

LUCIA PISCITELLO

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EDUCATION

PhD. Politecnico di Milano and Università di Roma Tor Vergata, Italy.
Fields: Industrial organization, International business

MSc. Politecnico di Milano, Italy.
Management, Economics and Industrial engineering.

FULL TIME APPOINTMENTS

Professor, Politecnico di Milano, Milano, 2005 - present.
Associate Professor, Politecnico di Milano, Milano, 1999 - 2005
Assistant Professor, Politecnico di Milano, Milano, 1997 - 1999.
Research Fellow, Politecnico di Milano, Milano, 1993 to 1996.

Deputy Director: PhD Program in Management, Economics and Industrial Engineering,
Politecnico di Milano, since 2012.

Scientific co-director: Observatory on Digital Export, School of Management Politecnico di
Milano, since 2015.

VISITING APPOINTMENTS

Hallsworth Visiting Professor, Manchester Business School, University of Manchester, UK (a.y.
2015/2016).

Visiting Professor, Department of Geography & Environment, London School of Economics, UK
(June-July 2015).

Visiting Professor, Department of Management and Global Business, Rutgers Business School, USA
(July 2003, January 2008, November 2009, January 2011, March 2014).

Visiting Researcher, Department of Economics, University of Reading (September 1995 to July 1996;
January 1998 to March 1998)

Research Fellow at the University of Reading, Department of Economics (October 2001 – October
2003).

Research Associate, UNCTAD, Geneva (June 1996).

ACTIVITIES IN PROFESSIONAL ASSOCIATIONS

President EIBA, since December 2016

Fellow EIBA, since December 2015

EIBA Fellow Secretary/Treasurer, since December 2015

National representative EIBA Board, since December 2014

- External Expert: *Department of Geography & Environment, London School of Economics, London (UK), since June 2014*
- Associate Editor: *Global Strategy Journal, since January 2014*
- Co-editor in chief *Economia e Politica Industriale – Journal of Industrial and Business Economics, since January 2015*
- Editorial Board: *Competitiveness Review, since January 2014*
- Editorial Review Board: *Academy of Management Review, since April 2017*
Journal of International Business Studies, since February 2013
Global Strategy Journal, July 2011-December 2013
- Guest Editor: *Journal of International Business Studies, Special Issue on “Multinationals in the Information Age”, 2016.*
Global Strategy Journal, Special Issue on “Family firms and family governed multinationals in the global economy”, deadline Jan 2016.
- Referee for journals: *Academy of Management Review, Academy of Management Journal, Industrial and Corporate Change, International Business Review, Global Strategy Journal, Journal of Economic Behaviour and Organization, Journal of International Business Studies, Journal of Management Perspectives, Journal of Management Studies, Journal of Small Business Management, Management International Review, Long Range Planning, Regional Studies, Research Policy, Revue d'Economie Industrielle, Structural Change and Economic Dynamics, Transnational Corporations, L'Industria, Economia e Politica Industriale, Rivista Italiana degli Economisti, Scienze Regionali. Italian Journal of Regional Science, Journal of Economic Geography, Economic Geography.*
- Others: *Track chair at the EIBA Conference 2018 (Poznan)*
Organizer 43rd EIBA Annual Conference “International Business in the Information Age”, Politecnico di Milano, Milan, 14-16 December 2017.
Co-organizer (with A. Camuffo, Bocconi University; T. Pedersen, Bocconi University; Stefano Elia, Politecnico di Milano) AIB Conference on “Breaking up the global value chain: possibilities and consequences”, Bocconi University, Milan, 30-31 October 2015.
Co-organizer (with A. De Massis, U. Lancaster; F. Frattini, Politecnico di Milano; Antonio Majocchi, U. Pavia; A. Minichilli; Bocconi University) GSJ Workshop on “Family firms in the global economy”, DIG-Politecnico di Milano, Milan, 20-21 November 2015.
Co-track chair (with S. Iammarino, London School of Economics) at the AIB Conference 2015 (Bangalore, India), Track on “The geography of international business and global value chains”
Track chair at the EIBA Conference 2007 (Catania)
Track chair at the AIB Annual Conference 2008 (Milan)
Member of the Faculty Panel for the EIBA Doctoral Tutorial in International Business in 2006 (Fribourg), 2007 (Catania), 2008 (Tallin), 2009 (Valencia).

Co-chair at the COST-EIBA/EIASM Doctoral Think Tank, 2010, 2011, 2012, 2013.

Member of the Faculty for the AIB Doctoral Consortium, Milan, 2008.

Local organizer of the COST Conference on “The Impact of Emerging Multinationals on Global Development”, Politecnico di Milano, Milan, May 30-31, 2013.

Local organizer of the 2012 Offshoring Research Network International Conference on “The Global Sourcing of Innovation”, Politecnico di Milano, Milan, May 29-31, 2012.

INVITED RELATIONS

Distinguished commentator at the JIBS conference on "The multinational in geographical space", Temple University, Philadelphia, June 27-29, 2013.

Prominent scholar at the AIB-CEE conference, EIBA Panel on “Clusters in the era of digitalization”, Prague, September 29-30, 2016.

Keynote speaker

- New trends in R&D internationalization: In search of talent and creativity, *Conference on “Organizational Design Perspectives on Offshoring”*, Copenhagen Business School, Copenhagen, October 27-28, 2011.

- Location strategies by multinational enterprises, *Launch Conference of the Global Strategy Journal*, Chicago, 2010.

- Agglomeration and co-agglomeration of foreign MNCs in Italian sectors, *12th Uddevalla Symposium*, Bari, June 11-13, 2009.

- “The impact of the entry of foreign MNEs in service sectors on the productivity of domestic manufacturing firms”, VII OECD Global Forum on International Investment, Paris, March 27-28, 2008.

AWARDS

1. Nomination 2017 Temple/AIB Best Paper Award, 2017 Academy of International Business Annual Meeting, 2-5 July 2017, Dubai, UAE:

Albertoni F., Elia S., Massini S., Piscitello L. “The Reshoring of Business Services: Reaction to Failure or Persistent Strategy?”

2. Hallsworth Visiting Professorship, Manchester Business School, University of Manchester, UK (a.y. 2015/2016).

3. Best Paper Award, 41st Academy of International Business (UK & Ireland) Conference 10-12 April 2014, The York Management School, University of York:

Elia S., Messeni Petruzzelli A., Piscitello L. “Subsidiaries’ alliance portfolio and innovation: disentangling the multiple effect of cultural distance”.

4. Nomination Best Paper Award, SMS Annual Conference, Madrid 20-23 September 2014:

Boellis A., Piscitello L., Rossi Lamastra C., CEO Departure in Cross Border M&As: Cultural Distance and the Moderating Role of International Experience.

TEACHING EXPERIENCE

- *Economics and management of multinational enterprises* (Master of Science in Management Engineering, stream in International Business), a.y. 2015-2016; 2016-2017
- *International markets and institutions* (Master of Science in Management Engineering), from 2003-2004 to 2013-2014, every a.y.
- *Development Economics* (Master of Science in Energy Management), a.y. 2016-2017; 2015-2016; 2014-2015; 2013-2014.
- *Industrial Economics* (Bachelor, Management Engineering), various years from 1998 to 2004)
- *Accounting and Industrial Organization* (Bachelor, Management Engineering), from 1998 to 2013, every a.y.

Full time MBA and Executive MBA

- *Global sourcing & procurement of services (focus on R&D)*, from 2014 to 2016.
- *Industrial economics and Business strategy* (various years from 2001 onwards)

PhD courses

- *Economic and managerial aspects of technological change* (a.y. 2013-2014)
- *Academic publishing* (a.y. 2015-2016; 2014-2015; 2013-2014)

Ph.D. TRAINING, supervisor:

Filippo Albertoni – 2017 (placement: IKEA)
Andrea Boellis – 2017 (placement: CERVED)
Matilde D’Amelio – 2017 (placement: Hilti Group)

Rabbiosi, Larissa – 2006 (placement: Copenhagen Business School)
Elia, Stefano – 2009 (placement: Politecnico di Milano)
Wang, Yan – 2012 (placement: Chinese Institute of Electronics)
Scalera, Vittoria Giada – 2014 (placement: University of Amsterdam Business School)

EXTERNAL EXAMINERSHIPS:

University of Reading, UK
University of Aveiro, Portugal
Brunel University London, UK
Rutgers Business School, USA
Bocconi University, Italy

GRANTS AND RESEARCH COLLABORATIONS

1. Hallsworth Visiting Professorship, Manchester Business School, University of Manchester, UK (a.y. 2015/2016).
2. Scientific Director, project on “Impact evaluation of public policy intervention for the internationalization of small Italian firms”, 2016-2017. Sponsored by SIMEST (National promotional institution).
3. Management Committee Member in the EU COST Action IS0905 “The Emergence of Southern Multinationals and their Impact on Europe”, 2010-2014, coordinated by Louis Brennan (Trinity College, Dublin).
4. Coordinator of the Italian team involved in the Offshoring Research Network (ORN), Duke University Fuqua School of Business, since September 2010.
5. Contributor to the project “Research and entrepreneurship in the knowledge society: Effects on the Italian competitiveness”, 2005-2008, financed by the Italian Ministry for University and Research, coordinated by Franco Malerba.
6. Contributor to the project “Internationalisation and Firms’ Innovation Strategies: Implication for the Italian Competitiveness”, 2003-2005, financed by the Italian Ministry for University and Research, coordinated by Sergio Mariotti.
7. Contributor to the project “Multinational Italy”, 1992-2006, financed annually by the Italian Institute for International Trade.
8. Contributor to the project “The relationship between different forms of international delocalisation, and the impacts upon competitiveness and employment”, 2002-2004, financed by the Italian Ministry for University and Research, coordinated by Fabrizio Onida.
9. Contributor to the project “Globalisation of markets and firms. The impact on the industrial and technological development of the Italian economic system”, 2002-2005, financed by the Italian Ministry for University and Research, coordinated by Sergio Mariotti.
10. Contributor to the project “E-commerce: New technologies and markets for Small and Medium Enterprises”, 2000-2002, financed by the Italian Ministry for University and Research, coordinated by Sergio Mariotti.
11. Contributor to the project “Who will own Europe? The Internationalisation of Asset Ownership of the EU Today and in the Future”, 2002-2003, financed by the European Commission, DG ECFIN, coordinated by Fabrizio Onida (Bocconi University).
12. Contributor to the project “Mergers and Acquisitions and Science and Technology Policy” financed by the European Commission, DG Research (Contract No. ERBHPV2-CT-1999-13), coordinated by Idea Consult.
13. Contributor to the project “Benchmarking of European agencies for the attraction of inward FDI”, financed by ITP (Agency for the promotion of Turin and Piedmont), 1999.
14. Coordinator of the project “Italy in Europe: governance and policies for the economic and social development”, financed by the CNR, 1998.
15. Contributor to the project LABFDI: Labour Market Effects of European Foreign Direct Investments. The project is part of the European Commission specific programme “Improving the Human Research Potential and the Socio-economic Knowledge Base” (1998-2000), coordinated by Centro Luca d’Aglano, Turin.
16. Contributor to the project on Dynamic Capabilities, Growth and Long-Term Competitiveness of European Firms: A Diagnosis and the Implications for EU Policies (Dynacom), funded by the EC’s Targeted Socio-Economic Research (TSER) programme, coordinated by Giovanni Dosi (1997-1999)

(SELECTED) PUBLICATIONS

Papers in Refereed Journals

1. Cuervo-Cazurra A., Mudambi R., Pedersen T., Piscitello L., Research Methodology in Global Strategy Research. *Global Strategy Journal*, 2017, 7(3): 233-240.
2. Albertoni F., Elia S., Massini S., Piscitello L., The reshoring of business services: reaction to failure or coherent strategy?, *Journal of World Business*, 2017, 52: 417-430.
3. Internationalization in the Information Age. A New Era for Places, Firms and International Business Networks? (with Alcacer J., Cantwell J.), *Journal of International Business Studies*, 2016, 47(5): 499-512.
4. Family involvement and firms' establishment mode choice in foreign markets (with Boellis A., Mariotti S., Minichilli A.), *Journal of International Business Studies*, 49(8): 929-950, 2016.
5. New competence creation in MNC subunits: The role of international knowledge (with Cantwell J.), *The World Economy*, 38(2): 231-254, 2015.
6. Strategic location drivers, governance and performance in service offshoring (with Caniato F., Elia S., Luzzini D., Ronchi S.), *International Journal of Production Economics*, 163: 189-199, 2015.
7. Productivity spillovers from foreign MNEs on domestic manufacturing firms: to what extent does spatial proximity matter? (with Mariotti S., Mutinelli M., Nicolini M.), *Regional Studies*, 49(10): 1639-1653, 2015.
8. Determinants of internationalization of regions: the role and effectiveness of public policy (with Amorim V. C., Bannò M.) *Regional Studies*, 49(7): 1208-1222, 2015
9. Innovation performance and international knowledge spillovers: Evidence from the renewable energy sector in OECD countries (with Garrone P., Wang Y.), *Industry and Innovation*, 21(7-8): 574-598, 2014.
10. Location distinctive characteristics as antecedents of offshoring performance: The moderating effect of the governance model (with Elia S., Caniato F., Luzzini D.), *Global Strategy Journal*, 4(3): 181-199, 2014.
11. Governments as strategists in designing global players: The case of European utilities (with Colli A., Mariotti S.), *Journal of European Public Policy*, 21(4): 487-508, 2014.
12. The impact of foreign R&D activities on the MNC's performance at home: Evidence from the Case of Swiss Manufacturing firms (with Ben Hamida L.), *Revue d'Economie Industrielle*, 143(3): 11-33, 2014.
13. The role of spatial heterogeneity and local knowledge spillovers on cross border acquisitions (with Mariotti S., Elia S.), *Economic Geography*, 90(2): 187-211, 2014.
14. Entry and access to competences abroad: Emerging market firms vs. advanced market firms (with De Beule F., Elia S.) *Journal of International Management*, 20(2): 137-152, 2014.

15. Historical changes in the determinants of competence creation in MNC subunits: the increasing role of international knowledge (with Cantwell J.), *Industrial and Corporate Change*, 23(3): 633-660, 2014.
16. Reverse Knowledge Transfer in MNEs: The key role of subsidiary's mandate (with Mudambi R., Rabbiosi L.), *Long Range Planning*, 47(1-2): 49-63, 2013.
17. The impact of public support to SMEs' Outward FDI: Evidence from Italy (with Amorim V. C., Bannò M.), *Journal of Small Business Management*, 52(1): 22-38, 2014.
18. Vertical linkages between foreign MNEs in service sectors and local manufacturing firms: the role of pecuniary and technological spillovers (with Mariotti S., Nicolini M.), *Structural Change and Economic Dynamics*, 25: 133-145, 2013.
19. Strategy, location, and the conceptual metamorphosis of the MNE, *Global Strategy Journal*, 2011, 1(1): 127-131.
20. Outward FDI and its policy context (with Mutinelli M.), Columbia FDI Profile, VALE Columbia Center on Sustainable International Investment, 2012.
21. Inward FDI and its policy context (with Mutinelli M.), Columbia FDI Profile, VALE Columbia Center on Sustainable International Investment, 2011.
22. Outward FDI and its policy context (with Mutinelli M.), Columbia FDI Profile, VALE Columbia Center on Sustainable International Investment, 2010.
23. Spatial agglomeration of MNEs: The role of information externalities and spatial spillovers (with Mariotti S., Elia S.), *Journal of Economic Geography*, 2010, 10(4): 519-538.
24. International growth of banks: From competence exploiting to competence enhancing strategies? (with Mariotti S.), *The Service Industries Journal*, 2010, vol. 30(7-8), 1007-1024
25. The effectiveness of incentives to firm's outward internationalization. Evidence from the Italian case (with Bannò M.), *Applied Economics Letters*, 2010, 17(17): 1729 – 1733.
26. The effects of international R&D alliances on the performance of high-tech start-ups: A longitudinal analysis (with Colombo M.G., Grilli L., Murtinu S., Piva E.), 2009, *Strategic Entrepreneurship Journal*, 3(4): 346-368.
27. The impact of outward FDI on the home country's labour demand and skill composition (with Elia S., Mariotti I.), 2009, *International Business Review*, 18(4): 357-372.
28. The impact of international involvement on firms' export performance (with Mariotti S.), 2009, *European Journal of International Management*, 3(3): 365-381.
29. The impact of outward investments on parent company's employment and skill composition. Evidence from the Italian case (with Castellani D., Mariotti I.), 2008, *Structural Change and Economic Dynamics*, 19: 81-94.
30. The determinants of heterogeneity in the internationalisation of production by Italian industrial districts (with Mariotti S., Mutinelli M.), 2008, *Regional Studies*, 42(5): 719-735.
31. Attraction and Deterrence in the Location of Foreign-Owned R&D Activities - The Role of Positive and Negative Spillovers (with J.A. Cantwell), 2007, *International Journal of Technological Learning, Innovation and Development*, 1(1): 83-111.
32. Explaining the territorial adoption of new technology. A spatial econometric approach (with A. Bonaccorsi, C. Rossi), 2006, *Scienze Regionali. Italian Journal of Regional Science*, 5(1), pp. 11-29.
33. Eterogeneità ed internazionalizzazione produttiva dei distretti industriali italiani (with S. Mariotti, M. Mutinelli), 2006, *L'Industria*, 27(1), pp. 173-201.

34. Corporate diversification, coherence and firm innovative performance, 2005, *Revue d'Economie Industrielle*, 110(2), pp. 127-148.
35. The recent location of foreign R&D activities by large MNCs in the European regions. The role of spillovers and externalities (with J.A. Cantwell), 2005, *Regional Studies*, 39(1), pp. 1-16.
36. The impact of Inward FDI on the local companies labour productivity: Evidence from the Italian case (with L. Rabbiosi), 2005, *International Journal of the Economics of Business*, 12(1), pp. 35-51.
37. Il modello di specializzazione italiano: un'analisi estesa a più forme di internalizzazione (with L. Tajoli), 2005, *Economia e Politica Industriale*, 32(3), pp. 111-122.
38. Corporate diversification, coherence and economic performance, 2004, *Industrial and Corporate Change*, 13(5), pp. 757-787.
39. More inward FDI? Medium term effects of foreign acquisitions on labour productivity (with L. Rabbiosi), 2004, *Applied Economic Quarterly*, 50(1), pp. 21-40.
40. Globalisation, e-business and SMEs: evidence from the Italian district of Prato (with F. Sgobbi), 2004, *Small Business Economics*, 22(5), pp. 329-343.
41. SMEs in the new economy: preliminary evidence from selected Italian districts (with F. Sgobbi), 2003, *Competition & Change*, 7(1), pp. 61-78.
42. Il cammino delle PMI verso la nuova economia. I risultati di una recente indagine empirica (with F. Sgobbi), 2003, *Economia e Politica Industriale*, 30(117), pp. 187-200.
43. Home Country Employment and Foreign Direct Investment. Evidence from the Italian Case (with S. Mariotti, M. Mutinelli), 2003, *Cambridge Journal of Economics*, 27(3), pp. 419-432.
44. The Location of Technological Activities of MNCs in European Regions: The Role of Spillovers and Local Competencies (with J.A. Cantwell), 2002, *Journal of International Management*, 8(1), pp. 69-96.
45. Le banche multinazionali italiane (with S. Mariotti), 2002, *Economia e Politica Industriale*, 29(113), pp. 151-166.
46. L'impatto dell'intervento estero tramite acquisizione sulla produttività ed occupazione delle imprese italiane, 2002, *Economia e Politica Industriale*, 29(115), pp. .
47. La localizzazione delle attività innovative delle grandi imprese multinazionali in alcune regioni europee, 2002, *Scienze Regionali. Italian Journal of Regional Science*, 1(1), pp. 43-72.
48. Foreign Direct Investment in the Banking Sector. The Case of Italian Banks in the '90s (with M. Mutinelli), 2001, *International Business Review*, 10(6), pp. 661-685.
49. Localised capabilities and internationalisation of manufacturing activities by SMEs " (with S. Mariotti), 2001, *Entrepreneurship and Regional Development*, 13, pp. 65-80.
50. Regolamentazione, transizione a regimi competitivi ed effetti sull'attività di R&S: una rassegna (with S. Mariotti), 2001, *Economia e Politica Industriale*, 28(109), pp. 163-184.
51. Corporate Coherence in Technological and Product Diversification of the World's Largest Firms", 2000, *Structural Change and Economic Dynamics*, 11(3), pp. 295-315.
52. Accumulating Technological Competence - Its Changing Impact on Corporate Diversification and Internationalisation (with J.A. Cantwell), 2000, *Industrial and Corporate Change*, 9(1), pp. 21-51.
53. Investimenti diretti esteri ed occupazione: L'esperienza italiana (with S. Mariotti, M. Mutinelli), 2000, *Rivista degli Economisti Italiani*, 5(1), pp. 57-80.

54. Is Divestment a Failure or Part of a Restructuring Strategy? The case of Italian Transnational Corporations (with S. Mariotti), 1999, *Transnational Corporations*, 8(3), pp. 25-54.
55. The Emergence of Corporate International Networks for the Accumulation of Dispersed Technological Capabilities (with J.A. Cantwell) 1999, *Management International Review*, 39(1), pp. 123-147.
56. The influence of firm's size and international experience on the entry mode choice. Evidence from the internationalisation of Italian industry (with M. Mutinelli), 1998, *Small Business Economics*, 11, pp. 43-56.
57. The entry mode choice of MNEs: an evolutionary approach (with M. Mutinelli), 1998, *Research Policy* Special Issue on "Technology and the Firm", 27(6), pp. 491-506.
58. Differences in the strategic orientation of Italian MNEs in Central and Eastern Europe. The influence of firm-specific factors (with M. Mutinelli), 1997, *International Business Review*, 6(2), pp. 185-205.

Books & Edited Volumes

1. *Science and Innovation Policy for the New Knowledge Economy* (with Colombo MG, Grilli L., Rossi C., Editors), Edward Elgar, 2011.
2. *Do Multinationals Feed Local Development and Growth?* (with G. Santangelo, Editors), Elsevier, Amsterdam, 2008.
3. *Le Multinazionali*, (with A. Goldstein) "Il Mulino, Bologna, 2007.
4. *Multinationals and Local Competitiveness*, (with G. Santangelo, Editors), Franco Angeli, Milano, 2007.
5. "Multinazionali, Innovazione e Strategie per la Competitività", (with S. Mariotti, Editors), Il Mulino, Bologna, 2006.

Contributions to edited volumes

1. Chinese and Indian Acquisitions in Europe: The relationship between motivation and entry mode choice (with Rabbellotti R., Scalera V.), in Risberg A., King D. and Meglio O. (eds.), *The Routledge Companion to merger and acquisitions*, forthcoming, London: Routledge, 2015.
2. Internationalisation, financial incentives and firm growth: evidence from Italy (with Amorim V.C., Bannò M.), in Jenny Berrill, Elaine Hutson, Rudolf Sinkovics (eds.) *Firm-level internationalisation, regionalism and globalisation*, Palgrave MacMillan, 2010, pp. 126-139.
3. Does R&D offshoring displace or strengthen knowledge production at home? Evidence from OECD countries (with G.D. Santangelo), in Farok Contractor, Vikas Kumar, Sumit Kundu, Torben Pedersen (eds.), *Global Outsourcing and Offshoring. An integrated approach to theory and corporate strategy*. Cambridge University Press, 2010, Ch. 7, pp. 191-209
4. Explaining the territorial adoption of new technologies: A spatial econometric approach (with A. Bonaccorsi, C. Rossi), in Koen Frenken (ed.), *Applied Evolutionary Economics And Economic Geography*, Edward Elgar, London, 2007.
5. The adoption of ICTs. Why does it differ across regions? (with A. Bonaccorsi, C. Rossi), in H. Folmer and J. Suriñach (eds) *Knowledge Externalities, Innovation Clusters and Regional Development*, Edward Elgar, London, 2007.
6. The impact of outward FDI on local employment. Evidence from the Italian case (with I. Mariotti)", in M. Arauzo, Liviano D., Martín M., *Entrepreneurship, Economic Growth and Industrial Location*, Edward Elgar, London, 2007.

7. Localized Capabilities and the internationalization of manufacturing activities by SMEs (with S. Mariotti), in David Bennett (a cura di), *Operations Management II*, Sage Library in Business and Management series, New Delhi: Sage Publications India, 2006.
8. Foreign ownership and firm performance in Italy (with S. Mariotti and F. Onida), in Huizinga H. and L. Yonung (eds), *The Internationalisation of Asset Ownership in Europe*, Cambridge: Cambridge University Press, 2005.
9. Technological diversification, internationalisation and performance (with J.A. Cantwell), in J.A. Cantwell, A. Gambardella, O. Granstrand (eds), *The Economics and Management of Technological Diversification*, New York and London: Routledge, 2004.
10. Foreign R&D activities by large MNCs in Europe. An analysis at the regional level (with J.A. Cantwell), *European Research on Foreign Direct Investment and International Human Resource Management*. Proceedings of the University of Vaasa, Reports 112, Vaasa 2004
11. Transfer of knowledge from the parent company to the subsidiary. An analysis in terms of productivity gains (with L. Rabbiosi), *European Research on Foreign Direct Investment and International Human Resource Management*. Proceedings of the University of Vaasa, Reports 112, Vaasa 2004
12. The recent globalisation of the Italian banking sector. An interpretation based on the eclectic paradigm, in J.A. Cantwell and R. Narula (eds), *International business and the eclectic paradigm. Developing the OLI framework*, pp. 252-276, Routledge, New York and London, 2003.
13. Corporate Diversification, Internationalisation and Location of Technological Activities by MNCs in Europe (with J.A. Cantwell), in Kierzkowski Henryk (ed), *Europe and Globalization*, Palgrave MacMillan, 2002,.
14. Why is FDI so Low in Italy?, *World Investment Report 1999*, Unctad, Conférence des Nations Unies sur le Commerce et le Développement, Geneva, 1999.
15. La presenza all'estero delle banche italiane: forme e determinanti (with S. Mariotti), in Fondazione Rosselli (ed), *VI Rapporto annuale sul sistema finanziario. Dalla banca alla euro@nk: nuovi mercati e nuove regole (Volume II)*, Edibank, 2001, 219-240.
16. Investimenti diretti esteri e occupazione (with S. Mariotti, M. Mutinelli), in Cominotti R., S. Mariotti (eds), *Italia Multinazionale 2000*, Edizioni CNEL, Roma, 2001.
17. Foreign Direct Investment and Entry Mode Choice: The Influence of Factors Related to Information Costs (with M. Mutinelli), in Baker J.C. (ed.), *Selected International Investment Portfolios*, 1998, Elsevier, Oxford, 91-104.
18. Foreign Direct Investment in CEECs and the Italian Experience (with S. Mariotti), in Baldone S., Sdogati F. (eds), *EU-CEECs Integration: Policies and Markets at work*, Franco Angeli, Milano, 1997.
19. The strategic motivations leading firms to invest in Central and Eastern Europe: evidence from the Italian case (with M. Mutinelli), in G. Csáki, G. Fóti and D. Mayes (Eds.), *Foreign Direct Investment and Transition. The Case of the Visegrád Countries*, Budapest: Hungarian Academy of Sciences Press, 1996.
20. The internationalisation of business and economic development. The case of Central and Eastern Europe (with J.A. Cantwell), in G. Csáki, G. Fóti and D. Mayes (Eds.), *Foreign Direct Investment and Transition. The case of the Visegrád Countries*, Budapest: Hungarian Academy of Sciences Press, 1996.
21. "L'attrazione dell'IDE in Europa: strutture e politiche", in R. Cominotti e S. Mariotti (Eds.), *Italia Multinazionale 1996*, Milan: Franco Angeli, 1997.

Conference Proceedings: More than 160. Details available.