

Stefano Ronchi

Short Bio

Stefano Ronchi is Professor of Management at Politecnico di Milano. At Politecnico he is now Chairman of the Management Engineering Programs (Bachelor and MSc), Rector's Delegate for International Affairs and member of the PoliMI 2040 group.

He served as Vice-President Academic Partners in UNITECH, member of the Executive Board and Director of MBA Programs and then Corporate Education at MIP Graduate School of Business of Politecnico di Milano.

Stefano has been a visiting research fellow at the Massachusetts Institute of Technology and he is now visiting professor at the Universitat der Bundeswehr Munchen in Germany.

His major research field is Purchasing and Supply Management with a particular focus on e-Procurement, Spend Management, Purchasing Key Performance Indicators, Purchasing Organization, Supply Chain Finance, and more recently Public Procurement. On these topics he has conducted many research and consulting projects in Italy and abroad and he has published over 80 scientific contributions and a book titled "The Internet and the Customer-Supplier Relationship", obtaining also scientific awards from the international community. He is a founding member of the International Purchasing Survey, an international research programme focused on the Purchasing and Supply domain.

Stefano has taught and teaches courses on Purchasing and Supply Management, Supplier Relationship Management, Decision Making and Negotiation, Business Organization and Management.

He is currently member and has served in the Executive Board of the International Purchasing and Supply Education and Research Association (IPSERA), and he is reviewer and member of the Editorial Review Board of the Journal of Purchasing and Supply Management (JPSM). He was also member of the National Scientific Qualification Committee for Management Engineering.

Stefano was born in Milan in 1974, got his MSc in Management Engineering with honors at Politecnico di Milano in 1998, studying one year at the University of Birmingham in the UK, and obtained a PhD in Management, Economics and Industrial Engineering in 2002.

Selected Scientific Publications

(for the complete list of publications contact the author at stefano.ronchi@polimi.it)

Patrucco A.S., Luzzini D., Ronchi S., Essig M., Amann M., Glas A.H., 2017, "Designing a public procurement strategy: Lessons from local governments", *Public Money & Management*, 37(4), 269- 276.

Patrucco A.S., Luzzini D., Ronchi S., 2017, "Research perspectives on public procurement: content analysis of 14 years of publications in the Journal of Public Procurement", *Journal of Public Procurement*, 17(2), 229-269.

Moretto A., Ronchi S., Patrucco A.S., 2017, "Increasing the effectiveness of procurement decisions: the value of big data in the procurement process", *International Journal of RF Technologies: Research and Applications*, 8(3), 79-103.

Luzzini D., Ronchi S., 2016, "Cinderella purchasing transformation: linking purchasing status to purchasing practices and business performance", *Production Planning and Control*, Vol. 27(10), 786- 796.

Spina G., Caniato F., Luzzini D., Ronchi S., 2016, "Assessing the use of External Grand Theories in Purchasing and Supply Management research", *Journal of Purchasing and Supply Management*, Vol. 22(1), 18-30.

- Patrucco A.S., Luzzini D., Ronchi S., 2016, "Evaluating the Effectiveness of Public Procurement Performance Management Systems in Local Governments", *Local Government Studies*, 42(5), 739- 761.
- Luzzini D., Amann M., Caniato F., Essig M., Ronchi S., 2015, "The path of innovation: purchasing and supplier involvement in new product development", *Industrial Marketing Management*, Vol. 47, 109- 120.
- Caniato F., Ronchi S., Luzzini D., Brivio O., 2015, "Total cost of ownership along the supply chain: a model applied to the tinting industry", *Production Planning and Control*, Vol. 26(6), 427-437.
- Caniato F., Luzzini D., Ronchi S., 2014, "Purchasing performance management systems: an empirical investigation", *Production Planning and Control*, Vol. 25(7), 616-635.
- Spina G., Caniato F., Luzzini D., Ronchi S., 2013, "Past, present and future trends of purchasing and supply management: An extensive literature review", *Industrial Marketing Management*, Vol. 42(8), 1202-1212.
- Kauppi K., Brandon-Jones A., Ronchi S., van Raaij E., 2013, "Tools without skills: Exploring the moderating effect of absorptive capacity on the relationship between e-purchasing tools and category performance", *International Journal of Operations and Production Management*, Vol. 33(7), 828-857.
- Luzzini D., Caniato F., Ronchi S., Spina G., 2012, "A transaction costs approach to purchasing portfolio management", *International Journal of Operations and Production Management*, Vol. 32 (9), 1015- 1042.
- Ronchi S., 2011, "Collaborative Markets in B2B Relationships", *Supply Chain Forum: an International Journal*, Vol. 12 (3), 22-34.
- Luzzini D., Ronchi S., 2011, "Organizing the Purchasing Department for Innovation", *Operations Management Research*, Vol. 4, 14-27.
- Ronchi S., Brun A., Golini R., Fan X., 2010, "What is the value of an IT e-procurement system?", *Journal of Purchasing and Supply Management*, Vol. 16, 131-140.
- Ronchi S., 2006, "Managing sub-contractors and suppliers in the construction industry", *Supply Chain Forum: an International Journal*, Vol. 7, No. 1, 45-55.
- Bartezzaghi E., Ronchi S., 2005, "E-sourcing in a buyer-operator-seller perspective: benefits and criticalities", *Production Planning and Control*, Vol. 16, N. 4, 405-412.
- Bartezzaghi E., Ronchi S., 2004, "A portfolio approach in the e-purchasing of materials", *European Journal of Purchasing and Supply Management*, Vol. 10, 117-126.
- Bartezzaghi E., Ronchi S., 2003, "Internet supporting the procurement process: lessons from four case studies", *Integrated Manufacturing Systems*, Vol. 14 No. 8, 632-641.
- Ronchi S., 2003, "The Internet and the Customer-Supplier Relationship", Ashgate Publishing Ltd, Aldershot, UK, ISBN 0754637468.

Institutional roles

During his career, Stefano has also covered several institutional roles, among which:

Politecnico di Milano:

- 2017-today: Rector's Delegate for IDEA League and Alliance4Tech at Politecnico di Milano
- 2017-today: Member of the PoliMI 2040 group
- 2016-today: Member of the National Scientific Qualification Committee for Management Engineering

- 2016-today: President Bachelor and MSc Programs in Management Engineering at Politecnico di Milano
- 2013-2016: Director Executive Education at MIP Politecnico di Milano
- 2009-2016: Member of the Management Committee at MIP Politecnico di Milano
- 2008-2016: Rector's Delegate for relations with Western Europe at Politecnico di Milano
- 2010-2015: Vice-President Academic Partners at UNITECH (International association formed by top technical universities in Europe and corporate partners) – organization of the UNITECH General Assembly in 2013 in Milan to celebrate the 150th Anniversary of Politecnico di Milano
- 2011-2013: Deputy Dean for Accreditations and Rankings at MIP Politecnico di Milano – managing the Financial Times and QS ranking processes and the AMBA accreditation process and the EQUIS re-accreditation process for the School of Management
- 2009-2012: Deputy Dean for MBA Division at MIP Politecnico di Milano
- 2007-2010: Italian Academic Director at UNITECH – organization of the UNITECH General Assembly in 2007 in Milan
- 2007-2009: Director of the International Full Time MBA at MIP Politecnico di Milano
- 2003-2007: Business Game Coordinator in the Bachelor in Management Engineering at Politecnico di Milano – launch of the initial pilot project
- 2002-2007: Director of Executive and Corporate Masters at MIP Politecnico di Milano (e.g. Management of Building Materials in Italcementi; Facility and Property Management; Purchasing Strategic Management – Pegaso Program)

Other Organizations:

- 2013-today: Member of the Editorial Review Board of the Journal of Purchasing and Supply Management (JPSM)
- 2009-today: Chairman of sessions in the IPSEERA annual conferences
- 2008-today: Discussant for PhD students and doctoral workshops in Italy and abroad
- 2007-today: Founding member of IPS (International Purchasing Survey)
- 2002-today: Reviewer for the following international journals: Journal of Purchasing and Supply Management, International Journal of Operations and Production Management, International Journal of Production Economics, Production Planning and Control, Benchmarking: an International Journal
- 2014-2016: Member of the IPSEERA Executive Board (International Purchasing and Supply Education and Research Association)
- 2009-2016: Member of the Organizing Committee of the annual PhD workshop organized by the IPSEERA Italian node
- 2012: Member of the Organizing Committee of the ORN (Offshoring Research Network) Conference
- 2012: Member of the Scientific Committee of the IPSEERA (International Purchasing and Supply Education and Research Association) Conference
- 2011: Member of the final PhD evaluation committee at Università degli Studi di Padova (XXIII cycle)
- 2010: Member of the PhD evaluation committee at RSM (Rotterdam School of Management, Erasmus University)

Contributions to practitioners' events

During his career, Stefano has performed several seminar activities in Italy and abroad, among which:

- 2017: Invited speaker at the "International Procurement Summit" conference organized by Pirelli, Milano
- 2014: Invited speaker at the "Purchasing Management" conference organized by Confindustria Bergamo, Bergamo
- 2012: Invited speaker and chairman at the "Top Priorities Procurement 2012" conference organized by Business International, Milan
- 2011: Invited speaker and chairman at the "Saving Estimation" conference organized by Business International, Milan
- 2011: Invited speaker at the "Spend Management" conference organized by Business International, Milan
- 2010: Invited speaker at the "CPO Summit" organized by CapGemini, Stockholm
- 2010: Invited speaker at the European IBM Web Sales Convention, Dublin
- 2009-2010: Invited speaker at IBM Customers Events, Copenhagen-Stokholm-Ehningen
- 2009: Invited speaker at the "Purchasing trends" conference organized by IBX, Milan
- 2009: Invited speaker at the ADACI Conference "The evolution of the Purchasing Department", Milan
- 2009: Invited speaker at the ADACI Conference "Sustainable Purchasing", Milan