

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	██████████
Date of birth	

PRESENT POSITION

December 2018 – Now	Associate Professor in Applied Economics 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	Member of the Board of Director of the school SMAE (La Scuola di Alta Formazione School of Management and Advanced Education), University of Brescia
2019-2020	Contamination Lab, Responsible for Education
2018-now	Membro commissione ateneo BdG e responsabile raccolta e analisi dati
2018-now	Membro supplente del Comitato Unico di Garanzia
2018-now	Delegata Didattica Innovativa DIMI
2017-now	Member of Consiglio della Scuola di Specializzazione in Igiene e Medicina Preventiva, 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 cultura”, “Commissione orientamento”, 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 qualità”, “Commissione paritetica”, University of Brescia
2016-2020	Member of the committee “Commissione stage”, University of Brescia

OTHER APPOINTMENTS

2008-now	Reviewer for journal 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, Industry and Innovation
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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).
2019-2022	PhD supervisor at University of Brescia
2020-2023	PhD supervisor at University of Trento
2020-now	Guest editor Member of the Editorial Board of special issue FBS
2020-now	Guest Editor Member of the Editorial Board of special issue PISB
2017-now	Member of the Editorial Board of Fondazione Ergo, Varese
2017-now	Expert for the evaluation of project submitted to public funding, Horizon 2020 and SME instruments Research Executive Agency (REA) ('the Agency'), under the power delegated by the European Commission ('the Commission') H2020 – Evaluation. EASME / Executive Agency for Small & Medium-sized Enterprises
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 *Economics and Management of Technology*. 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 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 2005, 2006 and 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 July 2004
 - Organization providing education and training eBusiness Management School, Department of the Institute for Advanced Interdisciplinary Studies (ISUFI), Ostuni
 - Principal subjects/occupational skills covered Summer school "Advanced International Summer school on Dynamic Capabilities in High Uncertainty Markets"
- 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 2017-2020
- 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 in Advanced strategy and management
- 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 2015-2018
- 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 – 2018
- 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 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

RESEARCH PROJECTS AND ACTIVE COLLABORATIONS

2020 – 2023	Project “ITER”: (University of Brescia, DIMI) competitivo, RESPONSIBLE PI
2019 – 2020	Project “Internationalisation and Innovation, PDW Ifera”: (University of Brescia, DIMI) competitivo, RESPONSIBLE PI
2019 – now	Project “3D SLAG”: (University of Brescia, DIMI)
2019 – 2020	Project “Smart Grid”: M. Bannò, Pilotelli, XXX (Regione Lombardia e University of Brescia, DIMI)
2018 – now	Project “PRD metamateriali”: M. Bannò, (University of Brescia, DIMI)
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, MEMBER OF EDITORIAL BOARD

2020 Guest editor to *Piccola Impresa e Small Business*

2020 Guest editor to *Journal of Family Business Strategy*

2020 Honorary Member of the Editorial Board of the IJBST Group of Journals

2020 “RDW IFERA Gender in Family Firms” (University of Brescia)

2020 “Sustainability event” 22.04.20 (University of Brescia)

2019 “Economia circolare” (March, University of Brescia)

2019 “Winter School LOG” (February 2019, University of Brescia)

2019 “Convegno Didattica Innovativa 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

2020 Bannò M., among 9 best project at ECIE.

2020 Bannò M., Coller, D’Allura selected paper among 10 best at Sinergie.

2019 Bannò M., Nicolardi selected paper among 10 best at Sinergie.

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 AiG 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

- 2021 Manuela Neri, Mariagrazia Pilotelli, Marco Traversi, Elisa Levi, Edoardo Alessio Piana, Mariasole Bannò, Eva Cuerva, Pablo Pujadas, Alfredo Guardo Conversion of end-of-life household materials into building insulating low-cost solutions for the development of vulnerable contexts: review and outlook towards a circular and sustainable economy. Sustainability ISSN 2071-1050

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

- 2021 Bannò M., Amorim V. C. "Champions during Crises Scenarios: High Growth and Persistent High Growth Firms Research in Applied Economics 2021, Vol. 13, No. 2 ISSN 1948-5433

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

- 2020 Bannò M., D'Allura Giorgia "Local context and firms creation: The case of biotechnology in Italy" International journal of research in business and social science, Vol 9(5), 26-37. ISSN: 2147-4478 doi.org/10.20525/ijrbs.v9i5.832

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

- 2020 Bannò M., Gianni F, Trento S. "The localization choices of Italian family businesses in China: is there an agglomeration effect?" Sinergie Vol 38(2)

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

- 2020 Bannò M., Nicolardi V. "Women's participation on Boards of Directors: The effects on business growth and profitability" Sinergie Italian Journal of Management, 38(1), 161-179 DOI: 10.7433/s111.2020.10

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

- 2018 Bannò M., D'allura G., "La presenza delle donne nei CdA italiani: un confronto tra imprese familiari e non familiari" Esperienze d'impresa, vol 1, 19-40 ISSN: 1971-5293

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

- 2019 Varum C. Bannò M, Competitive landscape: are tourism sectors different? Why does it matter? *Revue d'économie industrielle*, vol 165/2019, 9-39
DOI: 10.4000/rei.7809
ISSN: 1773-0198

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

- 2019 Giorgia Maria D'allura, Mariasole Bannò, Sandro Trento "Does CEO demographic characteristics affect family firms' innovation?" *Rivista Piccola Impresa/Small Business* - n. 2, 97-117
ISSN 0394-7947
doi: 10.14596/pisb.327

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

- 2018 Trento S., Bannò M., D'Allura G. "The Impact of the 4th Industrial Revolution on SMEs' High-Tech Industry" *Symphonia Emerging Issues in management*, vol 2, 145-157
ISSN: 1593-0319
DOI: [org/10.4468/2018.2.1](https://doi.org/10.4468/2018.2.1)

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

- 2018 Bannò M., Loner S., Trento S. "L'innovazione nelle imprese familiari: la propensione a brevettare all'estero" *Sinergie Italian Journal of Management*, Vol 36/107
<https://doi.org/10.7433/s107.2018.09>

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

- 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 FILE IN ERRORE

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

- 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](https://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. FASCIA A 13B1 e 13B2

- 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. However, the sections 1, 2, 3, 4, 5 have resulted from M. Bannò

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. FASCIA A 13B1 e 13B2

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 FASCIA A 13B1 e 13B2 e 13A4

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, ISSN e 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, ISSN e 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 FASCIA A 13B1 e 13B2

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. However, the sections 2, 3 and 4 have resulted from M. Bannò

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. . However, the sections 2, 3, 4, 5, 6 have resulted from M. Bannò

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. However, the sections 2 and 5 have resulted from M. Bannò

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.
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INVITED KEY NOTE SPEAKER

- 2021 Bannò M., invited speaker at Soroptimist "Economia circolare: il ruolo delle donne"
- 2020 Bannò M., invited speaker at Rete scuole superiori di Brescia "La volenza contro le donne"
- 2019 Bannò M., invited speaker at EWMD European Women Management Development "Management diversity"
- 2018 Bannò M., invited speaker at SUMMER SCHOOL "Chemistry: public policy for development"
- 2019 Banno M., invited speaker round table Family business heterogeneity: A discussion of variance among family firms, IFERA (International Family Enterprise Research Academy), Bergamo (Italy)

OTHER PAPERS AND RESEARCH PRESENTATIONS

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- 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

REPORTS

- 2021 Bannò M., Filippi E., Trento S. "automazione e lavoro" notes, on line
The paper is the result of the joint effort of the authors.
- 2020 Bannò M., D'allura M., Trento S. "Le caratteristiche del CEO impattano sull'innovazione delle imprese familiari?" Management notes, on line
The paper is the result of the joint effort of the authors.
- 2018 M. Speranza, D. Simeone, R. Faglia, P. Nicolai, E. Marta, S. Franzoni, G. Tamanza, M. Gennari, A. Marengoni, A. Signoroni, G. Provasi, M. Alberti, P. Rivoltella, M. Mazzoleni, G. Marseguerra, S. Pareglio, R. Mansini, Bannò M., A. Flammini, S. Onger, G. Gregorini, M.Pasini. "Libro bianco del percorso di co-progettazione territoriale integrata"; financed by Comune di Brescia
- 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
- 2015 Bannò M., Zaninotto E. "Fattori strategici nel processo di internazionalizzazione delle imprese trentine", financed by Banca Intesa e Banca di Trento e Bolzano
- 2014 Bannò M., Zaninotto E., Giuliani D. "La formazione delle competenze per la crescita internazionale delle imprese trentine", financed by Banca Intesa e Banca di Trento e Bolzano
- 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

WORKING AND SUBMITTED PAPERS

- 2021 Bannò, M., D'Allura G., Collier G.. Genere e finanza. Submitted to the Journal of Management & Governance.

- 2021 Bannò, M., Filippi, E., & Trento, S. The presence of women in governance positions and its effects on sustainability: A review, synthesis and future research agenda. Submitted to the Journal of Management & Governance.
- 2021 Bannò, M., D'Allura, G. M., & Filippi, E. Men and women are essentially the same, but society says no. Implication for firm internationalization. Submitted to the International Business Review

PROFESSIONAL EXPERIENCE

- 2018-now Consultancy for European Commission, Evaluator Expert of SME Instruments
- 2017-2018 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>I.R.O Strategic and financial evaluation of a productive investment in Romania</i> , Industrie Riunite Odolesi
2009	Consultancy for Istituto di ricerca della Lombardia, IRER: Milano, <i>Ricerca sull'individuazione e prima sperimentazione di strumenti per la valutazione e misurazione dell'efficacia degli interventi pubblici di Project Work</i> , ed. F. Rappelli
2009	Tutor for the project, <i>Usa in cogenerazione di un impianto a ciclo combinato di grossa taglia: Studio di fattibilità economica</i> , A2A Brescia
2007	Tutor for the project, <i>Sabaf Strategic and financial evaluation of a productive investment in Mexico</i> .
2006	Consultancy for the project, <i>Le multinazionali estere in Lombardia e in Italia: tendenze, impatto, opportunità, ostacoli</i> , Responsible Prof. Fabrizio Onida, CESPRI-Bocconi in collaboration with Politecnico di Milano
2006	Consultancy for Rondinelle S.r.l, <i>Operational and financial evaluation of an investment with public financial funds</i> .
2002	Responsible of the organization of <i>Career Day in the University of Brescia</i> .
2001	Responsible of the organization of the festival, <i>Teatro in Università 2001</i> .
2001	Responsible of the organization of the festival, <i>Teatro in Università 2000</i> .

OTHER EXPERIENCE

2018-now	Actress and promoter of <i>La chimica invisibile</i> , from an Idea of Mariasole Bannò, author andrea Albertini, theatre company La Betulla, Director Bruno Frusca.
2015	M. Bannò Best actress awards for <i>Le visiteur</i> by Eric Emmanuel Schmitt, theatre company La Betulla, Director Bruno Frusca.
2012-now	Actress for the comedies: <i>Se ci fosse luce</i> by Loffarelli, <i>Le visiteur</i> by Eric Emmanuel Schmitt, theatre company La Betulla, Director Bruno Frusca (Repeating performance, among others, Salerno, Milano, Pozzuoli, Gorizia, Brescia, Casale Monferrato, at least one hundred replica)
2000-2003	Actress for the comedy <i>Taxi a due piazze</i> by Lunari, theatre company Il cielo di carta, Director Erio Bottanelli; Actress for the comedy <i>Il penultimo scalino</i> by Lunari, theatre company Il cielo di carta, Director Erio Bottanelli; Actress for the comedy <i>Harvey</i> by Chase, theatre company Il cielo di carta, Director Erio Bottanelli; Actress for the comedy <i>L'incidente</i> 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

REFERENCE PERSONS

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