

LUCIA PISCITELLO

EDUCATION

PhD, Politecnico di Milano and Università di Roma Tor Vergata, Italy.

Fields: Industrial organization, International business

MSc. Industrial Engineering. Politecnico di Milano, Italy.

APPOINTMENTS

Professor, Politecnico di Milano, Milano, 2005 - present.

Visiting Professor Henley Business School, University of Reading, December 2020-present

Professor, Henley Business School, University of Reading, October 2018 – November 2020

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.

Co-director John H. Dunning Centre for International Business, Henley Business School, University of Reading, October 2018 - present

Deputy Director: PhD Program in Management, Economics and Industrial Engineering, Politecnico di Milano, 2014-2018.

Director Program in International Business, Master of Science in Management Engineering, Politecnico di Milano, since 2014.

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

https://www.osservatori.net/ww_en/observatories/observatories/export

TITLES

Fellow Higher Education Academy, UK, since May 2020.

Fellow EIBA, European International Business Academy, since December 2015

Chair EIBA, European International Business Academy, since December 2019 (second term started December 2021)

VISITING APPOINTMENTS

Visiting Professor Henley Business School, University of Reading, December 2020-present

Visiting Professor, Essex Business School, University of Essex, UK (July 9-15, 2018).

Visiting Professor, Alliance Manchester Business School, University of Manchester, UK (July 16-20, 2018).

Hallsworth Visiting Professor, Alliance 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

Chair EIBA, European International Business Academy, 2019-present.

President and Conference Chair EIBA-European International Business Academy, 2016-2017

Fellow EIBA-European International Business Academy, since December 2015

EIBA Fellow Secretary/Treasurer, 2015-2018

National representative EIBA Board, 2014-2018.

Delegate of the Rector to represent Politecnico di Milano in the consortium EU-SPRI (European Forum for Studies of Policies for Research and Innovation), since January 2016.

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, January 2015-December 2021*

Editorial Advisory Board: *Competitiveness Review, since January 2014*

International Journal of Emerging Markets, since February 2020

Editorial Review Board: *Academy of Management Review, 2017-2020*

Journal of International Business Studies, since February 2013

Global Strategy Journal, July 2011-December 2013

Guest Editor:

Research Policy, Special Issue on “Innovation and skills in the digital economy”, September 2021, vol. 50, issue 7, (with T.Ciarli, M. Kenney, & S. Massini)

Journal of International Business & Policy, Special Issue on “25 years since TRIPS: Patent policy and international business”, 2020, vol. 3(4), (with S. Athreye & K. Shadlen)

Journal of International Business Studies, Special Issue on “Multinationals in the Information Age”, 2016, 47(5), (with J.Alcacer, & J. Cantwell)

Global Strategy Journal, Special Issue on “Family firms and family governed multinationals in the global economy”, 2018, 8(1), (with A. De Massis, F. Frattini, A. Majocchi)

Forthcoming:

Journal of Industrial and Business Economics, Special Section on “GVCs, Technology and Uneven Industrial Development”, forthcoming 2022 (with M. Muuls, R. Narula, A. Zanfei)

Referee for journals: Academy of Management Journal, Industrial and Corporate Change, International Business Review, Global Strategy Journal, Journal of World Business, Journal of Economic Behaviour and Organization, 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.

Grant Reviewer: British Academy, UK
Research Foundation Flanders (FWO), Belgium
Domaine Economie et Services de la Haute école spécialisée de Suisse occidentale (HES-SO - www.hes-so.ch)

Selection Committee tenure track professorship:

Universitat Wien, October-November 2020.

Qatar University, January 2022.

Others: Co-organizer Henley Masterclasses in International Business, Innovation and Geography, Spring2021, Spring 2019
Co-organizer 46th EIBA (online) Annual Conference “International Business in the Pandemic and Post-pandemic Era”, 10-12 December 2020.
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

Invited speaker at the EIBA Fellows Plenary Session, “From regional convergence to divergence: the changing economic geography of international business activities and connections”, Leeds, December 15, 2019.

Henley-Wide Research Seminar, “The role of heterogeneity and adverse selection in MNEs’ agglomeration strategies”, 9 October 2019.

Invited speaker at the EIBA Fellows Plenary Session, “Governance and Location in the Digital Age”, Poznan, December 15, 2018.

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 2019 Temple/AIB Best Paper Award, 2019 Academy of International Business Annual Meeting, 24-25 June 2019, Copenhagen.

Borah D.J., Massini S., Piscitello L., “Why do inventors move out of MNC subsidiaries in emerging countries? The role of institutional distance and experience”.

2. 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?”

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

4. 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”.

5. 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 (University of Reading, UK)

Theories of Multinational Enterprises (MMM073), MSc, a.y. 2019-2020.

International Business Environment (MMM071), MSc, a.y. 2019-2020.

TEACHING (Politecnico di Milano)

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. 2020-2021; 2019-2020; 2018-2019; 2017-2018; 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.

PhD courses:

Global Value Chain (a.y. 2018-2019; a.y. 2020-2021), Doctoral Program in Management Engineering Politecnico di Milano.

Masterclasses on *International Business, Innovation and Geography*, Henley Business School – University of Reading (UK) (April 2016, April 2018, April 2019, March 2020; May 2021)

Economic and managerial aspects of technological change (a.y. 2013-2014), Doctoral Program in Management Engineering Politecnico di Milano.

Academic publishing (a.y. 2015-2016; 2014-2015; 2013-2014), Doctoral Program in Management Engineering Politecnico di Milano.

Executive Teaching:

Global Supply Chain Management, Executive MBA – MIP Graduate School of Business, Politecnico di Milano, November 2019, December 2020.

Global sourcing & procurement of services (focus on R&D), Full time MBA and Executive MBA, from 2014 to 2016 – MIP Graduate School of Business, Politecnico di Milano.

Industrial economics and Business strategy, Full time MBA and Executive MBA, various years from 2001 onwards – MIP Graduate School of Business, Politecnico di Milano.

Ph.D. TRAINING, supervisor:

Gezim Hoxha – 2019 (Henley Business School - University of Reading & Politecnico di Milano)

Mattia Pedota – 2018 (Politecnico di Milano)

Fabio Lamperti – 2018 (Henley Business School - University of Reading, co-supervised)
Albertoni, Filippo – 2017 (Politecnico di Milano) - placement: IKEA
Boellis, Andrea – 2017 (Politecnico di Milano) - placement: CERVED
D'Amelio, Matilde – 2017 (Politecnico di Milano) - placement: Hilti Group
Scalera, Vittoria Giada – 2014 (Politecnico di Milano) - placement: University of Amsterdam Business School
Wang, Yan – 2012 (Politecnico di Milano, co-supervised) - placement: Chinese Institute of Electronics
Elia, Stefano – 2009 (Politecnico di Milano) - placement: Politecnico di Milano
Rabbiosi, Larissa – 2006 (Politecnico di Milano) - placement: Copenhagen Business School

Ph.D. EXTERNAL EXAMINERSHIPS:

[1] University of Birmingham, UK
[3] University of Reading, UK
[1] University of Aveiro, Portugal
[1] Brunel University London, UK
[3] Rutgers Business School, USA
[1] University of Trento
[1] University of Oslo
[1] Manchester Alliance Business School

GRANTS AND RESEARCH COLLABORATIONS

1. SAMS (Society for the Advancement of Management Studies) – Funding for Developing the Management Studies Community, Project “Henley International Business (IB) Masterclasses”, March 2020 – March 2021, £8,000.
2. SAMS (Society for the Advancement of Management Studies) – Funding for Developing the Management Studies Community, Pre-conference Doctoral Tutorial and Symposium – EIBA conference, Milan 2017, £3,500.
3. Hallsworth Visiting Professorship, Manchester Business School, University of Manchester, UK (a.y. 2015/2016).
4. 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).
5. Scientific Co-Director, project on “Young and sustainable entrepreneurship in Egypt for a more inclusive society”, 2014-2016. Competitive Grant from Polisocial, Politecnico di Milano.
6. 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).
7. Coordinator of the Italian team involved in the Offshoring Research Network (ORN), Duke University Fuqua School of Business, since September 2010.
8. 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.
9. 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.
10. Contributor to the project “Multinational Italy”, 1992-2006, financed annually by the Italian Institute for International Trade.

11. 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.
12. 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.
13. 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.
14. 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).
15. 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.
16. 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.
17. Coordinator of the project “Italy in Europe: governance and policies for the economic and social development”, financed by the CNR, 1998.
18. 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’Agliano, Turin.
19. 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. Belitski M., Korosteleva J., Piscitello L., Digital Affordances and Entrepreneurial Dynamics: New Evidence from European Regions, *Technovation* –accepted December 2021.
2. Pedota M.J., Piscitello L., A new perspective on technology-driven creativity enhancement in the Fourth Industrial Revolution, *Creativity and Innovation Management*, <https://onlinelibrary.wiley.com/doi/10.1111/caim.12468>
3. Amendolagine V., Piscitello L., Rabellotti R., The impact of OFDI in global cities on innovation by Indian multinational enterprises, *Applied Economics*, 2021, DOI: 10.1080/00036846.2021.1976383
4. Felice G., Lamperti F., Piscitello L., The employment consequences of Additive Manufacturing, *Industry & Innovation*, 2021, DOI: 10.1080/13662716.2021.1967730.
5. Ciarli T., Kenney M., Massini S., Piscitello L., Digital Technologies, Innovation, and Skills: Emerging Trajectories and Challenges, *Research Policy*, vol. 50, issue 7, September 2021, <https://doi.org/10.1016/j.respol.2021.104289>. **104289**
6. Pedota M.J., Grilli L., Piscitello L., Technological paradigms: The power of convergence, *Industrial and Corporate Change*, 2021, DOI: <https://doi.org/10.1093/icc/dtab038>.
7. Mariotti S., Marzano R., Piscitello L., Firm heterogeneity across family generations, and the entry in foreign markets, October 2020, *Journal of Business Research*, <https://doi.org/10.1016/j.jbusres.2020.10.064>, Volume 132, August 2021, Pages 800-812.

8. Athreye S., Piscitello L., Shadlen K., Twenty-Five Years Since TRIPS: Patent Policy and International Business, *Journal of International Business Policy*, published online 12 October 2020. <https://doi.org/10.1057/s42214-020-00079-1>
9. Lavoratori K., Mariotti S., Piscitello L., Location and Intra-firm co-location of MNEs' activities: Does geographical proximity always matter? *Regional Studies*, 54:10, 1442-1456, 2020, <https://doi.org/10.1080/00343404.2020.1732901>.
10. Scalera V., Mukherjee D., Piscitello L., Ownership strategies in knowledge-intensive cross-border acquisitions: Comparing Chinese and Indian MNEs, *Asia Pacific Journal of Management*, 37: 155-185, 2020. Published online 13 October 2018; <https://doi.org/10.1007/s10490-018-9616-6>
11. Elia S., Giuffrida M., Piscitello L., Does e-commerce facilitate or complicate SMEs' internationalisation?, 2019, *Informacion Comercial Espanola* (special issue edited by Isabel Alvarez and Juan Duran on Multinacionales en un cambiante contexto internacional), num. 909, pp. 61-74, <https://doi.org/10.32796/ice.2019.909>
12. Mariotti S., Mosconi R., Piscitello L., Location and survival of MNEs' subsidiaries: agglomeration and heterogeneity of firms and contexts, *Strategic Management Journal*, 2019, 40: pp. 2242–2270.
13. Elia S., Larsen M.M., Piscitello L., Entry mode deviation: A behavioral approach to internalization theory, *Journal of International Business Studies*, 2019, 50(8): 1359-1371.
14. Elia S., Messeni Petruzzelli A., Piscitello L., The impact of cultural diversity on innovation performance of MNCs' subsidiaries in strategic alliances, *Journal of Business Research*, Volume 98, May 2019, Pages 204-213.
15. Albertoni F., Elia S., Piscitello L., Inertial vs. mindful repetition of previous entry mode choices: Do firms always learn from experience? *Journal of Business Research*, 2018, DOI information: 10.1016/j.jbusres.2018.02.034.
16. De Massis A., Frattini F., Majocchi A., Piscitello L., Family firms in the global economy: Toward a deeper understanding of internationalisation determinants, processes and outcomes. *Global Strategy Journal*, 2018, 8(1): 1-19.
17. Cuervo-Cazurra A., Mudambi R., Pedersen T., Piscitello L., Research Methodology in Global Strategy Research. *Global Strategy Journal*, 2017, 7(3): 233-240.
18. 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.
19. 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.
20. 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.
21. New competence creation in MNC subunits: The role of international knowledge (with Cantwell J.), *The World Economy*, 38(2): 231-254, 2015.
22. 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.
23. 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.
24. 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
25. 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.
26. 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.

27. 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.
28. 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.
29. 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.
30. 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.
31. 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.
32. 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.
33. 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.
34. 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.
35. Strategy, location, and the conceptual metamorphosis of the MNE, *Global Strategy Journal*, 2011, 1(1): 127-131.
36. Outward FDI and its policy context (with Mutinelli M.), Columbia FDI Profile, VALE Columbia Center on Sustainable International Investment, 2012.
37. Inward FDI and its policy context (with Mutinelli M.), Columbia FDI Profile, VALE Columbia Center on Sustainable International Investment, 2011.
38. Outward FDI and its policy context (with Mutinelli M.), Columbia FDI Profile, VALE Columbia Center on Sustainable International Investment, 2010.
39. 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.
40. 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
41. 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.
42. 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.
43. 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.
44. The impact of international involvement on firms' export performance (with Mariotti S.), 2009, *European Journal of International Management*, 3(3): 365-381.
45. 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.
46. 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.
47. 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.
48. 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.
49. Corporate diversification, coherence and firm innovative performance, 2005, *Revue d'Economie Industrielle*, 110(2), pp. 127-148.

50. 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.
51. 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.
52. Corporate diversification, coherence and economic performance, 2004, *Industrial and Corporate Change*, 13(5), pp. 757-787.
53. More inward FDI? Medium term effects of foreign acquisitions on labour productivity (with L. Rabbiosi), 2004, *Applied Economic Quarterly*, 50(1), pp. 21-40.
54. Globalisation, e-business and SMEs: evidence from the Italian district of Prato (with F. Sgobbi), 2004, *Small Business Economics*, 22(5), pp. 329-343.
55. SMEs in the new economy: preliminary evidence from selected Italian districts (with F. Sgobbi), 2003, *Competition & Change*, 7(1), pp. 61-78.
56. 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.
57. 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.
58. 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.
59. Localised capabilities and internationalisation of manufacturing activities by SMEs " (with S. Mariotti), 2001, *Entrepreneurship and Regional Development*, 13, pp. 65-80.
60. Corporate Coherence in Technological and Product Diversification of the World's Largest Firms", 2000, *Structural Change and Economic Dynamics*, 11(3), pp. 295-315.
61. 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.
62. 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.
63. 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.
64. 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.
65. 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.
66. 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.
67. Mariotti S., Piscitello L., "Information costs and location of FDI's within the host country: empirical evidence from Italy", *Journal of International Business Studies*, vol. 26, n.2, 1995, pp. 815-841.

Books & Edited Volumes

1. *International Business in Times of Crises* (with Verbeke A., Von Tulder R., Puck, J., co-Editors), Progress in International Business Research, Vol. 16, Emerald, 2021. ISBN 978-1-80262-164-8, 2021.
2. *International Business in the Information and Digital Age* (with Verbeke A., Von Tulder R., Editors), Progress in International Business Research, Volume 13, Emerald, 2018.
3. *Science and Innovation Policy for the New Knowledge Economy* (with Colombo MG, Grilli L., Rossi C., Editors), Edward Elgar, 2011.

4. *Do Multinationals Feed Local Development and Growth?* (with G. Santangelo, Editors), Elsevier, Amsterdam, 2008.
5. *Le Multinazionali*, (with A. Goldstein) “Il Mulino, Bologna, 2007.
6. *Multinationals and Local Competitiveness*, (with G. Santangelo, Editors), Franco Angeli, Milano, 2007.
7. “Multinazionali, Innovazione e Strategie per la Competitività”, (with S. Mariotti, Editors), Il Mulino, Bologna, 2006.

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