

ELENCO PUBBLICAZIONI

1. Cillo V., Rialti R., Bertoldi B. (2019). "Knowledge management and open innovation in agri-food crowdfunding", *British Food Journal*, Emerald, 121 (2), 242-258, ISSN: 0007-070X, DOI: 10.1108/BFJ-07-2018-0472 (**FASCIA A ANVUR; Impact Factor: 1.717**)
2. Sánchez-Polo M.T., Cegarra Navarro J.G., Cillo V., Wensley A. (2019). "Overcoming knowledge barriers to healthcare through continuous learning", *Journal of Knowledge management*, Emerald, 23(3), 508-526, ISSN: 1367-3270, DOI: 10.1108/JKM-10-2018-0636 (**FASCIA A ANVUR; Impact Factor: 4.604**)
3. Scuotto, V., Orlando, B., Cillo, V., Nicotra, M., Di Gioia, L., Farina Briamonte, M. (2019). "Uncovering the micro-foundations of knowledge sharing in open innovation partnerships: An intention-based perspective of technology transfer", *Technological Forecasting and Social Change*, Elsevier, 152, DOI:10.1016/j.techfore.2019.119906 (**FASCIA A ANVUR; Impact Factor: 3.815**)
4. Scuotto, V., Garcia-Perez, A., Cillo, V., Giacosa, E. (2019). "Do stakeholder capabilities promote sustainable business innovation in small and medium-sized enterprises? Evidence from Italy", *Journal of Business Research*, Elsevier, *In press* (**FASCIA A ANVUR; Impact Factor: 4.028**)
5. Caputo F., Cillo V., Ypeng L., Bresciani S. (2019). "Innovating through Big Data. The role of Soft Skills and Artificial Intelligence in increasing firm performance", *Management Decision*, ISSN: 0025-1747, DOI: 10.1108/MD-07-2018-0833 (**FASCIA A ANVUR; Impact Factor: 1.963**)
6. Caputo F., Scuotto V., Carayannis E., Cillo V. (2018). "Intertwining the Internet of Things and Consumers' Behaviour Science: Future Promises for Businesses", *Technological Forecasting and Social Change*, Elsevier, 136, 277-284, ISSN: 0040-1625 DOI: 10.1016/j.techfore.2018.03.019 (**FASCIA A ANVUR; Impact Factor: 3.815**)
7. Caputo, F., Garcia-Perez, A., Cillo, V., Giacosa, E. (2019). "A Knowledge-based view of People and Technology: Directions for a value co-creation based learning organisation", *Journal of Knowledge management*, Emerald, ISSN: 1367-3270, DOI:10.1108/JKM-10-2018-0645 (**FASCIA A ANVUR; Impact Factor: 4.604**)
8. Cillo, V., Messeni Petruzzelli, A., Ardito, L., Del Giudice, M. (2019). "Understanding sustainable Innovation: A systematic Literature Review", *Corporate Social Responsibility and Environmental Management*, Wiley, Vol. 6, No. 5, 1012-1025, ISSN: 1535-3966, DOI: 10.1002/csr.1783 (**FASCIA A ANVUR; Impact Factor: 4.918**)
9. Cillo, V., Gavinelli, L., Ceruti, F., Perano, M. and Solima, L. (2019), "A sensory perspective in the Italian beer market", *British Food Journal*, Emerald, Vol. 121 No. 9, 2036-2051, ISSN: 0007-070X, DOI: 10.1108/BFJ-12-2018-0818 (**FASCIA A ANVUR; Impact Factor: 1.717**)
10. Cillo V., Fiano, F. (2019). *KNOWLEDGE RECURRENCE. Il ruolo di routine e script per la gestione delle imprese Knowledge intensive*, Eurilink University Press, Roma, ISBN: 978 88 85622 51 7 (**Collana accreditata Aidea**)
11. Cepeda G., Cegarra J.G., Cillo V. (2019). "Tips to use Partial Least Squares Structural Equation Modelling (PLS-SEM)", *Journal of Knowledge management*, Emerald, 23 (1), 67-89, ISSN: 1367-3270, DOI: 10.1108/JKM-05-2018-0322 (**FASCIA A ANVUR; Impact Factor: 4.604**)
12. Usai A., Cillo V., Mueller J. (2018). *CREATING SHARED VALUE. Strategic management of CSR in integrated management perspectives*, ROSSI SMITH, Oxford, ISBN 978-0-473-43513-4

Pubblicazioni.

- 1) Thesis for PhD course in Ingegneria Economico Gestionale: **“New Service Development in Knowledge Intensive Business Services: Dynamic Links between Knowledge Base, Performance and Innovation”**. Thesis is deposited to *Universita' degli studi di Padova*. Thesis is written in English; prohibited for any citation or publication for copyright reasons.
- 2) **“New Service Development in Knowledge-Intensive Business Services. Literature analysis”**. Published in proceedings of 12th International Conference on Intellectual Capital, Knowledge Management & Organizational Learning – ICICKM 2015, Bangkok, Thailand. The Institute for Knowledge and Innovation Southeast Asia (IKITSEA) of Bangkok University 5-6 November 2015. Published by Academic Conferences and Publishing International Limited Reading, UK 44-118-972-4148 www.academicpublishing.org E-Book ISBN:978-1-910810-74-3 E-Book ISSN:2048-9811 Book version ISBN:978-1-910810-73-6 Book Version ISSN:2048-9803 edited by Ribière, V. and Worasinchai, L., pp.391-400 Article is written in English.
- 3) **“New Service Development in KIBS Companies: Insights from a Case Study Analysis”**. Published in proceedings of 11th International Forum on Knowledge Asset Dynamics, Dresden, Dresden University of Technology Germany 15-17 June 2016. ISBN 978-88-96687-09-3 ISSN 2280-787X www.ifkad.org edited by Spender, JC, Schiuma, G., Noennig, J.R., pp.1222-1239 Article is written in English.
- 4) **“Ideas Creation for New Service Development in KIBS Companies”**. Published in proceedings of 17th European Conference on Knowledge Management, Ulster University, Belfast, UK 1-2 September 2016. Published by Academic Conferences and Publishing International Limited Reading, UK 44-118-972-4148 www.academicpublishing.org Print version ISSN: 2048-8963 Print version ISBN: 978-1-911218-02-9 E-Book ISSN: 2048-8971 E-Book ISBN: 978-1-911218-03-6 edited by Moffett, S. and Galbraith, B., pp.503-512 Article is written in English.
- 5) **“New Service Development in KIBS Companies: Dynamic Links between Knowledge Base and Innovation”**. Published in proceedings of - International Forum on Knowledge Asset Dynamics 12th edition Knowledge Management in the 21st Century: Resilience, Creativity and Co-creation 7-9 June 2017, St. Petersburg, Russia. ISBN 978-88-96687-10-9 ISSN 2280-787X www.ifkad.org edited by Spender, JC, Schiuma, G., Gavrilova, T., pp.1986-1999 Article is written in English.

The Conference Proceedings is a book published with an ISBN and ISSN. The proceedings have been submitted to a number of accreditation, citation

and indexing bodies including Thomson ISI Web of Science and Elsevier Scopus.

- 6) *"New Service Development in KIBS Companies: Dynamic Links between Knowledge Base and Performance"* has been successfully submitted online and is presently being given full consideration for publication in the **Journal of Product Innovation Management**. Article is written in English; prohibited for any citation or publication for copyright reasons.

ELENCO TITOLI E PUBBLICAZIONI PRESENTATI– LUIGI PIPER

- **Tesi di Dottorato di Ricerca in Scienze Economiche e Matematico Statistiche**
Dipartimento di Scienze dell'Economia, Università del Salento, Lecce

ARTICLES PUBLISHED IN NATIONAL AND INTERNATIONAL JOURNALS

- [1] "Measuring internalized versus externalized luxury consumption motivations and consumers' segmentation", (authors: Guido G., Amatulli C., Peluso A.M., De Matteis C., Piper L., Pino G.), (2020), *Italian Journal of Marketing*, 1, pp. 1-23.
- [2] "Identity processes in marketing: Relationship between image and personality of tourist destination, destination self congruity, and behavioral responses", (authors: A. Di Vittorio, L.M. de Cosmo, N. Iaffaldano, L. Piper), (2019), *Mercati e Competitività*, 2, pp. 13-40.
- [3] "Exploring the Perceived Image of Energy Efficiency Measures in Residential Buildings: Evidence from Apulia, Italy", (authors: Rizzo C., Piper L., Prete M.I. Pino G., and Guido G.), (2018), *Journal of Cleaner Production*, 197(1), pp. 349-355.
- [4] "Le emozioni suscitate dall'inglese come lingua franca nella comunicazione dei prodotti di lusso. L'influenza del contesto culturale", (authors: Piper L., Prete M. I. and Capestro M.), (2017), *Lingue Linguaggi*, 20, pp. 125-150.
- [5] "Determinants of Southern Italian Households' Intention to Adopt Energy Efficiency Measures in Residential Buildings", (authors: Prete M. I., Piper L., Rizzo C., Pino G., Capestro M., Mileti A., Pichierri M., Amatulli C., Peluso A. M., and Guido G.), (2017), *Journal of Cleaner Production*, 153, pp. 83-91.
- [6] "Effects of Blue Lighting in Ambient and Mobile Settings on the Intention to Buy Hedonic Products," (authors: Guido, G., Piper, L., Prete, M. I., Mileti, A., and Trisolini, C. M.), (2017), *Psychology & Marketing*, 34(2), pp. 215-226.
Selected Media Coverage: [Psychology Today](#), [Quirk's](#).
- [7] "Distortions on the Perception of Monetary Values and Quantities", (authors: Guido G., Piper L., Prete M. I., and Mileti, A.), (2016), *Perceptual and Motor Skills*, 123(1), pp. 175-189.

NATIONAL AND INTERNATIONAL CONFERENCES

- [8] "Experiencing the place or enjoying the event? The mediated path between travel motivation and revisit intention and word-of-mouth", (authors: L. Petruzzellis, L. Piper, A. Rubino, M. Visentin), (2019), XVI SIM Conference "Marketing 4.0: Le sfide della multicanalità", Piacenza, 24-25 Ottobre 2019.
- [9] "Mobile Messaging Chatbots: Attitudes and Internet Privacy Concern as determinants of Behavioral Intent to Use", (authors: L. M. de Cosmo, L. Petruzzellis, L. Piper, A. Di Vittorio), (2019), XVI SIM Conference "Marketing 4.0: Le sfide della multicanalità", Piacenza, Italy, 24-25 Ottobre 2019.
- [10] "Cultural thematic routes and creation of value for the territory. proposal for a managerial model", (authors: Palmi P., Esposito, Prete M. I., L.Piper), *EURAM 2019 - Exploring the future of management*, 26-28 June, 2019, Lisboa, Portugal.
- [11] "Creating satisfying visitors' experience in cultural organizations" (authors: Prete M. I., Palmi P., Piper L. and Guido G), *13th IFKAD conference on the theme of "Societal Impact of Knowledge and Design"*, 4-6 July 2018, Delft, Netherlands.
- [12] "Political Disengagement and Political Hypocrisy: A Hidden Connection?" (authors: Prete M. I., Guido G., Harris P., and Piper L.), *Academy of Marketing Conference, The Magic of Marketing*, (Best paper in Track - Political Marketing), 7-9 July 2015, Limerick, Ireland.

Galatina, 28/05/2020

Firma

ELENCO PUBBLICAZIONI

Irene Sala

PUBBLICAZIONI

Sala, I. & Sobrero, M. (2020). Games of policy and practice: Multi-level dynamics and the role of universities in knowledge transfer processes. *The Journal of Technology Transfer*, 1-41. <https://doi.org/10.1007/s10961-020-09806-5> [Allegato]

Sala, I. & Boari, C. (2019). *Opening the black box of brokering: Exploring brokers' behaviors within the collective creativity process in a cross-sector partnership*, in: Proceedings, EURAM Conference, 2019, pp. 1 – 40. [Contributo in Atti di convegno].

Sala, I. (2020) *How do brokers broker? Brokering through a process perspective*, Alma Mater Studiorum Università di Bologna. Dottorato di ricerca in PhD in Management, 31 Ciclo. [Dissertation thesis]. [Allegato]

WORKING PAPER

Sala, I. & Boari, C. (2020). Brokering in social innovation: Influencing the collective generation of novel solutions, under review presso *The Academy of Management Journal*. [Allegato]

CURRICULUM VITAE
Valentina Cillo, Phd

INFORMAZIONI PERSONALI	
Nome	Valentina Cillo
ISTRUZIONE E FORMAZIONE ACCADEMICA	
• Date	11/09/2019
• Principali materie / abilità professionali	ECONOMIA E GESTIONE DELLE IMPRESE S.S.D. SECS-P/08
•	ABILITAZIONE SCIENTIFICA NAZIONALE PROFESSORE II FASCIA (2019- 2025)
• Date	01/12/2018 – 01/11/2019
• Nome e tipo di istituto di istruzione o formazione	Università Politecnica delle MARCHE, Dipartimento di Management
• Principali materie / abilità professionali oggetto dello studio	Progetto di ricerca su Innovation management
• Qualifica Conseguita	Assegnista di ricerca
• Date	01/07/2010 - 30/06/2011
• Nome e tipo di istituto di istruzione o formazione	Università degli Studi del SANNIO
• Principali	Progetto di ricerca su Innovazione e sviluppo dei

CURRICULUM VITAE
Valentina Cillo, Phd

materie / abilità professionali oggetto dello studio	sistemi di rendicontazione economica, finanziaria e sociale
• Qualifica Conseguita	Assegnista di ricerca
• Date	01/04/2014 - 06/09/2014
• Nome e tipo di istituto di istruzione o formazione	Università degli Studi di Roma "Tor Vergata"
• Principali materie / abilità professionali oggetto dello studio	Executive course in Project management e Europrogettazione
• Qualifica Conseguita	POST-GRADUATE COURSE
• Date	11/04/2012 - 12/06/2012
• Nome e tipo di istituto di istruzione o formazione	Luiss Business School
• Principali materie / abilità professionali oggetto dello studio	Executive course in FundRaising: una funzione strategica per le organizzazioni complesse
• Qualifica Conseguita	POST-GRADUATE COURSE
• Date	01/03/2009 - 29/02/2012

CURRICULUM VITAE
Valentina Cillo, Phd

<ul style="list-style-type: none"> Nome e tipo di istituto di istruzione o formazione 	Università degli Studi del SANNIO, Dip. Scienze economiche
<ul style="list-style-type: none"> Principali materie / abilità professionali oggetto dello studio 	Analisi dei sistemi economici e sociali: istituzioni, imprese e territorio
<ul style="list-style-type: none"> Qualifica Conseguita 	Doctor of philosophy - ph.d. (giudizio riportato: ottimo)
<ul style="list-style-type: none"> Date 	A.A. 2005/2006 – 2007/2008
<ul style="list-style-type: none"> Nome e tipo di istituto di istruzione o formazione 	Università degli Studi di Roma "La Sapienza", Facoltà di Scienze della Comunicazione
<ul style="list-style-type: none"> Principali materie / abilità professionali oggetto dello studio 	Laurea con lode in Comunicazione d'impresa. Tesi in Organizzazione aziendale: "Fenomenologia della responsabilità sociale. verso il cambiamento organizzativo"
<ul style="list-style-type: none"> Qualifica Conseguita 	Laurea magistrale/master degree

**CAPACITÀ E COMPETENZE
PROFESSIONALI, PERSONALI ED ORGANIZZATIVE**

A) ATTIVITÀ DI DOCENZA

Descrizione	Data da	Data al
Professore a contratto e Titolare dell'insegnamento "Economia e gestione"	20/11/2019	20/12/2020

CURRICULUM VITAE
Valentina Cillo, Phd

delle imprese" (SSD:SECS/P-08) presso Facoltà di Economia, Università Cattolica del Sacro Cuore (sede di Roma)		
Professore a contratto e Titolare dell'insegnamento "Economia e gestione delle imprese" (SSD:SECS/P-08) presso Facoltà di Informatica, Università degli studi di Torino	15/10/2019	10/12/2020
Professore a contratto e Titolare dell'insegnamento "Business Strategy II" (SSD:SECS/P-08) presso l'Università degli Studi di Roma Link Campus University	10/9/2019	10/12/2020
Docente in "Qualitative data collection method" nell'ambito del "Doctorate in Business Administration Degree-DBA" presso la Paris School of Business (Parigi)	12/09/2019	15/09/2019
Professore a contratto e Titolare dell'insegnamento "Marketing Comportamentale" (SSD:SECS/P-08) presso l'Università degli Studi di Roma Link Campus University	09/09/2018	09/12/2019
Professore a Contratto e Co-docente per l'insegnamento di "Management dell'Innovazione" (SSD:SECS/P-08) presso l'Università Mercatorum. (Titolare del Corso: Prof. Bernardo Mattarella)	18/09/2018	16/12/2019
Docente in "Project Cycle management" nell'ambito del corso "European Project Management for non-profit companies" organizzato dall'Università Politecnica delle Marche in collaborazione con Fondazione Cassa di Risparmio di Ascoli Piceno	20/07/2018	2/12/2018
Professore a Contratto per l'insegnamento di "Supply Chain Management" (SSD:SECS/P-08) presso l'Università degli Studi di Roma Link Campus University (Campus di Napoli)	14/09/2018	28/11/2018
Collaborazione alle attività di didattica nell'ambito del Corso di "International Business" (SSD: SECS/P-08) istituito presso la Facoltà di Scienze Politiche, Sociologia e Comunicazione dell'Università La Sapienza nell'ambito del Corso di Laurea in Organizzazione e Marketing per la	15/09/2017	21/09/2018

CURRICULUM VITAE
Valentina Cillo, Phd

Comunicazione d'Impresa (Titolare del Corso: Prof. Luca Dezi)		
Professore a Contratto e Co-docente per l'insegnamento di "Business to Business Marketing" (SSD: SECS/P-08) presso Luiss Business School (Titolare del Corso: Prof. Gian Luca Gregori)	01/09/2018	31/10/2018
Culture in Gestione Aziendale (SSD:SECS/P-08), presso Università degli Studi di Roma Link Campus University con funzioni di collaborazione scientifica con la cattedra del Prof. M. Del Giudice, Ordinario di Economia e Gestione delle Imprese.	14/02/2016	31/10/2017
Culture dell'insegnamento "Responsabilità sociale d'Impresa e gestione delle Performance" istituito presso la Facoltà di Scienze Politiche, Sociologia e Comunicazione, Sapienza Università di Roma (Titolare del Corso: Prof. Stefano Scarcella)	12/09/2014	18/08/2016
Co-Direttore dell' Executive Course in "Management of Organizational Wellbeing. Performance, Intrapreneurship and Management" promosso dalle Associazioni Activa Mentis e E2O (Entrepreneurial education Observatory) in collaborazione con Sapienza Università di Roma	7/09/2014	19/07/2015
Docente nel modulo "Entrepreneurial Education" nell'ambito del Master "Lavoro, Famiglia e Leadership Femminile" presso l'Ateneo Pontificio Regina Apostolorum	12/04/2013	19/07/2014
Responsabile del coordinamento didattico del Master internazionale di Primo livello "SPINnovation Management Entrepreneurship" presso il Dipartimento di Scienze della Formazione dell'Università Roma Tre	18/09/2012	28/03/2014
<ul style="list-style-type: none"> • ORGANIZZAZIONE O PARTECIPAZIONE COME RELATORE A CONVEGNI DI CARATTERE SCIENTIFICO IN ITALIA O ALL'ESTERO 		
Descrizione	Data da	Data al

CURRICULUM VITAE

Valentina Cillo, Phd

<i>Invited keynote speaker "INSIDE TOP TIER MANAGEMENT JOURNALS", Libera Università di Bolzano</i>	29/01/2020	30/01/2020
<i>Invited keynote speaker "Innovating through Digital Revolution. The Role of Soft Skills in Increasing Firm Performance", IX International Academic Conference "Foresight and Science, Technology and Innovation Policy" presso Higher School of Economics (HSE), Mosca</i>	19/11/2019	22/11/2019
<i>Invited keynote speaker "Meet the editor session", Beijing Normal University, Pechino (P.R.China)</i>	03/07/2019	4/07/2019
<i>Invited keynote speaker "Customer knowledge management and firm's scalability in the technology in technological firms", Zhejiang University of Technology, Hangzhou (P.R.China)</i>	29/06/2019	30/06/2019
<i>Invited keynote speaker "Meet the editor session" nell'ambito della conferenza 22nd International Conference on Enterprise Information Systems (ICEIS), Creta, Grecia</i>	03/05/2019	05/05/2019
<i>Invited keynote speaker "Meet the editor session" nell'ambito della conferenza "The 15th SGBED International Conference", Dubai</i>	9/12/2018	10/11/2018
<i>Invited Keynote Speaker e presentazione della relazione "Sustainable Innovation. Implications and future research", nell'ambito della conferenza IEEE International Conference on Technology Management, Operations and Decisions (IEEE ICTMOD 2018), Marrakech, Marocco.</i>	9/12/2018	10/11/2018
<i>Invited keynote speaker "Meet the editor session" nell'ambito della conferenza IEEE International Conference on Technology Management, Operations and Decisions (IEEE ICTMOD 2018), Marrakech, Marocco.</i>	9/11/2018	10/11/2018
<i>Invited keynote speaker e presentazione della relazione "Customer knowledge management" nell'ambito del Workshop "Knowledge Management, Organizational Capabilities and Skills" promosso dal Dipartimento di Management e Marketing</i>	11/11/2018	12/11/2018

CURRICULUM VITAE

Valentina Cillo, Phd

dell'Università di Siviglia, Spagna		
<i>Track chair</i> "knowledge management and intellectual capital", 11th INTERNATIONAL CONFERENCE EUROMED Academy of Business, University of Malta.	03/02/2018	05/02/2018
<i>Organizzatrice e Relatrice</i> alla Terza edizione del Nonprofit Leadership Forum "Digital Transformation e Non-profit", Italia	06/01/2017	07/04/2017
<i>Chair</i> comitato organizzatore workshop internazionale "knowledge management and knowledge management systems", Link Campus University (sede di Napoli), Relatori Prof. Detmar Straub, Fox School of Business, Temple University and Prof. Merrill Warkentin, Mississippi University	10/01/2017	11/05/2017
<i>Organizzatrice e Keynote speaker</i> - Heroes Euro-Mediterranean Co-innovation Festival, in collaborazione con Università Sant'Anna di Pisa, Università della Basilicata, Università Politecnica di Bari, Regione Basilicata, Microsoft, Coca-Cola, Fastweb, Ernst & Young, Tim, Amazon e Geox	15/01/2017	In corso
<i>Organizzatrice e Track Chair</i> "Digital Economy", al "10th Annual EuroMed Conference of EuroMed Academy of Business", Università La Sapienza di Roma, Italia	13/02/2017	15/09/2017
<i>Chair</i> Comitato Organizzatore Workshop Internazionale "Innovation, Technology And Knowledge Management: Worldwide Emerging Perspectives", Link Campus University (Sede Napoli), Relatori Prof. Elias G. Carayannis George Washington University, Prof. Dirk Meissner, University Of Moscow.	14/11/2016	23/01/2017
<i>Organizzatrice e Co-keynote Speaker</i> (Con Prof. Elias G. Carayannis, George Washington University) Think Tank Elevating Go-heroes Euro-mediterranean Co-innovation Festival "La startup vincente. Come farsi ascoltare dalle grandi imprese e dalle istituzioni"	21/06/2016	23/09/2016
<i>Relatore</i> 9th Euromed Conference "Innovation, Entrepreneurship And Digital Ecosystems", Euromed Academy Of Business,	14/09/2016	16/09/2016

CURRICULUM VITAE

Valentina Cillo, Phd

Warsaw, Poland		
<i>Organizzatrice e Relatrice</i> al Convegno "Sharing Economy and Digital Innovation for Energy and Agriculture. New tools for sustainable local development" promosso dal Ministero delle Politiche Agricole, Alimentari e Forestali" in collaborazione con European Committee of the Regions, Commissione europea, Italia	18/09/2015	04/12/2015
<i>Track Chair</i> su invito della sessione "The Horizon of the social innovation", nell'ambito della conferenza internazionale "MED7-Euro Mediterranean Dialogue on Public Management", ospitata dall' Università degli Studi di Roma "Tor Vergata", Italia	09/10/2014	10/10/2014
<i>Keynote Speaker su invito</i> nella sessione "Creación de valor compartido. The European model for social innovation and competitiveness" nell'ambito del Convegno "XXVII Congreso Nacional de Estudiantes de Economía. La economía desde a perspectiva de competitividad internacional" ospitato da Universidad Veracruzana, Messico	18/11/2014	22/11/2014
<i>Presentazione del Working Paper</i> "Facing 2020: the 9th traits of successful migrant entrepreneurs in the municipality of Rome" nell'ambito di VII Congreso Internacional De Psicología y Educación, Infad, Spagna	15/17/2014	17/10/2014
<i>Keynote speaker su invito</i> nella sessione "Innovation and competitiveness of European companies: the role of entrepreneurial education" nell'ambito dell'iniziativa DIGITAL LEADERS promossa dal Parlamento europeo in collaborazione con Microsoft, Belgio	16/06/2013	19/06/2013
<ul style="list-style-type: none"> DIREZIONE O PARTECIPAZIONE ALLE ATTIVITÀ DI UN GRUPPO DI RICERCA CARATTERIZZATO DA COLLABORAZIONI A LIVELLO NAZIONALE O INTERNAZIONALE 		
Descrizione	Data da	Data al
<i>Director</i> dell' Innovation Management Area	14/05/018	in corso

CURRICULUM VITAE
Valentina Cillo, Phd

per il Centro di Ricerca CERMES, Università degli Studi Link Campus University		
<i>Esperto Valutatore</i> dei progetti candidati al fondo di ricerca istituito presso Irish Research Council	11/04/2018	in corso
<i>Ricercatrice junior</i> presso T+, spin off universitario istituito presso l'Università degli Studi di Sassari, Italia. L'attività è focalizzata sulla realizzazione di studi e ricerche e attività di R&S sui seguenti temi: innovation management, knowledge management, technology management & transfer, university-industry relations, entrepreneurship, tourism destinations management	12/06/2017	05/05/2018
<i>Co-fondatrice e Presidente</i> dell'Osservatorio di Ricerca E2O- Entrepreneurship education Observatory, istituito presso il Dipartimento Scienze della formazione, Università degli Studi Roma Tre	13/04/2015	11/05/2017
<i>Membro del gruppo di ricerca</i> dal titolo "Social impact bond e finanza a impatto sociale" promosso dal Dipartimento di Comunicazione e ricerca sociale, Università La Sapienza di Roma, in collaborazione con CNEL (Consiglio Nazionale dell'Economia e del Lavoro)	16/1/2013	25/06/2013
<i>Membro del gruppo di ricerca</i> dal titolo "Multi-level governance e responsabilità sociale d'impresa" promosso dal Dipartimento di Comunicazione e ricerca sociale, Università La Sapienza di Roma, in collaborazione con Unioncamere	05/02/2013	25/07/2013
<ul style="list-style-type: none"> DIREZIONE O PARTECIPAZIONE A COMITATI EDITORIALI DI RIVISTE, COLLANE EDITORIALI, ENCICLOPEDIE E TRATTATI DI RICONOSCIUTO PRESTIGIO 		
Descrizione	Data da	Data al
Guest Editor <i>Corporate Social Responsibility and Environmental Management</i> (Wiley), ISSN:	12/1/2020	in corso

CURRICULUM VITAE
Valentina Cillo, Phd

1535-3966 (Fascia A Anvur; Impact Factor: 4.918)		
Guest Editor <i>Journal of Business Research</i> (Elsevier), ISSN: 0148-2963 (Fascia A Anvur; Impact Factor: 4.028)	18/02/2020	in corso
Associate Editor <i>Journal of Intellectual Capital</i> (JIC) (Emerald), ISSN: 1469-1930 (Fascia A Anvur; Impact Factor: 3.634)	05/03/2019	in corso
Social media editor <i>Journal of Knowledge Management</i> (JKM) (Emerald), ISSN: 1367-3270 (Fascia A Anvur; Impact Factor: 4.604)	25/04/2019	in corso
Editorial Board Member <i>European Journal International Management</i> (Inderscience), ISSN: 1751-6757 (Lista Anvur; Impact Factor: 0.905)	12/08/2018	in corso
Associate Editor <i>Journal of Global Good Governance, Ethics and Leadership</i> (Rossi Smith)	18/03/2017	in corso
Guest editor <i>Business Process Management Journal</i> (Emerald), ISSN: 1463-7154 (Fascia A Anvur; Impact factor: 1.88)	12/06/2018	in corso
Editorial Advisory Board (EAB) <i>Journal of Innovation and Entrepreneurship</i> (Springer), ISSN: 2192-5372 (Lista Anvur)	03/09/2017	in corso
Editorial Advisory Board (EAB) <i>International Journal of Learning and Intellectual Capital</i> (IJLIC) (Inderscience), ISSN: 1479-4853 (Lista Anvur)	25/02/2017	in corso
Ad hoc reviewer <i>Technological Forecasting and Social Change</i> (TFSC) (Elsevier), ISSN: 0040-1625 (Fascia A Anvur; Impact Factor: 3.815)	02/02/2017	in corso
Ad hoc reviewer <i>British Food Journal</i> (EMERALD), ISSN: 0007-070X (Fascia A Anvur; Impact factor: 1.717)	15/06/2017	in corso
Ad hoc reviewer <i>Journal Of Knowledge Management</i> (JKM), (EMERALD), ISSN: 1367-3270 (Fascia A Anvur; Impact Factor: 4.604)	02/02/2016	in corso
Ad hoc reviewer <i>Journal of Knowledge Economy</i> (JKE), (Springer); ISSN: 1868-7865;	06/06/2015	in corso

CURRICULUM VITAE
Valentina Cillo, Phd

(Lista Anvur; H5 Index: 24)		
Editorial Advisory Board (EAB) <i>Electronic Journal of Knowledge Management</i> (EJKM)	03/05/2014	12/07/2015

• RESPONSABILITÀ DI STUDI E RICERCHE SCIENTIFICHE AFFIDATI DA QUALIFICATE ISTITUZIONI PUBBLICHE O PRIVATE			
	Descrizione	Data da	Data al
	AREA DIRECTOR presso "Euromed Knowledge management and Innovation Research Center" con funzioni di coordinamento di studi e ricerche sulle tematiche di innovation management e knowledge management	22/05/2018	in corso
	COORDINATRICE del gruppo di ricerca dal titolo "Benessere organizzativo. Vantaggi economici e sociali per le imprese" presso il Dipartimento di Comunicazione e ricerca sociale, Università La Sapienza di Roma, in collaborazione con Microsoft, Ospedale San Camillo, Randstad, Gi Group, Technogym, Pirelli, Acea	17/06/2015	15/12/2016
	RESPONSABILE COORDINAMENTO OPERATIVO del progetto "I contratti di rete - i primi risultati di un'indagine empirica in Campania", Dipartimento di economia, Università della Campania Vanvitelli (Ente finanziatore: Cesvitec, CCIAA Napoli).	18/02/2014	18/02/2015
	RESPONSABILE AREA RENDICONTAZIONE "Innovazioni nel processo di panificazione nell'industria per la produzione di pane e prodotti similari da sorgo per l'alimentazione dei celiaci", Fondazione Banco di Napoli	11/01/2014	11/01/2015
	SCIENTIFIC ADVISOR del Centro Studi Cisl (Confederazione italiana sindacati autonomi lavoratori) e responsabile	08/09/2014	18/12/2015

CURRICULUM VITAE

Valentina Cillo, Phd

dell'area di ricerca "Responsabilità sociale d'impresa"		
<ul style="list-style-type: none"> RESPONSABILITÀ SCIENTIFICA PER PROGETTI DI RICERCA INTERNAZIONALI E NAZIONALI, AMMESSI AL FINANZIAMENTO SULLA BASE DI BANDI COMPETITIVI CHE PREVEDANO LA REVISIONE TRA PARI 		
Descrizione	Data da	Data al
CO-RESPONSABILE con il Prof. Manlio Del Giudice della sezione "La conoscenza come leva di competitività" per il Rapporto Assoknowledge 2019 promosso da Confindustria	24/03/2017	20/06/2017
COORDINATRICE DEL PROGETTO DI RICERCA "Piano marketing territoriale per la promozione della Comunità montana del Fortore", in collaborazione con Università degli Studi del Sannio	15/05/2009	08/06/2010
PARTECIPAZIONE AL GRUPPO DI RICERCA finalizzato alla realizzazione del Piano delle Performance del Ministero per l'attuazione del Programma di Governo	09/01/2010	14/01/2011
COORDINATRICE del Terzo Bilancio Sociale dell'Università del Sannio e responsabile della definizione degli indicatori di performance economiche e sociali	18/06/2010	13/06/2011
COORDINATRICE del progetto "EuropaBarcamp", finanziato dal Parlamento europeo per sostenere la cittadinanza digitale e i processi di co-decisione sui temi della sostenibilità economica e sociale	08/01/2012	28/10/2016
MEMBRO DEL GRUPPO DI RICERCA istituito presso Retecamere (società in house Unioncamere) per la definizione delle Linee Guida per la misurazione delle performance socio-economiche e della rendicontazione sociale delle Camere di	13/04/2012	01/06/2014

CURRICULUM VITAE

Valentina Cillo, Phd

Commercio		
MEMBRO DEL GRUPPO DI RICERCA istituito presso Retecamere (società in house Unioncamere) in collaborazione con Confindustria per la definizione delle Linee Guida per la collaborazione tra Pa e Non Profit	15/09/2014	18/05/2015
<ul style="list-style-type: none"> PARTECIPAZIONE AL COLLEGIO DEI DOCENTI OVVERO ATTRIBUZIONE DI INCARICHI DI INSEGNAMENTO, NELL'AMBITO DI DOTTORATI DI RICERCA ACCREDITATI DAL MINISTERO 		
Descrizione	Data da	Data al
LECTURER DOCTORAL PROGRAM (INVITED) "Knowledge Management, Organizational Capabilities and Skills", Università di Siviglia, Spagna	15/11/2018	in corso
SUPERVISOR E RESPONSABILE DEL CICLO DI SEMINARI su "Research design" nell'ambito del "Doctorate of Business Administration" (DBA), presso la Paris School of Business (PSB), Francia	27/09/2018	in corso
LECTURER DOCTORAL PROGRAM (INVITED) "Knowledge and innovation management", Universidad De Murcia, Murcia, Spagna	1/09/2015	in corso
TUTOR DI TESI per il corso di Dottorato in "Educación: perspectivas históricas, políticas, curriculares y de gestión", UBU - Universidad De Burgos, Spagna	17/04/2014	25/06/2016
<ul style="list-style-type: none"> FORMALE ATTRIBUZIONE DI INCARICHI DI INSEGNAMENTO O DI RICERCA (FELLOWSHIP) PRESSO QUALIFICATI ATENEI E ISTITUTI DI RICERCA ESTERI O SOVRANAZIONALI 		
Descrizione	Data da	Data al
RESEARCH FELLOW presso il Research	12/11/2019	in corso

CURRICULUM VITAE
Valentina Cillo, Phd

Centre del "Q-Institute for Higher Education", Malta		
RESEARCH FELLOW, University of Nicosia, Cipro (DOCTORAL PROGRAMME)	15/04/2018	in corso
RESEARCH FELLOW EUROMED RESEARCH BUSINESS INSTITUTE (EMRBI)	14/03/2016	in corso
RESEARCH ASSOCIATE, Strategic Management, Management School, University Of Waikato, Nuova Zelanda (Prof. Jens Mueller)	7/01/2017	14/12/2017
RESEARCH ASSOCIATE su "Motivacao Empresariales" presso la Escola Superior de enfermagem di Coimbra. Coordinatore del progetto di ricerca: Prof. Pedro Miguel Santos Dinis Parreira	3/06/2016	3/12/2016
RESEARCH ASSOCIATE su "Open innovation and smart technologies", GEORGE WASHINGTON UNIVERSITY, U.S. (Prof. Elias G. Carayannis)	18/09/2014	4/11/2015
RESEARCH ASSOCIATE su "Creating shared value: innovazione e competitività economica e sociale" presso l'Università di Veracruz, Messico	12/1/2014	25/06/2014
RESEARCH ASSOCIATE su "Geography of Corporate Social Responsibility. Similarity and difference between Europe and Japan" presso Graduate School of Commerce and Management, Hitotsubashi University, in collaborazione con Canon Foundation. Coordinatore del progetto di ricerca: Prof. Kanji Tanimoto	12/06/2010	21/02/2011
<ul style="list-style-type: none"> • CONSEGUIMENTO DI PREMI E RICONOSCIMENTI PER L'ATTIVITÀ SCIENTIFICA, INCLUSA L'AFFILIAZIONE AD ACCADEMIE DI RICONOSCIUTO PRESTIGIO NEL SETTORE 		
Descrizione	Data da	Data al

CURRICULUM VITAE

Valentina Cillo, Phd

Vincitrice del premio Emerald "Literati Awards" come Best reviewer di Journal of Knowledge Management	15/03/2019	in corso
MEMBRO di SINERGIE - CUEIM	16/06/2017	in corso
MEMBRO di SIMA (Società italiana di Management)	6/02/2017	in corso
MEMBRO di EMRBI (EuroMed Research Business Institute)	19/02/2016	in corso
MEMBRO di IRSPM (International Research Society for Public Management)	17/06/2014	14/06/2016
MEMBRO di Critical Management Studies (CMS)	15/04/2014	1/04/2016
MEMBRO di IACMR - The International Association for Chinese Management Research	18/02/2013	in corso
Vincitrice del premio Best Area director per l'attività prestata per il "Knowledge management and Innovation Research Center", ricevuto nell'ambito della 11th Annual EuroMed Conference of EuroMed Academy of Business		16/09/2018
Vincitrice del Best paper Award Sima (Società italiana di management) per la track "Innovation Management" nell'ambito della 10th Annual EuroMed Conference of EuroMed Academy of Business, Università La Sapienza di Roma. Paper sottomesso: Cillo, V., Cardinali, S., Dell'Anno, D., Bertoldi, B., Crowdfunding. "The role of equity crowdfunding in food industries innovation"		13/09/2017
<ul style="list-style-type: none"> RISULTATI OTTENUTI NEL TRASFERIMENTO TECNOLOGICO IN TERMINI DI PARTECIPAZIONE ALLA CREAZIONE DI NUOVE IMPRESE (SPIN OFF), SVILUPPO, IMPIEGO E COMMERCIALIZZAZIONE DI BREVETTI" 		
Descrizione	Data da	Data al

CURRICULUM VITAE
Valentina Cillo, Phd

Socio innovatore dello Spin off di ricerca Little Genius International Digital, avente lo scopo statutario di progettare, realizzare e commercializzare innovativi e specialistici strumenti e servizi per le scuole di ogni ordine e grado, pubbliche e private, in grado di migliorare le competenze digitali essenziali attraverso metodi e tecniche di 'apprendimento aumentato' (augmented learning)	19/09/2018	In corso
Co-founder del network Euro-mediterranean Co-innovation Festival finalizzato al miglioramento dei processi di knowledge transfer tra università, startup, istituzioni e PMI attraverso: laboratori di co-design di prodotti e servizi con multinazionali (es. Ibm, Microsoft, Google, Amazon, E&Y), istituzioni (es Onu, Mise, Ocse, Miur); cicli di conferenze sui temi dell' innovazione digitale, cultural management, industry 4.0, sostenibilità alla presenza di speaker internazionali di organismi accademici e istituzionali (es. Commissione europa-Dg Innovazione e ricerca, Ocse, Consob, Onu, Miur, Mise, Università Sant'Anna di Pisa, Politecnico di Bari, Washington University). L'iniziativa prende avvio e si basa sui risultati teorici e pratici del presente contributo monografico: Cillo V., CO.INNOVATION. Personas-Proyectos-Políticas por la sostenibilidad, Cordoba, Tinta Libre, 2014, ISBN: 978-987-708-083-4	04/04/2015	in corso
Socio di minoranza dello Spin off Paperleap srl avente lo scopo statutario di favorire il trasferimento di conoscenza tra università, istituzioni e imprese	17/09/2017	in corso
CONSULENTE TECHNOLOGY TRANSFER dello spin-off "Biologicamente srl" incubato presso il Dipartimento di Biologia, Università Federico II di Napoli	15/02/2016	07/1/2017

PUBBLICAZIONI

Articoli in rivista

- Scuotto, V., Orlando, B., Cillo, V., Nicotra, M., Di Gioia, L., Farina Briamonte, M. (2019), "Uncovering the micro-foundations of knowledge sharing in open innovation partnerships: An intention-based perspective of technology transfer", *Technological Forecasting and Social Change*, Elsevier, No. 152, ISSN: 0040-1625, DOI:10.1016/j.techfore.2019.119906 (**FASCIA A ANVUR; Impact Factor: 3.815**)
- Scuotto, V., Garcia-Perez, A., Cillo, V., Giacosa, E. (2019). "Do stakeholder capabilities promote sustainable business innovation in small and medium-sized enterprises? Evidence from Italy", *Journal of Business Research*, Elsevier, Vol. ahead-of-print No. ahead-of-print, ISSN: 0148-2963, DOI: 10.1016/j.jbusres.2019.06.025 (**FASCIA A ANVUR; Impact Factor: 4.028**)
- Ferraris, A., Giudice, M., Grandhi, B., Cillo, V. (2019), "Refining the relation between cause-related marketing and consumers purchase intentions", *International Marketing Review*, Emerald, Vol. ahead-of-print No. ahead-of-print, ISSN: 0265-1335, DOI: <https://doi.org/10.1108/IMR-11-2018-0322> (**FASCIA A ANVUR; Impact Factor: 3.447**)
- Naji, M.A., Mousrij, A., Cillo, V., Chierici, R. (2019), "Measuring the maintenance performance through fuzzy logic and analytical hierarchy process (AHP)", *International Journal of Managerial and Financial Accounting*, Inderscience, Vol. ahead-of-print No. ahead-of-print, ISSN: 1753-6723, Vol. 11(3/4), 290-319, DOI: 10.1504/IJMFA.2019.104133 (**Lista Anvur**)
- Cillo, V., Gavinelli, L., Ceruti, F., Perano, M. and Solima, L. (2019), "A sensory perspective in the Italian beer market", *British Food Journal*, Emerald, Vol. 121 No. 9, 2036-2051, ISSN: 0007-070X, DOI: 10.1108/BFJ-12-2018-0818 (**FASCIA A ANVUR; Impact Factor: 1.717**)
- Caputo F., Cillo V., Ypeng L., Bresciani S. (2019), "Innovating through Big Data. The role of Soft Skills and Artificial Intelligence in increasing firm performance", *Management Decision*, Vol. 57 No. 8, 2032-2051, ISSN: 0025-1747, DOI: 10.1108/MD-07-2018-0833 (**FASCIA A ANVUR; Impact Factor: 1.963**)
- Cillo V, Garcia-Perez, A., Del Giudice, M., Vicentini, F. (2019), "Blue-collar workers, career success and innovation in manufacturing", *CAREER DEVELOPMENT INTERNATIONAL*, Emerald, Vol. 24 No. 6, 529-544, ISSN: 1362-0436, DOI: 10.1108/CDI-10-2019-0143 (**FASCIA A ANVUR; Impact Factor: 1.725**)
- Cillo V., Rialti R., Bertoldi B. (2019), "Knowledge management and open innovation in agri-food crowdfunding", *British Food Journal*, Emerald, Vol.121, No. 2, 242-258, ISSN: 0007-070X, DOI: 10.1108/BFJ-07-2018-0472 (**FASCIA A ANVUR; Impact Factor: 1.717**)
- Sánchez-Polo M.T., Cegarra Navarro J.G., Cillo V., Wensley A. (2019), "Overcoming knowledge barriers to healthcare through continuous learning", *Journal of Knowledge management*, Emerald, Vol. 23, No. 3, 508-526, ISSN: 1367-3270, DOI: 10.1108/JKM-10-2018-0636 (**FASCIA A ANVUR; Impact Factor: 4.604**)
- Caputo, F., Garcia-Perez, A., Cillo, V. Giacosa, E. (2019). "A Knowledge-based view of People and Technology: Directions for a value co-creation based learning organisation", *Journal of Knowledge management*, Emerald, Vol. 23 No. 7, 1314-1334, ISSN: 1367-3270, DOI:10.1108/JKM-10-2018-0645 (**FASCIA A ANVUR; Impact Factor: 4.604**)
- Fait, M., Scorrano, P., Mastroleo, G., Cillo, V, Scuotto, V. (2019), "A novel view on Knowledge Sharing in the Agrifood sector", *Journal of Knowledge management*, Emerald, Vol. 23 No. 5, 953-974, ISSN: 1367-3270, DOI: 10.1108/JKM-09-2018-0572, (**FASCIA A ANVUR; Impact Factor: 4.604**)

CURRICULUM VITAE

Valentina Cillo, Phd

- Cillo, V., Messeni Petruzzelli, A., Ardito, L., Del Giudice, M. (2019), Understanding sustainable Innovation: A systematic Literature Review, *Corporate Social Responsibility and Environmental Management*, Wiley, Vol. 6, No. 5, 1012-1025, ISSN: 1535-3966, DOI: 10.1002/csr.1783 (**FASCIA A ANVUR; Impact Factor: 4.918**)
- Cillo, V., Rialti, R., Usai, A., Del Giudice, M. (2019), "Niche tourism destinations' online reputation management and competitiveness in big data era: Evidence from three Italian cases", *Current Issue in Tourism*, Routledge, Vol. ahead-of-print No. ahead-of-print, ISSN: 1368-3500. DOI: 10.1080/13683500.2019.1608918 (**FASCIA A ANVUR; Impact factor: 3.462**)
- Cegarra J.G., Cepeda G., Cillo V. (2019), "Tips to use Partial Least Squares Structural Equation Modelling (PLS-SEM)", *Journal of Knowledge management*, Emerald, Vol. 23, No. 1, 67-89, ISSN: 1367-3270, DOI: 10.1108/JKM-05-2018-0322 (**FASCIA A ANVUR; Impact Factor: 4.604**)
- Dezi L., Cillo V., Usai A., Pisano, P. (2018), "Equity crowdfunding in technology transfer strategies and licensing", *International Journal of Technology Management*, Inderscience, Vol.78, No.1-2, ISSN: 0267-5730, DOI: 10.1504/IJTM.2018.10013149 (**Lista Anvur; Impact factor: 0.869**)
- Ciampi F., Cillo V., Fiano F. (2018), "Combining Kohonen maps and prior payment behavior for small enterprise default prediction", *Small Business Economics Journal*, Springer, 1-33, ISSN: 0921-898X. DOI: 10.1007/s11187-018-0117-2 (**FASCIA A ANVUR; Impact factor: 3.555**)
- Caputo F., Scuotto V., Carayannis E., Cillo V. (2018), "Intertwining the Internet of Things and Consumers' Behaviour Science: Future Promises for Businesses", *Technological Forecasting and Social Change*, Elsevier, Vol. 136, 277-284, ISSN: 0040-1625 DOI: 10.1016/j.techfore.2018.03.019 (**FASCIA A ANVUR; Impact Factor: 3.815**)
- Caggiano V., Cillo V., D'Emilia C. (2015). "WELLBEING AND INTRAPRENEURIAL UNIVERSITY", *International Journal of Developmental and Educational Psychology INFAD Revista de Psicología*, Vol.2, No.1, 129-136, ISSN: 0214-9877, (**Lista Anvur**)
- Ricci P., Cillo V., Landi T., (2010), "The Italian SMEs in the global context: the accountability system role", *Esperienze d'Impresa*, 1/ 2011, 59-77, ISSN: 1971-5293, (**Lista Anvur**)

Monografie

- Cillo, V., Orlando, B., Del Giudice, M. (2020). *Digital open innovation and collaborative platforms: building an entrepreneurial ecosystem of enabling technologies*, Routledge, In corso di stampa
- Cillo V., Fiano F. (2019). *KNOWLEDGE RECURRENCE. Il ruolo di routine e script per la gestione delle imprese Knowledge intensive*, Eurilink University Press, Roma, ISBN: 978 88 85622 517
- Usai A., Cillo V., Mueller J. (2018). *CREATING SHARED VALUE. Strategic management of CSR in integrated management perspectives*, ROSSI SMITH, Oxford, ISBN 978-0-473-43513-4
- Caggiano V., Cillo V. (2014). *Mare Nostrum. Percorsi e storie di imprenditori immigrati in Italia tra necessità e opportunità*, Roma, Anicia, 2014 ISBN: 9788867091560
- Cillo V. (2014). *CO.INNOVATION. Personas-Proyectos-Políticas por la sostenibilidad*, Cordoba, Tinta Libre, ISBN: 978-987-708-083-4

Capitoli di libro

- Caputo, F., Papa, A., Cillo, V., Del Giudice M. (2019). "Technology Readiness for Education 4.0: Barriers and Opportunities in the Digital World" in Ordóñez de Pablos, P., Lytras, M. D., Zhang, X., Tai Chui, K., *Opening Up Education for Inclusivity Across Digital Economies and Societies*, IGI GLOBAL, ISBN: 9781522574743, pp. 277-296

CURRICULUM VITAE

Valentina Cillo, Phd

- Papa A., Cillo V. (2018). "Culture 4.0. The role of digital innovation in cultural and Creative industries development", in Monti S., Del Giudice M., Mueller J. (a cura di), *Big Data for Culture and Tourism*, ROSSI SMITH, ISBN: ISBN 9780473428457, pp. 229 - 295
- Caggiano V., Cillo V. (2013). "Predicciòn en la conducta empresarial de las mujeres" in Caggiano V. (a cura di), *Educaciòn emprendedora. Inspiraciòn, aspiraciòn, acciòn*, Cordoba, Tinta Libre, 2013 ISBN: 9789877080391, pp. 100-125
- Cillo V. (2013). La dimensione etica e sociale dell'impresa in Stefano Scarcella Prandstraller (a cura di), *Teorie e tecniche della Responsabilità Sociale d'Impresa*, Roma, Di Virgilio Ed., 2013, ISBN: 978-88-979710-5-4
- Cillo V. (2013). Che cos'è la CSR in Stefano Scarcella Prandstraller (a cura di), *Teorie e tecniche della Responsabilità Sociale d'Impresa*, Roma, Di Virgilio Ed., 2013, ISBN: 978-88-979710-5-4
- Cillo V. (2013). Il dibattito istituzionale sulla CSR" in Stefano Scarcella Prandstraller (a cura di), *Teorie e tecniche della Responsabilità Sociale d'Impresa*, Roma, Di Virgilio Ed., 2013, ISBN: 978-88-979710-5-4
- Cillo V. (2013). Storia della CSR: dalla CSR1 alla CSR4 in Stefano Scarcella Prandstraller (a cura di), *Teorie e tecniche della Responsabilità Sociale d'Impresa*, Roma, Di Virgilio Ed., 2013, ISBN: 978-88-979710-5-4
- Cillo V. (2013). La gestione strategica della CSR in Stefano Scarcella Prandstraller (a cura di), *Teorie e tecniche della Responsabilità Sociale d'Impresa*, Roma, Di Virgilio Ed., 2013, ISBN: 978-88-979710-5-4
- Cillo V. (2013). Costi e benefici della CSR in Stefano Scarcella Prandstraller (a cura di), *Teorie e tecniche della Responsabilità Sociale d'Impresa*, Roma, Di Virgilio Ed., 2013, ISBN: 978-88-979710-5-4
- Cillo V. (2012). The corporate social responsibility for sustainable development of territories, in Bencardino F., Vespasiano F. (a cura di), *Sviluppo Locale e turismi. Laboratorio sociologico per le intelligenze territoriali*, IRSEV Campania, Napoli, 2012, ISBN 978-88- 90304-9-2-7 8

Atti di convegno

Esposito P., Cillo V., Landi T. (2010). "Anti-Corruption Management, State Capture, Governance and Accountability in the local Public Administrations: a case study", in Vrontis D., Weber Y., Kaufmann R. and Tarba S. (a cura di), *Managerial and Entrepreneurial Developments in the Mediterranean Area*, EuroMed Press, Cyprus, ISBN 9789963634767, DOI 10.3292, pp. 555 – 572

Research interests, Foreign languages, Computer skills

Knowledge Intensive business services (KIBS), identifying knowledge bases, proposed in the PhD research a new method for identifying knowledge bases in KIBS based on new service development, new service development in KIBS, innovation

Mother tongue

Russian (exceptional grammar literacy)

Other language(s)

Exams passed	English TOEFL IBT	Italian	French TCF B2	Spanish
• reading	Excellent	Good	Good	Beginner
• writing	Excellent	Sufficient	Sufficient	Beginner
• speaking	Fluent	Good	Sufficient	Beginner

Technical and Computer skills and competences

Microsoft Office Suite (Word, Excel, Power Point etc.), Lotus Notes (all programs, mail, invoices, contracts), Coral Draw, Photoshop, Adobe Illustrator, 3d Max (beginner), Stat graphics (statistical analysis) Internet (all browsers), excellent research internet abilities. All office techniques.

Education and work experience

University of Padova, PhD Ingegneria Gestionale ed Estimo(Management of Engineering) 2014-2018,

Scholarship: Borsa di Fondazione Studi Universitari di Vicenza (Foundation of University studies of Vicenza)

Course taught in English

Teaching assistance in University of Padova, **2015**

Research topic: **"New Service Development in Knowledge Intensive Business Services: Dynamic Links between Knowledge Base, Performance and Innovation".**

International research held in leading international companies in Rome, Milan, London, Moscow.

Companies investigated:

Umberto I Clinic, University of Rome Sapienza, Associazione Italiana per l'Educazione Demografica

Istituto di Sessuologia Clinica

Politecnico di Milano

Alfresco (offices in US, Australia, Europe and India)

VIP telecom services

FTI Consulting (employing 16 Nobel laureates, offices in 29 countries)

Conte (subsidiary of multinational Admiral group)

LETO (included in 50 best digital UK companies)

Omniauto (leading website in automotives in Italy)

MKV design (design and architectural services for leading hotel chains: Sheraton, Marriott, Grand Hyatt etc)

P+P studio

Legal firm

Fields investigated in the research: Operations Management, New product/service development in Design, Research and Development, Media, IT sectors, Knowledge Bases, Knowledge Intensive Business Services, Innovation

Visiting PhD researcher in Southampton University, Southampton Business School

November 2016-February 2017

Participation and Publications in conference proceedings :

- 1) XXVI Scientific Annual meeting of AiIG, Vicenza, Italy
- 2) 12th International Conference on Intellectual Capital, Knowledge Management & Organizational Learning – ICICKM 2015, Bangkok, Thailand

"New Service Development in Knowledge-Intensive Business Services. Literature analysis" Published in proceedings of 12th International Conference on Intellectual Capital, Knowledge Management & Organizational Learning – ICICKM 2015, Bangkok, Thailand. The Institute for Knowledge and Innovation Southeast Asia (IKITSEA) of Bangkok University 5-6 November 2015. Published by Academic Conferences and Publishing International Limited Reading, UK 44-118-972-4148 www.academicpublishing.org E-Book ISBN:978-1-910810-74-3 E-Book ISSN:2048-9811 Book version ISBN:978-1-910810-73-6 Book Version ISSN:2048-9803 edited by Ribière, V. and Worasinchai, L., pp.391-400
Article is written in English.

- 3) 11th International Forum on Knowledge Asset Dynamics, Dresden, Germany

"New Service Development in KIBS Companies: Insights from a Case Study Analysis" Published in proceedings of 11th International Forum on Knowledge Asset Dynamics, Dresden, Dresden University of Technology Germany 15-17 June 2016. ISBN 978-88-96687-09-3 ISSN 2280-787X www.ifkad.org edited by Spender, JC, Schiuma, G., Noennig, J.R., pp.1222-1239
Article is written in English.

- 4) 17th European Conference on Knowledge Management, Ulster University, Belfast, UK:

"Ideas Creation for New Service Development in KIBS Companies" Published in proceedings of 17th European Conference on Knowledge Management, Ulster University, Belfast, UK 1-2 September 2016. Published by Academic Conferences and Publishing International Limited Reading, UK 44-118-972-4148 www.academicpublishing.org Print version ISSN: 2048-8963 Print version ISBN: 978-1-911218-02-9 E-Book ISSN: 2048-8971 E-Book ISBN: 978-1-911218-03-6 edited by Moffett, S. and Galbraith, B., pp.503-512
Article is written in English.

- 5) 12th International Forum on Knowledge Asset Dynamics, St. Petersburg, Russia

"New Service Development in KIBS Companies: Dynamic Links between Knowledge Base and Innovation", Published in proceedings of - International Forum on Knowledge Asset Dynamics 12th edition Knowledge Management in the 21st Century: Resilience, Creativity and Co-creation 7-9 June 2017, St. Petersburg, Russia. ISBN 978-88-96687-10-9 ISSN 2280-787X www.ifkad.org edited by Spender, JC, Schiuma, G., Gavrilova, T., pp.1986-1999
Article is written in English.

- 6) **Session chairman** in innovation in International Forum on Knowledge Asset Dynamics 12th edition Knowledge Management in the 21st Century: Resilience, Creativity and Co-creation
- 7) Participated in XXIV **AiIG Summer School in Management Engineering in University of Bolzano**, September 2016
- 8) *"New Service Development in KIBS Companies: Dynamic Links between Knowledge Base and Performance"* is preparing for publication in a high ranked journal.

University of Rome "Tor Vergata" Italy

Master of Science in Business Administration (2010- 2013) (course taught in English)

Thesis research in Organizational dynamics and behavior with relevant topics in Strategic Management and Marketing.

Thesis: "Financial Crisis and Its Impact on SMEs, External and Internal Drivers".

Modules Included:

Strategic Management
International Marketing
Organizational Dynamics & Behavior
People Management
Enterprise Management & Evolution
People Management
European Commercial Law

Quantitative Methods in Business
Business Statistics
Finance and Accounting
Macro & Microeconomics for Business
Economics of Procurement
Corporate Governance Accountability
Managerial Control

Participated and helped in organization of EURAM conference, Tor Vergata University of Rome, May 2009

Moscow State University of Lomonosov M.V. (MSU) (September 1999- June 2005)

Degree: Specialist, Teacher certification (Certified qualification for teaching in high school)

Department: History

Specialty: Modern International Economic Relations

Thesis: "Integration of Russia to World Trade Organization".

Languages taught: English, French

English high school of Moscow

Graduated in 1999 with honors.

Work Experience

Dates	February 2013 — December 2013
Occupation or position held	<u>Marketing research for University research project (Marketing Product Assistant)</u>
Main activities and responsibilities	Study, analysis of the market. Analysis of the data. Web marketing (work with graphics in Photoshop, Adobe Illustrator). Communication with the existing clients, search of new partners. Negotiations. Work with the projects in a sphere of a shoe company. Language translating support for the company with the clients. Participation in exhibitions. International relations, trade, negotiations, international correspondence.
Name and address of employer	Camelot
Type of business or sector	Fashion apparel, shoe company.
Achievements	Made a correct analysis about company's position on the market in future perspective.
Dates	October 2007-October 2008
Occupation or position held	<u>Assistant to Human Capital Department, Personal Assistant</u>
Main activities and responsibilities	Passed through a hard selection process to a consulting company. Worked in a highly qualified international team with English as a working language, sometimes under pressure. Preparation of documents for the Tax, Human Capital department (in Lotus Notes program), contracts with the clients, invoices. Organized business meetings, trips. Prepared presentations for the department. Communication with the clients of the company and partners of the world's leading companies and corporations.
Name and address of employer	"Ernst & Young", Moscow, Russia
Type of business or sector	Consulting
Achievements	Started as an Assistant to Corporate Tax in Tax & Legal Department and was advanced to Personal Assistant to the Partner of Human Capital Department, President of the European Business Association in Moscow.

Dates	June 2005-December 2006
Occupation or position held	<u>Project Manager</u>
Main activities and responsibilities	Cultivated relations with existing clients. Creation of content and style of the company profile. Launch of new products. Press release creation. Communication with specialized magazines.
Name and address of employer	Company "Eurasia", Moscow, Russia
Type of business or sector	Media marketing
Achievements	Created logotype of the company, proposed ideas for the new website and content of the company profile.
Dates	
Position held	January 2005-May 2005 <u>Teacher of Modern History course</u> High school of Moscow State University of M.V.Lomonosov, Moscow, Russia

Part-time.

September 2002-May 2003
Theater Illusion
Choreographer Assistant.

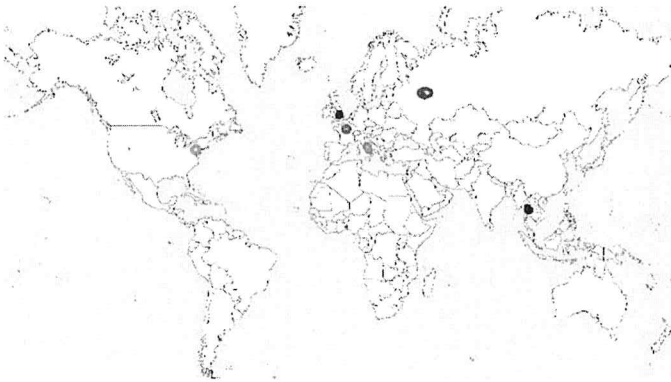
September 2001- June 2002
Translator for French delegations in Moscow State University. Moscow

International experience. Internships, courses and training

Social skills and competences Organisational skills and competences	<p><i>Living and working with other people, in multicultural environments, in positions where communication is important and situations where teamwork is essential , coordination and management of people, projects and budgets</i></p> <p>Summer 2004. USA <u>Language and work practice in the USA. (Work & Travel Program)</u>. Training for <u>GMAT, GRE, TOEFL exams</u>, combined with work experience; <u>work in a hotel, shops</u>.</p> <p>Summer 2002 and summer 2003. France <u>Language and work practice in France. Social work (organization of students' vacations and leisure)</u>.</p>
Academic Programs, Conferences, Professional Seminars	<p>"Management of the company" courses in the Moscow State Technological University "STANKIN", 2006</p> <p>School of Italian language, course January 2009- May 2009 Rome, Italy.</p>
Hobbies Artistic skills and competences	<p>Communication - <u>acquiring new knowledge</u></p> <p>Science - <u>always develop research skills</u>, innovation, psychology genetics, physiology – self-knowledge</p> <p>Art - <u>graduated art school and interior design course</u>, cinema, literature (especially Russian), philosophy- <u>helped to develop excellent written skills</u>, ballet <u>graduated ballet school</u>, theater.</p>

	Travelling – <u>got vital experience of life in different countries, cultures</u>
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International Experience



1999-2008 2002-2003 2004 2009-2020 2014-2019

LUIGI PIPER
Scientific Curriculum Vitae
May, 2020

University of Salento
Dept of Management and Economics
Ecotekne Campus, Building C, Room 26
via Monteroni
73100 Lecce, Italy

CURRENT ACADEMIC POSITION

- 2018–Present **Research Fellow**
 Territorial Marketing (SECS-P/08)
 University of Salento, Lecce, Italy
- 2018–Present **Research Fellow**
 Strategic Marketing (SECS-P/08)
 University of Bari "Aldo Moro", Bari, Italy

EDUCATION

- 10/07/2015 **Ph.D. in Economic Science and Mathematical Statistics**
 Doctoral Thesis: *Correlation Between Stochastic Differential Equations using P Matrix*
 (Thesis Supervisor: Prof Donato Scolozzi)
 University of Salento, Lecce, Italy
- 12/03/2010 **Master's Degree in Finance and Insurance - Summa Cum Laude (LM19/S)**
 Master Thesis: *Evaluation of Financial Securities using Jumping Processes*
 (Thesis Supervisor: Prof Donato Scolozzi)
 University of Salento, Lecce, Italy
- 17/07/2007 **Bachelor's Degree in Business Management**
 Bachelor Thesis: *Lévy Processes in Finance*
 (Thesis Supervisor: Prof Donato Scolozzi)
 University of Salento, Lecce, Italy
- 04/07/2002 **Pre-Collegiate Degree in Informatics**
 "E. Medi" Technological Institute, Galatone (Le), Italy

TEACHING & RESEARCH ACTIVITIES

TEACHING ACTIVITIES

- 2019 **Quantitative Methods** (SECS-P/08)
International Doctoral Programme in Intercultural Relations and International Management
 UNINT University, Rome, Italy
- 2017–2019 **Mathematics** (SECS-S/06)
Lecturer
 Dept of Economics, University of Salento, Lecce, Italy
- 2016–2019 **Mathematics for Business Economics** (SECS-S/06)
Research Fellow (Cultore della Materia)
 Dept of Economics, Management and Business Law, University of Bari, Bari, Italy
- 2015–2017 **Marketing Analytics** (SECS-P/08)
Adjunct Professor
 Dept of Economics, Management and Business Law, University of Bari, Bari, Italy
- 2015 **Mathematics for Business Economics** (SECS-S/06) (2CFU)
Adjunct Professor
 Dept of Economics, Management and Business Law, University of Bari, Bari, Italy
- 2015 **Mathematics** (SECS-S/06)
Lecturer
 Dept of Economics, University of Salento, Lecce, Italy
- 2015 **Mathematics for Business Economics** (SECS-S/06)
Lecturer
 Ionian Department in Legal and Economic Systems in the Mediterranean: Society, Environment, Culture, University of Bari, Taranto, Italy

OTHER TEACHING ACTIVITIES

- 2018 **Marketing Communication** (SECS-P/08)
Adjunct Professor
 Foundation ITS, Bari, Italy
- 2016 **Brand Management** (SECS-P/08)
Adjunct Professor
 Manni Formazione, Lecce, Italy

RESEARCH ACTIVITY

- 2016–2018 **Research Assistant**
Heritage Marketing (SECS-P/08)
 Dept of Economics, Università of Salento, Lecce, Italy
- 2016–2017 **Postdoctoral Researcher**
Communication Strategies for Luxury Products through English as International 'Lingua Franca': Sustainability and Emotions as Strategic Leads for the Development of 'Made in Puglia' (L-LIN/12)
 Dept of Humanistic Studies, University of Salento, Lecce, Italy

- 2013–Present **Research Assistant**
Territorial Marketing (SECS–P/08)
 Dept of Economics, University of Salento, Lecce, Italy
- 2013–2019 **Research Assistant**
Mathematics (SECS–S/06)
Financial Mathematics (SECS–S/06)
 Dept. of Economics, Università of Salento, Lecce, Italy
- 2013–Present **Research Assistant**
Marketing (SECS–P/08)
Business Management (SECS–P/08)
Market Research (SECS–P/08)
 Dept. of Economics, Università of Salento, Lecce, Italy
- 2012–2013 **Researcher**
 SMAASIS Laboratories
 Dept of Innovative Engineering, University of Salento, Lecce, Italy

SEMINARS

- 2019 **Strategic Marketing: Measurement techniques and quantitative analysis in marketing research.**
 Dept of Economics, Management and Business Law, University of Bari, Bari, Italy
- 2018 **Strategic Marketing: Marketing Data Analysis**
 Dept of Economics, Management and Business Law, University of Bari, Bari, Italy
- Economics and Business Management: Capitalization and TIR**
 Dept of Economics, University of Salento, Lecce, Italy
- Financial Mathematics: The Central Limit Theorem**
 Dept of Economics, University of Salento, Lecce, Italy
- 2017 **Strategic Marketing: The Fishbein Model**
 Dept of Economics, Management and Business Law, University of Bari, Bari, Italy
- Heritage Marketing: Data Analysis**
 Dept of Letters, Philosophy, Languages and Cultural Heritage, University of Salento, Lecce, Italy
- 2016 **Heritage Marketing: Data Analysis**
 Dept of Letters, Philosophy, Languages and Cultural Heritage, University of Salento, Lecce, Italy

MEMBER OF UNIVERSITY EXAMINING BOARDS

- 2020–Present - **Marketing**
 - **Territorial Marketing**
Member
 Dept of Economics, University of Salento, Lecce, Italy

- 2019–2020 **Production and management of audiovisual formats**
Member
 Dept of Human Science, LUMSA University, Rome, Italy
- 2018–Present **Economics and Business Management**
Member
 Dept of Economics, University of Salento, Lecce, Italy
- 2018–Present **Strategic Marketing**
Member
 Dept of Economics, Management and Business Law, University of Bari, Bari, Italy
- 2015–2017 **Marketing Analytics**
President
 Dept of Economics, Management and Business Law, University of Bari, Bari, Italy
- 2017–2019 - **Mathematics**
 - **Mathematics for Finance**
 - **Financial Mathematics**
Member
 Dept of Economics, University of Salento, Lecce, Italy
- 2016–2018 **Heritage Marketing**
Member
 Dept of Letters, Philosophy, Languages and Cultural Heritage, University of Salento, Lecce, Italy

MEMBERSHIP

- 2019 - Present *Società Italiana di Marketing (SIM)*
- 2019 - Present *Accademia Italiana di Economia Aziendale (AIDEA)*

REFeree ACTIVITIES

- 2013 *IEEE Sensors Journal*

EDITORIAL BOARD MEMBERHIP

- 2020 - Present *International Journal of Business and Economics Research*

TRAINING COURSES

- 06/2010 **Bank Teller** (104hrs)
 Cod. P0451000010676
Metis S.p.A. and Popolare Pugliese Bank

- 11/2010 - 02/2011 **Training Internship**
Finance Head Office
Popolare Pugliese Bank
- 05/2013 **Financial Engineering and Risk Management**
Corsera.org
Martin Haugh (Co-Director, Center for Financial Engineering)
Department Of Industrial Engineering & Operations Research, *Columbia University*
Prof Garud Iyengar (Department of Industrial Engineering & Operations Research),
Columbia University

RESEARCH PROJECTS

PARTICIPATION IN INTERNATIONAL RESEARCH PROJECTS

- 2018–2021 **Consultant**
“REMEDIA Life - REmediation of Marine Enviroment and Development of Innovative Aquaculture: exploitaiton of edible/not edible biomass”.
Project Budget: 2,476,304 EURO
Three-year project co-funded by the European Union and the European Regional Development Fund (ERDF) under the LIFE 2016 program.
Scientific Director: Prof. Adriana Giangrande, University of Salento, Lecce, Italy.
- 2012–2015 **Research Unit**
“MEDESS-4MS - Mediterranean Decision Support System for Marine Safety”.
Project Budget: 6,146,317.75 ^{EUR}EURO
Three-year project co-funded by the European Union and the European Regional Development Fund (ERDF) under the MED program: Objective Priority: 2-3; Axis 2: Protecting the environment and promoting the development of sustainable territory; Objective 2.3: Preventing Marine Risks and Strengthening Maritime Security.
Scientific Director: Prof. Alberto Marcati, LUISS Guido Carli, Rome, Italy.

PARTICIPATION IN NATIONAL RESEARCH PROJECTS

- 2020 **Research Unit - Member**
"Who spreads fake news about Italian brands? A predictive model based on the social and cultural proximity of social users"
Project Budget: 11,000 EURO
Project funded by the SIM (Società Italiana di Marketing).
Other Members: Prof. Marco Visentin, University of Bologna, Bologna, Italy. Annamaria Tuan, University of Bologna, Bologna, Italy.
- 2019–2020 **Research Unit - Member**
"The impact of major sporting events in Puglia"
Project Budget: 40,000 EURO
Project co-funded by the Apulia Region, University of Bari Aldo Moro and Centro interdipartimentale di ricerca di eccellenza sulle tecnologie innovative

per la rivelazione e l'elaborazione del segnale" (TIRES).

Scientific Director: Prof. Luca Petruzzelis, University of Bari Aldo Moro, Bari.

- 2013–2015 **Research Unit - Member and Project Promoter**
"CUIS 2015 - Implementing a Territorial Marketing Model for the Identification, Creation and Management of a Metropolitan District"
Project Budget: 27,000 EURO
WU Project for the Comparative Evaluation by the Consorzio Universitario Interprovinciale Salentino (CUIS), co-funded by the Department of Economics (University of Salento, Lecce), Consortium for the Industrial Development Area (ASI, Lecce), and the Municipality of Galatina (Le).
Scientific Director: Prof. Gianluigi Guido, University of Salento, Lecce.

WORK EXPERIENCE

- 2008–present **Business Consultant**
Sterimed srl, Revi Srl, GST srl, Z.I Surbo (Lecce), Milan, Italy
Business Management and Marketing strategies
- 2018–present **Project Developer**
Foerstel Design Inc., Boise (USA)
Development of marketing infographics
- 2018–2019 **Account Executive**
PiperAnalytics LLC, Boise (USA)
Marketing, Communication, Market Research
- 2017 **Financial Manager**
SalentoSud Immobiliare, Lecce, Italy
Direct investment activities, develop strategies and plans for the long-term financial goals
- 2016–2017 **Account Executive**
ICare S.R.L., Lecce, Rome, Italy
Marketing strategies, production management and services
- 2012 **Account Executive**
Piper&Piper Ltd, Boise (USA)
Management of administrative and financial activities. Customer management, preparation of quotes and invoices.
- 2010–2011 **Bank Teller & Personal Banker**
Banca Popolare Pugliese, Matino, (Lecce) Italy
Bank Teller various banking branches (2010). Portfolio Manager, Market and Economic Analysis at Headquarters, Finance Area (2011).

OTHER ACTIVITIES

Session co-chair:

International Marketing Trends Conference 2015, Paris, Paris-Venice Marketing Trends Association (with Chandon Jean Louis).

Member of the organizing committee:

1. *4th IMEKO TC19 Symposium 2013, on Environmental Instrumentation and Measurement, 2013, Lecce, Italy*
2. *EASJ International Conference 2008, European Association for Japanese Studies, 2008, Lecce, Italy*

AWARDS AND GRANTS

2020	<i>SIM Grant 2020</i> Amount EUR 11,000 Società Italiana di Marketing
2017	<i>Grant for Neuromarketing instruments</i> Amount EUR 1,000 Dept of Humanistic Studies University of Salento, Lecce, Italy
2015	<i>Best Paper in Political Marketing Award. 2015 Academy of Marketing - The Magic of Marketing</i> with "Political Disengagement and Political Hypocrisy: A Hidden Connection." Sponsored by Kemmy Business School, University of Limerick, Irlanda.
2013–2015	Research scholarship - Ph.D. in Economics and Mathematics-Statistics, XXVII Cycle (2013-2015) Department of Economic. Regione Puglia. Amount EUR 48,000.
2013	Grant: Implementing a Territorial Marketing Model for the Identification, Creation and Management of a Metropolitan District CUIIS, Lecce Amount EUR 27,000
2010	Scholarship - Master's Degree in Finance and Insurance University of Salento Amount EUR 2,500.
2006	Scholarship - Bachelor's Degree in Business Management University of Salento Amount EUR 2,500.

PUBLICATIONS

ARTICLES PUBLISHED IN NATIONAL AND INTERNATIONAL JOURNALS

- [1] "Measuring internalized versus externalized luxury consumption motivations and consumers' segmentation", (authors: Guido G., Amatulli C., Peluso A.M., De Matteis C., Piper L., Pino G.), (2020), *Italian Journal of Marketing*, 1, pp. 1-23.
- [2] "Identity processes in marketing: Relationship between image and personality of tourist destination, destination self congruity, and behavioral responses", (authors: A. Di Vittorio, L.M. de Cosmo, N. Iaffaldano, L. Piper), (2019), *Mercati e Competitività*, 2, pp. 13-40.
- [3] "Exploring the Perceived Image of Energy Efficiency Measures in Residential Buildings: Evidence from Apulia, Italy", (authors: Rizzo C., Piper L., Prete M.I. Pino G., and Guido

- G.), (2018), *Journal of Cleaner Production*, 197(1), pp. 349-355.
- [4] "The Emotions Evoked by English as 'Lingua Franca' in the communication of Luxury Products "Made in Puglia": The influence of the cultural context", (authors: Piper L., Prete M. I. and Capestro M.), (2017), *Lingue Linguaggi*, 20, pp. 125-150.
 - [5] "Determinants of Southern Italian Households' Intention to Adopt Energy Efficiency Measures in Residential Buildings", (authors: Prete M. I., Piper L., Rizzo C., Pino G., Capestro M., Mileti A., Pichierri M., Amatulli C., Peluso A. M., and Guido G.), (2017), *Journal of Cleaner Production*, 153, pp. 83-91.
 - [6] "Effects of Blue Lighting in Ambient and Mobile Settings on the Intention to Buy Hedonic Products," (authors: Guido, G., Piper, L., Prete, M. I., Mileti, A., and Trisolini, C. M.), (2017), *Psychology & Marketing*, 34(2), pp. 215-226.
Selected Media Coverage: *Psychology Today*, *Quirk's*.
 - [7] "Distortions on the Perception of Monetary Values and Quantities", (authors: Guido G., Piper L., Prete M. I., and Mileti, A.), (2016), *Perceptual and Motor Skills*, 123(1), pp. 175-189.
 - [8] "Design of Buoy Station for Marine Pollutant Detection", (authors: Griffo G., Piper L., Lay-Ekuakille A., and Pellicanò D.), (2014), *Measurement*, 47, pp. 1024-1029.
 - [9] "Geostatistical Approach for Validating Contaminated Soil Measurement", (authors: Pelillo V., Piper L., Lay-Ekuakille A., Lanzolla A., Andria G., and Morello R.), (2014) *Measurement*, 47, pp. 1016-1023.
 - [10] "Incidence of Risk Factors on the Onset of Gestational Diabetes Mellitus: an Empirical Research in Southern Italy", (authors: De Franchis E., Ferramosca A., Zara V., and Piper L.), (2012), *International Journal of Measurement Technologies and Instrumentation Engineering*, 2(3), pp. 8-22.
 - [11] "Control of Wireless Networks of Sensors for Air Pollution Monitoring", (authors: Lay-Ekuakille A., Vergallo P., Piper L., Pelillo V., Postolache O., Urooj S., and Cacciola M.), (2012), *Micro and Nano Sensing Journal*, 1, pp. 11-21.

CONTRIBUTIONS IN EDITED BOOKS

- [1] "Oil land Gasoline Price Dynamics Considering Tax Variation" (Dinamiche del prezzo del petrolio e della benzina considerando variazioni nelle tasse), (2013) (authors: Piper L., Scolozzi D. and Tolomeo A.), in *Lo Sviluppo Sostenibile Ambiente, Risorse, Innovazione, Qualità – Scritti in memoria di Michela Specchiarello*, Milano: FrancoAngeli. ISBN: 9788820447496. In Italian.

NATIONAL AND INTERNATIONAL CONFERENCES

- [1] "Experiencing the place or enjoying the event? The mediated path between travel motivation and revisit intention and word-of-mouth", (authors: L. Petruzzellis, L. Piper, A. Rubino, M. Visentin), (2019), XVI SIM Conference "Marketing 4.0: Le sfide della multicanalità", Piacenza, 24-25 Ottobre 2019.
- [2] "Mobile Messaging Chatbots: Attitudes and Internet Privacy Concern as determinants of Behavioral Intent to Use", (authors: L. M. de Cosmo, L. Petruzzellis, L. Piper, A. Di Vittorio), (2019), XVI SIM Conference "Marketing 4.0: Le sfide della multicanalità", Piacenza, Italy, 24-25 Ottobre 2019.
- [3] "A Stochastic Model for the Evaluation of Intention to Purchase EEMs", (authors: Luigi Piper, Luca Petruzzellis, Donato Scolozzi, Gianluigi Guido, Christian Rizzo) 41st Annual ISMS Marketing Science Conference, Rome, Italy, June 20-22, 2019.
- [4] "Cultural thematic routes and creation of value for the territory. proposal for a managerial model", (authors: Palmi P., Esposito M., Prete M. I., L.Piper), *EURAM 2019 - Exploring the future of management*, 26-28 June, 2019, Lisboa, Portugal.
- [5] "Evaluation of luxury consumption experiences in the tourism sector" (authors: L.Piper, Mileti A., Prete M. I., Palmi P., De Rinaldis L. and Guido G), *Book of Abstracts of the Global Management Perspectives 4 th International Annual Conference 2019* in Lecce, Italy 1-2 March, 2019.
- [6] "Effects of Disvalues and Negative Traits on Compulsive Shopping Behaviour" (authors: Guido G., Button A. E., Palmi P., Piper L., Prete M. I.), *Proceedings of the XVIII*

- International Marketing Trends Conference*, 2019, Venice, Paris-Venice Marketing Trends Association. ISBN 978-2-9532811-2-5 9782953281125.
- [7] "Identity Paths in Marketing - I Percorsi Identitari nel Marketing" (authors: Amatulli C., De Cosmo M.L., Divittorio A., Girone F., Iaffaldano N., Passaro P., Petruzzellis L., Piper L., Santamato V. R.), Plenary Session, *XV SIM Conference*, 18-19 October 2018, Bari, Italy.
 - [8] "Creating satisfying visitors' experience in cultural organizations" (authors: Prete M. I., Palmi P., Piper L. and Guido G.), *13th IFKAD conference on the theme of "Societal Impact of Knowledge and Design"*, 4-6 July 2018, Delft, Netherlands.
 - [9] "Modeling Local Development Using Fuzzy Logic and Gis: The Case of a Southern Italian Province" (authors: Rizzo C., Pino G., Pirotti T., Prete M. I., Piper L. and Guido G.), *International Geographical Union, Local Governance in the New Urban Agenda Conference*, 19-21 October 2017, Lecce, Italy.
 - [10] "Decline or Survive. A Field Study in Two Italian Footwear Districts" (authors: Capestro M., Mileti A., Prete M.I., Piper L. and Guido G.), *International Geographical Union, Local Governance in the New Urban Agenda Conference*, 19-21 October 2017, Lecce, Italy.
 - [11] "Negative Emotions in Visual and/or Textual Information Contents: A Food Neuromarketing Study" (authors: Piper L., Prete M.I., Pagano S., Mileti A., Guido G., Trianni G., and Harris P.) *Workshop - Making people feel bad: What is the role of negative appeals in marketing?*, 24 April 2017, Queen Mary University of London, London, UK.
 - [12] "Political Disengagement and Political Hypocrisy: A Hidden Connection?" (authors: Prete M. I., Guido G., Harris P., and Piper L.), *Academy of Marketing Conference, The Magic of Marketing*, (Best paper in Track - Political Marketing), 7-9 July 2015, Limerick, Ireland.
 - [13] "Effetti dell'Esposizione alla Luce Blu sullo Stato Motivazionale e sull'Intenzione d'Acquisto dei Beni Edonistici e Utilitaristici" (authors: Guido G., Piper L., Prete M. I., Mileti A., Pichierri M., Trisolini C.M., and Capestro M.), (2015), *Proceedings of the XIV International Marketing Trends Conference*, 2015, Paris, Paris-Venice Marketing Trends Association. ISBN: 978-2-9532811-2-7.
 - [14] "La Percezione del Contenuto di Grassi nei Cibi: Differenze nelle Informazioni Verbalì o Visive" (authors: Piper L., Prete M. I., Mileti A., Pichierri M., De Franchis E., Guido G., and Pagano S.), (2015), *Proceedings of the XIV International Marketing Trends Conference*, Parigi, a cura di Jean-Claude Andreani e Umberto Collesei, Paris-Venice Marketing Trends Association. ISBN: 978-2-9532811-2-7.
 - [15] "Distortion in Consumers' Money Perception: A Study on Values and Quantity," (authors: Guido G., Piper L., Prete M. I., and Mileti A.), (2014), *10 NeuroPsycoEconomics Conference Proceedings*, a cura di E. Poeppel e K. Fehse, Munich, Germany.
 - [16] "How sweet taste changes when we see what we drink", (authors: Guido G., Piper L., Pichierri, Prete M. I., Mileti A., and De Franchis E.), (2014), *EuroSense 2014: A Sense of Life*, Copenhagen, Denmark.
 - [17] "Sampling Optimization for Monitoring Contaminated Soiled", (authors: Pelillo V., Piper L., Lay-Ekuakille A., Griffo G., Lanzolla A., and Andria G.), (2013), *Proceedings of 4th IMEKO TC19 Symposium*, Lecce, Italy.
 - [18] "Cost Minimization of Waste Recycling for Lowering Environmental Impact", (authors: Piper L., Pelillo V., Griffo G., De Franchis E., and Lay-Ekuakille A.), (2013), *Proceedings of 4th IMEKO TC19 Symposium*, Lecce, Italy.
 - [19] "Modelling a Buoy For Sea Pollution Monitoring Using Fiber Optics Sensors" (authors: Griffo G., Piper L., Lay-Ekuakille A., Pellicanò D., Scolozzi D., and De Franchis E.), (2013), *Proceedings of 4th IMEKO TC19 Symposium*, Lecce, Italy.
 - [20] "Modeling a Microinfusor Transients for Glucose Delivering in T1DM Using Retarded Impulsive Differential Equations", (authors: Piper L., Scolozzi D., Lay-Ekuakille A., Vergallo P., and De Franchis E.), (2013), *Proceedings of MeMeA Symposium*, Gatineau, Canada.
 - [21] "Oil and Gasoline Price Dynamics Considering Tax Variation", (authors: Piper L., Scolozzi D., and Tolomeo A.), (2012), *XXXVI AMASES Conference*, Foggia, Italy.
 - [22] "A Novel Pseudo-Stationary Modeling of Pollutant Measurement Prediction from Industrial Emissions" (authors: Piper L., Lay-Ekuakille A., Vergallo P., and Pelillo V.), (2012), *Proceedings of XX IMEKO World Congress*, Busan, Korea.

WORKSHOP

- [1] "Negative Emotions in Visual and/or Textual Information Contents: A Food Neuromarketing Study", (Piper L., Prete M.I., Pagano S., Mileti, A., Guido G., Trianni G., Harris P.), *Workshop: "Making People Feel Bad: What is The Role of Negative Appeals in Marketing?"* Queen Mary University of London, 23 April 2017, Charterhouse Square Campus, London.

PENDING

- [1] "Effects of circular format on store patronage", (authors: de Cosmo L.M., Piper L., Petruzzellis L.), *European Journal of Marketing*.
- [2] "Intrinsic/Extrinsic Factors determining the Heritage Destination Loyalty and the Role of Satisfaction", (authors: Piper L. and Guido G.), *Current Issue in Tourism*.
- [3] "The impact of circular economy production of green products on perceived social welfare and behavioral responses. An analysis of integrated multi-trophic aquaculture", (authors: Piper L.; De Cosmo M.L., Sestino A, Giangrande A., Stabili L., Longo C., Guido G.) *Journal of Cleaner Production*.
- [4] "Internet of Things and Big Data Opportunities: a Literature Review", (authors: Sestino A., Prete M. I., Piper L. and Guido G.), *Management Decision*.
- [5] Gluttony as predictor of compulsive buying behavior", (authors: Piper L., Sestino A. and Guido G.), *British Food Journal*.
- [6] Obesity risks through pictorial warning labels as deterrents of alcohol abuse", (authors: Piper L., Mileti A. and Guido G.), *British Food Journal*.

STATISTICS SOFTWARE

MATHEMATICA Wolfram	Symbolic and numerical calculation software and programming language. The main use of software derives from the simulation of ordinary and stochastic differential equations used in many models adopted in researches published in scientific journals.
SPSS/STATA	Software for basic, inferential and multivariate descriptive statistical analysis (such as reliability analysis, correlation analysis, simple and multiple regression analysis, cluster analysis, exploratory factor analysis and multi-dimensional scaling). The skills learned in this field result from the use of these analysis in many of the published studies and didactic activities on research methods and analysis techniques with SPSS.
AMOS	Software for statistical analysis of structural equation models (SEMs).
PROCESS	Software for basic, inferential and multivariate descriptive statistical analysis

LANGUAGES

English	Advanced Level - Written and Spoken
Japanese	Basic Level - Written and Spoken <ul style="list-style-type: none"> • Course of Language and Translation - Japanese I

- Course of Translation Japanese-Italian I
Degree in Science and Technique of Linguistic Mediation
University of Salento

Italian Mother Tongue

Lecce, 26 May 2020

Luigi Piper

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Academic References

- Prof Gianluigi Guido** *Full Professor of Marketing*
University of Salento
Dept of Economics
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University of Bari
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- Prof Antonio Leaci** *Full Professor of Mathematics*
University of Salento
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Other References

- Gianluca Marra** *CEO*
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- Tom Foerstel** *CEO*
Foerstel Design Ltd
249 S 16th St, Boise, ID 83702, United States
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Curriculum vitae attività scientifica e didattica
(dichiarazione resa ai sensi degli artt. 46 e ss. del D.P.R. 445/2000)

La sottoscritta **IRENE SALA**

consapevole, ai sensi dell'articolo 76 del D.P.R. 445/00, che chiunque rilascia dichiarazioni mendaci, forma atti falsi o ne fa uso, è punito ai sensi del codice penale e delle leggi speciali in materia,

DICHIARA

che il proprio curriculum vitae è il seguente:

INFORMAZIONI PERSONALI

Nome e cognome: Irene Sala

ATTIVITA' SCIENTIFICA

- | | |
|--|---|
| Ottobre 2019 – Febbraio 2020 | Ricercatrice (contratto) presso ATER – Associazione Teatrale Emilia Romagna, Via Pietro Giardini, 466/G – Modena (MO) e Osservatorio dello Spettacolo, Regione Emilia-Romagna, Via Aldo Moro, 38 – Bologna (BO): <ul style="list-style-type: none">- Stesura di report sull'industria musicale in Emilia-Romagna. |
| Ottobre 2015 – Aprile 2020 | PhD candidate in Management presso Università di Bologna, Dipartimento di Scienze Aziendali, Via Capo di Lucca, 34 – Bologna (BO): <ul style="list-style-type: none">- Attività di raccolta dati qualitativi, analisi dati e stesura di due paper empirici e un paper teorico inclusi nella tesi di Dottorato. |
| Febbraio 2019 – Maggio 2019
2-25 Settembre 2019 | <ul style="list-style-type: none">- Visiting PhD candidate presso Rotterdam School of Management RSM (Rotterdam, Olanda): Partnership Resource Centre, Business and Society Management Department; e Technology and Operations Management Department. |
| Novembre 2017 – Aprile 2020 | Svolgimento progetto di ricerca nell'ambito della valutazione universitaria e del trasferimento tecnologico dell'Università di Bologna: <ul style="list-style-type: none">- Submission alla Special issue "University technology transfer, regional specialization, and local dynamics: Exploring the recipes for successful innovation and growth in Italian industry", Journal of Technology Transfer.- Partecipazione a progetto europeo "Regional Innovation Impact Assessment Framework of Universities: Case Studies", Joint Research Centre della Commissione Europea, Directorate B "Growth and Innovation". |
| Maggio 2010 – Novembre 2011 | Ricercatrice (contratto) presso AICCON – Associazione Italiana per la Promozione della Cultura della Cooperazione e del Non Profit, P.le della Vittoria 15 – Forlì (FC): <ul style="list-style-type: none">- Stesura di report di approfondimento per 4 workshop tematici in preparazione del congresso mondiale BITS (Bureau International du Tourisme Social), 19-23 settembre 2010. |
| Giugno – Luglio 2008 | Ricercatrice (contratto) presso Cooperazione per lo Sviluppo dei Paesi Emergenti (COSPE), Organizzazione Non Governativa, Sede di Bologna, Via Lombardia 36 – Bologna (BO): <ul style="list-style-type: none">- Supporto all'attività di ricerca, aggiornamento e stesura del libro: Berruti, A. e Del Vecchio, E. (2009). <i>Turismo. Povertà, Sviluppo e Turismo Responsabile</i>, Effatà Editrice. |

PARTECIPAZIONE A CONVEGNI

1. **EURAM 2019** (Lisbona) – presentazione paper in SIG Innovation, track *Knowledge, learning and innovation in cross sector collaborations*.
2. Bologna Business School Workshop 2019 (Bologna) *The Future of Conducting and Publishing Research in Entrepreneurship, Innovation, Management and Strategy*. Presentazione paper a editori di Journal of Management Studies (Prof. Gerardo Patriotta) e Academy of Management Review (Prof. Allan Afuah).
3. **Academy of Management AOM 2018** (Chicago, USA) – presentazione working papers in due Paper Development Workshop su *Understanding change from a process perspective: what does it take and what do you get?* e *Genesis and dynamics of brokerage position*.
4. **EGOS 2018** (Tallin, Estonia) – partecipazione e presentazione working paper in *EGOS Doctoral Colloquium*; partecipazione Paper Development Workshop su *Making process visible*; presentazione paper in Sub-theme *Multi-level network research: the relationship between intra- and interorganizational networks*.
5. 6th biennial International Symposium on Cross-Sector Social Interactions CSSI 2018 (Copenhagen, Danimarca) – partecipazione e presentazione working paper al *Doctoral Colloquium*.
6. Workshop di The Journal of Technology Transfer, Special issue *University technology transfer, regional specialization, and local dynamics: Exploring the recipes for successful innovation and growth in Italian industry*, Aprile 2018 (Scuola Superiore Sant'Anna, Pisa) – presentazione working paper.
7. Winter School 2018 *Narratives in Organizational Research*, Associazione Italiana di Organizzazione Aziendale ASSIOA (Dipartimento di Management, La Sapienza, Roma).

PUBBLICAZIONI

Sala, I. & Sobrero, M. (2020). Games of policy and practice: Multi-level dynamics and the role of universities in knowledge transfer processes. *The Journal of Technology Transfer*, 1-41. <https://doi.org/10.1007/s10961-020-09806-5>

Sala, I. & Boari, C. (2019). *Opening the black box of brokering: Exploring brokers' behaviors within the collective creativity process in a cross-sector partnership*, in: Proceedings, EURAM Conference, 2019, pp. 1 – 40. [Contributo in Atti di convegno].

Sala, I. (2020) *How do brokers broker? Brokering through a process perspective*, Alma Mater Studiorum Università di Bologna. Dottorato di ricerca in PhD in Management, 31 Ciclo. [Dissertation thesis].

WORKING PAPER

Sala, I. & Boari, C. (2020). Brokering in social innovation: Influencing the collective generation of novel solutions, under review presso *The Academy of Management Journal*.

Sala, I. & Boari, C. (2020). Multiplex brokering: Impacting instrumental and affective ties multiplexity in collective innovation, accettato per presentazione presso *EGOS 2020 Sub-theme "Organizational network dynamics and churn"*.

Sala, I. (2020). Reconceptualizing brokering: Overcoming ontological drifts in the definition of the construct.

**ATTIVITA' DIDATTICA E DI
SUPPORTO ALLA DIDATTICA**

Ottobre 2019 – oggi	Programme Manager corsi di laurea Magistrale internazionali (cat. D1 amministrativo-gestionale) presso Università di Bologna, AFORM Settore Servizi didattici Area Sociale, Piazza Scaravilli, 2 – Bologna (BO): <ul style="list-style-type: none"> - Gestione, programmazione didattica e supporto agli studenti del Corso di Laurea Magistrale in International Management, A.A. 2019/2020.
Maggio 2018	Lecturer (ospite) presso Università di Bologna, Scuola di Economia, Management e Statistica, Piazza Scaravilli, 2 – Bologna (BO): <ul style="list-style-type: none"> - Intervento in aula sul tema "Cross-sector partnerships" nell'ambito dell'insegnamento "Managing networks in the arts", Corso di laurea Magistrale in Innovation and Organization of Culture and the Arts, A.A. 2017/2018.
Settembre 2016 – Luglio 2017	Tutor didattico presso Università di Bologna, Scuola di Ingegneria e Architettura, Viale del Risorgimento, 2 – Bologna (BO): <ul style="list-style-type: none"> - Preparazione e svolgimento esercitazioni in aula, preparazione e correzione esami scritti, svolgimento esami orali per l'insegnamento "Economia e

Ottobre 2012 – Settembre 2019
(in aspettativa per frequentare il
dottorato dal 12/10/2015 al 30/09/2019)

Organizzazione Aziendale”, Corso di laurea in Ingegneria Gestionale, A.A.
2016/2017.

Responsabile Servizi di supporto alla Didattica (cat. D1 amministrativo-
gestionale) presso Università di Bologna, Dipartimento di Informatica –
Scienza e Ingegneria (DISI), Mura Anteo Zamboni 7 – Bologna (BO):

- Gestione e programmazione didattica dei Corsi di Laurea in Informatica ed
Informatica per il Management, e Corso di Laurea Magistrale in Informatica.
- Supporto al Direttore di Dipartimento per la gestione dell'attività didattica del
Dipartimento nella sede centrale e nelle sue sedi dislocate.

Maggio 2010 – Novembre 2011

Coordinatrice Corsi di Alta Formazione presso AICCON – Associazione
Italiana per la Promozione della Cultura della Cooperazione e del Non
Profit, Università di Bologna, Campus di Forlì, Facoltà di Economia, P.le
della Vittoria 15 – Forlì (FC):

- Preparazione/sistemazione di materiale didattico, attività di tutoraggio d'aula
e coordinamento didattico dei percorsi di alta formazione promossi da
Università di Bologna in collaborazione con AICCON e Istituto Luzzatti (es.
Corso di Alta Formazione Universitaria in Economia e Gestione del Credito
Cooperativo, Università di Bologna, A.A. 2010/2011).
- Programmazione di percorsi formativi per banche e associazioni private e
redazione slide e materiale didattico.

ALTRA ESPERIENZA PROFESSIONALE

Febbraio 2012 - Novembre 2012

Responsabile Comunicazione e Media Relations presso AICCON –
Associazione Italiana per la Promozione della Cultura della Cooperazione e
del Non Profit, P.le della Vittoria 15 – Forlì (FC).

Settembre 2010 - Gennaio 2012

Progettista e assistente Project Manager per il Sociale e per la
Cooperazione Internazionale allo Sviluppo presso C.I.D.E.S. Centro
Internazionale dell'Economia Sociale, Via Lame 118 – Bologna (BO).

Novembre 2009 – Giugno 2010

Assistente Responsabile Progetti di Cooperazione internazionale in Kenya
(finanziati UE) - Desk Italia (tirocinio formativo e di orientamento) presso
C.I.D.E.S. Centro Internazionale dell'Economia Sociale, Via Lame 118 –
Bologna (BO).

Giugno – Luglio 2008

Assistente Responsabile Progetti di Cooperazione Internazionale in India,
Mongolia e Nepal (finanziati UE) – Desk Italia presso Cooperazione per lo
Sviluppo dei Paesi Emergenti (COSPE), Organizzazione Non Governativa,
Sede di Bologna, Via Lombardia 36 – Bologna (BO).

Gennaio – Maggio 2008

Assistente Responsabile Progetti di Cooperazione Internazionale in India,
Mongolia e Nepal (finanziati UE) – Desk Italia (tirocinio curriculare) presso
Cooperazione per lo Sviluppo dei Paesi Emergenti (COSPE),
Organizzazione Non Governativa, Sede di Bologna, Via Lombardia 36 –
Bologna (BO).

ISTRUZIONE E FORMAZIONE

2015 – 2020

PhD in Management – XXXI ciclo, Università di Bologna, Dipartimento
di Scienze Aziendali. Titolo tesi: “How do brokers broker? Exploring
brokering through a process perspective”. Supervisore: Prof.ssa Cristina
Boari. Conseguito il 07/04/2020 con valutazione: Eccellente.

2009 – 2010

Corso di Alta Formazione “Esperti in progettazione per la cooperazione
internazionale allo sviluppo”, Università di Parma, in collaborazione con
Centro di Educazione Sanitaria e Tecnologie Appropriate Sanitarie (CESTAS),
Via C. Ranzani 13/5/F, Bologna (BO).

2007 – 2009

Laurea Specialistica “Economia e Management delle Imprese Cooperative

e delle Organizzazioni Non Profit”, Università di Bologna, Campus di Forlì, Facoltà di Economia. Conseguita il 16/12/2009 con votazione: 110/110 con lode.

2004 - 2008

Laurea Triennale “Discipline Economiche e Sociali”, Università degli Studi Milano-Bicocca, Facoltà di Economia. Conseguita il 31/03/2008 con votazione: 110/110 con lode.

ALTRE ATTIVITA' FORMATIVE

CERTIFICAZIONI PROFESSIONALI INTERNAZIONALI

- Partnership Brokers Training Livello 1, Partnership Brokers Association (Amsterdam, Olanda), 26-29 Novembre 2019.
- Certified Development Project Manager (CDPM®) Level I, PM4DEV Project Management for Development Organizations (Atlanta, USA) - Registered Education Provider (R.E.P.) approvato dal Project Management Institute (PMI)® (online), Febbraio – Giugno 2014.

ESPERIENZE ALL'ESTERO

- 13/04/2015 - 17/04/2015 - Erasmus+ Staff Training A.A. 2014/2015. Partecipazione alla International Staff Week *The international student experience and beyond* presso Lund University (Lund, Svezia) e University of Amsterdam (Amsterdam, Olanda).
- 4-14/08/2014 - Erasmus Staff Training LLP A.A. 2013/2014. Visita di studio presso University of Rhode Island (Kingston, USA); MIT, Boston University, Northeastern University (Boston, USA); Brown University (Providence, USA).
- 23/09/2013 - 27/09/2013 - Erasmus Staff Training LLP A.A. 2012/2013. Visita di studio presso Lillebealt Academy of Professional Higher Education (Odense, Danimarca).
- 8/04/2009 – 6/05/2009 - Periodo di ricerca all'estero per la preparazione della tesi di laurea presso ONG Intermón Oxfam, Observatorio del Tercer Sector, ASF Arquitectos Sin Fronteras, Fundación CODESPA ONG (Barcellona, Spagna).
- 15/01/2007 – 8/06/2007 - Programma Erasmus, Linköpings Universitet, Faculty of Art and Sciences (Linköping, Svezia).

COMPETENZE LINGUISTICHE

Lingua madre	Italiano				
Altre lingue	COMPRESIONE		PARLATO		PRODUZIONE SCRITTA
	Ascolto	Lettura	Interazione	Produzione orale	
Inglese	C1	C1	C1	C1	C1
	IELTS, British Council, livello 7.5, Febbraio 2015				
Spagnolo	C1	C1	B2	B2	B2
	Diploma de Español como lengua extranjera (nivel intermedio) livello B2, Instituto Cervantes, Maggio 2003				
Francese	B1	B2	B1	A2	A2
	DELFI niveau 2 (unités A3-A4) – Diplôme d'Étude en Langue Française, livello B1, Maggio 2002				

PARTECIPAZIONE AD ASSOCIAZIONI SCIENTIFICHE

- Membro di The Academy of Management (AOM) dal 2018.
- Membro di European Group of Organizational Studies (EGOS) dal 2018.
- Membro di European Academy of Management (EURAM) anno 2019.
- Membro di Associazione Italiana di Organizzazione Aziendale (ASSIOA) anno 2018.
- Socia Associazione Studentesca non Profit Lab (aprile 2008 – dicembre 2009) e membro del Consiglio Direttivo (dicembre 2008 – dicembre 2009) - Università di Bologna, Facoltà di Economia, Campus di Forlì - Promozione della cultura dell'Economia Civile, della cooperazione e della solidarietà: organizzazione convegni, seminari, dibattiti, attività didattico-formative.