

CURRICULUM VITAE

PERSONAL INFORMATION



Surname: TOMASELLI
Name: Salvatore
Date of birth: March 28, 1961
Nationality: Italian
Private address: Via Marchese di Roccaforte, 55
90143 PALERMO (ITALY)
Tel. +39. 091. 6254773
Professional address: Via Maggiore Galliano, 21
90143 PALERMO (ITALY)
Tel. +39. 091. 341532
Fax. +39. 091. 349327
Mobile +39. 3355369940
E-Mail: salvo.tomaselli@studiotomaselli.it /
sal.tomaselli@tiscali.it
Academic address: Università di Palermo
Scuola Politecnica
Dipartimento di Scienze Economiche Aziendali e
Statistiche
Viale delle Scienze, Parco d'Orleans
90139 PALERMO (ITALY)
E-Mail: salvatore.tomaselli@unipa.it

SHORT BIO

Graduated in economics in 1984 at the *Università di Palermo* (Italy), from 1985 to 1989 attended different post-graduate programs at *Università Bocconi*, Milan (Italy). From 1992 to 1998 attended the **PhD Program in Business Administration** at **IESE Business School**, Barcelona Spain. Special fields Business Strategy and Family Business.

Professor of Business Policy at the "*Università di Palermo*" (Italy), he is currently entitled of the courses in **Business Policy, Planning and Control Systems** and **Family Business Governance and Strategy**. He is also encharged to design and co-ordinate the **Education Program on Entrepreneurship** of the Università di Palermo. In April 2015 has been **visiting professor** of **Family Business Strategy and Governance** at the **Beijing Institute of Technology**.

A globetrotter expert in **Family Business**, developed a reach consulting and academic experience throughout **Europe, Latin America** and, more recently, **China and Indonesia**, both in co-operation with top ranking consulting companies and as a free lance consultant.

His **professional competence** covers different topics in family business among which education of subsequent generation, composition and functioning of governance bodies, ethics and values in family businesses, Family Protocols and include also strategic management, entrepreneurship, organizational design, boards of directors, control systems.

Since July 2015 is **Consultant of IFC – World Bank Group for Family Business Governance**. Partner of the “*Family Business Consulting Group Espana*” until 2013, in 2014 co-founded “*Family Business Consulting Group Costa Rica*”. Member of the advisory board of the “*Family Angels*” program established by “BCN Business Angels” to support innovation in Family Businesses through networking with start-ups and new ventures, Barcellona (Spain). Board member of the **academic incubator of the University of Palermo**. Invited member of **UniCredit Territorial Community**.

Founding member and fellow of IFERA (International Family Enterprise Research Academy), where he served as a board member from foundation until 2011; in 2015 has been appointed as **Vice President for Finance** in the Board of **EURAM** (European Academy of Management); in 2015 has been appointed as representative of the Università di Palermo in the **Scientific Committee of CERISDI**.

Since 1993 co-operates with the Family Business Chair at IESE Business School, Barcelona (Spain); since 1997 co-operates with the Department of Strategy at SDA Bocconi, and the AIDAF-EY Chair of Strategic Management in Family Business at Bocconi University; moreover has well established co-operations with other academic institutions, among which Escuela de Administracion de Empresa (EAE), Barcelona (Spain); Universidad de Palermo, Buenos Aires (Argentina); Politecnico de Monterrey, Mexico; UCLan Cyprus (Cyprus); Zhejiang University, Hangzhou (China); Beijing Institute of Technology, Beijing (China).

A member of the editorial board of the *Family Business Review* until December 2013, he is currently reviewer of the *Family Business Review*, the *Journal of Family Business Strategy*, the *International Journal of Entrepreneurial Behaviour and Research*. Is *Supervising Editor* of the *Journal Of Sport Sciences And Law* (ISSN 1974-4331), member of the *Consejo Editorial* of Archipelago www.empresafamiliar.com.

The author of a number of papers, articles and books, mainly in the area of family business. In 1993 and 1999 received the FBN Award for the best research paper presented at the FBN Annual World Conference.

STUDIES

- 1979-1984 **Degree in Economics**, University of Palermo (Italia).
- 1985 **"Course in Didactics for young professors"**, Academia Italiana di Economia de Impresa (AIDEA).
- 1985-1986 **"Intensive Course of Directional Development"**, SDA Bocconi, Milan.
- 1987 **Course "Marketing management for consumer goods"**, SDA Bocconi, Milan.
- 1989 **Course "Systems Dynamics and Simulation Models for Business Strategy"**, SDA Bocconi, Milan.
- 1992-1998 **Philosophy Doctor in Business Administration**, IESE Business School, Universidad de Navarra (Barcelona, Espana) Special fields Business Policy, and Family Business. Thesis “*The Role of the Board of Directors in Training Young Family Members in Family Businesses*”. Thesis Director Prof. Miguel Angel Gallo

LANGUAGES

Mother tongue: Italian.

Foreign Languages:

	Listening		Reading		Speaking		Writing	
English	C2	Advanced	C2	Advanced	C2	Advanced	C2	Advanced
Spanish	C2	Advanced	C2	Advanced	C2	Advanced	C2	Advanced
French	B1	Intermediate	B1	Intermediate	B1	Intermediate	B1	Intermediate

According to the **Common European Framework of Reference for Languages: Learning, Teaching, Assessment**

PRESENT ACADEMIC STATUS

- Associate Professor of Business Policy at the University of Palermo, since 2001.
- Scientific Co-operation with the Family Business Chair at IESE, Barcelona (since 1994).
- Scientific Co-operation with the Department of Strategy at SDA Bocconi, and the AIdAF-EY Chair of Strategic Management in Family Business at Bocconi University (since 1997).

His areas of specialization include strategic management, organizational design, boards of directors and different topics on family business, among which education of subsequent generation, composition and functioning of governance bodies, ethics and values in family businesses, and Family Protocols.

ACADEMIC EXPERIENCE

- **Contract Professor at Ce.Ri.S.Di.** (Centre fo Research and Studies in Business Administration – Palermo). Since 1994.
- **Contract professor ISIDA** Palermo. 2009-2013
- **Visiting Professor** at EAE – Escuela de Administracion de Empresa. Barcelona. Spain. Teaches the module “Factores de Continuidad de la Empresa Familiar” within the “Programa MBA Entrepreneurship and Family Business” (since 2008).
- **Visiting Professor** of Family Business at Beijing Institute of Technology, April 2015.
- **Contract Professor at the Strategy Department** of Università Bocconi, Milan (1999-2001).
- **Researcher of Business Policy** at the University of Palermo, 1996 - 2001.
- **Researcher** (CE.RI.S.DI. – Centre fo Research and Studies in Business Administration – Palermo, 1990-1993).
- **Teaching activities** carried on in co-operation with various educational institutions, with both national and international scope, mainly addressed to post-graduate students and executives from Private and Public Businesses, and from Public Administrations. In the field of “family business” teaching activities have been carried on both in Europe and in Latin America.

- **Lecturer** (University of Palermo, Italia, 1986-1995)

SCIENTIFIC ACTIVITY

Main areas of investigation about family businesses have been composition and functioning of governance bodies, ethics in family businesses, education of subsequent generation, and Family Protocols.

Presentations in Italian national conferences (a selection)

- 2003 **Speech** “**The Value and Values of Family Businesses**”, AidAF (Associazione Italiana delle Aziende Familiari) Conference “Family Businesses for the development of Southern Italy”. Palermo, October 21th 2003.
- 2004 **Speech** “**Family businesses between stagnation and development**”, AidAF (Associazione Italiana delle Aziende Familiari) Conference. Palermo, May 21th 2004.
- 2005 **Chairman** AidAF (Associazione Italiana delle Aziende Familiari) Conference “Competitive and Strategic Challenges for Family Businesses”. Palermo, January, 28th 2005.
- 2005 **Chairman** AidAF (Associazione Italiana delle Aziende Familiari) Conference, “Communication and conflict in Family Businesses”. Palermo (Steri), April 18th 2005.
- 2005 **Co-chairman** (co-chair Cristiana Compagno, Università di Udine) Workshop “**Generational Education**”. **1st National Congress** (AidAF). Milan, November 11-12 2005.
- 2005 **Speech** Workshop **SMEs the challenge of growth**. Confindustria Palermo. Palermo, November 25 2005.
- 2007 **Speech** Workshop **The “Integral development” of Businesses**. Università di Palermo. Palermo, November 11 2007.
- 2008 **Speech** Workshop **Managing Human Resources in Family Businesses** AidAF & Inaz. Palermo, May 15 2008.
- 2008 **Speech - National Congress** (AidAF). **2008**. Naples, September 12-13 2008.
- 2012 **Speech - National Congress** (AidAF). **2012**. Verona, November 16-17 2012.

Presentations in International conferences

- 2003 **Key note** “A Organização, para a Mudança, da Família Detentora de Patrimónios Empresarios”. III Congresso Nacional da Associação Portuguesa das Empresas Familiares (APEF).
- 2004 **Chairman Parallel Session** on “Governance and Management in the Family

- Business” nell’ambito del **IFERA 4th Annual Research Conference** presso la Jönköping International Business School (JIBS), Svezia 26-27 Marzo 2004.
- 2004 **Chairman del Research Forum IFERA-FBN 2004**, Copenhagen September 8-11 2004.
- 2004 **Speech “Family Protocols in Spain: a survey on 10 years of experience”**, (Co-autore Prof. Miguel Angel Gallo, IESE) **Research Forum IFERA-FBN 2004**, Copenhagen September 8-11 2004.
- 2004 **Workshop “Writing Implementing and Maintaining Family Protocols in an Unstable World”. 15th FBN World Conference**, Copenhagen September 8-11 2004
- 2005 **Chairman Parallel Session** on “Value System”. **IFERA 5th Annual Research Conference**. IESE Business School, Universidad de Navarra. Barcelona April 13-15 2005.
- 2005 **Workshop “Family Business Database Creation: An International Research Project”**. IFERA 5th Annual Research Conference. IESE Business School, Universidad de Navarra. Barcelona April 13-15 2005.
- 2005 **Key note “El choque generacional en la empresa familiar y la profesionalizacion como herramienta conciliatoria”**. 1er Congreso Nacional de Empresas Familiares della Colombia. Bogotá, Camara de Comercio. May, 19-20 2005.
- 2007 **Chairman Parallel Session** on “Entrepreneurship and Family Business” nell’ambito della Conferenza Internazionale **Strategic Management Society** Università di Catania. 23 25 Maggio 2007.
- 2007 **Main Speaker** 1er Congreso de la Empresa Familiar de Latino America. Santafè, Agrentina. November 26-27 2007.
- 2008 **Key Note Preparar a los miembros de la familia para ser consejeros**. Associació Catalana de la Empresa Familiar. Barcelona, Spagna. March 11 2008.
- 2008 **Key Note IV Encuentro de Formacio Familia y Empresa**. Family Business Consulting Group International-Spain. Valencia, Spagna. April 24-25 2008.
- 2009 **Key Note La Empresa Familiar como comunidad de personas**. Associació Catalana de la Empresa Familiar. Barcelona, Spagna. March 18 2009.
- 2010 **Key Note at the Family Business Summit** – Bogotá e Medellin (Colombia) March 25 - 26 2010.
- 2010 **Key Note Balance entre Directivos Familiares y No Familiares en las Empresas Familiares** – Associació Catalana de la Empresa Familiar. Barcelona, Spagna. April 9 2010.
- 2011 **Workshop Taking Over Before 40: How to Disseminate Down Family Values Without Grey Hair?** Global Family Séjour 2011. Transferring Family Values to the Next Generation: Challenges and Opportunities. IESE Business School, in cooperation with the Liechtenstein Academy Foundation. Barcelona.

- Spain. May 18–20 2011.
- 2011 **Chairman 11th Annual World Family Business Research Conference. Intelligence and courage - family firms' vision in the era of economic turmoil. Theory – practice – policy.** Università di Palermo, Palermo, Italia, June 28 – July 1st 2011.
- 2012 **Key Note VI Encuentro de Formacion Familia y Empresa.** Family Business Consulting Group International-Spain. Università di Palermo, Italia. May 16-18 2012.
- 2012 **Key Note Relaciones entre familia y empresa. Compromiso multigeneracional.** Congreso de Empresas Familiares del Agro. Facultad de Agronomía - Universidad de Buenos Aires. December 2 -3 2012.
- 2013 **Panelist Plenary Session 2013 – Consejo Nacional Banorte. “Impulsando el Desarrollo del Mexico”.** Mexico D.F. Mexico. November 5 2013.
- 2013 **Key Note “Innovación y espíritu emprendedor para la continuidad de las empresas familiares”.** XV Trobada Associació Catalana De L’ Empresa Familiar. Barcelona, Spagna. November 29 2013.
- 2014 **Key Note V Family Business Day: “Re-inventing the Business across generations” “Does every generation need to reinvent itself and the business? What are possible strategies for the family and the business? How can families welcome new generations into the familybusiness?”** INSEAD – Les Henokiens. June 14th, 2014.
- 2014 **Key Note “Cultural Challenges and the Long Lasting Development of Family Businesses”.** 10th International Symposium of Entrepreneurship and Family Business Traditional Culture and Growth of the Family Business” School of Management Zhejiang University – Hanzhou (Zhejiang Province. China). November 13-14th, 2014.
- 2014 **Key Note “Developing Long Lasting Family Businesses: Challenges to the second generation”.** International Forum on Family Business School of Management Zhejiang University – Xixi (Zhejiang Province. China). November 15th, 2014.
- 2014 **Key Note “El Impacto de la Planificación Estratégica en el Empresa Familiar”.** 2^{do} Congreso de Empresa Familiar. Cámara de Industrias de Costa Rica. **November 27th, 2014.**
- 2015 **Key Note “Succession and Corporate Strategy and Governance in Family Businesses”.** Forum on Family Business – Changzhou (China). April 17th, 2015.
- 2015 **Key Note “Creating Conditions for Family Business’s Longevity. The Role of the First and Second Generation”.** China 2015 Family Business Conference The Entrepreneurial Development of Family Businesses: Theory-Practice-Policy Perspectives. September 7th, 2015.
- 2015 **Key Note at Panel Debate: Government Initiatives on Family Business Support.** China 2015 Family Business Conference The Entrepreneurial

Development of Family Businesses: Theory-Practice-Policy Perspectives.
September 8th, 2015.

Books

- ***Longevità e Sviluppo nelle Imprese Familiari: Problemi, Strategie e Strutture di Governo.*** Edizioni Giuffrè, Milan, Italy. 1996.
- ***The Role of the Board of Directors in Training Young Family Members in Family Businesses,*** “Colana Monografias” of the Family Business Chair, IESE, Barcelona, 1999.
- ***Success as a function of Love, Trust and Freedom*** - co-authors Prof. Guido Corbetta e D.ssa Daniela Montemerlo (Università Commerciale Luigi Bocconi, Milano, Italia), Prof. Miguel Angel Gallo e Kristin Cappuyns (IESE, Universidad de Navarra) , Prof. W. Gibb Dyer (Brigham Young University e Harvard Business School, USA), Dott. Salvatore Tomaselli (Università di Palermo, Italia) – “*Colana Monografias de la Catedra Impresa Familiar*”, IESE, Barcellona, Spagna.
- ***Protocolos Familiares: sus resultados,*** (co-author Prof. Miguel Angel Gallo – IESE International Business School – Universidad de Navarra, Barcelona, Spain), Fundación Rafael Escolá Ed., Bilbao, Spain, 2006.
- ***Il Patto di Famiglia.*** Edizioni Giuffrè, Milano, 2006.
- ***Scienze Umanistiche, Valori e Cultura d'impresa (Humanities, values and business culture).*** authors Vergara C., Tomaselli S., Escheri F., Marrone G., Garilli C. p. 1-256, Palermo: Università di Palermo – Dream, Italy.2008.
- ***La Empresa familiar multigeneracional,*** (co-authors M.A Gallo, S. Klein, D. Montemerlo, S. Tomaselli y K. Cappuyns). EUNSA (Editorial Universidad de Navarra S.A.). Pamplona and Madrid. Spain. 2009.

Proceeding (Editor)

- ***Family Forms in the Wind of Change - Research Forum Proceedings IFERA-FBN 2004,*** *15th Annual World Conference of the Family Business Network, 8-11 Settembre 2004, Copenhagen.* Edited by Salvatore Tomaselli (Università degli Studi di Palermo) - Leif Melin (Jonköping International Business School).
- ***Intelligence and Courage for the Development of Family Business. Theory, Practice, Policy. Proceedings 11th IFERA Annual World Conference. 30 Giugno - 3 Luglio 2011,*** *Palermo.* Edited by Salvatore Tomaselli (Università degli Studi di Palermo) Fotograf & Ivthns Editori. ISBN: 978-88-95272-99-3

Articles

- **Some relationships between key actors in the entrepreneurial succession process**, *Economia Aziendale*, four monthly review of the Accademia Italiana di Economia Aziendale (Italian Academy of Concern Economics), April 1991, Giuffrè, Milan (Italy).
- Working Paper **Alcune evidenze empiriche dall'analisi sul campo nell'area catanese: le relazioni famiglia-impresa**, final report of the investigation *L'analisi dello sviluppo socio-economico dell'area industriale di Catania*, copyright CERISDI.
- Working Paper **Macro Perspectives in Organizational Theory: The New Institutional School**. IESE
- **Training the Next Generation in Family Businesses: A Possible Key Role for the Board of Directors**, 4th Annual Conference of the Family Business Network, October 1993.
- **Il Consiglio di Amministrazione nelle Imprese Familiari Italiane**, *Economia e Management*, N. 3, 1996, pagg. 13-24. (Co-author Prof. Guido Corbetta).
- **Boards of Directors in Italian Family Businesses**, *Family Business Review*, Vol. IX, N.4, 1996, pagg. 403-421.
- **The Role of the Board of Directors in Training Young Family Members in Family Businesses**, *10th Annual World Conference of the Family Business Network, September 1999, Stockholm*.
- **Family Forms in the Wind of Change - Research Forum Proceedings IFERA-FBN 2004**, *15th Annual World Conference of the Family Business Network, 8-11 Settembre 2004, Copenhagen*. Edited by Salvatore Tomaselli (Università degli Studi di Palermo) - Leif Melin (Jonköping International Business School).
- Working Paper **"Resultados de los Protocolos Familiares"**, co-author prof. Miguel Angel Gallo. Technical Note. IESE March 2000.
- Working Paper **"Los Protocolos Familiares: 10 años de experiencia en España."** (Co-author M.A. Gallo, IESE). Technical Note. IESE, Barcelona (España), DGN-603, May 2000.
- Working Paper **"Formulación e Implantación del Protocolo Familiar, resultados."** (Co-author M.A. Gallo, IESE). Survey in progress report presented in Rome, October 2001.
- Working Paper **"Success as a Function of Love Trust and Freedom in Family Businesses"**. (Co-authors: K. Cappuyns, IESE; G. Corbetta, SDA Bocconi; G. Dyer, Brigham Young University; M.A. Gallo, IESE; D. Montemerlo, SDA Bocconi). Informe de investigación presentado en la *12th Annual World Conference of the Family Business Network*, Octubre de 2001, Roma.
- **Que diferencia un Protocolo Familiar de éxito de otro fracasado?** In "Maestros en Empresa Familiar – Aula de la Empresa Familiar 2003" – Coordinadora Cristina Aragón. Publicaciones de la Universidad de Deusto – San Sebastian – Spagna, 2004.

- **Il mediatore immobiliare dal “prodotto” alla “prestazione” grazie alla costellazione del valore**, in FIMAA News – Speciale - n° 22 Marzo 2004.
- **Family Protocols in Spain: a survey on 10 years of experience**, presentato al Research Forum IFERA-FBN 2004, *15th Annual World Conference of the Family Business Network*, 8-11 Settembre 2004, Copenhagen. (Co-autore Prof. Miguel Angel Gallo, IESE) – Pubblicato nei proceedings del Research Forum.
- **Writing Implementing and Maintaining Family Protocols**, (Co-autore M.A. Gallo, IESE) in *Family Business Research Handbook*, Edward Elgar Publishers, UK. – 2006.
- **Exploring Options and Increasing Confidence in Turning “Stunted Growth” Firms Round: Trials with a Management Simulator** (Co-autori C. Bianchi, Università di Palermo, Graham W. Winch, University of Plymouth, U.K). Presentato al *4th International Entrepreneurship Research Exchange Australian Graduate School of Entrepreneurship (AGSE)* – Brisbane, Australia. 2007
- **Management Simulator as an Instrument to Aid Turning “Stunted Growth” Round in Family Businesses** (Co-autori C. Bianchi, Università di Palermo, Graham W. Winch, University of Plymouth, U.K). *SMS Special Conference on Entrepreneurship* - Catania 23-25 Maggio 2007.
- Article **“Alcune considerazioni sullo sviluppo integrale delle aziende familiari”** in Carlo Sorci (a cura di) *Lo Sviluppo integrale delle Aziende*. Giuffrè. Milano. 2007
- Article **Sviluppo o nanismo? Verso una consapevole valutazione della crescita sostenibile e dei rischi di perdurante stasi dimensionale nell’impresa familiare: un approccio di “System Dynamics”**. In: Devecchi Claudio, Fraquelli Giovanni. *Dinamiche di sviluppo e internazionalizzazione del family business*. p. 211-226, Il Mulino, ISBN: 978-88-15-12682-5 BIANCHI C, TOMASELLI S (2008).
- Article. **Developing IRT Approach in the Area of Central Southern Sicily Through Governance and Strategic Planning**. In: *3rd IRT International Scientific Conference - Integrated Relational Tourism: Territories and Development in the mediterranean Area*. Helwan - Egypt, 24-25-26 Ottobre 2009, p. 671-679, PALERMO: Gulotta Editore, ISBN: 88-88276-18-1
- Article. **Prologue**. Co-author Daniela Montemerlo. In: *Intelligence and courage for the development of Family Business: Theory, Practice, Policy*. . p. XV-XIX, PALERMO: Fotograf & Ivthns, ISBN: 978-88-95272-99-3, Università di Palermo, Sicily, 28 giugno – 1 luglio, 2011.
- Article **Alcune riflessioni sui piani strategici territoriali**. In: *Federalismo, riforme della contabilità e dei sistemi di controllo*. vol. 53, p. 293-306, MILANO: Giuffrè Editore, Milano. ISBN: 8814173389. (2012).

- Article. **Il riorientamento di alcune Patologie nella creazione di valore delle società di calcio professionistiche verso il bene aziendale.** Coautore Cincimino S, Tomaselli S In: .Bianchi C, Cincimino S, Cosenz F, Faldetta G, La Rosa F, Paternostro S, Picciotto L, Ruisi M, Sorci A, Tomaselli S, Torcivia S, Vergara C. *Il bene dell'azienda*. vol. 50, p. 387-426, MILANO:Giuffrè Editore, ISBN: 9788814174247. (2012)
- Article. **Combating illegal phenomena in professional football in Italy: the strengths and weaknesses of the actual model of governance.** Coautore Salvatore Cincimino In: *Sports: Economic, Management, Marketing & Social Aspects: Twelfth Annual International Conference on Sports: Economic, Management, Marketing & Social Aspects*. Athens - Greece, 9-12 July 2012.
- Article **New model of governance of the football sector in Italy. The identification of some gaps for the overcoming of pathologies.** Coautore Salvatore Cincimino, Francesca Carini. In: *Contradictions in Public Management - Managing in volatile times. IRSPM (Interneational Research Society for Public Management) XVI Annual Conference*. Roma, 11-13 April 2012
- Article **“The Model of Governance of the Professional Football Sector in Italy: a Critical Analysis”**. Coautore Salvatore Cincimino. Rivista della Facoltà di Scienze Motorie dell'università degli Studi di Palermo, ISSN: 1974-4331 (2013).
- Article **“The Nexus Knowledge-Market and Innovation in University Education: Lessons Learned from University Start Ups”**. Co-authors Umberto La Commare and Valeria Battaglia. Presented at the 13th Annual Conference of the *European Academy of Management* - Istanbul, 26-29 June 2013.
- Article **“Using a Dynamic Performance Management approach to reinforce the benefits of territorial strategic planning”**. Co-author Carmine Bianchi. Presented at alla 35th Fall Research Conference della *Association for Public Policy Analysis and Management (APPAM)*- Washington D.C., 7-9 November 2013.
- Article **“La performance delle imprese incubate nel Consorzio ARCA nel periodo 2003 – 2011: talune valutazioni sull'efficacia degli incubatori di imprese”** Co-authors Umberto La Commare, Andrea Alberto Memmo, Corrado Vergara. In *Innovazione, Impresa e Territorio*. (G. Fazioe and A. Purpura, Eds.). Franco Angeli. Milano. Italia. ISBN978-88-204-7909-1. 2014.
- Article **“A Dynamic Performance Management Approach to Support Local Strategic Planning”** Co-author Carmine Bianchi. Accepted for publication in *The International Review of Public Administration (IRPA)* - Symposium Measuring performance in complex settings: metrics and methods. 2015.

Cases

- **L'Agrumaria Corleone S.p.a.**, *Piccole e Medie Imprese e Sistemi di Direzione*, 1988, Giuffrè, Milano.
- **Cooptur 3 Golfi**, *Imprenditorialità e Cooperazione*, 1989, Giuffrè, Milano.
- **Migliore S.p.a.**, *Imprenditorialità e sviluppo dell'impresa*, 1991, Giuffrè, Milano.
- **Molino y Pastificio Tomasello**, IESE, Barcellona (Spagna), May 1994. Also published in *Empresa Familiar: Textos y Casos*, Editorial Praxis, Barcelona (España) 1995.
- **Julliet et Godard**, IESE, Barcelona (España), April 1996.
- **Cardullo Packaging Ltd. in Etica en la Impresa Familiar, Texto y Casos**, editors Miguel Angel Gallo e Domenec Melè, Editorial Praxis S.A., Barcelona, 1998.
- **Pastificio Campano (A), (B), (C)**. 2013.
- Caso "Garbellotto S.p.A". The Henokiens Collection. September 2015.
- Caso "Grupo Eléctrico Nacional". Co-author Arlette Urrea Vargas. September 2015.

Awards

- Award for the best research paper presented at the 4th Annual Conference of the Family Business Network, Milan, October 1993, article "Training the Next Generation in Family Businesses: A Possible Key Role for the Board of Directors".
- FBN award for the best research paper presented at the 10th World Annual Conference of the Family Business Network (FBN), Stockholm 16-18 september 1999 article "The Role of the Board of Directors in Training Young Family Members in Family Businesses".

CONSULTING EXPERIENCE

Since 1985 has developed a reach consulting experience in strategy, organizational design, and various areas of family business (including strategic planning, continuity planning, generational transfer, family protocols/constitutions, governance, boards of directors) throughout Europe, Latin America and China.

Has been serving on the Board of Directors of different companies, both public and private (family and non-family owned).