirer, on "UK Firms in Foreign Hands", June 8-14, 2006.

Several media appearances in Norway as I developed the first English speaking MBA and Executive MBA programmes targeting foreign students, during the period 1990 – 1993.

Academic Courses Taught

EXECUTIVE EDUCATION

International Business Negotiations (Also to organizations such as; Airbus Industries, Ericsson and BP)

Entry Strategies into Foreign Markets (Also in China to Chinese Managers and Policy makers)

Doing Business in Emerging Markets (Also to members of UK Trade & Investment office)

The Impact of Globalization on Company Strategies (Also to Chinese Managers)

Regular courses to BP on International Collaborations and Negotiations, since 2007 (five years contract 4 - 6 times a year, extended to another five years in 2011).

Several courses such as; International Marketing, International Business Strategies, International Business Negotiations, Business to Business Marketing and Cross-cultural Communication to MBAs, POSTGRADUATES and UNDERGRADUATES.

Have supervised more than 20 Ph.D. DISSERTATIONS in Sweden, Netherlands and United Kingdom (18 graduated and 2 in the process one at King's College London and one at Birmingham Business School, UK). Most of the graduated students are now Associate / Assistant Professors in good schools in UK, Europe, Taiwan, Malaysia and Indonesia.

Several of my PhD students have received BEST PAPER AWARDS in AIB, EIBA and AIB-UK conferences.

Have served as EXTERNAL EXAMINER for scores of Ph.D. dissertations in the United Kingdom (Lancaster University, University of Glasgow, Manchester Business School, University of Leeds, University of London, University of Bradford and University of Kent, UK), Sweden (Uppsala University and Royal Institute of Technology), Norway (Norwegian School of Management and University of Agdar), Spain (Autonomous University Barcelona), Germany (ESCP – Europe, Berlin), Finland (University of Vaasa) and The Netherlands (University of Groningen and Maastricht University).

Have supervised and examined more than 100 MASTER THESES in Sweden, Norway, Netherlands and United Kingdom.

EXTERNAL EXAMINER for MSc (International Management), School of Business, UNIVERSITY OF EDINBURGH, September 2009 - 2011.

Have served as EXTERNAL EXAMINER for MBA and MSc (Management) for Leeds University Business School, LEEDS UNIVERSITY, UK, 2002 – 2005.

Ongoing Research Projects

A Framework Model for MNE's Impact on Global Development Challenges and Poverty Reduction, (Vaatanen, Ramani, Fu, Wang & Gupta) funded by European Commission, FP-7, for the period 2014 – 2017.

Factors influencing market driving strategies of MNEs in international markets (with Fatima Wang, Kings College London), funded by ESRC for the period 2011 - 2014.

Creating brand value and market position in emerging markets: The role of socio-political networks (With Ulf Elg and Veronika Tarnovskays, Lund University, Sweden), funded by Soderbergs Foundation for 2010 - 2014.

The impact of globalization and economic geography on company strategies, (with Peter Buckley, Leeds University, UK).

International Business Negotiations: The Role of Culture, (with Jean-Claude Usunier, University of Lausanne, Switzerland).

Publications

Citation indices

	All	Since 2011
Citations	10090	5710
h-index	42	32
i10- index	99	73

Downloads on Research Gate: > 35000

(Google Scholar Citations, April 20, 2016)

Books

Handbook of Research on International Entrepreneurship Strategy: Improving SME Performance Globally, (with V. Manek Kirpalani), Cheltenham: Edward Elgar, 2015.

International Business Strategy: Theory and Practice, (with Peter Buckley), London: Routledge, London: Routledge, 2015.

Evaluating Companies for Mergers & Acquisitions, (with Ibne Hassan), Bingley: Emerald, 2014.

International Marketing, (with Philip. Cateora), 4th edition, London: McGraw-Hill, 2014.

Doing Business in Emerging Markets, (with Tamer Cavusgil and Ayse Akcal), 2nd edition, London: Sage, 2013.

Business, Society and Politics: Multinationals in Emerging Markets, (edited with Amjad Hadjikhani and Ulf Elg), Bingley: Emerald, 2012.

International Marketing, 3rd edition, (with Philip Cateora), London: McGraw-Hill, 2010, (Reprinted in India for Indian market, 2011).

Research Methods in Business Studies, 4th edition, (with Kjell Gronhaug), London: FT-Pearson, 2010 (Translated into Chinese, Hungarian and Estonian as well as an Indian edition).

New Challenges to International Marketing, (edited with Rudolf Sinkovics), in the series, *Advances in International marketing*, Volume 20, Bingley: Emerald, 2009.

Globalization, (with Sarah Powell), London: DK, Essential Manager Series, A booklet for managers, FT-Pearson, 2008 (Translated in German).

International Marketing, 2nd edition, (with Philip Cateora), London: McGraw-Hill, 2006.

Managing Opportunity Development in Business Networks, (edited with Amjad Hadjikhani and Jan Johanson), Basingstock: Palgrave, 2005.

Research Methods in Business Studies: A Practical Guide, 3rd edition, (with Kjell Gronhaug), London: FT-Prentice Hall, 2005 (translated in to Chinese).

Global Firms and Emerging Markets in the Age of Anxiety, (edited with Benjamin Prasad), New York: Praeger, 2004, (Translated into Chinese).

European Union and the Race for Inward FDI in Europe, (edited with Lars Oxelheim), Oxford: Elsevier, 2004.

International Business Negotiations, 2nd Edition, (with Jean-Claude Usunier), Oxford: Elsevier, 2003.

Research Methods in Business Studies: A Practical Guide, second edition, (with Kjell Gronhaug), London: FT-Prentice Hall, 2002 (Translated in Chinese, Portuguese and Estonian languages).

Doing Business With Emerging Markets: Entry and Negotiations Strategies, (with Tamer Cavusgil and Milind Agarwal), Thousands Oak: Sage, 2002.

International Mergers and Acquisitions: A Reader, (edited with Peter Buckley), London: Thomson, 2002.

Project Marketing: Beyond Competitive Bidding, (with Bernard Cova & Robert Salle), London: John Wiley, 2002.

International Marketing, , (with Philip Cateora), London: McGraw-Hill, 2000.

The Global Challenge for Multinational Enterprises: Managing Increasing Inter-Dependence, (edited with Peter Buckley), Amsterdam: Elsevier, 1999.

Advances in International Marketing: From Mass Marketing to Relationships and Networks, (editor), Connecticut: JAI Press, 1999.

The Internationalization of the Firm: A Reader, 2nd Edition, (edited with Peter Buckley), London: Thomson, 1999.

International Business Negotiations, (edited with Jean-Claude Usunier), London: Elsevier, 1996, reprinted in 1999 (reviewed in JIBS, 30/2, 1999).

International Management: A Reader, (edited with Benjamin Prasad). Dryden: London, 1995.

Research Methods in Business Studies: A Practical Guide, (with Kjell Gronhaug, & Ivar Kristianslund), London: Prentice Hall, 1995.

The Economics of Change in East and Central Europe: Its Impact on International Business, (edited with Peter Buckley), London: Academic Press, 1994.

Euromarketing: Effective Strategies for International Trade and Export, (edited with Erdener Kaynak), New York: Haworth Press, 1994.

The Internationalization of the Firm: A Reader, (edited with Peter Buckley), London: Academic Press, 1993.

Doing Business in Developing Countries: Entry and Negotiation Strategies, (with Tamer Cavusgil), London: Routledge, 1990.

Negotiating International Package Deals: Swedish Firms in Developing Countries, Stockholm: Almqvist & Wiksell, 1983.

Refereed Journals

“The Interplay of Mahalanobis Distance and Firm Capabilities on MNC Subsidiaries Exist from Host Countries”, (with Jeoung Yul Lee), *Management International Review*, Accepted for publication in 2016, (ABS3).

“Market Driving Strategies: Beyond Adaptations”, *Journal of Business Research*, (with Ulf Elg, Fatima Wang and Veronica Rosendo) Accepted for publication in 2016 (ABS 3).

“Antecedents and outcomes of entering the BoP market in India: A corporate social entrepreneurship perspective”, *International Marketing Review*, (Misagh Tassavori and Reza Zaefarian), Accepted for publication in 2016. (ABS 3).

“Establishing Rigor in Mail Survey Procedures in International Business Research,” *Journal of World Business*, (with Agnieszka Chidlow, Tamer Cavusgil and Shen Yenyurt), 2015/1: 26 – 35. (ABS 4).

“Internationalization through socio-political relationships: MNEs in India”, *Long Range Planning*, (with Ulf Elg and Janina Schaumann), 2015, 48/5: 334 - 345 (ABS 3).

“Determinants influencing CSR practices in small and medium sized MNEs subsidiaries: A stakeholder perspective”, *Journal of World Business*, (with Byung Il Park), 2015/1: 192 – 204. (ABS 4).

“The creation view of opportunities at the base of the pyramid”, *Entrepreneurship and Regional Development*”, (with Misagh Tassavori & R, Zaefarian), 2015, 27/1-2: 106 -126 (ABS 3).

“Organizational learning, innovation and internationalization: A complex system model”, *British Journal of Management*, (with Ricardo Chiva & Joaquin Alegre), 2014, 25: 687 – 705. (ABS 4).

“Internationalization of Service Firms through Social Entrepreneurship and Networking”, *International Marketing Review*, (with Misagh Tassavori and R. Zaefarian), 2014, 31/6: 576 – 600. (ABS 3).

“Innovative Knowledge Transfer Patterns of Group Affiliated Companies” *Journal of International Management*, (with JY Lee, YR. Park & BI. Park), 2014, 20: 107 – 123. (ABS 3).

“Internationalization and survival of manufacturing firms: the case of new ventures”, *Management International Review*, (with Franciso Puig and Miguel Gonzalez-Loureiro), 2014, 54: 653-753, (ABS3).

“Developing Strategic Supplier Networks: An Institutional Perspective”, *Journal of Business Research*, (with Seyda Deligonul, Ulf Elg & Erin Cavusgil), 2013, 66/4: 506-515 (ABS 3*).

“Doing right investing right: socially responsible investing and shareholder activism in the financial sector”, *Business Horizon*, 2013, 56/6: 703-714.

“Foreign direct investment spillover effects in China: Are they different across industries with different technological levels? *China Economic Review*, 2013, 26: 105 – 117.

“Cultural Evaluation and Subjectivity in Mergers & Acquisitions”, *British Journal of Management*, (with Anna Zueva-Owens and Marianne Fotaki), 2012, 23/2: 272-290 (ABS 4).

“The Impact of Turbulent Events on Knowledge Acquisition: Comparison of Cross-Border Acquisitions Formed Before and After the Crisis”, *Management International Review*, (with Byung Il Park), 2012, 52/2 pp. 293-315 (ABS 3).

“Market-Driving Strategy Implementation through Global Supplier Relationships”, *Industrial Marketing Management*, (with U. Elg, S. Delgonul & W. Denis), 2012, 41/Dec: 919-928 (ABS 3).

“Key Factors Affecting Acquisition of Technological Capabilities from Foreign Acquiring Firms by Small and Medium Sized Local Firms”, *Journal of World Business*, (with Byung Il Park), 2011, 46(1), pp. 116-125 (ABS 4).

“Developing a market driving strategy for foreign markets: Internal capabilities and external activities”, *Schmalenbach Business Review*, (with Ulf Elg, Veronika Tarnovskaya and Fatima Wang), 2011, 11/3, pp. 1-23 (German, ranked B+).

“Internationalization of Emerging Market Firms: The Case of Turkish Retailers”, *International Marketing Review*, (with Irem Erdogmus, Emin Cobanoglu & Muge Yalcin), 2010, 27(3), pp. 316-337 (ABS 3).

“The Evolution of Regional Management Centres – An Information Processing Perspective”, *Management International Review*, (with Rebecca Piekkeri and Phillip Nell), 2010, 50(4): 513-532 (ABS 3*).

“Demand-supply Network Opportunity Development Processes in Emerging Markets: Overcoming Network Constraints”, *Industrial Marketing Management*, (with Harri Lorentz), 2010, 39, pp 240-251 (ABS 3).

“Understanding the Impact of Relational Capital and Organizational Learning on Alliance Outcomes”, *Journal of World Business*, (with Chia-Ling (Eunice) Liu and Rudolf Sinkovics), 2010, 45(3), pp. 237-249 (ABS 4).

“Internationalizing by Learning: The Case of Chinese High-Tech New Ventures”, *International Marketing Review*, (with Huan Zou), 2010: 27(2), pp. 223-244 (ABS 3*).

“Do brand names in a foreign language lead to different brand perceptions?” *Journal of Marketing Management*, (with L. Salciuviene, R. Streder & C. De Mattos), 2010, 26(11-12), pp. 1037-1056 (ABS 3).

“Mimetic and Experiential Effects in International Marketing Alliances Formation of US Pharmaceutical Firms”, *Journal of International Business Studies*, (with Yenyurt, S; Townsend, J.D; and Cavusgil, S. T), 2009, 40(2), pp 301-320 (ABS 4*).

“The Formalization of Case Study Research in International Business”, *Der Markt: Journal of Marketing*, (with Rebecca Firth), 2009, 48, pp. 29 – 40 (German, ranked B+).

“Intellectual Property, Pharmaceutical MNEs and the Developing World”, *Journal of World Business*, (with Rao, PM), 2009, 44(2), pp. 206-215 (ABS 4).

“Globalization and Its Impact on Operational Decisions: The Role of Industrial Districts in the Textile Industry”, *International Journal of Operations & Production Management*, (with Francisco Puig and Helena Marques), 2009, 29(7), pp. 692-719 (ABS 3).

“Revisiting the Impact of Multinational Enterprises on Economic Development”, *Journal of World Business*, (with Mo Yamin), 2009, 44(2), pp. 105-107 (ABS 4).

“The Role of Matching in Market Entry to Emerging Retail Markets”, *International Marketing Review*, (with Ulf Elg and Veronika Tranovskaya), 2008, 25(6), pp. 674-699 (ABS 3*).

“Learning Through International Acquisitions: The Knowledge Acquisition and Learning Process of Foreign Acquisitions in China”, *Management International Review*, (with Joy Huan Zou). 2008, 48(2), pp. 207-226 (ABS 3).

“A Network View of MNCs Socio-Political Behaviour”, *Journal of Business Research*, (with Hadjikhani, Amjad and Lee, Joong-Woo). 2008, 61(3), pp. 912-924 (ABS 3).

“Enhancing the Trustworthiness of Interview Based Qualitative Research”, *Management International Review*, (with Rudolf Sinkovics and Elfriede Penz), 2008 48(6), pp. 689-714 (ABS 3).

“Market Driving Supplier Strategy: A Study of IKEA’s Global Sourcing Networks”, *International Marketing Review*, (with Ulf Elg and Veronika Tarnovskaya), 2008, 25(5), pp.504-519 (ABS 3).

“Co-development as Marketing Strategy in Construction Industry”, *Industrial Marketing Management*, with Florence Crespín-Mazet, 2007, 36(3), pp. 158 -172, (ABS 3).

“Managing International Strategic Alliance Relationships”, *Thunderbird International Business Review*, (with Wahyuni, Sari and Karsten, Luchien), 2007, 49(6), pp. 671-687.

“Solving Export Marketing Problems of Small and Medium-Sized Firms from Developing Countries: Evident from Eritrea”, *Journal of African Business*, (with Goitom Tesfom and Clemens Lutz), 2006, 7(1/2), pp: 57-87.

“A Review of International Marketing Research”, *Journal of International Business Studies*, 2005, 36(6), pp: 591 -593, (ABS 4*).

“Competitive Analysis of the Software Industry in China”, *International Journal of Technology Management*, (with Deli Yang and Mahmut Somnez), 2005, 29(1), pp: 64 – 91 (ABS 3).

“Analyzing Textual Data in International Marketing Research”, *Qualitative Market Research: An International Journal*, (with Rudolf Sinkovics and Elfriede Penz), 2005, 8(1), pp: 9-38.

“Globalization, Economic Geography and the Strategy of Multinational Enterprise”, *Journal of International Business Studies*, (with Peter Buckley), 2004, 35 (2), PP: 81-98 (ABS 4*).

“Use of Written Contracts in Long-Lasting Business Relationships”, *Industrial Marketing Management*, (with Tommy Roxenhall), 2004, (March), pp: 8-16 (ABS 3).

“Comparing Export Marketing Channels: Developed vs. Developing Countries”. *International Marketing Review*, 2004, 21 (4/5), pp: 409 – 422 (ABS 3).

“Service Quality and Customer Retention: Building Long-Term Relationships”, *European Journal of Marketing*, (with Karin Venetis), 2004, 38 (11/12), pp: 1577 – 1598 (ABS 3).

“Towards a Model of Trust in International Joint Venture Relationships”, *Journal of Business Research*, (with Margreet Boersma and Peter Buckley), 2003, 56, pp: 1031 – 1042 (ABS 3).

“Using Networks to Solve Export Marketing Problems of SMEs from Developing Countries”, *European Journal of Marketing*, (with Goitom Tesfam and Clemens Lutz), 2003, 5(6), pp: 728-752 (ABS 3).

“Negotiating Alliances in Emerging Markets – Do Partners’ Contribution Matter?” *Thunderbird International Business Review*, (with Claudio De Mattos and Stuart Sanderson), 2002, 44(6), pp. 701-728.

“Negotiating with Chinese: A Socio-Cultural Analysis”, *Journal of World Business*, (with Tony Fang), 2001, 36(3), pp. 303 – 325 (ABS 4).

“The Behaviour of International Firms in Socio-Political Environments in the European Union”, *Journal of Business Research*, (with Amjad Hadjikhani), 2001, 52(3), pp. 263 – 275 (ABS 3*).

“Managing International Joint Venture Relationships: A Longitudinal Perspective”, *Industrial Marketing Management*, (with Akmal Hyder), 2000, 29(3), pp. 205 – 218 (ABS 3).

“Strategy Formation by Business Leaders: Exploring the Influence of National Cultures”, *European Journal of Marketing*, (with Simon Harris), 2000, 34(1-2), pp: 126-142 (ABS 3).

“International Competitiveness: Empirical Findings for SME Service Firms”, *Journal of International Marketing*, (with Nicole Coviello and Kristina Martin), 1998, 6(1), pp. 47-49 (ABS 3).

“The Dynamics of Joint Venture Relationships: A Longitudinal Perspective of Two Case Studies”, *Research in Marketing*, (with Ron Kemp), 1998, 14, pp. 123 - 150.

“Country of Origin Effects on Industrial Products Coming from Eastern Europe”, *Journal of East West Business*, (with Erik Nes), 1998, 4(1-2), pp:129-140.

“The Role of Matching in the Foreign Market Entry Process in the Baltic States”, *European Journal of Marketing*, (with Karin Holstius), 1996, 30(2), pp. 75 – 88 (ABS 3).

“Indian Ocean Rim Trade Bloc: Prospects and Problems”, *The International Executive*, (with Subhash Jain), 1996, 38(5), pp. 583-598.

“Developing a Network Position in Estonia: The Case of Statoil”, *International Journal of Business*, (with Benjamin Prasad), 1996, 1(2), pp. 75-91.

“Probing Asia’s Inter-firm Linkages: A Network Approach”, *Advances in International Comparative Management*, (with Benjamin Prasad), 1995, 10, pp. 63-78.

“Export Behaviour of Smaller Norwegian Firms: Measuring the Effects of State Subsidies”, *Journal of Euromarketing*, (with Stig Herbern), 1994, 3(2), pp. 91-110.

“New Structures in MNCs Based in Small Countries: A Network Approach”, *European Management Journal*, 1992, 10(3), pp. 357-364 (ABS 3).

“Consumer Vs Industrial Marketing: An Interaction Approach”, *Analysen, Norsk Markedsanalyseforening*, 1990, 3, pp. 15 - 26.

“Joint Venture Relationship Between Swedish Firms and Developing Countries: A Longitudinal study”, *Journal of Global Marketing*, (with Akmal Hyder), 1989, 2(4), pp. 25-47.

“Internasjonale forretningsforhandlinger”, *Scandinavian Business Review*, 1989, 3(2), pp. 35-42.

“Negotiations with Developing Countries: Two Cases”, *Industrial Marketing Management*, 1988, 17(1), pp. 49-53 (ABS 3).

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“Guidelines for International Business Negotiations”, *International Marketing Review*, 1986, 3(3), pp. 72-82 (ABS 3) .

“International Business Negotiations: A Turn-key Project”, *The Service Industries Journal*, 1986, 6(1), pp. 74-89.

“A Comparative Analysis of Advertising Practices in Unlike Environments: A Study of Agency-Client Relationship”, *The International Journal of Advertising*, (with Erdener Kaynak), 1986, 5(June), pp. 121-146 (ABS 3).

“Förhandlingar - Ett nyckelproblem i turn-key projekt”, *Marknadvetande*, Stockholm, (with Finn Wiedersheim-Paul), 1982, 82(2), pp. 31-40.

“International Package Deal Negotiations - the Role of the Atmosphere”, *Organization, Marknad och Samhalle*, (with Jan Johanson), 1979, 16(5), pp. 335-364.

Chapters in Books

“The Three Pillars: Business, State and Society: MNCs in Emerging Markets”, in Hadjikhani, Elg and Ghauri (editors), *Business, Society and Politics: Multinationals in Emerging markets*, (with Amjad Hadjikhani and Ulf Elg), Bingley: Emerald, 2012, pp. 3 – 16.

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“Data collection procedures equivalence in international business research”, ***William Davidson Institute, University of Michigan, USA***, (with A. Chidlow & A. Morgan-Thomas) Working paper No. 997 (available at SSRN: <http://ssrn.com/abstract=1567644>), 2010.

“Brand image perceptions across cultures: A study of symbolic and functional associations”, in Sinkovics, R. & Ghauri, P.N. (eds), ***Advances in International marketing***, (with Salciuviene, L., Mockaitis, A.I. & De Mattos, C.), London: Emerald/JAI, 2009, pp 177-194.

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“Understanding Chinese Business Negotiation Behaviour”, in Lau, C.M., Law, K.K., Tse, D.K. and Wong, C.S., (editors), *Asian Management Matters: Regional Relevance and Global Impact*, London: Imperial College Press, 2000, pp. 373-389.

“Using Cooperative Strategies to Compete in a Changing World” in C.P. Rao (editor), *Globalization and its Managerial Implications*, Westport CT: Quorum Books, 2000, (with Tony Fang), 29-43.

"Negotiating International Industrial Projects: MNCs Vs Emerging Markets", *Advances in Business Marketing and Purchasing*, edited by Arch Woodside, 2000, Volume 9, JAI Press: Stanford, pp. 187 – 201.

"Internationalization of the Firm", in *International Business: Theories, Policies and Practices*, edited by Monir Tayeb, London: Prentice Hall, 2000, pp. 129 – 153.

"A Qualitative Meta-Analysis of Performance Measures and Factor Influencing International Joint Ventures Performance, in: *International Business Organisations*, edited by F. Burton, M. Chapman and A. Cross, London: Macmillan, 1999, (with Margreet Boersma), pp. 176-193.

"Relationship Games: Creating Competitive Advantage through Cooperation", *Relations of Complex Organisational Systems: A Key to Global Competitiveness*, edited by Sabine Urban, Gabler: Wiesbaden, 1999, pp. 59-84.

"Growing Pains in Electronica: Developing a Small high-tech Company Internationally" in *Advances in Business Marketing and Purchasing*, edited by Arch Woodside, Vol. 8, JAI Press, Stanford, 1999, (with Simon Harris), pp. 93 – 102.

"Negotiating Projects with China", in *Marketing and International Business*, edited by Henrikki Tikanen, Sarja Series, Kirjoittajat & Turku School of Economics and Business Administration, Turku, 1998, pp. 85 -102.

"Marketing to Eastern Europe", in *Marketing: theory and practice*, edited by Micheal Baker, Macmillan Publishing, London, 1995, pp. 379 - 389.

"European Marketing: Future Directions", in *Euromarketing: Effective Strategies for International Trade and Export*, edited by Erdener Kaynak & Pervez Ghauri, The Haworth Press, New York, 1994, pp. 315 - 344.

"Consumer Behaviour and Marketing Issues in Europe of 1993" in *Euromarketing: Effective Strategies for International Trade and Export*, edited by Erdener Kaynak & Pervez Ghauri, The Haworth Press, 1994, (with Erdener Kaynak), pp. 57 - 84.

"Developing a Network position in the Baltic States: The Case of Statoil in Estonia", in *The Economics of Change in Central and Eastern Europe: Its Impact on International Business*, edited by Peter Buckley & Pervez Ghauri, Academic Press, 1994, (with Anne-Grethe Hendricksen), pp. 235 - 248.

"The Process of Technology Transfer through Joint Ventures: International Marketing Implications" in *Socio-Political Aspects of International Marketing*, edited by Erdener Kaynak, The Haworth Press, New York, 1991, (with Akmal Hyder), pp. 51-76.

"Emergence of New Structures in Swedish Multinationals". In *International Comparative Management*, B Prasad (Editor), JAI Press, 1990, 5, pp. 227-243.

"Guidelines for International Business Negotiations" in *International Marketing Strategy*, edited by Hans Thorelli, & Tamer Cavusgil, third edition, Pergamon Press, Oxford, 1990, pp. 353-366, (Reprint).

"The Evolution of Multinationals from a small Economy: A study of Swedish Firms in Asia", in *Multinational Enterprises in Less Developed Countries*, edited by Peter Buckley & Jeremy Clegg, MCB, London, 1991, (with Raj Aggarwal), pp. 248 - 269.

"Guidelines for International Business Negotiations" in *The International Marketing Digest*, edited by Malcom McDonald, & Tamer Cavusgil, Heinemann Professional Publishing, Oxford, 1990, pp. 278-291, (Reprint).

"Global Marketing Strategies: Swedish Firms in South East Asia", in *Global Business: asia Pacific Dimensions*, edited by Erdener Kaynak & Kam Lee, Routledge, New York, 1989, pp. 261-274.

"The Structure of Retail Trade in Sweden", in *Transnational Retailing*, edited by Erdener Kaynak, Walter De Gruyter & Co., Berlin, (with Erdener Kaynak), 1988, pp. 162-182.

"Global Marketing: Swedish Firms in South East Asia", in *International Marketing Co-operations*, edited by Ricardo Varaldo, Ets. Editrice, Pisa, 1987, pp. 593-612.

"Negotiating Package Deals: A Case Study", in *Some Aspects of Control in International Business*, edited by Lars Engwall, and Jan Johanson, Almqvist & Wiksell, Uppsala, 1980, pp. 61-70.

Published conference Proceedings

"Using Alliances for Speeding up Entry in Emerging Markets: Get Your Negotiations Skills Ready", ACADEMY OF MANAGEMENT, Annual Conference Seattle, USA, August, 2003, (with De Mettos, C., and Sanderson, S).

"Sourcing Strategies for Multinational Enterprises in Eastern Europe", Special Conference on INTERNATIONAL BUSINESS IN TRANSITION ECONOMIES, University of Vilnius, Vilon, Lithuania, September, 2002, (with Julia Manea).

"The Importance of Service Quality on Customer Retention: An Empirical Study, AMERICAN MARKETING ASSOCIATION, Bi-annual conference, University of Buenos Aires, Argentina, (with K. Venetis), 2000.

"Tying Service Customers: How much Rope to Give?" in Kristian Moller and Nina Nummela (editors), DYNAMICS OF RELATIONSHIPS AND NETWORKS, (IMP Conference) Turku School of Economics, Finland, (with Karin Venetis), 1998, pp. 126 - 134.

"A Qualitative Meta-analysis of Performance Measures and Factors Affecting International Joint Venture Performance", in Peter Buckley, Malcom Chapman, Jeremy Clegg and Adam Cross (editors) THE ORGANISATION OF INTERNATIONAL BUSINESS, Leeds University Business School, UK, (with Margreet Boersma), 1997, pp. 119 – 142,

"Evaluating Performance in Inter-Firm Partnerships: The Case of International Joint Ventures", in Robert Salle, Florence Mazet & Jean-Paul Valla, (editors), INTERACTION, RELATIONSHIPS AND NETWORKS IN BUSINESS MARKETS, National Foundation for Management Education, France, (with Ron Kemp), 1997, 305 - 332.

"Relationship Maintenance in the Professional Business Services Sector: The Role of Perceived Service Quality", in Hans Gemuenden et.al, (editors), INTERACTIONS REALTIONSHIPS AND NETWORKS, University of Karlsruhe, Germany, (with Karin Venetis), 1996 (Proceedings of 12th IMP Conference).

"The dynamics of Inter-Firm relationships: The Case of Joint Ventures", in Peter Turnbull (editor), MARKETING: PAST, PRESENT AND FUTURE, Manchester Business School, UK, (with Ron Kemp), 1995 (Proceedings of 11th IMP conference).

MEETING THE CHALLENGE OF NEW FRONTIERS, University of Groningen, the Netherlands, (edited with Wim Biemans), 1994 (Proceedings of 10th IMP Conference).

"Export Behaviour of Smaller Norwegian Firms: Measuring the Effects of State Subsidies" in Frank Bradley, (editor), MARKETING THOUGHT AROUND THE WORLD, University College, Dublin, Ireland, May 1991, pp. 779-804.

"Managing International Subsidiaries: The Case of Swedish Firms" in Ajay Kohli, & Frank Peterson, (editors) DEVELOPMENTS IN MARKETING SCIENCE. Volume XIII, 1990, pp. 180-190.

"A Longitudinal Study of a Joint Venture between a Swedish Firm and an Indian Partner" in William Lazer, Shaw & Wee (editors), INTERNATIONAL CONFERENCE SERIES, Volume IV, AMS, (with Akmal Hyder), 1989, pp. 240-249.

"Factors Influencing Export Behaviour of Smaller Firms" in Lazer, Shaw & Wee (editors), INTERNATIONAL CONFERENCE SERIES, Volume IV, AMS, 1989, pp. 63-70.

"Swedish Consumers Attitudes Towards Imported Products" in Hawes, J.M. (editors), DEVELOPMENTS IN MARKETING SCIENCE, Volume XII, (with Tansu Barker and Nazeem Mohammed), 1989, pp. 138-142.

"An Empirical Investigation of Factors Influencing Export Behaviour of Smaller Swedish Firms" in Avlonitis, Papavasiliou and Kouremeds (editors), **MARKETING THOUGHT AND PRACTICE IN THE 1990'S**, The Athens School of Economics and Business Science, (with Prerna Kumar), 1989, pp. 355 - 372.

"The Impact of Different Environmental Background of the Parties on Business Negotiations", **DEVELOPMENTS IN INTERNATIONAL MARKETNG**, Proceedings of Second World Marketing Congress, University of Stirling, Stirling, Scotland, August 28-31, 1985.

"Package Deal Negotiations", in **DEVELOPMENTS IN MARKETING SCIENCE**, Vol. VI, 1983, Edited by Rogers III, J.C., Sir Speedy Logan, Utah, pp. 202-207.

"Negotiations in TurnKey Projects: A cross-cultural Study", in **DEVELOPMENTS IN MARKETING SCIENCE**, Vinay Kothar, (editor), Vol. V, (with Finn Wiedersheim-Paul), 1982, Artcraft-Burow, Buffalo, pp. 551.

"International Business Negotiations", in **DEVELOPING GLOBAL CORPORATE STRATEGIES**, Edited by Bonham-Yeaman, Florida International University, 1981, pp. 403-419.

Working papers and Unpublished Proceedings

"Foreign Direct Investment: Location Decisions", **SWEDISH NETWORK FOR ECONOMIC RESEARCH IN EUROPE (SNEE)**, University of Lund, Sweden, May, 2003.

"Measuring International Product Development Performance", **EUROPEAN INTERNAITONAL BUSINESS ACADEMY**, Annual conference, University of Athens, Greece, December 2002.

"The Chinese Business Negotiation Process: a Socio-Cultural Analysis.", **SOM RESEARCH REPORT 99B15**, University of Gronigen, Netherlands, (with Tony Fang), 1999

"Internationalization of Chase Manhattan Bank, paper presented at the annual AIB conference in Vienna, October 7-12, (with Benjamin Prasad), 1998.

"Growing Pains in Multinationals: Controlling Subsidiaries Through Regional Centers", **SOM-RESEARCH REPORT 98B39**, University of Groningen, Netherlands, (with Rebecca Marschan) 1998.

"Measuring my Corn by your Bushel: How Trust may be Built and Sustained within International Joint Ventures", presented at the 23rd EIBA annual Conference, Stuttgart, Germany, (with Margreet Boersma), 14 - 16 December 1997.

"Growing Pains in Multinationals: Controlling Subsidiaries Through Regional Centers", presented in 23rd EIBA Conference, Stuttgart, Germany, (with Rebecca Maarschan), 14 - 16 December 1997.

"Emergence of New Structures in the Multinationals from small Economies: A Network Approach", paper presented at THE 7TH IMP Conference, Uppsala University, Uppsala, Sweden, 6-8 September 1991.

"En Empirisk undersøkelse av Eksportadferd blant små og mellomstore norske bedrifter. En analyse av holdninger til Eksportkampanjekomiteen", Oslo Business School, Working Paper 1/1990.

"Negotiating Business in China", paper presented at the international conference on Management in China Today, Catholic University of Leuven, Leuven, Belgium, June 19-21, 1988.

"The Possible Resurgence of Managing Agency System", Paper presented at Academy of Management, 50th Anniversary meeting, Chicago, (with Benjamin Prasad), August 11-13, 1986.

"Project Management in the Third World", Paper presented at the CENTRE FOR INTERNATIONAL BUSINESS STUDIES Conference in Uppsala, 1984.

"Negotiating TurnKey Projects: The Impact of Different Cultural Backgrounds", Paper presented at the Workshop on Negotiations at EUROPEAN INSTITUTE FOR ADVANCED STUDIES IN MANAGEMENT, Brussels, June 17-19, 1981.

"The Development of a Model for Package Deal Negotiations", CENTRE FOR INTERNATIONAL BUSINESS STUDIES, University of Uppsala, Uppsala, Sweden, Working Paper 1981/4.

Professional Memberships and Conferences

Co-Chair for EUROPEAN INTERNATIONAL BUSINESS ACADEMY, annual conference in University of Sussex, Brighton, UK, December 7 – 10, 2012.

Track Chair, International Trade and Investment, EUROPEAN INTERNATIONAL BUSINESS ACADEMY (EIBA), annual conference in Bucharest, Romania, December 8 – 10, 2011.

Track Chair; Teaching International Business, EUROPEAN INTERNATIONAL BUSINESS ACADEMY (EIBA), Porto, December 10 – 12, 2010.

Conference Chair for ACADEMY OF INTERNATIONAL BUSINESS –UK (AIB-UK), annual conference, April 6 – 8, 2006.

Track Chair for International Business, BRITISH ACADEMY OF MANAGEMENT, UK, since 2004.

Track Chair for Business to Business Marketing, ACADEMY OF MARKETING SCIENCE, 2005.

Member Organizing Committee, Annual JIBS/AIB International Conference on Emerging Research Frontiers in International Business, RSM- Erasmus University, Netherlands, 2005.

Co-chair and Organizer the 8th BI-annual ACADEMY OF MARKETING SCIENCE -World Marketing Congress, in University of Pertanian Malaysia, Kuala Lumpur, Malaysia, June 23-27, 1997.

Member of Academy of International Business (AIB), USA, since 1985.

Member of Academy of International Business, UK (AIB-UK), since 1985.

Member of European Marketing Academy (EMAC), Belgium, 1990 - 2001.

Member of American Marketing Association (AMA), USA, (Board member, Steering Committee for Global Marketing SIG), 1986 - 2003.

Member and country representative of Academy of Marketing Science (AMS), USA, 1990 - 1995.

Member of European Foundation for Management Development (EFMD), 1998 - 2001, Belgium.

Member of Industrial Marketing and Purchasing Group (IMP-Group), Department of Business Studies, UPPSALA UNIVERSITY, Uppsala, Sweden, since 1978.

Chairman and Organizer 10th IMP-Conference in UNIVERSITY OF GRONINGEN, The Netherlands, September 29-October 1, 1994.

Conference Participation with Presentations

For the last twenty plus years have always attended the following conferences every year: **AIB**, **EIBA** and **AIB-UK**. I have occasionally attended **AMA**, **AOM**, **IMP**, **AMS**, **BAM** and **CIMAR** conferences. I have organized most of these conferences as Conference Chair over the years, at least once.

London, April, 2016.

Al Direttore del Dipartimento di
Studi aziendali e Quantitativi
S E D E

**Visiting Professor /Researcher
APPLICATION FORM**

PROPONENTE PRESSO IL DIPARTIMENTO DI STUDI AZIENDALI E QUANTITATIVI	
Docente Referente (Cognome e Nome)	Prof.ssa Rosalia Castellano
e-mail:	lia.castellano@uniparthenope.it

VISITING PROFESSOR	
Nome:	Francesca
Cognome:	Borgonovi
Titolo:	Phd
Università/Centro di provenienza:	Organisation for Economic Cooperation and Development (OECD)
Posizione attualmente ricoperta:	Senior Policy Analyst
Luogo e data di nascita:	Milano, 15-01-1978
Nazionalità:	Italiana
Residenza:	Parigi, Francia
Telefono:	0033-676993004
E-mail:	francesca.borgonovi@oecd.org
Area scientifica di appartenenza	Education Policy, Public Policy, Social Policy
ATTIVITÀ PROPOSTE	
Titolo dell'insegnamento che si intende affidare:	
Programma dettagliato delle attività didattiche previste	Issues in the analysis and interpretation of large-scale international assessments. The course will identify methodological and analytical considerations that can support the development of policy oriented research based on international large-scale assessments. The key focus of the course will be a critical view on the cross-country comparability of indicators as well as the identification of frameworks to analyse disparities in learning outcomes, with a particular focus on gender, socio-economic and migration.
Corso di Laurea o di Dottorato	Dottorato in Economia, statistica e sostenibilità

FRANCESCA BORGONOVİ

Early Childhood and Schools Division
Education Directorate
Organization for Economic Co-operation and Development
2, rue André Pascal F-75775
Paris Cedex 16
E-mail: Francesca.Borgonovi@oecd.org

EXPERIENCE:

2016-Present SENIOR POLICY ANALYST

Migration and Gender

Early Childhood and Schools Division, Directorate for Education and Skills, Organisation for Economic Co-operation and Development (OECD), Paris.

2016 ECONOMIST/POLICY ANALYST

Programme for International Assessment of Adult Competencies (PIAAC).

Skills Beyond Schools Division, Directorate for Education and Skills, Organisation for Economic Co-operation and Development (OECD), Paris.

2015 EDUCATION COUNSELLOR

Directorate for Education and Skills. Organisation for Economic Co-operation and Development (OECD), Paris.

2009-2015 ECONOMIST/POLICY ANALYST

Programme for International Student Assessment (PISA).

Early Childhood and Schools Division, Directorate for Education and Skills. Organisation for Economic Co-operation and Development (OECD), Paris.

2012-2013 ADJUNCT PROFESSOR

School of international affairs (SIPA) Sciences Po, Paris.

2009-2012 VISITING RESEARCH FELLOW

The London School of Economics and Political Science, London, United Kingdom.

2008-2009 ECONOMIST/POLICY ANALYST

Centre for Educational Research and Innovation (CERI). Education Directorate, Organisation for Economic Co-operation and Development, Paris.

2005-2009 RESEARCH FELLOW

Centre for the Analysis of Social Exclusion (CASE), Department of Social Policy.

The London School of Economics and Political Science, London, United Kingdom.

2005-2006 LECTURER

MPA in Public and Economic Policy. The London School of Economics. London, United Kingdom.

2005 VISITING SCHOLAR

Goldman School of Public Policy, The University of California, Berkeley, United States.

2003-2004 TEACHING ASSISTANT

Department of Social Policy, The London School of Economics.

2001-2004 RESEARCH ASSISTANT

Centre for Civil Society and Department of Social Policy.

The London School of Economics, London, UK.

Forthcoming

BORGONOVİ, F., & POKROPEK, A. Seeing is believing: the relationship between task familiarity and mathematics self-efficacy. *Journal of Educational Psychology*.

MADDOX, B., BAYLIS, A.P., FLEMING, P., ENGELHARDT, P.E., EDWARDS, S.G., & BORGONOVİ, F. Observing response processes with eye tracking in international large-scale assessments: evidence from the OECD PIAAC assessment. *European Journal of Psychology of Education*

2018

POKROPEK, A., BORGONOVİ, F. & JAKUBOWSKI, M. What's in a name? Evidence on the importance of classroom dynamics from a natural experiment. *PlosOne*.

2017

HAN, S.W., BORGONOVİ, F., & GUERRIERO, S. High school students who want to be teachers: The role of teacher pay, working conditions and societal evaluation in a comparative perspective. *American Educational Research Journal*

KAKARMATH, S., SUBRAMANIAN, S.V., DENIS, V., BORGONOVİ, F. & ENCINAS-MARTIN, M. General Literacy Proficiency & Health. An Analysis of the PIAAC Survey. *International Journal of Public Health*

POKROPEK, A., MCCORMICK, C., & BORGONOVİ, F. On the cross-country comparability of indicators of socio-economic resources in PISA. *Applied Measurement in Education*.

MONTT, G., & BORGONOVİ, F. Combining achievement and well-being in the search for education policy models. *Social Indicators Research*

BORGONOVİ, F., & POKROPEK A. (2017) Mind that gap: The mediating role of intelligence and individuals' socio-economic status in explaining disparities in external political efficacy in 28 countries. *Intelligence*

HERTS, J., FOLEY, A. GUERRIERO, S., BORGONOVİ, F., LEVINE, S.C. & BEILLOCK, S. (2017) Mathematics anxiety and STEM success. *Current Directions in Psychological Science* 26(1): 52-58.

2016

BORGONOVİ, F., & BIECEK, P. (2016) An international comparison of students' ability to endure fatigue and maintain motivation during a low-stakes test. *Learning and Individual Differences* 49:128-137.

BORGONOVİ F. (2016) Video gaming and gender differences in digital and printed reading performance among 15-year-olds students in 26 countries. *Journal of Adolescence* 48:45-61.

BORGONOVİ, F., & POKROPEK, A. (2016) Education and self-reported health: Evidence from 23 countries on the role of years of schooling, cognitive skills and social capital. *PlosOne*.

2015

POKROPEK, A., BORGONOVİ, F., & JAKUBOWSKI M. (2015) Socio-economic disparities in academic achievement: A comparative analysis of mechanisms and pathways. *Learning and Individual Differences* 42:10-18.

2012

BORGONOVİ, F. & JAKUBOWSKI M. (2012) Quel enseignement peut-on tirer du PISA: l'exemple des écarts de performances entre les sexes. *Recherches en Education* 14 : 10-34.

BORGONOVİ, F. (2012) The relationship between education and levels of trust and tolerance in Europe. *British Journal of Sociology* 63(1):146-167.

2018 How can we make sure that schools respond to every child? Making schools more equitable: Teaching disadvantaged students. Chapter 1 Teaching for the Future: Effective Classroom Practices to Transform Education. Paris, OECD Publishing.

2018 How can we effectively use technology in the classroom? Gamifying teaching: What works. Chapter 4 Teaching for the Future: Effective Classroom Practices to Transform Education. Paris, OECD Publishing.

2017 Where girls still lag behind in education. Chapter 6 Closing the Gender Gap: an Uphill Battle. Paris, OECD Publishing.

2017 The under-representation of women in STEM fields. Chapter 7 Closing the Gender Gap: an Uphill Battle. Paris, OECD Publishing.

2017 Boys fall behind at school, but catch up shortly thereafter. Chapter 8 Closing the Gender Gap: an Uphill Battle. Paris, OECD Publishing.

2017 Boys and men are under-represented in health studies and among teachers. Chapter 9 Closing the Gender Gap: an Uphill Battle. Paris, OECD Publishing.

* 2015 Immigrant Students at School - Easing the Journey Towards Integration. Paris, OECD Publishing.

* 2015 The ABC of Gender Equality in Education: Aptitude, Behaviour, Confidence, PISA, OECD Publishing

2014 Strong Performers and Successful Reformers in Education. Lessons for Korea. PISA, OECD Publishing.

* 2013 PISA 2012 Initial Report: Volume III. Ready to Learn. Students' Engagement, Drive and Self-Beliefs. PISA, OECD Publishing

2012 Untapped Skills: Realising the Potential of Immigrant Students. PISA, OECD Publishing.

* 2012 Grade Expectations: How Marks and Education Policies Shape Student Ambitions. PISA, OECD Publishing.

* 2012 Let's Read Them a Story: The Parent Factor in Education. PISA, OECD Publishing

2012 Strong Performers and Successful Reformers in Education. Volume II. Lessons for Japan. PISA, OECD Publishing.

2011 Against the Odds: Disadvantaged Students who Succeed in School. PISA, OECD Publishing

2011 Quality time for students: learning in and outside of school. PISA, OECD Publishing

* 2010 PISA 2009 Results: Learning to Learn. PISA 2009 Initial Report. PISA, OECD Publishing.

2010 Improving health and social cohesion through education. OECD Publishing.

2010 Social capital, human capital and health. What is the evidence? OECD and IRDES.

BOOK CHAPTERS:

2018 BORGONOV, F., PIACENTINI, M., & SCHLEICHER, A. Improving the education and social integration of immigrant Students. In (Eds. SUÁREZ-OROZCO, M. & SANCHEZ SORONOD, M.) University of California Press.

2016 BERLIG, J., BORGONOV, F. & ALMONTE, D. Psycho-social Skills in Large-scale Assessments: Trends, Challenges, and Policy Implications. In (Eds. ANASTASIYA, A., LIPNEVICH, F.P. Lipnevich, & ROBERTZ, R.D.) *Psychosocial skills and school systems in the twenty-first century: theory, research, and applications*.

2009 BURCHARDT, T. & BORGONOV, F. Social Capital. in McLean, I. and McMillan, A. (eds) *Concise Dictionary of Politics*, 3rd edition, Oxford: Oxford University Press.

8. Migrants' acculturation processes: a double comparative design (*with Artur Pokropek*).
9. The evolution of socio-economic disparities in literacy skills from age 15 to age 27 in 20 countries.
10. Gender inequality and gender differences in problem solving (*with Samuel Greiff*).

BOOK REVIEWS:

2008 Peter Frumkin Strategic Giving. The Arts and Science of Philanthropy. Chicago: University of Chicago Press. 2006. *Journal of Social Policy* 37(2): 323-325.

POLICY BRIEFS:

1. How do the performance and well-being of students with an immigrant background compare across countries? PISA In Focus #82 2018/03 (March). OECD Publishing.
2. Do socio-economic disparities in skills grow between the teenage years and young adulthood? Adult Skills in Focus #5 2017/03 (March). OECD Publishing.
3. What is the relationship between education, literacy and self-reported health? Adult Skills in Focus #4 2016/09 (September). OECD Publishing.
4. Who wants to become a teacher? PISA In Focus #58, 2015/12 (December). OECD Publishing.
5. Helping immigrant students to succeed at school – and beyond. OECD Publishing.
6. How confident are students in their ability to solve mathematics problems? PISA In Focus #56, 2015/10 (October). OECD Publishing.
7. Do teacher-student relations affect students' well-being at school? PISA In Focus #50, 2015/4 (April). OECD Publishing.
8. What lies behind gender inequality in education? PISA In Focus #49, 2015/3 (February). OECD Publishing.
9. Are grouping and selecting students for different schools related to students' motivation to learn? PISA In Focus #39, 2014/05 (May). OECD Publishing.
10. Do students have the drive to succeed? PISA In Focus #37, 2014/03 (March). OECD Publishing.
11. Do parents' occupations have an impact on student performance? PISA In Focus #36, 2014/02 (February). OECD Publishing.
12. Who are the school truants? PISA In Focus #35, 2014/01 (January). OECD Publishing.
13. Could learning strategies reduce the performance gap between advantaged and disadvantaged students? PISA In Focus #30, 2013/07 (July). OECD Publishing.
14. What makes urban schools different? PISA In Focus #28, 2013/05 (May). OECD Publishing.
15. Do today's 15-year-olds feel environmentally responsible? PISA In Focus #21, 2012/10 (October). OECD Publishing.
16. How green are today's 15-year-olds? PISA In Focus #15, 2012/04 (April). OECD Publishing.
17. What kinds of careers do boys and girls expect for themselves? PISA In Focus #14, 2012/03 (March). OECD Publishing.
18. What can parents do to help their children succeed in school? PISA In Focus #10, 2011/10 (November). OECD Publishing.

- 2017** Vodafone Foundation "Student resilience" (*Co-Principal Investigator*) EUR 45,000
- 2016** European Commission "The resilience of immigrant students" (*Principal Investigator*) EUR 200,000
- 2016** OECD Education Policy Committee "Strength through Diversity: Integrating migrants and refugees through education and training systems" (*Principal Investigator*) EUR 400,000
- 2011** Award AIES-Farmafactoring Foundation "Best Paper in Health Economics 2011 by a young Italian researcher" awarded for A life-cycle approach to the analysis of the relationship between social capital and health in Britain", Social Science and Medicine
- 2008** British Academy Research grant "The role of non-profit fragmentation in explaining giving and volunteering efforts in the United States". (*Principal Investigator*)
- 2007-2008** STICERD Research grant: "A small-area analysis of community engagement in England and Wales". (*Principal Investigator*)
- 2005-2009** British Academy Postdoctoral Research Fellowship. (*Principal Investigator*)
- 2003-04** LSE Research Studentship.
- 2001-03** Doctoral Research Scholarship. Italian Ministry for University and Scientific Research.
- 2000** L. Bocconi University Prize for Best Overall Undergraduate Performance
- 1999** Leonardo Scholarship, DG XXII, European Commission.
- 1998** Tempus - Phare Scholarship, DG XXII, European Commission.

EDITORIAL SERVICE AND PEER REVIEW:

Economic and Social Research Council, IWT (Belgian Agency for Innovation by Science and Technology), National Science Foundation.

Ageing and Society, American Sociological Review, Applied Economics, The B.E. Journal of Economic Analysis & Policy, British Educational Research Journal British Journal of Sociology, Eastern Economic Journal, Economic Inquiry, European Journal of Operational Research, Cambridge University Press, Journal of Contemporary Religion, Journal of Social Policy, Journal of Cultural Economics, International Journal of Educational Development, International Migration Review, Large Scale Assessment in Education, Learning and Individual Differences, Public Administration Review, Scandinavian Journal of Educational Research, Social Forces, Social Science and Medicine, Social Science Research, Social Science Quarterly, Social Problems, Sociological Forum, Sociological Inquiry, Southern Economic Journal.

KEYNOTE PRESENTATIONS (SELECTED SINCE 2011):

Large Scale International Assessments

27 April 2011 Lisbon, Portugal. Strong Performers and Successful Reformers in Education, what can Portugal learn from PISA?

9 May 2012 Copenhagen, Denmark. DEA "Who is winning the Race for Competences?".

11 May 2012 Potsdam, Germany. Bundeselternrat "60 Jahre Bundeselternrat" The Parent Factor in Education, Findings of the PISA assessment.

18 December 2012 Warsaw, Poland. Grade expectations: how marks and education policies shape students' ambitions. Conference on Educational Aspirations

18 December 2012 Warsaw, Poland. The OECD Skills Strategy. European Agenda for Adult Learning.

22-23 May 2017 Arlington, United States. Reducing Achievement Gaps in Science, Technology, Engineering and Mathematics (STEM): Promising International Research, Policies and Practices.

25-26 May 2017 Tokyo, Japan. Better Science and Innovation through Gender, Diversity and Inclusive Engagement. Gender Forum.

29 August 2017 Bangkok, Thailand. Cracking the Code: Girls' Education in STEM. UNESCO.

16 November 2017 London, United Kingdom. An Inclusive Start. Annual Diversity Conference. Royal Society.

5 June 2018 Geneva, Switzerland. Gender Equality in Education. European Organization for Nuclear Research (CERN).

MEDIA EXPOSURE (SELECTED):

I have considerable media experience (Italian and English; print, radio and television). I regularly write editorials for Corriere della Sera (highest circulation newspaper in Italy) and take part in radio programmes discussing education issues.

In addition to my regular commitments, I give *ad hoc* interviews following the release of reports, policy briefs and articles. Listed below are radio and television stations, newspapers and magazines that have interviewed me in the past two years.

Interviews Radio and Television: Giornale Radio RAI, Radio DeeJay, Radio Vaticana, Radio Citta' Futura. TV Rai 1, TV Rai 2, TV La7, Rai Radio 1, Rai Radio 3, Rai News 24; BBC Radio 4, Voice of America; PBS News Hour, CBS, TG1 Rai, Al Jazeera, Radio Canada, Sky News, LBC, This Morning (TBS Seoul), UCB (United Christian Broadcasters, UK).

Print: Corriere della Sera; Repubblica, La Stampa, Il Sole 24 Ore, Avvenire, Il Giornale, Libero, Gente, Oggi, Radiocor, Ansa, Le Figaro El Pais, El Mundo, O Globo, Wired.it; The Daily Telegraph, The Guardian, Reuters, Daily Mail, The Economist, Irish Times, WSJ, Washington Post, Huffington Post, La Croix, Marie Claire Belgique.

LANGUAGES:

Italian (mother tongue), English (fluent), French (good oral, basic written), Spanish (basic).

Al Direttore del Dipartimento di
Studi aziendali e Quantitativi
S E D E

**Visiting Professor /Researcher
APPLICATION FORM**

PROPONENTE PRESSO IL DIPARTIMENTO DI STUDI AZIENDALI E QUANTITATIVI	
Docente Referente (Cognome e Nome)	Ferretti Marco
e-mail	marco.ferretti@uniparthenope.it

VISITING PROFESSOR	
Nome	Christopher
Cognome	Tucci
Titolo	Prof.
Università/Centro di provenienza	Scuola Politecnica Federale di Losanna (Svizzera)
Posizione attualmente ricoperta	Full Professor
Luogo e data di nascita	10/12/59
Nazionalità	Italo-Americano
Residenza	Losanna (Svizzera)
Telefono	+41 21.693.0023
E-mail	christopher.tucci@epfl.ch
Area scientifica di appartenenza	Management

ATTIVITÀ PROPOSTE	
Titolo dell'insegnamento che si intende affidare:	"Writing and Publishing"
Programma dettagliato delle attività didattiche previste	<ul style="list-style-type: none"> - Il processo decisionale dei journal - Il concetto di "Contribution" - Le ragioni di rigetto di un paper scientifico - Suggerimenti pratici per pubblicare
Corso di Laurea o di Dottorato	Dottorato in "Imprenditorialità e Innovazione"

CURRICULUM VITAE

CHRISTOPHER L. TUCCI

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<http://scholar.google.com/citations?user=RFzKNrYAAAAJ> (8500+ citations)

Twitter: @cltucci

Date of birth: 10 December 1959. Residence: Lausanne, Switzerland

ACADEMIC APPOINTMENTS

(10/03 - **Ecole Polytechnique Fédérale de Lausanne (EPFL)**, Switzerland
Full Professor of Management of Technology (07/06 – present)
Chair in Corporate Strategy & Innovation (10/03 – present)

Dean, College of Management of Technology (09/2013 – 01/2018)

- Strategy of College
- Recruiting and faculty promotions
- Budgeting and fundraising
- Built design studio classroom
- Increased size and selectivity of executive and Master's programs
- Developed Minor program for engineers and scientists
- Managed and wrote successful self-study report and accreditation reports

Director of Institute for Management of Technology & Entrepreneurship (4/09 – 9/11)

- Research budgets
- Recruiting and faculty promotions
- Fundraising

Interim Dean (01/08 - 08/08)

Directeur de Section (Head of Teaching for Area — 01/04 - 03/09)

- Curriculum development
- Hiring of part-time faculty
- Teaching loads and evaluations
- Launched Master's and Minor program

Director of the Doctoral Program (01/04 - 12/07)

- Curriculum development
- Hiring of part-time faculty
- Launched PhD program

"The influence of industry downturns on the propensity of product vs. process innovation." (With L. Berchicci & C. Zazzara.) *Industrial & Corporate Change*, Vol. 23, No. 2, 2014, pp. 429–465.

"Protecting growth options in dynamic markets: The role of strategic disclosure in integrated intellectual property strategies." (With T. Peters & J. Thiel.) *California Management Review*, Vol. 55, No. 4, Summer 2013, pp. 121–142.

"Innovation and learning performance implications of free revealing and knowledge brokering in competing communities: Insights from the Netflix Prize Challenge." (With A. Villarroel & J. Taylor.) *Computational & Mathematical Organization Theory*, Vol. 19, No. 1, March, 2013, pp. 42–77. **Citations: 24.**

"Crowdsourcing as a solution to distant search." (With A. Afuah.) *Academy of Management Review*, Vol. 37, No. 3, July, 2012, pp. 355-375. **Winner, Best Paper of 2012 in Academy of Management Review. Citations: 681.**

"A conceptual framework of the impact of NPD project team and leader empowerment on communication and performance: An alliance case context." (With Y. Badir & B. Buechel.) *International Journal of Project Management*, Vol. 30, No. 8, November, 2012, pp. 914–926. **Citations: 32.**

"Understanding customer value and waste in product development: Evidence from Switzerland and Spain." (With M. Flores, L. Torredemer, A. Cabello, M. Agrawal, & K. Flores.) *Proceedings of the 2012 18th International Conference on Engineering, Technology and Innovation*, B. Katzy, T. Holzmann, K. Sailer, & K. D. Thoben (Eds.). New York: IEEE, January, 2012, pp. 1–10.

"Does the apple always fall close to the tree? The geographical proximity choice of spinouts." (With L. Berchicci & A. King.) *Strategic Entrepreneurship Journal*, Vol. 5, 2011, pp. 120-136. **Citations: 30.**

"Unpacking the effects of corporate venture capital investor ties on the reduction of price discounting among IPO firms." (With A. Ginsberg & I. Hasan.) *Entrepreneurship Research Journal*, Vol.1, No. 2, 2011, article 6.

"The innovation-economic growth nexus: Global evidence." (With I. Hasan.) *Research Policy*, Vol. 39, 2010, pp. 1264–1276. **Citations: 143.**

"The influence of corporate venture capital investment on the likelihood of attracting a prestigious underwriter: An empirical investigation." (With A. Ginsberg & I. Hasan.) *Advances in Financial Economics*, Vol. 14, 2011, pp. 165-201.

"There is more to market learning than gathering good information: The role of shared team values in radical product definition." (With L. Berchicci.) *Journal of Product Innovation Management*, Vol. 27, No. 7, 2010, pp. 972-990. **Citations: 42.**

"The performance impact of intra-firm organizational design on an alliance's NPD projects." (With Y. Badir & B. Buechel.) *Research Policy*, Vol. 38, No. 8, October, 2009, pp. 1350-1364. **Citations: 28.**

"Neo-Rawlsian fringes: A new approach to market segmentation and product

"Can creative destruction be destroyed? Military IR&D and destruction along the value-added chain." (With A. Kaufman and M. Brumer.) *Research Policy*, Vol. 32, No. 9, October, 2003, pp. 1537-1554 (lead article).

"Incumbent entry into new market niches: The role of experience and managerial choice in the creation of dynamic capabilities." (With A. King.) *Management Science*, Vol. 48, No. 2, February, 2002, pp. 171-186 (lead article). **Citations: 632.**

"Responding to technology-created market niches: Do industry-specialized assets facilitate or hamper entry?" (With A. King.) *Best Paper Proceedings* of the Academy of Management Annual Meeting, 2000, pp. TIM D1-D6. **Winner of Best Paper Award in the Technology and Innovation Management Division** of the Academy of Management Annual Meeting, Toronto, Ontario, August, 2000.

"Can old disk drive companies learn new tricks?" (With A. King.) *Proceedings of the Product Development Management Conference*, Cambridge, England, July, 1999. **Nominated for inclusion in best paper proceedings.**

"A process model of technology collaboration," *Proceedings of the Product Development Management Conference*, Como, Italy, May, 1998, pp. 1045-1062.

"Social comparisons and cooperative R&D ventures: The double-edged sword of communication." (With M. Lojo.) *Journal of Engineering and Technology Management*, Vol. 11, December, 1994, pp. 187-202 (lead article).

"A simulator of the manufacturing of induction motors." (With J. Lang, R. Tabors, & J. Kirtley.) *IEEE Transactions on Industry Applications*, Vol. 30, No. 3, May/June 1994, pp. 578-584.

BOOKS

Creating and Capturing Value through Crowdsourcing. (Edited with A. Afuah & G. Viscusi.) Oxford: Oxford University Press, 2018.

Lean Product Development Best Practices (With M. Flores, M. Golob, D. Maklin, & K. Flores.) Lugano: Lean Analytics Association, 2017.

Internet Business Models and Strategies. (With A. Afuah.) New York: Irwin / McGraw-Hill, 2001. Second edition, August, 2002. Adopted within the first year of publication by 155 universities in 20 countries worldwide and translated into Chinese, Korean, Italian, Russian, and Polish; adopted by over 200 universities total. **Citations: 2689.**

Nurturing Science-Based Ventures. (With R. Seifert & B. Leleux.) London: Springer, 2008.

MISCELLANEOUS PUBLICATIONS

Journal articles:

"When do firms undertake open, collaborative activities?" (With H. Chesbrough, F. Piller, & J. West) *Industrial & Corporate Change*, 25 (2), 2016, pp. 283–288.

"Electronic government: investment in communities, firms, technologies and infrastructure." (With D. Poulin.) *Electronic Commerce Research*, 15 (3), 2015, pp. 301-302.

"Value Capture and Crowdsourcing." (With A. Afuah.) *Academy of Management Review*, 28 (3), 2013, pp. 457–460. Citations: 56.

"Corporate Entrepreneurship: State-of-the-Art Research and a Future Research Agenda." (With A. Corbett, J. Covin, & G. O'Connor.) *Journal of Product Innovation Management*, 30 (5), 2013, pp. 812–820. Citations: 96.

"Technology, innovation and knowledge: An Asian perspective': Introduction." (With A. Giroud.) *Asian Business Management*, 11 (1), 2012, pp. 5-7.

"Why Europe will never have accountability in research." *Foresight Europe*, No. 2, October 2005 – March 2006, pp. 26-29.

"Catering to the 'fringe:' a new approach to product development and market segmentation." (With A. Giloni & S. Seshadri.) *US Industry Today*, 5 (1), 2002, pp. 24-25.

"Creative destroyer." *Stern Business*, Fall/Winter, 2001, pp. 24-29.

"Condamné à l'innovation." *Futur(e)s*, No. 6, May, 2001, p. 53.

"Internet business models that work." *Stern Business*, Fall/Winter, 2000, pp. 16-17.

"What exactly is a business model, anyway?" *MBA Bullet Point*, September 19, 2000, p. 3.

Book review:

"Corning and the Craft of Innovation." *Business History Review*, Vol. 75, No. 4, 2001, pp. 862-865.

Edited teaching volumes:

Foundations of Entrepreneurship. (Edited with F. Alvarez.) 2000. New York: McGraw-Hill Primis.

Foundations of Entrepreneurship, 2nd Edition. (Edited with F. Alvarez and M. Gittelman.) 2001. New York: McGraw-Hill Primis.

Foundations of Entrepreneurship, 3rd Edition. (Edited with F. Alvarez.) 2003. New

- Entry timing, preemption, and timeliness. (With L. Berchicci and A. King.)
- Exploring the performance effects of Internetworking. (With P. Brews and A. Malhotra). 2003.
- Information technology and organizational alignment. (With A. Afuah & P. Brews.) 2011.
- Integrating into Internet market-making: e-tailing vs. going it alone. (With S. Seshadri.) 2003.
- Measuring the depth and breadth of the Internet's creative destruction across industries. (With A. Afuah and F. Alvarez.) Working paper, 2001.
- Music on the go: Catching the next growth opportunity for the music recording industry. (With G. Patel.) Working paper, 2004.
- Strategic disclosure and intellectual property protection. (With T. Peters and V. van de Vrande.)
- Technology strategy and regulatory uncertainty. (With B. Bastian & M. Bogers.) Working paper, 2012.
- The dual role of information sharing in alliance processes. 1999.
- The role of technological and sociopolitical win-sets on creative destruction from technological change: The case of MP3 and the entertainment industry. (With N. Duckett.) Working paper, 2002.
- Timing of a new product release: Switching option and project divestiture effects. (With K. Kashima.) Working paper, 2016.
- Value streams. (With L. Massa.)
- Why are some individuals less indispensable than others? A study on the consequences of emotional commitment and participation in user communities. (With T. Langenberg.) 2008.
- Withholding proprietary information from alliance partners: An empirical exploration. 2005.

PUBLISHED CASES SUPERVISED

- "Airbus Defence and Space." In M. Flores, et al., *Lean Product Development Best Practices*. Lugano: Lean Analytics Association, 2017, pp. 93-124.
- "Boo.com (A) and (B)." In D. Cyr & A. Persaud, *e-Business Innovation*. New York: Prentice Hall, 2002, pp. 211-222.
- "Broadcast.com." In A. Afuah & C. Tucci, *Internet Business Models and Strategies*. New York: McGraw-Hill, 2003, pp. 251-258.

"Pratt & Whitney." In M. Flores, et al., *Lean Product Development Best Practices*. Lugano: Lean Analytics Association, 2017, pp. 255-284.

"Priceline.com" In D. Cyr & A. Persaud, *e-Business Innovation*. New York: Prentice Hall, 2002, pp. 199-210.

"Red Hat Software and Linux operating system: Where do you want to go tomorrow?" In A. Afuah & C. Tucci, *Internet Business Models and Strategies*. New York: McGraw-Hill, 2001, pp. 235-244.

"Reflect.com: Burn the ships." In D. Cyr & A. Persaud, *e-Business Innovation*. New York: Prentice Hall, 2002, pp. 69-82. Also in A. Afuah & C. Tucci, *Internet Business Models and Strategies*. New York: McGraw-Hill, 2003, pp. 271-284.

"Sentron at the Crossroads (A)." In R. Seifert, B. Leleux, & C. Tucci, *Nurturing Science-Based Ventures*. London: Springer, 2008, pp. 539-552.

"Sentron at the Crossroads (B)." In R. Seifert, B. Leleux, & C. Tucci, *Nurturing Science-Based Ventures*. London: Springer, 2008, pp. 553-555.

"Shoot the flashing lights: Williams Electronics and the development of Pinball 2000." *Stern Journal*, No. 4, Spring 2001, 71-76.

"Siemens Building Technologies." In M. Flores, et al., *Lean Product Development Best Practices*. Lugano: Lean Analytics Association, 2017, pp. 285-306.

"Sony Playstation 2: Trojan Horse in the living room?" In M. Dollinger, *Entrepreneurship*, 3rd Edition. Upper Saddle River, N.J.: Prentice Hall, 2003, pp. 499-510.

"Stamps.com: Bringing electronic postage online." In M. Dollinger, *Entrepreneurship*, 3rd Edition. Upper Saddle River, N.J.: Prentice Hall, 2003, pp. 406-419.

"Sun Microsystems: Jumping for Java." In A. Afuah & C. Tucci, *Internet Business Models and Strategies*. New York: McGraw-Hill, 2003, pp. 392-403.

"Technology Strategy at Dartfish." In R. Seifert, B. Leleux, & C. Tucci, *Nurturing Science-Based Ventures*. London: Springer, 2008, pp. 431-441.

"Telefónica." In M. Flores, et al., *Lean Product Development Best Practices*. Lugano: Lean Analytics Association, 2017, pp. 307-344.

"Tellme Networks: Dialtone 2.0?" In M. Dollinger, *Entrepreneurship*, 3rd Edition. Upper Saddle River, N.J.: Prentice Hall, 2003, pp. 394-405.

"TiVo: Television the way you like it." *Stern Journal*, No. 4, Spring 2001, 61-70. Also in M. Dollinger, *Entrepreneurship*, 3rd Edition. Upper Saddle River, N.J.: Prentice Hall, 2003, pp. 465-477.

"Webhouse Club, Inc." In D. Cyr & A. Persaud, *e-Business Innovation*. New York: Prentice Hall, 2002, pp. 32-44.

BC, August 10, 2015.

“Managers as Designers: Stimulating Open Innovation and Business Model Innovation.” Presented at the Academy of Management Annual Meeting, Vancouver, BC, August 9, 2015.

“Open innovation, corporate venture capital, and internal R&D.” Presented (With H. Chesbrough) at the World Open Innovation Congress, Napa, CA, December 04, 2014.

“The Role of Deep Hierarchies in Innovation.” Presented at the Strategic Management Society Annual Meeting, Madrid, September 22, 2014.

“A multilevel perspective on technological discontinuities: Staudenmayer et al meets Afuah & Bahram meets Abernathy & Clark.” Presented (panelist) at the Academy of Management Annual Meeting, Philadelphia, PA, August 5, 2014.

“New conversations on business models: BMI & Business Ecosystems.” Presented (panelist) at the Academy of Management Annual Meeting, Philadelphia, PA, August 5, 2014.

“Innovation and the modern firm: How firms benefit from the contributions of communities.” Presented (discussant) at the Academy of Management Annual Meeting, Philadelphia, PA, August 5, 2014.

“Market Entry.” Presented (discussant) at the Strategic Management Society Meeting, Tel Aviv, Israel, March 11, 2014.

“Web2.0, Crowdsourcing, and Electronic Government Innovation.” Presented at the Networking & Electronic Commerce Conference, Riva del Garda, Italy, October 18, 2013.

“Business model innovation in platform markets.” Presented (panelist) at the Academy of Management Annual Meeting, Orlando, Florida, August 10, 2013.

“Architectural Strategy and Design Evolution in Business Ecosystems: Opportunities and Challenges.” Presented (organizer) at the Academy of Management Annual Meeting, Orlando, Florida, August 10, 2013.

“Intellectual Property Management and Innovation Appropriability: Towards a New Research Agenda.” Presented (participant) at the Academy of Management Annual Meeting, Orlando, Florida, August 10, 2013.

“Driving Innovation Ecosystems: Research Opportunities and Empirical Challenges.” Presented at the Strategic Management Society Special Conference, Geneva, Switzerland, March 21, 2013.

“Reconsidering the Front End of Innovation.” Symposium presented at the Academy of Management Annual Meeting, Boston, MA, August 3, 2012.

“The Role of Hierarchy in Innovation Idea Flow.” Presented at the Strategic Management Society Special Conference, Singapore, June 8, 2012.

“The market for corporate control protection and the inventive productivity of

Copenhagen, Denmark, June 19, 2008.

"Is Timeliness Next to Godliness? The Strategic Determinants of Tardy Entry." Academy of Management Annual Meeting, Philadelphia, PA, August 6, 2007.

"Trading off Market Feedback and Ideological Commitment in Radical Product Definition." Academy of Management Annual Meeting, Philadelphia, PA, August 6, 2007.

"Open Source Corporate Strategy: Reaching Outside the Firm's Boundaries to Tap upon Global Talent." Academy of Management Annual Meeting, Philadelphia, PA, August 6, 2007.

"High-Tech Innovation: Gaps Between Theory and Practice." Academy of Management Annual Meeting, Philadelphia, PA, August 5, 2007.

"No Place Like Home? High-Tech Agglomeration Processes." Presented at Schumpeter Society Conference, Nice, France, June 21, 2006. Presented at Strategic Management Society Annual Conference, Vienna, Austria, October 30, 2006.

"Internet and Communications Technology and the Transformation of Industry." Presented at Networking and Electronic Commerce Research Conference, Riva del Garda, Italy, October 19, 2006.

"Corporate Governance, Shareholder Rights, and the Innovative Output of Firms." Academy of Management Annual Meeting, Atlanta, GA, August 15, 2006.

"Information Technology & Organizational Alignment: Exploring the Impact of IT on Firm Performance." Academy of Management Annual Meeting, Atlanta, GA, August 15, 2006.

"R&D networks: The value of technology collaborations and alliances." IFTM Conference, Istanbul, Turkey, September 23, 2005.

"Financial issues in strategic management." Academy of Management Annual Meeting, Honolulu, HI, August 8, 2005.

"The prematurely forecasted death of incumbents when faced with new markets." Presented in the Conversations on Corporate Strategy session, Academy of Management Annual Meeting, Honolulu, HI, August 6, 2005.

"The Impact of Venture Investment by Corporations and Banks: Do Young Firms Really Benefit?" Presented at the Strategic Management Society Annual Meeting, San Juan, Puerto Rico, November, 2004.

"Strategic and Financial Performance Implications of Corporate Investment in New Ventures." Academy of Management Annual Meeting, Seattle, August, 2003.

"Venture capital investments in electronic markets and the 'Calcutta Auction.'" Presented at INFORMS, San Jose, November, 2002.

"Building Internet Generation Companies: Dispatch from the front lines of the Old Economy." Presented at the Strategic Management Society Annual Meeting, Paris,

"A process model of technology collaboration." Presented at the Product Development Management Conference, Como, Italy, May, 1998.

"Effects of interpartner market, technical, and social overlap on technology collaboration performance." Presented at the Strategic Management Society Conference, Barcelona, Oct., 1997.

"European technology alliances." Presented at the INFORMS Annual Meeting, San Diego, May, 1997.

"Firm compatibility and performance of strategic technology alliances." Presented at the Strategic Management Society Conference, Mexico City, Oct., 1995.

"Competition, spillovers, and international collaboration." Presented at the Strategic Management Society Conference, Chicago, Sept., 1993.

"European software technology collaboration." Presented at the ORSA / TIMS Joint Annual Meeting, Phoenix, Oct., 1993.

"Theories of cooperation between monopolists and entrants." Presented at the ORSA/TIMS Joint Annual Meeting, San Francisco, November, 1992.

"Simulating the manufacturing of induction motors." Presented at the IEEE Industry Applications Society Annual Meeting, Dearborn, Michigan, October, 1991.

Invited presentations:

"Patents and platforms." Discussant. Searle Center Sixth Annual Roundtable on Standard Setting Organizations and Patents, Northwestern University, Chicago, IL, May 17, 2018.

"Strategic disclosure, corporate patenting and integrated intellectual property strategies." European Patent Office seminar, Scuola Superiore St. Anna, Pisa, Italy, May 07, 2018.

"Management of innovation." Keynote. Maxon Motors Innovation Lab Inauguration, Lausanne, Switzerland, May 04, 2018.

"Innovation and digital transformation." CEMEX Lighthouse Webinar, May 02, 2018.

"La technologie, unique clé d'une stratégie d'innovation?" Société suisse de Management de Projets (SMP) Innovation Rendez-vous, Lausanne, Switzerland, April 26, 2018.

"Ces entreprises qui ont bouleversés l'économie." Rendez-vous de Gstaad, Switzerland, March 07, 2018.

"Can we end the endless debate about business models and strategy?" Keynote. Israel Strategy Conference, Technion, Haifa, Israel, December 19, 2017.

“The Art of the Possible: Increasing value of nascent technologies using Strategic Disclosure.” Presented at KU-Leuven, November 12, 2015.

“Information systems and business model challenges in the era of future digital enterprises.” Keynote speech at the 9th Mediterranean Conference on Information Systems, Samos, Greece, October 04, 2015.

“Protecting growth options in dynamic markets: The role of strategic disclosure in integrated intellectual property strategies.” Presented at the Intellectual Property Workshop, LUISS, Rome, Italy, December 10, 2013. Presented (With T. Peters) at the EPO Roving Workshop on IP Management, Bocconi University, Milano, May 5, 2015.

“Crowdsourcing, Innovation, and Appropriability.” Presented at the IP Management Challenges in Open Innovation Environments Workshop, University of Strasbourg, March 23, 2015.

“Business Model Research: The State of Knowledge.” Presented at the 1st International Workshop on Business Models, Shenzhen, China, June 22, 2013. Presented at LUISS University, Italy July 18, 2014. Presented at the University of Messina, Italy, October 21, 2014. Presented at the Politecnico di Milano, Italy, December 22, 2014.

“Exploring product & business model innovation: Innovating towards a new future.” Presented at the OMV Science Talk, Wirtschaftsuniversität Wien, Austria, July 3, 2014.

“‘Creative Destruction’ and strategic agility: Lessons from four sectors.” Presented at the Strategic Agility Workshop, Herzliya, Israel, June 25, 2014.

“Crowdsourcing: Understanding the context of digital transformation.” Presented (discussant) at the CCC Doctoral Colloquium, Boston University, April 5, 2014.

“Pre-entry resources, strategic positioning choices and introduction of dominant designs: Evidence from the hard disk drive industry.” Presented at Stanford University, February 18, 2014.

“Business Model Design and Innovation in Entrepreneurial Firms.” Presented at the 1st International Workshop on Business Models, Shenzhen, China, June 22, 2013.

“Swiss identity and ‘secrets’ of global success of innovative Swiss enterprises.” Presented at the Korean Academy of Strong Medium Enterprises, Seoul, South Korea, May 21, 2013.

“Hierarchy & innovation.” Presented at London Business School, October 23, 2012. Presented at Bocconi University, Milano, Italy, April 23, 2013.

“The Impact of Governance (Regulatory) Uncertainty on Innovation Outcomes.” Presented at Warwick Business School, Coventry, UK, March 6, 2013. Presented at University of Bologna, Italy, March 7, 2013. Presented at the University of Catania, Italy, April 4, 2013.

"Information technology and business strategy: Exploring the impact of IT on firm performance. Presented at the Digital Business Strategy Colloquium, Temple University, Philadelphia, PA, April 09, 2011. Presented at Université Laval, Québec, PQ, April 04, 2011.

"TIES (Management of Technological Innovation) at MIT Sloan: A personal reflection." Presented at the MIT TIES 50th Anniversary & CCC Doctoral Colloquium, Cambridge, MA, April 01, 2011

"Using Web 2.0 for Firm Innovation." Keynote speech at der Wissenschaftlichen Kommission für Technologie, Innovation und Entrepreneurship (TIE) Annual Meeting, Kiel, Germany, November 5, 2010.

"Innovation in collaborative ecosystems." Panel discussion at the Strategic Management Society Annual Meeting, Rome, September 12, 2010.

"Comments on 'Learning, Experience and Knowledge.'" Plenary discussant at the DRUID Conference, London, June 17, 2010.

"Corporate Crowdsourcing: Motivating Collective Innovation in Emerging Markets." Keynote speech for the Madras Management Association, Chennai, India, April 5, 2010. Presented at the Open & User Innovation Workshop, MIT, Cambridge, MA, August 4, 2010.

"Moving corporate entrepreneurship forward: What I (think I (may have)) learned from 15–50 non-publication events and ϵ publications." Presented at RPI Corporate Entrepreneurship Workshop, Troy, NY, June 5, 2010.

"Opportunities Taken and Lost." Discussant, RPI Corporate Entrepreneurship Workshop, Troy, NY, June 4, 2010.

"Corporate Crowdsourcing: Motivating Collective Innovation." Keynote speech for the Eli Lilly Medical Education Europe Team Meeting, May 5, 2010.

"Corporate venture capital and startup recipient performance." Presented at the Rotterdam School of Management ERIM Seminar, Erasmus University, Netherlands, January 13, 2010.

"L'innovazione aziendale ai tempi del Web 2.0." Keynote speech (in Italian) at the Finmeccanica Innovation Award Ceremony, Rome, Italy, December 15, 2009.

"Open Source Corporate Strategy: Motivating e-Collective Work." Presented at the DRUID / SCANCOR Workshop on Open & User Innovation, Stanford University, March 28, 2008. Presented at the National University of Singapore, DETM Seminar, May 4, 2009. Keynote speech for the EAMSA conference, Lausanne, Switzerland, October 22, 2009.

"Open Source Corporate Strategy: Motivating e-Collective Innovation." Presented at the Organizing International Innovation Workshop, Università di Chieti, Italy, June 13, 2008. Presented at the INSEAD-Lally Workshop on Technology, Innovation, and Global Business, Fontainebleau, France, November 17, 2008. Presented (in French) at Université St. Joseph, Beyruth, Lebanon, October 17, 2009.

"The Endorsement Effects of Corporate Venture Capital in the Creation of Public Companies." Presented at the Saïd Business School, Oxford University, Oxford, England, March 1, 2006. Presented at the Lally-Darden-Humboldt Retreat, October 6, 2006.

"Venture Capital Investing and the Calcutta Auction." Presented at West Coast Technology Entrepreneurship Conference, University of Washington, September 8, 2006.

"Internet and Communications Technology and the Transformation of Industry." Presented at ITU/London Business School Conference on Digital Transformation, Geneva, Switzerland, June 2, 2006.

"The Managerial Thesis Revised." Presented at Judge Business School (with Allen Kaufman), Cambridge, England, May 26, 2006.

"The Endorsement Effects of Corporate Venture Capital in the Creation of Public Companies." Presented at the Saïd Business School, Oxford University, Oxford, England, March 1, 2006.

"Neo-Rawlsian fringes: market segmentation and new product development." Presented at the New Product Development Conference on Bridging Operations and Marketing, Universidade Católica Portuguesa, Lisboa, Portugal, December 18-19th 2005.

"Unpacking Corporate Venture Capital Investment Endogeneity." Presented (with Michael Ensley) at the International Tor Vergata Conference on Money, Banking, and Finance, December 6, 2005.

"Corporate Venture Capital and the Post-IPO Performance of Start-up Firms." Presented at the ERIM Invitational Conference 2005, Rotterdam, Netherlands, 7-9 November, 2005.

"R&D Networks." Presented at the International Forum on Technology Management, Istanbul, Turkey, September 23, 2005.

"Interfirm modularity and product development: The key to survival." Presented at the Software Engineering Today Conference, Zurich, Switzerland, May 10-11, 2005.

"Comments on 'Is the Federal Reserve an Exchange Rate Targeter.'" Presented at the Third Florence Colloquium on the Dollar and the Quest for a New International Monetary Coordination, Fondazione Cesifin Alberto Predieri, Florence, April 23rd 2005.

"Entrepreneurship," Discussant at the CCC Doctoral Colloquium, Berkeley, CA, 16-17 April, 2005.

"Exploring the structural effects of internetworking." Presented at University of Oxford Saïd Business School, February, 2003.

"Incumbent entry into new market niches: The role of experience and managerial choice in the creation of dynamic capabilities." Presented at École Polytechnique Fédérale de Lausanne / University of Lausanne (Switzerland), February, 2003.

Thesis committee: Michael A. Cusumano (chair), Donald R. Lessard,
Edward B. Roberts

Master of Science, Technology and Policy, 1992

9/94 - 9/95 **Harvard University**, Center for Science and International Affairs, Cambridge, Mass.
Pre-doctoral fellowship in residence in Science, Technology, and Public Policy

9/78 – 8/83 **Stanford University**, Stanford, Calif.
Master of Science, Computer Science, 1984
Bachelor of Arts, Music, 1983
Bachelor of Science, Mathematical Sciences, 1982

AWARDS, HONORS, and GRANTS

- SCALINGS grant, Horizon 2020, about \$400K, 2018-2021.
- AEGIS Big Data grant, Horizon 2020, about \$400K, 2017-2019.
- EIT Food Innovation, SPOC on IP Management, Summer School on Innovation, about \$35K, 2018.
- Best Teacher Award, EPFL Management of Technology & Entrepreneurship *Section*, 2010/2011, 2011/2012, 2012/2013, 2014/2015.
- Raised money for research from major corporations, about \$4M.
- Best Paper of 2012, *Academy of Management Review*.
- Swiss National Fund Sinergia grant (about \$1.4M), "Business Model Dynamics." Primary applicant for four-university consortium.
- Italian Ministry of Education, Messaggeri della Conoscenza, about \$55K, 2013.
- Swiss National Fund grant about \$250K (with Anu Wadhwa), 2013–2014.
- Intellectual Property Benchmarking Grant, about \$60K, raised from private companies, 2012-2015.
- Nano-Tera grant about \$300K, "Community Knowledge Development," 2010.
- European Union FP7 grant (about \$1.2M), "Lean Product & Process Development" (LeanPPD), 2008.
- Best Paper of 2005, *Journal of Product Innovation Management*.
- Citation for Excellence Award from Emerald Group Publishing (top 50 articles out of 20,000 covered by the Emerald Management Database), 2006.
- Swiss National Fund grant about \$300K (with Dominique Foray and Georg von Krogh), 2005
- MBA Professor of the Year, nomination, NYU Stern School of Business, Spring, 2000; Spring 2001
- Best Paper Award, TIM Division, Academy of Management, August, 2000
- Entrepreneurship Professor of the Year, NYU Stern School of Business, 2000
- State of New Hampshire, Governor's Technology Partnership, research grant, 1998–1999
- Harvard University, Center for Science and International Affairs, John F. Kennedy School of Government, Research Fellowship, 1994–1995.
- Ansaldo Ricerca Grant, 1993–1995
- Italian Trade Commission Travel Grant, 1993
- Anthony Pappas Scholarship, 1992
- MIT Award for Excellence and Leadership in Technology and Policy, 1991

Business Policy and Strategy
Competitive Advantage from Operations, both graduate and undergraduate
Operations Strategy

(one of the most highly-rated teachers in the Stern School and holder of highest rating for every class taught)

Massachusetts Institute of Technology, Cambridge, Massachusetts

Fall 95 **Instructor, Sloan School of Management, MIT**

Strategic Management

NON-ACADEMIC EMPLOYMENT

Ford Aerospace Corporation (now Loral Space Systems), Palo Alto, Calif.
4/87 – 8/89 *Senior Software Engineer.* Performed research in artificial intelligence.
8/83 – 4/85 *Software Engineer.* Performed research in computer communications and Internet protocols.

PROFESSIONAL ACTIVITIES

Professional Society Leadership

Board of Governors, Academy of Management, elected 2013 to serve 2013-2016. Chair: Small Conference Committee, Internationalization Committee. Member: Journals Committee, Trademarks Committee.

Chair, Strategy & Entrepreneurship Interest Group, Strategic Management Society, Interest Group Leadership Track 2010-2013.

Division Chair, Technology & Innovation Management Division, Academy of Management, Program Chair, 2005, Division leadership track, 2003-2008, leading to Division Chair in 2006-2007.

Executive Committee Member, Technology & Innovation Management Division, Academy of Management, 2000-2002.

Editorial work

Associate Editor, *Academy of Management Discoveries*, 2017+

Guest Editor, *Journal of Management Studies*, Special Issue on "market entry" 2016-2018

Guest Editor, *Industrial & Corporate Change*, Special Issue on "open innovation" 2015-2016

Guest Editor, *Electronic Commerce Research*, Special Issue on "e-government" 2015

Department Editor, *IEEE Transactions on Engineering Management*, Innovation Management Department, 2009-2014

Guest Editor, *Journal of Product Innovation Management*, Special Issue on "Corporate entrepreneurship"

Guest Editor, *Asian Business Management*, Special Issue on "Technology, innovation and knowledge: An Asian perspective"

Associate Editor, *Electronic Commerce Research*

Editorial Board member, *European Management Review*

Editorial Board member, *Organization Science*, 2011-2017

May 2018

DISSERTATIONS SUPERVISED*Supervisor*

- Bettina Bastian** “Technological innovation strategies in natural resource-based industries” (Placement: University of Berne [post-doc])
- Alan Cabello** “Human-Centered innovation processes: The case of design thinking in nascent and large firms” (Placement: ETHZ [post-doc])
- Amin Dehdarian** “Three Essays on Methodologies for Dynamic Modeling of Emerging Socio-technical Systems: The Case of Smart Grid Development” (Placement: ETHZ [post-doc])
- Thomas Langenberg** “Information exchange in user communities: A study of individual-level determinants and firm-level effects in the US snow sports industry” (Placement: McKinsey)
- Giovanni Liotta** “Signaling and self-regulation in venture capital: Evidence from investments in the Clean Technology Sector” (Placement: EPFL [post-doc])
- Vincent Nassar** “Creative Learning Innovation Cycle” (Placement: HES-SO [asst. professor])
- Joana Pereira** “Three essays on collective forms of organizing for production and innovation” (Placement: University of Leeds [asst. professor])
- Tilo Peters** “Art of the Possible: Intellectual property strategy and the implications of strategic disclosure” (Placement: EPFL [post-doc])
- Andrei Villarroel** “Open Source Corporate Strategy: Unveiling the firm’s open sources of competitive advantage” (Placement: MIT [post-doc])
- Andreas Von Vangerow** “Building capabilities for service innovation: A multi-level perspective on strategies and evolution” (Placement: McKinsey)
- Olivier Waeber** “Diving into the dynamics of product evolution: Analyzing technological discontinuities during the era of incremental change and cognitive convergence on a dominant design.” (Placement: Zühlke)
- Yang Yang** “e-Innovation and financial services.” (Placement: AIPKU)
- Cristiano Zazzara** “The link between innovation and finance: Evidence from survey data” (Placement: RiskMetrics)

Committee

- Yuosre Badir** (Management of Technology, EPFL) “The role of the network lead company in integrating new product development processes across strategic partners.”
- Luca Berchicci** (Design, TU-Delft) “An econometric analysis of the short-term and long-term effects of quality on consumer perceptions of quality”
- Annalisa Castelli** (Finance, Università di Roma Tor Vergata) “Essays on Corporate Finance and Intermediation”
- Jonas Kahlert** (Innovation Management, St Gallen) “A stakeholder-theoretic view on seizing new business opportunities in the context of digital ecosystems: The examples of future mobility, strategic decisions, and distributed ledger technology”
- Alexander Osterwalder** (Information Technology, UNIL) “An ontology for e-business models”
- Debanjan Mitra** (Marketing, NYU) “An econometric analysis of the short-term and long-term effects of quality on consumer perceptions of quality”
- Christopher Mann** (Finance, NYU) “Three essays on corporate finance”
- Willow Sheremata** (Management, NYU) “Centrifugal and centripetal forces in radical new product development under time pressure”
- Olli Vuola** (Management, UNIL) “Innovation and new business through mutually beneficial collaboration and proactive procurement”

Al Direttore del Dipartimento di
Studi aziendali e Quantitativi
S E D E

**Visiting Professor /Researcher
APPLICATION FORM**

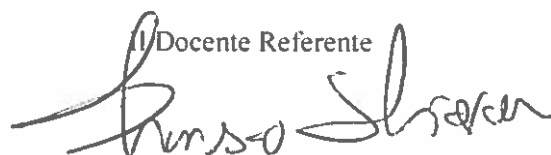
PROPONENTE PRESSO IL DIPARTIMENTO DI STUDI AZIENDALI E QUANTITATIVI	
Docente Referente (Cognome e Nome)	Schiavone Francesco
e-mail:	francesco.schiavone@uniparthenope.it

VISITING PROFESSOR	
Nome:	Michael
Cognome:	Haenlein
Titolo:	Prof.
Università/Centro di provenienza:	ESCP Europe
Posizione attualmente ricoperta:	Full Professor
Luogo e data di nascita:	18/07/74
Nazionalità:	Tedesca
Residenza:	79, Avenue de la République, Parigi (Francia)
Telefono:	+33 - 1 49 23 26 02
E-mail:	haenlein@escpeurope.eu
Area scientifica di appartenenza	Marketing
ATTIVITÀ PROPOSTE	
Titolo dell'insegnamento che si intende affidare:	"Writing and Publishing"
Programma dettagliato delle attività didattiche previste	<ul style="list-style-type: none"> - Il processo decisionale dei journal - Il concetto di "Contribution" - Le ragioni di rigetto di un paper scientifico - Suggestimenti pratici per pubblicare
Corso di Laurea o di Dottorato	Dottorato in "Imprenditorialità e Innovazione"

Ore di lezione, crediti, SSD e lingua di docenza,	n. ore: 8 CFU SSD SECS/P-08, Lingua: Inglese
Calcolo contributo (N. ore * € 100,00)	Contributo € ottocento (in lettere)
Programma di ricerca (eventuale)	Intelligenza artificiale e CRM nel campo sanitario
Composizione del gruppo di lavoro/ricerca (eventuale)	Prof. F. Schiavone Prof. M. Simoni Prof. L. Dezi Dott. D. Leone
Periodo di permanenza del Visiting Professor	(dal mese di giugno 2018 al mese di dicembre 2018) Date 27/10/2018 al 30/10/2018 Totale durata: totale n. 4 giorni
Preventivo spese di vitto/alloggio, viaggio del Visiting Professor *Vedi Appendice 2 al Regolamento di Ateneo D.R. n. 304 del 06/06/2012	Totale spese di vitto e alloggio: € 2000 (MAX) Spese di viaggio: rimborso biglietto aereo/treno a seguito di presentazione di originale biglietto e carta di imbarco
Breve descrizione delle motivazioni che hanno portato all'individuazione del candidato	<ol style="list-style-type: none"> 1. Possibilità di ricevere informazioni utili relative al processo di pubblicazione e di peer-review su riviste di fascia A Anvur direttamente da uno dei Senior Editor del "Journal of Marketing". 2. Disponibilità del candidato ad avviare un percorso di ricerca comune con i docenti d'Ateneo suindicati.

Allegati: curriculum accademico del Visiting, dal quale evincere la qualificazione scientifica dello studioso proposto, le competenze professionali, le pubblicazioni e ogni altra informazione che assicuri una rappresentazione compiuta del profilo didattico e scientifico dello studioso;

Napoli, 31-05-18

Docente Referente


MICHAEL HAENLEIN

Department of Marketing
ESCP Europe
79, Avenue de la République
75011 Paris
France

+33 – 1 49 23 26 02 (office)
+33 – 6 71 92 59 69 (cell)

haenlein@escpeurope.eu

University Positions

ESCP Europe, Department of Marketing
Full Professor, Since 2013
Associate Professor, 2008-2013
Assistant Professor, 2005-2008

Scientific Co-Director ESCP Europe Big Data Research Center, Since 2016
Associate Dean ESCP Europe Executive PhD Program, Since 2017

Visiting Positions

Kozminski University, Warsaw, Poland, Since 2016
University of Naples Parthenope, Naples, Italy, Spring 2017
Interdisciplinary Center Herzliya, Arison School of Business, Herzliya, Israel, Fall 2017

Education

HDR, Pantheon-Sorbonne University, France, 2013
Ph.D., Otto Beisheim School of Management, Germany, 2004
M.Sc., Otto Beisheim School of Management, Germany, 1999

Research Interests

Customer Relationship Management (CRM)
Social CRM and Word-of-Mouth (WoM)
Social media

Teaching areas

Customer Value Management
Customer Relationship Management
Marketing Research
Pricing Strategy and Tactics

Haenlein, Michael and Barak Libai (2017), "Seeding, Referral and Recommendation: Creating Profitable Word-of-Mouth Programs," *California Management Review*, 59 (2), 68 – 91

Malthouse, Edward C., Michael Haenlein, Bernd Skiera, Egbert Wege, and Michael Zhang (2013), "Managing Customer Relationships in the Social Media Era: Introducing the Social CRM House," *Journal of Interactive Marketing*, 27 (4), 270 - 80

Haenlein, Michael (2013), "Social interactions in customer churn decisions: The impact of relationship directionality", *International Journal of Research in Marketing*, 30 (3), 236 - 248

Haenlein, Michael and Barak Libai (2013), "Targeting Revenue Leaders for a New Product", *Journal of Marketing*, 77 (3), 65 - 80

Haenlein, Michael and Andreas M. Kaplan (2012), "The impact of unprofitable customer abandonment on current customers' exit, voice, and loyalty intentions: An empirical analysis," *Journal of Services Marketing*, 26 (6), 458 - 470

Haenlein, Michael (2011), "A social network analysis of customer-level revenue distribution," *Marketing Letters*, 22 (1), 15 - 29

Haenlein, Michael and Andreas M. Kaplan (2011), "Evaluating the consequences of abandoning unprofitable customers: A comparison of direct and indirect abandonment strategies," *Zeitschrift fuer Betriebswirtschaft*, 81 (2), 77 - 94

Haenlein, Michael and Andreas M. Kaplan (2010), "An empirical analysis of attitudinal and behavioral reactions toward the abandonment of unprofitable customer relationships," *Journal of Relationship Marketing*, 9 (4), 200 - 28

Haenlein, Michael and Andreas M. Kaplan (2009), "Unprofitable customers and their management," *Business Horizons*, 52 (1), 89 - 97 ([Link](#))

Haenlein, Michael and Andreas M. Kaplan (2008), "Des clients à deux vitesses," *Décisions Marketing*, 51 (Juillet-Septembre), 77 - 81

Haenlein, Michael, Andreas M. Kaplan, and Anemone J. Beeser (2007), "A model to determine customer lifetime value in a retail banking context," *European Management Journal*, 25 (3), 221 - 34

Haenlein, Michael, Andreas M. Kaplan, and Detlef Schoder (2006), "Valuing the real option of abandoning unprofitable customers when calculating customer lifetime value," *Journal of Marketing*, 70 (3), 5 - 20

Kaplan, Andreas M. and Michael Haenlein (2009), "Consumer use and business potential of virtual worlds: The case of Second Life," *The International Journal on Media Management*, 11 (3/4), 93 - 101

Kaplan, Andreas M. and Michael Haenlein (2009), "The fairyland of Second Life: About virtual social worlds and how to use them," *Business Horizons*, 52 (6), 563 - 72

Haenlein, Michael and Andreas M. Kaplan (2009), "Flagship brand stores within virtual worlds: The impact of virtual store exposure on real life attitude toward the brand and purchase intent," *Recherche et Applications en Marketing*, 24 (3), 57 - 79

Other Publications

Kaplan, Andreas M. and Michael Haenlein (2009), "The increasing importance of public marketing: Explanations, applications and limits of marketing within public administration," *European Management Journal*, 27 (3), 197 - 212

Kaplan, Andreas M. and Michael Haenlein (2009), "Rapprochement entre le marketing et l'administration publique: Vers une compréhension globale du potentiel du marketing public," *Revue Francaise du Marketing*, 224 (4/5), 49 - 66

Kaplan, Andreas M., Detlef Schoder, and Michael Haenlein (2007), "Factors influencing the adoption of mass customization: The impact of base category consumption frequency and need satisfaction," *Journal of Product Innovation Management*, 24 (2), 101 - 116

Kaplan, Andreas M. and Michael Haenlein (2006), "Toward a parsimonious definition of traditional and electronic mass customization," *Journal of Product Innovation Management*, 23 (2), 168 - 182

Schoder, Detlef and Michael Haenlein (2004), "The relative importance of different trust constructs for sellers in the online world," *Electronic Markets*, 14 (1), 48 - 57

Maria Luisa Manfellotti

Da: Francesco Schiavone <franz.schiavone@gmail.com>
Inviato: giovedì 24 maggio 2018 12:03
A: Maria Luisa Manfellotti
Cc: Michael Haenlein; Marco Ferretti; Marcello Martinez; Stefano Colacino
Oggetto: Proposta di invito del prof. Michael Heinein in qualità di "Visiting Professor" Per Seminari al Corso di Dottorato

Gentilissima,

Con la presente vorrei proporre la candidatura del Prof. M. Haenlein (ESCP Europe Business School, Parigi) come visiting professor presso il nostro Dipartimento. Il Professore ha dato disponibilità ad effettuare 8 ore di lezione nell'ambito del nostro corso di Dottorato in "Imprenditorialità ed Innovazione" (modulo "Writing and Publishing", coordinato dal Prof. Ferretti).

A seguire il link alla pagina istituzionale del collega:
http://www.escpeurope.eu/nc/faculty-research/the-escp-europe-faculty/professor/-/biography/?tx_bookdb_pi1%5Bens_uid%5D=483

Resto a disposizione per qualsiasi richiesta di informazione.

Cordiali saluti
Francesco Schiavone

Francesco Schiavone, Ph.D.

Associate Professor in Innovation Management
University of Naples "Parthenope"
Department of Management Studies and Quantitative Methods
Tel. 0039 081 547 4120
Palazzo Pacanowski (Room 417)
Via Generale Parisi, 13
80132 Napoli

franz.schiavone@gmail.com

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