

EUROPEAN
CURRICULUM VITAE
FORMAT
(updated on June 30th, 2018)



Name

Address

Telephone

Fax

E-mail

Nationality

Date of birth

WORK EXPERIENCE

- Dates (from – to)
- Employer
- Type of business or sector

- Occupation or position held
- Main activities and responsibilities

- Dates (from – to)
- Employer
- Type of business or sector
- Occupation or position held
- Main activities and responsibilities

- Dates (from – to)
- Employer
- Type of business or sector
- Occupation or position held
- Main activities and responsibilities

PERSONAL INFORMATION

ELIA STEFANO

VIA BORGAZZI 7 – 20900 MONZA MB (ITALY)

0039 347 4962700

0039 039 2149664

stefano.elia@polimi.it

Italian

17/09/1980

Jan. 2011 – present

Politecnico di Milano – P.zza Leonardo da Vinci, 32 – 20133 Milano (Italy)

Department of Management, Economics and Industrial Engineering

Center for Global Business and Institutions, <http://www.gbi.polimi.it/gbi/>

Assistant Professor

Research Interests: strategies of multinational firms from emerging countries and impact on the host advanced economies; labor effects of outward Foreign direct investments; inward foreign direct investments and geography of knowledge spillovers; offshoring and outsourcing of multinational firms; strategies and effects; substitution and complementarity between export and foreign direct investments; strategic alliances and innovation performance; micro-foundation of international business.

Teaching: Invest in foreign markets Lab, Accounting, International Business and Economics, Microeconomics.

Jan. 2010 – Dec. 2010

Politecnico di Milano – P.zza Leonardo da Vinci, 32 – 20133 Milano (Italy)

Department of Management, Economics and Industrial Engineering

Research Fellow

Research Interests: Strategies of Multinational firms from emerging countries and impact on the host advanced economies; labor effects of outward Foreign direct investments; inward foreign direct investments and geography of knowledge spillovers.

Teaching: Accounting, International Business and Economics.

Apr. 2006 – Dec.2006

Politecnico di Milano – P.zza Leonardo da Vinci, 32 – 20133 Milano (Italy)

Department of Management, Economics and Industrial Engineering

Research Fellow

Research Interests: Labor effects of outward Foreign direct investments; inward foreign direct investments and geography of knowledge spillovers.

Teaching: Accounting, International Business and Economics.

Signature (Stefano Elia)

EDUCATION AND TRAINING

- Dates (from – to) Jan. 2007 – Dec. 2009
- Name and type of organization providing education and training SIPD - Inter-Polytechnic Ph.D. School, **Politecnico di Milano, Torino and Bari**
CIBUL - Center for International Business Studies - **University of Leeds, UK**
(Visiting period from Sept. 2008 to June 2009)
- Principal subjects/occupational skills covered International Business; Research interests: acquisitions from emerging to advanced countries. Politecnico Supervisors: Sergio Mariotti and Lucia Piscitello. University of Leeds Supervisors: P.J. Buckley and M. Kafouros
- Title of qualification awarded **Ph.D. in Management, Economics and Industrial Engineering** – Thesis defense: February 25, 2010. Thesis title: "Acquisitions from emerging to advanced countries: strategies of multinational companies and impact on the performance of Target Firms"
- European Doctorate: February 22th, 2011.
- Dates (from – to) Sep. 2004 – Sep. 2005
- Name and type of organization providing education and training **Katholieke Universiteit Leuven – Belgium**
- Principal subjects/occupational skills covered Economics
- Title of qualification awarded **M.Sc. in Economics** – Final mark: cum laude (70.8%)
- Dates (from – to) Sep. 1999 – June 2004
- Name and type of organization providing education and training **Bocconi University**
- Principal subjects/occupational skills covered Economics, Statistics and Social science
- Title of qualification awarded **Degree in Economics, Statistics ad Social Sciences** - Final mark: 110/110. Thesis Title: "Substitution or Complementarity Between Trade and FDI? Empirical Analysis on European Union Investments and Trade with Eastern Countries"
- Dates (from – to) Sep. 1994 – Jul. 1999
- Name and type of organization providing education and training Classical High School: L. Dehon
- Principal subjects/occupational skills covered Classical subjects
- Title of qualification awarded Classical High School Diploma - Final mark: 95/100

**PERSONAL SKILLS
AND COMPETENCIES**

MOTHER TONGUE

ITALIAN

OTHER LANGUAGES

ENGLISH

- Reading skills
- Writing skills
- Verbal skills

Excellent

Excellent

Excellent

- Reading skills
- Writing skills
- Verbal skills

FRENCH

Intermediate

Basic

Basic

SOCIAL SKILLS
AND COMPETENCIES

Good teamwork, communication and adaption skills gained both during the Ph.D. studies, which implied research activities in cooperation with other colleagues and teaching to students, and during the real estate management work experience, which required continuous interactions with customers.

TECHNICAL SKILLS
AND COMPETENCIES

Ability to organize work in coordination with partners, problem-solving capacities and ability to work under pressure and to comply with deadlines. These abilities were gained both during the Ph.D. studies, consisting of several deadlines along all the three years, and during the real estate management activity, which entailed tax deadlines and closing balances at the end of period.

ARTISTIC SKILLS
AND COMPETENCIES

Ability to process data with specific software (e.g. Stata) and critical and analytical skills gained during the Ph.D. studies. Ability to manage the paperwork and to process tax burdens gained during the real estate management work experience.

OTHER SKILLS
AND COMPETENCIES

Good knowledge of Microsoft Office package. Good knowledge of econometric software Stata 11. Good knowledge of software for the representation of maps Geoda

DRIVING LICENCE(S)

A – B

Signature (Stefano Elia)



ADDITIONAL INFORMATION

In 1998 and 1999 I cooperated with the non-governmental organization COOPI (International Cooperation) to promote fundraising for charitable projects.

In 1999, 2000 and 2001 I gave school tuition of Latin and Greek to high school students.

ANNEXES

1. Publications and Works in Progress
2. Fellowships
3. Seminars and Panels
4. Teaching and supervisions
5. Research projects and networks
6. Awards
7. Cooperation with Journals
8. Administration Activities
9. Ph.D. schools
10. Conference Contributions

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1. PUBLICATIONS AND WORKS IN PROGRESS

Publications on international journals

1. Albertoni, F., Elia, S., Piscitello, L. (2018). "*Inertial vs. mindful repetition of previous entry mode choices: Do firms always learn from experience?*". Journal of Business Research, forthcoming, available online at the following link: <https://www.sciencedirect.com/science/article/pii/S0148296318301152> ,
2. Elia S., Massini, S., Narula, R. (2018). "*Disintegration, modularity and entry mode choice: Mirroring technical and organizational architectures in business functions offshoring*". Journal of Business Research, forthcoming, available online at the following link: <http://authors.elsevier.com/sd/article/S0148296317304800>.
3. Elia, S., Santangelo, G. (2017). "*The evolution of strategic asset-seeking acquisitions by emerging multinationals: The role of home- and host- country national innovation systems*". International Business Review, Vol. 26, No. 5, Pages 855–866.
4. Albertoni, F., Elia, S., Massini, S., Piscitello, L. (2017). "*The Reshoring of Business Services: Reaction to Failure or Persistent Strategy?*". Journal of World Business, Vol. 52, No. 3, Pages 417–430. Available online at the following link: <http://www.sciencedirect.com/science/article/pii/S1090951617300500>
5. Caniato, F., Elia, S., Luzzini, D., Piscitello, L., Ronchi, S. (2015). "*Location drivers, governance and performance in service offshoring*". International Journal of Production Economics, Vol. 163: 189–199.
6. Elia S., Caniato F., Luzzini D., Piscitello L., (2014) "*Governance choice in global sourcing of services: the impact on service quality and cost saving performance*". Global Strategy Journal, Vol. 4, no. 3, pp. 181–199. Video-abstract: https://www.youtube.com/watch?v=i4cwrLH_6kE
7. Mariotti S., Piscitello L., Elia S. (2014) "*Local Externalities and Ownership Choices in Foreign Acquisitions by Multinational Enterprises*". Economic Geography, Vol. 90, no. 2, pp. 187-211.
8. Albertoni, F. and Elia S. (2014). "*The global sourcing of business services: evidence from the Offshoring Research Network survey*". Journal of Industrial and Business Economics, Vol. 41 (2): 131-146
9. De Beule F., Elia S. and Piscitello L. (2014). "*Entry and access to competencies abroad: Emerging Market Firms versus Advanced market Firms*". Journal of International Management, Vol. 20, No. 2, pp. 137–152
10. Buckley, P.J., Elia, S. Kafouros, M. (2014) "*Acquisitions by emerging market multinationals: Implications for firm performance*", Journal of World Business, Vol. 49, no. 4, pp. 611-632.
11. Rabbiosi L., Elia S., Bertoni F. (2012). "*Acquisitions by EMNCs in Developed Markets: An Organisational Learning Perspective*", Management International Review, Vol. 52, no. 2., pp. 193-212.
12. Elia S., Maggi E., Mariotti I. (2011). "*Does the transport industry gain from manufacturing internationalization? An empirical investigation on the Italian regions*". European Transport \ Trasporti Europei, Vol. 49, pp. 53 – 74.
13. Elia S., Buckley P. J., and Kafouros M. (2011), "*FDI from emerging to advanced countries: some insights on the acquisition strategies and on the performance of target firms*", Journal of Industrial and Business Economics, Vol. 38 (1), pp. 181 - 197.
14. Mariotti S., Piscitello L. and Elia S. (2010). "*Spatial agglomeration of multinational enterprises: The role of information externalities and knowledge spillovers*". Journal of Economic Geography, Vol. 10, no: 4, pp. 519 - 538.
15. Buckley P. J., Elia S. and Kafouros M. (2010). "*Acquisitions from emerging countries: What factors influence the performance of target firms in advanced countries?*". European Journal of International Management, Vol. 4, n.1, pp. 30 – 47.
16. Elia S., Mariotti S., and Piscitello L. (2010). "*Spatial agglomeration of multinational enterprises: determinants and policy implications*" – Journal of Industrial and Business Economics, Vol. 37 (4), pp. 39-68.
17. Elia S., Mariotti I. and Piscitello L. (2009). "*The impact of outward FDI on the home country's labour demand and skill composition*". International Business Review, Vol. 14, n. 4.

Publications on national journals

18. Elia S., Mariotti I., and Piscitello L. (2008). "*Gli effetti dell'investimento diretto all'estero sulla domanda di lavoro in Italia*" (*The effects of outward foreign direct investments on the labor demand in Italy*). L'Industria, 3/2008, pp. 433-460.
19. Elia S. and Mariotti S. (2007). "*L'agglomerazione delle attività produttive a controllo estero in Italia*". Economia e Politica Industriale, Vol. 34, n. 3.

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Book chapters

20. Buckley, P.J., Elia, S. Kafouros, M. (2018) "*Acquisitions by emerging market multinationals: Implications for firm performance*", in Buckley (Ed.), "The global Factory", Elgar, UK.
21. Albertoni, F., Elia, S., Piscitello, L. (2017). "*Complementing the reshoring of manufacturing activities: the relocation of business functions*", in Vecchi, A. (Editor), "Reshoring of Manufacturing - Drivers, Opportunities, and Challenges. Operations Management, MEOP - Measuring Operations Performance". Springer, UK.
22. Elia, S., Piscitello, L., Scalera, V. (2016). "*Collaborative innovation within Chinese MNCs' international networks. The role of cultural and institutional distances*", in Brennan, L. and Bakir, C. (Eds), "Emerging market multinationals in Europe", pp. 170-182, Routledge, London, ISBN 978-1-138-92018-7.
23. Bertoni F., Elia S., Rabbiosi L. (2012). "*Outward FDI from the BRICs: Trends and Patterns of Acquisitions in Advanced Countries*", in Marin A. Marinov and Svetla T. Marinova (eds.), "Emerging Economies and Firms in the Global Crisis", Palgrave Macmillan, ISBN: 1137277467
24. Elia S., Mariotti I., Piscitello L. (2009). "*Outward investment and skill upgrading. Evidence from the Italian case*", in Piscitello L., Santangelo G., eds., "Multinationals and local competitiveness", Franco Angeli, Milano, ISBN: 8856802643.
25. Elia S., Maggi E., Mariotti I. (2009). "*Gli effetti dell'internazionalizzazione produttiva sulla domanda di lavoratori delle imprese logistiche nelle regioni italiane*" (*The effects of productive internationalization on the labor demand of logistics companies in the Italian regions*), in Borruso G., Forte E., Musso E. (editors), "Economia dei trasporti e Logistica economica: ricerca per innovazione e politiche di governance", Giordano Editore, Napoli, pp. 571-594, ISBN: 978-88-95335-02-5.

Reports/Press Articles

26. Li, S., Alon, I, and Elia, S. (2018). "Chinese firms are learning to love the rules". Article published online on the East Asian Forum, <http://www.eastasiaforum.org/2018/06/02/chinese-firms-are-learning-to-love-the-rules/>
27. Elia, S. (2018). "*Il futuro della Telemedicina è globale*" (*The future of Telemedicine is global*), article published on the website of the Start-up "Ultraspecialisti", <https://www.ultraspecialisti.com/index.php/2018/06/25/il-futuro-della-telemedicina-e-globale/>
28. Garrone, P., Piscitello, L., Rotondi, V., Elia, S. (2017). "*Assessing the impact of entrepreneurship training: the case of Empretec Panama*". White paper, UNCTAD-Ginevra, presented at the XXII Empretec Directors Meeting of UN-Geneva, 6-7 December 2016.
29. Albertoni, F., Elia, S., Fratocchi, L., Piscitello, L. (2015). "*Returning from Offshore: What Do We Know?*". AIB Insights, Vol. 14, No. 4, pp. 9-15.
30. Elia, S. et al. (2014). "*Emerging market multinationals: opportunity or threat for Europe?*". Policy Brief of COST Action IS0905 "The Emergence of Southern Multinationals and their Impact on Europe".
31. Albertoni, F., Elia, S. (2014) "*Risk and strategies in global sourcing*" – in "Red paper: The management of dominant suppliers", available at: <http://tinyurl.com/njsa8gk>

Paper submitted to a journal (under review)

Elia, S., Larsen, M., Piscitello, L. "*How do multinational firms learn from successful and unsuccessful experiences? Implications for entry mode choice*". Submitted to Journal of International Business Studies.

Elia, S., Kafouros, M., Buckley, P. J., "*Do Chinese MNEs improve their innovation performance from internationalization?*". Paper Submitted to Research Policy.

Barbieri, P., Elia, S., Fratocchi, Golini, R.. "*Relocation of second degree intra-EU: a study on the manufacturing industries*". Submitted to the Journal of Purchasing and Supply Management.

Elia, S., Messeni Petruzzelli, A., Piscitello, L., "*Strategic alliances and MNC subsidiaries' innovation performance: the role of the dual cultural diversity*". Submitted to Technological Forecasting and Social Change.

Paper to be submitted to a journal (by September 2018)

Alon, I., Elia, S., Li, S. "*Governance environment theory of establishment modes: the case of chinese multinationals*". Submitted to Journal of World Business.

Elia, S., Munjal, S., Scalera V. "*Business Groups, Licensing and Performance*".

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Castellani, D., Elia, S., Greve, P., "The microfoundation of industrial diversification through foreign acquisitions: An empirical analysis of UK firms".

Elia, S. and Narula, R.. "Misunderstanding internalization theory's relevance to emerging market MNEs and R&D internationalisation".

Elia, S. and Grilli, L.. "Go abroad or remain small: do foreign studying and working experiences impact the international vocation of entrepreneurs?"

Elia, S., Zdziarski, M., Heemskerk, E. M., Garcia-Bernardo, J., De Beule, F., Jaklič, A., Takes, F. "The power of proximity at a distance: the role of interlocking directorates in reducing the liability of outsidership"

2. FELLOWSHIPS

- 2014-2016

Visiting Research Fellow, University of Leeds - Involvement in research activity and seminar on international business and emerging multinational firms

- 2013-2016

John H. Dunning Visiting Research Fellow in International Business and Strategy, Henley Business School, University of Reading - Involvement in research activity and seminar on international business theory and supply chain perspective.

- 2015

Marie Curie Fellow, Shanghai Jiao Tong University - Involvement in research activity on Chinese multinational companies and environmental innovation.

IUSE Research Fellow, IUSE (Istituto Universitario degli Studi Europei) - Involvement in research activity on Chinese multinational companies and environmental innovation.

2. SEMINARS AND PANELS

- 2017

"What is still emerging about EMNEs? Setting the agenda for future research". Chair of the panel (organized for the 43rd European International Business Academy conference – Milano, December 14-16). Panellists: Peter J. Buckley, Filip De Beule, Ram Mudambi, Rajneesh Narula, Grazia Santangelo.

"Micro-funding the MNEs strategic choices in IB and management research" – Co-Chair of the panel (organized in collaboration with Cristina Rossi Lamastra and with the FARB Project for the 43rd European International Business Academy conference – Milano, December 14-16). Panellists: Igor Filatotchev, Peder Greve, Pamela Sharkey Scott, Dana Minbaeva, Michał Zdziarski.

- 2016

"Learning from successes and from failures in entry mode choice: the case of business function offshoring" – University of Bergamo, Bergamo, July 6th.

"Repeated entry modes and growth perspectives: inertial or mindful learning?" – Uppsala University, Uppsala, January 22nd.

- 2015

"Disentangling the role of modularity and bandwidth in entry mode choice: the case of business service offshoring" – Politecnico di Milano, Milan, June 11th

"Disentangling the role of modularity and bandwidth in entry mode choice: the case of business service offshoring" – University of Pisa, Pisa, March 3rd

- 2014

"Governance choice in global sourcing of services: the impact on service quality and cost saving performance" – Solvay Brussels School of Economics and Management, Université Libre de Bruxelles, April 24th

"Moving forward in the relationship between entry mode and performance: towards a global value chain perspective" - Henley Business School, University of Reading, February 5th

- 2011

"Who acquires whom? Capability upgrading strategies of emerging multinationals" - Politecnico di Milano – Milan, March 29th.

- 2010

"Panel Discussion on Motivations of M&A from BRICs and Implications for UK as Host Economy:" – UK Trade and Investment Agency Seminars – London, May 27.

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- 2008

"Acquisitions from emerging to advanced countries: what is the impact on the performance of target firms?" – Leeds and Cambridge Universities joint seminar – Leeds (UK), December 15-16

"M&As from emerging to advanced countries: what is the impact on the performance of target firms?" – Leeds University – Leeds (UK), December 3

"Do Western European FDI substitute for trade towards Eastern Europe?" - Politecnico di Milano – Milan, January 8.

- 2007

"The effects of outward FDI on high and low skilled employment in Italy" - Politecnico di Milano – Milano, November 6.

"The determinants of agglomeration of the economic activities: a comparison between multinational and national firms" – Politecnico di Milano – Milan, April 3.

4. TEACHING AND SUPERVISIONS

Supervisions

- Co-supervisor (with Lucia Piscitello, Politecnico di Milano) of Luis Augusto de Freitas Cordeiro Ph.D. thesis on "New technologies and international business: offshoring or reshoring?"; period: 2017-2020,

- Co-supervisor (with Peder Greve, University of Reading) of Tommaso Vallone Ph.D. thesis on "Microfoundation of international business"; period: 2017-2020,

- Co-supervisor (with Lucia Piscitello, Politecnico di Milano) of Filippo Albertoni's Ph.D. final dissertation "Motivations, governance and performance in the global sourcing of services"; period: 2014-2016

- Supervisor of the final Project Work of MBA students:

- Franceschetto Simone (2014): Whirlpool: a sustainable growth in MEA region with cooking product range
- Ghirardello Alberto, Santeramo Nicolò, Stori Matteo (2013): Business plan for a strategic and operative plan of Cesi in Brazil

- Supervisor of several M.Sc. students final thesis

Teaching

- 2018

Lecture of "Business Innovation" within the graduate program "Supply chain and transport thematic" of ICAM university, Paris Senart (France).

- 2018, 2017, 2016

"Invest in foreign Market Lab", course based on experimental and experiential learning involving external Top Managers of multinational enterprises. Students are also required to participate to the international global challenge "X-Culture", organized by the University of North Carolina at Greensboro and involving more than 4,000 students coming from 110 universities of 40 different countries, organized in more than 700 Global Virtual Teams of 5-7 people each, working on an internationalization project of real companies for 8 weeks (<http://x-culture.org/>). The winner of the 2016 and 2017 editions of the X-Culture competition are teams each including two students from Politecnico di Milano attending the "Invest in foreign markets Lab" (<http://x-culture.org/winners/2016-1-winners/>; <http://x-culture.org/winners/2017-1-winners/>). In 2017 we were also awarded the prize "Best Instructor" <http://x-culture.org/winners/2017-1-best-instructors/>).

- 2017, 2016, 2015, 2014

Advanced topics in international business management – Module of General theory in International Business Management - University of Padova, Master in International Business for Small and Medium Enterprises (MIBS) (in English)

- 2017, 2016, 2015

Co-director of the concentration week "Global Sourcing & Procurement of Services" organized for the MBA students of MIP, the business School of Politecnico di Milano (in English)

- 2015

Introduction to Global Sourcing – Module taught within the concentration week "Global Sourcing & Procurement of Services" organized for the MBA students of MIP, the business School of Politecnico di Milano (in English)

- 2014

Course of "Business Economics" (Politecnico di Milano, Milan, Italy), Prof. L. Piscitello – Accounting (in English).

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- 2014, 2013, 2012

Course of Microeconomics (Politecnico di Milano, Cremona, Italy).

- 2013, 2012, 2011, 2010, 2009, 2008 and 2007

Course of "Economics and Business Administration" (Politecnico di Milano, Milan, Italy), Prof. L. Piscitello – Accounting (in Italian).

Course of "International economic institutions and supranational regulations" (Politecnico di Milano, Milan, Italy), Prof. L. Piscitello and L. Tajoli – Lectures on balance of payments, foreign direct investments from small medium-enterprises and from developing countries, effects of trade policies.

- 2012, 2011

Course of Microeconomics and Macroeconomics (Politecnico di Milano, Milan, Italy), Prof. S. Baldone – Exercises of microeconomics and macroeconomics.

- 2011, 2010

Course of Global Markets Economics - Bicocca University (Milan, Italy)

5. RESEARCH PROJECTS AND NETWORKS

Research projects

Principal investigator (with Cristina Rossi Lamastra) of the FARB (Fondo di Ateneo per la Ricerca di Base) research project on "Micro-foundations for research in cross-border acquisitions: the role of individuals in bridging cultural distance" – 2014-2017.

Member of the European Funded Project 7PF Marie Curie IRSES-POREEN on Partnering Opportunities between Europe and China in the Renewable Energies and Environmental Industries (see www.poreen.eu), 2014-2016 – Coordinator: Francesca Spigarelli, University of Macerata (Italy)

Member of the research project "Offshoring Research Network" on offshoring of U.S. and European companies, from 2011. Coordinator: Arie Lewin, Duke University (USA)

Member of the European research project "COST (Cooperation in Science and Technology) Action IS0905: The Emergence of Southern Multinationals and Their Impact on Europe" (http://w3.cost.eu/index.php?id=233&action_number=IS0905) on the effects of investments from emerging countries on the European economy, 2010-2014. Coordinator of the project: Louis Brennan, Trinity College of Dublin (Ireland)

Participation to the research project "*Foreign direct investment in Lombardy: what is the impact on the development and competitiveness of the production system of Lombardy (Italian) and what are the prospects?*" - Research project proposed in 2006 by CESPRI-Bocconi University on behalf of the Milan Chamber of Commerce under the scientific responsibility of Fabrizio Onida - The results were published in the book "The foreign multinationals in Lombardy and in Italy," by Fabrizio Onida, EGEA publisher.

Networks

Member of the Academy of International Business (AIB).

Member of the European International Business Academy (EIBA).

Member of the AiIG (Italian Association of Industrial Engineering – Associazione Italiana di Ingegneria Gestionale).

6. AWARDS

Best Reviewer, Academy of International Business, 2018

The paper: "The Reshoring of Business Services: Reaction to Failure or Persistent Strategy?" (Albertoni, F., Elia, S., Massini, S., Piscitello, L. - Journal of World Business, Vol. 52, No. 3, Pages 417–430) has been awarded a prize in the year 2018 as one of the three best papers published in the year 2017 in the Journal of World Business.

Winner of one of the scholarships provided by the National Ministry of University and Research to Italian Assistant Professors based on their Scientific productivity for the year 2017 (bando "FFABR . Finanziamento delle attività base di ricerca").

"Outstanding service Award" from Politecnico di Milano for the organization of the 43rd EIBA 2017 Milan conference – December 2017.

Gianluca Spina Award 2017 for teaching excellence and innovation (<http://www.convegnoaiig.it/2017/en/premio-spina/>)

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Best paper of the track: 2 - Managing the Value Chain at the Annual Meeting of the Academy of International Business (AIB) – Dubai (United Emirates), July 1-5, 2017. Nomination for the best paper of the conference.

Best Instructor, X-Culture competition 2017: <http://x-culture.org/winners/2017-1-best-instructors/>

Listed as one of the top 25 authors in the literature on Emerging Markets MNEs in Luo, Y. & Zhang, H. (2016), "*Emerging Market MNEs: Qualitative Review and Theoretical Directions*", *Journal of International Management*, 22, 333-350.

Best paper of the track "Foreign entry mode and management of the value chain" at the 41st European International Business Academy (EIBA) conference – Rio de Janeiro (Brazil), December 1-3, 2015. Nomination for the best paper of the conference.

Winner of the Research Grant "Chinese MNCs and their Portfolio of Subsidiaries: What are the Characteristics Affecting the Environmental Innovation?" – IUSE (Istituto Universitario degli Studi Europei), 2015.

Best paper award at the 41st Academy of International Business (UK & Ireland) Conference at University of York, 10-12 April 2014 – paper presented: *Subsidiaries Alliance Portfolio and Innovation: Disentangling the multiple effect of cultural distance*

Winner of the John H. Dunning visiting fellowship program 2014, University of Reading (UK)

Winner of the May-2012-Call of the ESR Conference Grant for Early Stage Researchers – selected by the Executive Group of the COST-ISCH Domain

Best Reviewer, Academy of International Business, 2011

Best Reviewer, Academy of International Business, 2009

7. COOPERATION WITH JOURNALS

Editorial Review Board, Transnational Corporation Journal, 2018-2020

Editorial Review Board, Cross Cultural & Strategic Management, 2018-2020

Editorial Review Board, Global Strategy Journal, 2016-2018

Editorial Review Board, International Journal of Emerging Markets, 2016-2018

Reviewer for the following journals: *Journal of International Business Studies*, *Journal of Management Studies*, *Global Strategy Journal*, *Research Policy*, *European Management Review*, *Industrial and Corporate Change*, *Journal of International Management*, *Management International Review*, *Economic Systems*, *Journal of Small Business Management*, *European Journal of Comparative Economics*, *International Economics and Economic Policy*, *Innovation and Development Journal*, *International Journal of Economic Science and Applied Research*, *International Journal of Technological Learning*, *International Journal of the Economics of Business*, *Journal of Science and Technology in China*, *Journal of Strategy and Management*, *Journal of Industrial and Business Economics*, *Journal of Purchasing Supply Management*, *International Relations Journal*, *Industry and Innovation*.

8. ADMINISTRATIVE ACTIVITIES

- 2018

Co-Organizer of the track "R&D management and international business" for the R&D Management Society conference, held at Politecnico di Milano, Milan (Italy), on June 30 – July 4

- 2016 - 2017

Head of organizers of the EIBA 2017 Milan Conference, held at Politecnico di Milano, Milan (Italy), on December 14-16 (<http://www.eiba2017.org/>) – 600 participants from 50 different countries.

- 2016

Organization of the AiIG (Italian Association of Industrial Engineering – Associazione Italiana di Ingegneria Gestionale) special track conference "Location choice, entry mode and global value chain disaggregation: strategies and impact" – University of Bergamo, (Italy), October 15-16.

- 2015

Organization of the AIB mini-conference "Breaking up the global value chain: Possibilities and consequences" – Politecnico di Milano and Bocconi University, Milan (Italy), October 29-31.

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Organization of the AiIG (Italian Association of Industrial Engineering – Associazione Italiana di Ingegneria Gestionale) special track conference “Offshoring, re-shoring and back-shoring: reconfiguring the global value chain of transnational firms” – University of Padova, Vicenza (Italy), October 15-16.

- 2013 – Present

Advisor for the Erasmus Program of the Department of Management, Economics and Industrial Engineering, Politecnico di Milano.

- 2011-2014

Coordination and organization and of the DIG Seminars Series, Politecnico di Milano

- 2012-2013

Vice-President of the MBA Part-Time program of MIP, Business School of Politecnico di Milano

- 2013

Organization of the COST conference “The Impact of Emerging Multinationals on Global Development” – Politecnico di Milano, Milan (Italy), May 30-31.

- 2012

Organization of the Offshoring Research Network International Conference: The Global Sourcing of Innovation – Milan (Italy), May 29-31

9. Ph.D. SCHOOLS

- 2008

“Economics and Management of Innovation” - Eden (EIASM's Doctoral Education Network) doctoral seminar –Milan (Italy), March 10 – 14

- 2007

„Discrete choice models for panel data - Cide (Centro Interuniversitario Di Econometria – Econometric inter-university Centre) – Palermo (Italy), September 3-12.

“Regional and Policy Dimensions of Innovation and Growth” - DIMETIC Doctoral School - Pecs (Hungary), July 02-13.

“Managing Global Business” - IRI Foundation -Volterra (Italy), June 17-22.

“Micro Approaches to innovation and innovation networks”- DIMETIC Doctoral School - Strasburg (France), March 19-30.

- 2006

Innovation, growth, employment and international production. Models and Data Analysis. Pd.D. School of the “Università Politecnica delle Marche” - Urbino (Italy) – October 23-27.

10. CONFERENCE AND WORKSHOP CONTRIBUTIONS

- 2018

1. Elia, S., Larsen, M., Piscitello, L. – “When and Why Do Firms Use Theoretically Misaligned Entry Modes? A Study of Business Process Offshoring”. Paper presented at the Paper development workshop JIBS Special Issue on “Applying and Advancing Internalization Theory”. Minneapolis (USA), June 29.
2. Elia, S., Barbieri, P., Golini, R., Fratocchi, L.. “Should I Stay (Abroad, but in Another Country) or Should I Go (Back Home)? A Study on the Intra-EU Relocations of Second Degree in the Manufacturing Industries”. Paper presented at the 60th Academy of International Business (AIB) conference – Minneapolis (USA), June 25-28.
3. Elia, S., Greve, P., Castellani, D., Vallone, T. - “The microfoundations of industrial diversification through foreign acquisitions: An empirical analysis of UK firms”. Paper presented at the 60th Academy of International Business (AIB) conference – Minneapolis (USA), June 25-28.

- 2017

4. Elia, S. and Rossi-Lamastra, C. – “Micro-funding the MNEs strategic choices in IB and management research”. Panel organized for the 43rd European International Business Academy (EIBA) conference – Milano (Italy), December 14-16.
5. Elia, S. – “What is still emerging about EMNEs? Setting the agenda for future research”. Panel organized for the 43rd European International Business Academy (EIBA) conference – Milano (Italy), December 14-16.

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6. Elia, S., Greve, P., Castellani, D., Vallone, T. - *"The microfoundations of industrial diversification through foreign acquisitions: An empirical analysis of UK firms"*. Paper presented at the 43rd European International Business Academy (EIBA) conference – Milano (Italy), December 14-16.
 7. Elia, S., Grilli, L. - *"Go abroad or remain small: do foreign studying and working experiences impact the international vocation of entrepreneurs?"*. Paper presented at the 43rd European International Business Academy (EIBA) conference – Milano (Italy), December 14-16.
 8. Elia, S., Barbieri, P., Fratocchi, L., Golini, R. - *"The drivers of the relocations of second degree involving manufacturing activities: a focus on European Union"*. Paper presented at the 43rd European International Business Academy (EIBA) conference – Milano (Italy), December 14-16.
 9. Zdziarski, M., Heemskerk, E. M., Garcia-Bernardo, J., De Beule, F., Jaklič, A., Elia, S., Takes, F. – *"The power of proximity at a distance: the role of interlocking directorates in reducing the liability of outsidership"*. Paper presented at the 43rd European International Business Academy (EIBA) conference – Milano (Italy), December 14-16.
 10. Alon, I., Elia, S., Li, S. - *"Demystifying Chinese investment modes of entry: effects of governance environment and learning"*. Paper presented at the 43rd European International Business Academy (EIBA) conference – Milano (Italy), December 14-16.
 11. Elia, S., Barbieri, P., Golini, R., Fratocchi, L., "Relocation of second degree intra-UE: a study in the manufacturing industries", paper presented 2017 DSI Annual Meeting, Washington D.C. USA, November, 18-20
 12. Barbieri, P., Elia, S., Fratocchi, L., Golini, R. – "Relocation of second degree intra-UE: a study in the manufacturing industries". Paper presented at the XXVIII Scientific Meeting of the Italian Association of Industrial Engineering – Associazione Italiana di Ingegneria Gestionale (AIIG) – Bari, October 19-20.
 13. Albertoni, F., Elia, S., Massini, S., Piscitello, L. – *"The Reshoring of Business Services: Reaction to Failure or Persistent Strategy?"*. Paper presented at the 59th Academy of International Business (AIB) conference – Dubai (UAE), July 1-5. Paper nominated as the "Temple/AIB Best Paper Award".
 14. Elia, S., Larsen, M., Piscitello, L. – *"Why Do Firms Use Theoretically Misaligned Entry Modes? A Study of Business Process Offshoring"*. Paper presented at the 59th Academy of International Business (AIB) conference – Dubai (UAE), July 1-5.
 15. Barbieri, P., Elia, S., Fratocchi, L., Golini, R. – "Relocation of second degree intra-UE: a study in the manufacturing industries". Paper presented at the 24th EurOMA (European Operations management Association) conference – Edinburgh, July 1-5.
 16. Elia, S., Larsen, M. and Piscitello, L. – "Comply or not to comply with theory? How experience shapes entry mode misalignment". Paper presented at the joint 44rd Academy of International Business UK & Ireland Chapter (AIB-UKI) conference and 6th Reading International Business Conference –University of Reading (UK), April 06-08.
 17. Albertoni, F., Elia, S., Massini, S. and Piscitello, L. – "Relocation of offshore business services: recovering from failure or persisting with the original strategy?". Paper presented at the joint 44rd Academy of International Business UK & Ireland Chapter (AIB-UKI) conference and 6th Reading International Business Conference – University of Reading (UK), April 06-08.
- **2016**
 18. Garrone, P., Piscitello, L., Rotondi, V., Elia, S. (2017). "Assessing the impact of entrepreneurship training: the case of Empretec Panama". White paper, UNCTAD-Ginevra, presented at the XXII Empretec Directors Meeting of UN-Geneva, 6-7 December.
 19. Elia, S., Larsen, M. and Piscitello, L. – "Why do firms use theoretically misaligned entry modes? A study of business process offshoring". Paper presented at the Paper Development Workshop of the 42nd European International Business Academy (EIBA) conference – Wien (Austria), December 2-4.
 20. Albertoni, F., Elia, S., Massini, S. and Piscitello, L. – "The reshoring of business services: reaction to failure or coherent strategy?". Paper presented at the Workshop in Economic Geography "Local Responses to Global Challenges" – Bocconi University (Italy), September 22-23.
 21. Elia, S., Messeni Petruzzelli, A. e Piscitello, L. – "The Multilayered Acculturation Challenge of MNCs' Subsidiaries in Strategic Alliances: Threat or Opportunity for Innovation?". Paper presented at the 2016 Strategic Management Society (SMS) Conference – Berlin (Germany), September 17-20.
 22. Elia, S., Munjal, S. and Scalera, V. – "Technology sourcing through licensing-in foreign technologies: Benefits for emerging market firms". Paper presented at the Paper presented at the 76th Annual Meeting of the Academy of Management – Anaheim (USA), August 5 - 9.

23. Elia, S., Kafourous, M., and Piscitello, L.. "Do Chinese MNEs always improve their innovation performance from internationalization?". Paper presented at the 10th China goes global conference – Macerata (Italy), July 26-28.
 24. Elia, S., Munjal, S. and Scalera, V. – "Sourcing Technology from Home: Does Emerging Firms Always Benefit from Inward Licensing?". Paper presented at the 58th Academy of International Business (AIB) conference – New Orleans (USA), June 27- 30.
 25. Albertoni, F., Elia, S., and Piscitello, L. - "Repeated Entry Modes and Growth Perspectives: Mindful or Inertial Learning?". Paper presented at the 58th Academy of International Business (AIB) conference – New Orleans (USA), June 27- 30.
 26. Elia, S., Munjal, S. and Scalera, V. – "Technology Sourcing through Licensing-in Foreign Technologies: Benefits for Emerging Market Firms". Paper presented at the 43rd Academy of International Business UK & Ireland Chapter (AIB-UKI) conference – Birbeck University of London (UK), April 07-09.
- 2015
 27. Albertoni, F., Elia, S., and Piscitello, L. – "Sequential Entries and Growth Perspectives: Learning or Inertia?". Paper presented at the 41st European International Business Academy (EIBA) conference – Rio de Janeiro (Brazil), December 1-3.
 28. Elia, S., Munjal, S. and Scalera, V. – "Business Groups, Foreign Licenses and Performance in Emerging Markets". Paper presented at the 41st European International Business Academy (EIBA) conference – Rio de Janeiro (Brazil), December 1-3.
 29. Elia, S., Massini, S., Narula, R. – "Disentangling the role of modularity and reconsidering the entry mode choice theories: the case of business service offshoring". Paper presented at the 41st European International Business Academy (EIBA) conference – Rio de Janeiro (Brazil), December 1-3.
 30. Albertoni, F., Elia, S., and Piscitello, L. – "Entry Mode and Growth Perspectives in the Offshoring of Business Services". Paper presented at the AIB mini-conference "Breaking up the global value chain: Possibilities and consequences" – Milan, October 29-31.
 31. Elia, S., Massini, S., Narula, R. – "Modularity within the function and modularity between functions: the impact on the "make or buy" dilemma". Paper presented at the AIB mini-conference "Breaking up the global value chain: Possibilities and consequences" – Milan, October 29-31.
 32. Albertoni, F., Elia, S., and Piscitello, L. – "Breaking up the global value chain: the re-shoring and back shoring of business services.". Paper presented at the AIB mini-conference "Breaking up the global value chain: Possibilities and consequences" – Milan, October 29-31.
 33. Elia, S., Munjal, S. and Scalera, V. – "Business Groups, Foreign Licenses and Performance in Emerging Markets". Paper presented at the XXVI Scientific Meeting of the Italian Association of Industrial Engineering – Associazione Italiana di Ingegneria Gestionale (AiIG) – Vicenza, October 15-16.
 34. Albertoni, F., Elia, S., Piscitello, L. – "Competitiveness and growth perspectives of global firms: does sequential entry foster learning or inertia?". Paper presented at the XXVI Scientific Meeting of the Italian Association of Industrial Engineering – Associazione Italiana di Ingegneria Gestionale (AiIG) – Vicenza, October 15-16.
 35. Albertoni, F., Elia, S., Piscitello, L. – "Re-configuration of the value chain: the back shoring of business services". Paper presented at the XXVI Scientific Meeting of the Italian Association of Industrial Engineering – Associazione Italiana di Ingegneria Gestionale (AiIG) – Vicenza, October 15-16.
 36. Albertoni, F., Elia, S., and Piscitello, L.- "The re-shoring and back shoring of business services. Empirical evidence and implications of industrial policy". Paper presented at the 36th Conference of the Italian Association of Regional Sciences (AISRe – Associazione Italiana di Scienze Regionale) – Cosenza (Italy), September 14-16.
 37. Elia, S., Massini, S., Narula, R. – "Offshoring of business services and entry mode choices: the role of modularity and bandwidth". Paper presented at the 75th Annual Meeting of the Academy of Management– Vancouver (Canada), August 7- 11.
 38. Albertoni, F., Elia, S., and Piscitello, L. – "Disintegration and Re-Integration of the Value Chain: Preliminary Evidence on the Re-Shoring of Business Services". Paper presented at the Sase Conference "Inequality in the 21st Century" – London (UK), July 2-4.
 39. Albertoni, F., Elia, S., and Piscitello, L. - "Entry-Mode and Growth Perspectives in the Offshoring of Business Services: Learning or Inertia?". Paper presented at the 57th Academy of International Business (AIB) conference – Bengaluru (India), June 27- 30.
 40. Elia, S., Massini, S., Narula, R. – "Disentangling the Role of Modularity and Bandwidth in the Entry Mode Choice". Paper presented at the 57th Academy of International Business (AIB) conference – Bengaluru (India), June 27-30.
 41. Elia, S., Massini, S., Narula, R. – "Rethinking internalization theory through the lens of modularity and bandwidth". Paper presented at the Reading-UNCTAD conference – Reading (UK), June 13-14.

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42. Albertoni, F., Elia, S., and Piscitello, L. – “Mode of entry and growth perspective of offshoring initiatives”. Paper presented at the Reading-UNCTAD conference – Reading (UK), June 13-14.
 43. Albertoni, F., Elia, S., and Piscitello, L. – “Nurturing competitiveness and defeating inertia through fitting entry choices”. Paper presented at 2nd Annual EDIM Ph.d. Conference on Management Engineering – Milan, June 10 – 12.
 44. Albertoni, F., Elia, S., and Piscitello, L. – “Disintegration and re-integration of the value chain: preliminary evidence on the re-shoring of business services”. Paper presented at 2nd Annual EDIM Ph.d. Conference on Management Engineering – Milan, June 10 – 12.
 45. Elia, S., Scalera, V. and Munjal, S. – “Business Groups, foreign licenses and performance in Emerging Markets”. Paper presented at the Workshop “Technology Driven FDI from Emerging Countries: Challenges and Opportunities for Europe” – Pisa (Italy), May 28-29.
 46. Albertoni, F., Elia, S., and Piscitello, L. – “Entry-Mode and Growth Perspectives in the Offshoring of Business Services: Learning or Inertia?”. Paper presented at the 42nd Academy of International Business UK & Ireland Chapter (AIB-UKI) conference – Manchester (UK), April 16-18.
 47. Elia, S., Massini, S., Narula, R. – “Considering the value chain disaggregation in the entry mode choice: the role of modularity and bandwidth in offshoring business services” - Paper presented at the 42nd Academy of International Business UK & Ireland Chapter (AIB-UKI) conference – Manchester (UK), April 16-18.
- **2014**
 48. Elia, S., Messeni Petruzzelli, A. e Piscitello, L. – “The strategic role of cultural distance(s) in fostering innovation through the portfolio of upstream alliances” - Paper presented at 40th European International Business Academy (EIBA) conference – Uppsala (Sweden), December 11-13.
 49. Albertoni, F., Elia, S., and Piscitello, L. – “Governance, experience and performance in the global sourcing of business services”. Paper presented at 40th European International Business Academy (EIBA) conference – Uppsala (Sweden), December 11-13.
 50. Albertoni, F., Elia, S., and Piscitello, L. – “Outsourcing and experience in global sourcing of business services: does governance misalignment affect the likelihood to expand the venture?”. Paper presented at the XXV Scientific Meeting of the Italian Association of Industrial Engineering – Associazione Italiana di Ingegneria Gestionale (AiIG) – Bologna, October 16- 17.
 51. Albertoni, F., Elia, S., and Piscitello, L. – “Offshoring, governance choice and performance: beyond the make-or-buy traditional dilemma”. Paper presented at Pavia Paper Development Workshop – Pavia, September 19.
 52. Elia, S., Messeni Petruzzelli, A., Piscitello, L. – “Distant from Whom? The Facets of Cultural Distance and of its Impact on Innovation Performance in Subsidiaries' Alliance Portfolios”. Paper presented at 56th Academy of International Business (AIB) conference – Vancouver (Canada), June 24- 26.
 53. Caniato F., Elia S., Luzzini D., Piscitello L. – “Internalization or outsourcing? The performance implications of the governance mode choice in the global sourcing of firms functions”. Paper presented at the 41st Academy of International Business UK & Ireland Chapter (AIB-UKI) conference – York (UK), April 10-12.
 54. Elia, S., Messeni Petruzzelli, A. e Piscitello, L. – “Subsidiaries' alliance portfolio and innovation: disentangling the multiple effect of cultural distance” - Paper presented at the 41st Academy of International Business UK & Ireland Chapter (AIB-UKI) conference – York (UK), April 10-12
 - **2013**
 55. Caniato F., Elia S., Luzzini D., Piscitello L.– “Choosing the Governance Mode to Perform Well in Global Sourcing Strategies”. Paper presented at the 39th European International Business Academy (EIBA) conference – Bremen (Germany), December 12-14.
 56. Caniato F., Elia S., Luzzini D., Piscitello L.– “Choosing the Offshoring Governance Mode: The Moderating Effect on Location Drivers and the Impact on (Strategic And Operational) Performance”. Paper presented at the XXIV Scientific Meeting of the Italian Association of Industrial Engineering – Associazione Italiana di Ingegneria Gestionale (AiIG) – Milan, October 17- 18.
 57. Caniato F., Elia S., Luzzini D., Piscitello L. and Ronchi S. – “The Performance Implications of Location drivers and Governance Mode in Knowledge Intensive Services Offshoring”. Paper presented at the final workshop MIUR-PRIN Project “Production, R&D and Knowledge Offshoring: Economic Analyses and Policy Implications” - Milan (Italy), September 24- 25.
 58. De Beule F., Elia S. and Piscitello L. – “Entry mode of emerging and advanced multinational firms: is it just a matter of uncertainty? The role of liability of origin and institutional distance”. Paper presented at Academy of International Business (AIB) Special Meeting – Moscow (Russia), September 19- 20.

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59. Elia S., Mariotti, S. and Piscitello L. – “Industrial districts, core cities and ownership strategy of multinational firms investing in Italy”. Paper presented at 53rd European Regional Science Association (ERSA) Conference– Palermo (Italy), August 27- 31.
 60. De Beule F., Elia S. and Piscitello L. – “Dealing with Uncertainty through the Ownership Entry Strategy: Do Emerging and Advanced Multinational Firms Differ?”. Paper presented at 55th Academy of International Business (AIB) conference – Istanbul (Turkey), July 3- 6.
 61. Elia S., Mariotti, S. and Piscitello L. – “The Role of Subnational Externalities and Industrial Heterogeneity in Driving Multinational Firms’ Entry Strategy” of institutional distance”. Paper presented at 55th Academy of International Business (AIB) conference – Istanbul (Turkey), July 3- 6.
 62. De Beule F., Elia S. and Piscitello L. – “Comparing the strategic behavior of advanced and emerging multinational firms investing abroad: the importance of the “direction” of institutional distance”. Paper presented at the XV World Economy Meeting– Santander (Spain), June 05-07.
 63. Buckley, P.J., Elia S. and Kafouros M. – “Entry mode and geographic diversification as source of experience: the impact of BRIC Multinationals on advanced countries’ target firms”. Paper presented at the COST conference “The Impact of Emerging Multinationals on Global Development” – Milan (Italy), May 30-31.
 64. De Beule F., Elia S. and Piscitello L. – “The effect of technological intensity and institutional distance on the cross-border investments by emerging multinational companies”. Paper presented at the COST conference “The Impact of Emerging Multinationals on Global Development” – Milan (Italy), May 30-31.
 65. De Beule F., Elia S. and Piscitello L. – “Endogenous and exogenous uncertainty, institutional distance and foreign market entry: a comparison between emerging and advanced multinational firms investing in Italy”. Paper presented at the 40th Academy of International Business UK & Ireland Chapter (AIB-UKI) conference – Birmingham (UK), March 21-23.
- 2012
 66. Elia S., Santangelo G. – “Home country knowledge base as driver of Emerging Firms’ asset-seeking investments in advanced countries”. Paper presented at the 38th European International Business Academy (EIBA) conference – Brighton (UK), December 07-09.
 67. Piscitello L., Mariotti S. and Elia, S. – “The role of sub-national geographic space in multinational firms’ entry mode choices”. Paper presented at the 38th European International Business Academy (EIBA) conference – Brighton (UK), December 07-09.
 68. De Beule F., Elia S. and Piscitello L. – “Acquisition of companies and acquisition of knowledge: do emerging and advanced multinational companies’ strategic behaviors differ?”. Paper presented at the 38th European International Business Academy (EIBA) conference – Brighton (UK), December 07-09.
 69. De Beule F., Elia S. and Piscitello L. – “Ownership Strategy, Asset seeking investments and institutional distance: a comparison between emerging and advanced country firms”. Paper presented at the 2012 Academy of International Business (AIB) Southeast USA Conference - Fort Lauderdale, Florida (USA), October 31- November 02.
 70. Elia S., Santangelo G. – “Strategic asset-seeking acquisitions by emerging market multinationals: The role of the industry context”. Paper presented at the 3rd Copenhagen Conference on: ‘Emerging Multinationals’: Outward Investment from Emerging Economies” – Copenhagen (Denmark), October 25-26.
 71. De Beule F., Elia S. and Piscitello L. – “Emerging vs. Advanced Countries firms’ investing in Italy: an empirical analysis on the effect of institutional distance on the entry strategy”. Paper presented at the 3rd Copenhagen Conference on: ‘Emerging Multinationals’: Outward Investment from Emerging Economies” – Copenhagen (Denmark), October 25-26.
 72. Caniato F., Elia S., Luzzini D., Piscitello L., Ronchi S. – “Location drivers as antecedents of offshoring performance: the effect of the governance mode” – Paper presented at XXIII Scientific Meeting of the Italian Association of Industrial Engineering – Associazione Italiana di Ingegneria Gestionale (AiIG) – Matera (Italy), October 11-12.
 73. Caniato F., Elia S., Luzzini D., Piscitello L., Ronchi S. – “The Strategic Choice between Outsourcing and FDI in Assessing the Effects of Location Characteristics on the Offshoring Performance” – Paper presented at 2012 Strategic Management Society (SMS) Conference –Prague (Czech Republic), October 10-13.
 74. Piscitello L., Mariotti S. and Elia S. – “Entry Mode Choice: Is MNEs’ Behavior Space-Neutral?” - Paper presented at 54th Academy of International Business (AIB) conference – Washington (USA), June 30- July 3.
 75. Caniato F., Elia S., Luzzini D., Piscitello L., Ronchi S. – “The Impact of Location Choice and Governance Model on the Offshoring Performance” – Paper presented at 54th Academy of International Business (AIB) conference – Washington (USA), June 30- July 3.

76. Caniato F., Elia S., Luzzini D., Piscitello L., Ronchi S. – “Governing offshoring: evidence from an international survey” – Paper presented at the 4th World conference Production & Operations Management – Amsterdam (Netherland), July 01-05
77. De Beule, F, Elia, S. and Piscitello, L. – “Preserving Competences and Dealing with Institutional Distance: a Comparison between the Entry Mode of Multinational Firms from Emerging and from Advanced Countries” – Paper presented at the Conference EPI 2012 “The role of large emerging countries in the world economy: threats and opportunities for European firms?” – Parma (Italy), June 18-19.
78. Buckley P.J., Elia S., Kafouros M. – “BRIC multinationals in advanced countries: does performance of target firms gain?” – Paper presented at the Conference EPI 2012 “The role of large emerging countries in the world economy: threats and opportunities for European firms?” – Parma (Italy), June 18-19.
79. Caniato F., Elia S., Luzzini D., Piscitello L., Ronchi S. – “Location drivers as antecedents of offshoring performance the moderating effect of the governance model” – Paper presented at the Offshoring Research Network International Conference: The Global Sourcing of Innovation – Milan (Italy), May 29-31
80. Elia S. – “Multinational firms from emerging to advanced countries: target firms’ performance implications” – Presentation at the conference on European Integration and Chinese Foreign Direct Investment in the EU – Leeds (UK), April 11-12, 2012
81. Caniato F., Elia S., Luzzini D., Piscitello L., Ronchi S. – “Captive or outsourcing offshoring? The performance implications of locations specific characteristics under different governance models”, paper presented at the 2012 IPSERA Conference – Naples (Italy), April 1-4
82. Caniato F., Elia S., Luzzini D., Piscitello L., Ronchi S. – “Offshoring and performance: the role of governance mode and host country characteristics.”, paper presented at the ITSG Conference – Prague (Czech republic), February 16-17
- 2011
83. Elia S., Bertoni F., Rabbiosi L. – “Multinational firms from emerging countries and traditional IB theories: Some evidences from acquisitions in advanced countries” – paper presented at the at the 37th European International Business Academy (EIBA) conference – Bucharest (Romania), December 07-10.
84. Elia S., Piscitello L. – “Internationalization strategies and entry mode choices: A comparison between EMNCs and AMNCs” – Paper presented at the 3I’s conference “Emerging Market Firm Competitiveness: Internationalization, Innovation and Institutions” – Philadelphia (Pennsylvania), November 11–12.
85. Elia S., Santangelo G. – “The role of home country-specific disadvantages in strategic asset acquisitions by emerging market multinationals”– Paper presented at the 3I’s conference “Emerging Market Firm Competitiveness: Internationalization, Innovation and Institutions” – Philadelphia (Pennsylvania), November 11-12.
86. Buckley P.J., Elia S., Kafouros M. - “The Role Of Experience In Moderating The Effect Of Emerging Multinationals’ Resources On The Performance Of Target Firms” – Paper presented at the Academy of International Business Southeast USA Chapter (AIB-SE) annual meeting – Orlando (Florida), October 26–28.
87. Elia S., Santangelo G. – “How do multinational firms from emerging countries use acquisitions in advanced economies to upgrade their capabilities?” Paper presented at the 38th Academy of International Business UK & Ireland Chapter (AIB-UKI) conference – Edinburg (UK), April 14-16.
88. Elia S., Santangelo G. – “Acquisitions from emerging to advanced countries and capability upgrading strategies” - Paper presented at the “The International Business conference 2011” – Reading (UK), April 11-12.
- 2010
89. Buckley P.J., Elia S. Kafouros M. - “How emerging multinational companies affect target firms in advanced countries?” – Paper presented at the 36th European International Business Academy (EIBA) conference – Porto (Portugal), December 09-11.
90. Elia S., Maggi E. and Mariotti I. – “Horizontal, vertical and conglomerate investments in the Italian logistics industry: drivers and strategies” – Paper presented at the 50th European Regional Science Association (ERSA) – Jönköping (Sweden), August 19 - 23.
91. Buckley P.J., Elia S. Kafouros M. - “The performance of firms acquired by multinational companies from emerging countries: theoretical framework and empirical evidence” – Paper presented at the 52th Academy of International Business (AIB) conference – Rio de Janeiro (Brazil), June 25-29.
92. Maggi E., Mariotti I., Elia S. – “The drivers of horizontal, vertical and conglomerate integrations in the Italian logistics industry. A multinomial logit model” – Paper presented at the 12th scientific meeting of the Italian Society of Transport Economists (SIET - Società Italiana degli Economisti dei Trasporti) – Rome (Italy), June 17-18.
93. Elia S., Maggi E., Mariotti I., “What drives the logistics FDI? An empirical investigation in Italy” – Paper presented at the European Network on Industrial Policy (EUNIP) conference – June 9-11.

94. Buckley P.J., Elia S. and Kafouros M. - *"Acquisitions from Emerging to Advanced Countries: Theoretical and Empirical Investigation on the Performances of Target Firms"* – Paper presented at the 37th Academy of International Business UK & Ireland Chapter (AIB-UKI) conference – Dublin (Ireland), April 8-10.
- 2009
 95. Mariotti S., Piscitello L., Elia S. – *"Location and agglomeration of MNEs: The role of information and knowledge externalities"* – Paper presented at the 35th European International Business Academy (EIBA) conference – Valencia (Spain), December 10-12.
 96. Mariotti S., Piscitello L., Elia S. - *"Co-agglomeration of national and multinational firms: centripetal and centrifugal forces"* – Paper presented at the XX scientific meeting of the Italian Association of Industrial Engineering - Associazione Italiana di Ingegneria Gestionale (AiIG) – Udine (Italy), October 28-30.
 97. Mariotti S., Piscitello L., Elia S. - *"Do knowledge spillovers promote the co-agglomeration between national and multinational firms?"* – Paper presented at the 11th European Trade Study Group (ETSG) conference – Rome (Italy), September 10-12.
 98. Mariotti S., Piscitello L., Elia S. – *"Spatial agglomeration of MNEs: The role Informational externalities and knowledge spillovers"* - Paper presented at the FIRB-RISC conference "Research and Entrepreneurship in the Knowledge Based Economy" – Milan (Italy), September 7-8.
 99. Elia S., Mariotti S. - *"The agglomeration forces of national and multinational companies: are they different? The case of Italy"* – Paper presented at the 36th Academy of International Business UK & Ireland Chapter (AIB-UKI) conference – Glasgow (UK), April 2-4.
 100. Buckley P.J., Elia S., Kafouros M. – *"M&As from emerging to advanced countries: what variables affect the performance of firms acquired by emerging multinational companies?"* – Poster presented at "The Second Reading International Business conference" – Reading (UK), March 30-31.
 - 2008
 101. Elia S., Mariotti S. – *"Clustering of National and Multinational Firms: evidence from Italy"*. Paper presented at the 34th European International Business Academy (EIBA) conference – Tallinn (Estonia), December 11 - 13.
 102. Elia S., Mariotti I., Piscitello L. – *"The Effect of FDI on the Italian Labour Market"*. Paper presented at the seminar "NORFACE" – München (Germany), October 24-25..
 103. Bertoni F. Elia S., Rabbiosi L. – *"Drivers of acquisitions from BRICs to advanced countries: firm-level evidence"*. Paper presented at the conference "Emerging Multinationals: Outward Foreign Direct Investment from Emerging and Developing Economies" – Copenhagen (Denmark), October 9-10.
 104. Bertoni F. Elia S., Rabbiosi L. – *"The firm-specific drivers of M&As from emerging to advanced countries"*. Paper presented at the workshop UNUMERIT "The Internationalisation of Chinese and Indian Firms" - Maastricht (The Netherlands), September 25.
 105. Elia S., Maggi E., Mariotti I. - *"Does the logistics sector gain from manufacturing internationalization? An empirical investigation on the Italian case"* – Paper presented at the 29th Conference of the Italian Association of Regional Sciences (AISRe – Associazione Italiana di Scienze Regionale) – Bari (Italy), September 24-26.
 106. Elia S., Mariotti I., Piscitello L. – *"Outward FDI and home employment. Is Italy experiencing skill upgrading?"* Paper presented at the 13th national meeting of the Italian Association of Labor Economists (AIEL, Associazione Italiana Economisti del Lavoro) – Brescia (Italy), September 11 - 12.
 107. Elia S., Mariotti S. – *"Differences and similarities in the agglomeration patterns of multinational and national firms in Italy"*. Paper presented at the 48th European Regional Science Association (ERSA) conference – Liverpool (UK), August 27 - 31.
 108. Elia S., Maggi E., Mariotti I. – *"The impact of internationalisation on the logistics employment in Italy"*. Paper presented at the 48th European Regional Science Association (ERSA) – Liverpool (UK), August 27 - 31.
 109. Elia S., Mariotti I., Piscitello L. – *"The effects of outward FDI on The labour demand for high and low skilled workers"*. Paper presented at the 50th Academy of International Business (AIB) conference – Milan, June 30 – July 3.
 - 2007
 110. Elia S. - *"Do Western European FDI substitute for trade towards Eastern Europe?"*. Paper presented at the 33th European International Business Academy (EIBA) conference – Catania (Italy), December 13-15.
 111. Elia S., Maggi E., Mariotti I. - *"Gli effetti della delocalizzazione produttiva sulla domanda di lavoratori delle imprese logistiche nelle province italiane" (The effects of outward foreign direct investments on the labor demand of logistics companies in the Italian provinces)*. Paper presented at the 9th scientific meeting of the Italian Society of Transport Economists (SIET - Società Italiana degli Economisti dei Trasporti) Napoli (Italy), October 3-5.

112. Elia S., Mariotti S. - "*The firm specific determinants of the agglomeration: a comparison between multinational and national firms*". Paper presented at the 28th National Conference of the Italian Association of Regional Science (AISRe - Associazione Italiana Scienze Regionali) – Bolzano (Italy), September 26-28.
113. Elia S., Maggi E., Mariotti I. (2007), "*The impact of outward foreign direct investments on the logistics' employment in Italy. An empirical investigation on the NUTS 3 provinces*", European Union Regional Economics Applications Laboratory (EUREAL) Workshop, Bocconi University, Milano (Italy), September 14-15.
114. Elia S., Mariotti I., Piscitello L. - "*Direct and indirect effects of outward foreign direct investments on employment and skill composition in Italian regions*". Paper presented at 9th European Trade Study Group (ETSG) conference – Athens (Greece), September 13-15.
115. Elia S., Mariotti I., Piscitello L. - "*Labour demand effects of outward FDI. A focus on the Italian case*". Paper presented at the 10th European Network of Industrial Policy (EUNIP) conference – Florence (Italy), September 12-14.
116. Elia S., Mariotti I., Piscitello L. - "*Direct and indirect effects of outward FDI on employment and skill composition in Italian Regional Industries*". Paper presented at 47th European Regional Science Association (ERSA) conference – Paris (France), August 29 – September 2.
117. Elia S., Mariotti S. - "*The determinants of agglomeration of the economic activities: a comparison between multinational and national firms*". Paper presented at the 16th national meeting of the Italian Association for economic comparative systems studies (AISSEC - Associazione Italiana per lo Studio dei Sistemi Economici Comparati) – Parma (Italy), June 21-23.
118. Elia S. - "*Do Western European FDI substitute for export towards Eastern Europe?*". Paper presented at the annual meeting of the National Research Council – Torino (Italy), February 22-23.