

EUROPEAN CURRICULUM VITAE



Le informazioni qui contenute vengono rese ai sensi e per gli effetti degli artt 46e 47 del DPR445/2000

PERSONAL INFORMATION

Name	MARIASOLE BANNÒ
E-mail	mariasole.banno@unibs.it
Nationality	Italian
Date of birth	14th February 1977

PRESENT POSITION

December 2015 – Now	Associate Professor in Applied Economi at the Department of Industrial and Mechanical Engineering, University of Brescia
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PREVIOUS APPOINTMENTS

December 2015 – December 2018	Research Fellow category B (Associate Professor) at the Department of Industrial and Mechanical Engineering, University of Brescia
September 2015 – December 2015	Research Fellow, project “Flexible: labour productivity” at the Department of Economics and Management, University of Trento
March 2015 – December 2015	Consultancy at Provincia autonoma Trento, project: “Sistemi regionali di innovazione e politiche pubbliche, un confronto regionale”
March 2013 – March 2015	Research Fellow, project “Building competences for International growth: the case of Trentino firms” at the Department of Economics and Management, University of Trento
January 2011 – February 2013	Research Fellow, project: “Innovation and internationalisation” at the Department of Industrial and Mechanical Engineering, University of Brescia
July 2009 – December 2010	Research Fellow, project “La valutazione degli incentivi pubblici all'internazionalizzazione delle imprese: effetti diretti ed indiretti” at the Department of Industrial and Mechanical Engineering, University of Brescia
October 2008 – June 2009	Maternity leave

January 2006 – December 2008	Research Student at the PhD courses in “Economics and Management of Technology”. Department of Management Engineering, University of Bergamo, Dalmine (BG)
September 2004 – February 2005	Maternity leave
June 2004 – November 2005	Research Fellow “Il mercato cinese: sfida o minaccia per i distretti della meccanica strumentale in Italia?”. Department of Industrial and Mechanical Engineering, University of Brescia

COMMITTEE FOR UNIVERSITY OF BRESCIA

2018-now	Collaborazione ufficio scuole provincia di Brescia, ASL e Orientamento University of Brescia
2017-now	Member of Consiglio della Scuola di Specializzazione in Igiene e Medicina Preventiva, University of Brescia
2017-now	Member of the scientific committee of the Course of PhD in the Department of Industrial and Mechanical Engineering, University of Brescia
2016-now	Member of the committee “Commissione paritetica”, University of Brescia
2016-now	Member of the committee “Commissione stage”, University of Brescia
2017-now	Member of the committee “Commissione cultura”, University of Brescia
2017-now	Member of the research group U4P (You for Peace), University of Brescia
2017-now	Member of the committee LOG (Laboratorio Osservatorio di Genere), University of Brescia
2017-now	Member of the committee “Commissione orientamento”, University of Brescia
2018-now	Member of the school SMAE (La Scuola di Alta Formazione School of Management and Advanced Education), University of Brescia
2017-now	Responsible for innovative teaching, University of Brescia

OTHER APPOINTMENTS

2008-now (not every year)	Reviewer for reviews such as: Journal of small business management, Applied Economics, Management, Journal of Industrial and Business Economics, Journal of family business strategy, International journal of the Economics of Business, The Social Science Journal
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2010 – now (not every year)	Member of: IFERA (International Family Research Academy), EURAM (European Academy of Management), AIB (Academy of International Business), EIBA (European International Business Academy), AIV (Associazione Italiana di Valutazione), Aisre (Associazione Italiana di Scienze Regionali), ERSA (European Regional Study Association), AiIG (Associazione Italiana Ingegneria Gestionale), AISSEC (Associazione Italiana per lo Studio dei Sistemi Economici Comparati), SIDREA, SIMA (Società Italiana di Management).
2017-now	Member of the Editorial Board of Fondazione Ergo, Varese
2016-2017	PhD evaluation commission at University of Trento
2015-2016	PhD evaluation commission at University of Trento
2014-2015	Master supervisor at MIP School of Management (Polytechnic) of Milan
2010-2011	PhD supervisor at University of Aveiro
1999 – 2002	President of the Italian local unit of ESTIEM (European students of Industrial Engineering and Management)

DEGREES HELD

• Date	19 October 2018
• Title of qualification awarded	National qualification 13/B2 (SECS P/08), 5 out of 5 members of the commission gave a positive evaluation
• Organization providing qualification	MIUR
• Date	26 November 2014
• Title of qualification awarded	National qualification 13/A4 (SECS P/06), 5 out of 5 members of the commission gave a positive evaluation
• Organization providing qualification	MIUR
• Date	25 March 2009
• Title of qualification awarded	PhD in <i>Economics and Management of Technology</i> . Title of dissertation: "Allocation, effects and effectiveness of public incentive programmes to firms' outward internationalisation" Tutor Prof Marco Mutinelli
• Organization providing qualification	University of Bergamo
• Date	September 2003
• Title of qualification awarded	Cultore della materia "Fundamentals of business economics", "Industrial Economics", "Strategic management"
• Organization providing qualification	University of Brescia
• Date	September 2003
• Title of qualification awarded	Qualifying examination in Engineering, Final result 100/100
• Organization providing qualification	University of Brescia, Department for Education and Skills
• Date	11 June 2003

- Title of qualification awarded Undergraduate degree in Management Engineering, Final result 106/110. Title of dissertation: “Modelli di evoluzione dell’assetto dei sistemi logistico produttivi di aziende multinazionali operanti su base europea” Tutor Prof. Alessandro Perego
- Organization providing qualification University of Brescia
- Date June 1997
- Title of qualification awarded High school degree in art
- Organization providing qualification Secondary school on science and art, Liceo scientifico statale A.Calini

EDUCATION AND TRAINING

- Dates (from – to) January 2006 – December 2009
- Title of qualification awarded PhD in “Economics and Management of Technology”
- Organization providing education and training University of Bergamo, Dalmine (BG)
- Principal subjects/occupational skills covered During the first and second year of Ph.D. I attended successfully the following courses organized by University of Bergamo: of Microeconomics, statistics, econometrics, finance, business strategy and management, accounting, industrial economics, economics and management of innovation
- Date September 2007
- Organization providing education and training Observatoire Français des Conjonctures Economiques (OFCE) and Istituto per la Cultura e la Storia di Impresa Franco Momigliano (ICSIM), Terni
- Principal subjects/occupational skills covered Summer school: “Public policy for innovation and growth”.
- Dates (from – to) May 2007 – September 2007
- Organization providing education and training Polo formativo “Innovazione tecnologica e internazionalizzazione per la competitività delle piccole e medie imprese manifatturiere della provincia di Brescia”. Istituto Superiore di Formazione e Ricerca ISFOR 2000, Brescia
- Principal subjects/occupational skills covered Training course for teaching
- Date September 2007
- Organization providing education and training AiIG, Associazione italiana Ingegneria Gestionale, Bressanone
- Principal subjects/occupational skills covered Summer school “Imprenditorialità, crescita delle imprese e del sistema economico”
- Date September 2006
- Organization providing education and training AiIG, Associazione italiana Ingegneria Gestionale, Bressanone
- Principal subjects/occupational skills covered Summer school “Imprese, filiere, settori: l’impatto delle nuove tecnologie dell’informazione e della comunicazione”
- Date September 2005
- Organization providing education and training AiIG, Associazione italiana Ingegneria Gestionale, Bressanone
- Principal subjects/occupational skills covered Summer school “Organizzazione come strategia: temi, problemi e metodi dell’organizzazione nella prospettiva dell’Ingegneria Gestionale”
- Date July 2004

- Organization providing education and training
 - Principal subjects/occupational skills covered eBusiness Management School, Department of the Institute for Advanced Interdisciplinary Studies (ISUFI), Ostuni
- Dates (from – to) June 2000
- Organization providing education and training Istituto Superiore di Formazione e Ricerca ISFOR 2000, Brescia
- Principal subjects/occupational skills covered “Web Competition” and “Quality and reliability of distribution network”

TEACHING EXPERIENCE

- Academic year 2017-now
- Name and address of employer Department of CIBIO – Centre for Integrative Biology, University of Trento
 - Type of business or sector Higher education
 - Occupation or position held Assistant lecturer: laboratory
 - Course Economics and Management
- Academic year 2016-now
- Name and address of employer Department of Mechanical and Industrial Engineering, University of Brescia
 - Type of business or sector Higher education
 - Occupation or position held Professor
 - Course Industrial Economics
- Academic year 2017-now
- Name and address of employer Department of Mechanical and Industrial Engineering, University of Brescia
 - Type of business or sector Higher education
 - Occupation or position held Professor
 - Course Theatre Teaches
- Academic year 2016-now
- Name and address of employer Department of Economics and Management, University of Trento
 - Type of business or sector Higher education
 - Occupation or position held Assistant lecturer
 - Course Theatre Teaches
- Academic year 2015-2016
- Name and address of employer Department of Mechanical and Industrial Engineering, University of Brescia
 - Type of business or sector Higher education
 - Occupation or position held Professor
 - Course Applied Economics
- Academic year 2015-now
- Name and address of employer Department of Information Engineering and Computer Science, University of Trento
 - Type of business or sector Higher education
 - Occupation or position held Professor
 - Course Economics and Management

- Academic year 2014-now
- Name and address of employer Department of Economics and Management, University of Trento
 - Type of business or sector Higher education
 - Occupation or position held Assistant lecturer: laboratory
 - Course International business
- Academic year 2013-2014, 2014-2015 and 2015-2016
- Name and address of employer Department of Economics and Management, University of Trento
 - Type of business or sector Higher education
 - Occupation or position held Assistant lecturer: lessons and exercises
 - Course Market analysis
- Academic year 2003 – now
- Name and address of employer Department of Mechanical and Industrial Engineering, University of Brescia
 - Type of business or sector Higher education
 - Occupation or position held Assistant lecturer: lessons and exercises
 - Course Business administration, Management control system, capital budgeting
- Academic year 2003 – now
- Name and address of employer Department of Mechanical and Industrial Engineering, University of Brescia
 - Type of business or sector Higher education
 - Occupation or position held Assistant lecturer: lessons and exercises
 - Course Fundamental of business economics
- Academic year 2004 – now
- Name and address of employer Department of Mechanical and Industrial Engineering, University of Brescia
 - Type of business or sector Higher education
 - Occupation or position held Assistant lecturer: lessons and exercises
 - Course Strategic management
- Academic year 2004 – now
- Name and address of employer Department of Mechanical and Industrial Engineering, University of Brescia
 - Type of business or sector Higher education
 - Occupation or position held Tutorship
- Main activities and responsibilities Tutorship in stages and thesis
- Academic year June 2008, May 2010
- Name and address of employer Department of Management, Economics and Industrial Engineering, Politecnico di Milano
 - Type of business or sector Higher education
 - Occupation or position held Assistant lecturer in the course “Economia internazionale”
- Main activities and responsibilities Seminar: “Public policy promoting outward internationalisation”
- Dates (from – to) 2007 – 2008
- Name and address of employer Polo formativo “Innovazione tecnologica e internazionalizzazione per la competitività delle piccole e medie imprese manifatturiere della provincia di Brescia” Istituto Superiore di Formazione e Ricerca ISFOR 2000, Brescia
 - Type of business or sector Course for technician in “Product and process innovation”
 - Occupation or position held Lecturer
 - Course Business economics and business administration, Management control system, Capital budgeting
- Dates (from – to) 2007

- Name and address of employer University of Brescia
 - Type of business or sector Master “Internationalisation process”
 - Occupation or position held Assistant lecturer
- Main activities and responsibilities Seminar “International human resource management”
 - Dates (from – to) 2007
- Name and address of employer Department of Mechanical and Industrial Engineering, University of Brescia
 - Type of business or sector Master “Internationalisation process”
 - Occupation or position held Tutorship
- Main activities and responsibilities Tutorship in stages and thesis
 - Academic year 2006 – 2007
- Name and address of employer Department of Mechanical and Industrial Engineering, University of Brescia
 - Type of business or sector Higher education
 - Occupation or position held Assistant lecturer: lessons and exercises
- Main activities and responsibilities Organizational innovation and human resource management

MAIN RESEARCH INTEREST

2011 – now Family firms

The present research project starts from the largely debated issue of the decline of the Italian economic system. Accordingly, it seems crucial to identify strengths and energies upon which the competitiveness of the Italian economy should rely. Among long term objectives, there is agreement on the need of increasing: the internationalization and innovation of Italian firms and the endowment of human, technological and financial capital of firms. Internationalization and innovation processes have been involving a growing number of family firms (FFs), whose participation in innovative projects and foreign markets increasingly entails higher levels of financial and organizational commitment. This research project aims at analysing internationalization and innovation strategy in FFs that play a relevant role in our economy. Notwithstanding internationalization processes have been involving a growing number of FFs, literature offers limited knowledge on the processes and strategies that make FFs unique in their international growth. In this context this project targets the investigation of internationalization and innovation in family business. It aims at identifying best practices and at providing suggestions for the design of public policies for both innovation and internationalization. The analysis exploits both secondary and primary data (thanks to face to face in deep interviews) and involves quantitative, qualitative and mixed methods.

2010 – now The mutual relationship between innovation and internationalisation

Over the past 20 years, innovation and internationalization capabilities are gaining more and more importance as key factors for economic growth and industrial competitiveness. R&D investments and internationalization process individually prove to enhance firm productivity, enrich firm skills and competencies and give more opportunities to face knowledge-based global competition. The project aims at providing an empirical evidence about the existence of a mutual relationship between innovation and internationalization. Moreover we want to demonstrate that these two phenomena are inter-dependent stimulus of a virtuous cycle leading to profitability improvement.

2009 – 2014 Public policy for innovation and internationalisation

The present research project starts from the largely debated issue of the decline of the Italian economic system. Accordingly, it seems crucial to identify strengths and energies upon which the competitiveness of the Italian economy should rely. The research activity stems from the acknowledgment of the virtuous relationships existing between internationalisation, innovation and firms performance. In particular the project aims at providing a conceptual framework for the evaluation of subsidies for firms' innovation and internationalisation processes. The objective will be pursued through: (1) a recognition and a taxonomy of the subsidies granted both at the European, national and regional level from 1998 to 2009 (2) the construction of an original database based on primary data; (3) the evaluation of the impact in terms of firms performance and in terms of unexpected and not declared consequences at the regional level

2007 – 2015 Subsidies for outward internationalisation

As most of the OECD countries has started to promote outward foreign direct investment (FDI) from the early 1990s, policy makers are increasingly concerned with their role and effectiveness. Nevertheless specific rigorous analyses are still lacking,

and most of the empirical analyses have focused exclusively on the effectiveness of the attraction of inward FDI, while no evidence has been so far provided on the role and the effectiveness of incentives for outward FDI. The present research activity aims at filling this gap by analysing both the direct and indirect impact of public incentives programmes for internationalisation.

2004 – 2015 Public policy evaluation: process and outcome evaluation

Despite the rising importance of industrial policy tools we know surprisingly little about either their effects or their allocation processes among firms. On the one hand, incentives and policy measures have often been criticized as ineffective, yet systematic and rigorous analyses are still often not unanimously. On the other hand, no evidence exists on the processes that drive their allocation. The object aims at providing new evidence in this two directions, and it aims at yielding substantial insights on program equity and on the design of non-experimental program evaluation

2003 – now Internationalisation: theoretical and empirical analysis.

The research analyses the state of the art and the perspectives of inward and outward foreign investments involving Italian firms in manufacturing and service industries. To this aim, a comprehensive data base on Italian inward and outward FDIs, called REPRINT, is continuously updated.

RESEARCH PROJECTS AND ACTIVE COLLABORATIONS

2019 – now	Project “3D SLAG”: (University of Brescia, DIMI)
2019 – now	Project “Gender”: M. Bannò, G. Dallura, G. Campopiano, A. Dawson, M. Torchia (University of Brescia, DIMI)
2018 – now	Project “PRD”: M. Bannò, G. Dallura, S. Trento e R. Faraci (University of Brescia, DIMI)
2018 – now	Project “Family firms in Europe”: M. Bannò, G. Dallura, S. Trento e R. Faraci (University of Brescia, Trento and Catania)
2017 – 2018	Project “Exploring the relationship between Innovation and Internationalisation of family firms across Europe”; Chairs and scientific committee for the workshop in Trento (June 2018): M. Bannò, G. Dallura, S. Trento e R. Faraci (University of Brescia, Trento and Catania)
2015 - 2016	Project “Flexible: labour productivity”; responsible Prof. Enrico Zaninotto (University of Trento, Faculty of Economics)
2015 - 2016	Project “Sistemi regionali di innovazione e politiche pubbliche, un confronto regionale”; responsible Marcantoni, (TSM Trentino School of Management)
2014-2015	Bannò M., Zaninotto E. “Fattori strategici nel processo di internazionalizzazione delle imprese trentine”, responsible E. Zaninotto (University of Trento) financed by Banca Intesa and Banca di Trento e Bolzano
2013-2014	Bannò M., Zaninotto E., Giuliani D. “La formazione delle competenze per la crescita internazionale delle imprese trentine”, responsible E. Zaninotto (University of Trento) finanziato da Banca Intesa e Banca di Trento e Bolzano
2005 – 2010	FIRB Project, Objective 2b, “Nuove dinamiche di sviluppo competitivo nella società della conoscenza”, national coordinator Prof. Franco Malerba. Local unit of Brescia, responsible Prof. Marco Mutinelli
2004 – now	Reprint, responsible Prof. M. Mutinelli (University of Brescia)

- 2008 Researcher in “Analisi del potenziale in Ricerca sull’individuazione e prima sperimentazione di strumenti per la misurazione dell’efficacia degli interventi di Project Work”, coordinators Prof. G. Martini and Rappelli, Research Institute of Lombardia, IRER: Milano
- 2006 Collaboration to the project “Le multinazionali estere in Lombardia e in Italia: tendenze, impatto, opportunità, ostacoli”. Responsible Prof. Fabrizio Onida, CESPRI-Bocconi in collaboration with Politecnico di Milano
- 2006 Collaboration to the project “Il processo di internazionalizzazione nell’area mediterranea: opportunità e criticità della filiera chimico-tessile”. Responsible Prof. Marco Mutinelli and Prof. Stefano Paleari
- 2005 – 2006 “Regional Policies for Internationalisation” Research project for Istituto Ricerche Economico Sociali della regione Piemonte (not published), responsible prof. Marco Mutinelli
- 2004 – 2005 Research focusing on the following topic: “Il mercato cinese: sfida o minaccia per i distretti della meccanica strumentale in Italia?”. Department of Mechanical and Industrial Engineering, University of Brescia

RESPONSIBLE OF ORGANISATION OF CONFERENCE, WORKSHOP AND SUMMER SCHOOL

- 2019 “RDW IFERA Gender in Family Firms” (2019-2020, University of Brescia)
- 2019 “Winter School LOG” (February 2019, University of Brescia)
- 2019 “Didattica DIMI” (January 2019, University of Brescia)
- 2018 Exploring the relationship between Innovation and Internationalisation of family firms across Europe”; Chairs and scientific committee for the workshop in Trento (June 2018): M. Bannò, G. Dallura, S. Trento e R. Faraci (University of Brescia, Trento and Catania)
- 2017 “Summer School Chem4Tech” (Fondamenti chimici per le Tecnologie) (September 2017, University of Brescia)

AWARDS

- 2017 Bannò M., Sgobbi F. “Family Business Characteristics and the Approach to HRM in Overseas Ventures”, Journal of Small Business Management, first published on line. DOI: 10.1111/jsbm.12162 ISSN: 1540-627X (ISI Impact Factor: 1.353) Award Research Centre on Socioeconomic Change, ISCTE, Lisbon University Institute, PT awarded money to F. Sgobbi.
- 2016 Bannò M., D’Allura G., Faraci R. and Pisano V., “The family businesses heterogeneity: An empirical investigation in the context of internationalization”. IFERA RDW Best Paper Award Catania 02-04 February.
- 2013 Bannò M., Morandi V., C. Varum “Public policy for innovation and internationalisation: are they worth it?”, Applied Economics Letters, Vol 20(10):

927-930. (Journal Impact Factor: 0.241)

Selected for publications in the collection: The Economics of Technology & Innovation, Taylor and Francis and The Most Read Article from the Applied Economics Series in 2013

- 2009 Bannò M., Sgobbi F., "The determinants of firm participation in public incentive programmes for outward internationalisation". Best Paper Award Franco Momigliano, XX Riunione Scientifica Annuale AiIG Udine 28 – 29 October ISBN 978-88-903069-1-4
- 2008 Bannò M., "Promoting the participation of business in foreign companies: An empirical analysis of outward FDI financial incentives". 6th International Industrial Organisation Conference. Marymount University, Washington May 16-18. Selected papers as "Rising Stars".

PUBLICATIONS

PAPERS IN REFEREED JOURNALS

- 2018 Bannò M., Loner S., Trento S. "L'innovazione nelle imprese familiari: la propensione a brevettare all'estero" *Sinergie Italian Journal of Management*
The paper is the result of the joint effort of the authors.
- 2018 Bannò M., D'allura G. "Le imprese familiari nel contesto regionale trentino: un assetto di governo personalizzato per potenziare lo sviluppo della propria azienda", *Economia Trentina*, Vol.1/2018.
ISSN 0012-9879
The paper is the result of the joint effort of the authors.
- 2018 Bannò M., Pisano V., Trento S., "Le imprese di famiglia sui mercati internazionali". *La Rivista Il Mulino*, Vol 1/18
Doi: 10.1402/89230
The paper is the result of the joint effort of the authors.
- 2018 Bannò M., "Vuoi aumentare l'export? Serve costanza, non solo competitività" *BellaFactory*, 10, 20-21.
The paper is the result of the single effort of the author.
- 2016 Bannò M., Pozza E., Trento S., "La famiglia fa male all'internazionalizzazione dell'impresa? Are family firms more or less internationalized than non family firms. *Sinergie Italian Journal of Management*, Vol 100 (34), 133-141
The paper is the result of the joint effort of the authors.
- 2016 Bannò M., "Propensity to patent by Family Firms", *Journal of Family Business Strategy*, Vol. 7, Issue 4, Pages 238-248. DOI: org/10.1016/j.jfbs.2016.07.002 (ISI Impact Factor: 2.605)
The paper is the result of the single effort of the author.
- 2016 Bannò M., Trento S., "The international expansion of family firms: the moderating role of successors and external managers". *International Journal of Globalisation and Small Business*. Special Issue on: "Family Businesses in Global Competition, Vol. 8(4), 292-315.
DOI: org/10.1504/IJGSB.2016.081420 (SCOPUS)

The paper is the result of the joint effort of the authors.

- 2016 Bannò M., Zaninotto E. "L'innovazione nelle province dell'Euregio: una analisi comparata", *Economia Trentina*, Vol.1.
ISSN 0012-9879

The paper is the result of the joint effort of the authors.

- 2016 Bannò M., Zaninotto E., "Committed to learn: come le PMI imparano ad esportare. Una analisi di casi aziendali", *Mercati e competitività*, Vol.2., 113-141
DOI: 10.3280/MC2016-002007.
ISSN: 1826-7386

The paper is the result of the joint effort of the authors.

- 2016 Bannò M., Sgobbi F. "Family Business Characteristics and the Approach to HRM in Overseas Ventures", *Journal of Small Business Management*, Vol 54(2), 640-658
DOI: 10.1111/jsbm.12162
ISSN: 1540-627X (ISI Impact Factor: 2.876)

The paper is the result of the joint effort of the authors.

- 2015 Bannò M., Piscitello L., Amorim C., "Determinants of internationalization of regions: regional characteristics and the role of public policy", *Regional Studies*, Vol 49, 1208-1222
DOI: 10.1080/00343404.2013.821570
ISSN: 1360-0591 (ISI Impact Factor: 3.147)

The paper is the result of the joint effort of the authors. However, the sections 1, 2, 3, 4 have resulted from M. Bannò

- 2015 Bannò M., Rossi P. "Beni immateriali e crescita delle imprese trentine La rilevanza di un nesso solido che contrasta con la Legge di Gibrat", *Economia Trentina* Vol 2: 34-37.
ISSN 0012-9879

The paper is the result of the joint effort of the authors.

- 2015 Bannò M., Giuliani D., Zaninotto E. "The nature of export spillovers on trade: An analysis at NUTS 3 level in Italy", *Applied Economics Letters*, Vol 22(10): 815-819.
ISSN 1350-4851, ISSNe 1466-4291 (ISI Impact Factor 2014: 0.303)

The paper is the result of the joint effort of the authors.

- 2014 Bannò M., Giuliani D., Zaninotto E. "Going abroad on regional shoulders: The role of spillover on the composition of regional exports", *Economia e Politica Industriale*, Vol 41 (4): 105-127.
ISSN 0391-2078, ISSNe 1972-4977 (SCOPUS)

The paper is the result of the joint effort of the authors.

- 2014 Bannò M., Piscitello L., Amorim Varum C., "The impact of public support to SMEs' Outward FDI: Evidence from Italy", *Journal of Small Business Management*, Vol 52(1): 22-38.
DOI: 10.1111/jsbm.12029
ISSN: 1540-627X (ISI Impact Factor: 2.876)

The paper is the result of the joint effort of the authors. However, the sections 1, 2, 3, 4 have resulted from M. Bannò

- 2014 Bannò M., Redondi R. "Air Connectivity and Foreign Direct Investments The

economic effects of the introduction of new routes" *European Transport Research Review*, Vol 6(4): 355-363.
ISSN: 1867-0717 (SCOPUS)

The paper is the result of the joint effort of the authors. However, the sections 1, 2, 3.1, 5 have resulted from M. Bannò

2013 Bannò M., Morandi V., C. Varum "Public policy for innovation and internationalisation: are they worth it?", *Applied Economics Letters*, Vol 20(10): 927-930. (ISI Impact Factor: 0.504)
DOI: 10.1080/13504851.2013.765535
Selected for publications in the collection: *The Economics of Technology & Innovation*, Taylor and Francis.

The paper is the result of the joint effort of the authors.

2013 Bannò M., Morandi V. "Politiche all'innovazione e all'internazionalizzazione: un'analisi regionale ", *L'Industria*, Vol. 1: 159-180.
DOI: 10.1430/73440
ISSN: 0019-7416

The paper is the result of the joint effort of the authors.

2012 Bannò M., Redondi R. "Rotte aeree e investimenti diretti esteri", *EyesReg*, Vol.2(3): 71-75
ISSN: 2239-3110

The paper is the result of the joint effort of the authors.

2012 Torres M., Amorim Varum C., Bannò M., "Competencies, requirements of internationalization and use of non-financial public supports", *International Journal of Innovation, Management and Technology*, Vol. 3(3):295-299
ISSN: 1793-6950

The paper is the result of the joint effort of the authors.

2012 Bannò M., Vezzoli M. "Analisi del processo di allocazione di un incentivo finanziario pubblico tramite tecniche di data-mining", *L'industria*, Vol. 33(3): 529-555
ISSN: 0019-7416

The paper is the result of the joint effort of the authors. However, the sections 1, 2, 3, 5, 6 have resulted from M. Bannò

2012 Bannò M., Morandi V. "Innovation and internationalisation: challenges for policy design", *Regional insight*, Vol. 3(1): 9-11
DOI: 10.1080/20429843.2012.10510718
ISSN: 2042-9843

The paper is the result of the joint effort of the authors. However, the sections 2, 3, 4, 5 have resulted from M. Bannò

2011 Bannò M., Matos Torres M., Varum A. C. "Valutazione del processo di autoselezione delle imprese nella fruizione dei fondi pubblici di venture capital" *Rassegna Italiana di Valutazione XV(50):127-143*
ISSN 1826-0713

The paper is the result of the joint effort of the authors. However, the sections 1, 2, 3, 4 have resulted from M. Bannò

2011 Bannò M., Piscitello L. "The evaluation of public incentive programmes for outward internationalization?" *European Review of Industrial Economics and Policy*, Vol 2
ISSN: 2109-9480

The paper is the result of the joint effort of the authors. However, the sections 1, 2, 3, 4 have resulted from M. Bannò

- 2010 Bannò M., Sgobbi F. "Firm participation in financial incentive programmes: the case of subsidies for outward internationalisation" *Journal of Policy Modeling*, Vol 32(6): 792–803.
ISSN: 0161-8938 (ISI Impact Factor: 1.097)

The paper is the result of the joint effort of the authors.

- 2010 Bannò M., Piscitello L., "L'efficacia degli incentivi per la crescita internazionale". *Economia e Politica Industriale*, Vol 37(2): 34-61.
DOI: 10.3280/POLI2010-002003
ISSN: 0391-2078 (SCOPUS)

The paper is the result of the joint effort of the authors. However, the sections 1, 2, 3, 4 have resulted from M. Bannò

- 2010 Bannò M., Piscitello L. "The effectiveness of incentives to firm's outward internationalization", *Applied Economics Letters*, Vol 17: 1729 – 1733.
ISSN: 1350-4851 (ISI Impact Factor 2014: 0.303)
DOI: 0.1080/13504850903183459

The paper is the result of the joint effort of the authors. However, the sections 1, 2, 3, 4 have resulted from M. Bannò

BOOKS

- 2017 Bannò M., Pisano V. "Le strategie d'internazionalizzazione delle imprese familiari italiane: una verifica empirica" G. Giappichelli Editore (Torino)
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The chapter is the result of the joint effort of the authors.

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- 2011 Bannò M., Mutinelli M. "Le partecipazioni delle imprese bresciane all'estero" in *Quarto rapporto sull'internazionalizzazione delle imprese industriali bresciane* Centro studi AIB: Brescia.

The chapters 3 and 4 are the result of the joint effort of the authors. However, the chapter 4 has resulted from M. Bannò

- 2011 Banno, M., Piscitello, L. and Amorim Varum, C. "Internationalisation, financial incentives and firm growth: evidence from Italy". in Hutson, E., Sinkovics, R. and Berrill, J. (eds.) *Firm-level internationalisation, regionalism and globalization*. Palgrave McMillan.
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misurazione dell'efficacia degli interventi di Project Work a cura di F. Rappelli, Istituto di ricerca della Lombardia, IRER: Milano

- 2008 Bannò M., "Le imprese multinazionali a Milano". In Mutinelli M., *Le imprese multinazionali nell'area metropolitana milanese, 2007*. Milano: Osservatorio Lavoro
- 2007 Bannò M., Mariotti S., Mutinelli M., "L'internazionalizzazione produttiva". In Lecca S., *Milano produttiva 2007*. Milano: Servizio studi e supporto strategico Camera di Commercio Milano

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- 2018 Amorim Varum C, Bannò M, D'Allura GM, Trento S "Exploring the relationships between innovation and internationalization in family firms" Convegno Annuale IFERA (International Family Enterprise Research Academy), Coping with Disruptions: Family Firm Continuity and Sustainability in Times of Rapid Change, Zwolle (The Netherlands), 3-6 July.
- 2018 Trento S, Bannò S, D'Allura GM "4th Industrial revolution and high-tech industry: Do we need a new business model?" Convegno annuale Sinergie-SIMA 2018 Convegno Annuale Sinergie-SIMA 2018, Strategie in trasformazione e nuovi modelli per la creazione di valore, Venezia (Italia), 14-15 June.
- 2018 Bannò M, Albertini A., Bendar A., Bodini I., Trento S., Villa V. "Theatre Teaches" HEADs 2018, 4th International Conference on Higher Education Advances (HEAd'18) June 20 – 22, Valencia (Spain) Valencia (Scopus)
ISSN: 2603-5871 ISBN: 978-84-9048-690-0 (print version)
DOI: <http://dx.doi.org/10.4995/HEAD18.2018.8560>
- 2018 Bannò M, Coller G., Zona F. "The Impact of Internationalization Strategies On Family Firms' Growth In Domestic Market" workshop Exploring the relationship between Innovation and Internationalisation of family firms across Europe"; University of Trento, June
- 2018 Trento Bannò, D'Allura 4th industrial revolution impact on business model: a detailed look in the high-tech industry, Workshop on the 4th industrial revolution, business model innovation, local ecosystem and global competition, 23-24 March,
- 2018 Bannò, Coller, Zona "The Impact of Internationalization Strategies On Family Firms' Growth In Domestic Market" Corporate Governance, Ownership and Control Rome, Italy on February 27, 2018
- 2018 Bannò M., D'allura G., Trento S. "Are the CEO demographic variables influent on family firms' innovation? An empirical investigation based on upper echelons theory", Corporate Governance, Ownership and Control Rome, Italy on February 27, 2018

- 2017 Bannò M., Coller, Zona F. SIDREA International Workshop "Family Involvement in management and firm growth" Università Federico II di Napoli 8 December, Italy.
- 2017 Bannò M., D'Allura G., Trento S. "How heterogeneity of power coalition support innovation in family firms", EURAM annual conference, 21-24 June, Glasgow, Scotland.
- 2017 Bannò M., D'Allura G., Trento S. "Heterogeneity of family firms: the impact on innovation output", IFERA annual conference, June Zara, Croazia
- 2017 Bannò M., D'Allura G., Trento S. "Heterogeneity of family firms: the role of successor", RDW IFERA, 16-17 March, Bolzano, Italy.
- 2016 Bannò M., Villa S., Zaninotto E. "E-commerce diffusion in Italy", sinergie annual conference Management in a digital world: decision, production, communication, 9-10 June, Udine.
- 2016 Bannò M., Trento S. "The internationalisation of family firms: the moderating role of experience and capabilities", ICMLG 4th International Conference on Management, Leadership and Governance. St Petersburg, Russia. DOI, Scopus IF.
ISBN: 978-1-910810-84-2 ISSN: 2049-681
- 2016 Bannò M., Zaninotto E. "E-commerce diffusion in Italy". Poster Session ICMLG 4th International Conference on Management, Leadership and Governance. St Petersburg, Russia. DOI, scopus, IF
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- 2015 Bannò M., Giuliani D., Zaninotto E., "Going abroad on regional shoulders: The role of spillovers on the composition of regional exports", DEM Discussion Paper 2014/06
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- 2013 Bannò M., Morandi V. "Patenting by family firms", AiIG annual conference "Entrepreneurship, innovation and the engine of growth", Milan, 17th-18th October.
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- 2008 Bannò M. Piscitello L., "The effectiveness of incentive to outward internationalisation". Academy of International Business Annual Meeting, *Knowledge Development and Exchange in International Business Network*, Università Bocconi, Milan June 30- July 3
- 2008 Bannò M., "Evaluating public policy to outward Internationalisation". Academy of International Business Doctoral Consortium. Università Bocconi, Milan June 30
- 2008 Bannò M., "Evaluating the incentives to outward internationalisation: Evidence from the Italian case". V Seminario dottorale Siepi. Siena June 12-13
- 2008 Bannò M., "Promoting the participation of business in foreign companies: An empirical analysis of outward FDI financial incentives". 6th International Industrial Organisation Conference. Marymount University, Washington May 16-18
- 2007 Bannò M., Mutinelli M., "Internazionalizzazione e alta tecnologia: le imprese italiane nella nuova geografia economica". XVIII Riunione Scientifica Annuale AilG, *Innovazione, crescita e competitività delle imprese*. Milan 11-12 October ISBN 978-88-903144-0-7
- 2006 Bannò M., Sgobbi F., "HRM and Foreign Direct Investments: Are SMEs Really Different?". DIG Lunch Seminar, Politecnico di Milano.
- 2005 Bannò M., Sgobbi F., "HRM and Foreign Direct Investments: Are SMEs Really Different?" 31st EIBA Annual conference, *Landscapes and Mindscapes in a Globalized world*. BI Norwegian School of Management, Oslo (Norway) 10-13 December
- 2004 Bannò M., Sgobbi F., "HRM and Internationalisation Processes at SMEs: An Empirical Analysis". RENT XVIII, Research in Entrepreneurship and Small Business, *Managing Complexity and Change in SMEs*. Copenhagen (Denmark)
- 2004 Bannò M., Sgobbi F., La gestione delle risorse umane nei processi di internazionalizzazione delle PMI, XV Riunione Scientifica annuale AilG, *Valori, risorse e competenze nelle organizzazioni*. Napoli

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- 2015 Bannò M., Zaninotto E. "Sistemi regionali di innovazione e politiche pubbliche, un confronto regionale"; financed by Provincia autonoma di Trento e TSM Trentino School of Management
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- 2008 Bannò M., "Effects, effectiveness and self selection of incentives to firms outward internationalisation", WIP Seminar Moncalieri (Torino), 12th – 13th November
- 2008 Bannò M., Evaluating public policies to outward Internationalisation: Evidence from the Italian Case, Doctoral Workshop, University of Brescia 19th – 20th June
- 2007 Bannò M., " Promoting the participation of Italian business in foreign companies (Law 100/1990): An empirical analysis of Outward FDI financial incentives?" WIP Seminar Moncalieri (Torino), November, 22th- 23th November
- 2007 Bannò M., "Internationalisation and public policy. Public incentives and promotional measures for FDI: impediment to or inducement for?" WIP Seminar, LIUC, Castellanza (Milano) 4th July
- 2006 Bannò M., " International trade orientation: an empirical evidence", University of Bergamo
- 2006 Bannò M., "Enhancing Entrepreneurial Orientation and SMEs Research", University of Bergamo
- 2005 Bannò M. "Il mercato cinese: sfida o minaccia per i distretti della meccanica strumentale in Italia?". Department of Mechanical and Industrial Engineering, University of Brescia

FORTHCOMING PAPERS AND CHAPTERS

- 2018 Trento S. Banno M., D'Allura G 4th Industrial revolution, business model, high-tech industry: a detailed look at the production chain. Symphonia, *forthcoming*
- 2018 Amorim Varum C., Bannò M., D'Allura G. M., How innovation shapes internationalization (and viceversa) in family businesses: an explorative investigation of italian firm in Andrea Colli, Giorgia M. D'Allura, Sanjay Goel (Edited by), *Family firms and Institutional contexts: business models, innovation and competitive advantage*, Edward Elgar Publishing Ltd. Forthcoming
- 2018 Bannò M., D'Allura G.M., Picardi R., (2018-*forthcoming*), Methods for family firm and institutions researches in Andrea Colli, Giorgia M. D'Allura, Sanjay Goel (Edited by), *Family firms and Institutional contexts: business models, innovation and competitive advantage*, Edward Elgar Publishing Ltd. Forthcoming

WORKING AND SUBMITTED PAPERS

- 2018 Banno M., D'Allura G., Trento S. "Are the CEO demographic variables influential on family firms' aptitude towards innovation? An empirical investigation based on the Upper Echelons Theory" submitted to Journal of Small and Business Management
- 2018 Amorim Varum C., Guimarães C., Bannò M. "Performance of firms across space: patterns of high growth and persistent high growth firms", working paper

- 2018 Bannò M. "Quantum Electronics Prize and the development of an industry cluster: the case of laser", working paper.
- 2018 Bannò M.; Dawson A., D'Allura G. Labaki R., "Female leadership in business family", working paper.

PROFESSIONAL EXPERIENCE

- 2018-now Consultancy for European Commission, Evaluator Expert of SME Instruments
- 2017-now Consultancy for Comune di Brescia, Vision of Brescia at 2030
- 2015 Consultancy for Confindustria, *Analisis of Smart Specialization Strategy S3 Sicily*.
- 2015 Consultancy for Provincia autonoma di Trento e TSM Trentino School of Management, *Analisis, evaluation and implementation of regional innovation strategy*
- 2015 Consultancy for ISMERI for European Commission, Policy evaluation. An analysis of the role and engagement of universities with regard to participation in the Framework Programmes.
- 2014 Consultancy for ISMERI, Istituto di Ricerca Interdisciplinare, *FP7 RED analysis and definition of key technologies and key research for: Industrial processes and plants, Transport*
- 2013 Consultancy for ISMERI for MISE (Ministero dello Sviluppo Economico), Rapporto su industria sostenibile: modalità e strumenti per un'industria nazionale sostenibile
- 2012 Consultancy for ISMERI, Istituto di Ricerca Interdisciplinare, *Technology Assessment della Rete Regionale delle Strutture di Ricerca Industriale e Trasferimento Tecnologico della Regione Emilia-Romagna*
- 2012 Consultancy for CIB Carpenteria Industriale Bresciana, *Strategic and financial evaluation of a productive investment*
- 2011 Consultancy for Qiqajon, *Drafting of the project and Business plan* for the application to Bando per progetti a carattere territoriale finanziati a valere del Fondo Europeo per l'Integrazione di cittadini di Paesi terzi – Annualità 2011 – Azione 3 Progetti giovanili.
- 2011 Consultancy for AIB Associazione Industriale Bresciana, *Le partecipazioni delle imprese bresciane all'estero*, in Quarto rapporto sull'internazionalizzazione delle imprese industriali bresciane.
- 2010 Tutor for the project, *Contabilità e bilancio di un ente locale: Strumenti per la valutazione e il controllo*, Darfo Boario Terme

- 2010 Tutor for the project, *I.R.O Strategic and financial evaluation of a productive investment in Romania*, Industrie Riunite Odolesi
- 2009 Consultancy for Istituto di ricerca della Lombardia, IRER: Milano, *Ricerca sull'individuazione e prima sperimentazione di strumenti per la valutazione e misurazione dell'efficacia degli interventi pubblici di Project Work*, ed. F. Rappelli
- 2009 Tutor for the project, *Usa in cogenerazione di un impianto a ciclo combinato di grossa taglia: Studio di fattibilità economica*, A2A Brescia
- 2007 Tutor for the project, *Sabaf Strategic and financial evaluation of a productive investment in Mexico*.
- 2006 Consultancy for the project, *Le multinazionali estere in Lombardia e in Italia: tendenze, impatto, opportunità, ostacoli*, Responsible Prof. Fabrizio Onida, CESPRI-Bocconi in collaboration with Politecnico di Milano
- 2006 Consultancy for Rondinelle S.r.l., *Operational and financial evaluation of an investment with public financial funds*.
- 2002 Responsible of the organization of *Career Day in the University of Brescia*.
- 2001 Responsible of the organization of the festival, *Teatro in Università 2001*.
- 2001 Responsible of the organization of the festival, *Teatro in Università 2000*.

OTHER EXPERIENCE

- 2015 M. Bannò Best actress awards for *Le visiteur* by Eric Emmanuel Schmitt, theatre company La Betulla, Director Bruno Frusca.
- 2012-now Actress for the comedy *Le visiteur* by Eric Emmanuel Schmitt, theatre company La Betulla, Director Bruno Frusca (Repeating performance, among others, Salerno, Milano, Pozzuoli, Gorizia, Brescia, Casale Monferrato.)
- 2000-2003 Actress for the comedy *Taxi a due piazze* by Lunari, theatre company Il cielo di carta, Director Erio Bottanelli; Actress for the comedy *Il penultimo scalino* by Lunari, theatre company Il cielo di carta, Director Erio Bottanelli; Actress for the comedy *Harvey* by Chase, theatre company Il cielo di carta, Director Erio Bottanelli; Actress for the comedy *L'incidente* by Lunari, theatre company Il cielo di carta, Director Erio Bottanelli

PERSONAL SKILLS AND COMPETENCES

- MOTHER TONGUE Italian
- OTHER LANGUAGES English Good reading, writing and verbal skills; French basic

TECHNICAL SKILLS AND COMPETENCES

Office: Excellent.
STATA, SPSS, Systat: Very good.
PcGive, Matlab, Autocad: Sufficient.

REFERENCE PERSONS

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(Firma)