

University Academic Curriculum Vitae

PERSONAL INFORMATION

Prof. Alfredo De Massis, Ph.D.

Full Professor of Management

Professore Ordinario di Economia e Gestione delle Imprese (S.S.D. ECON-07/A, ex SECS-P/08)

G. Dannunzio University of Chieti-Pescara, Italy

Department of Management and Business Administration (DEA)

Viale Pindaro, 32 – 65123 Pescara (Italy)

Nationality: Italian

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Google Scholar Author page:

<https://scholar.google.it/citations?user=2AFgZ38AAAAJ&hl=en>

Author-impact analysis reported on page 8.

PROFILE

I have been ranked as the #1 most impactful family business professor worldwide in the researcher ranking created by McCoy College of Business at Texas State University in 2024, 2025, and 2026, and in December 2024, *Family Capital* named me, for the third time, as one of the 25 world's most influential professors in the field of family enterprises. In October 2025, I was awarded the prestigious *High Civic Honor*, the “**Ciattè d’Oro**”, conferred at an investiture ceremony held in the City Hall Council Chamber, Pescara, Italy. The Mayor and the Municipal Administration of Pescara—on the recommendation of a specially appointed “Commissione dei Saggi” (“Commission of Wise Persons” comprising eminent academics, cultural figures (e.g., writers/artists), physicians, legal professionals, and leaders from business and civil society)—have awarded me with the highest civic distinction awarded to individuals from Pescara who have distinguished themselves through meritorious, high-impact activities carried out for the benefit of the community, and who have brought prestige and honor to the people of Pescara through outstanding personal or collective achievements in the literary, artistic, historical, cultural, social, economic, technical, sporting, military, religious, charitable, or volunteer fields. This is the motivation for which I was awarded this High Civic Honor: “He is an eminent scholar and one of the world's most influential figures in business and economics. He has paired the prestige of his academic training and distinguished international career with a deep, enduring attachment to the city Pescara, which sees in him a source of pride, impact, and international standing.” As one of the leading family business academics globally, I have been included in *Family Capital's* list of [Top 100 Family Business Influencers](#) in February 2022, for the strong influence of my thought leadership on the global shaping of the family business field, and in September 2022 *Family Business United* inducted me into [The Family Business Hall of Fame](#) recognizing exceptional individuals within the family business sector. I have founded and/or relaunched three international centers for family business research, was named by [Family Capital](#) among the world's 25 star professors for family business in 2015, and have been recently ranked as the most influential and productive author in the family business research field in the last decade in a recent bibliometric study published in the [European Journal of Family Business](#), as top most-productive scholar in the area of family business innovation in a recent bibliometric study published on the [Review of Managerial Science](#), and as the most productive scholar and one of the most influential ones in a recent [scientometric analysis of research on socioemotional wealth](#), and 2021 highly cited researcher by Clarivate. In March 2018, the International Family Enterprise Research Academy (IFERA) in a review of “*Rising Stars in Family Business Research*” included six of my articles among the most influential recent ones on family firms worldwide. Currently I rank among the top ten most-productive family business academics in the world according to a study appeared in the [Journal of Family Business Strategy](#) in 2021.

My research has accumulated more than **31,450 citations** to date, leading me to be ranked among the top 1% of scientists from Stanford University. It has advanced current understanding of how family business leaders balance economic and non-economic goals in strategic decision making, “innovation through tradition” and the management of tradition-innovation paradoxes characterizing family business behavior, the impact of family ownership and management on succession, strategy and innovation, and the distinctive sources of family firms' sustainable competitive advantage, such as their idiosyncratic goals, resources and governance. Moreover, my research has shown that history and tradition can be seen as an additional resource that can be leveraged to innovate and gain competitive advantages, leading to a substantial

change in the classic view of the tradition vs. innovation trade-off, and introducing a history-informed approach to innovation and strategy research.

Among various editorial roles, I serve as **Editor** of *Entrepreneurship Theory and Practice* – one of the most influential academic journals of entrepreneurship and business consistently ranked by the *Financial Times* as a top 50 journal (Impact Factor 9.993), **Associate Editor** of *Family Business Review* – a highly ranked academic journal of business (Impact Factor 7.575), Senior Consulting Editor of *Journal of Knowledge Management* (IF 8.689) – and on the Editorial Boards of *Academy of Management Review*, *Journal of Management Studies*, *Strategic Entrepreneurship Journal*, *Journal of Product Innovation Management*, *Journal of Business Research*, *Journal of Family Business Strategy*. I am also an Editor of *FamilyBusiness.org*, a social media platform funded by the Schulze Family Foundation dedicated to share with family business stakeholders, students, professors and advisors learning resources that help improve the survival and success rate of family firms.

My research employs cross-level qualitative and quantitative methods and has been published widely in leading academic and professional journals including *Academy of Management Journal*, *Organization Science*, *Strategic Management Journal*, *Journal of Management*, *Journal of Management Studies*, *Research Policy*, *Entrepreneurship Theory and Practice*, *Journal of Business Venturing*, *Strategic Entrepreneurship Journal*, *Human Relations*, *Journal of Product Innovation Management*, *Journal of World Business*, *Academy of Management Perspective*, *Family Business Review*, *MIT Sloan Management Review*, *California Management Review*, *Academy of Management Learning & Education*, *Long Range Planning*, *Journal of Business Research*, *Journal of Business Ethics*, *Journal of Family Business Strategy*, *Global Strategy Journal*, *Strategic Organization*. I am also author of 9 books including [The Family Business Book. A roadmap for entrepreneurial families to prosper across generations](#) (Pearson Financial Times), the [Handbook of Qualitative Research Methods for Family Business](#) (Elgar, 2020) and [Family Business Studies: An Annotated Bibliography](#) (Elgar, 2012), and I have been Guest Editor of 28 special issues in academic journals including *Strategic Management Journal*, *Journal of Management Studies*, *Journal of International Business Studies*, *Entrepreneurship Theory and Practice*, *Journal of Product Innovation Management*, *Global Strategy Journal*, *Family Business Review*, *California Management Review*, *Entrepreneurship & Regional Development*, *Long Range Planning*, *International Journal of Management Reviews*, *Small Business Economics*, and *Journal of Family Business Strategy*.

Due to its economic and practical relevance, my interdisciplinary research has been featured in various media outlets including *Financial Times*, *Harvard Business Review*, *MIT Sloan Management Review*, *The Conversation*, *CNBC*, *The Sun*, *Daily Mirror*, *The Independent*, *Daily Express*, *Campden FB*, *Tharawat Magazine*, *Il Sole 24 ORE*, *Family Capital*, *Reuters*, *Nasdaq*, *Yahoo Finance*, *CNBC*, *The European Business Review*, and I am regularly interviewed in TV programmes (e.g., “Porta a Porta,” a TV program broadcasted on RAI1, Italy’s leading national channel, that is considered the third Chamber of the Italian Parliament due to its central role in the Italian political scene, Rainews, Sky, Forbes Leaders), newspapers and magazines on family business issues. My research has also been published by the *European Commission* as scientific and technical report, has been presented at the *UK Government* and *UK Parliament*, and has had a concrete impact on policy making having been cited, for instance, in official documents of the European Union and having been listed in the *World Health Organization (WHO) Covid-19 Research Database*. I have also produced funded research reports for practice, such as for the Institute of Family Business based in London. Moreover, I serve as panel expert for the European Commission’s group on Sustainability and SMEs since 2020, and I have been serving as panelist at the European Commission’s SME Assembly 2021 and 2022.

I serve on the boards of public and private organizations internationally, including the Honorary Advisory Board of the Universal Scientific Education and Research Network (USERN), the Academic Advisory Board of the Institute for Family Business (IFB) Research Foundation in London, the Board of Supervisors of the Grenke Centre for Entrepreneurial Studies in Berlin, the Academic Advisory Council of the Tsinghua University’s PBCSF Global Family Business Research Center in China, the Research Advisory Committee of the Center for Asian Family Business and Family Office of HKUST Business School in Hong Kong where I serve as Chairman, the Advisory Board of Taylor’s Business School’s Center for Family Business in Malaysia, the Scientific Board of the Italian Association of Family Officers (AIFO), the General Council of CUOA Business School, and the board of directors of a private company (until 2021). In September 2020, I have been included in the “Talent Club” of [We Wealth](#) that consists of the top 200 Italian thought leaders and influencers in the area of family wealth and wealth management: economists, asset managers, top managers, lawyers, accountants, real estate and art advisors. Since October 2021 I serve as Chairman of the Scientific Committee and member of the Steering Committee of F.A.B.R.I. “Family Business Risorse per l’Italia,” a non-profit association of entrepreneurs, professional and academics dedicated to Italian family enterprises, and since 2020 I am the Co-Founder of the first Observatory of Family Offices in Italy where I also serve as Chairman of the International

Scientific Advisory Board. I am also the Founding Member of the Institut für Mittelstandsforschung (IfM) Research Fellow Network, Germany, and the former Chair of the Family Business Research SIG at the European Academy of Management and the former Chairman of the European Leadership Council and Global Board Member of the Global STEP Project for Family Enterprising at Babson College (USA) engaging over 200 leading scholars and 85 enterprising families from 45 countries. In September 2022, I have been included in We Wealth's list of "Top 200 Wealth Advisors" which is limited to the most qualified individuals for the difficult task of supporting entrepreneurs, family offices, wealth managers and entrepreneurial families to make and implement difficult wealth, family and business decisions.

I am a recipient of several academic honors and awards and received various research grants from public funding bodies and private organizations (>1.3 million Euros). I maintain close links with the business community, and my research is well received in both academic and practitioner outlets. I am regularly invited as keynote speaker or speaker at many conferences around the world and to give lectures to professional and academic audiences as well as to policy makers. I served as keynote speaker in leading entrepreneurship and family business conferences and have been invited for visiting scholar positions and other speaking engagements in Austria, Belgium, Canada, Chile, China, Czech Republic, France, Germany, Greece, Italy, Lichtenstein, Luxembourg, Netherlands, Portugal, Singapore, Spain, Sweden, Switzerland, United Kingdom, the USA, and Venezuela.

I teach about family business management at undergraduate, master, and doctoral levels at many universities, and serve as advisor to policy makers. For instance, I have recently advised the UK government on the business implications of the Covid-19 pandemic, I have been invited at the UK Parliament to share my experience on family business succession, and my research findings have been published by the *European Commission* as scientific and technical reports or policy briefs. This interaction enables me to share insights from evidence-based research with practitioners while ensuring that my research remains impactful and focused on issues of significant importance to the family business community. I served as co-convenor, co-chair or member of the Advisory Committee of many international tracks/conferences on family business-related topics.

I have also substantive experience in designing, convening and delivering undergraduate, postgraduate, doctoral and executive education programs as well as in attracting, successfully supervising and gaining funding for PhD research students. I have experience with traditional teaching, but I have experimented innovative teaching methods and I am developing pedagogy focused on the educational needs of family firms of any size aimed at supporting their growth and prosperity across generations.

Prior to my academic career, I worked as manager for SCS Consulting and the strategy service line of Accenture, and as financial analyst at the Italian Stock Exchange (London Stock Exchange Group). Previously, I was the Director of Lancaster University Management School's Centre for Family Business and I co-founded the University of Bergamo's Center for Young and Family Enterprise (CYFE), that I ran as Deputy Director.

SUMMARY OF QUALIFICATIONS

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| May 2007 | PH.D. IN MANAGEMENT, ECONOMICS AND INDUSTRIAL ENGINEERING, POLITECNICO DI MILANO
Thesis entitled: " <i>Managing succession in family business: An empirical study and a normative model</i> ". Part of research done at the <i>Centre for Entrepreneurship and Family Business, Haskayne School of Business, University of Calgary (Canada)</i> . |
| April 2003 | MASTER OF SCIENCE, MANAGEMENT ENGINEERING, POLITECNICO DI MILANO
Score: 100/100 <i>summa cum laude</i> |
| July 1997 | HIGH SCHOOL DEGREE, LICEO SCIENTIFICO "LEONARDO DA VINCI" – PESCARA, ITALY
Score: 60/60 |

ACADEMIC APPOINTMENTS

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| November 2024 - present | ALPHA INNOVATION, NOI TECHPARK, BOLZANO, ITALY
<i>Advisory Board Member</i>
I serve on the advisory board of Alpha Innovation, with Kurt Matzler, Jelena Spanjol and Andreas Loacker. |
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October 2024 - present	SUD INNOVATION APS, ITALY <i>Scientific Board Member</i>
September 2024 – present	G. D'ANNUNZIO UNIVERISTY OF CHIETI-PESCARA, ITALY Full Professor of Management (Entrepreneurship and Family Business).
July 2024 - present	FOUNDATIONS AND TRENDS® IN ENTREPRENEURSHIP <i>Editorial Board Member</i>
June 2024 - present	INTERNATIONAL FAMILY ENTERPRISE RESEARCH ACADEMY (IFERA) Fellows Advisory Board following the recognition as an IFERA Fellow.
May 2024 - present	AMBASCIATORI D'IMPRESA, PROMOTED BY UBS AND KPMG ITALY <i>Member of the Scientific Committee of Ambasciatori d'Impresa, a project promoted by UBS and KPMG Italy aimed at examining the state of family capitalism in Italy and recognizing entrepreneurial families who serve as exemplary ambassadors of family firms.</i>
June 2023 - present	TAYLOR'S BUSINESS SCHOOL, INTERNATIONAL FAMILY ENTERPRISE CENTRE, MALAYSIA <i>Academic Advisory Board of the Taylor's Center for Family Business.</i>
October 2021 - present	FA.B.R.I. "FAMILY BUSINESS RISORSE PER L'ITALIA" (FAMILY BUSINESS RESOURCES FOR ITALY), ITALY Chairman of the Scientific Committee and Steering Committee Member FA.B.R.I. is a non-profit association of entrepreneurs, professional and academics dedicated to Italian family enterprises.
October 2021 - present	CENTER FOR ASIAN FAMILY BUSINESS AND FAMILY OFFICE, HKUST BUSINESS SCHOOL, THE HONG KONG UNIVERSITY OF SCIENCE AND TECHNOLOGY, HONG KONG <i>Member of the Research Advisory Board until September 2024, Chairman of the Board since then.</i>
September 2020 - present	FIRST OBSERVATORY ON ITALIAN FAMILY OFFICES (in collaboration with Politecnico di Milano) <i>Co-Founder and Chairman of the International Scientific Advisory Board</i>
September 2020 - present	INSTITUTE OF FAMILY BUSINESS AND INSTITUTE FOR ENTREPRENEURS, ZHEJIANG UNIVERSITY <i>Chairman of the Board (since 2022) and previously board member</i>
August 2020 - present	ENTREPRENEURSHIP THEORY & PRACTICE <i>Editor</i> ETP is a highly ranked journal of entrepreneurship and business, in the prestigious ranking of the Financial Times Top 50 journals. The journal's mission is to publish original conceptual and empirical research that contributes to the advancement of entrepreneurship. ETP is consistently ranked as one of the most influential business journals of the Journal Citation Reports and by the Financial Times as one of the top journals (current impact factor 9.993).
August 2020 - present	JOURNAL OF KNOWLEDGE MANAGEMENT <i>Senior Consulting Editor</i> JKM is the leading journal publishing research on knowledge management (current impact factor 8.689).
January 2020 -	INSTITUT FÜR MITTELSTANDSFORSCHUNG (IFM) BONN – BONN, GERMANY <i>Founding member of the "IfM Research Fellow Network"</i>

- present The "IfM Research Fellow Network" is a platform for regular exchange on new research topics, for a mutual exchange of visiting scholars, possibilities to establish research cooperations, access to scientific datasets and much more, established by IfM Bonn, the leading German research institute in the area of SME and entrepreneurship research.
- November 2019 - present **PBCSF GLOBAL FAMILY BUSINESS RESEARCH CENTER OF TSINGHUA UNIVERSITY – SHANGHAI, CHINA**
Member of the Academic Advisory Council
- November 2019 - present **ITALIAN ASSOCIATION OF FAMILY OFFICERS (AIFO)**
Member of the Scientific Board ("Comitato Tecnico Scientifico")
AIFO is a network of professionals, qualified investors, family offices and advisors devoted to protecting, preserving and developing tangible and intangible assets of families and enterprises. AIFO offers education and advisory services and since 2015 has launched the first Master in Family Office in Europe. The Scientific Board includes six renown family office and family business experts.
- October 2018 – September 2024 **FREE UNIVERSITY OF BOZEN-BOLZANO – BOLZANO, ITALY**
Leader of the Research Cluster (Department) Entrepreneurship, Innovation & Management
Faculty of Economics & Management
Leadership of the research cluster activities, including providing direction in setting and planning strategic goals, defining and negotiating budgets, hiring and promoting its members, defining and coordinating research and outreach projects, managing the expenditures.
- June 2018 - present **FAMILYBUSINESS.ORG**
Editor
FamilyBusiness.org is a social media platform funded by the Schulze Family Foundation dedicated to share with family business stakeholders, students, professors and advisors learning resources that help improve the survival and success rate of family firms. The platform has three goals. The first is to improve the practice and education of family business by providing access to high quality content. The second is to bridge the gap between academic research and practice by publishing rigorous but approachable content that translates research to practice. Third, it wants to provide those advising family businesses and teaching family business courses a source for cases, videos, classroom exercises, and readings. To achieve this goal the platform seeks out high quality content (research translations, commentaries, practice-oriented articles, video interviews, topical video discussion, etc.) from leading academics, advisers, policymakers, practitioners, and family business members.
- June 2018 - present **UNIVERSAL SCIENTIFIC EDUCATION AND RESEARCH NETWORK (USERN)**
Honorary Advisory Board
USERN is an association having more than 6,000 scientific members with its goal to achieve Science without Borders. The Honorary Advisory Board boasts Nobel Laureates or listed top 1% scientists of the world including Prof. Oliver E. Williamson and Prof. Eric S. Maskin.
- January 2018 - present **GRENKE CENTRE FOR ENTREPRENEURIAL STUDIES – BERLIN, GERMANY**
Supervisory Board Member
This is the new institute created by SRH Hochschule Berlin and devoted to foster research in the area of entrepreneurship. With the other Supervisory Board Members, including the leaders of well-known German firms like Wolfgang Grenke, CEO of GRENKE AG, Christof Hettich, CEO of SRH, and Götz Werner, founder of dm-drogerie markt, we advise on the Centre's strategy in Research, Education and Outreach.

- October 2016 - present
FAMILY BUSINESS REVIEW
Associate Editor
FBR is a highly ranked journal of business with impact factor 7.575. It is a scholarly publication devoted to exploration of the dynamics of family-controlled enterprises, including firms ranging in size from the very large to the relatively small. It has been a top 10 business journal for last three years and in 2016 it was ranked # 8/120 in the Business category.
- September 2016 – September 2024
FREE UNIVERSITY OF BOZEN-BOLZANO – BOLZANO, ITALY
Full Professor (tenured) of Entrepreneurship, Family Business and Strategic Management and Director of the Centre for Family Business Management
Faculty of Economics & Management
Leadership of research, education and business engagement activities conducted within the Centre for Family Business Management. Development and leadership across the field of family business through high profile research, teaching and business development activities. Engagement with the enterprise agenda of the Faculty of Economics & Management and commitment to develop this further. Representation of the Free University of Bozen-Bolzano in the area of family business at University level and at International level.
- September 2016 - present
LANCASTER UNIVERSITY MANAGEMENT SCHOOL, LANCASTER UNIVERSITY – LANCASTER, UK
I support research activities in the area of family business, provide scientific supervision to PhD students, as well as collaborate and provide scientific advice to the Centre for Family Business.
- June 2014 – September 2016
LANCASTER UNIVERSITY MANAGEMENT SCHOOL, LANCASTER UNIVERSITY – LANCASTER, UK
Full Professor, Chair of Entrepreneurship and Family Business and Director of the Centre for Family Business (tenured)
Leadership of research, education and business engagement activities conducted at the Centre for Family Business. Development and leadership across the field of family business and innovation management through high profile research, teaching and business development activities. Engagement with the enterprise agenda of the Institute for Entrepreneurship and Enterprise Development, the Lancaster University Management School and the Lancaster University and commitment to develop this further. Representation of the School in the area of family business at University level and at International level.
- October 2013 – June 2014
LANCASTER UNIVERSITY MANAGEMENT SCHOOL, LANCASTER UNIVERSITY – LANCASTER, UK
Reader (“Professore Straordinario”) in Family Business and Director of the Centre for Family Business (tenured)
- January 2014 - present
INSTITUTE FOR FAMILY BUSINESS (IFB) RESEARCH FOUNDATION, LONDON, UNITED KINGDOM
Member of the Academic Advisory Board
Advising on research strategy and providing academic rigor and research expertise to the foundation’s efforts. Simply put, providing independent oversight of the IFB Research Foundation’s strategy in order to help them to foster greater knowledge and understanding of family firms.
- October 2013 - 2018
CENTER FOR YOUNG AND FAMILY ENTERPRISE (CYFE), UNIVERSITY OF BERGAMO – BERGAMO, ITALY
Member of the International Research Advisory Board.
Advising on the Center’s strategy in Research, Education and Outreach and providing research and management expertise to the development of the University of Bergamo’s research agenda in the area of family business and young enterprises.

- January 2011–
February 2015 **BABSON COLLEGE, STEP PROJECT FOR FAMILY ENTERPRISING – BABSON PARK, USA**
Chairman of the STEP European Leadership Council.
Management and coordination of the activities of the European research team involved in the global Successful Transgenerational Entrepreneurship Practices (STEP) Project founded by Babson College (USA). Co-organizer and Chair of several meetings with business families and academics from different countries. The STEP Project is a global applied research initiative that explores the entrepreneurial process within business families and generates solutions that have immediate application for family leaders. More than 45 countries over 5 regions participate in this global study, involving more than 200 scholars from leading universities and more than 85 families. <http://www.babson.edu/academics/centers/blank-center/global-research/step>
This important role enables LUMS to lead academic research on family entrepreneurship in Europe.
- December 2009 –
September 2013 **UNIVERSITY OF BERGAMO, FACULTY OF ENGINEERING – BERGAMO, ITALY**
Ass. Professor of Entrepreneurship and Family Business (tenured, with national qualification as Associate Professor), Department of Economics and Technology Management.
Research, teaching and service activities in the areas of family business, entrepreneurship, and strategic management.
- July 2010 –
September 2013 **CENTER FOR YOUNG AND FAMILY ENTERPRISE (CYFE), UNIVERSITY OF BERGAMO – BERGAMO, ITALY**
Deputy Director, Co-Founder and Member of the International Scientific Committee.
Leadership, management and development of international research, teaching and outreach activities in the field of family business and entrepreneurship. Overall responsibility for the center's research activities, coordination and supervision of the research team.
- 2014 and 2016 **FAMILY OWNED BUSINESS INSTITUTE (FOBI), GRAND RAPIDS, USA**
Research Scholar (sponsored by Grand Valley State University)
Research scholar on innovation and tradition in family firms.
- July 2012 - 2021 **WITTEN INSTITUTE FOR FAMILY BUSINESS (WIFU), WITTEN/HERDECKE UNIVERSITY, GERMANY**
Research Fellow
Joint research program (fellowship) in the field of family business.
- January 2011–
December 2013 **BABSON COLLEGE, STEP PROJECT FOR FAMILY ENTERPRISING – BABSON PARK, USA**
Member of the STEP Global Board.
Advising on strategic global planning and future directions for the global Successful Transgenerational Entrepreneurship Practices (STEP) Project.

VISITING SCHOLAR/PROFESSOR

- January 2013 –
February 2013 **I.H. ASPER SCHOOL OF BUSINESS, UNIVERSITY OF MANITOBA – WINNIPEG, CANADA**
Visiting Professor in Family Business.
- November 2012 –
December 2012 **CENTRE FOR FAMILY ENTERPRISE AND OWNERSHIP (CEFEO), JÖNKÖPING UNIVERSITY – JÖNKÖPING, SWEDEN**
TOFT Visiting Professor in Family Business.

January 2012 – February 2012 **HASKAYNE SCHOOL OF BUSINESS, UNIVERSITY OF CALGARY – CALGARY, CANADA**
Visiting Professor in the Entrepreneurship & Innovation area.

February 2006 – September 2006 **HASKAYNE SCHOOL OF BUSINESS - CALGARY, CANADA**
Visiting Ph.D. Student.

RESEARCH AND SCHOLARLY WORK

AUTHOR-IMPACT-ANALYSIS (AS OF GOOGLE SCHOLAR IN FEBRUARY 9, 2026)

	All	Since 2010
Citations	31449	22165
H-Index	85	81
I10-Index	188	177
No. of 'Class A' journal articles (ANVUR ranking, not including ongoing special issues and conditionally accepted articles)	183	

ARTICLES IN INTERNATIONAL REFEREED ACADEMIC JOURNALS

'Class A' journals categorized according to the journal ranking made by the National Agency for the Evaluation of the University and Research Systems (ANVUR) for the field of Management ("Economia e gestione delle imprese" - 13/B2 - SECS-P/08)

Ranking of journals as 4* or 3* is done according to the Association of Business Schools (ABS) Academic Journal Guide.

- Minola T., Sieger P., Bau M., Campopiano G., De Massis A., Chirico F. (2026). The impact of financial slack on performance in SMEs: The roles of family ownership and CEO family status. *Family Business Review*, In press. **Class A and 3* Journal**
- Hughes M., Chang, Y.-Y., Hu, Q., De Massis, A., Kraus, S. (2025), Transformational family leaders in multi-unit complex family firms: A multilevel analysis. *Entrepreneurship Theory and Practice*, in press. **Class A, 4* and Financial Times Journal**
- Lyu Q., Dou J., Fang H. "Chevy", De Massis A. (2025). Non-family Managers and Innovation in Family Firms: A Meta-Analysis. *Family Business Review*, In press. <https://doi.org/10.1177/08944865251393043> **Class A and 3* Journal**
- Appleton S., Mismetti M., Orzes G., Matt D., De Massis, A. (2025). Family firms' investment in and implementation of Industry 4.0: A social capital theoretical perspective. *European Management Review*, 1–22. DOI: 10.1111/emre.70043 **Class A and 3* Journal**
- Mismetti M., Miroshnychenko I., De Massis A. (2025). Family firms and sustainable development goals: The role of ownership, management, and country progress. *Review of Managerial Science*, in press. <https://doi.org/10.1007/s11846-025-00960-4> **Class A and 2* Journal**

- McLarty B. D., Vardaman J., Liguori E., Marler L. E., De Massis A. (2025). Family business research: The next generation. *Journal of Small Business Management*, in press. <https://doi.org/10.1080/00472778.2025.2553556> **Class A and 3* Journal**
- Radu-Lefebvre M., Davis J.H., De Massis A., Gartner G.B., Jack S., Markman G.D. (2025). Legacy management in theory and in practice. *Academy of Management Perspectives*, in press. **Class A and 3* Journal**
- Crosina, E., Mismetti, M., De Massis, A., Pratt, M. G., Williams, T.A. (2025). Ethnography in entrepreneurship research: Promises, pitfalls, and practical pathways. *Entrepreneurship Theory and Practice*, 49(6), 1499-1534. DOI: 10.1177/10422587251364820 **Class A, 3* and Financial Times Journal**
- Hayoz P., Ge B., De Massis A. (2025). Research on family offices: What is the way forward? A systematic literature review. *Journal of Family Business Strategy*, in press. <https://doi.org/10.1016/j.jfbs.2025.100670> **Class A and 2* Journal**
- Sanasi S. & De Massis A. (2025). The secret of outlier ventures: Developing interpretive capacity to scale up. *Academy of Management Perspectives*, in press. <https://doi.org/10.5465/amp.2023.0496> **Class A and 3* Journal**
- Magrelli V., Kotlar J., De Massis A., Frattini F., Messeni Petruzzelli A. (2025). Making the old new again through the process of recombinant innovation. *Journal of Product Innovation Management*, in press. DOI: 10.1111/jpim.70003 **Class A and 4* Journal**
- Appleton, S. W., Mismetti, M., Matt, D., De Massis, A. (2025). Unpacking willingness in family firms facing the digital transformation. *Small Business Economics*, in press. DOI: 10.1007/s11187-025-01057-8. **Class A and 3* Journal**
- Yang Y., Shamim S., De Massis A., Gao D. (2025). Defensive routines as coping mechanisms against technostress: roles of digital leadership and employee goal orientation. *Technological Forecasting & Social Change*, 216, 124143. <https://doi.org/10.1016/j.techfore.2025.124143>
- Hadjielias E., De Massis, A., Christofi M., Manika D., Brammer S. (2025). Ethical issues in family business: Toward a deeper understanding and a new research agenda. *Journal of Business Ethics*, in press. **Class A, 3* and Financial Times Journal**
- Kumar S., Mehta V., Kumar V., Chatterjee S., Mariani M., De Massis A. (2025). The role of AI capabilities in enhancing export performance: A study of ambidexterity and dynamic capabilities. *International Marketing Review*, 42(4), 698-714. DOI 10.1108/IMR-10-2024-0426. **Class A and 3* Journal**
- Cho J., De Massis A., Kotlar J. (2025). The mixed gamble of competitive dynamics in family-controlled firms. *Journal of Management Studies*, in press. doi:10.1111/joms.13218. **Class A, 4* and Financial Times Journal**
- Patel P., De Massis A. (2025). Trademark intensity and firm performance in family versus non-family firms: The role of organizational and knowledge capital. *Journal of Business Research*, 194, 115372. **Class A and 3* Journal**

- Chrisman J.J., Wu Z., De Massis A., Sharma P., Steier L.P., Kellermanns F.W., Kotlar J., Rondi E., Ge B., Fang H. C. (2025). A tribute to the life and work of Jess Chua. *Entrepreneurship Theory and Practice*, in press. DOI: 10.1177/10422587251315653. **Class A, 4* and Financial Times Journal**
- Murtinu S., De Massis A. (2025). Artificial intelligence machines as relational nonhuman actors in entrepreneurial teams. *Journal of Small Business Management*, 63(6), 2890-2916. <https://doi.org/10.1080/00472778.2025.2461031>. **Class A and 3* Journal**
- Mismetti, M., Del Bosco, B., Bettinelli, C., & De Massis, A. (2025). The Anatomy of Family Business Conflict. *Journal of Family Business Strategy*. In press. <https://doi.org/10.1016/j.jfbs.2025.100660> **Class A and 2* Journal**
- Sallaku K., Avloniti A., Magrizos S., Vilamová S., De Massis A. (2025). Consumer behaviour in growth hacking: Developing and validating the shareability construct. *Journal of Business Research*, 189, 115181. **Class A and 3* Journal**
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- Magistretti S., Dell’Era C., De Massis A., Frattini F. (2019). Exploring the Relationship between Types of Family Involvement and Collaborative Innovation in Design-Intensive Firms: Insights from Two Leading Players in the Furniture Industry. *Industry and Innovation*, 26(10), 1121-1151. **Class A and 2* Journal**
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- Mazzelli, A., Nason, R. S., De Massis, A., Kotlar, J. (2019). Causality rules: Performance feedback on hierarchically related goals and capital investment variability. *Journal of Management Studies*, 56(8), 1630-1654. DOI: <https://doi.org/10.1111/joms.12432>. **Class A, 4* and Financial Times Journal**

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- De Massis A., Frattini F., Majocchi A., Piscitello L. (2018). Family firms in the global economy: Toward a deeper understanding of internationalization determinants, processes and outcomes. *Global Strategy Journal*, 8(1), 3-21. DOI: 10.1002/gsj.1199. **Class A and 3* Journal**
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- Chua, J.H., Chrisman, J.J., De Massis, A., Wang, H. (2018). Reflections on family firm goals and the assessment of performance. *Journal of Family Business Strategy*, 9(2), 107-113 **Class A and 2* Journal**
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Journal (3rd Top Downloaded JPIM Paper in 2017; Finalist for the JPIMPage Outstanding Professional Contribution Award)

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- De Massis, A., Kotlar, J., Mazzola, P., Minola, T., & Sciascia, S. (2018). Conflicting selves: Family owners' multiple goals and self-control agency problems in private firms. *Entrepreneurship Theory & Practice*, Vol. 42, No. 4, 362-389. DOI: 10.1111/etap.12257. **Class A, 4* and Financial Times Journal**
- Rondi, E., De Massis, A., & Kotlar, J. (2019). Unlocking innovation potential: A typology of family business innovation postures and the critical role of the family system. *Journal of Family Business Strategy*, 10(4), 1-13. DOI: <https://doi.org/10.1016/j.jfbs.2017.12.001>. **Class A and 2* Journal**
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- Nandan S., Halkias D., Thurman P. W, Komodromos M., Alserhan B. A., Adendorff C., Alhaj N. H. Y. Y., De Massis A., Galanaki E., Juma N., Kwesiga E., Nkamnebe A. D., Seaman C. (2018). Assessing crossnational invariance of the three-component model of organizational commitment: A cross-country study of university faculty. *EuroMed Journal of Business*, Vol. 13, No. 3, 254-279. **(Nominated for the Emeralds 2019 Literati Award for Excellence)**.
- Campopiano, G., De Massis, A., Rinaldi, F.R., Sciascia, S. (2017). Women's involvement in family firms: Progress and challenges for future research. *Journal of Family Business Strategy*, Vol. 8, No. 4, 200-212. DOI: <https://doi.org/10.1016/j.jfbs.2017.09.001>. **(video abstract: <https://youtu.be/Tw2nGweyF2Y>)** **Class A and 2* Journal**
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- De Massis, A., Kotlar, J. (2015). Learning resources for family business education: A review and directions for future developments. *Academy of Management Learning & Education*. Vol. 14, No.3, 415-422. **Class A and 4* Journal**
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- Signori A., Kotlar J., De Massis A., Vismara S. (2015). The rate of substitution between economic and socioemotional wealth in family firm IPO underpricing. *Academy of Management Best Paper Proceedings*.
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- Sciascia S., Nordqvist M., Mazzola P., De Massis A. (2015). Family Ownership and R&D Intensity in Small and Medium-Sized Firms. *Journal of Product Innovation Management*. Vol. 32, No. 3, 349-360. DOI: 10.1111/jpim.12204. **Class A and 4* Journal**
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- Chrisman J.J., Fang H., Kotlar J., De Massis A. (2015). A Note on Family Influence and the Adoption of Discontinuous Technologies in Family Firms. *Journal of Product Innovation Management*, Vol. 32, No. 3, 384-388. DOI: 10.1111/jpim.12206. **Class A and 4* Journal**
- De Massis A., Kotlar J., Campopiano G., Cassia L. (2015). The Impact of Family Involvement on SMEs' Performance: Theory and Evidence. *Journal of Small Business Management*, 53(4), 924-948. DOI: 10.1111/jsbm.12093. **Class A and 3* Journal**
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- De Massis A., Kotlar J., Mazzola P., Minola T., Sciascia S. (2014). Are They All Alike? Heterogeneity of Family Owners' Goals and P-P Agency Costs in Private Firms. *Academy of Management Best Paper Proceedings*. DOI: 10.5465/AMBPP.2014.260.
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- De Massis A., Kotlar J., Chua J.H., Chrisman J.J. (2014). Ability and Willingness as Sufficiency Conditions for Family-Oriented Particularistic Behavior: Implications for Theory and Empirical Studies. *Journal of Small Business Management*, 52(2), 344-364. **Class A and 3* Journal**

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- Sharma P., De Massis A., Gagné M. (2014). Family Business: A fertile ground for research on time, teams, and positive organizational study. *European Journal of Work and Organizational Psychology*, Vol. 23, No. 5, 674-679. **Class A and 3* Journal**
- De Massis A., Kotlar J. (2014). The case study method in family business research: Guidelines for qualitative scholarship. *Journal of Family Business Strategy*, Vol. 5, No. 1, pp. 15-29 (ranked #1 in JFBS's Top 25 Hottest Articles and #1 in JFBS's Top 5 Most Downloaded Articles). **Class A and 2* Journal**
- Frattini F., Bianchi M., De Massis A., Sikimic U. (2014). The Role of Early Adopters in the Diffusion of New Products: Differences Between Platform and Nonplatform Innovations. *Journal of Product Innovation Management*, Vol. 31, No. 3, pp. 466-488. DOI: 10.1111/jpim.12108. **Class A and 4* Journal**
- Cassia L., De Massis A., Meoli M., Minola T. (2014). Entrepreneurship Research Centers around the World: Research Orientation, Knowledge Transfer and Performance. *The Journal of Technology Transfer*, Vol. 39, No. 3, pp. 376-392. DOI: 10.1007/s10961-012-9290-7. **Class A Journal**
- Kotlar J., De Massis A. (2013). Goal Setting in Family Firms: Goal Diversity, Social Interactions, and Collective Commitment to Family-Centered Goals. *Entrepreneurship Theory & Practice*, 37(6), 1263–1288. DOI: 10.1111/etap.12065. **Class A, 4* and Financial Times Journal**
- De Massis A., Frattini F., Lichtenthaler U. (2013). Research on Technological Innovation in Family Firms: Present Debates and Future Directions. *Family Business Review*, Vol. 26, No. 1, pp. 10-31. DOI: 10.1177/0894486512466258 (ranked #1 Most Cited FBR Article in 2016). **Class A and 3* Journal**
- De Massis A. (2012). Family Involvement and Procedural Justice Climate among Non-Family Managers: The Effects of Affect, Social Identities, Trust and Risk of Non-Reciprocity. *Entrepreneurship Theory & Practice*, Vol. 36, No. 6, pp.1227-1234. **Class A, 4* and Financial Times Journal**
- Kotlar J., De Massis A., Frattini F., Bianchi M., Fang H. (2013). Technology Acquisition in Family and Nonfamily Firms: A Longitudinal Analysis of Spanish Manufacturing Firms. *Journal of Product Innovation Management*, Vol. 30, No. 6, pp. 1073-1088 (ranked among JPIM's top cited articles in 2013 and 2014). **Class A and 4* Journal**
- De Massis A., Sieger P., Chua J.H., Vismara S. (2013). Family Firm Incumbent's Attitude Toward Intra-family Succession: Antecedents and Effects on Intentions. *Academy of Management Best Paper Proceedings*, Vol. 1, pp. 1-6. DOI: 10.5465/AMBPP.2013.105.

- Piva E., Rossi-Lamastra C., De Massis A. (2013). Family firms and internationalization: an exploratory study on high-tech entrepreneurial ventures. *Journal of International Entrepreneurship*, Vol. 11, No. 2, pp. 108-129. DOI: 10.1007/s10843-012-0100-y.
- De Massis A., Kotlar J., Campopiano G., Cassia L. (2013). Dispersion of Family Ownership and the Performance of Small-to-Medium Size Private Family Firms. *Journal of Family Business Strategy*, Vol. 4, No. 3, pp. 166-175. DOI: 10.1016/j.jfbs.2013.05.001. **Class A and 2* Journal**
- De Massis A., Kotlar J., Frattini F. (2013). Is social capital perceived as a source of competitive advantage or disadvantage for family firms? An exploratory analysis of CEO perceptions. *Journal of Entrepreneurship*, Vol. 22, No. 1, pp. 15-41.
- Bigliardi B., Cassia L., De Massis A., Frattini F. (2013). Technology Strategy in Family Business: A New Avenue for Research. *International Journal of Entrepreneurship and Innovation Management*, Vol. 17, No. 1/2/3, pp-1-7.
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- Campopiano G., De Massis A., Cassia L. (2012). The Relationship between Motivations and Actions in Corporate Social Responsibility: An exploratory study. *International Journal of Business and Society*, Vol. 13, No. 3, pp. 391-425.
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- Halkias, D., Pizzurno, E., De Massis, A., Fragoudakis M. (2014). Halal Products and Services in the Italian Tourism and Hospitality Industry: Brief Case Studies of Entrepreneurship and Innovation. *Journal of Developmental Entrepreneurship*, Vol. 19, No. 2. DOI: 10.1142/S1084946714500125.
- Cassia L., De Massis A., Pizzurno E. (2012). Strategic Innovation and New Product Development in Family Firms: an Empirically Grounded Theoretical Framework. *International Journal of Entrepreneurial Behaviour & Research*, Vol. 18, No. 2, pp. 198-232. **Class A (from 2017) and 2* Journal**
- Cassia L., De Massis A., Kotlar J. (2012). Exploring the Effect of Family Control on the Characteristics of SMEs in Northern Italy. *International Journal of Engineering Business Management*, Vol. 4, No. 2 pp. 1-8.
- De Massis A., Minola T., Viviani D. (2012). Entrepreneurial Learning in Italian High-Tech Start-Ups: An Exploratory Study. *International Journal of Innovation and Learning*, Vol. 11, No. 1, pp. 94-114.
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- Cassia L., De Massis A., Kotlar J. (2011). Family Control and SMEs Characteristics: Empirical Evidence from the Province of Bergamo. *International Journal of Business, Management and Social Sciences*, Vol. 2, No. 2, pp.15-22.

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- De Massis A., Chua J.H., Chrisman J.J. (2008). Factors Preventing Intra-Family Succession. *Family Business Review*, Vol. 21, No. 2, pp.183-199. **Class A and 3* Journal**
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- Chiesa V., De Massis A., Frattini, F., Manzini, R. (2007). How to sell technology services to innovators: evidence from nanotech Italian companies. *European Journal of Innovation Management*, Vol.10, No. 4, pp. 510-531. **Class A**
- Chiesa V., De Massis, A., Pasi M. L. (2007). Gestire la successione nei family business: analisi di alcuni casi italiani. *Piccola Impresa/Small Business*, n. 1, September, pp. 7-51. ISSN: 0394-7947.

CO-EDITOR OF SPECIAL ISSUES OF INTERNATIONAL REFEREED ACADEMIC JOURNALS

- Ge B., Fang H.C., De Massis A., Dou J., Peng W.Q. (forthcoming, 2028). Special issue on “From shallow waters to deep dives: Indigenous theorizing on Chinese family enterprises.” *Entrepreneurship & Regional Development* https://think.taylorandfrancis.com/special_issues/indigenous-theorizing-chinese-family-enterprises/ **Class A and 3* Journal**
- Ardito L., De Massis A., Debellis F., Miroshnychenko I. (forthcoming, 2028). Special issue on “Navigating the Multifaceted Dynamics of Corporate and Transgenerational Entrepreneurship in Family Businesses.” *International Small Business Journal* **Class A and 3* Journal**
- Dieleman M., Jaskiewicz P., Lu J., De Massis A., De Villa M. A., Zahra S. (forthcoming, 2026). Special issue on “Family business research on international business in a changing world”. *Journal of International Business Studies* **Class A, 4* and Financial Times Journal**
- Conz E., Picone P.M., Chirico F., De Massis A., Gomez-Mejia L., Micelotta E.R. (forthcoming, 2027). Special issue on “Modern family firms: The missing piece in family business studies.” *Family Business Review*. **Class A and 3* Journal**
- Ardito L., Capolupo P., De Massis A., Messeni Petruzzelli A., Miroshnychenko I. (forthcoming, 2026). Special Issue on “Unveiling environmental, social, and governance dynamics in family firms.” *Journal of Family Business Strategy*. **Class A and 3* Journal**
- Cruz C., De Massis A., Kammerlander N., Kotlar J., Manigart S., Vismara S. (forthcoming, 2026). Special issue on “Family offices in the spotlight: Redefining the boundaries of family business research.” *Family Business Review*. **Class A and 3* Journal**
- De Massis A., Chirico F., Gómez-Mejia, L. R., Kammerlander N., Rondi E. (forthcoming 2026). Special issue on “Unraveling and Reconciling Tensions in Family Firm Innovation Research.” *Journal of Product Innovation Management*. **Class A and 4* Journal**

- Liguori E., Marler L., McLarty, B. D., De Massis A., Vardaman J. (2025). Special Issue on Theories of Family Enterprises” (ToFE). *Journal of Small Business Management*. **Class A and 3* Journal**
- Davis J. H., Radu-Lefebvre M., Gartner W. B., Jack S., De Massis A. (2025). Special issue on “Echoes of the past: Capturing the influence of legacy on individuals, families and organization.” *Academy of Management Perspectives*. <https://aom.org/events/event-detail/2022/07/26/higher-logic-calendar/amp-call-for-special-issue-papers-echoes-of-the-past> **Class A and 4* Journal**
- Audretsch D., Belitski M., Khachlouf N., De Massis A., Moog P.M. (forthcoming 2026). Special Issue on “Inbound and Outbound Theorizing on Family Business in Shaping Industries and Innovation.” *Journal of Family Business Strategy*. **Class A and 3* Journal**
- Hadjielias E., De Massis A., Christofi M., Manika D., Brammer S. (2025). Special issue on “Ethical Issues in Family Business.” *Journal of Business Ethics*. <https://www.springer.com/journal/10551/updates/19656826?fbclid=IwAR1Vfc6H39Qbl8a78A9xjJz07md5F1sjs7-y9dU1zVuttEbm64Ee8c7y9GEc> **Class A, 3* and Financial Times Journal**
- Suddaby R., Silverman B., De Massis A. Jaskiewicz P., Micelotta E. R. (2023). Special issue on “History-informed family business research.” *Family Business Review*. **Class A and 3* Journal**
- De Massis A., Fini R, Wright M., Prescott J. E. (forthcoming, 2022). Special issue on “Organizational goals, firm outcomes and the assessment of performance: Reconceptualizing success in management studies.” *Journal of Management Studies*. **Class A, 4* and Financial Times Journal**
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- De Massis A. (2013). Transgenerational Innovation in STEP Families: Organizational Goal Diversity and Revolutionary Change Pathways in the Imminence of Intra-family Succession. *STEPout*, Vol. 5, No. 1, Babson College, U.S.
- The Persico Case: Transgenerational Professionalization of the Family Firm, *The STEP Project Europe Case Series*, developed by University of Bergamo, CYFE - Center for Young and Family Enterprise in partnership with Bocconi University, EntER - Centre for research on entrepreneurship and entrepreneurs.

RESEARCH REPORTS, POLICY INSIGHTS AND TECHNICAL AND SCIENTIFIC REPORTS

- Osservatorio Family Office (2025). *Innovazione e strategia negli investimenti dei family office*. Politecnico di Milano, Italia.
- Rapporto Sud Innovation (2024). *Il potenziale inespresso del Mezzogiorno*. I co-authored (with C. Gallucci) the chapter "I family office nel Mezzogiorno d'Italia: Strumenti e opportunità per le famiglie imprenditoriali," Sud Innovation APS.
- Osservatorio Family Office (2024). *La sfida delle competenze per i family office: Mercato, strategie, carriere*. Politecnico di Milano in collaborazione con Libera Università di Bolzano. Milano, Italia.
- Osservatorio Family Office (2023). *Purpose e family office: Verso il paradigma della proprietà responsabile*. Politecnico di Milano in collaborazione con Libera Università di Bolzano. Milano, Italia. ISBN: 978-88-649-3089-3.
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- De Massis, A., Di Minin, A., Marullo, C., Rovelli, P., Tensen, R., Carbone, A., Crupi, A. (2020). How the “EU Innovation Champions” successfully absorbed and reacted to the shock caused by the COVID-19 pandemic, *JRC Working Papers on Corporate R&D and Innovation* No 06/2020, European Commission, Seville, JRC121856. <https://ec.europa.eu/jrc/en/publication/eur-scientific-and-technical-research-reports/how-eu-innovation-champions-successfully-absorbed-and-reacted-shock-caused-covid-19-pandemic>
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DIGITAL OR VISUAL PRODUCTS

- De Massis, A. (2015). Innovation in family business. In Shane, S. (ed.), *Entrepreneurship: How to create successful new businesses, The Marketing & Management Collection*, Henry Stewart Talks Ltd, London (online at <http://hstalks.com/?t=MM1373890>).

BOOK FOREWORDS

- *Nuova leadership: Sostenibilità, tecnologia, persone*, authored by Dario N. Palmucci and Alberto Ferraris, Giappichelli, 2025.
- *Imprese familiari. Teoria e pratica per gestire con intenzione*, authored by Cristina Bettinelli and Olivia Mathijssen, GueriniNECT, 2024.
- *Mi' to fato, mi' te desfo (io ti ho fatto, io ti distruggo). Atti Creativi per la Sopravvivenza di Aziende e Famiglie*, authored by Franco Cesaro, Guerini & Associati, 2024.
- *Le imprese familiari nell'era del Marketing 4.0*, authored by Elisa Conz, Egea, Milano, 2021.
- *Palgrave Handbook on Family Firm Internationalization*, edited by Tanja Leppäaho and Sarah Jack, Palgrave MacMillan, London, 2021.
- *Il dialogo tra l'Imprenditore e il Manager. Come stimolare una dialettica orientata alla crescita nella piccola e media impresa*. Este, Milano, 2020.
- *Gender and Family Entrepreneurship*, edited by Vanessa Ratten, Veland Ramadani, Leo-Paul Dana , Robert D. Hisrich, and Joao Ferreira, Routledge Taylor & Francis, 2019.
- *Il marketing nelle imprese familiari: Market orientation tra branding strategies, immagine e reputazione*, authored by Cristina Bettinelli, Egea, Milano, 2017.

ACADEMIC HONORS AND AWARDS

- **Ranked for the third year in a row #1 worldwide in the in the Texas State University Family Business Research Productivity Ranking.** This global ranking, now in its third year, celebrates the impactful research conducted by professors advancing our understanding of family businesses and can be accessed here: <https://www.mccoys.txst.edu/family-business-research/researcher-ranking.html>
- *High Civic Honor, the “Ciattè d’Oro*, conferred at an investiture ceremony held on October 10 in the City Hall Council Chamber, Pescara, Italy. The Mayor and the Municipal Administration of Pescara—on the

recommendation of a specially appointed *Commissione dei Saggi* (“Commission of Wise Persons” comprising eminent academics, cultural figures (e.g., writers/artists), physicians, legal professionals, and leaders from business and civil society)—have awarded me the High Civic Honor, the “Ciattè d’Oro.” The “Ciattè d’Oro” is the highest civic distinction awarded to individuals from Pescara who have distinguished themselves through meritorious, high-impact activities carried out for the benefit of the community, and who have brought prestige and honor to the people of Pescara through outstanding personal or collective achievements in the literary, artistic, historical, cultural, social, economic, technical, sporting, military, religious, charitable, or volunteer fields. This is the motivation for which I was awarded this High Civic Honor: “He is an eminent scholar and one of the world’s most influential figures in business and economics. He has paired the prestige of his academic training and distinguished international career with a deep, enduring attachment to the city Pescara, which sees in him a source of pride, impact, and international standing.”

- *Annika Hall BEST PAPER AWARD*, sponsored by CeFEO, at the EIASM 20th Workshop on Family Firm Management Research, Jonkoping Sweden, October 2-3. The awarded paper is titled “The dark side of family influence: A meta-analysis on family firm CSR” and co-authored with Paola Rovelli, Stephen Oduro, Marco Mismetti, and Silvia Sanasi.
- Ranked once again, for the fifth time in a row, among the top 1% scientists in the world according to the report published by Stanford University in October 2025.
- *2025 FERC Lifetime Influence & Impact Award*. This is a very prestigious award recognizes to experts who have significantly contributed to the growth and development of family business research, education, and practice. It honors those who have demonstrated distinguished leadership and fostered the field through their research, teaching, advising, or practice. I will be awarded at the FERC 2025 Conference, July 21-25, Dublin, Ireland.
<https://business.dcu.ie/professor-alfredo-de-massis-honoured-with-ferc-lifetime-achievement-award-at-20th-annual-conference/>
- Named a *Finalist for the 2025 Best Paper Award at the Journal of Management* at the 2025 Meeting of the Academy of Management, Copenhagen, July 25-29. The nominated paper is published in the Journal of Management: <https://journals.sagepub.com/doi/10.1177/0149206320914694>
- Nomination for *the OMT Best Entrepreneurship Paper Award* at the 2025 Meeting of the Academy of Management, Copenhagen, July 25-29. The nominated paper is co-authored with Peter Truemmel and Vittoria Magrelli and titled “The aesthetic dimension of Olivetti’s legacy.”
- *Best Conference Paper Award*, International Family Enterprise Research Academy (IFERA) Conference, June 10-13, Zadar, Croatia.
- *2025 Best Unpublished Paper Award*, given from the Family Firm Institute (FFI) to the paper “Toward a model of role settling in Family Firms,” co-authored with Liliana Crosina and Marco Mismetti.
- *Wetherbe Though Leadership Platinum Award* for my co-authored article “Consumers Love Local Brands. That’s Good News For Family Businesses” that has been published in FamilyBusiness.org and achieved more than 500,000 views. This award is named for Dr. James Wetherbe, Founding Editor of EIX, who worked closely with Best Buy Founder Richard M. Schulze to launch EIX in 2014 and FamilyBusiness.org in 2018.
- *2024/25 Schulze Publication Award* given by the Schulze Family Foundation for the impact on FamilyBusiness.org and EIX, based on readership and engagement, of the paper “A Family’s Non-Financial Values Shape Its Sustainability Strategy” (<https://familybusiness.org/content/a-family-s-non-financial-values-shape-its-sustainability-strategy#>).
- *Ranked #1 worldwide in the in the researcher ranking created by McCoy College of Business at Texas State University*. This global ranking, now in its second year, celebrates the impactful research conducted by professors advancing our understanding of family businesses and can be accessed here: <https://www.mccoy.txst.edu/family-business-research/researcher-ranking.html>
- Recognized, for the third time, as one of *the FamCap25—the Top 25 Family Business Professors* by

Family Capital. This recognition included the most impactful family business professors worldwide and is based on a survey of family business and family office practitioners.

- Included in the '50 Hearts Club Band' created by Assoholding – The association of Italian holdings.
- *Second Best Paper Award*, 20th International Symposium of Entrepreneurship and Family Business (ISFEB) 2024 on Sustainable Development Of Family Business Under The Paradigm Of New Quality Productive Forces 新质生产力下家族企业可持续发展, Zhejiang University, Hangzhou, China, November 9-10. The awarded paper, titled "The use of history in family business research: A systematic literature review and bibliometric analysis" is co-authored with Yingting Zhu and Bingbing Ge.
- Ranked once again among the top 1% scientists in the world according to the report published by Stanford University in October 2024, both in the category "last year citations" and in the "career" list category that consider the whole research production of a scientist along his/her career until the end of 2023.
- *Runner-up for Best Contribution to Practice Paper Award* at the 19th EIASM Workshop on Family Firm Management Research: Nurturing Responsible Owners in Purpose-Driven Business Families, Esade Business School, Barcelona, Spain (September 30–October 1, 2024). The awarded paper is titled "Toward a Model of Role Settling after Transition: An Ethnography of a Family Business" and co-authored by Mismetti, M., Crosina, E. and De Massis, A.
- Honored with the *IFERA Fellowship* from International Family Enterprise Research Academy (IFERA) in June 2024. The Fellow status is associated with service on the Fellows Advisory Board and is a very prestigious academic recognition offered by IFERA to the influential scholars who are asked to provide strategic guidance and share insights to advance the family business research field.
- *Best Paper Contribution to Practice Award* at the *International Family Enterprise Academy (IFERA) Conference 2024* in Lisboa, Portugal, June 18-21. The awarded paper is titled "Navigating family firm conflict and co-authored with Marco Mismetti, Cristina Bettinelli and Barbara Del Bosco.
- *Honorable Mention for Best Paper on the Conference Theme* at the *International Family Enterprise Academy (IFERA) Conference 2024* in Lisboa, Portugal, June 18-21. The awarded paper is titled "Sustainable development goals and family firms: The impact of ownership, management and national context" and co-authored with Marco Mismetti and Ivan Miroshnychenko.
- *Honorable mention 2024 FBR Best Article Award* for the paper "Examining Heterogeneous Configurations of Socioemotional Wealth in Family Firms Through the Formalization of Corporate Social Responsibility Strategy" (co-authored with Josh Wei-Jun Hsueh and Luis Gomez-Mejia). The award will be presented at the Gala Dinner of the FFI Annual Conference in London, UK, October 23-26 2024.
- Included once again in April 2024 in the 2024 Edition of Research.com's *Ranking of Best Scientists in the field of Business and Management*, and recognized with the *Business and Management Leader Award for 2024*. I have been ranked #4 among the Best Italian Business and Management Scientists.
- Included in February 2024 in the *Global Family Business Think Tank Report* prepared by Family Business United which summarizes the thoughts of over 100 leading family business owners, experts and advisers from around the world: <https://www.familybusinessunited.com/theglobalfamilybusinessstinktank>
- Listed as the top (#1) author in family business research in a 2024 study published in *Small Business Economics*, titled "The evolution of the field of family business research over a decade (2012-2022)" and authored by S. Siaba and B. Riviera: <https://doi.org/10.1007/s11187-023-00866-z>
- Listed among the top Italian Scientists in the article "Ecco i top scienziati italiani," *Scienzainrete*, January 12, 2024: <https://www.scienzainrete.it/articolo/ecco-top-scientist-italiani/sergio-cima/2024-01-12>
- Ranked as the *top (#1) family business scholar worldwide* according to the *Family Business Research Productivity Ranking* created by The McCoy College of Business at Texas State University to identify the scholars at the forefront of family business research, December 2023. The ranking is based on the most recent 5 years of publications in the top 3 academic journals dedicated to publishing family business research and can be accessed here: <https://www.mccoy.txst.edu/family-business-research/researcher->

[ranking.html](#)

- *Research Award 2023 of the Stiftung Südtiroler Sparkasse*, given to Unibz professors with at least 20 years of scientific experience to honor outstanding research achievements throughout an entire scientific career, Free University of Bolzano, November 24.
- *18th EBS Universität für Wirtschaft und Recht Best Paper Award on Innovation, Transformation and Corporate Entrepreneurship*. The award, given by a jury comprised of representatives from Accenture, Boeing, Siemens, and EBS University, celebrates the practical implications of research. The awarded study, published in the journal of management, is titled "Employee incentives and family firm innovation: A configurational approach" and co-authored with Elisa Villani, Christian Linder and Kim Eddleston.
- Listed once again as *Highly Cited Researchers 2023* by Clarivate, in recognition of exceptional performance, demonstrating significant and broad influence in the field of Economics and Business. The *Highly Cited Researchers* status is awarded to those researchers who "have demonstrated significant and broad influence in their field(s) of research" according to Clarivate (Web of Science): "Each researcher selected has authored multiple Highly Cited Papers™ which rank in the top 1% by citations for their field(s) and publication year in the Web of Science™ over the past decade. However, citation activity is not the sole selection indicator. A preliminary list based on citation activity is then refined using qualitative analysis and expert judgement. Of the world's population of scientists and social scientists, Highly Cited Researchers™ are 1 in 1,000." <https://clarivate.com/highly-cited-researchers> There are in total 7,125 Highly Cited Researcher designations in 2023, only 86 in the "Economics & Business" category.
- Honored with the *FFI Fellowship* from the Family Firm Institute in October 2023. FFI Fellow status is the most prestigious professional designation offered by the Family Firm Institute to the thought leaders in the family business field.
- Ranked in the list of the *World Top 100 Business & Management / Entrepreneurship Scientists 2024*, according to the Alper-Doger Scientific Index based on the scientific performance and the added value of the scientific productivity of scientists: https://www.adscientificindex.com/top-100-scientist/?tit_sub=Business+%26+Management+%2F+Entrepreneurship&tit=Business+%26+Management
- *Editors Reviewer of the Year Award 2022* received from the *Journal of Management Studies* in recognition of thoughtful, thorough and timely reviews of papers submitted to the Journal of Management Studies, August 17, 2023.
- *Barbara Hollander Award* awarded by the Family Firm Institute (FFI) in the U.S. The Barbara Hollander Award was established in 1995 to honor the late founder and first president of FFI, to perpetuate her profound interest in family business, her love for education and learning as well as her strong societal commitment. Award recipients exemplify Barbara Hollander's love of education and learning, commitment to social causes, dedication to civic responsibility, and belief in the human capacity to change for the better, July 2023.
- *Best Paper Award, International Family Enterprise Research Academy (IFERA) Conference 2023*, Krakow, Poland, July 6-8. The awarded paper is titled "Next generation and family CEO as drivers of digital innovation in family firms: Does the TMT-size also matter?" and co-authored with Paolo Capolupo, Lorenzo Ardito, Antonio Messeni Petruzzelli, and Nadine Kammerlander.
- *Best Entrepreneurship in Family Business Paper Award, International Family Enterprise Research Academy (IFERA) Conference 2023*, Krakow, Poland, July 6-8. The awarded paper is titled "Signaling entrepreneurial commitment and competence in family business succession" and co-authored with Massimo Baù, Jasper Brinkerink, Johan Karlsson, and Philipp Sieger.
- *Honorable Mention for Best Paper Award on Conference Theme, International Family Enterprise Research Academy (IFERA) Conference 2023*, Krakow, Poland, July 6-8. The awarded paper is titled "Managing tradition vs innovation paradox for unleashing global entrepreneurial expansion" and co-authored with Francesco Debellis and Emanuela Rondi.
- *Honorable Mention for Best Entrepreneurship in Family Business Paper Award, International Family*

Enterprise Research Academy (IFERA) Conference 2023, Krakow, Poland, July 6-8. The awarded paper is titled "Managing tradition vs innovation paradox for unleashing global entrepreneurial expansion" and co-authored with Francesco Debellis and Emanuela Rondi.

- *ERNOP Conference Best Paper Award 2023* at the 11th International Research Conference of the European Research Network on Philanthropy ERNOP.EU, June 29-30, University of Zagreb, Zagreb, Croatia. The awarded paper, titled "What leads to impactful family philanthropy," is co-authored with Malgorzata Smulowitz and Peter Vogel.
- *Best Conceptual Poster Award* sponsored by Florida Atlantic University at the 17th Family Enterprise Research Conference (FERC), Florida Atlantic University, June 15-17, Delray Beach, Florida, USA. The awarded paper, titled "How business families transfer their legacy," is co-authored with Rolf Wilmes, Peter Trümmel, and Nadine Kammerlander.
- *2023 Schulze Publication Award* given by the Schulze Family Foundation for the impact as determined by pageviews of the EIX family business paper "Women Can Help Family Firms Innovate - but Socioemotional Factors Matter" (<https://familybusiness.org/content/women-can-help-family-firms-innovate-but-socioemotional-factors>).
- *2023 Schulze Publication Award* given by the Schulze Family Foundation for the impact as determined by pageviews of the EIX family business paper "Using Family History for Competitive Advantage" (<https://familybusiness.org/content/Using-family-history-for-competitive-advantage>).
- *2023 Schulze Publication Award* given by the Schulze Family Foundation for the impact as determined by pageviews of the EIX family business paper "A Family Firm Can Be Both an Innovator and a Great Place to Work" (<https://familybusiness.org/content/a-family-firm-can-be-both-an-innovator-and-a-great-place-to-work>).
- *Christer Karlsson Best Paper Award – Runner Up* at the International Product Development Management Conference (IPDMC) of the European Institute for Advanced Studies in Management (EIASM), Lecco, Italy, June 7-9, 2023. The awarded paper is titled "Brokering organizational identity and innovation through future narratives" and is co-authored with Silvia Sanasi and Emanuela Rondi.
- *Honorable mention for the 2023 Family Business Review Best Article Award*. The awarded paper, titled "Generations in Family Business: A Multifield Review and Future Research Agenda" is co-authored with Magrelli V., Rovelli P., Benedetti C. and Überbacher R. (<https://doi.org/10.1177/08944865211069781>). The award will be presented during the FFI Global Conference in New York City, October 25-27.
- *Honorable Mention for Best Paper Award on Conference Theme*, Global Family Business Summit 2023, Valencia, Spain, April 27-28, 2023. The nominated paper is titled "The role of family leadership in radical innovation" and co-authored by Miroshnychenko I., Ardito L., Messeni Petruzzelli A., and De Massis A.
- [Research.com](https://www.research.com) Business and Management in Italy Leader Award for 2023, and inclusion in the 2023 list of *Top Scientists in Business and Management* published by *Research.com* and based on H-index, publications and citations value.
- "Research Award Südtirol / Alto Adige 2022." This prestigious prize, which includes an award of €10,000, has been awarded to De Massis on December 2022 recognizing him as the best scientist in South Tyrol and his significant contributions to the scientific community: <https://www.youtube.com/watch?v=OdQ9-FjNjis>
- Included in the guide of the "Top 200 Wealth Advisors", which includes the most qualified individuals for the difficult task of supporting entrepreneurs, family offices, wealth managers and entrepreneurial families to make and implement difficult wealth, family and business decisions, December 30, 2022. <https://www.we-wealth.com/guide/book-top-advisor-wealth>
- Ranked among the top 1% scientists in the world according to the report published by Stanford University in October 2022, both in the category "last year citations" and in the "career" list category that consider the whole research production of a scientist along his/her career until the end of 2021.

- *Honorable Mention for Best Paper Award*, Institute for Small Business and Entrepreneurship (ISBE) Conference, University of York, York, UK, October 27-28, 2022. The awarded paper is the following: Lin Y., Appleton S.W., De Massis A., Chen L. A review of the successor in succession research for family firms. Institute for Small Business and Entrepreneurship, York, UK. 28-29 October 2022. ISBN: 978-1-900862-34-9.
- *Best Paper Award*, 17th EIASM Workshop on Family Firm Management Research, Cork, Ireland, October 6-7, 2022. The awarded paper is titled "Family leadership and radical innovation" and co-authored with Ivan Miroshnychenko, Lorenzo Ardito, Antonio Messeni Petruzzelli.
- Inducted into *The Family Business Hall of Fame* recognizing exceptional individuals within the family business sector: <https://familybusinessunited.com/2022/09/06/alfredo-de-massis-inducted-into-family-business-hall-of-fame/> (Family Business United, September 2022).
- *Best Qualitative Family Business Paper Award* at the European Academy of Management (EURAM) Conference, sponsored by the WHO Institute of Family Business and Mittelstand, for the paper "Family or Growth: The interplay between strategy and family business identity during the exogenous shock" co-authored with Bingbing Ge and Rebecca V. A. Kleine, June 16, 2022.
- Nomination for the European Academy of Management (EURAM) "Best Qualitative Family Business Paper Award" with the paper "The brightness of the founder's shadow: Not an oxymoron!" co-authored with Liliana Dinis and Pedro Neves, June 16, 2022.
- Nomination for the *IFERA 2022 Best Contribution to Practice Award*, awarded from the International Family Enterprise Research Academy (IFERA) with the paper "Conflict Origin and Management Mechanisms in Family Firms," co-authored with Cristina Bettinelli and Marco Mismetti, June 2022.
- *2022 Best Unpublished Paper Award*, given from the Family Firm Institute to the paper "Conflict Origin and Management Mechanisms in Family Firms," co-authored with Cristina Bettinelli and Marco Mismetti.
- *2022 Best Unpublished Paper Award – Runner Up*, given from the Family Firm Institute to the paper "The global impact of the Covid-19 pandemic on corporate performance of family and nonfamily firms," co-authored with Ivan Miroshnychenko, Giorgio Vocalelli, Stefano Grassi and Francesco Ravazzolo.
- Included in *Family Capital's* list of [Top 100 Family Business Influencers](#) in February 2022, for the strong influence of his thought leadership on the global shaping of the family business field.
- Included in the list of *Top Scientists in Business and Management* published by *Research.com* and based on H-index, publications and citations value, where I am ranked among the top 3 Italian scientists and the top 200 worldwide.
- Included in the list of Highly Cited Researchers 2021 created by Clarivate. This elite group includes the world's most influential researchers – the select few who have been most frequently cited by their peers over the last decade, and such inclusion is a recognition for my exceptional research influence, demonstrated by the production of multiple highly-cited papers that rank in the top 1% by citations for field and year in the Web of Science. In 2021, fewer than 6,700, or about 0.1%, of the world's researchers, in 21 research fields and across multiple fields, have earned this exclusive distinction.
- Ranked among the top 1% scientists in the world according to the report published by Stanford University in October 2021, both in the category "last year citations" and in the "career" list category that consider the whole research production of a scientist along his/her career until the end of 2020. (August 2021 data-update for "Updated science-wide author databases of standardized citation indicators": https://elsevier.digitalcommonsdata.com/datasets/btchxktzyw/3?fbclid=IwAR2q3dD2h10h9vF0Epy9xVisitUK3LMhF9CSVwwymJtFHsjPLEtbnij_qI)
- *Best Empirical Paper Award at the Academy of Management Annual Meeting 2021*, given by the Entrepreneurship Division of the Academy of Management and sponsored by Kennesaw State University's Michael A. Leven School of Management, for the paper titled "Slack and performance in family-owned SMEs: An agency theory perspective" co-authored with Tommaso Minola, Massimo Baù, Philipp Sieger and Francesco Chirico.

- Ranked as *the most influential and productive author in the family business research field in the last decade* (Nr. 1) in a recent bibliometric study published in the [European Journal of Family Business](https://doi.org/10.24310/ejfbeifb.v11i1.12503) (Aparicio et al., 2021) titled "Family Business Research in the Last Decade. A Bibliometric Review": <https://doi.org/10.24310/ejfbeifb.v11i1.12503>
- Ranked as *the most productive scholar and one of the most influential ones* in a recent scientometric analysis of research on socioemotional wealth (Araya-Castillo et al., 2021): as the most productive scholar and one of the most influential ones in a recent scientometric analysis of research on socioemotional wealth: <https://www.mdpi.com/2071-1050/13/7/3742>
- *Best Paper Award on Gender Diversity* at the 2021 International Family Enterprise Research Academy 2021 conference, June 23-25, Santander, Spain, for a global, large-scale study on #emale leadership and debt financing decisions in family firms co-authored with Fernando Munoz-Bullon, Maria José Sanchez-Bueno, Pilar Velasco and Silvio Vismara.
- *Best Research on Diversity in the Family Award* at the 2021 Family Enterprise Research Conference (FERC), May 27, Bogotá, Colombia, for the study titled "Women's leadership and leverage decisions: Exploring the nature of family firms and their governance" co-authored by Alfredo De Massis, Fernando Munoz-Bullon, Maria J. Sanchez-Bueno, Pilar Velasco, and Silvio Vismara.
- *Runner-up (one of the 3 shortlisted papers) for Best Paper on Conference Theme Award* (conference theme: Family Business: A model for the new world?) at the 2021 International Family Enterprise Research Academy 2021 conference, June 23-25, Santander, Spain, for the paper "Family business and the natural environment," co-authored with Ivan Miroshnychenko, Danny Miller and Isabel Le Breton-Miller.
- *2020 Schulze Publication Award* given by the Schulze Family Foundation for the EIX family business paper "Winemakers provide lessons for resilience" (<https://familybusiness.org/content/Winemakers-provide-lessons-on-resilience>) in the Research Insight category.
- Ranked as the *top most productive scholar worldwide* (Nr. 1) on the topic of family firm innovation in a bibliometric study published in 2021 on the *Review of Managerial Science* (Casado-Belmonte et al., 2021), titled "Delineating the Path of Family Firm Innovation: Mapping the Scientific Structure," <https://link.springer.com/article/10.1007/s11846-021-00442-3>.
- Included in September 2020 in the "Talent Club" of [We Wealth](https://www.welwealth.com) that consists of the top 200 Italian thought leaders and influencers in the area of family wealth and wealth management: economists, asset managers, top managers, lawyers, accountants, real estate & art advisors.
- Included in the national list of the *Top Italian Scientists* based on author impact metrics: http://topitalianscientists.org/tis/47717/Alfredo_De_Massis_-_Top_Italian_Scientist_in_Engineering, February 2020.
- Nomination for the *IFERA 2020 Best Paper Award in the Contribution to Practice category*, June 19. The nominated paper is co-authored with Luis Gomez-Mejia, Maria J. Sanchez-Bueno, Fernando Munoz-Bullon and Ivan Miroshnichenko and is a longitudinal study on job security in family firms.
- Shortlisted among the 4 best articles for the *IFERA Best Paper on the Conference Theme*, International Family Enterprise Research Academy (IFERA) Conference. The articles is titled ""The role of temporal orientations and intergenerational tensions in multigenerational family firms" and is co-authored with V. Magrelli, E. Rondi and J. Kotlar.
- *2019 EIBA Best paper Award* for the best paper on the subject of "International Entrepreneurship and SMEs" at the annual conference of the European International Business Academy (EIBA). The award is sponsored by the Lazaridis Institute for the Management of Technology Enterprises and the recipient is an article on family values as a source of family firm internationalization co-authored with Francesco Debellis and Carlotta Benedetti. <http://www.eiba.org/r/lazaridis-prize>
- *2019 Schulze Publication Award* given by the Schulze Family Foundation for the EIX family business

paper "Unlocking the innovation potential of family firms: An assessment tool" (<https://familybusiness.org/content/unlocking-the-innovation-potential-of-family-firms-an-assessment>) in the Applied/Practice category.

- *2018 Albert L. Page Best Paper Award (for outstanding professional contribution)* for my paper "Perspective: Innovation with Limited Resources: Management Lessons from the German Mittelstand" co-authored with David Audretsch, Lorraine Uhlaner and Nadine Kammerlander and published in the *Journal of Product Innovation Management*.
- *Best Research Case Study Paper Award* at the 15th International Symposium on Entrepreneurship and Family Business, held in Hangzhou, China, on November 9-10, 2019. The recipient of this award is an article on dual entrepreneuring in family business succession turnaround co-authored with Hanqing Fang, Shihui Chen and Zhenyu Wu.
- *Nomination for the 2019 Best Paper Award* at the G-Forum Conference, the leading academic conference for the entrepreneurship and innovation domains in Europe, held on September 25-27, WU Vienna University of Economics, Vienna. The nominated paper is co-authored with Jonas Soluk, Ivan Miroshnychenko and Nadine Kammerlander and is a large-scale study on digital business model innovation, dynamic capabilities, and the family influence within companies.
- Listed among the top 80k most impactful scientists from different scientific fields in the 2019 study titled "A standardized citation metrics author database annotated for scientific field" published on the academic journal *PLOS Biology*: <https://journals.plos.org/plosbiology/article?id=10.1371/journal.pbio.3000384>
- *Emerald Literati Award for Outstanding Paper in 2019* for the journal article "Assessing cross-national invariance of the three-component model of organizational commitment: A cross-country study of university faculty ' published" co-authored with a global co-author team including more than 10 co-authors.
- *WIFU Best Paper Contribution to Practice Award at IFERA 2019 Annual World Family Business Research Conference*, Bergamo, Italy, June 17-21 (awarded Euro 1,000 by the Wittener Institut für Familienunternehmen (WIFU). The awarded paper is titled "The mixed gamble of strategic market focus in family and nonfamily firms" and is co-authored with Ivan Miroshnychenko, Kim Eddleston and Josip Kotlar).
- My article practice-oriented article "How Family Firms Can Innovate With Less" received the *2019 Schulze Publication Award* provided by the Richard M. Schulze Family Foundation.
- *Best Applied Research Poster Award*, Family Enterprise Research Conference 2018 (FERC), Universidad Panamericana, Guadalajara, Mexico, June 7-10 2018, for a paper on tradition and innovation in family firms with Emanuela Rondi and Irmak Erdogan.
- Six of Alfredo De Massis's articles in March 2018 have been evaluated *among the most influential recent ones on family firms worldwide* by the *International Family Enterprise Research Academy (IFERA)* in a review of "Rising Stars in Family Business Research".
- Recipient of the *2018 and 2017 Albert Nelson Marquis Lifetime Achievement Award*.
- Honorable mention *2017 FBR Best Article Award* for the paper "Family governance at work: Organizing for new product development in family SMEs" (co-authored with Josip Kotlar, Federico Frattini, James J. Chrisman and Mattias Nordqvist). The award will be presented at the Gala Dinner of the FFI Annual Conference in Chicago, USA, October 25-27 2017, and the award committee is composed of Becky Reuber, Michael Carney, Eileen Fischer and Trish Reay.
- *Emerald Citations of Excellence Awards 2016* to highly cited papers relating to the areas of Business Management, Finance, Accounting, Economics and Marketing for my paper on goal setting in family firms, co-authored with Josip Kotlar and published in *Entrepreneurship Theory & Practice*.
- *Best Paper in the Entrepreneurship Division, Academy of Management Meeting, 2016*. The paper "The Paradoxical and Time-Varying Effects of Family Ownership on Absorptive Capacity" by Josip Kotlar, Alfredo De Massis, Federico Frattini and Nadine Kammerlander has been judged to be one of the best

accepted papers in the Entrepreneurship Division of the 2014 Academy of Management Meeting and will be included for publication in the Best Paper Proceedings of the 2016 Academy of Management Meeting.

- *2016 Family Owned Business Institute (FOBI) Scholarship Award* by Grand Valley State University in the U.S. (awarded \$5,000 to develop the research proposal entitled "Mastering product innovation in family business" and co-authored by Alfredo De Massis and Josip Kotlar).
- "*Journal of Small Business Management (JSBM) Editor's Choice Award*", sponsored by the International Council of Small Business (ICSB), awarded to the Best Paper of the 2016 United States Association for Small Business and Entrepreneurship (USASBE) Conference, San Diego, January 8-12.
- Ranked in September 2015 by *Family Capital* among the world's top 25 star professors for family business. *Family Capital* is one of the leading practice-oriented journals for family business experts and family firms, and the article reporting this ranking, entitled "The 25 Best Business Schools for Family Business and their Star Professors," can be accessed here: <http://www.famcap.com/articles/2015/9/3/the-25-best-business-schools-for-family-businesses-and-their-star-professors>
- *ET&P Outstanding Reviewer Award 2015*, awarded by *Entrepreneurship Theory & Practice* (4* and Financial Times journal) to the top ranked reviewers of the year.
- *FBR Excellent Reviewer Certificate Award 2015*, awarded by *Family Business Review* to the best reviewers who completed at least 3 reviews with a minimum of 4 rating or at least 2 with a rating of 5, with an average turnaround below 21 days. The award will be presented at the Gala Dinner of the FFI Annual Conference in London, UK, October 23 2015.
- *Honorable Mention for the 2014 FBR Best Article Award* for the paper "Firm philanthropy in small- and medium-sized family firms: The effects of family involvement in ownership and management" (co-authored with Giovanna Campopiano and Francesco Chirico). The award has been presented at the Gala Dinner of the FFI Annual Conference in London, UK, October 23 2015, and the award committee is composed of Becky Reuber, Jörn Block, Michael Carney, and Justin Webb.
- *LUMS Visiting Scholar Award*, awarded £3,488 for inviting a leading visiting scholar involved in my research projects.
- *Best Paper in the Entrepreneurship Division, Academy of Management Meeting, 2015*. The paper "The rate of substitution between economic and socioemotional wealth in family firm IPO underpricing" by Andrea Signori, Josip Kotlar, Alfredo De Massis and Silvio Vismara has been judged to be one of the best accepted papers in the Entrepreneurship Division of the 2015 Academy of Management Meeting and has been included for publication in the Best Paper Proceedings of the 2015 Academy of Management Meeting.
- *Best Paper in the Entrepreneurship Division, Academy of Management Meeting, 2014*. The paper "Are They All Alike? Heterogeneity of Family Owners' Goals and P-P Agency Costs in Private Firms" by Alfredo De Massis, Josip Kotlar, Pietro Mazzola and Salvatore Sciascia has been judged to be one of the best accepted papers in the Entrepreneurship Division of the 2014 Academy of Management Meeting and has been included for publication in the Best Paper Proceedings of the 2014 Academy of Management Meeting.
- *Best Conference Research Paper Award* at IFERA 2014 Annual World Family Business Research Conference, Lappeenranta, Finland, June 24-27 (awarded Euro 2,000).
- *2014 Family Owned Business Institute (FOBI) Scholarship Award* by Grand Valley State University in the U.S. (awarded \$5,000 to develop the research proposal entitled "From Research to Practice: Planning for New Futures in Family Business Education" and co-authored by Alfredo De Massis and Josip Kotlar).
- *Best Practitioner Focused Paper Award* at Family Enterprise Research Conference, Portland, Oregon, June 21-23 2014 (awarded \$3,000).
- *FBR Excellent Reviewer Certificate Award 2014* in recognition of my reviews for *Family Business Review*.

- Awarded in June 2014 by Elsevier and the *Journal of Family Business Strategy* with a “Certificate of Excellence in Reviewing” in recognition of my work and contribution to the publication of scientific research.
- Nominated as *Finalist for Best Paper Award*, paper presented at 14th Annual Conference of the European Academy of Management (EURAM), Valencia, Spain, June 4-7.
- *USASBE Best Paper in Entrepreneurship and Public Policy Award*, 2014 United States Association for Small Business and Entrepreneurship (USASBE) Conference, Fort Worth, Texas, January 9-12 (awarded £1,200).
- *Best Paper in Family Business Honorable Mention*, 2014 United States Association for Small Business and Entrepreneurship (USASBE) Conference, Fort Worth, Texas, January 9-12.
- 2013 “5x1000 Outstanding Researchers Award” (awarded €1,500), provided to the ass. professors of the University of Bergamo who have distinguished themselves for excellence in research. I have been the only scholar awarded in the scientific field of Management, Economics and Industrial Engineering (S.S.D. ING-IND/35). Prof. Jack W. Szostak, 2009 Nobel Prize for Physiology or Medicine, has bestowed this academic award during the “PhD Day” of the University of Bergamo, Bergamo, October 7, 2013.
- *Best Paper in the Entrepreneurship Division, Academy of Management Meeting, 2013*. The paper “Family Firm Incumbent’s Attitude Toward Intra-family Succession: Antecedents and Effects on Intentions” by Alfredo De Massis, Jess H. Chua, Philipp Sieger and Silvio Vismara has been judged to be one of the best accepted papers in the Entrepreneurship Division of the 2013 Academy of Management Meeting and has been published in the Best Paper Proceedings of the 2013 Academy of Management Meeting.
- Recognition (Certificate of Appreciation) within the 2013 Adopt-a-Member Mentoring Program of the Academy of Management for active and invaluable participation in guiding new members on a path to success.
- The paper “The Effect of Family Involvement on R&D Expenses: The Case of Property Rights Protection in China” by Alfredo De Massis, Shujun Ding, Josip Kotlar and Zhenyu Wu has been selected among the most promising submissions to *Management and Organization Review* and invited to the Special Issue Workshop on Expanding Research on Family Business in China, co-hosted by Zhejiang University and Sun Yat-sen University in Hangzhou, Zhejiang Province, China, October 17-18, 2013.
- 2012 “5x1000 Outstanding Researchers Award” (awarded €750), provided to the ass. professors of the University of Bergamo who have distinguished themselves for excellence in research. I have been the only scholar awarded in the scientific field of Management, Economics and Industrial Engineering (S.S.D. ING-IND/35). Prof. Bruce A. Beutler, 2011 Nobel Prize in Medicine, has bestowed this academic award during the “PhD Day” of the University of Bergamo, Bergamo, October 12, 2012.
- The paper entitled “Technology acquisition in family-controlled firms: a longitudinal analysis of Spanish manufacturing firms” by Josip Kotlar, Alfredo De Massis, Federico Frattini, Mattia Bianchi and Hanquing Fang has been selected as one of the *top 8 papers* presented at the 19th International Product Development Management Conference, Manchester, U.K., June 17-19 2012 for inclusion in the special issue of the *Journal of Product Innovation Management*.
- *Best Paper Award and Best Doctoral Award*, Family Enterprise Research Conference, Montreal, Canada, May 11-13, 2011.
- *Honorable Mention*, paper presented at EIASM 8th Workshop on Family Firm Management Research, Jönköping, Sweden, May 31-June.
- Winner in the competition for the selection of the top three full papers submitted at the 2012 *Family Enterprise Research Conference (FERC)* for participation to the 2012 *Theories of Family Enterprise (ToFE)* invitation-only conference held in Edmonton on May 23-25 2012 and subsequent submission to a Special Issue of *Entrepreneurship Theory and Practice*. The paper is entitled “Goal Setting in Family Firms: the Who, the What, and the How”, and is co-authored with Josip Kotlar.

- *2nd Runner-up, Best Paper Award*, EuroMOT 2011 European Conference on Management of Technology “Platforms and innovation: In search of efficiency and effectiveness, Tampere, Finland”, September 18-20, 2012. The paper is entitled “How to leverage early adopters to increase new product customer acceptance: evidence from high-technology markets”, and is co-authored by Alfredo De Massis, Federico Frattini, Mattia Bianchi, and Uros Sikimic.
- Winner of the third position at the *2011 Good Practice Competition on Responsible Business Conduct*, The MENA Responsible Business Conduct Forum (MENA-RBCF), in recognition to the efforts exerted in writing a case story on “Educational and Vocational Training” about the responsible business practices of the family-owned Italcementi Group to support education in North-African countries.
- *Best Research Paper Award*, 2011 EFMD Entrepreneurship Conference, in Tallinn (Estonia), February 21-22, 2011. The paper is entitled “Family Ownership, Family Management and Firms’ Financial Performance: an Empirical Investigation on SMEs in the Bergamo Area”, and is co-authored by Giovanna Campopiano, Lucio Cassia, and Josip Kotlar.
- *Honorable Mention*, paper presented at IFERA Sicily 2011 11th Annual World Family Business Research Conference, Palermo, Italy, June 28-July 1.
- *Honorable Mention*, two papers presented at EIASM 7th Workshop on Family Firms Management Research, Witten, Germany, May 27-29, 2011.
- Selected for the *Career Mentoring Programme of the European Council for Small Business and Entrepreneurship (ECSB)*, from December 1, 2011 to May 31, 2012 (11 candidates admitted in the programme).
- Invited to write a Commentary and participate to the 2011 Theories of the Family Enterprise (ToFE) Conference, an *invitation-only conference* involving leading scholars and emerging researchers in the field of family business, organized by professors James Chrisman, Jess Chua, Lloyd Steir and Sabine Klein in Vallendar, Germany, on May 18-20, 2011.
- Selected for the *3rd Faculty Development Consortium* at the 11th Annual IFERA World Family Business Research Conference, Palermo, Italy, June 27, 2011 (15 candidates admitted to attend the Consortium).
- The article entitled “Factors preventing intra-family succession” (with Jess H. Chua and James J. Chrisman, 2008) is amongst *top 10 most downloaded articles* from the *Family Business Review* website in 2009 (<http://www.ffi.org/default.asp?id=400>).
- Listed in *Marquis Who’s Who in the World*, selected collection of biographies of “*the most distinguished and influential leading achievers in the World*” (www.marquiswhoswho.com)
- Listed in the *Dictionary of International Biography* edited by the International Biographical Centre of Cambridge (England).
- Nominated by the *American Biographical Institute’s International Board of Research* for the prestigious honor “*Man of the Year 2012*”, for distinctive accomplishment in his field of activity.
- Listed in the 36th and 37th Edition of *Dictionary of International Biography* published by the International Biographical Centre of ELY.
- Listed in the 2011 Edition of *2000 Outstanding Intellectuals of the 21st Century*, published by the International Biographical Centre of Cambridge.
- Listed in the 2011 Edition of *Great Minds of the 21st Century*, the American Biographical Institute title recognized to world’s top thinkers and achievers in the contemporary era.
- Inducted into the *American Order of Merit 2011* by American Biographical Institute.
- Nominated, since 2006, member of the Italian task force on nanotechnology composed of primary academics and subject matter experts called to work on the research Program on Nanotechnologies in the

Chemical Industry (“N.I.C. – Nanotecnologie nell’Industria Chimica”).

KEYNOTES AND INVITATIONS AT SYMPOSIUMS, WORKSHOPS AND OTHER PRESENTATIONS (PARTIAL LIST)

I have been invited to present my research and to give lectures to various audiences at many universities in Europe (*INSEAD* – France, *Audencia Business School* – France, *Alba Graduate Business School* – Greece, *Bocconi University* – Italy, *Cyprus University of Technology* – Cyprus, *Henley Business School* – UK, *Imperial College* – UK, *University of Cambridge* – UK, *Lappeenranta University of Technology* – Finland, *Newcastle University* – UK, *Maastricht University* – The Netherlands, *Jonkoping International Business School* – Sweden, *Politecnico di Milano* – Italy, *SRH Hochschule Berlin* – Germany, *Institut für Mittelstandsforschung (IfM) Bonn* – Germany, *University College London* – UK, *University of Strathclyde* – UK, *Dublin City University* – UK, *LUISS University* – Rome, *Universidad Carlos III de Madrid* – Spain, *University of Girona* – Spain, *University of Seville* – Spain, *University of Cádiz* – Spain, *Witten/Herdecke University* – Germany, *Hamburg Institute of Family Owned Business* – Germany, *Institut für Mittelstandsforschung* – Germany, *University of Economics VSE Prague* – Prague, *MCI Management Center Innsbruck* – Austria, *Innsbruck University* – Austria, *Windesheim University of Applied Sciences* – The Netherlands, *Nova School of Business and Economics* – Portugal, *University of Catania* – Italy, *University of Palermo* – Italy, *University of Pavia* – Italy, *University of Trento* – Italy, *University of Chieti-Pescara* – Italy, *University of Bergamo* – Italy, *University of Naples Parthenope* – Italy, *University of Salento* – Italy, *EDHEC Business School* – France; *University of Luxembourg* – Luxembourg; *University of Vienna* – Austria; *University of Tartu* – Estonia), Switzerland (*IMD*, *University of St. Gallen*, *Università della Svizzera Italiana*), North America (*Grand Valley State University* – USA, *University of Alberta* – Canada, *University of Calgary* – Canada, *University of Manitoba* – Canada, *University of Saskatchewan* – Canada), Latin America (*Universidad del Desarrollo* – Chile; *Universidade Regional de Blumenau*, Brazil), Asia and Middle East (*Asia School of Business* – Malaysia, *Zhejiang University Management School* – China, *Wuhan University* – China, *Sun Yat-sen University* – China, *HKUST Business School* – Hong Kong, *Jaipuria Institute of Management* – India, *New Delhi Institute of Management* – India, *Jagannath International Management School* – India; *New York University Abu Dhabi* – United Arab Emirates, *National Taipei University of Technology* – Taiwan; *Prince Mohammed Bin Salman College of Business and Entrepreneurship* – Saudi Arabia, *Intercontinental Istanbul* - Turkey) and Africa (*Nelson Mandela University* – South Africa).

- De Massis A. (2025). Entrepreneurial family galaxies and the nextgen. Speaker at the Family Business Network *FBN Nextgen Summit*, Istanbul, Turkey, May 8-10.
- De Massis A. (2025). Designing what lasts: How great leaders reimagine ownership, innovation and legacy. *Partnering Leadership*, April 22, podcast available here: <https://www.partneringleadership.com/383-designing-what-lasts-how-great-leaders-reimagine-ownership-innovation-and-legacy-with-alfredo/>
- De Massis A. (2025). Lecture on “Research problems, research opportunities” at the *IFERA Summer School 2024* of the International Family Enterprise Research Academy (IFERA), April 11.
- De Massis A. (2025) Keynote speaker at the *1st International Conference on Entrepreneurship, Family Business and Sustainable Innovation*, Jeddah, Saudi Arabia, January 17-23.
- De Massis A. (2025). Keynote on “Entrepreneurial families over time: Balancing the need for change, generational cohabitation, and leadership transitions,” at the *Workshop organized by Elite at the Italian Stock Exchange*, Milan, Italy, January 16.

- De Massis A., Rondi E. (2024). Invited presentation (online) on “Exploring the Entrepreneurial Family Galaxy: Insights with Dr. Alfredo de Massis & Dr. Emanuela Rondi” at the *39th Session of FERC Spanish*, an initiative launched by The Family Enterprise Research Conference and sponsored by MCS Family Wealth Advisors, December 11.
- De Massis A. (2024). Keynote on “Le imprese familiari tra eredità e futuro” at the *NextLab2024 Visione* organized by CNA Regionale Abruzzo, Pescara, Italy, November 28.
- De Massis A. (2024), Speaker on “Business families and generational transitions” at the event “Educazione finanziaria, parità di genere e ricambio generazionale” organized by Confindustria L’Aquila Abruzzo Interno Gruppo Giovani Imprenditori, BCC Roma and Camera di Commercio Gran Sasso d’Italia, Palazzo Pica Alfieri, L’Aquila, Italy, November 22.
- De Massis A. (2024). Keynote on “Generational transitions beyond the business: Family offices, family foundations and other entities in the entrepreneurial family galaxy” at the workshop “Il passaggio generazionale: Strategie e opportunità per i dottori commercialisti,” organized by the Fondazione dei Dottori Commercialisti di Milano, Milan, November 21.
- De Massis A. (2024). Workshop on “Publishing family business research: What is needed for top Journals,” Zhejiang University of Technology, Hangzhou, China, November 12.
- De Massis A. (2024). Keynote speaker on “Entrepreneurial families and transgenerational prosperity: Challenges and opportunities” at the *20th International Family Business Conference (ISEFB 2024)*, Zhejiang University, Hangzhou, China, November 9-10.
- De Massis A. (2024). Keynote speaker on “Entrepreneurial families and transgenerational prosperity: Broadening our view in research and practice” at the *7th International Family Business Research Forum*, Paphos, Cyprus, October, 29-31.
- De Massis A. (2024). Panelist on “Orchestrating Succession: The Role of Independent Directors in Family Business” with Kimberly Eddleston, Cristina Bettinelli, Marco Mismetti and Andrea Tavecchio, *Family Firm Institute Annual Conference*, London, October 23-25.
- Cruz C., De Massis A., (2024). Co-convenor and co-chair of the session “International research on family offices”, *Family Firm Institute Annual Conference*, London, October 23-25.
- De Massis A. (2024). Speaker at the Web Talk “Il ricambio generazionale in azienda” (“Generational transitions within organizations” organized by Idea Management within the community “MestiereCapoFuturo,” October 23.
- De Massis A. (2024). Keynote speaker on “Come cambiano le imprese di famiglia” at the “Aspettando il Festival del Futuro” event titled “Impresa familiare. Dal figlio al fondo. Ristrutturare per una nuova governance,” *Festival del Futuro*, Vicenza, Italy, October 14.
- De Massis A. (2024). Speaker on “The heterogeneity of roles in the entrepreneurial family galaxy and its implications for governance and trust” at the *AIMS International Conference*, Riga, Latvia, October 3.
- De Massis A. (2024). Moderator of the panel with prominent entrepreneurial families on “Leading for impact: Diverse perspectives from Family-Influenced Organizations,” involving the contributions of Marina Malhao-Pereira (Secretary General Portuguese Family Business Association), Fatima Barros

(BoD of Fundação Francisco Manuel dos Santos), Teresa Albuquerque (Director of Fundação Casa de Mateus), Salvador Patricio Gouveia (President of Museu do Caramulo), Carcavelos, Lisboa, Portugal, June 20.

- De Massis A. (2024). Speaker at the practice session on “Leading family offices for impact: An international view on family offices’ human capital,” in a panel with Cristina Cruz, Anneleen Michiels, Joseph H. Astrachan, Matthias Waldkirch and Josip Kotlar, moderated by Luca Manelli, Carcavelos, Lisboa, Portugal, June 20.
- De Massis A. (2024). Speaker as an editor representing *Entrepreneurship Theory & Practice* and *Family Business Review* at the “Meet the Editors” roundtable led by Eric Liguori on “Leveraging gatekeeper’s collective brain trust: publishing interesting and impactful family business scholarship in an ever-evolving environment,” Carcavelos, Lisboa, Portugal, June 20.
- De Massis A. (2024). Keynote speaker on “Family offices and the entrepreneurial family galaxy,” HKUST Business School, June 6, Hong Kong.
- De Massis A. (2024). Keynote speaker at the PMI Academy of Confindustria Medio Adriatico on the topic “Leadership and delegation in Family Business,” June 5, Pescara, Italy. Videorecording here: <https://youtu.be/Sw6Z761qgso?si=xWRklqRY1fWOJwml>
- De Massis A., Rondi E. (2024). Keynote speaker on “Achieving transgenerational prosperity for entrepreneurial families” at the *Perheyritysten liiton kevätkokous ja-seminaari (Spring meeting of the Association of Family Businesses (FBN Finland))*, May 23, Nokia Arena, Tampere, Finland.
- De Massis A. (2024). Speaker at the Family Business Research Conference on “Thriving in challenging times: how family businesses navigate crisis, complexity, and uncertainty” organized by the Institute for Family Business (IFB), Lancaster University Management School, May 20, UK.
- De Massis A. (2024). Panelist, with three leading Italian entrepreneurs (Maurizio Sella, Barbara Cimmino and Piero Mastro Berardino), at the Step Project Global Consortium (SPGC) Panel on “Values and vision: Shaping legacies in family businesses,” SPGC Global Family Business Summit, Vietri, Italy, May 17.
- De Massis A. (2024). TED talk speaker on “Evolution and entrepreneurial families” at the *2024 Family Business Forum*, Lecco, Italy, May 9-10. My TED talk can be viewed here: <https://youtu.be/YmeWlyg0ync?si=0okG6ldamAwMW8rl>
- De Massis A. (2024). Keynote speaker at a workshop with entrepreneurial families titled “The entrepreneurial family galaxy,” Dammam, Saudi Arabia, April 25.
- De Massis A. (2024). Speaker on “The Entrepreneurial Family Galaxy: Broadening our view in family business research” at the “Research Thursdays” seminars organized by Audencia Business School’s department of Entrepreneurship, Strategy & Innovation, April 4.
- De Massis A. (2024). Lecture on “Research problems, research opportunities” at the *IFERA Summer School 2024* of the International Family Enterprise Research Academy (IFERA), April 9.
- De Massis A. (2024). Speaker at the TV program of Confindustria Abruzzo Medio-Adriatico “EconoMia,” broadcasted on *Rete8*, about generational cohabitation and delegation, Rete 8, January 17. It can be accessed here: <https://www.youtube.com/watch?v=42jGHLc2Aro>

- De Massis A. (2023). Speaker at the *Family Business Audiocast Series* on family business challenges, family business innovation, how to ensure a multi-generational vision, and how to navigate the delicate dance between tradition and innovation, December 27. The audiocast is broadcast over the following platforms:
 Spotify: <https://open.spotify.com/show/0LD5Wx8W5jvYwotuz2tFqs?si=b918cdacc0444457>
 Google: <https://podcasts.google.com/feed/aHR0cHM6Ly9hcHAuZnVzZWJveC5mbS9kYXRhL3Nob3cvMVZ4NmExNFdCOS9mZWVk>
 Apple Podcast: <https://podcasts.apple.com/us/podcast/family-business-audiocast-series/id1719473515>
 Amazon Music/Audible: <https://music.amazon.com/podcasts/df420bdd-8c61-4cc3-a8df-15a7efaac5a4/family-business-audiocast-series>
 Stitcher: <https://connect.simplecast.com/shows/00c61ca1-a5cc-4249-9e89-d07c3026623e>
 iHeartRadio: https://www.iheart.com/podcast/269-family-business-audiocast-132517621/?cmp=web_share&embed=true
 Pandora: <https://www.pandora.com/podcast/family-business-audiocast-series/PC:1001081919>
- De Massis A. (2023). Speaker on “Innovation through tradition” at the *Innovating Tradition: Future Perspectives in Food Conference*, NOI Techpark, Bolzano, December 12.
- De Massis A. (2023). Speaker on “The entrepreneurial family galaxy and new directions for family business research” at the *19th International Symposium of Entrepreneurship and Family Business (第十九届创业与家族企业国际研讨会)*, Shantou, November 18, China.
- De Massis A. (2023). Speaker (with Eugenia Roccella, Italy’s Minister for the Family, Natality and Equal Opportunities) on the topic “The family business” at the event organized by the Chamber of Commerce of Naples titled “Chi vince il futuro: Aziende e territorio a misura di famiglia”, Naples, October 20.
- De Massis A. (2023), Keynote speaker on “Responsible innovation among family businesses” at the *STEP Project Global Consortium Conversation Series* (with the Indian entrepreneur and philanthropist Harsh Mariwala, Chairman of Marico, a Fortune India 500 company, October 11.
- De Massis A. (2023). Keynote speaker on “The entrepreneurial family galaxy and some crucial challenges for family business prosperity across generations” at the *Asia-Pacific Family Business Symposium 2023*, September 27.
- De Massis A. (2023). Keynote speaker on “Key Challenges of Family Businesses to Prosper in a Changing World - How to Embrace Innovation in Family Enterprises” at the *Vietnam Symposium on Entrepreneurship, Finance and Innovation*, Hanoi, Vietnam, September 5.
- De Massis A. (2023). Invited panelist on “Openness in family firms in the context of crises” at the *Professional Development Workshop (PDW) on “Openness in the context of crises: A new paradigm for organizational crisis management,” Academy of Management Annual Meeting*, Boston, U.S., August 5.
- De Massis A. (2023). Invited panelist on “Innovation as future-making in family firms: Opportunities and challenges at the crossroads between past and future” at the *Professional Development Workshop (PDW) on “Experimentation for future-making,” Academy of Management Annual Meeting*, Boston, U.S., August 4.
- De Massis A. (2023). TED talk speaker on “The founder’s shadow and the risks behind generational transitions” at the *2023 Family Business Forum*, Padua, Italy, July 6-7. My TED talk can be viewed here: https://youtu.be/SKelpFg_MG0

- De Massis A. (2023). Keynote speaker on “Family businesses in time of ‘polycrisis’: Some important challenges” at the *Baltic Family Firm Institute – ECGI Conference*, Tartu, Estonia, June 30-July 1.
- Keynote speaker at the *Annual Symposium of the Association for Family Business Advisors in The Netherlands (NGFB Nederlands Gilde van Familiebedrijfsspecialisten)* on “Key dilemmas of family businesses to prosper in a changing world,” Amsterdam, The Netherlands, June 22.
- De Massis A. (2023). Seminar on “Publishing in the top journals: What is needed” at Lancaster University Management School, Lancaster, UK, June 19.
- Keynote speaker at the Family Enterprise Research Conference (FERC) Workshop “Bringing ownership back into family firms,” 2023 Family Enterprise Research Conference, Delray Beach, Florida, US, June 16.
- De Massis A. (2023). Panelist with the family firm leaders Maurizio Sella (Banca Sella) and Giuseppe Lavazza (Lavazza) and with Prof. Salvatore Tomaselli on the topics of family values, responsible ownership and sustainability of family firms at the Salone Internazionale del Libro di Torino (“Turin International Book Fair”), Turin, May 19.
- De Massis A. (2023). Lecture on “Research problems, research opportunities” at the *IFERA Summer School 2023* of the International Family Enterprise Research Academy (IFERA), May 8.
- De Massis A. (2023). Keynote Speaker at the *XVIII International Conference*, Jagannath International Management School (JIMS), New Delhi, India, February 17-18.
- De Massis A. (2022). Panelist at the *European Commission’s SME Assembly 2022*, November 28-30, at the panel on “Europe’s Enterprise for tomorrow: Sustainable Resilient. Digital,” November 29, Prague, Czech
- De Massis A. (2022). Panelist (with J. Kotlar) at the *Forum on “How Millennials make investments: Wealth Management and the Y generation,”* organized by *We Wealth*, Milan, November 29. Video of my panel available here: <https://youtu.be/OJ6XT2GrM9o>
- De Massis A. (2022). Keynote Speaker, *3rd Business, Law and Management (BLM3) International Conference*, November 12, <https://gociri.com/blm3-2022/>
- De Massis A. (2022). Keynote Speaker, *11° Forum dell’Alto Adige sulla Leadership 2022* (11th Forum of South Tyrol), Bolzano, November 11.
- De Massis A. (2022). TED talk speaker on “Family-driven innovation” at the *2022 Family Business Forum*, Treviso, Italy, October 20-21. My TED talk can be viewed here: https://familybusinessforum.net/de-massis-linnovazione-guidata-dalla-famiglia/?fbclid=IwAR2moAuoEWBMDBeETwx0t0URdfXjUPMipnwMg9ztdXSqsOGzggGX-nr_wo
- Keynote speaker at the KPMG Middle East, South Asia and Caspian Family Business Summit, Riyadh, Saudi Arabia, October 12, 2022.
- De Massis A. (2022). Panelist with Maurizia Iachino Leto di Priolo, President of Fuori Quota, at the roundtable on “Family business: gender gap and generational transitions,” at the Forum “Fattore ‘S’ e le

nuove leve ESG. Il Wealth Management è pronto?,” September 30. The panel discussion can be accessed from this link <https://player.vimeo.com/video/759936764?h=7342ed39d1>

- De Massis A. (2022). Panelist at the workshop on “Sustainability challenges: Water, wellness and the environment” (with the two times world champion Filippo Magnini and the Castiglione family, owners of Piscine Castiglione), Castiglione delle Stiviere, Mantua, Italy, September 13.
- De Massis A. (2022). Keynote speaker (with Patrizia Gucci from the Gucci fashion brand and Stephan Hipp, CEO of Hipp) on “Innovation Through Tradition in Family Firms” at the 3rd International Congress of Family Companies organized by Slovakia Inštitút Rodinného Businessu, Bratislava, Slovakia, September 8.
- De Massis A. (2022). Keynote speaker on “Innovation in family firms: What is different” at the International Knowledge Series of the New Delhi Institute of Management, New Delhi, India, July 12.
- De Massis A. (2022). Panelist speaker on “Innovation in family firms: What is different” at the 2022 *TAOM Innovation Workshop in Distinctive Governance Type* organized by the Taiwan Academy of Management (TAOM), National Taipei University of Technology, May 20.
- De Massis A. (2022). Keynote on “Covid-19 and the future of the family business” at the workshop on “*Family firm internationalization in disruptive times: Charting paths to success*”, University of Vienna, Faculty of Business, economics & Statistics, Austria, May 17.
- De Massis A., Kotlar J. (2022). Keynote on “The landscape of Family Offices in Italy,” *Workshop on the use of holdings in the management of family wealth*, Centro Studi Villa Negroni, Vezia, Switzerland, May 4.
- De Massis A. (2022). Speech on “The 4 Ps in the new scenario: Past, Purpose, People, Processes,” *Milano Marketing Festival*, Milano, Italy. May 3.
- De Massis A. (2022). Keynote speaker and roundtable panelist at the “Innovation Excellence Study” event organized by the advisory firm Bonfiglioli Consulting with the HR development firm Umana, where De Massis presented the results of the commissioned research conducted on innovation practices in Italian firms, April 7.
- De Massis A., Rondi E. (2022). Keynote speakers on how family businesses are reacting to the current geopolitical situation and on what is wealth in family business, *IX International Congress of Family Businesses* organized by the Institute of Family Business Poland around the theme “New dimension of WEALTH - Family. Lasting. Goodness,” Poland, March 28-29.
- De Massis (2022). Keynote speaker on “The generational transition for small- and medium-sized enterprises”, *PMI Network*, Politecnico di Milano, Lecco, February 18.
- De Massis (2022). Keynote panelist (with Josip Kotlar) at the *Digital Forum on Wealth Management for Longevity*, We Wealth, February 15. Video of the session available here: <https://player.vimeo.com/video/680371841?h=21373dbcd0>
- De Massis A. (2022). Keynote speaker at the 2022 *USASBE Family Business Summit*, “Covid-19 and the future of family business research,” *U.S. Association for Small Business and Entrepreneurship*, January 6.

- Moderator of the *First Talk organized by FAmily Business Risorse per l'Italia (FA.B.R.I.)*, the association of entrepreneurs, professional and academics dedicated to Italian family enterprises, on the topic of “Innovation Through Tradition in Family Firms,” with the Vicepresident of Lenet Group and the CFO of Riso Gallo S.p.A., December 16. Available here: [https://youtu.be/ Ka3FyrGgrs](https://youtu.be/Ka3FyrGgrs)
- De Massis A. (2021). Distinguished keynote speaker on “Succession Management and Family Business Governance” at the *5th Business & Philanthropy Forum*, Singapore, December 15.
- De Massis A. (2021). Keynote speaker at the *Curtain Raiser on Family Business and Entrepreneurship* organized by the Jaipuria Institute of Management, India, December 6.
- De Massis A. (2021). Speaker at the research seminar of Henley Business School’s LOB department on “Trends and opportunities in family business research,” November 25.
- De Massis A. (2021). Speaker at the *European Commission’s SME Assembly 2021*, November 15-17, at the panel on “The SME ‘Sustainable Enterprise’: Rewriting the rules: replacing endless growth with regenerative and distributive economies,” November 16, Portorose, Slovenia.
- De Massis A. (2021) Keynote speech on “Past, present and future of family business innovation research” at the *16th EIASM Workshop on Family Firm Management Research*, October 21.
- De Massis A. (2021). Roundtable panelist (With Nadine Kammerlander, Joern Block, Wim Voordeckers) on “Status quo and desired future of research methods in family business studies” at the *16th EIASM Workshop on Family Firm Management Research*, October 21.
- De Massis A. (2021). Roundtable panelist (with Ramia El Agamy, Kim Eddleston, Sue Howorth, Dave Clarkson) on “Research with an Impact” at the *16th EIASM Workshop on Family Firm Management Research* organized by the European Institute for Advanced Studies in Management (EIASM), October 14.
- De Massis A. (2021). Panel speech on “Post-pandemic innovation: Some challenges for entrepreneurs and business leaders,” *International Roundtable on SMEs – Navigating through the COVID-19 pandemic – Identifying new directions for SMEs and SME policy*, Institut für Mittelstandsforschung (IfM) Bonn, European Union, October 12.
- De Massis A. (2021). Keynote speech on “Best Practices for Successful Succession Management in Family Firms,” *4th Workshop on Entrepreneurship & Family Business*, Universidad Carlos III de Madrid, October 4-5, Madrid, Spain.
- De Massis A. (2021). Invited to discuss with Alberto Forchielli, Fabio Scacciavillani and Prof. Samuele Murtinu on the universe of Italian family firms for *Inglorious Globastards*: <https://youtu.be/9r4A45Ad1Cw> (September 29).
- De Massis A. (2021). Invited speech on “The problem of family business succession,” *PMI Network*, September 28.
- De Massis A. (2021). Invited podcast on “Family business and generational transitions” (in Italian). Hike Up Consulting: <https://www.hikeupconsulting.com/post/gestione-del-passaggio-generazionale-con-alfredo-de-massis>, September 16. Also available on [Spotify](#), [Apple podcasts](#), [Google podcasts](#).
- De Massis A. (2021). Virtual speech on “Family businesses in historical perspective: An interdisciplinary conversation” as part of the program on *Family Business Histories* organized by Tharawat Family

Business Forum and New York University Abu Dhabi, video available here: <https://youtu.be/YSaYvocgZkw>, June 16.

- De Massis A. (2021). Lecture on “Research problems, research opportunities” at the IFERA Summer School 2021 of the International Family Enterprise Research Academy (IFERA), video available here: https://play.ju.se/media/IFERA+-+SUS21+-+L1+-+De+Massis/0_t29xqbge, May 5.
- De Massis A. (2021). Speaker at virtual event co-organized by *Family Business Network (FBN) Asia* and Asia School of Business on “Anticipating and managing business and family transitions,” March 31.
- De Massis A. (2021). Speaker at the *Elevation Brain Call* organized by the advisory firm Consulenza e Risorse on the topic of “Generational transition”, March 18.
- De Massis A. (2021). Co-Organizer and speaker at the workshop on the “*Transformation of Family Offices in Italy*” organized as part of a collaborative research project conducted by the Free University of Bozen-Bolzano and the School of Management of Politecnico di Milan, March 15. <https://youtu.be/TYXYCBv6VUg>
- De Massis A. (2021). Keynote speech at the *Competitive Renaissance through Digital Transformation Conference*, on the topic “Family firms in the digital age: innovation and intergenerational challenges” University of Pavia, February 18-19. <https://youtu.be/XuvZmkLZ3oE>
- De Massis A. (2021). Speaker at the second workshop of “*UCID NEXT GENERATION*,” the series of events organized by the Christian Association of Entrepreneurs and Executives in Italy (UCID) on generativity, young entrepreneurship and the future of the next generation, January 27, <https://youtu.be/lorIEzx2Jw0>.
- De Massis A. (2020). Keynote speech on Covid-19 and the future of family business research at *The 2020 Senft-Asper International Workshop on Family Business Studies*, co-sponsored by the Asper School of Business and the Senft Family Fund, December 18.
- De Massis A. (2020). Keynote in the webinar “Family Business: Le quattro sfide per una metamorfosi di successo” organized by Page Group and involving also the Italian Association of Family Businesses (AIDAF) and two Italian family firms, December 3, <https://youtu.be/aPPIYu24530>.
- De Massis A. (2020). “Family businesses and the generational transition challenge: Issues and best practices for managing succession”, Workshop organized by CNA Rieti (the Association of Italian artisanal firms), December 2, 2020 https://fb.watch/2f7w_HaAml/
- De Massis A. (2020). Covid-19 Challenges for Family Businesses and Capitalizing on Resilience. *Apple Podcast* interviewed by Prof. Mat Hughes, December 2. <https://podcasts.apple.com/gb/podcast/covid-19-challenges-for-family-businesses-capitalizing/id1528992091?i=1000501160224>
- De Massis A. (2020). Keynote speaker at the *Latin American Family Business Summit 2020*, one of the largest and most popular family business events in Latin America organized by América Empresarial (AE), on the topic “Managing innovation in family business: Innovation through tradition”, November 19, <https://familybusiness.americaempresarial.com/alfredo-de-massis>.
- De Massis A., Rondi E. (2020). Covid-19 and the most important challenges for the future of family businesses. Speaker at the *Global Family Business Learning Symposium* organized by The Family Business Network, November 19, <https://fambiznet.co.uk/globallearningsymposium/>

- De Massis A. (2020). Speaker at the *European Commission's SME Assembly 2020 – Building a sustainable and resilient future together* organized by the *European Commission*, November 16-17, in the session on “The impact of COVID-19: Challenges and Opportunities for SMEs, Society and Policy in Europe,” November 17, Berlin. Video available here: https://youtu.be/yWWMCoVtW_g
- De Massis (2020). Keynote speaker at the *16th International Symposium on Entrepreneurship and Family Business* co-organized by Zhejiang University, Sun Yat-sen University and Jilin University, November 13-14, China.
- De Massis (2020). What can strategic management learn from family business research? Panelist at the *Strategic Management Society (SMS) Extension on “Balancing Continuity and Radical Change in Family Business,”* October 30.
- De Massis A. (2020). Invited seminar on “Succeeding through a crisis: Lessons from the European Innovation Champions”, *International Roundtable on SMEs – The Impact of COVID-19: Challenges and Opportunities for SMEs, Society, and Policy in Europe*, Institut für Mittelstandsforschung (IfM) Bonn, Germany, October 29.
- De Massis A. (2020). Invited seminar on “Trends, challenges and opportunities in (Family Business) research,” University of Palermo and Italian Association of Management Scholars (SIMA), October 22.
- De Massis A. (2020). Keynote speaker on “Family business in a post-pandemic world: The five most important challenges and the future of family business management,” *Tharawat Virtual Meeting*, Tharawat Forum, September 23.
- De Massis A. (2020). Keynote speaker on “The academic perspective on family business consulting and the most pressing challenges for family businesses that consultants cannot ignore” at the event organized by *Instituto Nexia*, Barcelona, September 17.
- De Massis A. (2020). Keynote speaker on “Managing innovation in family businesses” at the *1st Annual African Family Business Research Conference*, Port Elizabeth, South Africa, August 10-14.
- De Massis A. (2020). Keynote speaker, with the CEO and MG of the family firm Metalmont, at the event “Innovation through tradition: evolution and generational transition in the family enterprise” organized by BrightNet Hub for Ideas, Milan, June 18, video available here: <https://youtu.be/-s2oNCoUYXI>
- Conz E., Lamb P., De Massis A. (2020). The resilience of family firms: An investigation through phenomenography. Invited research seminar (online), Universidade Regional de Blumenau, Brazil, May 26.
- De Massis A. (2020). Keynote speaker on innovation through tradition at the Family Business Week organized by the Institute for Family Business Poland, May 22, video available here: <https://vimeo.com/422723933>
- De Massis A. (2020). Innovation Through Tradition (ITT): The past and the future in the family business. Speaker at the “*Reacting to the Crisis*” initiative launched by the NOI Techpark, South Tyrol's innovation park, to support businesses and business leaders to overcome the crisis caused by the Covid-19 outbreak, May 14, available here (in Italian): <https://youtu.be/3l7Pm55bjlU>.
- De Massis A. (2020). Speaker at the *International Family Enterprise Research Academy (IFERA) Research Development Program* on “Trends and challenges in family business research,” April 29, available here: <https://youtu.be/qhRJWZSH3LO>

- De Massis A. (2020). Innovation Through Tradition (ITT): The past and the future in the family business. Speaker at the *1st Global Family Business Online Conference FB21* organized by the African Family Firms Association, April 24, available here: <https://youtu.be/qftIHMPKp9U>
- De Massis A. (2020). Keynote panelist on “Leadership succession in family firms: Challenges, risks and best practices” at the *Wealth Management 2020 Conference*, Italian Stock Exchange, Milan, Italy, January 20.
- De Massis A. (2019). Keynote speaker on “Trends and opportunities in family business research” at the *15th International Symposium on Entrepreneurship and Family Business*, Zhejiang University, Hangzhou, China, November 9-10.
- De Massis A. (2019). Keynote speaker on “Family business innovation and the healthcare industry” at the *Research Network for Innovation (RNI) Forum Innovation IX and Summer School 2019* on “Innovation for Health, Innovation for Life,” University of Naples Parthenope, Naples, July 17-19.
- De Massis A. (2019). Emotions in innovation in family and non-family enterprises: Overview and pathways for research. Supervisory Board Annual Meeting of the Grenke Centre for Entrepreneurial Studies, SRH Hochschule Berlin, Germany, July 4.
- Mazzelli A., Rondi E., De Massis A., Kwon S. W. (2019). Toward a theory of social capital transfer: Social structures, discursive strategies and relational schemas. *Academy of Management Review Paper Development Workshop - Advancing theory on enterprising families (and beyond)*, University of Bergamo, Italy, June 17.
- De Massis A. (2019). Keynote speaker at the *15th Workshop on Family Firm Management Research* on “Trends, challenges and opportunities in family entrepreneurship research”, Nantes, France, May 23-25.
- De Massis A. (2018) Making the old new again. Invited research seminar at Università della Svizzera Italiana (USI), Lugano, Switzerland, December 12.
- Smith, C., Nordqvist, M., De Massis, A., Miller, D. (2018). When so much is at stake. A model of organizational brinkmanship in family business. *2nd Workshop Series on Innovation - Family Firms*, University of Luxembourg, Luxembourg, October 31.
- De Massis (2018). Theories of family business: Current debates and future directions. Panelist at the *Strategic Management Society (SMS) Extension on “Family Business – Balancing Globalization and Localization,”* EDHEC Business School, Paris, September 26.
- De Massis (2018). Invited presentation at the *Rencontres de St-Gall 2018*, one of the longest established small business and entrepreneurship invitation-only conferences worldwide, St. Gallen, Switzerland, September 3-5.
- De Massis A. (2018). Invited keynote speaker (with Luis R. Gomez-Mejia) at the workshop on “Exploring the relationships between innovation and internationalization of family firms across Europe”, University of Trento, Italy, June 4-5.
- Sasaki I., De Massis A., Ravasi D. (2018). Invited presentation at the *Theories of Family Enterprise (ToFE) Conference* (Invitation-only conference), University of Alberta, Alberta, Canada, May 24-25.

- De Massis A. (2018). Keynote speaker on “The ability and willingness paradox of family business innovation” and “Tradition, innovation and entrepreneurship in the family business: Challenges and Opportunities” at the *4th Family Business Forum organized by KPMG* in Greece, attended by 100- 130 participants from a large array of Greek businesses, Athens, Greece, April 26.
- De Massis A. (2018). Invited speech on “Managing innovation in family firms: What’s different?”, Nova School of Business and Economics, Lisbon, Portugal, April 23.
- De Massis A. (2018). Invited speech on “The case study method in family business research” at the Dutch Centre of Expertise in Family Business of *Windesheim University of Applied Sciences*, Zwolle, Netherlands, January 10.
- De Massis A. (2017). Invited speech on “Trends and opportunities in family business research”, CYFE Research Workshop, University of Bergamo, Bergamo, November 21.
- De Massis A. (2017). Keynote speaker on “Innovation through tradition” at the *Annual Experts Meeting* organized by the MCI Management Center Innsbruck and the Department of Strategic Management of Innsbruck University, Innsbruck, Austria, October 13-14.
- De Massis A. (2017). Invited seminar on “Emotions and family business research” at the Brown Bag Seminar Series of Lancaster University, Lancaster, UK, November 15.
- De Massis A. (2017). Invited panelist on the topic of digitalization of family firms at roundtable with practitioners at the *Annual Experts Meeting* organized by the MCI Management Center Innsbruck and the Department of Strategic Management of Innsbruck University, Innsbruck, Austria, October 13-14.
- De Massis (2017). Keynote speaker on “Managing succession in family businesses” at the Hardware Forum 2017, Mi.Co. Fiera Milano Congressi, Milan, September 19-20 (video of part of my speech: <https://youtu.be/gQxgukcLisQ>).
- De Massis (2017). Invited panelist on “New generations of family business leaders” at the Hardware Forum 2017, Mi.Co. Fiera Milano Congressi, Milan, September 19-20 (video: <https://youtu.be/RXRObkFnQfU>).
- De Massis A. (2017). Invited keynote speaker (with Ronald H. Humphrey and Yochi Cohen-Charash) at the *Professional Development Workshop “Governance and emotions at the interface for meaningful entrepreneurial and family businesses”*, ENT Entrepreneurship Division of the Academy of Management Annual Meeting, Academy of Management Annual Meeting 2017, Atlanta, GA, USA, August 5.
- Garcia P.R.J.M., Sharma D., De Massis A., Wright M., Scholes L. (2017). Perceived parental behaviors and next generation engagement: A social cognitive perspective. Invited presentation, *Theories of Family Enterprise (ToFE) Conference* (Invitation-only conference), St. Gallen, Switzerland, May 23-24.
- De Massis A. (2017). Invited seminar on “*Innovation in Family Business: What is different?*” at the University of Cádiz, Cádiz, Spain, February 13.
- De Massis A. (2017). Innovation in family business research. Keynote speaker at the Annual family business conference organized by the Family Business section within the Asociación Científica de Economía y Dirección de la Empresa in Spain funded by the Chairs of Family Business of University of Seville, University of Cadiz, and University of Girona, February 10.

- De Massis (2016). Speech on “Quale percorso di studi e formazione per affrontare preparati il mondo del lavoro e la globalizzazione” (“What is the most appropriate education and training pathway to get ready for the job market in the era of globalization?”), Rotary Club of Lucera, Foggia, Italy, December 22.
- De Massis (2016). Keynote speaker (video-conference) on " How to best manage succession in family firms?" at the Conference on “Family Business at the Crossroads” organized by the University of Economics, Prague and the Association of Small and Medium-Sized Enterprises and Crafts of the Czech Republic, Prague, Czech Republic, December 12.
- De Massis (2016). Keynote speaker (video-conference) on "Setting up a successful family business center: A possible model” at the Conference on “Family Business at the Crossroads” organized by the University of Economics, Prague and the Association of Small and Medium-Sized Enterprises and Crafts of the Czech Republic, Prague, Czech Republic, December 12.
- De Massis A. (2016). Keynote speaker on “Innovation in family firms and SMEs: distinctive features and research challenges” at the *RENT XXX Conference - Innovation, Relational Networks, Technology and Knowledge Transfer as Drivers of Global Competitiveness*, Antwerp, Belgium, November 17.
- De Massis A. (2016). Invited speech on “Qualitative research methods and addressing fundamental questions through qualitative inquiry”, Zhejiang University, Hangzhou, China, November 5.
- De Massis A. (2016). The temporal dimension of innovation in family enterprises. Politecnico di Milano, Italy, September 19.
- De Massis A. (2016). Innovation in family firms: distinctive features and research challenges. G. D’Annunzio University of Chieti-Pescara, Italy, June 23.
- De Massis A. (2016). The temporal dimension in family business innovation. Keynote speaker at the EURAM Family Business Research SIG pre-conference day, Paris, May 31.
- De Massis A. (2016). Doing research at the crossroads of family business and innovation: present debates and research challenges University of Catania, Italy, May 12.
- Mazzelli, A, Kotlar, J., De Massis, A. (2016). Conformity or divergence...To what? Selective imitative behavior and product innovation introduction in family firms. Invited research presentation at the “Theories of Family Enterprise” Conference, University of Alberta, Edmonton, Canada, May 25-27.
- De Massis A. (2015). Managing innovation in family firm: What is different? Keynote speaker at the Family Business Day of the *International Family Enterprise Research Academy 2015 IFERA Annual Conference*, Hamburg, Germany, July 3.
- De Massis A. (2015). Distinctive features of innovation in family business. Invited research presentation, University of Girona, Girona, Spain, May 7.
- De Massis A. (2015). Innovation management and family enterprises. Invited research presentation, LUISS University, Rome, Italy, April 16.

- De Massis A. (2015). Innovation in family business. Keynote speaker at the Family Business Conference organized by the DCU Centre for Family Business, Dublin City University, Dublin, UK, April 8.
- De Massis A. (2015). Managing innovation in family firms: distinctive features and research challenges. Invited keynote panelist on innovation in family business, *Strategic Management Society (SMS) Extension on Corporate Strategy and Innovation*, Universidad del Desarrollo, Santiago, Chile, March 18.
- De Massis A. (2015). Managing and organizing innovation in family firms. Invited keynote speaker, *Innovation in the Family Business Workshop* convened by Universidad del Desarrollo and Family Business Network (FBN) Chile, March, 19.
- De Massis A. (2014). Defining and Fueling a Research Strategy at the Crossroad of Academic Rigor and Impact for Practice, *CYFE Scientific Committee Event*, University of Bergamo, November 26, 2014.
- De Massis A., Dianne Welsh, Rudolf Dömötör (2014). Three Models of Entrepreneurship and Family Business Centres: Examining Organizational Structures for Success, *Global Consortium of Entrepreneurship Centers (GCEC) Conference*, UCL, London, UK, October 2-14, 2014.
- De Massis A. (2014). Innovation in family firms. Invited research presentation, DIG Seminar, Politecnico di Milano, Milan, Italy, September 26.
- De Massis A. (2014). Invited panelist (with Tom Lumpkin, Sophie Bacq, Danny Miller, Isabelle Le Breton-Miller, Donald O. Neubaum, Scott L. Newbert, Lorraine Uhlaner) at the *Professional Development Workshop "What can social entrepreneurship researchers learn from family business scholars"*, *ENT Entrepreneurship Division of the Academy of Management Annual Meeting*, Boston, MA, August 1-5.
- De Massis A. (2014). Family business management: Goals, resource, innovation and transition of leadership. Invited presentation at Imperial College Business School (co-organized by Shanghai Jiaotong University), London, UK, July.
- De Massis A. (2014). Invited panelist on the use of case study method in family business research at the IFERA Professional Development Workshop (PDW) on Qualitative Research in Family Business, Lea Lonka, *Lappeenranta University of Technology*, Lappeenranta, Finland, June 24, (with Mike Pratt, Donella Casperz and Jenny Helin).
- De Massis A., Kotlar J., Mazzola P., Minola T., Sciascia S. (2014). Financial Slack Resources, Family Ownership and Profitability in Privately Held Firms. *Financial Reporting Workshop*, University of Verona, June 12-13.
- De Massis A., Frattini F., Kotlar J. (2014). Resilience of family firms: A closer look. Invited presentation, *Theories of Family Enterprise (ToFE) Conference* (Invitation-only conference), Edmonton, Canada, May 21-23.
- De Massis A., Gao Z., Huang Q., Kotlar J. (2014). Family influence and the R&D investments of private firms in China: An ability and willingness Perspective, *6th Annual Global Management Conference on Congruence in Globalization*, Wuhan, China, May 9-14.

- De Massis A. (2014). Family Business and Innovation? An Academic Perspective, *The Family Enterprise Day*, INSEAD, Fontainebleau, France, February 8.
- De Massis A. (2014). Family Governance at Work: Organizing for New Product Development in Family Firms, *MOS Research Seminar Series*, Newcastle University, Newcastle, UK, March 12.
- De Massis A. (2014). Family business and innovation, *Hunter Centre for Entrepreneurship Seminar Series*, University of Strathclyde, UK, March 26.
- De Massis A. (2013). Innovation and family business, Keynote speech at the *Family Business Alliance Workshop*, Grand Valley State University, Grand Rapids, MI, USA, December 11.
- De Massis A., Ding S., Kotlar J., Wu Zhenyu (2013). The Effect of Family Involvement on R&D Expenses: The Case of Property Rights Protection in China, *Management and Organization Review Special Issue Workshop on Expanding Research on Family Business in China*, Zhejiang University, Hangzhou, Zhejiang Province, China, October 17-18.
- Sciascia S., Mazzola P., De Massis A., Minola T., Kotlar J. (2013). Financial slack resources and the profitability of privately held Firms: The role of family ownership and socioemotional wealth. *Italian Family Business Research Forum*, Bocconi University, Milan, Italy, December 4.
- De Massis A. (2013). Family business and innovation, University of St. Gallen, St. Gallen, Switzerland, November 25.
- De Massis A. (2013). Innovation in Family Firms, *9th Family Enterprise Research Conference*, Universidad del Desarrollo, Santiago, Chile, May 17-19.
- De Massis A. (2013). Succession Management Planning and Transition of Power, Keynote Presentation at the *Geospatial Partner Conference 2013*, Rome, Italy, March 7-9.
- De Massis A., Kotlar J. (2013). Technology Adoption Among Family Firms, Edwards School of Business, University of Saskatchewan, Saskatoon, Canada, February 7.
- De Massis A., Kotlar J. (2013). Research on Technological Innovation in Family Firms: State-of-the-art, future research directions and empirical results from our published studies, I.H. Asper School of Business, University of Manitoba, Winnipeg, Canada, February 1.
- De Massis A., Chirico F., Kotlar J., Naldi L. (2012). The temporal evolution of proactiveness in family firms, Jonkoping International Business School, Jonkoping, Sweden, November 30.
- Kotlar J., De Massis A., Frattini F., Nordqvist M., Chrisman J.J. (2012). Product Development in Family Firms, Jonkoping, Sweden, November 26.
- Kotlar J., De Massis A. (2012). Goal Setting in Family Firms. *CeFEO Research Seminar*, Jonkoping International Business School, Jonkoping, Sweden, November 12.
- Howorth C., De Massis A., Minola T., Calabrò A. (2012). Seeking New Horizons: Innovation and Internationalization in Family Firms. *5th European STEP Summit "Longevity of Enterprising Families – Overcoming Critical Situations"*, Crete, Greece, October 26-27.

- De Massis A., Sharma P. (2012). Innovation in Family Firms – What do we know? Invited panelists at the *Professional Development Workshop on “Innovation in Family Firms: Theory and Practice”*, *Academy of Management 2012 Annual Meeting*, Boston, MA, August 3-7.
- Colombo M.G., De Massis A., Piva E., Rossi-Lamastra C., Wright M. (2012). Changes in sales and changes in employment of high-tech entrepreneurial ventures: The role of family ownership. *Professional Development Workshop on “Innovation in Family Firms: Theory and Practice”*, *Academy of Management 2012 Annual Meeting*, Boston, MA, August 3-7.
- De Massis A., Sieger P., Vismara S., Chua J. (2012). What Makes Them Pass It On? The Incumbent's Intra-family Succession Intentions (discussion paper). *IFERA 2012, 12th Annual World Family Business Research Conference*, Bordeaux, France, June 26-29.
- Cassia L., De Massis A., Kotlar J., Minola T. (2012). Hypergrowth patterns: A Comparison Between Family and Non-family Firms (discussion paper). *IFERA 2012, 12th Annual World Family Business Research Conference*, Bordeaux, France, June 26-29.
- Kotlar J., De Massis A. (2011). Goal Setting in Family Firms. *Theories of the Family Enterprise (ToFE) Conference*, Edmonton, Alberta, Canada, May 23-25. (Invitation-only conference).
- De Massis A., Minola T., Salvato C. (2011). The Persico case: Mentoring next generation members for entrepreneurial performance. *STEP Europe Research Meeting*, Antwerp Management School, Antwerp, Belgium, November 13-15.
- De Massis A. (2011). Family Firms and Generational Transitions: Factors Preventing Intra-Family Succession. *Between Rigor and Relevance in Family Business Research*, Witten Institute for Family Business (WIFU), Private Universität Witten/Herdecke, Witten, Germany, November 9.
- Cassia L., De Massis A., Meoli M., Minola T. (2011). An Empirical Investigation on Entrepreneurship Research Centers: Research Orientation, Knowledge Transfer, and Performance. *Technology Transfer in a Global Economy, Technology Transfer Society (T2S) Meetings*, Augsburg, Germany, September 21-23.
- De Massis A. (2011), Commentary on the paper: “Family Vision and Exchange Systems in Family Firm Dominant Coalition: Effects on Procedural Justice Climate in the Family Firm” by Barnett T. and Marler L. *Theories of the Family Enterprise Conference*, Vallendar, Germany, May 18-20. (Invitation-only conference).
- Cassia L., De Massis A., Meoli M., Minola T. (2011). Knowledge transfer and scientific performance in Entrepreneurship Research Centres. *GITT Workshop on Research and Practice in Technology Transfer*, Dalmine, April 8.
- Cassia L., De Massis A., Minola T. (2010). Revising the capital structure decisions of NTBFs: the case of young entrepreneurship. *Second International Symposium Entrepreneurship Today 2010*, University of Bergamo, Bergamo, Italy, September 20-21.
- Cassia L., De Massis A., Meoli M., Minola T. (2010). Orientations, Interests and Activities of Entrepreneurship Research Centers. *Second International Symposium Entrepreneurship Today 2010*, University of Bergamo, Bergamo, Italy, September 20-21.

- Cassia L., De Massis A., Minola T. (2010). An Exploration of Corporate Venturing forms: empirical evidence and managerial implications for rejuvenating established firms. *Research Workshop "Technology, Entrepreneurship and Change"*, University of Bergamo, Bergamo, Italy, May 7.

SERVICE TO THE FIELD

Editorial Boards and Special Issue Editor

- **Editor** of *Entrepreneurship Theory & Practice* – One of the most influential journals of entrepreneurship and business consistently ranked by the *Financial Times* as a top journal (Impact Factor 9.993), since 2020.
- **Associate Editor** of *Family Business Review* - the only SSCI listed journal devoted exclusively to exploration of the dynamics of family firms of all sizes (Impact Factor 7.575), since 2016.
- Editor of *FamilyBusiness.org*, of *FamilyBusiness.org*, a social media platform funded by the Schulze Family Foundation dedicated to share with family business stakeholders, students, professors and advisors learning resources that help improve the survival and success rate of family firms.
- Member of the Editorial Board of *Academy of Management Review*, since July 2023
- Member of the Editorial Review Board of *Journal of Business Research*, since December 2022
- Member of the Editorial Board of *Journal of Product Innovation Management*, since July 2022.
- Member of the Editorial Board of *Journal of Management Studies*, since January 2022.
- Senior Consulting Editor of *Journal of Knowledge Management*, since August 2020.
- Member of the Scientific Advisory Board of *Sinergie - Italian Journal of Management*, the official journal of SIMA, the Italian national scientific society for Business Administration scholars, since June 2019.
- Columnist for *Tharawat magazine* for a series of brief practice-oriented articles within the topic collection entitled "De Massis & Kotlar on the Secrets of Family Business Innovation", since January 2017.
- Member of the Editorial Board of *Entrepreneurship Theory & Practice* (Impact Factor 9.993, ranked 20/110 in Business), 2015-2020, then appointed as Editor.
- Member of the Editorial Board of *Family Business Review*, 2014-2016, then appointed as Associate Editor.
- Member of the Editorial Board of *Strategic Entrepreneurship Journal* (the journal of the Strategic Management Society ranked #2 among entrepreneurship journals in the JCR "Business" list), 2015-present.
- Member of the Editorial Board of *Journal of Family Business Strategy*, 2014-present.
- Member of the Editorial Board of *Piccola Impresa / Small Business*, 2018 – present.

- Member of the Editorial Board of the *World Open Innovation Conference (WOIC)*, 2016-present
- Member of the Editorial Board of the *International Journal of Social Entrepreneurship and Innovation*, 2010-present
- Member of the Scientific Committee of *Sistemi & Impresa*, one of the leading Italian journals on strategic management and innovation (classified as 'relevant' by the Italian Association of Management Engineering), 2009-present.
- Guest Editor of special issues for the *Strategic Management Journal*, *Journal of Management Studies*, *Family Business Review*.
- Guest Editor of a 2018 Special Issue of *Entrepreneurship Theory & Practice* on Sector Studies in Entrepreneurship: Toward a Deeper Understanding of Industry-specific Determinants, Processes and Outcomes of Entrepreneurial Phenomena (with F. Kellermanns, M. Wright and J. Kotlar).
- Guest Editor of a 2018 Special Issue of *International Journal of Management Reviews* on Organizational Goals: Antecedents, Formation Processes, and Implications for Firm Behavior (with F. Frattini, J. Kotlar and M. Wright)
- Guest Editor of a 2018 Special Issue of *Global Strategy Journal* on Family Firms and Family Governed Multinationals in the Global Economy (with L. Piscitello, F. Frattini and A. Majocchi).
- Guest Editor of the Special Section of *California Management Review* (Financial Times journal) on Managing Innovation and Entrepreneurship in Family Firms: In Search of New Practices, Strategies and Organizational Solutions (with A. Di Minin and F. Frattini).
- Guest Editor of a 2015 Special Issue of *Journal of Product Innovation Management* (ranked as 4* in LUMS) on "Management Research on Governance, Ownership and Innovation: Opening up the Agenda to Family Firms" (with James J. Chrisman, Jess H. Chua, Federico Frattini and Mike Wright).
- Guest Editor of a 2015 Special Issue of *Small Business Economics* (ranked as 3* in LUMS) on Management Processes in the Family Firm: From "What" to "How" (with J.J. Chrisman, J.H. Chua, T. Minola and S. Vismara).
- Guest Editor of a 2015 Special Issue of the *European Journal of International Management* on "European Family Business Research: Current Debates and Future Challenges" (with Mattias Nordqvist, Cristina Cruz and Isabel C. Botero).
- Guest Editor of a 2013 Special Issue of the *International Journal of Entrepreneurship and Innovation Management (IJEIM)* on "Technology Strategy in Family Business" (with Barbara Bigliardi, Lucio Cassia L. and Federico Frattini).
- Among others I serve as ad hoc reviewer for the following journals:
 - *Academy of Management Journal (AMJ)*
 - *Academy of Management Review (AMR)*
 - *Academy of Management Learning & Education (AMLE)*
 - *Academy of Management Perspectives (AMP)*
 - *Business Research Quarterly*
 - *California Management Review (CMR)*
 - *European Management Journal*
 - *Entrepreneurship Research Journal (ERJ)*
 - *Entrepreneurship Theory and Practice (ETP)*
 - *Entrepreneurship and Regional Development (ERD)*
 - *European Management Journal (EMJ)*

Reviewer for
Journals and
Boards of
Reviewers

- *Family Business Review (FBR)*
 - *Strategic Entrepreneurship Journal (SEJ)*
 - *Human Relations (HR)*
 - *Industrial and Corporate Change*
 - *Industry and Innovation*
 - *International Journal of Entrepreneurial Behaviour & Research (IJEBR)*
 - *International Journal of Management Reviews (IJMR)*
 - *International Small Business Journal (ISBJ)*
 - *Long Range Planning (LRP)*
 - *Journal of Business Venturing (JBV)*
 - *Journal of Family Business Strategy (JFBS)*
 - *Journal of Management*
 - *Journal of Management Studies (JMS)*
 - *Journal of Product Innovation Management (JPIM)*
 - *Journal of Business Ethics (JBE)*
 - *Journal of Small Business Management (JSBM)*
 - *Journal of World Business*
 - *Organization Science*
 - *Organization Studies*
 - *R&D Management*
 - *Small Business Economics (SBE)*
 - *Strategic Management Journal*
 - *Management and Organization Review (MOR)*
 - *International Journal of Business and Society (IJBS)*
 - *Foundations and Trends in Entrepreneurship*
 - *Research Policy (RP)*
 - *Review of Managerial Science*
 - *Technovation*
- Chair of the session on “Digital Innovation in Family Firms” at the *EIASM 18th Workshop on Family Firm Management Research*, Naples, Italy, October 2-3, 2023.
 - Reviewer of book proposals on topics related to family business and innovation for *Cambridge University Press*.
 - Reviewer for the track on “Academic Institutions, Science, and Unconventional Strategies for Innovation” of the 2017 Strategic Management Society (SMS) Annual Conference, Houston, USA, October 28-31, 2017.
 - Member of the Review Board of the *2017 Family Enterprise Research (FERC) Conference*, UNC Asheville Family Business Forum, Asheville, North Carolina, USA, June 8-10, 2017.
 - Member of the jury for judging the case studies submitted to the Family Business Track of the *2012 EFMD Case Writing Competition*.
 - Reviewer for the *EIASM 11th Workshop on Family Firm Management Research*, Lyon, France, May 29-30, 2015.
 - Reviewer, Chair and Discussant for the *74th Annual Meeting of the Academy of Management*, Philadelphia, PA, USA, August 1-5, 2014.
 - Member of the Board of Reviewers and session Chair for the *IFERA 14th Annual World Family Business Research Conference*, Lappeenranta, Finland, June 24-27, 2014.
 - Reviewer for the *73rd Annual Meeting of the Academy of Management*, Lake Buena Vista (Orlando), Florida, USA, August 9-13, 2013.

- Member of the Board of Reviewers for the *IFERA 13th Annual World Family Business Research Conference*, St. Gallen, Switzerland, July 2-5, 2013.
- Member of the Board of Reviewers for the *EURAM 13th Annual Conference – SIG Family Business Research*, Istanbul, Turkey, June 26-29, 2013.
- Member of the Board of Reviewers for the *9th Family Enterprise Research Conference (FERC)*, Viña del Mar, Chile, May 17-19, 2013.
- Member of the Board of Reviewers for the *RENT XXVI Conference – Research on Entrepreneurship and Small Business*, Bodo, Lyon, France, November 21-22, 2012.
- Member of the Board of Reviewers for the *IFERA 12th Annual World Family Business Research Conference*, Bordeaux, France, June 26-29, 2012.
- Member of the Board of Reviewers for the *EURAM 12th Annual Conference – Track 17 Family Business Research*, Rotterdam, The Netherlands, June 6-8, 2012.
- Reviewer at *ISEI 2012 – International Symposium on Entrepreneurship and Innovation*, Venice, Italy, May 23-25, 2012.
- Member of the Board of Reviewers for the *RENT XXV Conference – Research on Entrepreneurship and Small Business*, Bodo, Norway, November 16-18, 2011.
- Member of the Board of Reviewers for the *IFERA Sicily 2011 11th Annual World Family Business Research Conference*, Palermo, Italy, June 28-July 1, 2011.
- Member of the Board of Reviewers for the *RENT XXIV Conference – Research on Entrepreneurship and Small Business*, Maastricht, The Netherlands, November 18-19, 2010.
- Co-Convenor and Co-Chair of the *18th Annual Theories of Family Enterprises (ToFE)* conference (with Marler L., McLarty, B. D., De Massis A., Vardaman J., Liguori E), associated with the *Journal of Small Business Management* Special Issue, Rowan University, Glassboro, U.S. April 4-6, 2024. <https://ent.rowan.edu/research/theoriesoffamilyenterpriseconference.html>
- Proponent of the Family Business Research General Track at the *European Academy of Management (EURAM)* conference 2021, 2022, 2023.
- Co-sponsor and panelist at the Paper Development Workshop for Early-Career Scholars on “The future of conducting and publishing research in entrepreneurship, innovation management and strategy,” University of Bologna, May 22-24, 2019.
- Past Chair of the Special Interest Group on Family Business Research at the *European Academy of Management (EURAM)* conference (formerly Chair, Program Chair-Elect and Program Chair).
- Member of *Harvard Business Review’s* Advisory Council, since 2016.
- Member of the IFERA Conference Awards Jury, 2018, 2019, 2022
- Member of the Family Firm Institute (FFI) Best Doctoral Dissertation Award Committee, 2018, 2019.
- Member of the IFERA 2018 Family Business Network (FBN) Best Contribution to Practice Award Committee, 2018.

Conference
Chair and
Discussant and
Advisory
Committees

- Session Chair at the workshop on “Entrepreneurship, Finance and Innovation: current debate and future research trends”, Politecnico di Milano, Milano, Italy, January 10-11, 2018.
- Chair of the Track on “Innovation” at the *International Family Enterprise Research Academy (IFERA) Conference*, Zwolle, The Netherlands, July 3-6, 2018.
- Chair of the Track on “Innovation and R&D management in family firms” (with Jasper Brinkerink, Joshua J. Daspit and Alessandro Minichilli) at the *R&D Management Conference*, Milan, Italy, June 30-July 4, 2018.
- Chair of the Track on “Strategy and Innovation in Family Firms” (with Valentina Lazzarotti, Josip Kotlar and Reinhard Prugl) at the *18th Annual Conference of the European Academy of Management (EURAM)*, Reykjavik, Iceland, June 20-23, 2018.
- Chair of the Track on “Family Business heterogeneity, strategies and value creation across generations” (with Mara Brumana, Valentina Lazzarotti, Silvia Massa, Salvatore Sciascia, Stefania Testa) at the *XXIX Riunione Scientifica Annuale AiIG 2018*, LIUC University, Castellanza, Varese, October 11-12, 2018.
- Co-convenor and co-chair (with Nadine Kammerlander, Kurt Matzler and Reinhard Pruegl) of the *IFERA Research Development Workshop (RDW) on Balancing Tradition and Change: Theorizing on Innovation and Entrepreneurship in the Family Firm*, Free University of Bozen-Bolzano, Bolzano, Italy, March 16-17, 2017.
- Chair of the Special Track on “Innovation and Product Development in Family Firms” (with Federico Frattini and Josip Kotlar) at the *IASM Innovation and Product Development Management (IPDM)*, since 2015.
- Invited moderator at the *Professional Development Workshop on “Family entrepreneurship at the interface: Bridging communities and expanding horizons”*, at the *Academy of Management Annual Meeting 2017*, Atlanta, GA, USA, August 5.
- Chair of the Track on “Innovation, entrepreneurial behaviour, strategic renewal, corporate venturing and internationalization in family firm” (with Jana Hauck, Josip Kotlar, Reinhard Prugl and Salvo Tomaselli) at the *17th Annual Conference of the European Academy of Management (EURAM)*, Glasgow, Scotland, June 21-24, 2017.
- Member of the *Scientific Advisory Committee for the Family Business Network FBN Levant chapter* to service Lebanese, Syrian, Jordanian & Palestinian Family Businesses based in the Middle East region, from 2017.
- Chair of the Track on “Family business goals, family dynamics, behavioral processes and innovation in family firms” (with Josip Kotlar and Reinhard Prugl) at the *16th Annual Conference of the European Academy of Management (EURAM)*, Paris, France, June 1-4, 2016.
- Co-chair of the Track on “Search Processes in Innovation: Uncovering New Strategies and Practices” (with Federico Frattini, Valentina Lazzarotti, Giovanna Lo Nigro and Antonio Messeni-Petruzzelli) at the *.XXVII Scientific Annual Meeting AiIG on Higher Education and Socioeconomic Development*, Bergamo, Italy, October 13-14, 2016.
- Member of the Family Firm Institute (FFI) Dissertation Award Committee, 2016.
- Co-convenor and Chairperson of the *Global Strategy Journal Workshop on Family*

Firms in the Global Economy, Politecnico di Milano, November 20-21, 2015.

- Invited panel member and co-convenor of the Research & Education Day of the *Family Firm Institute (FFI) Global Conference*, London, October 21-24, 2015.
- Invited moderator and co-convenor of the session on “Absorptive Capacity in the Innovative Family Business: The Case of Kayser Italy and its Ecosystem for Innovation” at the *Family Business Network 26th Global Summit*, Montreux, Switzerland, October 14-17, 2015.
- Chair of the session on “Tradition and innovation in family business” at the *IFERA 2015 Annual Conference*, Hamburg, Germany, June 30-July 4.
- Chair of the Track on “Family business goals, family dynamics, behavioral processes and innovation in family firms” (with Jess H. Chua, Josip Kotlar and Reinhard Prugl) at the *15th Annual Conference of the European Academy of Management (EURAM)*, Warsaw, Poland, June 17-20, 2015.
- Chair of the Special Track on “Leveraging the Past to Innovate” (with Vittorio Chiesa, Federico Frattini and Antonio Messeni Petruzzelli) at the *R&D Management Conference*, Pisa, Italy, June 23-26, 2015.
- Chair and convenor of the international roundtable on “Critical Issues at the Intersection of Family and Business”, Lancaster University, Lancaster, June 12, 2015.
- Co-Convenor and Chairperson of the *California Management Review Special Section Workshop on “Managing Innovation in Family Firms: In Search of New Practices, Strategies and Organizational Solutions”*, Milan, Italy, January 22-23, 2015.
- Invited panel member to moderate the *12th European Families in Business Conference*, Rome, Italy, June 23-24, 2015.
- Chair of the *European Families in Business Awards*, Rome, Italy, June 24, 2015.
- Chair of the Session on “Three Models of Entrepreneurship and Family Business Centres: Examining Organizational Structures for Success” (with Dianne Welsh and Rudolf Dömötör) at the *Global Consortium of Entrepreneurship Centers (GCEC) Conference*, London, UK, October 2-14, 2014.
- Co-Organiser and Chairperson (with L. Melin, M. Nordqvist, T. Minola and L. Cassia) of the *10th EIASM Workshop on Family Firm Management Research “Innovation, Family Firms and Economic Development”*, Bergamo, Italy, May 22-24, 2014.
- Invited Speaker on the use of case study method in family business research at the *IFERA Professional Development Workshop (PDW) on Qualitative Research in Family Business*, Lea Lonka, Lappeenranta University of Technology, Lappeenranta, Finland, June 24, 2014 (with Mike Pratt, Donella Casperz and Jenny Helin).
- Chair of the *Entrepreneurship and Innovation in Family Firms Track* (with Cristina Cruz, Federico Frattini and Reinhard Prugl) at the *14th Annual Conference of the European Academy of Management (EURAM)*, Valencia, Spain, June 4-7, 2014.
- Invited panel member for the Professional Development Workshop “What can social entrepreneurship researchers learn from family business scholars” co-organized by the ENT Entrepreneurship Division of the *Academy of Management Annual Meeting* (with Tom Lumpkin, Sophie Bacq, Danny Miller, Isabelle Le

Breton-Miller, Donald O. Neubaum, Scott L. Newbert, Lorraine Uhlaner), Boston, MA, August 1-5, 2014.

- Member of the *Best Paper Awards Committee* of the 10th EIASM Workshop on Family Firm Management Research (with Leif Melin, Mattias Nordqvist, Andrea Calabrò and Tommaso Minola).
- Chair of the Innovative Family Firms Track (with Pramodita Sharma, Carlo Salvato, Federico Frattini and Josip Kotlar) at the *13th Annual Conference of the European Academy of Management (EURAM)*, Istanbul, Turkey, June 26-29, 2013.
- Member of the Advisory Committee and Executive Team of the *9th Family Enterprise Research Conference* (with Pramodita Sharma, Frank Hoy, Allison Pearson), Viña del Mar, Chile, May 17-19, 2013.
- Leader of the session “New Ideas for a New World: Changing Pathways of STEP Families” at the *2nd Global STEP Summit*, ESADE Business School, Barcelona, Spain, November 14-16, 2013.
- Co-Chair of the Strategic Management of Innovation under Different Corporate Governance Forms Track at the *XXIV Annual Scientific Meeting of the Italian Association of Management Engineers AiIG 2013* on “Entrepreneurship, Innovation and the Engine of Growth”, Milan, Italy, October 17-18, 2013.
- Chair of the Session entitled “Routes to TMT Performance in Family Firms” at *IFERA 13th International Family Enterprise Research academy 2013 Annual Conference*, St. Gallen, Switzerland, July 2-5.
- Member of the *Business Families Foundation Committee* for the Doctoral Student Paper Award 2013 (with Pramodita Sharma and Mattias Nordqvist).
- Leader of the Parallel Session for academics and family entrepreneurs on “Innovation in Family Firms” at the *9th Family Enterprise Research Conference*, Viña del Mar, Chile, May 17-19, 2013.
- Chair and Co-organizer (with Alex Komselis and Philipp Sieger) of the 5th European STEP Summit “Longevity of Enterprising Families”, Hersonissos, Crete, October 26-27, 2012.
- Chair and Convenor of the International Young Researchers Workshop on “Family Business and Innovation”, University of Bergamo, Bergamo, June 22, 2012.
- Co-Chair and Co-organizer of the “Entrepreneurship Week of the University of Bergamo”, a whole week of events on entrepreneurship, innovation, and family business involving academics and practitioners from different countries, June 18-23, 2012.
- Invited panel member at the *STEP Project Meeting*, Jönköping International Business School, Jönköping, Sweden, May 30, 2012.
- Invited panel member at the *STEP Europe Research Meeting*, Antwerp Management School, Antwerp, Belgium, November 13-15, 2011.
- Invited panel member at the *STEP Project European Summit*, University of St. Gallen, St. Gallen, Switzerland, April 27-30, 2011.
- Invited panel member for the Professional Development Workshop “Innovation in Family Firms: Theory and Practice” co-organized by the ENT Entrepreneurship Division of the *Academy of Management Annual Meeting* (with Franz Kellermans,

Louise Scholes, Pramodita Sharma, Lloyd Steier, Mike Wright, Cristina Rossi-Lamastra), Boston, MA, August 4, 2012.

- Chair at *IFERA 2012 12th Annual World Family Business Research Conference, Bordeaux, France, June 26-29.*
- Discussant of the paper “Influence of Leadership Behavior of Network Managers on Network Performance” by Ruckdäschel S. at the *Doctoral Workshop on Governance in Comparative Perspectives* organized by the Cisalpino Institute for Comparative Studies in Europe, Dalmine, March 12-13, 2012.
- Chair of the Parallel Session on “Family Relations and Culture” at *IFERA Sicily 2011 11th Annual World Family Business Research Conference, Palermo, Italy, June 28-July 1.*
- Discussant of the paper “TTO Organization in Germany. Much Ado about Nothing?”, by Hülsbeck M., Lehmann E.E., Starnecker A. for the *GITT Workshop on Research and Practice in Technology Transfer, Dalmine, April 8, 2011.*
- Discussant of the paper “Entrepreneurial behavior in high-tech investment as driver of corporate change”, by Giacomini P., Muffatto M. for the *Research Workshop “Technology, Entrepreneurship and Change”, University of Bergamo, Bergamo, Italy, May 7, 2011.*

Other Activities

- Representative of the University of Bergamo at the Italian Family Enterprise Research Academy (ITFERA), 2009-2013.

POPULAR PRESS COVERAGE AND INVITATIONS TO PROFESSIONAL AND POLICY EVENTS

My work has been featured in various media outlets including *Financial Times, Harvard Business Review, The Sun, The Independent, The Mirror, Daily Express, The Conversation, Sky News, Tharawat magazine, Campden FB, Family Capital, Il Sole 24 Ore, RAI 1, We Wealth, Forbes, Nasdaq, Yahoo Finance, CNBC, Reuters, Rai News 24, Credit Suisse thought leadership reports, Business Family, - RAI 3 (the regional channel of Italy's national public broadcasting company, owned by the Ministry of Economy and Finance), TV2000, Il Mondo, Milano Finanza, Corriere della Sera, La Repubblica, L'Impresa, L'Unità, Il Messaggero, Il Giornale, Millionaire, Linkiesta, Il Tirreno, OutdoorGearCoach, Südtiroler Wirtschaftszeitung (SWZ), Patrimonia&Consulenza, Corriere dell'Altro Adige, Corriere Imprese, AltoAdigeTV, Video 33, PrimaDaNoi.it, Bergamo Economia, L'Eco di Bergamo, Bergamo Università, RealBusiness Magazine, Sistemi & Impresa, Bergamo Notizie, Abruzzo Impresa, Technology Forum, Il Corriere Vinicolo, Assicura, Advisor, Il Centro, Legacoop Informazioni, Lancaster Guardian, CQIA Rivista Formazione Lavoro Persona, FFI The Practitioner, Management INK, QS Top MBA, LinC (quarterly magazine on labour economics attached to Corriere della Sera), China Institute for Small and Medium Enterprise (CSME), Premierline Business Insurance, Business Plus Magazine, Local Enterprise Office, CityPulse, Diari de Girona, TheBusinessDesk.com, Capital Insights. My work has been discussed in online family business blogs and forums. For example, my study on family business innovation has been highlighted by the world-renown family business guru John L. Ward in the Family Business Consulting Group blog (<http://www.efamilybusiness.com/blog/?p=1589>). Likewise, my research on innovation in family firms has been featured by the global strategy consulting company KPMG: http://kpmg.co.uk/creategraphics/2015/07_2015/CRT040071/files/assets/basic-html/page-12.html.*

I am also a contributor to the *Harvard Business Review* digital magazine: <https://hbr.org/2016/03/what-big-companies-can-learn-from-the-success-of-the-unicorns>.

I am regularly invited as a speaker to industry groups, business associations, roundtables and think tanks or to give lectures and talks on family business, innovation and entrepreneurship at professional workshops or events including *Hardware Forum 2017, Prader Bank 11th Investment Conference, ESTE Family Business Forum, CNA-Shv event on artisanal firms at Herbstmesse 2016, FARETE* organized by *Legacoop Bologna* and *Unindustria Bologna, StartCup Milano Lombardia, European Families in Business Conference* organized by *Campden Wealth and Institute for Private Investors, SMAU* (the most important Italian practitioners' event

dedicated to innovation and new technologies) and various events organized by the *Chamber of Commerce of Bergamo, Family Business Alliance, Bergamo Sviluppo, Lions Club E. Flaiano, Lions Loreto-Penne, Rotary Club di Lucera, Unicredit Group Export Business School, Gruppo Giovani di Confindustria* (the largest association of young entrepreneurs in Italy) of Pescara, Chieti and Bergamo, *Legacoop Emilia Romagna, Associazione Imprenditori di Ravenna* and *Cardi Editore, Istituto NEXIA*.

I have been invited as keynote speaker at the *Conferenza COFACE Rischio Paese 2017 “Le grandi tendenze dell’economia mondiale”*, Milan, May 25, 2017 (<http://coface.speciali.milanofinanza.it/relatori>).

I served on the judging panel of the *European Families in Business Awards 2015* (<http://www.campdenfb.com/fibawards-2015-judges>), on the panel of the *European Families in Business Awards 2017* (<http://www.campdenfb.com/fibawards-2017-judges>) and on the jury panel of the awards given at the *16th European Families in Business Conference 2019* (<https://www.campdenconferences.com/milan>).

I have been invited by the family enterprise Markas to serve on the *Honorary Jury* dedicated to the *Borsa di studio Mario Kasslatter*, i.e. the scholarship to honor the family firm’s founder Mario Kasslatter.

Two of my articles have been listed in the *World Health Organization (WHO) Covid-19 Research Database*. These articles are titled, respectively:

- “COVID-19 and the future of family business research,” published in the *Journal of Management Studies* and co-authored with E. Rondi.
- “Exogenous shocks and the adaptive capacity of family firms: exploring behavioral changes and digital technologies in the COVID-19 pandemic,” published in *R&D Management* and co-authored with J. Soluk and N. Kammerlander).

RECENT ARTICLES ABOUT MYSELF AND MY RESEARCH (PARTIAL LIST, 2014-2024)

- The High Civic Honour that I received has been featured in *IPescara*: <https://www.ilpescara.it/attualita/ciattè-delfini-d-oro-cerimonia-consegna-2025.html> (October 10, 2025).
- The High Civic Honour that I received has been featured in *Il Centro* in the article “Pescaresità e impegno: Ecco I primi Ciattè d’oro scelti dalla giunta Masci” (October 9, 2025).
- My ‘entrepreneurial family galaxy’ framework and my family business book have been featured in a blog post of *Instituto Empresa De Familia*, in the article “Do Modelo dos Três Círculos à Galáxia Empresarial Familiar: um novo paradigma para a Sucessão e a Prosperidade Transgeracional”: https://empresadefamilia.com.br/do-modelo-dos-tres-circulos-a-galaxia-empresarial-familiar/?fbclid=IwY2xjawMAP79leHRuA2FibQIxMQABHi0GXXNMw0R02hGq7wBpVrY9OwbPc5mn9M8iQWDM_60kIIQsEkAP2cadf6hv_aem_ba-GzTvkzj6AcbvEv0yO1g (August 5, 2025).
- My research on family offices has been featured in *We Wealth*, in the article “Family Office: strategia, tecnologia e umanità al centro”: https://www.we-wealth.com/content/family-office-strategia-tecnologia-umanita?datainvio=8-8-2025&utm_source=email&utm_medium=NewsletterB2C&IDmessage=12195&wwpid=144880 (August 1, 2025).
- The *Lifetime Influence and Impact Award* that I received was featured in the DCU website (July 28): <https://business.dcu.ie/professor-alfredo-de-massis-honoured-with-ferc-lifetime-achievement-award-at-20th-annual-conference/>
- The *Lifetime Influence and Impact Award* that I received was featured in the DCU website (July 28): <https://www.lancaster.ac.uk/lums/news/lifetime-achievement-award-for-family-business-professor>
- Interview on *China Family Business Review* about my research and career: <https://mp.weixin.qq.com/s/1EaxRcSweO38ALdCQId6Yw> (May 28, 2025).
- My research on family business and the “Ambasciatori d’Impresa” initiatives have been featured in *By Innovation* in the article “Ambasciatori d’Impresa – best practices familiari”: <https://byinnovation.eu/ambasciatori-dimpresa-best-practices-familiari/> (May 1, 2025)

- My research on sustainability in Italian family businesses has been featured on *Il Sole 24 Ore* in the article “Pmi familiari e sostenibilità ambientale, gli investimenti maggiori in efficienza energetica”: <https://www.ilsole24ore.com/art/pmi-familiari-e-sostenibilita-ambientale-investimenti-maggiori-efficienza-energetica-AGicZMnD> (March 27, 2025).
- My research on sustainability in Italian family businesses has been featured on *Borsa Italiana* in the article “Imprese: per 50% PMI familiari carenze conoscitive ostacolo primario a sostenibilità”: https://www.borsaitaliana.it/borsa/notizie/radiocor/economia/dettaglio/impres-per-50-pmi-familiari-carenze-conoscitive-ostacolo-primario-a-sostenibilita--studio-nRC_27032025_1700_610169767.html (March 27, 2025).
- My research on sustainability in Italian family businesses has been featured on *Ansa.it* in the article “Pmi privilegiano efficienza energetica e riduzione dei consumi” https://www.ansa.it/sito/notizie/economia/pmi/2025/03/27/pmi-privilegiano-efficienza-energetica-e-riduzione-dei-consumi_bf44a106-5eca-49c0-bfa4-359cbec76794.html (March 27, 2025).
- My research on family offices has been featured on *We Wealth* in the article “Come investono I family office? Al via la quinta edizione del Politecnico di Milano”: https://www.we-wealth.com/voices/family-office-quinta-edizione-osservatorio-politecnico-milano?utm_source=facebook&utm_medium=iscritti_ADV&utm_campaign=GuidaPACinETF&utm_content=DEM-II (March 19, 2025).
- My research has been featured in the article “How middle managers help companies change status”: <https://www.wbs.ac.uk/news/how-middle-managers-change-strategy/> (March 14, 2025).
- Interview on *Il Sole 24 Ore* in the article “Guardare all’impresa come galassia” illustrating the entrepreneurial family galaxy theory that I developed: <https://www.quotidiano.ilsole24ore.com/art.php?t=S24&e=SOLE&i=20250211&artid=2000135> (February 11, 2025).
- Interview on *La Dolce Vita* in the article “Alfredo De Massis: Il leader mondiale del family business ritorna a Pescara”: <https://www.ladolcevita.tv/il-family-business-a-livello-globale/> (January 2025).
- My new book, *The Family Business Book*, has been featured by *Forbes* in the article “6 Leadership Lessons From The Events Of 2024”: <https://www.forbes.com/sites/sallypercy/2024/12/16/6-leadership-lessons-from-the-events-of-2024/> (December 17, 2024).
- My new book, *The Family Business Book*, has been featured in the “Recommended reads” section of *Indian Management*, the journal of AIMA All India Management Association (December 15, 2024).
- Podcast episode on *NewsTalk* about my new book, “The Family Business Book”: <https://www.newstalk.com/podcasts/down-to-business/a-roadmap-to-running-a-family-business> (December 12, 2024).
- My new book, *The Family Business Book*, has been featured by *Elite Business Magazine*: <https://share.coveragebook.com/b/3bf4dd84c9037930> (November 29, 2024)
- Interview about my career and achievements on *Il Centro*, in the article “Affari ed economia, il genio è un pescarese: “Ora porto talenti qui””: <https://www.ilcentro.it/pescara/affari-ed-economia-il-genio-è-un-pescarese-ora-porto-talenti-qui-1.3346747> (November 24).
- Interview for *Pictet* in the article “Alfredo De Massis – Innovare nel solco della tradizione”: <https://www.pictet.com/it/it/insights/innovation-through-tradition> (Novembr 18, 2024). Available also in English here: <https://www.pictet.com/uk/en/insights/innovation-through-tradition>
- My new book, *The Family Business Book*, has been featured by *HR Today*: <https://hrtoday.in/book-reviews/the-family-business-book/> (November 15, 2024).
- Interview on *Imprese e Territorio* in the article “Passaggio generazionale: Che fare se il senior non se ne va”: <https://www.impreseterritorio.org/it/approfondimenti/inchieste/passaggio-generazionale-che-fare-se-il-senior-non-se-ne-va.html> (November 1, 2024)
- My new book, *The Family Business Book*, has been featured by *Family Business United (FBU)* in the article “New Book Looing At Entrepreneurial Families Looking Beyond Business”:

- <https://www.familybusinessunited.com/post/new-book-lookng-at-entrepreneurial-families-looking-beyond-business> (October 25, 2024).
- Video-interview on *Il Sole 24 Ore* in the article “Ambasciatori d'impresa, indagare il family business in Italia”: https://stream24.ilsole24ore.com/video/radiocor/ambasciatori-d-impresa-indagare-family-business-italia/AGqa8fb?refresh_ce=1&fbclid=IwY2xjawGPM3tleHRuA2FibQlxMQABHfIP4CHFO20cYn1Qfdiw1kz8E1avcUJSKUIDSZ7iq0lftn8jsl1109i9Q_aem_LZkFFkdpSkDWvn6ze5l5UA (October 17, 2024).
 - Video-interview on *Il Giornale di Vicenza*: <https://www.ilgiornaledivicenza.it/iniziative/futuro-e-innovazione/video/professor-alfredo-de-massis-1.12469272> (October 15, 2024).
 - Interview in the *Pictet Report* in the section “L'avis de l'expert” in the article “Alfredo De Massis L'innovation à travers la tradition” (No. 33, Autumn 2024).
 - Interview in *L'Arena* in the article “La figlia dell'ottava generazione e il manager ora imprenditore”: <https://www.larena.it/iniziative/futuro-e-innovazione/news/la-figlia-all-ottava-generazione-e-il-manager-ora-imprenditore-1.12469791> (October 18, 2024).
 - Interview in *Business People*, in the article “Family office, terreno fertile in Italia: il mercato sale a 150 milioni di euro”: <https://www.businesspeople.it/business/economia/family-office-terreno-fertile-in-italia-il-mercato-sale-a-150-milioni-di-euro/> (September 24, 2024).
 - Interview in *Bluerating* in the article “Consulenza, tutto sui family office in Italia”: <https://www.bluerating.com/private/821253/consulenza-tutto-sui-family-office-in-italia> (September 24, 2024).
 - Interview in *TopLegal* in the article “Continua la crescita dei family office: in Italia sono 222”: <https://www.toplegal.it/art/continua-la-crescita-dei-family-office-in-italia-sono-222/> (September 24, 2024).
 - Video interview for *We Wealth* on the competences that are currently needed in the world of family offices: <https://youtu.be/esgTMogvtbE> (also available here: <https://vimeo.com/1014819717/b09e1dab77?ts=0&share=copy>).
 - Interview on *We Wealth* in the article “I family office prendono forza, ora servono I professionisti”: https://www.we-wealth.com/news/i-family-office-prendono-forza-ora-servono-i-professionisti?utm_source=facebook&utm_medium=iscritti_ADV&utm_campaign=GuidaPACinETF&utm_content=DEM-II (September 24, 2024).
 - Further media features of the findings from the Observatory on Family Offices in Italy that I co-direct (September 24, 2024):
 - https://www.wallstreetitalia.com/family-office-crescono-in-italia-identikit-dei-professionisti-del-settore/#google_vignette
 - <https://citywire.com/it/news/cresce-il-numero-di-family-office-in-italia-ma-c%C3%A8-carezza-di-professionisti-dedicati-i-neri-dellosservatorio/a2450656>
 - <https://fundspeople.com/it/family-office-nel-2024-neri-in-crescita-per-un-settore-a-caccia-di-competenze/>
 - Interview on *IPescara*, in the article “Family business: il pescarese Alfredo De Massis è lo studioso numero uno al mondo: <https://www.ilpescara.it/attualita/family-business-pescarese-alfredo-de-massis-studioso-numero-uno-mondo.html> (September 23, 2024).
 - Interview on *La Repubblica*, in the section “Beautiful Minds,” in the article “Alfredo De Massis, lo studioso più influente al mondo del family business: “Torno al Sud per fare la differenza”: <https://www.repubblica.it/tecnologia/2024/09/22/news/alfredo-de-massis-lo-studioso-piu-influente-al-mondo-del-family-business-torno-al-sud-per-fare-la-differenza-423509630/> (September 22, 2024).
 - Interview in *Il Sole24Ore* in the article “Family office. Portafogli: c'è meno liquidità e più appetito per il rischio: <https://www.ilsole24ore.com/art/nei-portafogli-family-office-meno-cash-e-piu-appetito-AFfq92yD> (September 21, 2024).
 - My research on the founder's shadow in family firms has been featured in *Cuore Economico*: <https://www.cuoreeconomico.com/aziende-de-massis-unibz-passaggio-generazionale-ostacolato-da-ombra-del-fondatore/>

- Interview on *We Wealth* in the article “Le competenze dei family office: Al via l’edizione 2024 dell’Osservatorio Family Office” <https://www.we-wealth.com/voices/le-competenze-dei-family-office-al-via-ledizione-2024-dellosservatorio-family-office>
- My research on family offices has been featured in *TopLegal*, in the article “Family office, la struttura determina gli investimenti”: <https://www.toplegal.it/art/family-office-la-struttura-determina-gli-investimenti/> (June 27, 2024).
- Three of my recent papers have been featured by *Family Business Audiocast* in the article “Strategic Evolution and Dynamics in Family Enterprises”: <https://www.linkedin.com/pulse/strategic-evolution-dynamics-family-enterprises-family-business-co-toxzc/> (June 25, 2024).
- My research on family offices has been featured in *Dealflower*, in the article titled “I Family office nel 2024: come e dove investono”: <https://dealflower.it/i-family-office-nel-2024-come-e-dove-investono/> (June 11, 2024).
- My research as Co-Director of Italy’s Observatory on Family Offices has been featured in *We Wealth*: <https://www.we-wealth.com/voices/le-competenze-dei-family-office-al-via-ledizione-2024-dellosservatorio-family-office+>
- My research on organizational goals and organizational success featured in *Do Better*, the business magazine by ESADE Business School, in the article titled “A new framework for measuring organizational success”: <https://dobetter.esade.edu/en/measuring-organizational-success> (May 7, 2024).
- My research on organizational goals and organizational success featured in *Do Better*, the business magazine by ESADE Business School, in the article titled “Un nuevo marco para medir el éxito de las empresas”: <https://dobetter.esade.edu/es/medir-exito-empresas> (May 7, 2024).
- Interview on *BusinessNews.gr* about my research and advisory activity in the area of family businesses and family offices: <https://www.businessnews.gr/prosopa/item/283157-alfredo-de-massis-apo-tin-oikogeneiaki-epixeirisi-ston-oikogeneiako-epixeirimatiko-galaksia> (March 7, 2024).
- I have been featured by *We Wealth* in an article on the competences of family offices in Italy: <https://www.we-wealth.com/voices/le-competenze-dei-family-office-al-via-ledizione-2024-dellosservatorio-family-office>
- My research on the competences of family offices, within Italy’s Observatory on Family Offices, has been featured by *We Wealth* in a video: <https://youtu.be/72YXL42bfTs>
- I have been interviewed by *NCFB Nederlands Gilde van Familiebedrijfsspecialisten* in the article “DILEMMA’S VAN FAMILIEBEDRIJVEN IN VERANDERENDE WERELD”: <https://ngfb.nl/dilemmas-van-familiebedrijven-in-veranderende-wereld/> (February 9, 2024).
- I have been quoted in *Sviluppo & Organizzazione*, in the article “Il potere degli incontri” (February 2024, p.10).
- My study on family firms’ workforce practices featured in the Spanish business/economics newspaper *Expansion*: <https://www.expansion.com/economia/2024/02/06/65c1f413e5fdea77548b456d.html> (February 6).
- My research on workforce practices of family firms has been featured in *RH Press* in the article “Las empresas familiares son menos propensas a despedir trabajadores,” <https://www.rhhpress.com/tendencias/58749-las-empresas-familiares-son-menos-propensas-a-despedir-trabajadores> (February 5, 2024).
- My research on workforce practices of family firms has been featured in *The Smart City Journal*, in the article “Las empresas familiares despiden menos a sus trabajadores, según un estudio”: <https://www.thesmartcityjournal.com/es/empresas/las-empresas-familiares-despiden-menos-a-sus-trabajadores-segun-un-estudio> (February 4, 2024).
- My research on workforce practices of family firms has been featured in *Azarplus*, in the article titled “Las empresas familiares despiden menos,” <https://www.azarplus.com/las-empresas-familiares-despiden-menos/> (February 2, 2024).

- My research on workforce practices of family firms has been featured in *MadridActual*: <https://www.madridactual.es/7935857-las-empresas-familiares-despiden-menos-a-sus-trabajadores-segun-un-estudio-de-la-universidad-carlos-iii> (January 31, 2024).
- My research on family business and arts has been featured on the website of *Niederstaetter*, in the article titled “Arte e family business: le opportunità che l’arte ci offre”: <https://www.niederstaetter.it/it/magazine/arte-e-family-business-le-opportunita-che-l-arte-ci-offre/17-2105.html> (January 28, 2024).
- The foreword that I wrote for a new family business book has been featured in *AziendaTop*: <https://aziendatop.it/2024/01/25/io-ti-ho-fatto-e-io-ti-disfo-se-non-cambi/> (January 25, 2024).
- TV interview on *Rete8* in the TV program of Confindustria Abruzzo Medio-Adriatico “EconoMia” about generational cohabitation and delegation: <https://www.youtube.com/watch?v=42jGHLc2Aro> (January 17, 2024). Also available here: <https://confindustriaabruzzoma.it/organizzazione-notizie/117-organizzazione/16190-delega-e-convivenza-generazionale-in-azienda-video-completo-economia-dialoghi-sull-impresa-di-mercoledi-17-gennaio-2024>
- My research on family business sustainability has been featured in *Forbes*, in the article “Sostenibilità, le imprese familiari consapevoli ma ancora disorientate”: <https://forbes.it/2023/12/13/sostenibilita-le-imprese-familiari-consapevoli-ma-ancora-disorientate/> (December 13, 2023).
- My research on family business sustainability has been featured in *Italia Oggi*, in the article “Sostenibilità, le imprese familiari disorientate” (December 13, 2023).
- Interview in *Il Sole 24 Ore* on the key competence for wealth management professionals in the future, in the article “Ecco le competenze chiave per diventare un banker di successo” (December 12, 2023).
- My activities on family business in Sicily featured in *La Discussione* in the article “Una settimana all’insegna del Family Business in Sicilia”: <https://ladiscussione.com/288641/societa/regioni/una-settimana-allinsegna-del-family-business-in-sicilia/> (December 4, 2023).
- Interview in *We Wealth* in the article “Wall Street, perché questi banchieri stanno vendendo le loro azioni”: <https://www.we-wealth.com/news/aziende-e-protagonisti/aziende-e-protagonisti/wall-street-perche-questi-banchieri-stanno-vendendo-le-loro-azioni> (November 16, 2023).
- Featured in *ESG News* in the article “A Roma evento di F.A.B.R.I. su opportunità ESG per le PMI”: <https://esgnews.it/social/a-roma-evento-di-fa-b-r-i-su-opportunita-esg-per-le-pmi/> (November 14, 2023).
- My panel speech on families and businesses featured on *Il Sole 24 Ore* in the article “Ripartire dalle famiglie e dai figli per frenare lo spopolamento” (November 3, 2023).
- Video interview on my research on family offices and impact investing, interviewed by *We Wealth* about the results of the Observatory of Italian Family Offices: <https://youtu.be/v1LtkeHZ0Jo> (October 8, 2023).
- My research on family offices featured on *Il Sole 24 Ore* in the article “Una pepiera e lo stare insieme oltre l’impresa”: <https://www.ilsole24ore.com/art/una-pepiera-e-stare-insieme-oltre-l-impresa-AFj38i8> (October 7, 2023).
- Interview in *Radius*, the economic magazine of South Tyrol, in the article titled “Der Eintritt der „neuen Generation“” (October 5, 2023).
- My research on Italian family offices featured in *We Wealth*: <https://www.we-wealth.com/video/consulenza-patrimoniale/passaggio-generazionale/l-evoluzione-dei-family-office-in-italia-la-nuova-ricerca-del-politecnico-di-milano> (October 5, 2023).
- Interview in *Il Sole 24 Ore*, in the article “Grandi patrimoni, Family office in aiuto quando l’azienda passa di mano (September 30, 2023).
- Interview in the *Family Business Magazine* article titled “Fact or Fiction?”: <https://www.familybusinessmagazine.com/fact-or-fiction> (September, 2023).
- Interview on Rai tre Alto Adige about my career and my research in the area of family business: <https://infojuice.media/permalink/fmqXYWdRqv?show=33985756#> (April 2, 2023).
- Interview on *Nxtgen Nexus* in the article “The many flavors of family business learning”: <https://nxtgennexus.com/the-many-flavors-of-family-business-learning/> (February 22, 2023).

- Interview on the *Journal of Business Management's* Youtube channel on corporate social responsibility in family firms: https://youtu.be/mV_xapNjTzY (January 17, 2023).
- My contribution to the report on climate change and family business has been featured on *GulfIndustry* in the article "Report launched on climate action for family enterprises": <https://gulfindustryonline.com/ArticleTA/405287> (January 16, 2023).
- Video interview as the winner of the "Research Award South Tyrol": <https://www.youtube.com/watch?v=OdQ9-FjNjis>
- I have been featured on the *AltoAdigeInnovazione* as the winner of of the "Research Award South Tyrol": <https://www.altoadigeinnovazione.it/a-christina-antenhofer-e-alfredo-de-massis-i-premi-scientifici-alto-adige> (December 20, 2022).
- I have been featured on *Ansa* as the winner of the "Research Award South Tyrol": https://www.ansa.it/trentino/notizie/qualitaaltoadige/2022/12/19/premi-scientifici-alto-adige-ad-antenhofer-e-de-massis_16e47336-5bec-4974-a541-d41dbe2df995.html (December 19, 2022).
- Video interview on *Video 33* as the winner of the "Research Award South Tyrol": <https://www.video33.it/2022/12/19/un-economista-e-una-storica-i-vincitori-dei-premi-scientifici-alto-adige-2022/> (December 19, 2022). **The video can be watched here:** https://www.video33.it/importedmedia/2022-12-19_0/Filmati/191222/Un%20economista%20e%20una%20storica%20i%20vincitori%20dei%20Premi%20Scientifici%20Alto%20Adige%202022.mov.mp4
- Video interview on *RAI 3*, the regional channel of Italy's national public broadcasting company, as the winner of the "Research Award South Tyrol" (December 19, 2022).
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 - *IL SOLE24ORE* – “Perché i Family Office sono pronti a dare una nuova scossa al private equity” di Lucilla Incorvati; <https://www.ilsole24ore.com/art/perche-family-office-sono-pronti-dare-nuova-scossa-private-equity-AENQyjk>
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- My contribution to a series of events on the challenges of Italian family businesses featured in an article in *Il Sole 24 Ore Norme & Tributi Plus*: <https://ntplusdiritto.ilsole24ore.com/art/nexta-impresefamiliari-otto-incontri-disponibili-on-demand-raccontare-vere-sfide-imprese-familiari-italiane-AExqSyW?fbclid=IwAR1jCVx1hXYy7RZp86bFHWthKIGiEfqsP8En7rpPNVSoTLnvSNbHGWjmo> (July 14, 2021).
- One of my articles on intergenerational brokerage as a new way to manage generational transitions in family firms had been featured in *Parole di Management*: <https://www.paroledimanagement.it/ripensare-il-passaggio-generazionale-gestire-le-sfide-tra-diverse-visioni-in-famiglia/> (June 28, 2022).
- Interview on *Il Sole 24 Ore* about my ongoing research on the transformation of family offices in Italy, in the article “Family office. Al riparo dai tassi bassi con private equity e soluzioni Esg” (June 5, 2021).
- Interview in the economics section (WIKU) of the *Dolomiten*, the oldest and most popular German language newspaper of Alto Adige, in the article “Ehekrise im Unternehmen” about the the effect of family crises on business activities (June 1, 2021).
- Interview on *We Wealth* about my research on the transformation of family offices: <https://www.we-wealth.com/news/aziende-e-protagonisti/family-office/prospettive-internazionali-nuovo-family-office> (May 14, 2021).
- My article in *The Conversation* on “Five things that family businesses must do to survive hard times” has been featured in *Paris Guardian*, *MumbaiNews.net*, *Big News Network*, *Irish Sun*, *Saudi Arabia News*, *Delhi News*, *Central Asia News*, *Vietnam News*, *Chicago Chronicle*, *Arizona Herald*, *Dubai News*, *Canada News*, *Beijing News*, *San Diego News*, *San Francisco News*, *Mexico City News*, *Vancouver Star*, *South America News*, *Amsterdam News*, *Netherlands News*, *South Korea News*, *Bangkok News*, *Spain News*, *Jacksonville News*, *Eminetra News* (May 11):
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- Live interview on *Nexta #Talks* for the “Festival delle imprese familiari” about generational transitions: <https://www.youtube.com/watch?v=JtjVKdvdYEK> (April 22, 2021).
- Interview on *We Wealth* about the findings of my research on family offices in Italy: <https://www.we-wealth.com/it/news/aziende-e-protagonisti/family-office/family-office-ecco-quali-sono-i-nuovi-trend/> (April 21, 2021).
- TV interview in the financial channel “Investire Now” about my research on family offices and the investment strategies of entrepreneurial families in Italy: <https://youtu.be/PDt5hAORLXI> (April 19, 2021).
- Interview in the financial and business magazine *Investire* in the cover article “È il family office il regista del capitalismo familiare” about my research on the transformation of family offices (April 2021).
- My research on four strategies for a successful transition in the family business has been republished in *The Canadian Press*, Canada’s main national newspaper: <https://nationalpost.com/pmn/news-pmn/the-future-of-the-family-business-four-strategies-for-a-successful-transition> (April 16, 2021).
- My research on four strategies for a successful transition in the family business has been republished in *Canadian Inquirer*, <https://www.canadianinquirer.net/2021/04/16/the-future-of-the-family-business-4-strategies-for-a-successful-transition/> (April 16, 2021).
- The series of guest lectures that I organize on “Management Challenges for Family businesses in the Post-Covid Global Economy” has been featured in *Südtiroler Wirtschaftszeitung*: <https://swz.it/online-vortragsreihe-rund-um-familienunternehmen/> (March 26, 2021).

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- My research on the effects of the Covid-19 pandemic on family firms has been featured in *Il Cigno Bianco*: <https://www.ilcignobianco.com/2021/03/family-business-perche-sono-tempi-difficili/> (March 25, 2021).
- The series of guest lectures that I organize on “Management Challenges for Family businesses in the Post-Covid Global Economy” has been featured in *Sudtirol News* in the article “In Pandemie-Zeiten Online-Veranstaltungen zu Familienbetrieben”: <https://www.suedtirolnews.it/unterhaltung/kultur/online-veranstaltungen-zu-familienbetrieben> (March 21, 2021).
- TV interview on Rete8 in the program “In Cronaca” about my background, research, education and consulting activities, entrepreneurship and the relaunch of Italy’s economy after the current pandemic: <https://youtu.be/InRO02lYwq0> (From minute 10’09” – March 16, 2020).
- TV interview on Rete8 in the TV program of Confindustria Chieti-Pescara “EconoMia” about the present and the future of family enterprises: https://youtu.be/Obh_Qu-P0VY?list=PLDddtD-LF1g5X8BJW7_dD3k4KoSdp-0un (March 15, 2020). Also available here: <https://confindustriachpe.it/sviluppo-d-impresa-notizie/21-sviluppo-d-impresa/12333-presente-e-futuro-delle-imprese-familiari-il-video-di-economia-dialoghi-sull-impresa-dell-15-marzo-2021>
- The preliminary results of my collaborative research on family offices featured in *FundsPeople.com* in the article “Tutto quello che c’è da sapere sui family office italiani”: <https://fundspeople.com/it/tutto-quello-che-ce-da-sapere-sui-family-office-italiani/> (March 12, 2021).
- Interview on *Il Sole 24 Ore* about my collaborative research on family offices in the article “Family office italiani al giro di boa”: https://www.ilssole24ore.com/art/family-office-italiani-giro-boa-ADZ5VyOB?fbclid=IwAR24AxUapaRC1e_96_OdO8JmpDpvTWabl5-kx6jr8i4FpDI4bVOE-e-5k5g (March 10, 2021).
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- TV interview in the Orf1 programme on “Pandemie und Wirtschaft- Alltag mit Schranken”: <https://infojuice.media/permalink/RNgeNzC?show=25311575#> (March 10, 2021).
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- Featured in *Parole di Management* for my study’s findings revealing a higher resilience of family firms during crises: <https://www.paroledimanagement.it/la-ripresa-parte-dalla-manifattura/> (March 5, 2021).
- Interview on the Italian management newspaper *Parole di Management* in the article “La lezione di anti-fragilità delle imprese familiari” about the resilience of family businesses and some results of the Italian observatory of family enterprises: <https://www.paroledimanagement.it/la-lezione-di-anti-fragilita-delle-imprese-familiari/> (March 4, 2021).
- Interview on *FamilyBusiness.org* in the article “Listen to the experts: How family firms are surviving the pandemic,” on some piece of advice for family business owners and managers to deal with the current Covid-19 pandemic: <https://familybusiness.org/content/listen-to-the-experts-how-family-firms-are-surviving-the-pandemi> (February 19, 2021).
- Interview on *Corriere dell’Alto Adige* in the article “Alfredo De Massis, Tradizione e apertura, ecco la ricetta,” on the future of the regional economy and how to leverage tradition and innovation for the economic and socioemotional prosperity of the territory (February 3, 2021).
- Interview on *L’Avvenire* in the article “Un patto generazionale per valorizzare il capitale umano” on the next generation and the issue of generational transitions: <https://www.avvenire.it/economia/pagine/ucid-milano-networking-room> (February 2, 2021).
- My study on perceived parental behaviors and next-generation engagement in family firms featured in *The Sydney Morning Herald*: <https://www.smh.com.au/national/don-t-talk-about-work-how-family->

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- Interview broadcasted on Italy's national TV Channel, *RAI Radiotelevisione Italiana*, in the program "Officina Italia" (TGR) about generational transitions and family business issues for Italian family firms: <https://www.rainews.it/tgr/rubriche/officina-italia/video/2021/01/ContentItem-5eaf4891-061c-4084-a5bc-439c7fbfdd2a.html> (January 9, 2021).
 - Featured in *puntoZIP*: <https://www.puntozip.net/oggi-in-tv-su-rai3-tgr-officina-italia-aziende-di-padre-in-figlio/> (January 8, 2021).
 - Interviewed in *PALIFE* in the article "Almost a quarter of business owners have employed relatives in recent months" about my research on the resilience of family firms: <https://palife.co.uk/in-depth/almost-a-quarter-of-business-owners-have-employed-relatives-in-recent-months/> (January 7, 2021).
 - My research on Europe's innovation champions published by the European Commission has been featured in *Industria Italiana*: <https://www.industriaitaliana.it/mesap-cluster-fabbrica-intelligente-e-novia-manifattura-industria/> (December 23, 2020).
 - Interview broadcasted on the TV channels *Sky*, *BFC* and *Tivùsat* in the TV Program "Forbes Leaders" on family businesses, generational transitions and Italy's economy: <https://bfcvideo.com/2020/12/02/forbesleader-puntata-81/> (December 2, 2020).
 - Interview in *Sky TG24*: <https://infojuice.media/permalink/sbkzokL?show=23786072#> (December 2, 2020).
 - Interview in the Apple Podcast series led by Prof. Mat Hughes on "Covid-19 Challenges for Family Businesses and Capitalizing on Resilience": <https://podcasts.apple.com/gb/podcast/covid-19-challenges-for-family-businesses-capitalizing/id1528992091?i=1000501160224> (December 2, 2020).
 - Interview in the article "La resilienza delle imprese familiari" published in *Manufatto*, the magazine of South Tyrol's economy (December 2020, pp. 40-44).
 - Interview in the article "Wie resilient sind Familienunternehmen?" published in *Manufakt, Fachzeitschrift für die Südtiroler Wirtschaft* (December 2020, pp. 40-44).
 - Interview in the article "Le aziende familiari: come poter gestire la successione" on *Il Messaggero* (November 30, 2020).
 - Different interviews in *Corriere*, *CNA*, etc. on the lecture that I gave to the *Italian Association of Firms in the Craft Industry (CNA)* on managing generational transitions: <https://corrieredirieti.corr.it/news/rieti/25389482/rieti-futuro-imprese-familiari-diretta-facebook-cna-rieti-professor-alfredo-de-massis-2-dicembre.html> ; <http://www.frontierarieti.com/cna-rieti-si-discute-di-aziende-familiari-con-il-professor-de-massis/> ; <http://www.formatrieti.it/cna-imprese-familiari-e-passaggio-generazionale> ; <https://www.rietivetrina.it/cna-rieti-mercoledi-2-dicembre-la-diretta-facebook-sulla-successione-dimpresa/> ; <http://www.frontierarieti.com/cna-rieti-si-discute-di-aziende-familiari-con-il-professor-de-massis/> ; <https://www.cna.it/successione-dimpresa-come-affrontarla-al-meglio/> (reporting some of the articles appeared in the press on November 30 and December 1).
 - Interview broadcasted on the TV channel of the European Commission during the *SME Assembly 2020*, the most significant event for small and medium-sized enterprises (SMEs) organized by the EU Commission in Europe: https://youtu.be/yWWMCoVtW_g (November 17).
 - Interview on the bank magazine *Firmenberatung* in the article "Branche & Markt: News für Ihr Firmenkundengeschäft" about my speech at the International Roundtable on SMEs (November, 2020).
 - Interview on *Salto.bz* about my career and experience as one of the youngest Italian full professors and one of the most influential family business professors: <https://www.salto.bz/de/article/11112020/die-gewonnene-musterklage> (November 14, 2020).
 - Interviewed at "*L'Italia in Fabbrica*" *Parole di Management* for a podcast on family businesses, Italy's economy and generational transitions: <https://www.paroledimanagement.it/litalia-in-fabbrica-il-passaggio-generazionale-nelle-imprese-familiari/>; <https://www.youtube.com/watch?v=UX0xbiqMpX8> (November 8, 2020).

- Featured by *The Family Business Network* as one of the speakers at the Global Family Business Learning Symposium: <https://fambiznet.co.uk/2020/11/04/the-family-business-network-launches-global-online-learning-event/> (November 4, 2020).
- Video interview at the "Family Fridays" Family Business Day on "What can strategic management learn from family business research?": <https://researcheracademy.elsevier.com/workshop/b00c34a3-333b-4db6-81c6-9e7356d63d17> (October 30, 2020).
- Featured in a *Youtube* video prepared by Lancaster University among the UK experts who advise government on life beyond Covid-19: <https://youtu.be/9RPPcDb7rHTM> (October 23, 2020).
- Interview in *Corriere della Sera* (Nuvola del Lavoro) about generational issues in Italy: <https://nuvola.corriere.it/2020/10/14/e-nato-un-osservatorio-sulle-generazioni-per-risolvere-i-problemi-dentro-le-aziende/> (October 14, 2020).
- Interview on *LaEmpresaFamiliar.com* about my research-led perspective on family business consulting and advisory and the key challenges that family business consultants cannot ignore: <https://www.laempresafamiliar.com/actualidad/los-desafios-que-los-consultores-de-empresa-familiar-no-pueden-ignorar/> (October 9, 2020).
- Featured as one of the experts who have advised the UK government on life beyond Covid: <https://www.lancaster.ac.uk/news/lancaster-experts-advise-government-on-life-beyond-covid> (October 6, 2020).
- Feature in the *Lancaster Guardian* about the advice to the UK government on the implications of the Covid-19 pandemic in the next two to five years: <https://www.lancasterguardian.co.uk/education/lancaster-university-experts-advise-government-life-beyond-covid-2994579> (October 6, 2020).
- Feature in *The Visitor* about the advice to the UK government on the implications of the Covid-19 pandemic in the next two to five years: <https://www.thevisitor.co.uk/education/lancaster-university-experts-advise-government-life-beyond-covid-2994579> (October 6, 2020).
- The newly established observatory on generations that I have launched has been featured in the business magazine *Millionaire*, in the article "Nasce l'Osservatorio sulle generazioni" (October, 2020).
- Insights from my research on the implications of the Covid-19 pandemic have been featured on the website of the UK Parliament: <https://post.parliament.uk/life-beyond-covid-19-what-are-experts-concerned-about/> (September 30, 2020).
- Featured in *Südtiroler Wirtschaftszeitung* (SWZ), in the article "Alfredo De Massis im Talent Club": <https://swz.it/alfredo-de-massis-im-talent-club/> (September 25, 2020).
- Interview in *Linkiesta* on the topic of family business intergenerationality, together with Elena Zambon, President of Zambon, and Marta Basso, Co-Founder of Generation Warriors: https://www.linkiesta.it/2020/09/impres-familiari-coronavirus-giovani-lavoro-generation-warriors/?fbclid=IwAR28KiSTZYSYmmzBmJE_ErAJI-wfeyzJNA781rC5_cKay7WHrdzgiYacQWQ (September 3, 2020).
- Interview for *Corriere dell'Alto Adige* on my recent research conducted with Sant'Anna University about how start-up have reacted to the Covid-19 pandemic in the article "Scelte anti-convenzionali, così le startup superano la crisi": <http://www.pressreader.com/italy/corriere-dellalto-adige/20200903/281758451685440> (September 3, 2020).
- Interview for Rai Alto Adige on family firms, how they reacted to Covid-9 and its social and economic reverberations, and the importance of family firms for Italy's future: <https://infojuice.media/permalink/gCwrwE?show=22479197#> (August 31, 2020).
- Interview in *Pustertaler Zeitung* in the article "Der digitale Generationswechsel" on my funded research project on digital transformation of family firms and the generational transition to Millennials (August 27, 2020).
- Interview in *The Sun* – the second tabloid newspaper in English language with the largest circulation worldwide – about my research on Covid-19 and family business in the article "FAMILY AFFAIR Quarter of bosses have employed relatives in recent months sparking revival of traditional family businesses":

<https://www.thesun.co.uk/news/12491298/business-owners-relatives-quarter-bosses-recruitment/>
(August 25, 2020).

- Interview in *The Independent* about my research on the effect of the Covid-19 pandemic on family firms and their resilience: <https://www.independent.co.uk/news/uk/home-news/coronavirus-family-run-business-lockdown-relatives-a9687771.html> (August 25, 2020).
- Interview in the *Daily Mirror* about my research on the effect of the Covid-19 pandemic on family firms and their resilience: <https://www.mirror.co.uk/news/uk-news/coronavirus-lockdown-sparks-revival-family-22577046> (August 25, 2020).
- Interview in *Daily Express* about my research on the effect of the Covid-19 pandemic on family firms and their resilience: <https://www.express.co.uk/news/uk/1327159/quarter-businesses-employ-relative-family> (August 25, 2020).
- Interview in *Yahoo finance* about my research on the effect of the Covid-19 pandemic on family firms and their resilience: <https://uk.finance.yahoo.com/news/coronavirus-quarter-professionals-employed-relatives-135844550.html> (August 25, 2020).
- Interview in *CCRN Magazine* about my research on the effect of the Covid-19 pandemic on family firms and their resilience: <http://www.ccrmagazine.com/keeping-it-in-the-family/> (August 25, 2020).
- Interview on the online news distributor *SWNS Digital* about my research on the resilience of family firms during the pandemic: <https://www.swnsdigital.com/2020/08/almost-a-quarter-of-business-owners-have-employed-relatives-in-recent-months-sparking-a-revival-of-traditional-family-businesses/> (August 25, 2020).
- Interview in *Head Topics* about my research on the effect of the Covid-19 pandemic on family firms and their resilience: <https://headtopics.com/uk/a-quarter-of-professionals-hired-their-relatives-during-lockdown-15216014> (August 25, 2020).
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- Interview in *Yahoo news* about my research on the effect of the Covid-19 pandemic on family firms and their resilience: https://uk.news.yahoo.com/coronavirus-quarter-professionals-employed-relatives-135844550.html?guccounter=1&guce_referrer=aHR0cHM6Ly9jb250ZW50bGlua3MucHJlY2l2ZS5jby51ay9Qcm9jZXNzVVJMLmFzcHg_SUQ9NTUzMjk5OTgx&guce_referrer_sig=AQAAAHLHyO59rWCT9E52zqdfhHjFSOr-CKQ38-XPmgiuMzyGATUkbi92oRG0hJ138hxBPMAD0pgycuexDQUHdWH17itS2cVtpAaKnLomc3_ZYS2xWzNZJTnW0fSPhtuelkpygpuRXItRqxR5B4MbghTkIbJZSAKs4XexQFaySxijy9H (August 25, 2020).
- Interview on *Funding Circle's* website (an organisation that offers loans for SMEs around the world), discussing some newly commissioned research which reveals a quarter of family businesses have employed relatives recently: <https://corporate.fundingcircle.com/media/press-releases/keeping-it-family> (August 25, 2020).
- Interview in *Alto Adige* in the article “La dimensione digitale versa sfida per le aziende” about digital transformation, big data, generational transitions and family business: <https://www.altoadige.it/economia/la-dimensione-digitale-vera-sfida-per-le-aziende-1.2394428> (July 28, 2020).
- Interview in *Sudtirol News* in the article “Generationswechsel und Industrie 4.0” on the new interdisciplinary 3-years research grant received by the Unibz Centre for Family Business Management to study Millennials, digital transformation and generational transitions in family firms: <https://www.suedtirolnews.it/wirtschaft/generationswechsel-und-industrie-4-0> (July 23, 2020).
- Interview in *der Vinschger* in the article “Generationswechsel und Industrie 4.0: Startschuss für dreijähriges Forschungsprojekt mit Südtiroler Unternehmen” on a new interdisciplinary 3-years research grant aimed to study Millennials, digital transformation and generational transitions in family firms:

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 - Interview on *Funding Circle* on some points business owners need to consider when thinking of transitioning the business to the next generation: <http://resources.fundingcircle.com/how-to-transition-a-family-business-to-the-next-generation/> (September 23, 2020).
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- Interview on *Vertical Innovation* about the educational offering of the Free University of Bozen-Bolzano in the area of family business and succession management: <http://verticalinnovation.it/it/news/Ciclo-di-incontri-Family-Business> (March 15, 2019).
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- Interview on the Italian news paper *Repubblica* about my move back to Italy: http://www.repubblica.it/cronaca/2016/06/11/news/alfredo_de_massis_ero_fuggito_via_ora_torno_indietro_il_paese_migliora_-141780840/ (June 11, 2016).
- The Family Firms Institute's (FFI) online publication *The Practitioner* featuring my research on family governance and new product development in family SMEs: <https://ffipractitioner.org/2016/06/08/family-governance-at-work-organizing-for-new-product-development-in-family-smes/> (June 8, 2016)
- Interview on the business magazine *Millionaire* about the family business Dyson and the market launch of a supersonic hair dryer: <http://www.millionaire.it/james-dyson-lancia-sul-mercato-un-phon-da-58-milioni-di-sterline-e-diventa-sempre-piu-come-steve-jobs/> (May 2, 2016).
- Interview on Alto Adige: <http://altoadige.gelocal.it/bolzano/cronaca/2016/06/11/news/insegnera-alla-lub-il-prof-ordinario-piu-giovane-d-italia-1.13647477> (June 11, 2016).
- Video interview for *Reuters* about the new product launched by the family firm Dyson and similarities between the vacuum company and Apple: <https://vimeo.com/164555898> (April 29, 2016). The interview has been broadcast on various TV networks including TRT World.
- Interview in the *Financial Times* about couples in business, reported in the article “Couples choose to keep it all in the family” featuring a survey that I did on family co-preneurship: <http://on.ft.com/1QmO6KI> (March 3, 2016).
- Interview on Family-Driven Innovation published in *Tharawat magazine*, one of the leading magazines for family business leaders and experts: <http://www.tharawat-magazine.com/grow/family-business-driven-innovation> (January 25, 2016).
- Interview on “The three questions in family-driven innovation” published in *Family Business Magazine*: <http://www.familybusinessmagazine.com/three-key-questions-family-driven-innovation-0> (January 1, 2016).
- Practice-oriented article on *Business Family* featuring my California Management Review study on family-driven innovation: <http://www.businessfamily.london/stories/how-to-institutionalise-innovation-its-all-about-good-governance> (December 17, 2015).
- Interview as family business expert in *Campden FB* on the new growth equity fund set up by the Italian government to invest in and support family firms, and help them go public: <http://www.campdenfb.com/article/italian-state-lender-set-equity-fund-family-businesses> (December 16, 2015).
- Interview on “Family business and the challenges of leadership succession” in the Special Feature on Family Business of *Lancashire Business View*, a widely read business magazine in UK (Issue 65, November/December, 2015).
- Interview on family business goals and innovative thinking published in *Capital Insights* (September 2015, Issue 14, pp. 46-47). [http://www.ey.com/Publication/vwLUAssets/ey-capital-insights-issue-14/\\$FILE/ey-capital-insights-issue-14.pdf](http://www.ey.com/Publication/vwLUAssets/ey-capital-insights-issue-14/$FILE/ey-capital-insights-issue-14.pdf)
- Interview on the findings of my study on divorces and factors preventing succession in family business for Family Business supplement of *The Business Desk* (July, 2015):

http://businessdesk.s3.amazonaws.com/_files/documents/jul_15/businessdesk__1435929127_HG1736_NW_Family_Business4.pdf

- Interview as family business innovation expert in the Catalan daily newspaper *Diari de Girona*, with the article: “Alfredo De Massis: La successió en una empresa familiar pot actuar com a catalitzador de la innovació” (May 16, 2015).
http://www.udg.edu/Portals/88/CEFamiliar/DdG_16_05_15_La%20successió%20en%20una%20empres a%20familiar%20pot%20actuar%20com%20a%20catalitzador%20de%20la%20innovació.pdf
- Interview as an internationally renowned full professor in the field of family business, reported in the business magazine *Millionaire* (May 5, 2015, p. 94). <http://millionaire.it/ricercatore-in-italia-al-top-della-carriera-in-uk/>
- Interview on how the digital revolution is changing the way family businesses operate, reported in the article “Bridging the digital divide” published in *Campden FB*, issue 63, April 2015, the magazine distributed to families of significant wealth and people linked to their offices. <http://www.campdenfb.com/article/bridging-digital-divide-how-next-gens-can-help-their-family-business-get-online> (April 30, 2015)
- Interview as an internationally renowned young professor in the field of family business, reported in an article of *Il Sole 24 Ore*, Italy’s leading business, economic and financial daily newspaper, entitled “Italia addio, vado all’estero a insegnare: i segreti del successo di 3 giovani prof”: <http://www.ilsole24ore.com/art/impresa-e-territori/2015-04-26/vado-all-estero-insegnaresegni-particolari-eta-inferiore-36-anni-164912.shtml?uuid=ABMYXDWD&nml=2707#navigation>
- Interview as keynote speaker on innovation in family firms, reported on the website of Ireland’s DCU Centre for Family Business (April 9, 2015): https://www.dcu.ie/centre-for-family-business/news/CFB_hold_innovation_family_firms_themed_event.shtml
- Viewpoint on how policy makers can help family firms, published in *Family Capital*: <http://www.famcap.com/articles/2015/3/30/viewpoint-how-policymakers-can-help-family-firms> (March 31, 2015).
- Interview on disruptive innovation and succession planning in family business reported in an article published in *Premierline Business Insurance*: <http://www.premierline.co.uk/knowledgecentre/blog/2015/3/disruptive-innovation-and-succession-planning-in-family-business> (March 27, 2015).
- Interview in *Campden FB* on the recent petition by some of Italy’s largest institutional investors against Matteo Renzi’s reform of “loyalty shares”, and how repeal of the law will affect family businesses that are partially listed: <http://www.campdenfb.com/article/italian-government-back-tracks-loyalty-shares>
- Interview on the secrets to growing a successful family business reported in an article published in *Premierline Business Insurance*: <http://www.premierline.co.uk/knowledgecentre/blog/2015/3/the-secrets-to-growing-a-successful-family-business> (March 19, 2015)
- Judging panel of the *European Families in Business Awards 2015*: <http://www.campdenfb.com/fibawards-2015-judges>
- *Tharawat magazine* article featuring my research conducted with Josip Kotlar on learning resources for family business education: <http://www.tharawat-magazine.com/en/family-business-articles/education/2060-learning-resources-for-family-business-education> (January, 10, 2015).
- Viewpoint on disruptive innovation in family business, published in *Family Capital*: <http://www.famcap.com/articles/2014/12/14/viewpoint-alfredo-de-massis-on-disruptive-innovation>
- Research article featured in the Chinese Institute for Small and Medium Enterprise of the College of Small and Medium Enterprises (CSME) in China: <http://csm bri.ac.cn/index.php?m=content&c=index&a=show&catid=50&id=834>
- Practice-oriented point of view article on disruptive innovation in the family enterprise, which has been published in the November 2014 issue of *Tharawat magazine*: <http://www.tharawat-magazine.com/en/family-business-issue-24/2039-why-family-businesses-disrupt-or-not>

- *LUMS Ambassador Magazine* 2014 article featuring my role and activities within the Centre for Family Business of Lancaster University Management School: http://issuu.com/lumsalumni/docs/92384_lums_ambassador2014_v6_lr_web/0%206-11-2014
- Article on *Campden FB* reporting my point of view on the tax probe on the family firm Prada and the implications for family business reputation, based on an interview that I did yesterday: <http://www.campdenfb.com/article/italian-family-business-reputations-largely-unscathed-prada-tax-probe>
- Interview on young generations and leadership published in *LinC*, the magazine on business and labor economics distributed with the Italian newspaper *Corriere della Sera* (October 4, 2014): <http://www.lincmagazine.it/Magazine/2014/03/files/assets/basic-html/page20.html>
- SAGE practitioners' management blog – *Management INK* article discussing the practical implications of my academic article titled “Firm Philanthropy in Small and Medium-Sized Family Firms: The Effects of Family Involvement in Ownership and Management” published in *Family Business Review* in 2014 (with G. Campopiano and F. Chirico): <http://managementink.wordpress.com/2014/07/18/implications-for-theory-and-practice-of-philanthropy-in-family-businesses/>
- Article published in *Campden FB*, reporting my point of view on the sale of the Italian family-owned company Indesit to the US-based multinational Whirlpool and how this string of buyouts is changing the family business landscape and nation's economy: <http://www.campdenfb.com/article/indesit-sale-could-be-wake-call-italy-support-family-businesses#.U8e3zglkDlq.twitter>
- The Family Firms Institute's (FFI) online publication *The Practitioner* featuring my research on firm philanthropy in family firms: <http://ffipractitioner.org/2014/09/24/research-applied-fbr-summaries-for-the-practitioner-3/> (September 24, 2014)
- *Tharawat magazine* mentioning the new ENTR509 Family Enterprise Management module that I developed at Lancaster University: <http://www.tharawat-magazine.com/en/family-business-blog/community/2020-lums-introduces-a-new-course-family-enterprise-management>
- *Tharawat magazine* reporting on the First Annual Meeting of the Centre for Family Business that I convened at Lancaster University: <http://www.tharawat-magazine.com/en/family-business-articles/education/1998-lancaster-centre-for-family-business-builds-bridges-between-academia-and-the-business-community>
- Interview on *QS TOP MBA* reporting my point of view on how an Executive MBA can help family business owners and managers get the skills and knowledge needed to manage family firms' distinctive challenges: <http://www.legacy.topmba.com/mba-programs/executive/choosing-emba/maximizing-potential-family-business-executive-mba>
- *Lancaster Guardian* featuring the interactive workshop for family-run businesses that I co-convened at the Centre for Family Business of IEED/Lancaster University: <http://www.lancasterguardian.co.uk/news/business/interactive-workshop-for-family-run-businesses-1-6496836> - March 15, 2014
- Interview on *Campden FB* on family business hiring/firing responses to revenue fluctuations based on the results of a study that I recently did with Massimo G. Colombo, Cristina Rossi-Lamastra, Evila Piva and Mike Wright: <http://www.campdenfb.com/article/italian-family-businesses-reluctant-expand>
- Article entitled “Heads of family businesses help guide future research” reporting on the family business event that I convened at Lancaster University: <http://www.lancaster.ac.uk/lums/news/heads-of-family-businesses-help-guide-future-research>
- Article entitled “In the feet of the ancestors” featuring my FERC 2014 paper that was awarded the 'best practitioner-focused paper award': <http://www.lancaster.ac.uk/lums/research/research-showcase/in-the-feet-of-the-ancestors/>

PAST RESEARCH FELLOWSHIPS (AWARDED IN A PUBLIC COMPETITION)

December 2006 – **POLITECNICO DI MILANO, DEPARTMENT OF MANAGEMENT ENGINEERING – MILAN, ITALY**
 February 2007 Research Fellow.

- June 2005 – UNIVERSITY OF MILANO-BICOCCA, DEPARTMENT OF BIOTECHNOLOGIES AND BIOSCIENCES
November 2006 – MILAN, ITALY
Research Fellow.
- May 2004 - May 2005 POLITECNICO DI MILANO, DEPARTMENT OF MANAGEMENT ENGINEERING – MILAN, ITALY
Research Fellow.

FUNDED RESEARCH GRANTS/SCHOLARSHIPS

- July 2023 **NATIONAL PUBLIC RESEARCH PROGRAM PRIN (“PROGRAMMI DI RICERCA SCIENTIFICA DI RILEVANTE INTERESSE NAZIONALE”)**
Research grant assigned in a public competition by the Italian Ministry of Education, University and Research (“Ministero dell’Istruzione, dell’Università e della Ricerca”), awarded €68,927 for the Free University of Bozen-Bolzano, then transferred to the D’Annunzio University of Chieti-Pescara as I moved (Euro 288,955 for the overall project involving 3 Italian universities)
I serve as leader of the Unich (formerly Unibz) team. Coordination of a collaborative, international, two-year research project entitled “Tradition-driven Innovation: Historical and cultural heritage as a source of innovation for Italian firms”, within the framework of the European Union’s Horizon 2020 Program.
- July 2022 **NOI TECHPARK SCHOLARSHIP**
Research grant of € 80,000 given by the NOI Techpark to conduct research on innovation management through the recruitment of a postdoc resource working with me and Prof. Emanuela Rondi on this topic.
- October 2022 **INTERDISCIPLINARY PROJECT FUNDED BY UNIBZ**
Research grant of € 120,000 for an interdisciplinary research project titled “Contracts, technical standards and certification systems for the effective development of sustainable economic relationships (SUSTCOTEHCERT)” involving the law, management, and science & technology faculties. I am the coordinator of the management stream.
- June 2021 **ULYSSES PROJECT**
Research grant of € 28,280 awarded through the Erasmus+ framework to conduct some family business case studies.
- April 2021 **MANAGING SUCCESSION IN FAMILY BUSINESS**
Research grant of € 40,000 given by the Chamber of Commerce of Bozen-Bolzano for a research and dissemination project on the management of succession in family firms. I am the principal investigator coordinating the team.
- July 2020 **INTERDISCIPLINARY PROJECT FUNDED BY UNIBZ**
Research grant of € 173,000 for an interdisciplinary research project titled “Mastering the digital transformation in the family business: Getting ready for the Millennial generation” (MASTERMIL) involving the management and science and technology faculties as well as the Italian Association of Family Enterprises (AIDAF) and the Chamber of Commerce of Bozen-Bolzano. I am the principal investigator coordinating the team.
- September 2019 **RESEARCH ON INNOVATION PROCESSES OF FAMILY FIRMS**
Research commissioned by Bonfiglioli Consulting, a management consulting company in Italy, awarded € 5,000 for an applied research project on innovation

processes in Italian family firms.

- September 2019 **INTERDISCIPLINARY PROJECT FUNDED BY UNIBZ**
Research grant of € 145,500 for an interdisciplinary research project on family business succession titled "Handing over the family business to the next generation and the succession law in Europe and involving the management, law and sociology faculties. I am the coordinator of the management stream.
- February 2018 **RESEARCH ON FAMILY BUSINESS SUCCESSION AND ACTIVE RETIREES IN SOUTH TYROL CRAFT BUSINESSES**
Research commissioned by CNA-LVH (Confartigianato Alto Adige), the national association of craft businesses, awarded € 32,900 for an applied research project aimed to investigate the succession problems among craft businesses in South Tyrol ("PASSA - Pensionati Attivi e Strumenti di Successione delle imprese Artigiane"). I am the principal investigator coordinating the team.
- December 2017 **FAMILY FIRMS: GOVERNANCE, MANAGEMENT, AND PERFORMANCE**
Grant from the Autonomous Province of Bozen-Bolzano, awarded €300,000 for a research project on family business governance, management and performance conducted by the Unibz Centre for Family Business Management. I am the principal investigator coordinating the team.
- December 2017 **RESEARCH ON FAMILY BUSINESS MANAGEMENT**
Grant from the family firm Forever Living Products Italy, awarded €5,000 for a research project on family business innovation conducted by the Unibz Centre for Family Business Management.
- August 2016 **RESEARCH ON FAMILY INVOLVEMENT AND INNOVATION IN SMEs: A HUMAN RESOURCE MANAGEMENT PERSPECTIVE**
Research grant from the Research and Development Management Association (RADMA), awarded £52,500 for a research on the organizing tensions engendered by product innovation on human resource management in SMEs.
- September 2015 **RESEARCH ON THE ANTECEDENTS OF RESILIENCE IN INTERNATIONAL R&D ALLIANCES: A MULTI-LEVEL AND LONGITUDINAL PERSPECTIVE**
Research grant from the Research and Development Management Association (RADMA), awarded £20,500 for a research on the R&D alliances formed by UK and China SMEs under the Lancaster China Catalyst Programme.
- May 2015 **RESEARCH ON FAMILY INFLUENCE, INNOVATION AND R&D ALLIANCES**
Research grant from the private family-owned company MGF Ltd, awarded £45,000 (£15,000 per academic years 2015, 2016, 2017) for a research on the effects of family influence on innovation and R&D alliances.
- March 2015 **RESEARCH ON FAMILY BUSINESS ENTREPRENEURSHIP**
Research grant from the Institute for Family Business, a not-for-profit membership organisation that supports and represents the UK's thriving family business sector, awarded £17,089 (to be split among project team members from Imperial College, Lancaster University, and Durham University).
First large-scale survey of of UK family firm to examine their entrepreneurial orientation, innovation and performance.
- February 2015 **RESEARCH ON ENTREPRENEURIAL ORIENTATION AND INNOVATION IN PRIVATE FAMILY FIRMS IN THE UK**
Research grant from the Institute for Family Business, a not-for-profit membership organisation that supports and represents the UK's thriving family business sector,

awarded **£19,650** (to be split among project team members from Imperial College, Lancaster University, and Durham Business School).

Quantitative investigation (survey) of innovation and entrepreneurial orientation in the context of family business.

- February 2015 **BANCO DE SANTANDER – UNIVERSITAT DE GIRONA GRANT FOR INTERNATIONAL VISITING SCHOLARS**
*Research grant from the Santander Group and the Universitat de Girona, awarded **£1,500** for a visiting and research period at the Universitat de Girona.*
- January 2015 **RESEARCH ON THE EFFECTS OF STRATEGIC OBJECTIVES AND ACTIONS ON VALUE CREATION**
*Research grant from the Research and Development Management Association (RADMA), awarded **£27,500** for a research on innovation-related topics conducted by one of my PhD students.*
- June 2014 **LUMS RESEARCH PUMP PRIMING RESEARCH GRANT SCHEME**
*Research grant from Lancaster University Management School, awarded **£5,000** for a research proposal, co-authored with Josip Kotlar, entitled “Innovation through tradition: Learning from family businesses”.*
- March 2014 **RESEARCH ON BRANDING THE FAMILY BUSINESS**
*Research grant from the Institute for Family Business, a not-for-profit membership organisation that supports and represents the UK's thriving family business sector, awarded **£19,600** (to be split among project team members from Kennesaw State University, Lancaster University, University of Strathclyde and Witten/Herdecke University).*
Multi-method investigation of the antecedents, means, consequences and measurement of family business brand promotion.
- March 2012 **NATIONAL PUBLIC RESEARCH PROGRAM PRIN (“PROGRAMMI DI RICERCA SCIENTIFICA DI RILEVANTE INTERESSE NAZIONALE”)**
*Research grant assigned in a public competition by the Italian Ministry of Education, University and Research (“Ministero dell’Istruzione, dell’Università e della Ricerca”), awarded **€64,575** for the University of Bergamo (Euro 550,855 for the overall project involving 11 Italian universities)*
Coordination of a collaborative, international, three-year research project entitled “Re-emerging from maturity: corporate venturing and innovation in family and non-family enterprises”, within the framework of the European Union’s Horizon 2020 Program. I have prepared the project proposal with my network of entrepreneurship and family business scholars, recruited the project team and led the overall project until I left the University of Bergamo.
- January 2011 –
January 2012 **RESEARCH PROJECT ON SUCCESSION AND GENERATIONAL TRANSITIONS IN FAMILY FIRMS (“IL PROBLEMA DELLA SUCCESSIONE E I PROCESSI DI RICAMBIO GENERAZIONALE: METODOLOGIE, STRUMENTI E BEST PRACTICE”)**
*Research grant from the privately held strategy consulting firm SCS Azioninnova S.p.a, awarded **€15,000**.*
Head of the research project, overall responsibility for all project activities and coordination of research teams.
- February 2011 –
December 2012 **RESEARCH PROJECT ON DIRECT INSURANCE AND TECHNOLOGICAL INNOVATION IN THE INSURANCE INDUSTRY**
*Research grant from the privately held strategy consulting firm SCS Azioninnova S.p.a, awarded **€20,000**.*
Head of the research project, overall responsibility for all project activities and coordination of research teams.
- January 2012 – **RESEARCH SCHOLARSHIP FYRE - FOSTERING YOUNG RESEARCHERS PROJECT (“BANDO**

- February 2012 **FONDAZIONE CARIPLO 2011, PROMUOVERE LA FORMAZIONE DI CAPITALE UMANO DI ECCELLENZA”)**
Research scholarship from Fondazione Cariplo (Private, grantmaking foundation), awarded €5,000.
 The scholarship has been used to spend a visiting research period in Canada and U.S, working on a collaborative research project with scholars from the University of Calgary and Mississippi State University.
- January 2011 – January 2012 **OBSERVATORY OF THE ITALIAN INSURANCE MARKET (“OSSERVATORIO SULLE DINAMICHE DEL MERCATO ASSICURATIVO ITALIANO”)**
Research grant from the privately held strategy consulting firm SCS Azioninnova S.p.a, awarded €15,000.
 Head of the research project, overall responsibility for all project activities and coordination of research teams.
- January 2010 – January 2011 **INVESTIGATION OF COMPETITIVE STRATEGY DYNAMICS IN THE INSURANCE INDUSTRY (“ANALISI DELLE DINAMICHE DEL CONTESTO ASSICURATIVO E RELATIVO PIANO DI SVILUPPO NEL SETTORE”)**
Research grant from the privately held strategy consulting firm SCS Consulting, awarded €52,500.
 Head of the research project, overall responsibility for all project activities and coordination of research teams.
- December 2006 - February 2007 **NATIONAL PUBLIC RESEARCH PROGRAM FIRB (“FONDO PER GLI INVESTIMENTI DELLA RICERCA DI BASE”)**
Research grant assigned in a public competition by the Italian Ministry of Education, University and Research (“Ministero dell’Istruzione, dell’Università e della Ricerca”)
 Collaboration in a research project aimed to review the methods and approaches for the evaluation of R&D activities.
- June 2005 - August 2006 **“DAEDALUS PROJECT: TOURISM AND CULTURAL HERITAGE”**
Research grant from the European Union, EUMEDIS Programme (Euro Mediterranean Information Society)
 Responsibility for the research and consulting activities related to the definition of the innovative business model of an International player working in the cultural tourism industry.
- May 2004 - December 2005 **SATURNO PROJECT ON THE DEVELOPMENT OF ENTREPRENEURSHIP IN THE LOMBARDY REGION (“PROMUOVERE E SVILUPPARE L’IMPRENDITORIALITÀ LOMBARDA ATTRAVERSO UN SISTEMA DI RETE”)**
Research grant from the Lombardy Region, Lombardy Chambers of Commerce, and Unioncamere Lombardia
 Coordination of project’s activities; support to the start-up of new companies located in the Lombardy region.
- March 2004 - September 2005 **CONVENZIONE ARTIGIANATO 2003-2005 PROJECT ON NEW PRODUCT DEVELOPMENT (“UN PROCESSO INTEGRATO PER LO SVILUPPO DI NUOVI PRODOTTI NELL’AMBITO DELLE PMI LOMBARDE”)**
Research grant from the Lombardy Region, within the “Convenzione Artigianato 2003-2005 Programme”
 Coordination and responsibility for the overall project consisting in conducting research and consulting activities aimed to support entrepreneurial firms located in the Lombardy Region in business planning and new product development.
- May 2005 – July 2005 **RESEARCH PROJECT ON HUMAN-BASED TECHNOLOGY TRANSFER (“INNOVATION ANGELS PROJECT– PROGETTAZIONE ED IMPLEMENTAZIONE DI UN MODELLO DI TRASFERIMENTO TECNOLOGICO HUMAN BASED”)**
Research grant from Fondazione Cariplo (Private, grant-making foundation)
 Coordination of the activities in a technology transfer project.

- March 2004 – May 2005 **START-UP INCUBATOR (“ACCELERATORE D’IMPRESA”) OF POLITECNICO DI MILANO**
Coaching and training activities to the start-up companies located in the incubator of Politecnico di Milano.
- March 2004 - June 2004 **RESEARCH PROJECT ON MARKETING OF BIOTECHNOLOGY RESEARCH IN LOMBARDY (“NETWORK BIOLOMBARDIA PROJECT: UNA RETE PER IL MARKETING DELLA RICERCA NELLE BIOTECNOLOGIE IN LOMBARDIA”)**
Research grant from Fondazione Cariplo (private, grantmaking foundation) in collaboration with the Università degli Studi Milano-Bicocca, Fondazione Italiana per la Ricerca sul Cancro and Fondazione Parco Tecnologico Padano.
Support to a study for the establishment of a Biotech-District in the Lombardy Region.

PROPOSED RESEARCH GRANTS (INCOMPLETE LIST, UPDATED ONLY UNTIL 2013)

- February 2013 **EUROPEAN COMMISSION PROJECT (“CALL FOR PROPOSALS FP7 SSH.2013.3.2-1. SOCIAL INNOVATION – EMPOWERING PEOPLE, CHANGING SOCIETIES”)**
Research grant assigned in a public competition by the European Commission. The project proposal is under evaluation. The project proposal has not been funded.
Proposal for a collaborative, international research project entitled “Impact of Social Innovations in Sustainable Growth Networks”.
- March 2012 **NATIONAL PUBLIC RESEARCH PROGRAM FIRB (“FONDO PER GLI INVESTIMENTI DELLA RICERCA DI BASE”)**
Research grant assigned in a public competition by the Italian Ministry of Education, University and Research (“Ministero dell’Istruzione, dell’Università e della Ricerca”). The project proposal has not been funded.
Proposal for a collaborative, international, two-year research project aimed to study the relationship between entrepreneurship and open innovation processes in SMEs.
- November 2010 **EUROPEAN COMMISSION PROJECT (“CALL FOR TENDERS RTD-NMP-2011-INNOVATION ENABLING TECHNOLOGIES AND OPEN INNOVATION: ANALYSIS OF CONDITIONS FOR TRANSFER OF KNOWLEDGE”)**
Research grant assigned in a public competition by the European Commission. The project proposal has not been funded.
Proposal for a collaborative, international research project entitled “How to convert research into commercial success story? Analysis of commercial successes induced by innovation in the field of industrial technologies”.
- May 2010 **NATIONAL PUBLIC RESEARCH PROGRAM PRIN (“PROGRAMMI DI RICERCA SCIENTIFICA DI RILEVANTE INTERESSE NAZIONALE”)**
Research grant assigned in a public competition by the Italian Ministry of Education, University and Research (“Ministero dell’Istruzione, dell’Università e della Ricerca”). The project proposal has not been funded.
Proposal for a collaborative, international, two-year research project entitled “Entrepreneurship and Technology Change in Emerging High-tech Industries: The Case of Biotechnologies and Renewable Energies”.

ARTICLES IN PROCEEDINGS OF INTERNATIONAL CONFERENCES AND CONFERENCE PAPER PRESENTATIONS (PEER REVIEWED, UPDATED ONLY UNTIL MID 2017)

- Mazzelli, A., De Massis, A. (2017). The effect of managerial interpretations of aspiration discrepancies on production asset growth. *Academy of Management Annual Meeting 2017*, Atlanta, GA, USA, August 4-8.

- Minola T., Baù M., De Massis A., Chirico F., Sieger P. (2017). Slack and financial performance in SMEs: Slack discretion, family ownership, and hi-tech sectors. *Academy of Management Annual Meeting 2017*, Atlanta, GA, USA, August 4-8.
- Garcia P.R.J.M., Sharma D., De Massis A., Scholes L. (2017). Perceived parental behaviors and next generation engagement: A social cognitive perspective. *Academy of Management Annual Meeting 2017*, Atlanta, GA, USA, August 4-8
- Minola T., Baù M., Sieger P., De Massis A., Chirico F. (2017). Slack resources and firm performance: A study of family owned SMEs. *IFERA 2017 Annual Conference*, Zadar, Croatia, June 28-July 1.
- Feranita F., Kotlar, J., De Massis, A. (2017). Collaborative Innovation in Family Firms: Past Research, Current Debates, and an Agenda for Future Research. *IFERA 2017 Annual Conference*, Zadar, Croatia, June 28-July 1.
- Campopiano G., De Massis, A., Rinaldi, F. R., Sciascia, S. (2017). Women's involvement in family firms: Progress and Challenges for Future Research. *17th European Academy of Management (EURAM) Conference*, Glasgow, Scotland, June 21-24.
- Minola, T., Baù, M., De Massis, A. (2017). Correlates of hyper growth in European SMEs: the role of slack resources and family ownership. *17th European Academy of Management (EURAM) Conference. Strathclyde University*, Glasgow, Scotland, June 21-24.
- Smith, C., Royer, I., De Massis, A., Nordqvist, M. (2017). Escalation of commitment: How the organizational context matters. *9th International Process Symposium PROS 2017*, Kos, Greece, June 22-24.
- Rondi, E., De Massis, A., Kotlar, J. (2017). Family Cohesion, Family Goal Diversity and Family Business Innovation Postures. *Innovating Through the Generations Conference*, North Eastern University, Boston, MA, May 3-4.
- Kotlar, J., De Massis, A., Frattini, F., Kammerlander, N. (2017). Motivation gaps and implementation traps: The paradoxical effects of family ownership on absorptive capacity. *IFERA 2017 Paper Development Workshop*, Bolzano, Italy, March 16-17.
- Rondi, E., De Massis, A. (2016). Is Bridging Social Capital Transferable? Family and Business Embeddedness at Work in Family Business Succession. *RENT XXX Conference - Innovation, Relational Networks, Technology and Knowledge Transfer as Drivers of Global Competitiveness*, Antwerp, Belgium, November 16-18.
- Kotlar J., Signori A., De Massis A., Vismara S. (2016). Explaining the IPO pricing dilemma in family firms: Socioemotional wealth and multiple agency conflicts. *XXVII Scientific Annual Meeting AiG on Higher Education and Socioeconomic Development*, Bergamo, Italy, October 13-14.
- De Massis A., Kotlar J., Frattini F., Kammerlander N. (2016). The Paradoxical and Time-Varying Effects of Family Ownership on Absorptive Capacity. *Academy of Management 2016 Annual Meeting*, Anaheim, California (USA), August 7-9 (**Selected for inclusion in the Academy of Management Best Paper Proceedings**).

- Kotlar J., Signori A., De Massis A., Vismara S. (2016). The IPO Pricing Dilemma in Family Firms: Socioemotional Wealth and Multiple Agency Conflicts. *Academy of Management 2016 Annual Meeting*, Anaheim, California (USA), August 7-9.
- Rondi, E., Kotlar, J., De Massis, A., Jack, S. (2016). Toward a Process Model of Social Capital Actuation: Integrating Cognitive, Emotional and Temporal Lenses. Doctoral Workshop. *Academy of Management 2016 Annual Meeting*, Anaheim, California (USA), August 7-9.
- Bikfalvi A., Simon A., Llach J., Marques P., De Massis A. (2016). Family involvement and types of innovation outputs: evidence from European manufacturing firms. *XXVI Congreso de Asociación Científica de Economía y Dirección de la Empresa (ACEDE)*, Vigo, Spain, June 26-28.
- Casprini E., De Massis A., Di Minin, A., Frattini, F., Piccaluga A. (2016). Making open innovation happen: The Loccioni case. XXVII ISPIM Innovation Conference – Blending Tomorrow’s Innovation Vintage, Porto, Portugal, June 19-22 (**selected for the OI-NET research workshop with professor Henry Chesbrough**).
- Magistretti S., Dell’Era C., De Massis A., Frattini F. (2016). Family governance and innovation in design-intensive firms: Evidence from two longitudinal case studies. *23rd Innovation and Product Development Management (IPDM) Conference*, Glasgow, Scotland, June 12-14.
- Sánchez-Marín G., Pemartín M., Monreal-Pérez M., De Massis A., Frattini F. (2016). Is there any learning-by-exporting effect on family firm product innovation? A longitudinal study. *23rd Innovation and Product Development Management (IPDM) Conference*, Glasgow, Scotland, June 12-14.
- Rondi, E., De Massis, A. (2016). Is Social Capital Transferable? Family and Organizational Embeddedness at Work in Family Business Succession. Family Enterprise Research Conference (FERC). Nova Lima, BRA, June 4-6.
- Campopiano G., Rinaldi F., Sciascia S., De Massis A. (2016). Women and corporate social responsibility in family firms: Family vs. non-family strategic leaders. *2016 EURAM European Academy of Management*, Paris, France, June 1-4.
- Smith C., Royer I., De Massis A. (2016). The influence of family firm characteristics on escalation of commitment. *2016 EURAM European Academy of Management*, Paris, France, June 1-4.
- Monsen E., De Massis A., Heblich S., Audretsch D., Kotlar J. (2016). Generative capacity: A key catalysing resource for entrepreneurial activity and breakthrough innovation. *2016 United States Association for Small Business and Entrepreneurship (USASBE) Conference*, San Diego, CA, USA, January 10-12 (**recipient of Journal of Small Business Management’s Editor’s Choice Award**).
- Casprini E., De Massis A., Di Minin, A., Frattini, F., Piccaluga A. (2015). Making family-driven innovation happen: Evidence from the Loccioni case study. *2nd Annual World Open Innovation Conference*, University of California, Berkeley, Silicon Valley, USA, November 18-20.
- Signori A., Kotlar J., De Massis A., Vismara S. (2015). Rate of substitution between economic and socioemotional wealth in family firm IPO underpricing. *Academy of Management 2015 Annual Meeting*, Vancouver, British Columbia, Canada, August 7-11 (**Selected for inclusion in the Academy of Management Best Paper Proceedings**).

- Mazzelli A., De Massis A. (2015). A contingent perspective and multidimensional conceptualization of problematic search. *Academy of Management 2015 Annual Meeting*, Vancouver, British Columbia, Canada, August 7-11.
- Arzubiaga U., Kotlar J., De Massis A., Maseda A., Iturralde T. (2015). How Family Firms Turn Entrepreneurial Orientation into Innovation: the Strategic Role of the Board of Directors. *IFERA 2015 Annual World Family Business Research Conference "Tradition and Innovation in Family Business"*, Hamburg, Germany, June 30-July 4.
- De Massis A., Frattini F., Kotlar J., Messeni Petruzzelli A., Wright M. (2015). Innovation Through Tradition: The Success Secrets of Innovative Family Businesses. *R&D Management Conference*, Pisa, Italy, June 23-26.
- Uhlaner L.M., Matser I., Berent-Braun M.M., De Massis A., Floren M.H. (2015). Ownership Social Capital, Product Innovation Outputs and the Moderating Role of Ownership-Management Overlap. *15th Annual Conference of the European Academy of Management (EURAM)*, Warsaw, Poland, June 17-20.
- Dell'Era C., De Massis A., Frattini F. (2015). Innovation in family firms: An analysis of the impact of governance systems. *22th International Product Development Management Conference*, Copenhagen, Denmark, June 14-16. ISSN: 1998-7374.
- Sciascia S., De Massis A., Kotlar J. (2015). Reconceptualizing familiness: Revisiting a vital but troublesome construct. *Family Enterprise Research Conference*, Burlington, VT, USA, June 4-7.
- De Massis, A., Kotlar, J. (2015). Learning resources for family business education: A review and directions for future developments. *Family Enterprise Research Conference*, Burlington, VT, USA, June 4-7.
- De Massis A., Kotlar J., Mazzola P., Minola T., Sciascia S. (2014). Are They All Alike? Heterogeneity of Family Owners' Goals and P-P Agency Costs in Private Firms. *Academy of Management 2014 Annual Meeting*, Philadelphia, PA, August 1-5 (**Selected for inclusion in the Academy of Management Best Paper Proceedings**).
- Memili E, Fang H., De Massis A., Kotlar J. (2014). Generational Differences and International Diversification in Family Firms. *Academy of Management 2014 Annual Meeting*, Philadelphia, PA, August 1-5.
- Kotlar J., De Massis A., Chua J.H., Chrisman J.J. (2014). Into the maze of family business definitions: A quest for common ground. *IFERA 2014 Annual World Family Business Research Conference "Co-operation Within and Amongst Family Businesses"*, Lappeenranta, Finland, June 24-27 (**Received the Best Research Paper Award**).
- De Massis, A., Kotlar, J., Frattini, F., Messeni-Petruzzelli, A. (2014). Leveraging tradition to innovate the family firm: Lessons for family business practitioners. *Family Enterprise Research Conference*, Portland, Oregon, June 21-23 2014 (**Received the Best Practitioner Focused Paper Award**).
- Fletcher D., De Massis A., Nordqvist M. (2014). Qualitative research in family business inquiry: reviewing past trends and planning for new futures. *IFERA 2014 Annual World Family Business Research Conference "Co-operation Within and Amongst Family Businesses"*, Lappeenranta, Finland, June 24-27.

- Kotlar J., De Massis A., Campopiano (2014). Theory building, theory testing and impact of family business studies. *14th Annual Conference of the European Academy of Management (EURAM)*, Valencia, Spain, June 4-7 (**Nominated as finalist for Best Paper Award**).
- Minola T., Baù M., De Massis A., Chirico F. (2014). Behind slack and firm performance: The moderating roles of family ownership and high-tech industry. Accepted for presentation at *Strategic Management Society (SMS) 34th Annual Conference*, Madrid, Spain, September 20-23.
- De Massis, A., Kotlar, J., Jack, S., Chua, J. (2014). CEO responses to internal stakeholder claims: An analysis of family firms. *Family Enterprise Research Conference*, Portland, Oregon, June 21-23.
- Memili E., Fang H., Chrisman J., De Massis A. (2014). The Prevalence of Small-to-Medium Size Family-Owned Firms and Economic Growth: A Longitudinal Data Analysis. *2014 United States Association for Small Business and Entrepreneurship (USASBE) Conference*, Fort Worth, Texas, January 9-12 (**Received the USASBE Best Paper in Entrepreneurship and Public Policy Award and the Honorable Mention for USASBE Best Paper in Family Business**).
- Croce, A., De Massis, A., Frattini, F. and Kotlar, J. (2014). Drivers of innovation investments in family and non-family firms. *21th International Product Development Management Conference*, Limerick, Ireland, June 15-17. ISSN: 1998-7374.
- Kotlar J., De Massis A., Frattini F., Fang H. (2013). The interplay between family and business logics and the R&D strategy of private firms. *XXIV Scientific Annual Meeting AIG on Entrepreneurship, Innovation and the Engine of Growth*, Milan, Italy, October 17-18.
- De Massis A., Sieger P., Chua J., Vismara S. (2013). Family Firm Incumbent's Attitude Toward Intra-family Succession: Antecedents and Effects on Intentions. *Academy of Management 2013 Annual Meeting*, Orlando, FL, August 9-13 (**Selected for inclusion in the Academy of Management Best Paper Proceedings**).
- Marler L., De Massis A. (2013). Intra-family Succession in the Family Firm: The Role of Incumbent Proactive Personality. *Academy of Management 2013 Annual Meeting*, Orlando, FL, August 9-13.
- Kotlar J., De Massis A., Fang H., Frattini F. (2013). Behavioral Antecedents of R&D Investments: Strategic Reference Points in Family and Non-Family Firms. *Academy of Management 2013 Annual Meeting*, Orlando, FL, August 9-13.
- Basco R., De Massis A., Kotlar J. (2013). Search Breadth and Innovation in Family Firms: Evidence from a Natural Resource-Based Cluster in Chile. *IFERA 13th Annual World Family Business Research Conference "Ownership, Governance, and Value in Family Firms"*. St. Gallen, Switzerland, July 2-5.
- Memili E., Fang H., Kotlar J., De Massis A., Chrisman J.J. (2013). Family Involvement and Publicly-Traded Family Firm Performance: The Mediating Role of Corporate Governance Provisions. *IFERA 13th Annual World Family Business Research Conference "Ownership, Governance, and Value in Family Firms"*. St. Gallen, Switzerland, July 2-5.
- Campopiano G., De Massis A. (2013). Family Involvement and Corporate Social Responsibility in Private Small- and Medium-Sized Family Firms. *13th Annual Conference of the European Academy of Management (EURAM)*, Istanbul, Turkey, June 26-29.

- De Massis A., Chirico F., Kotlar J., Naldi L. (2013). The Temporal Evolution of Proactiveness in Family Firms: The Horizontal S-Curve Hypothesis. *13th Annual Conference of the European Academy of Management (EURAM)*, Istanbul, Turkey, June 26-29.
- Frattini F., Kotlar J., De Massis A., Fang H. (2013). R&D Investment Variations in Family and Non-family Firms: A Reference Point Theory Perspective. *Proceedings of the 20th International Product Development Management Conference*, Paris, France, June 23-25. ISSN: 1998-7374.
- Kotlar J., De Massis A., Frattini, Chrisman J., Nordqvist M. (2013). Product Development in Family Firms: An Analysis of Success Factors. *Proceedings of the 20th International Product Development Management Conference*, Paris, France, June 23-25. ISSN: 1998-7374.
- Campopiano G., De Massis A. (2013). Corporate Social Responsibility in Private Small- and Medium-sized Family Firms: the Role of Family Involvement in the Ownership and Management of the Firm. *EIASM 9th Workshop on Family Firm Management Research*, Helsinki, Finland, May 24- 25.
- De Massis A., Kotlar J., Frattini F., Nordqvist M., Chrisman J. (2013). Family Governance and Product Development in Family Firms: An Analysis of Success Factors. *Family Enterprise Research Conference*, Viña del Mar, Chile, May 17-19.
- Memili E., Fang H., Kotlar J., De Massis A., Chrisman J. (2013). First and Later Generation Family Owners and International Diversification: A Longitudinal Analysis of US Publicly-Traded Family Firms. *Family Enterprise Research Conference*, Viña del Mar, Chile, May 17-19.
- Minola T., Baù M., Chirico F., De Massis A. (2013). Slack and Performance in Family Firms: the Role of Family Influence and Technological Intensity. *Family Enterprise Research Conference*, Viña del Mar, Chile, May 17-19.
- Minola T., Kotlar J., De Massis A., Cassia L. (2012). The Hyper-Growth of Family SMEs. *Recontres de St-Gal 2012*, St. Gallen, Switzerland, September 3-5.
- De Massis A., Kotlar J. (2012). Prioritizing Stakeholders In Family Firms: CEO Responses To Stakeholder Attributes And Goals. *Academy of Management 2012 Annual Meeting*, Boston, MA, August 3-7.
- Kotlar J., De Massis A., Frattini F., Bianchi M., Fang H. (2012). Technology acquisition in family-controlled firms: a longitudinal analysis of Spanish manufacturing firms. *Proceedings of the 19th International Product Development Management Conference*, Manchester, U.K., June 17-19. **(selected in the top 8 papers for possible inclusion in the special issue of the *Journal of Product Innovation Management*)**. ISSN: 1998-7374.
- De Massis, A., Frattini, F., Kotlar, J., Nordqvist, M., Chrisman, J.J. (2012). Product Innovation in Family Firms: an Analysis of the Critical Success Factors. *IFERA 12th Annual World Family Business Research Conference*. Bordeaux, France, June 26-29.
- Kotlar, J., De Massis, A. (2012). Goal setting in family firms: The who, the what, and the how. *IFERA 12th Annual World Family Business Research Conference*, Bordeaux, France, June 26-29.

- Campopiano G., De Massis A. (2012). Corporate Social Responsibility Reporting: A Content Analysis in Family and Non-family Firms. *IFERA 2012, 12th Annual World Family Business Research Conference*, Bordeaux, France, June 26-29.
- Cassia, L., De Massis, A., Kotlar, J., Minola, T. (2012). The hyper-growth of family-owned firms: evidence from European SMEs. *Babson College Entrepreneurship Research Conference (BCERC)*, Neeley School of Business, Texas Christian University, Fort Worth, Texas, USA, June 6-9. (summary published in the 2012 issue of *Frontiers of Entrepreneurship Research*, ISSN 0740-7416).
- Campopiano G., Cassia L., De Massis A. (2012). Small- and Medium-sized Family Firms and Corporate Social Responsibility. An Exploratory Study. *EURAM European Academy of Management*, Rotterdam, The Netherlands, June 6-8.
- Kotlar J., De Massis A., Cassia L. (2012). Family Business Goals: The Perspective Of Internal Stakeholders. *EURAM European Academy of Management*, Rotterdam, The Netherlands, June 6-8.
- Campopiano G., De Massis A. (2012). A Content Analysis on Corporate Social Responsibility Reporting in Family vs. Non-family Firms. *EIASM 8th Workshop on Family Firm Management Research*, Jönköping, Sweden, May 31-June 2 (**Received Honorable Mention for Best Paper Award**).
- De Massis A., Frattini F., Kotlar J., Nordqvist M., Chrisman J.J. (2012). Product Innovation in Family Firms: An Analysis of the Critical Success Factors. *EIASM 8th Workshop on Family Firm Management Research*, Jönköping, Sweden, May 31-June 2.
- Cassia, L., De Massis, A., Kotlar, J., Minola, T. (2012). The hyper-growth of family-owned firms: evidence from European SMEs. *Proceedings of the International Symposium on Entrepreneurship and Innovation "Entrepreneurial Strategies and Policies for Economic Growth"*, Venice, Italy, May 23-25. ISBN: 978-8-8629-2266-1.
- Kotlar, J., De Massis, A. (2012). Goal setting in family firms: The who, the what, and the how. *Family Enterprise Research Conference*, Montreal, Canada, May 11-13 (**Received Best Paper Award and Best Doctoral Award**).
- Campopiano G., Cassia L., De Massis A. (2012). Corporate Social Responsibility: A Survey among SMEs in Bergamo. *2012 World Conference on Business, Economics and Management*, Belek, Antalya, Turkey, May 4-6.
- Campopiano G., De Massis A. (2012). Corporate Social Responsibility Reporting: A Content Analysis in Family and Nonfamily Firms *EFMD Entrepreneurship Conference*, Maastricht, The Netherlands, March 5-6.
- Campopiano G., Cassia L., De Massis A. (2012). A Stakeholder Perspective on Corporate Social Responsibility in Family Business. *EFMD Entrepreneurship Conference*, Maastricht, The Netherlands, March 5-6.
- Halkias D., Pizzurno E., De Massis A., Fragoudakis M. (2012). Halal Products and Services offered by Italian Family Businesses in the Tourism and Hospitality Sector: Brief Case Studies of Entrepreneurship and Innovation. *The 2nd Annual Global Islamic Marketing Conference*, Abu Dhabi, United Arab Emirates, January 16-18.

- De Massis A., Frattini F., Kotlar J. (2011). Product innovation in family firms: an analysis of the critical success factors. *RENT XXV – Research in Entrepreneurship and Small Business Conference – 25th Anniversary Conference (EIASM)*, Bodø, Norway, November 16-18. ISSN: 2219-5572.
- De Massis A., Kotlar J., Cassia L. (2011). How Do Family Firm CEOs Perceive their Competitive Advantages and Disadvantages? Empirical Evidence from the Transportation Industry. *RENT XXV – Research in Entrepreneurship and Small Business Conference – 25th Anniversary Conference (EIASM)*, Bodø, Norway, November 16-18. ISSN: 2219-5572.
- De Massis A., Sieger P., Vismara S. (2011). The intention for intra-family succession in family firms. *RENT XXV – Research in Entrepreneurship and Small Business Conference – 25th Anniversary Conference (EIASM)*, Bodø, Norway, November 16-18. ISSN: 2219-5572.
- Cassia L., De Massis A., Meoli M., Minola T. (2011). Entrepreneurship research centers: resource, orientation and performance. *RENT XXV – Research in Entrepreneurship and Small Business Conference – 25th Anniversary Conference (EIASM)*, Bodø, Norway, November 16-18. ISSN: 2219-5572.
- De Massis A., Frattini F., Bianchi M., Sikimic U. (2011). How to leverage early adopters to increase new product customer acceptance: evidence from high-technology markets. *Proceedings of the 5th European Conference on Management of Technology, EuroMOT 2011, Platforms and innovation: In search of efficiency and effectiveness*, Tampere, Finland, September 18-20 (**Received 2nd Runner-up, Best Paper Award**). ISBN: 978-952-15-2632-9.
- Cassia L., De Massis A., Frattini F., Pizzurno E. (2011). The management of product innovation in small firms: differences between family and non-family firms from a RBV perspective. *3rd Workshop on “SME Innovation Processes” - Challenges Beyond the Crisis*, Urbino, Italy, September 16-17. ISBN: 978-88-85363-56-4.
- De Massis A., Kotlar J., Chua J. H., Chrisman J. J., Sharma P. (2011). Ability and Willingness in Family Business Research: Implications for Theory and Empirical Studies. *Proceedings of IFERA Sicily 2011 11th Annual World Family Business Research Conference*, Palermo, Italy, June 28-July 1. ISBN: 978-88-95272-99-3.
- Campopiano G., Cassia L., De Massis A., Kotlar J. (2011). Influence of Family Involvement in Ownership and Management on SMEs Performance: Theoretical Underpinnings and Empirical Evidence. *Proceedings of IFERA Sicily 2011 11th Annual World Family Business Research Conference*, Palermo, Italy, June 28-July 1 (**Nominated for Best Paper Award**). ISBN: 978-88-95272-99-3.
- Cassia L., De Massis A., Frattini F., Pizzurno E. (2011). Exploring the differences in product innovation management between family and non-family firms. *The R&D Management Conference 2011 - “R&D, Sustainability and Innovation: the need for new ideas, initiatives and alliances”*, Norrköping, Sweden, June 28-30. ISBN 978-0-9559367-3-9.
- Campopiano G., Cassia L., De Massis A. (2011). Corporate Social Responsibility in Family vs. non-Family Enterprises: An exploratory study. *International Council for Small Business (ICSB) 2011 World Conference*, Stockholm, Sweden, June 15-18. ISBN: 978-0-9819028-3-8.
- Cassia L., De Massis A., Meoli M., Minola T. (2011). Entrepreneurship Research Centers: Resource, Orientation and Performance. *Babson College Entrepreneurship Research Conference (BCERC)*,

Whitman School of Management at Syracuse University, Syracuse, NY, June 8-11 (summary published in the 2011 issue of *Frontiers of Entrepreneurship Research*, Vol. 31, No. 16, Article 2 ISSN 0740-7416).

- Campopiano G., Cassia L., De Massis A., Kotlar J. (2011). The impact of family ownership and TMT composition on SMEs' financial performance: an empirical study. *International Council for Small Business (ICSB) 2011 World Conference*, Stockholm, Sweden, June 15-18. ISBN: 978-0-9819028-3-8.
- De Massis A., Kotlar J., Chua J. H., Chrisman J. J., Sharma P. (2011). The differences of family firms: an ability and willingness perspective. *EIASM 7th Workshop on Family Firms Management Research*, Witten, Germany, May 27-29 (**Received Honorable Mention for Best Paper Award**).
- De Massis A., Kotlar J., Chua J. H., Chrisman J. J., Sharma P. (2011). Family's Ability and Willingness: Determinants of Family Business Behavior. *2011 Family Enterprise Research Conference (FERC)*, Grand Rapids, Michigan, USA, May 6-8.
- Campopiano G., Cassia L., De Massis A., Kotlar J. (2011). An empirical investigation on the effects of "familiness" on SMEs' financial performance. *EIASM 7th Workshop on Family Firms Management Research*, Witten, Germany, May 27-29. (**Received Honorable Mention for Best Paper Award**).
- Campopiano G., Cassia L., De Massis A., Kotlar J. (2011). Family ownership, Family management and firms' financial performance: An empirical investigation on SMEs in the Bergamo Area. *2011 EFMD Entrepreneurship Conference*, Tallinn, Estonia, February 21-22 (**Received Best Paper Award**).
- Campopiano G., Cassia L., De Massis A. (2011). Why Do Enterprises Embrace Corporate Social Responsibility? *2011 EFMD Entrepreneurship Conference*, Tallinn, Estonia, February 21-22.
- Cassia L., De Massis A., Pizzurno E. (2010). An empirical investigation on strategic innovation and new product development in Italian family firms. *RENT XXIV - Research in Entrepreneurship and Small Business (EIASM)*, Maastricht, The Netherlands, November 18-19. ISSN: 2219-5572.
- Cassia L., De Massis A., Pizzurno E. (2010). New Product Development in Family VS. Non-Family Businesses: an exploratory investigation in the Italian landscape. *EIASM 17th International Product Development Management Conference*, Murcia, Spain, June 13-15. ISSN 1998-7374.
- Cassia L., De Massis A., Pizzurno E. (2010). How do family firms manage the New Product Development Process? *EIASM 6th Workshop on Family Firms Management Research*, Barcelona, Spain, June 6-8.
- Cassia L., De Massis A., Pizzurno E. (2010). Exploring Strategic Innovation and New Product Development in Family Firms: a theoretical framework and an empirical study. *The Eighteenth Annual High Technology Small Firms Conference*, Enschede, The Netherlands, May 25-28. ISBN: 978-90-365-3031-6.
- Cassia L., De Massis A., Meoli M., Minola T. (2010). Promoting Entrepreneurship research and education: empirical analysis on European Centres. *Research Exchange Workshop on Technological Entrepreneurship and Innovation Management*, Padua, Italy, March 16-17.
- Chiesa V., De Massis A. (2006). The Growing Market for Nanotech Applications and the Emerging Business Models: Insights from the Case of Italy. *Proceedings of the Second European Conference on*

Management of Technology, EuroMOT 2006, Birmingham, United Kingdom, September 10-12. ISBN: 1-85449-411-2.

- Chiaroni D., Chiesa, V., De Massis A., Frattini, F. (2006). Technical And Scientific Services As Technology Bridges In Knowledge-Intensive Industries. *26th Strategic Management Society (SMS) Annual International Conference*, Vienna, Austria, October 29-November 1.
- Chiesa, V., De Massis, A., Giorgino, M., Viviani, D. (2006). Entrepreneurial learning in high-tech start-ups: a conceptual framework and an empirical study. *RENT XX - Research in Entrepreneurship and Small Business (EIASM)*, Brussels, Belgium, November 22-23-24. ISBN: 90-5095-632-7.
- Chiesa, V., De Massis, A., Giorgino, M., Viviani, D. (2006). Exploring the Entrepreneurial Learning process: a multiple case study in the Italian landscape. *Second BEPART Conference – Towards Entrepreneurial Regions: Universities & Innovation Networks Challenged by the Knowledge Society*, Tartu, Estonia, October 26-27.
- Chiesa, V., De Massis, A., Giorgino, M., Viviani, D. (2006). A Model of Entrepreneurial Learning: some empirical evidence from Italian high-tech start-ups. *EFMD 36th Entrepreneurship, Innovation and Small Business (EISB) Conference*, Southampton, United Kingdom, September 6-8.
- Chiaroni D., Chiesa, V., De Massis A., Frattini, F. (2006). The role of technical and scientific services in knowledge-intensive industries: evidences from the Italian biotech and nanotech industries. *R&D Management Conference 2006*, Lake Windermere, Cumbria, England, July 5-7. ISBN: 0-9540016-7-2.
- De Massis A., Della Ventura A., Karathanasis T., Tosi G., Zuffi, S. (2006). Promoting Cultural Tourism across Mediterranean Countries through ICT technologies: The Daedalus Project. *ENTER 2006 International Federation for IT and Travel & Tourism (IFITT)'s Global Travel & Tourism Technology and eBusiness Conference*, Lausanne, Switzerland, January 18-20.
- De Massis A., Della Ventura A., Karathanasis T., Tosi G., Zuffi, S. (2006). Promoting Cultural Tourism across the Mediterranean: an Experience in the Framework of the EUMEDIS Programme. *International Tourism Conference 2006 – New Perspectives and Values in World Tourism & Tourism Management in the Future*, Alanya, Turkey, November 20-26.
- Chiesa, V., De Massis, A. (2005). A taxonomy of Corporate Venturing forms: empirical evidence and managerial implications. *RENT XIX - Research in Entrepreneurship and Small Business (EIASM)*, Naples, Italy, November 17-18.
- Chiesa, V., De Massis A., Frattini, F., Manzini, R. (2005). Selling technology services to innovators: the case of nanotech Italian companies. *12th International Product Development Management Conference (EIASM)*, Copenhagen, Denmark, June 12-14.
- Chiesa, V., De Massis, A. (2005). Managing succession in family business: empirical evidence and best practices. *Workshop on Family Firm Management Research (EIASM)*, Jonkoping, Sweden, June 9-11.
- Chiesa, V., De Massis A., Frattini, F. (2005). Emerging business models in TSS: the case of nanotechnology in Italy. *IAMOT 14th International Conference on Management of Technology*, Vienna, Austria, May 22-26. ISBN: 0-9712964-7-2.

TEACHING

TEACHING EXPERIENCE

- September 2024 - present
- G. D'ANNUNZIO UNIVERSITY OF CHIETI-PESCARA, PESCARA, ITALY**
Doctoral
Convenor of the Qualitative Research Methods course
Convenor of the How to Develop a Research Proposal Module
- Postgraduate*
Convenor of the Family Business Management course
This module provides students with theoretical frameworks and practical tools to build an enlightened understanding of how to work entrepreneurially and professionally, in and with family firms, and manage the unique challenges and dilemmas faced by family enterprises effectively. Topics covered include governance, strategy, innovation and entrepreneurial management, leadership succession, lifecycles and temporal family dynamics, innovation, professionalization and stakeholder management.
- Convenor of the Entrepreneurship & Venture Capital course
- Undergraduate*
Convenor of the Business Economics & Management course, from 2025 ("Economia e Gestione delle Imprese")
- January 2015 - present
- MIP POLITECNICO DI MILANO SCHOOL OF MANAGEMENT (NOW CALLED POLIMI GRADUATE SCHOOL OF MANAGEMENT)**
Executive
Series of lectures on succession and family business management, family offices and innovation through tradition to the car dealers of Fiat Chrysler Automobiles (currently 3rd edition).
- Co-convenor of and lecturer at the Family Business Management course in the Executive MBA program that I designed (since 2017).
- Lecturer on Managing Innovation in Family Firms at the International Flex Executive MBA (since 2017).
- May 2019 - present
- ASSOCIAZIONE ITALIANA PRIVATE BANKING (AIPB)**
Executive
Lectures on family business succession and generational transitions.
- September 2016 – September 2024
- FREE UNIVERSITY OF BOZEN-BOLZANO, ITALY**
Doctoral
Convenor of the Qualitative Research Methods module
- Postgraduate*
Convenor of the Family Business Management module
This module provides students with theoretical frameworks and practical tools to build an enlightened understanding of how to work entrepreneurially and professionally, in and with family firms, and manage the unique challenges and dilemmas faced by family enterprises effectively. Topics covered include governance, strategy, innovation and entrepreneurial management, leadership succession, lifecycles and temporal family dynamics, innovation, professionalization and stakeholder management.

Convenor of the Research Coaching Lab module

Lectures in the Entrepreneurship Lab module (only 2016-17)

Undergraduate

Convenor of the Introduction to Family Business module

This new module provides students with fundamental knowledge and basic tools to understand how to manage and organize family businesses.

Since 2017, I organize an annual cycle of guest lectures on “**Management Challenges for Family Business in the Digital and Global Economy**” involving entrepreneurs, owners, senior executives and practitioners from leading family firms from Italy and abroad such as Loacker, Riso Gallo, Natuzzi, Hengdian Group, THUN, Markas, Senfter, Salewa, Durst Group, Niederstatter, Pellini Caffé.

January 2015 - present

MIP POLITECNICO DI MILANO SCHOOL OF MANAGEMENT

Executive

Series of lectures on succession and family business management and innovation through tradition to the car dealers of Fiat Chrysler Automobiles (currently 3rd edition).

Co-convenor of and lecturer at the Family Business Management course in the Executive MBA program that I designed (since 2017).

Lecturer on Managing Innovation in Family Firms at the International Flex Executive MBA (since 2017).

January 21, 2025

PRINCE MOHAMMED BIN SALMAN COLLEGE OF BUSINESS AND ENTREPRENEURSHIP, SAUDI ARABIA

Doctoral

I have taught a session on Selecting Academic Journal Outlets at the Doctoral Consortium of the IERC 2025 Conference.

December 13, 2023

KYIV MOHYLA BUSINESS SCHOOL (UKRAINE), AT POLIMI GRADUATE SCHOOL OF MANAGEMENT

Executive

I have taught one half-day session on the topic of “Family business innovation.”

November 27, 2023

SP JAIN INSTITUTE OF MANAGEMENT & RESEARCH (INDIA), AT POLIMI GRADUATE SCHOOL OF MANAGEMENT

Executive

I have taught one full day at 80 next generation members from Indian family firms, on the topic of “Generational transition, succession planning and professionalization of family business.”

October 18, 2023

CREDIT SUISSE

Executive

I have coordinated a day at the Museo Ferrari in Modena (Italy), giving lectures on “Risks and best practices for succession management in family firms,” “Managing innovation in family enterprises,” and “Innovation through tradition,” also sharing experiences and insights with the nextgen leaders from two firms that I invited: Pellini Caffé and Espansione Group as guest speakers.

May 14, 2023

UNIVERSITY OF PISA

Executive

Lecture on “Generational transitions and growth challenges of family business” within

	the Executive Master in Scalability.
2021 and 2022	<p>SIMA (“SOCIETÀ ITALIANA DI MANAGEMENT,” ITALIAN ASSOCIATION OF MANAGEMENT SCHOLARS), METHODS SCHOOL <i>Doctoral</i> Lecturer on “Conducting a systematic review of the literature.”</p>
May 27, 2022	<p>UNIVERSITY OF PISA <i>Executive</i> Lecture on “Generational transitions and growth challenges of family business” within the Executive Master in Scalability.</p>
May 24, 2022	<p>AIDAF (ITALIAN ASSOCIATION OF FAMILY ENTERPRISES) <i>Executive</i> Seminar on “The world of family offices: Genesis, types and evolution” within the education program targeted to the next generation members of Italian family enterprises.</p>
November 12, 2021	<p>UNIVERSITÄT SIEGEN <i>Doctoral</i> Speaker at the course “Staying in Academia – the journey of the makers of modern Entrepreneurship.”</p>
December 9, 2020	<p>UNIVERSITY OF CATANIA <i>Postgraduate</i> Lecture on innovation in family business in the innovation and business model class.</p>
June 25, 2020	<p>CFMT – CENTRO FORMAZIONE MANAGEMENT DEL TERZIARIO E MIP POLITECNICO DI MILANO Lecture on “Innovation Through Tradition” (ITT) at the Graduation day of the Smart Executive Program.</p>
May 29, 2020	<p>STUDIUM GENERALE, UNIBZ Lecture on “Innovation Through Tradition (ITT) in the family business” (available here: https://youtu.be/4QVVKPwEt48)</p>
November 8, 2019	<p>ZHEJIANG UNIVERSITY HANGZHOU, CHINA <i>Doctoral</i> Workshop on “Family business innovation research”</p>
May 10, 2019 and November 30, 2018	<p>LOMBARDY REGION’S EXECUTIVE SCHOOL (“SCUOLA DI ALTA FORMAZIONE DELLA LOMBARDIA - SAF”) <i>Executive</i> Lectures on “The family-business-ownership system and its key features”, “Managing innovation in family firms” and “Family businesses strategy” to the chartered accountants and other business professionals enrolled in the Lombardy region SAF, a practice-oriented school of excellence aimed to offer professional development training.</p>
April 12-13, 2019	<p>ITALIAN FORENSIC ASSOCIATION (“ASSOCIAZIONE NAZIONALE FORENSE – ANF PESCARA) <i>Executive</i> Two lectures on “Managing succession in family business.”</p>
July 3, 2018	<p>IFERA 2018 DOCTORAL & FACULTY DEVELOPMENT CONSORTIA <i>Doctoral & Postdoctoral</i></p>

Seminar on “Jumping on the family business spacecraft: Trends (and opportunities) in research on family enterprises”

Seminar on “Overcoming the theory-practice divide in family business research: Toward an engaged model of scholarship” (with Rania Labaki)

- May 8, 2018 **EIASM EDEN COURSE ON INNOVATION MANAGEMENT AND ECONOMICS, BRUSSELS, BELGIUM**
Doctoral
Seminar on “Managing innovation in family enterprises and SMEs”
- October 19-20, 2017 **UNIVERSITAT LIECHTENSTEIN**
Postgraduate
Convenor of the Succession Management module
- October 4, 5, 12, 2017 **PRADER BANK WORKSHOPS IN VERONA, TRENTO AND BOLZANO**
Executive
Seminars on “Power transfer and succession in family business”
- September 19, 2017 **COURSE FOR CHINESE FAMILY BUSINESS OWNERS AND MANAGERS, WISELIX EXECUTIVE EDUCATION, KING’S COLLEGE, LONDON, UK**
Executive
Seminar on “Power and succession in family business”
- August 5, 2017 **DOCTORAL CONSORTIUM OF THE TIM DIVISION OF THE ACADEMY OF MANAGEMENT**
Doctoral
Seminar on “Setting up a successful research center and impactful research agenda”
- January 23-26, 2016 **UNIVERSITY OF ECONOMICS VSE, PRAGUE**
Doctoral
Workshop on “Qualitative research methods”

Postgraduate
Seminars on “Management of family enterprises”
- November 6, 2017 **ZHEJIANG UNIVERSITY HANGZHOU, CHINA**
Doctoral
Workshop on “Qualitative research methods”
- May 11-13, 2016 **SCUOLA SUPERIORE OF UNIVERSITY OF CATANIA**
Postgraduate
Seminars on intra-family succession, family business governance and innovation management in family firms
- October 2014 - August 2015 **LANCASTER UNIVERSITY MANAGEMENT SCHOOL**
Postgraduate
Convenor of the new Family Enterprise Management module (ENTR509) in the MSc in Entrepreneurship, Innovation and Practice (I am currently developing this module). The module is linked to the *Family Enterprise Case Competition (FECC)* and involves practice-oriented laboratories aimed to coach students on how to analyze and solve real-life family business cases. The module evaluation report sheet for the course in its first year (academic year 2014-2015) reported overall students’ assessment of 4.44/5 (full details on teaching evaluations in attachment).
- October 2013 – **LANCASTER UNIVERSITY MANAGEMENT SCHOOL**

- August 2015 *Undergraduate*
 Convenor of the Family Business module (ENTR314).
 The module evaluation report sheet for my first year as convenor of this module (academic year 2013-2014) reported overall students' assessment of 4.2/5, with quality of teaching's assessment of 4.5/5 and preparation of teaching staff's assessment of 4.6/5 (full details on teaching evaluations in attachment).
- Executive*
 Development of pedagogy and executive education programs for family businesses and SMEs. The first workshop, entitled, Innovation and Growth in Family Business, was convened on March 19-20 2014 and was attended by 22 owners and managers from small- and medium-sized family firms in the North West of U.K.
 I am now working on the launch of a new executive education programme, called "Leadership for Family Businesses", which is supposed to start in October 2015.
- May 4-6 2015 **UNIVERSITY OF GIRONA, GIRONA, SPAIN**
Doctoral
 Workshop (May 6) on "Qualitative methods in family business research"
- Postgraduate*
 Seminars (May 4-5) on "Innovation management in family businesses."
- April 7-8 2015 **DUBLIN CITY UNIVERSITY, DUBLIN, IRELAND**
Doctoral
 Workshop (April 7) on "Publishing with the Case Study Method in the Family Business Field."
- Executive*
 Seminar (April 8) on "Challenges of managing innovation in family businesses."
- March 16-19 2015 **UNIVERSIDAD DEL DESSARROLLO, CHILE**
Executive
 Seminar on "Innovation in the Family Firm."
- Undergraduate*
 Seminar on "Family business and innovation."
- January 2010 – 2014 **UNIVERSITY OF BERGAMO**
Postgraduate
 Convenor of the Strategic Management (Advanced) module (37173b) in the last year of the MSc in Management Engineering - English degree.
 This course is practice-oriented and is based on an innovative teaching method: the students work in cross-country project teams with peer students from Lancaster University Management School (ENTR506 module) and use social media to co-develop project works on entrepreneurship- and innovation-related topics.
- January 2012 - December 2014 **SCHOOL OF MANAGEMENT (SdM) OF THE UNIVERSITY OF BERGAMO AND CENTER FOR YOUNG AND FAMILY ENTERPRISE**
Executive
 Scientific Director (Chairman of the Scientific Committee) and Co-Founder of the Executive Program "Go.In – Entrepreneurship and Innovation for the Internationalization of SMEs", launched by the Center for Young and Family Enterprise (CYFE) and the School of Management (SdM) of the University of Bergamo and targeted at entrepreneurs in small and medium enterprises and family firms.
- Convenor of the Family Business module in the Advanced Executive Program "Go.In - Entrepreneurship and Innovation for the Internationalization of SMEs", and lecturer

on “Leadership Succession and Transition of Power”, “Family Governance at Work: Organizational Goal Setting, Innovation and Technology Management” and “Innovation in Family Business”.

Convenor of the International Strategy and Family Business modules in the Basic Executive Program “Go.In - Entrepreneurship and Innovation for the Internationalization of SMEs”.

Member of the Scientific Committee of the Executive Program on Strategic Management (“Master in Strategia e Direzione d’Impresa”) organized by Confcooperative Bergamo and the School of Management (SdM) of the University of Bergamo.

Lecturer of Business Planning and Strategic Decision Making in the same executive program.

July 2014

IMPERIAL COLLEGE BUSINESS SCHOOL, LONDON, UK

Executive

Lecture on management of family business businesses to Chinese Entrepreneurs (organized by Shanghai Jiaotong University, China).

January 2010 –
September 2011

UNIVERSITY OF BERGAMO

Postgraduate

Lecturer in the Entrepreneurship module (37027) within the MSc in Management Engineering.

Undergraduate

Convenor of the Business Economics and Organization module (20085) in the Bachelor of Science in Building Engineering, specialization in Business Management.

Convenor of the Management Control Systems module (21037) in the Bachelor of Science in Computer Engineering.

January 2010 –
September 2013

UNIVERSITÀ CARLO CATTANEO LIUC DI CASTELLANZA

Postgraduate

Lecturer in the Management Control Systems module (English degree) and “Sistemi di Controllo di Gestione” (Italian degree) in the MSc in Management Engineering.

March 2004 -
present

MIP POLITECNICO DI MILANO SCHOOL OF MANAGEMENT

Executive

Lecturer in MBAs and executive courses on a variety of topics ranging from business planning to decision making, innovation management, and family business.

Co-founder, convenor and Scientific Coordinator of the Executive Masters in “Entrepreneurial Management” (“Management per l’Imprenditorialità” – 2005, 2006) and “Family Business Management” (“Gestione dei Business Familiari” – 2006).

March 9 2013

GEOSPATIAL PARTNER CONFERENCE 2013, ROME, ITALY

Executive

Workshop on “Transition of Power and Factors Preventing Succession” at the Geospatial Partner Conference organized by the listed multinational company Trimble and attended by 200+ entrepreneurs from all over the world (at the same conference I also gave a keynote speech on leadership and succession management).

November 20 2012

JÖNKÖPING INTERNATIONAL BUSINESS SCHOOL, JÖNKÖPING UNIVERSITY, JÖNKÖPING, SWEDEN

Postgraduate

Lecture on Innovation and Strategic Change in the Strategic Management Basic module (JSCC17, course convenor Prof. Mattias Nordqvist).

November 15 2012

CENTER FOR FAMILY ENTERPRISE AND OWNERSHIP (CFEEO), JÖNKÖPING INTERNATIONAL

BUSINESS SCHOOL, JÖNKÖPING UNIVERSITY, JÖNKÖPING, SWEDEN

Executive

Lecture on Innovation in Family Firms offered to the Swedish entrepreneurial families enrolled in the Hamrin Seminar Series.

- October 10-11 2012 **UNIPOL GRUPPO FINANZIARIO (ITALIAN FINANCIAL INSTITUTION), BOLOGNA, ITALY**
Executive
Seminar on New Product Development and Project Management, offered to the managers of the C.R.U. division of Unipol Gruppo Finanziario (one of the largest financial institutions).
- September 10 2012 **STARTCUP SCHOOL OF THE START-CUP MILANO-LOMBARDIA (BUSINESS PLAN COMPETITION), DALMINE, ITALY**
Executive
Seminar on International Business Opportunities and Design of International Business Models, offered to aspiring entrepreneurs participating to the business plan competition of the Lombardy Region.
- December 16 2011 **BERGAMO CHAMBER OF COMMERCE AND BERGAMO FORMAZIONE, BERGAMO, ITALY**
Executive
Seminar on Young Entrepreneurship, offered to young start-uppers in Northern Italy.
- November 9 2011 **WITTEN INSTITUTE FOR FAMILY BUSINESS (WIFU), PRIVATE UNIVERSITÄT WITTEN/HERDECKE, WITTEN, GERMANY.**
Doctoral
Seminar on Family Firms and Generational Transitions: Factors Preventing Intra-Family Succession, offered to family business scholars within the programme "Between Rigor and Relevance in Family Business Research".
- October 6 2011 **EXPORT BUSINESS SCHOOL ORGANIZED BY UNICREDIT GROUP**
Executive
Seminar on Globalization and Competitive Strategies to Internationalize the Business, offered to 100 entrepreneurs participating to a 6-days educational programme aimed to foster exports and business internationalization among Italian SMEs.
- July 14 2011 **START-CUP MILANO-LOMBARDIA (BUSINESS PLAN COMPETITION)**
Executive
Seminar on "Developing the strategic plan and designing a scalable business model", offered to aspiring entrepreneurs participating to the most important business plan competition in Italy.
- March 31 2011 **CONFINDUSTRIA BERGAMO, GIOVANI IMPRENDITORI (ITALIAN ASSOCIATION OF YOUNG ENTREPRENEURS)**
Executive
Seminar on "Managerial challenges and the problem of generational transitions in family firms", within the project "Figli d'Impresa" aimed to provide coaching and training services to the new generations of family businesses.
- December 7 2010 **BERGAMO CHAMBER OF COMMERCE AND BERGAMO FORMAZIONE, BERGAMO, ITALY**
Executive
Lecturer of "Management tools and organizational practices for the professionalization and growth of micro and small enterprises" within the cycle of educational meetings for small and micro entrepreneurs.
- October – December 2010 **UNIPOL GRUPPO FINANZIARIO (UGF), THIRD ITALIAN FINANCIAL INSTITUTION**
Executive
Convenor of a program on risk management and Solvency II within the Corporate Training Plan of the group.

April 2007 – May 2009	<p>ACCENTURE – MILAN, ITALY <i>Executive</i> Convenor of the Organizational Analysis and Design module in the corporate education program.</p>
November 2008 – May 2009	<p>ACCENTURE – MILAN, ITALY <i>Executive:</i> Convenor of the Strategy Fundamentals module in the corporate education program.</p>
January 26-27 2006	<p>VENEZUELAN-ITALIAN CHAMBER OF COMMERCE (CAVENIT) AND TRASCENDENTIA COMPETITIVA – VALENCIA, VENEZUELA <i>Executive</i> Lecture on Starting a new business: ingredients for success in entrepreneurship, offered to entrepreneurs and family business owners in Venezuela.</p>
March 2004 – February 2007	<p>POLITECNICO DI MILANO - MILAN, ITALY <i>Undergraduate</i> Lecturer in the Business Economics and Organization module (“Economia ed Organizzazione Aziendale”).</p> <p>Lecturer in the Business Administration module (“Gestione Aziendale”).</p>
March 2004 – February 2007	<p>UNIVERSITY OF MILANO-BICOCCA - MILAN, ITALY <i>Undergraduate</i> Lecturer in the Business Economics and Organization I module (“Economia ed Organizzazione Aziendale I”).</p> <p><i>Graduate courses taught:</i> Lecturer in the Business Economics and Organization II module (“Economia ed Organizzazione Aziendale II”).</p>

PHD STUDENT SUPERVISOR

- Josip Kotlar: Family-Centered Non-Economic Goals and Strategic Behavior of Family Firms (University of Bergamo, graduation in December 2012 – Best Doctoral Award from the Family Enterprise Research Conference – FEREC; 2011 EFMD Best paper award; research findings published in Financial Times, 4* and 3* journals such as ET&P, JPIM, JSBM, FBR).
- Giovanna Campopiano: Corporate Social Responsibility and Family Business: Different Perspectives to Explore an Under-investigated Topic (University of Bergamo, graduation in December 2012; 2011 EFMD Best paper award; research findings published in Financial Times and 3* journals such as JBE, JSBM, FBR).
- Emanuela Rondi: *Toward a process view of resource orchestration: Social capital and qualitative study in family firm innovation*; Lancaster University, graduation in three years in December 2016 with no revisions; research findings in preparation and under review at leading entrepreneurship and management journals (PhD funded by the UK Government – Regional Growth Fund), jointly with Sarah Jack.
- Ambra Mazzelli: *When problems knock at the organization's door: A theory of motivation to change, problemistic search and choice of action*; Lancaster University, graduation in three years in December 2016 with no revisions; research findings already published in a Financial Times and 4* journal (PhD funded by Research & Development Management Association RADMA and the UK Government – Regional Growth Fund), jointly with Sascha Walter.
- Feranita Feranita: *Collaborative innovation in family firms: Collaborating within and beyond*; Lancaster University, defense with minor revisions in three years in January 2018; publication of one article in an academic journal (JFBS) and one teaching case, other research outputs in preparation for submission at leading entrepreneurship journals (I and the other co-supervisor, Josip Kotlar, supported her to apply for

the RADMA Doctoral Studies Programme Scholarship and secured funding for her both from RADMA and from a UK family business).

- Vittoria Magrelli: *Understanding intergenerational tensions and innovation processes in family firms: A post-cognitive perspective*; Lancaster University, defense with minor revisions in three years in February 2020, f/t (the PhD student has been admitted to the LUMS PhD Program in Management, I supported her to apply for the LUMS scholarship and external funding and she was awarded the LUMS PhD Scholarship), jointly with Josip Kotlar.
- Bingbing Ge: *Intangible aspects of family involvement in family business: Knowledge management, history and strategy authenticity*, Lancaster University, defense with minor revisions in three years in April 2021, f/t (the PhD student has been admitted to the LUMS PhD Program in Management, I supported her to apply for the LUMS scholarship and external funding and she was awarded the RADMA Doctoral Studies Programme Scholarship), jointly with Giovanna Campopiano and Josip Kotlar.
- Carlotta Benedetti: *Authenticity, multiple identities and the self: A dynamic and multifaced understanding of family firms*, defense with no revisions in three years in January 2022, f/t (the PhD student has been awarded a scholarship by Unibz), jointly with Josip Kotlar as second supervisor. The doctoral thesis was awarded the **2022 Family Firm Institute (FFI) Best Dissertation Award**.
- Ruth Überbacher, *Understanding digital innovation in family firms*, defense with minor revisions in three years in January 2022, f/t (the PhD student has been awarded a scholarship by Unibz), jointly with Kurt Matzler.
- Peter Truemmel, *Family business legacies*, defense with no revisions in September 2024, f/t (the PhD student has been awarded a scholarship by Unibz), jointly with Nadine Kammerlander.

CURRENT PHD STUDENTS

- (2022). Patrik Hayoz. *Family offices and philanthropy*, p/t, jointly with Bingbing Ge.
- (2023). Yingting Zhu. *Government rhetoric of the founder's legacy to sustain collective entrepreneurship*, f/t, jointly with Bingbing Ge.
- (2023). Mo Abbasi Esbouzezi. *Family restructuring*, f/t, jointly with Bingbing Ge.
- (2025). Isotta Vazzoler. *Entrepreneurial family galaxies*, f/t.

PHD FUNDING

With departmental colleagues I have secured studentships (fees and stipends) for Giovanna Campopiano, Josip Kotlar, Ambra Mazzelli, Emanuela Rondi, Feranita Feranita, Bingbing Ge, and Isotta Vazzoler.

PHD VIVAS/EXTERNAL EXAMINATION

- External Examiner, Henley Business School, University of Reading, UK, Christian Neusser, DBA thesis on "Navigating External Succession in German 'Mittelstand' Family-Owned Manufacturing Companies," January 9, 2026.
- External Examiner and Chair of the PhD Assessment Committee, University of Catania, Italy, Francesco Russo, thesis on "Omnichannel Strategy: Mapping, Modelling and Managing," January 7, 2026.
- External Examiner and Chair of the PhD Assessment Committee, University of Catania, Italy, Alessia Munnia, thesis on "Artificial Intelligence perception of strategic decision-makers: an exploratory study," January 7, 2026.
- External Examiner, Witten/Herdecke University, Germany, Muhammad Anwar, thesis on "Business Model Innovation in Family Firms," July 17, 2024.
- Examiner, Lancaster University Management School, UK, Ibrahim Oluwapelumi Orekoya, thesis on "Examining the Effect of Inclusive Leadership on Team Outcomes," January 31, 2024.
- External Examiner, University of Cranfield, UK, Manish Singh, thesis on "Navigating non-family CEO succession in family businesses," December 11, 2023.

- President of the PhD Defense Committee and External Examiner, Universidad Carlos III de Madrid, Spain, Jessenia del Carmen Davila Ruiz, thesis titled “Three Essays on Family Firms,” June 8, 2023.
- External Examiner, Universidad de Burgos, Spain, Celia Diaz Portugal, thesis on “The role of entrepreneurs’ affective traits in their opportunity evaluation and willingness to act. Specificities of cultural and creative entrepreneurs,” March 2, 2023.
- External Examiner, Universitat de Lleida, Spain, Manel Plana Farran, thesis on “Generation in Family Business: the Vague Standpoint of the Successor Family Farms and Generational Renewal,” April 6, 2022.
- External Examiner, Lancaster University Management School, UK, Arndt Schulze, thesis on “Corporate Entrepreneurship: A Rising Field of Research,” November 26, 2021.
- External Examiner, Witten/Herdecke University, Germany, Leopold von Schlenk-Barnsdorf, thesis on “Business Model Innovation in Family Firms,” October 20, 2020.
- External Examiner, Hasselt University, Faculty of Business Economics, Mira Bloemen-Bekx, thesis on “Enriching the Early Phases of the Succession Process: An Explanation of the Role of Social Mechanisms in Business Families”, December 20th, 2019.
- External Examiner, Università della Svizzera Italiana (USI), Institute of Management and Organization (IMO), Ivona Ljumic, thesis on “A socioemotional wealth investigation”, December 12th, 2018.
- External Examiner, Maastricht University, School of Business and Economics, Jasper Brinkerink, thesis on “Innovation Management in Small and Medium-Sized Family Firms: The Role of Family-Induced Differences in Attitudes and Decision Models”, January 12th, 2018.
- External Examiner, Universitat Autònoma de Barcelona (UAB), Spain, Malgorzata Kurak, thesis on “Three essays on innovation in family firms and corporate governance”, December 20, 2017.
- External Examiner, University of the Basque Country, Spain, Unai Arzubiaga, thesis on “From entrepreneurial orientation to firm performance in family firms: Analyzing the influence of strategic decision making at the corporate and management levels”, November 28, 2016.
- External Examiner, Politecnico di Milano, Italy, Andrea Boellis, thesis on “Corporate governance and internationalization strategies: The link between the family and entry mode choices”, September 19, 2016.
- External Examiner at King’s College London, for the entrepreneurship undergraduate modules introduced by the Undergraduate Examination Board at the Department of Management, for the term 2015-2018.
- External Examiner, Politecnico di Bari, Italy, Lorenzo Ardito, thesis on “The multiple factors enabling the commercial exploitation of inventions through new products. An investigation of low-carbon energy technologies”, February 15th, 2015.
- External Examiner, University of Edinburgh, UK, Sara Lopez Gomez, thesis on “Innovation in Family Firm from Developing Countries: The Role of Familiness”, December 17th, 2014.
- External Examiner, Politecnico di Milano, Italy, Sanson Roberto Gonzalez Mosso, thesis on “Family business performance”, September 26th, 2014.
- External Examiner, Jonkoping International Business School, Sweden, Maria José Parada, thesis on “Developing Governance Structures in the Family Firm Context: From Decoupling to full institutionalization”, final PhD seminar, September 5th, 2014.
- External Examiner, Witten/Herdecke University, Germany, Claudia Binz Astrachan, thesis on “Branding the family firm: an empirical exploration of the antecedents and consequences of family firm brand promotion”, June 10th, 2014.
- Chair for the Viva of Michael Konopaski, Lancaster University Management School, thesis on “Entrepreneurial Learning Between and Across Generations in Family Businesses”, January 21st 2014.
- External Examiner, Maastricht University, School of Business and Economics, Nicholas Classen, thesis on “Innovation in Family Businesses: Balancing Economic and Socioemotional Objectives”, December 5th, 2013.
- External Examiner, University of Saskatchewan, Edwards School of Business, Lei Zhao, thesis on “Idiosyncratic Risk, Information Flow, and Earnings Informativeness for Family Businesses”, February 8th, 2013.

PROFESSOR PROMOTION COMMITTEES

- External examiner for the evaluation of Dr. Wei Yu for promotion at the rank of Tenured Associate Professor in the School of Management of Zhejiang University, China, November 2023.
- External examiner in the Special Committee for evaluating the candidates for the Tenure Track Assistant / Associate / Full Professorship in Family Business Culture and Ownership at the Technische Universität München, March 2021.
- External examiner in the Special Committee for the evaluation of Dr Andreas Petrou for promotion to Full Professor at the Cyprus University of Technology, December 2020.

- External examiner for the evaluation of five candidates for a tenure track professorship at the University of Vienna, Austria, November 2020.
- External examiner for (“Commissario”) in the selection board (“Commissione di Concorso”) to appoint an Associate Professor of Management at the Università del Salento, Italy, September 2020.
- External examiner for the evaluation of Dr. Na Shen’s application for promotion at the rank of Associate Professor in the Department of Department of Business Administration in the Hong Kong Shue Yan University (HKSYU), Hong Kong, China, May, 2020.
- External examiner (“Commissario”) in the selection board (“Commissione di Concorso”) to appoint an Associate Professor of Management at the University of Bergamo, Italy, July 2019.
- External examiner (“Commissario”) in the selection board (“Commissione di Concorso”) to appoint an Associate Professor of Management at LUISS University, Italy, March 2018.
- External examiner for the evaluation of Dr. Junsheng Dou’s application for promotion at the rank of Full Professor in the Department of Human Resources of Zhejiang University, China, November, 2018.
- External examiner for the evaluation of Dr. Shlomo Tarba’s application for promotion at the rank of Full Professor in the College of Social Sciences of the University of Birmingham, UK, December 2017.
- External examiner for the evaluation of Prof. Josh Daspit’s application for promotion and tenure at the rank of Associate Professor in the Department of Management and Information Systems of the College of Business at Mississippi State University, USA, October 2017.
- External examiner for the evaluation of Prof. Celina Smith’s application for promotion to Associate Professor at Emlyon Business School, Lyon, France, March 2017.
- External examiner for the evaluation of Prof. Daniel Holt’s application for promotion to Associate Professor in the Department of Management and Information Systems of the College of Business at Mississippi State University, USA, October 2014.
- External examiner for the evaluation of Dr. Nathan Greidanus’ application for promotion to Associate Professor at Asper School of Business, University of Manitoba, Canada, November 2013.

MENTORING FOR EARLY STAGE RESEARCHERS

I served as Mentor in the *European Council for Small Business and Entrepreneurship (ECSB) Career Mentoring Program* (December 2013 – May 2014 and also 2016) and in the *Adopt-a-member Mentoring Program of the Academy of Management* (from 2013 to 2017). Since March 2014 I also serve on the *FERC Careers Academy Advisory Board*, the career academy created by FERC to provide mentoring to family business scholars at all career stages. Moreover, I have served in the faculty of doctoral and faculty development consortia (e.g., AoM, IFERA).

GRADUATE AND UNDERGRADUATE STUDENTS AND POSTDOCTORAL FELLOWS SUPERVISOR

- From 2013 to 2023, I have supervised 8 Postdocs/ 12 PhD students/ >100 Master Students from Free University of Bozen-Bolzano (Italy), Lancaster University (UK), University of Bergamo (Italy), Politecnico di Milano (Italy).
- Coach of teams of graduate students participating in the 2012 and 2013 business plan competition of the Lombardy Region in Italy (“StartCup Milano Lombardia”).

ADMINISTRATION/MANAGEMENT

SERVICE TO THE UNIVERSITY (INSTITUTIONAL SERVICE)

September 2024 – present	Member of the Supervisory Board (Collegio dei Docenti per il Corso di Dottorato) of the PhD Programme in Management and Accounting of the G. D’Annunzio University of Chieti-Pescara.
September 2024 – present	Member of the Advisory Board of the PhD Programme in Management and Economics of the Free University of Bozen-Bolzano.
March 2021 – 2022	Member of the Steering Committee of the MSc Entrepreneurship and Innovation of the Free University of Bozen-Bolzano

October 2018 – present	Head of the Research Cluster (Dept.) of Entrepreneurship, Innovation and Management at the Faculty of Economics & Management of the Free University of Bozen-Bolzano.
June 2019 - September 2024	Representative of the Free University of Bozen-Bolzano as member of the General Council (“Consiglio Generale”) of the CUOA Foundation, one of the first Business Schools founded in Italy in the 50’s, participated by different Italian universities and companies and aimed to promote and develop an entrepreneurship and management culture.
April 2017 – September 2024	Deputy Head of the Permanent Selection Committee dedicated to evaluate and rank applications on Teaching Contract, Lecturing and Teaching Assistant openings in the field of Management (SEC-P/08), the Free University of Bozen-Bolzano.
January 2017 – September 2024	Member of the Supervisory Board (Collegio dei Docenti per il Corso di Dottorato) of the PhD Programme in Management and Economics of the Free University of Bozen-Bolzano.
January 2017 – September 2024	Member of the Degree Programme Council (Consiglio di Corso di Laurea Magistrale) of the Master in Entrepreneurship and Innovation of the Free University of Bozen-Bolzano.
March 2015 – 2016	Member of the Research Strategy Group of Lancaster University Management School, which is responsible of strategically assessing LUMS research initiatives and coordinating LUMS research activities.
November 2015 – September 2016	Member of the Committee for Sabbaticals of the Department of Entrepreneurship, Strategy & Innovation of Lancaster University Management School.
December 2009 – September 2016	Participation in various departmental and university related activities (e.g., commencement, faculty meetings, department meetings, teaching committees).
January 2012 – September 2013	Member of the Curriculum Committee (“Commissione Piano degli Studi”) of the Faculty of Engineering, University of Bergamo, aimed at evaluating the program of studies of the students and authorizing possible variations to it.
May 2010 – September 2013	Member of the International Courses Committee (“Consiglio Piani degli Studi Internazionali”) of the Department of Economics and Technology Management, Faculty of Engineering, University of Bergamo, aimed at assessing international candidates submitting their application to the University of Bergamo.
May 2010 – September 2013	Member of the Executive Committee and International Scientific Committee of CYFE, the research center for young and family enterprises of the University of Bergamo.
January 2010 – September 2013	Member of the Faculty Teaching Committee (“Consiglio di Corso di Studio Didattica”) of the Department of Economics and Technology Management, Faculty of Engineering, University of Bergamo.
March–September 2013	Member of the task force that is working to innovate the Educational Offer of the University of Bergamo at both undergraduate and postgraduate level.

SERVICE TO PROFESSIONAL ORGANIZATIONS

Academic and Professional Associations	<ul style="list-style-type: none"> • Academy of Management (AoM) • Strategic Management Society (SMS)
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- Institute for Family Business (IFB)
- International Family Enterprise Research Academy (IFERA)
- Accademia Italiana di Economia Aziendale (AIDEA)
- Società Italiana di Management (SIMA)
- Italian Family Enterprise Research Academy (ITFERA)
- Family Enterprise Research Conference (FERC)
- Family Firm Institute (FFI)
- European Institute for Advanced Studies in Management (EIASM)
- European Council for Small Business and Entrepreneurship (ECSB)
- International Council for Small Business (ICSB)
- International Association for Management of Technology (IAMOT)
- Italian Association of Management Engineering (Associazione italiana Ingegneria Gestionale, AiIG)
- Associazione Italiana per la Ricerca (AIR)
- Accenture Alumni Network
- Alumni Polimi Network
- Engineering Licence, Pescara Engineering Association (subscription no. 1356), from February 12th, 2004.
- Insurance Agents Licence, Italian Insurance Agents Association (subscription no. 76818), from June 4th, 2002.

Professional Registers

In September 2020, I have founded and serve as Chairman of the Scientific Committee of **the first Italian of Observatory on Generations and Intergenerationally** (until 2021).

Since December 2013, I have served as advisor in the **Technology Forum**, an international community that brings together top leaders and talents belonging to the four key players of successful innovations: Research, Business, Finance and Government in order to provide stimuli for innovation, education, and entrepreneurship in Italy. <http://www.technologyforum.eu>

Given the major impact of scientific and technological developments on the economy and competitiveness, the Forum represents a valuable opportunity to share best practices, make proposals to the policy makers and meet influential personalities from around the world.

From 2014 to 2016, I have been engaged in the **Berkeley Innovation Forum**, a membership organization hosted by Henry Chesbrough, Faculty Director of the Garwood Center for Corporate Innovation at the University of California Berkeley that focuses on the innovation challenges confronting companies around the world.

Since 2016, I also serve on the **Supervisory Board (SB)** of the **INMAFOOD consortium** working on the topic of innovation management within the food sector. The SB is the decision-making body of the consortium for strategic decisions impacting on the project and its external relationships, in particular with the European Commission.

REVIEWER FOR PUBLIC FUNDING BODIES AND PRIVATE ORGANIZATIONS

- Member of the *European Science Foundation College of Expert Reviewers* aimed to provide scientific assessments of project proposals submitted to the European Science Foundation (from April 2019).
- Rapporteur for Romania's Ministry of Research, Innovation and Digitization (MCID) and the Executive Agency for Higher Education, Research, Development and Innovation Funding (UEFISCDI) (April, 2023)
- External reviewer for the evaluation of the Profile Area "Entrepreneurship in Context" within Jonkoping University, asked to assess the scientific quality of its research, its strategic profile, and the collaboration with surrounding society (February-March, 2022).
- Expert reviewer for the Austrian Science Fund, the national research funding organization in Austria (May 2020).
- Expert reviewer for the Research Office of LUISS University Guido Carli, for the assessment of four research projects (February 2020).
- Expert reviewer for the Research Foundation - Flanders (Fonds voor Wetenschappelijk Onderzoek - Vlaanderen, FWO), a Belgian public research funding organization partnering with the European Science Foundation (February and March 2019).
- Expert reviewer for the Italian government in the National Assessment of Italian research in 2015-2019 (**VQR 2015-2019**).
- Expert reviewer for the Chief Research Office of the American University of Sharjah (AUS) located in the United Arab Emirates (November 2018).
- Expert reviewer for the Estonian Research Council (ETAg), the sole government foundation established to fund basic research in Estonia (August 2017, and September 2018).
- Expert reviewer for Autonomous Province of Trento for the assessment of the 2016-2017 Research Programme signed between the Autonomous Province of Trento and EURICSE, a research institute aimed to promote knowledge development and innovation for the field of cooperatives, social enterprises and other nonprofit organizations (June 2017).
- Expert reviewer for the National Science Center (NCN - <https://www.ncn.gov.pl/?language=en>), the Polish government executive agency set up to support basic research in Poland (April 2017).
- Expert reviewer for the Italian government in the National Assessment of Italian research in 2011-2014 (**VQR 2011-2014**).
- External and independent reviewer for the Autonomous Province of Bolzano (Northern Italy) of a research project on family business succession (October, 2015).
- External and independent reviewer for the University of Padua research program "Progetto Giovani" (May 2015).
- Reviewer for the Singapore National Research Foundation (NRF), a department within the Prime Minister's Office that helps set the national direction for R&D by developing policies, plans and strategies for research, innovation and enterprise (RIE). Specifically, I have reviewed proposals submitted for the Science of Research, Innovation and Enterprise programme (SRIE) 1st grant call (October 2014).
- Reviewer for the United Arab Emirates University (UAEU). Specifically, I have reviewed a project proposal for the Office of the Deputy Vice Chancellor for Research & Graduate Studies (project budget: 198,000 AED).
- External and independent expert for the Impulse Council of KU Leuven (University of Leuven, Belgium) in the evaluation of a research project proposal on family business requesting funding of € 105,000 (April 2014).
- External reviewer for the Polimi International Fellowships (PIF) Program of Politecnico di Milano, Italy (October 2014).

IEED SEMINARS CONVENED OR MODERATED AT LANCASTER UNIVERSITY MANAGEMENT SCHOOL

- Prof. Frank Hoy, Paul R. Beswick Professor of Innovation & Entrepreneurship, Worcester Polytechnic Institute, USA, June 15, 2015.
- Prof. Gloria Barczac, Editor-in-Chief of the *Journal of Product Innovation Management*, Northeastern University (USA), June 19-20, 2014.
- Prof. Sanjay Goel, President of the International Family Enterprise Research Academy (IFERA, the world's largest organisation for family business research), University of Minnesota Duluth (USA), May 11-14, 2014.
- Prof. Silvio Vismara, Associate Editor of *Small Business Economics* and Director of the CISAlpino Institute for Comparative Studies in Europe at the University of Bergamo (Italy) and University of Augsburg (Germany), May 1, 2014.

- Dr. Ascensión Barroso Martínez, Universidad de Extremadura (Spain), July 4, 2014.
- Dr. Erik Monsen, Lecturer, University of Strathclyde (UK), May 29, 2014.
- Dr. Antonio Messeni Petruzzelli, Lecturer, Politecnico di Bari (Italy), March 25, 2014.
- Dr. Jacqueline Jackson and Dr. Josip Kotlar, Lancaster University (UK), February 6, 2015.

PRACTITIONER WORKSHOPS DESIGNED OR FACILITATED AT LANCASTER UNIVERSITY MANAGEMENT SCHOOL

- “Critical Issues at the Intersection of Family and Business”, roundtable discussion with Jess Chua, Frank Hoy, Carole Howorth, Mike Wright and family business owners and managers, June 12, 2015.
- “Innovation and growth in family business”, two-day interactive workshop for family businesses operating in the North West of UK, March 19-20, 2014.

PROFESSIONAL EMPLOYMENT HISTORY

- May 2009 –
December 2009* **SCS CONSULTING S.P.A. – BOLOGNA, ITALY**
Management Consulting Company – 100 employees – revenues €12 Mln
Manager
Responsible for management consulting projects in the insurance industry; family business expert; leader and coordinator of research and strategy consulting activities on topics related to succession management and family business.
- February 2007 –
May 2009* **ACCENTURE – MILAN, ITALY**
Multinational Company in Management Consulting, Information Technology and Services – 8,000 employees – revenues €900 Mln
Senior Consultant – Strategy practice
Strategy consulting projects for the top management of primary national and international companies and for institutions in the insurance and banking industry.
- July 2002 – March
2004* **BORSA ITALIANA (LONDON STOCK EXCHANGE GROUP) – MILAN, ITALY**
Company responsible for the organization and management of the Italian stock exchange – 394 employees – revenues €230 Mln
Financial Analyst at the Financial Products and Markets Supervision Department.
- July 1997 – July
2002* **AGENZIA GENERALE D’ASSICURAZIONE U.A.P. (THEN AXA) – PESCARA, ITALY**
Insurance agency – 2 employees and 11 collaborators– revenues €1,3 Mln
Insurance Agent.

CONSULTING

- Consulting assignments have covered the topics of: private company succession planning, management of the generational transition journey, engagement and development of the nextgen of an entrepreneurial family, innovation management and use of tradition to innovate, family business governance, design of a family governance, business plan, goal setting and strategic planning, family value and social responsibility, conflict resolution, technology scouting, impact studies, market analyses, international strategic alliance, start-up coaching, change management, project evaluation with risk analysis, program/project management.
- I am currently working with a major family-owned bank, helping the owning family to handle the succession process, design the family governance system, define principles and rules for the entry of new generation members, and develop a talent bank for the next generation.
- An example of recent consulting assignment is a family-run bakery and pastry-making SME, where I am supporting the family owners to understand their identity tradition, define their values and leverage such tradition to generate innovations that will enable firm growth (“innovation through tradition”).
- Another example of consulting assignment is the development and implementation of a family-oriented Corporate Social Responsibility program at Lombardini S.p.A. (a family-owned company operating in the wholesale and supermarket industry).

BOARD OF DIRECTORS, AND OTHER BOARD ACTIVITY

- I have served as an independent director on boards, family councils, and advisory boards of various organizations and institutions.

LANGUAGE COMPETENCE

- English (C2)
- Italian (native language)

NOMINATED REFEREES

Professor James J. Chrisman

Julia Bennett Rouse Professor of Management
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Dr Chrisman is a Professor of Management and Director of the Center of Family Enterprise Research at Mississippi State University. He holds a joint appointment as a Research Fellow at the University of Alberta (Canada). He has published approximately 140 journal articles on family business, entrepreneurship, and other topics in a variety of journals such as *Academy of Management Review*, *Academy of Management Journal*, *Journal of Management*, *Journal of Business Venturing*, *Strategic Management Journal* and *Entrepreneurship Theory and Practice*.

He currently serves as a Field Editor for the *Journal of Business Venturing* and a Senior Editor for *Entrepreneurship Theory and Practice*. In addition, he has guest edited special issues on family business for the *Journal of Business Venturing*, *Entrepreneurship Theory and Practice*, *Business Ethics Quarterly*, *Journal of Business Research*, *Family Business Review*, *Journal of Product Innovation Management* and *Small Business Economics*.

Professor Jess H. Chua

Professor of Finance and Family Business Governance
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2500 University Drive NW
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Dr Chua is Professor of Finance and Family Business Governance at the Haskayne School of Business of the University of Calgary. He also holds the Fotile Chair in Family Business at Zhejiang University, China and has a part time appointment with Lancaster University Management School. He has co-authored three books, two monographs, and more than 100 academic and professional articles on family business and financial management in journals such as *Organization Science*, *Journal of Finance*, *Journal of Business Venturing*, *Entrepreneurship Theory and Practice*, *Journal of Financial and Quantitative Analysis*, *Bell Journal of Economics*. He co-edited a special issue on family business for *Journal of Business Venturing* in 2003 and a special issue on innovation in family business for the *Journal of Product Innovation Management* in 2014. In addition, he was an associate editor of *Entrepreneurship Theory and Practice (ETP)* and has co-edited eleven special issues of *ETP* on Theories of Family Enterprises.

His research has been widely cited and has received various research awards from the Academy of Management, Family Firm Institute, the Administrative Science Association of Canada, and the Financial Management Association. For his contribution to management practice through his teaching, research, and consulting, he received the 1999 National Post Leaders in Management Education Award. In 2002, he received the MBA Society Award for Excellence in Teaching and Learning. In addition to teaching and

research, he has served the Haskayne School in various administrative roles and on the boards of several professional organizations plus energy, high-tech, and information companies.

Sincerely,
Alfredo De Massis

Pescara, February 9th, 2026

A handwritten signature in black ink, appearing to read "Alfredo De Massis". The signature is written in a cursive style with a large initial 'A' and 'D'.