

# CURRICULUM VITAE

Enzo Peruffo

Last Update: May 2020

## ACADEMIC POSITION

- 2020 Associate Dean for Executive Education & Life-Long Learning – Luiss Business School
- 2019 Associate Professor of Corporate Strategy with a National Qualification as Full Professor - Department of Business and Management – Luiss Guido Carli University
- 2018 Director Executive Education Open – Luiss Business School
- 2018 Visiting Professor – IE Business School
- 2016 Member of the PhD in Management Scientific Board - Luiss Guido Carli University

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- 2018 - 2019 International Chair – Luiss Guido Carli – IE Business School
- 2018 - 2024 Licensed as Full Professor in Management – ASN (13/B02)
- 2015 - 2021 Licensed as Associate Professor in Management – ASN (13/B02)
- 2017 – 2018 Visiting Scholar – Texas Christian University (USA) – with Michael Hitt e Richard Priem
- 2016 - 2017 Visiting Scholar – Daniels College of Business - University of Denver (USA) – with Donald D. Bergh
- 2016 - 2019 Senior Lecturer of Corporate Strategy - Department of Business and Management – Luiss Guido Carli University
- 2015 - 2017 Head of Specialised Masters – LUISS Business School, Rome
- 2014 - 2016 Lecturer of Management – Bachelor – Department of Business and Management – Luiss Guido Carli University, Rome
- 2011 - 2015 Assistant Professor of Corporate Strategy – Department of Business and Management – Luiss Guido Carli University, Rome
- 2012 - 2016 Lecturer of Corporate Strategy – Master of Science – Department of Business and Management - Luiss Guido Carli University, Rome
- 2009 - 2010 Visiting Researcher at INSEAD (F) – Strategy Department - with Laurence Capron

2007 - 2011 Post-doc Research Fellow in Management at Luiss Guido Carli University, Rome (13/B02)  
 2003 Degree cum laude in Business Administration, Luiss Guido Carli University, Rome.

## SCIENTIFIC PUBLICATION

### Monograph

1. Peruffo E., (2018) *Le strategie di Turnaround nell'era digitale: modelli di analisi e sviluppo*. McGraw-Hill Education. ISBN: 9788838694639
2. Peruffo E., Perri A. (2017) *Family Business and Technological Innovation. Evidence from Italian Companies in the Global Pharmaceutical Industry*. Palgrave MacMillan. ISBN: 9783319615950 - **(Peer Review - SCOPUS)**
3. Peruffo. E. (2013) *Strategia di Disinvestimento, Corporate Governance e Valore Economico*. Franco Angeli. *Monografia - Collana Direzione di Impresa*. ISBN: 97888204665636 - **(Peer Review)**

### Articles Under Review

1. Cappa, F, Peruffo, E., Oriani, R., McCarthy, I.P. (*Minor Revision*). Big Data, a Valuable Resource in the Digitalized Environment? Unpacking the Effects of Volume, Variety and Veracity on Firm Performance. *Journal of Product Innovation Management*. **(4 ABS)**
2. Pinelli, M., Cappa, F., Peruffo, E., Oriani, R. (*Major Revision*) Too much of two good things: advanced and diverse knowledge effects on startups' performance. *IEEE – Transactions on Engineering Management* **(3 ABS)**
3. Moschieri, C., Peruffo, E.; Elvira, M. When Do majority shareholders drive changes in board composition? The evolution of boards' gender ratios in restructuring firms.

[Under Review – *Organization Science* – **4\* ABS**]

### Publication ABS - Class A (ANVUR) – ISI WEB of Science - Scopus

1. Pinelli, M., Cappa, F., Peruffo, E., Oriani, R. (Conditional Acceptance). Acquisitions of non-controlling equity stakes, agency conflicts and profitability. *Strategic Organization* **(3 ABS)**
2. Peruffo, E., Brunetta, F., Marchegiani L. (2019). When birds of a feather don't flock together: diversity and innovation outcomes in international R&D collaborations. *Journal of Business Research*. **(3 ABS)**. doi.org/10.1016/j.jbusres.2019.08.033.
3. Bergh D., Peruffo. E., Chiu K., Hitt, M., Connelly, B. (2019). Market response to divestiture announcements: a screening theory perspective. *Strategic Organization*. **(3 ABS)**. doi.org/10.1177/1476127019851083.
4. Banerjee, S., Peruffo, E., Oriani, R. (2019) Signaling role of corporate board structure on foreign institutional investments: evidences from a large emerging country. *Corporate Governance: an international review*. **(3 ABS)**. doi.org/10.1111/corg.12298.

5. Ardito L., Peruffo E., Natalicchio, A. (2019). The relationships between the internationalization of alliance portfolio diversity, individual incentives, and innovation ambidexterity: A microfoundational approach. *Technological Forecast & Social Change*. (3 ABS). doi.org/10.1016/j.techfore.2019.119714.
6. Vicentini F., Peruffo E. Meissner D., Mueller J. (2019). Unpacking entrepreneurial intensity and individual ambidexterity in small project-based enterprises: a new perspective for the TV drama industry. *IEEE – Transactions on Engineering Management*. (3 ABS). doi: 10.1109/TEM.2019.2914662
7. Ardito L., Peruffo E., Pascucci F., Messeni Petruzzelli, (2018). A. Inter-firm R&D collaborations and green innovation value: The role of family firms' involvement and the moderating effects of proximity dimensions. *Business Strategy and the Environment*. (3 ABS). doi.org/10.1002/bse.2248
8. Peruffo E., Marchegiani L., Vicentini F. (2018). Learning from divestiture experience: Evidence from European countries. *Journal of Knowledge Management*. (2 ABS). doi: 10.1108/JKM-04-2017-0155.
9. Peruffo E., Perri, A. (2016). Knowledge Spillovers from FDI: a critical review from the international business perspective. *International Journal of Management Reviews*, Vol. 18 (1): pp. 3-27. (3 ABS)
10. Peruffo E., Binacci M., Oriani R., Minichilli A. (2016). Are all non-family managers (NFM) equal? The impact of NFM characteristics and diversity on firm performance. *Corporate Governance: an international review*. Vol. 24 (6): pp. 569-583. (3 ABS)
11. Peruffo E., Oriani R., Perri A. (2014). Information Asymmetries, Family Ownership and Divestiture Financial Performance: Evidence from Western European Countries. *Corporate Ownership & Control*, Vol. 11 (4): pp. 43-57. (SCOPUS)
12. Brunetta F. Peruffo E. (2014). May parents inherit from heirs? Towards an understanding of the parent-spun-off relationship. *American Journal of Applied Science*, Vol. 11 (6): pp. 921-928. (SCOPUS)
13. D'Alise C., Giustiniano L., Peruffo E. (2014). Innovating Through Clusters. *International Journal of Engineering and Business Management*, 28, p. 1-14, ISSN: 1847-9790, doi: 10.5772/59028 (SCOPUS)
14. Peruffo E., Pirolo L., Nenni M.E. (2014). Spin-off and innovation in the Pharmaceutical industry. *International Journal of Engineering and Business Management*, Vol. 6:17. (SCOPUS)

### Special Issues

- Position: Co-Guest Editor
- Journal: Journal of Business Research (ISSN: 0148-2963)
- Typology: FASCIA A (ANVUR) – **3 ABS SCOPUS e ISI Web of Science** - Impact factor (2016): 3.354 (Source: InCites Journal Citation Report)
- Special Issue: Leveraging international R&D teams to sustain innovation and entrepreneurship
- Track: Family Business and R&D

### Teaching cases

1. Peruffo E., Crenna, A. Gentili, S. (2012) Extendia – in collaboration with Indesit Company

2. Peruffo, E. (2019) Tirreno Power: A Successful Case of Turnaround – in collaboration with Tirreno Power
3. Peruffo, E., Messeni Petruzzelli A., Presenza, A. (2020) Tradition-driven business model: Borgo Egnazia – in collaboration with Borgo Egnazia
4. Peruffo E., D'Angelo V. (2020) Cd-Projekt: an history of inverted vertical integration

### Scientific publications

1. Cappa, F., Peruffo, E., Oriani, R., McCarthy, I.P. (Minor Revision). Big Data, a Valuable Resource in the Digitalized Environment? Unpacking the Effects of Volume, Variety and Veracity on Firm Performance. *Journal of Product Innovation Management*.
2. Corsico, F., Peruffo, E., Acciarini, C. (In press) Introduction to family business and theoretical perspectives, in, Handbook of Family Business, Luiss University Press.
3. Peruffo, E., Acciarini, C. (In press) Family business in the digital era: navigating a scenario full of transformations, in, Handbook of Family Business, Luiss University Press.
4. Pinelli, M., Cappa, F., Peruffo, E., Oriani, R. (Conditional Acceptance). Acquisitions of non-controlling equity stakes agency conflicts and profitability. *Strategic Organization*
5. Brunetta, F., Marchegiani L., Peruffo E., (2019). When birds of a feather don't flock together: diversity and innovation outcomes in international R&D collaborations. *Journal of Business Research*. doi.org/10.1016/j.jbusres.2019.08.033.
6. Bergh D., Chiu K., Peruffo, E., Hitt, M., Connelly, B. (2019) Market response to divestiture announcements: a screening theory perspective. *Strategic Organization*. doi.org/10.1177/1476127019851083.
7. Banerjee, S., Peruffo, E., Oriani, R. (2019) Signaling role of corporate board structure on foreign institutional investments: evidences from a large emerging country. *Corporate Governance: an international review*. (3 ABS). doi.org/10.1111/corg.12298.
8. Ardito L., Peruffo, E., Natalicchio, A. (2019) The relationships between the internationalization of alliance portfolio diversity, individual incentives, and innovation ambidexterity: A microfoundational approach. *Technological Forecast & Social Change*. doi.org/10.1016/j.techfore.2019.119714.
9. Vicentini F., Peruffo E. Meissner D., Mueller J. (2019) Unpacking entrepreneurial intensity and individual ambidexterity in small project-based enterprises: a new perspective for the TV drama industry. *IEEE – Transactions on Engineering Management*. doi: 10.1109/TEM.2019.2914662
10. Boccardelli, P., Peruffo, E., (2018) How Technogym created the wellness industry? S. Iñiguez de Onzoño, K. Ichijo (eds.), Business Despite Borders, *Palgrave MacMillan*.
11. Ardito L., Peruffo E., Pascucci F., Messeni Petruzzelli, (2018). A. Inter-firm R&D collaborations and green innovation value: The role of family firms' involvement and the moderating effects of proximity dimensions. *Business Strategy and the environment*. doi.org/10.1002/bse.2248

12. Pinelli M., Cappa F., Franco S., Peruffo, E. (2018). Competenze dei fondatori e performance attesa delle start-up: un'analisi empirica. *Piccola Impresa/ Small Business*.
13. Peruffo E., (2018) Le strategie di Turnaround nell'era digitale: modelli di analisi e sviluppo. *McGraw-Hill Education*
14. Peruffo E., Marchegiani, L., Vicentini, F. (2018) Learning from divestiture experience: Evidence from European countries. *Journal of Knowledge Management*.
15. Peruffo E., Perri A. (2017) Family Business and Technological Innovation. Evidence from Italian Companies in the Global Pharmaceutical Industry. *Palgrave MacMillan*.
16. Peruffo E., Pinelli M., Cappa F., Franco S. L'impatto di profondità ed eterogeneità delle competenze sulla performance attesa delle start-up. *Convegno Sinergie-SIMA 2017. Value co-creation: sfide di management per le imprese e per la società* – ISBN 97888907394-8-4
17. Brunetta F., Peruffo, E., Pinelli, E. (2017). Il contesto digitale e il nuovo modello di consumo. Iacovone, D, Boccardelli, P. (eds.) L' "impresa" di diventare digitale. Come la rivoluzione tecnologica sta influenzando la gestione di impresa. EY Business School
18. Peruffo E., Perri A., Pirolo L. (2016), La creazione di valore nelle strategie di disinvestimento: evidenze dal contesto europeo. *Sinergie. Italian Journal of Management*, Vol. 34 (99): pp. 397-420.
19. Peruffo E., Binacci M., Oriani R., Minichilli A. (2016). Are all non-family managers (NFM) equal? The impact of NFM characteristics and diversity on firm performance. *Corporate Governance: an international review*. Vol. 24 (6): pp. 569-583.
20. Peruffo E., Perri A. (2016). Knowledge Spillovers from FDI: a critical review from the international business perspective. *International Journal of Management Reviews*, Vol. 18 (1): pp. 3-27
21. Peruffo E., Oriani R., Goranova M. (2015). Ownership-Monitoring or Expropriation: evidence from divested European firms. In *Il ruolo dell'azienda nell'economia*, (a cura di), Ugolini; Invernizzi; Di Cagno e Mechelli: pp. 309-322. Il MULINO.
22. Marchegiani L., Peruffo E., Vicentini F. (2016). Vendi, impara, vinci! Effetto esperienza nelle operazioni di disinvestimento. *Prospettive in organizzazione*, Vo. 5, pp.1-8.
23. Giustiniano L., Peruffo E., Marchegiani L., Pirolo L. (2015) Business Outcomes of Outsourcing: lessons from management research? In J. Drahokoupil (Ed.) *The outsourcing challenge: Organizing workers across fragmented production networks*, pp. 47-65. ISBN:978-2-87452-366-3.
24. Peruffo E. (2015) *Le Strategie di Disinvestimento* (a cura di Boccardelli P. Fontana F.). Strategie d'impresa. Hoepli Editore.
25. Oriani R., Peruffo E., Santella R. (2015) *La valutazione delle strategie d'impresa* (a cura di Boccardelli P. Fontana F.). Strategie d'impresa. Hoepli Editore.
26. Bergh DD., Peruffo E., Chiu K. and Hitt M.A. (2014). When Firms Benefits from Previous Divestitures: an Agency Theoretic view. *Academy of Management Proceedings*. doi:10.5465/AMBPP.2014.16090.

27. Peruffo E., Oriani R., Perri A. (2014). Information Asymmetries, Family Ownership and Divestiture Financial Performance: Evidence from Western European Countries. *Corporate Ownership & Control*, Vol. 11 (4): pp. 43-57.
28. Giustiniano L., Peruffo E., Marchegiani L., Pirolo L. (2014). Understanding outsourcing of information systems. In Kargidis T, Katsaros P. (Eds.) *Approaches and processes for managing the economics of information systems*, p. 199-220. ISBN: 9781466649835.
29. Peruffo E., Pirolo L. and Nenni M.E. (2014). Spin-off and innovation in the Pharmaceutical industry. *International Journal of Engineering and Business Management*, Vol. 6:17.
30. Peruffo. E. (2013) *Strategia di Disinvestimento, Corporate Governance e Valore Economico*. Franco Angeli. *Monografia – Collana Direzione di Impresa*.
31. Peruffo E., Perri A., Gentili S. (2013). Verso una cultura del disinvestimento: efficienza, superiorità e conformità, in *Finanza Marketing e Produzione*. Vol. 3-2013, p. 40-67.
32. Peruffo E., Oriani R., Goranova M, (2013) *Ownership - Monitoring or Expropriation: Evidence from Divested European Firms*. XXXVI AIDEA Conference. ISBN 978-88-6611-294-5
33. Peruffo E., Perri A., Gentili S. (2013) *Verso una "cultura" del disinvestimento: Efficienza, Superiorità e Conformità*. XXXVI AIDEA Conference. ISBN 978-88-6611-294-5
34. Binacci M., Peruffo E., Oriani R. (2013) *TMT Diversity at work. The Role of Non-Family Managers in Family Business: Results from a Survey*. XXXVI AIDEA Conference. ISBN 978-88-6611-294-5
35. Marchegiani L., Peruffo E., Giustiniano L., Pirolo L. (2013). Outsourcing: trend e impatti sul piano strategico e organizzativo. *Impresa progetto-Electronic Journal of Management*. ISSN 1824-3576
36. Peruffo E., Marchegiani L., Pirolo L., Giustiniano L., (2012) Revitalising the outsourcing discourse within the boundaries of firm debate. *Business System Review*. ISSN: 2280-3866
37. Marchegiani L., Peruffo E., Pirolo L., Nenni M.E. (2012), Linking Value Assessment to the Business Model Framework in High Innovative Services of Public Utility. *International Journal of Economics and Management Engineering*, 2(3): 98-103. ISSN:2226-7344
38. Peruffo E., Gentili S. Crenna A. Extensia (2012): Sviluppo e restyling di un nuovo prodotto. Valutazione strategica e finanziaria (a cura di Caroli MG, Fontana F.). *Economia e Gestione delle imprese*. McGraw-Hill. Milano.
39. Peruffo E., Oriani R. (2011), *La Gestione Finanziaria delle Imprese Internazionali*, in *Economia e Gestione delle Imprese Internazionali*. McGraw-Hill. Milano
40. Peruffo E., Caroli M. G. (2009), *Crescita e diversificazione: Bolici*, in Varaldo R., Dalli D., Resciniti R., Tunisini A., *Un tesoro emergente. Le medie imprese italiane dell'era globale*, Franco Angeli: Milano. ISBN 978-88-568-0764-6.
41. Peruffo E., Oriani R. (2008), *La Gestione Finanziaria delle Imprese Internazionali*, in *Economia e Gestione delle Imprese Internazionali*. McGraw-Hill. ISBN 9788838664748

42. Peruffo E., Pirolo L., (2007), *Dotazione di risorse e performance sui mercati esteri: un'analisi empirica sulle imprese laziali*, in Caroli M.G. (a cura di) Il processo di internazionalizzazione delle piccole imprese. Franco Angeli. ISBN 9788846484017
43. Peruffo E., (2007), *Gruppo Mazzocchia: analisi longitudinale*, in Caroli M.G. (a cura di) Il processo di internazionalizzazione delle piccole imprese. Franco Angeli. ISBN 9788846484017.
44. Peruffo E., (2007), *Gruppo Franco Bruno: analisi longitudinale*, in Caroli M.G. (a cura di) Il processo di internazionalizzazione delle piccole imprese. Franco Angeli. ISBN 9788846484017.
45. Peruffo E., (2007), *Gruppo Bolici: analisi longitudinale*, in Caroli M.G. (a cura di) Il processo di internazionalizzazione delle piccole imprese. Franco Angeli. ISBN 9788846484017.
46. Peruffo E., (2007), *Open Data: analisi longitudinale*, in Caroli M.G. (a cura di) Il processo di internazionalizzazione delle piccole imprese. Franco Angeli. ISBN 9788846484017
47. Peruffo E., (2007), *Analisi comparata dei modelli di internazionalizzazione*, in Rapporto 2005-2006: Risultati aggregati e modelli di internazionalizzazione. Unioncamere Lazio. ISBN 978-88-89528-08-7
48. Peruffo E., (2007), *L'indagine empirica*, in Rapporto 2005-2006: Risultati aggregati e modelli di internazionalizzazione. Unioncamere Lazio. ISBN 978-88-89528-08-7
49. Peruffo E., Soldo C. (2006) *Analisi della filiera aerospaziale nelle principali regioni italiane*, in Caroli M.G. (a cura di), in L'analisi della filiera aerospaziale: attori, struttura e dinamiche di sviluppo estero. Osservatorio sull'internazionalizzazione del Lazio.
50. Peruffo E., Marchegiani L. (2006) *Descrizione della filiera aerospaziale e dei principali business model*, in L'analisi della filiera aerospaziale: attori, struttura e dinamiche di sviluppo estero. Osservatorio sull'internazionalizzazione del Lazio.
51. Peruffo E., (2006) *Vincoli alla crescita internazionale delle imprese aerospaziali*, in L'analisi della filiera aerospaziale: attori, struttura e dinamiche di sviluppo estero. Osservatorio sull'internazionalizzazione del Lazio.
52. Peruffo E., (2006) *Ruoli e criticità della funzione finanza nel processo di internazionalizzazione delle PMI laziali*. Osservatorio Internazionalizzazione delle Imprese Laziali. Unioncamere Lazio. ISBN 88-89528-05-2
53. Peruffo E., (2005) *Analisi delle esportazioni delle imprese laziali*, in Caroli M.G. (a cura di) Rapporto 2004: Risultati aggregati, analisi sulle imprese e strategia per lo sviluppo dell'economia laziale nei mercati internazionali. Unioncamere Lazio. ISBN 88-89528-01-X
54. Peruffo E., (2005) *Il saldo commerciale*, in Caroli M.G. (a cura di) Rapporto 2004: Risultati aggregati, analisi sulle imprese e strategia per lo sviluppo dell'economia laziale nei mercati internazionali. Unioncamere Lazio. ISBN 88-89528-01-X
55. Peruffo E., (2005) *Le esportazioni di servizi*, in Caroli M.G. (a cura di) Rapporto 2004: Risultati aggregati, analisi sulle imprese e strategia per lo sviluppo dell'economia laziale nei mercati internazionali. Unioncamere Lazio. ISBN 88-89528-01-X

56. Peruffo E., (2005) *Le strategie competitive per l'internazionalizzazione delle PMI laziali* in Caroli M.G. (a cura di) Rapporto 2004: Risultati aggregati, analisi sulle imprese e strategia per lo sviluppo dell'economia laziale nei mercati internazionali. Unioncamere Lazio. ISBN 88-89528-01-X
57. Peruffo E., (2005) *La percezione della competitività del territorio laziale*, in Caroli M.G. (a cura di) Rapporto 2004: Risultati aggregati, analisi sulle imprese e strategia per lo sviluppo dell'economia laziale nei mercati internazionali. Unioncamere Lazio. ISBN 88-89528-01-X
58. Peruffo E., Pirolo L., (2005) *Cluster Analysis delle imprese laziali operanti all'estero*, in Caroli M.G. (a cura di) Rapporto 2004: Risultati aggregati, analisi sulle imprese e strategia per lo sviluppo dell'economia laziale nei mercati internazionali. Unioncamere Lazio. ISBN 88-89528-01-X
59. Peruffo E., (2005) *La variabile finanziaria nell'internazionalizzazione delle PMI*, in Caroli M.G. (a cura di) Rapporto 2004: Risultati aggregati, analisi sulle imprese e strategia per lo sviluppo dell'economia laziale nei mercati internazionali. Unioncamere Lazio. ISBN 88-89528-01-X
60. Peruffo E., Pirolo L., (2005) *Caratteristiche e dinamiche evolutive delle imprese estere operanti nel Lazio*, in Caroli M.G. (a cura di) Rapporto 2004: Risultati aggregati, analisi sulle imprese e strategia per lo sviluppo dell'economia laziale nei mercati internazionali. Unioncamere Lazio. ISBN 88-89528-01-X
61. Martiniello L., Peruffo E., *Le partnership pubblico private come strumento di creazione del valore nell'edilizia sanitaria*, RIREA (2005).
62. Caroli M.G., Peruffo E., (2004) *La sostenibilità strategica e finanziaria del modello di business low cost*, AIDEA.
63. AA. VV., Rapporto n°1 – *Le Esportazioni delle imprese laziali nei mercati esteri*, (2004) a cura dell'osservatorio sull'internazionalizzazione del Lazio. Unioncamere Lazio.

## RESEARCH IN PROGRESS

### *Working Papers and Projects*

- Peruffo E., Oriani R. Folta TB. An Examination into How Dominant Owner Opportunism Influences Divestiture Returns Across Different National Governance Systems.  
[To be submitted – Family Business Review – **3 ABS**]
- Divestiture transaction and ownership identity (with Caterina Moschieri).  
[Data Collection]
- Export Intensity in Family Firms: evidence from SMEs (with Federica Pascucci and Gianluca Gregori).  
[To be submitted to Small Business Economics – **3 ABS**]
- Tradition-driven business model: the case of Borgo Egnazia (with Antonio Messeni Petruzzelli e Angelo Presenza)  
[Manuscript preparation]
- Family business in the pharmaceutical industry (with Alessandra Perri).



[Manuscript preparation]

- Family business & R&D (with Alberto Di Minin and Antonio Messeni Petruzzelli).

[Data Collection]

- CEO Greed: a multi-country study (with Michael A. Hitt and Katalin Takacs Haynes).

[Data Analysis]

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## PEER-REVIEW CONFERENCE PAPERS

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1. Cappa F., Oriani R. and Peruffo E.: "The effect of big data on firm's performance", XXIX Riunione Scientifica Annuale AiIG (Associazione italiana di Ingegneria Gestionale), 17-18 October 2019, Turin, Italy.
2. Cappa F., Oriani R. and Peruffo E.: "Il valore dei Big Data per la performance aziendale", Sinergie Conference 2019, 20-21 June 2019, Rome, Italy.
3. Pinelli M., Cappa F., Franco S., Peruffo E. and Oriani R.: "Too much of two good things: effects of advanced and heterogeneous education on start-ups' expected performance", R&D Management Conference 2018, 2-4 July 2018 Milan, Italy.
4. Moschieri C., Peruffo E., Elvira M. Do divestitures impact board diversity? The evolution of boards' gender composition in divesting firms. *In the 34th EGOS Colloquium "Surprise in and around Organizations: Journeys to the Unexpected" in Tallinn, Estonia, July 5-7, 2018.*
5. Pinelli M., Cappa F., Franco S., Peruffo E. and Oriani R.: "Too much of two good things: advanced and heterogeneous education effects on start-ups' expected performance", Third Entrepreneurial Finance Conference, 26-27 June 2018 Milan, Italy.
6. Banerjee S., Peruffo E., Oriani R. Corporate Board Structure and Foreign Equity Investments in Weak Institutional Regimes. *Paper Development Conference on August, University of Georgia Terry College of Business, Terry Executive Education Center, Atlanta, 2017.*
7. Banerjee S., Peruffo E., Oriani R. Signaling role of corporate board structure on foreign institutional investments: evidences from large emerging countries. *In 77st Academy of Management Annual Meeting – Atlanta, 2017*
8. Pinelli M., Cappa F., Franco S., Peruffo E. L'impatto di profondità ed eterogeneità delle competenze sulla performance attesa delle start-up. *Convegno Sinergie-SIMA 2017. Value co-creation: sfide di management per le imprese e per la società – Napoli, 2017*
9. Banerjee S., Peruffo E., Oriani R. Signaling role of corporate board structure on foreign institutional investments: evidences from large emerging countries. *In 17st European Academy of Management Annual Meeting – Glasgow, 2017*
10. Pinelli M., Cappa F., Peruffo E. and Oriani R.: "On the Asymmetric Effect of Institutional Heterogeneity on Minority Acquisitions", Strategic Management Society Special Conference Costa Rica 2017, December 2017, Costa Rica.
11. Pinelli M., Cappa F., Franco S., Peruffo E., and Oriani R.: "Birds of a feather start flocking together: disentangling the effect of competence base depth and breadth on start-ups' expected performance"

XXVII Riunione Scientifica Annuale AiIG (Associazione italiana di Ingegneria Gestionale), Ottobre 2017, Bari, Italia.

12. Pinelli M., Cappa F., Peruffo E. and Oriani R.: "Fight the power! principal-principal conflicts in acquisitions of minority equity stakes", Conferenza Aidea 2017, Settembre 2017, Roma, Italia
13. Pinelli M., Cappa F., Franco S. and Peruffo E.: "L'impatto di profondità ed eterogeneità delle competenze sulla performance attesa delle start-up", Conferenza Sinergie 2017, ISBN:97888907394-9-1, June 2016, Naples, Italy.
14. Bergh D., Peruffo E., Chiu K., Hitt M. (2016). *Divestitures and Performance: The Signaling Role of Existing Blockholder Owners*. In *36st Annual International Conference of the Strategic Management Society – Berlin*, 2016.
15. Pinelli M., Peruffo E., Cappa F., Oriani R. (2016) *Shareholders' protection and the ability to play the game: means, motive and opportunity to tunnel*. In *76st Academy of Management Annual Meeting – Anaheim*, 2016
16. Alfano F., Peruffo E. *Coopetition in Family Business: The Ambivalent Role of Family Involvement*. In *SMS Special Conference, Strategy Challenges in the 21st Century: Innovation, Entrepreneurship and Coopetition Rome*, 2016.
17. Banerjee, S. Peruffo, E., Oriani R. (2016) *Foreign institutional investors, governance practices and ownership concentration: Evidences from a large emerging market*. In *International Corporate Governance Society – Waltham*, 2016
18. Peruffo E., Brunetta F. (2014) *May Parents inherit from heirs? A study of Parent - Spun-off relationship*. In *34st Annual International Conference of the Strategic Management Society – Madrid*, 2014.
19. Bergh D., Chiu K., Peruffo E., Hitt M. (2014). *When firms benefit from previous divestitures: a learning and agency theoretic view*. In *74st Academy of Management Annual Meeting – Philadelphia*, 2014.
20. Peruffo E., Perri A., Oriani R. (2013). *Disentangling foreign markets' exit: an analysis of drivers and contingencies*. In *33st Annual International Conference of the Strategic Management Society – Atlanta*, 2013.
21. Peruffo E., Brunetta F. (2013). *May Parents inherit from heirs? A study of Parent - Spun-off relationship*. In *29th EGOS Colloquium Montréal, Canada July 4–6*, 2013.
22. Marchegiani L., Giustiniano L., Peruffo E., Pirolo L. (2013) *Old fashioned Outsourcing of Information Systems, and yet it moves!*. In *WOA Roma*, May 30-31, 2013.
23. Peruffo E., Oriani R., Goranova M. (2013) *Ownership - Monitoring Or Expropriation: Evidence From Divested European Firms*. In *AIDEA 2013, Lecce*.
24. Peruffo E., Perri A., Gentili S. (2013). *Verso una "cultura" del disinvestimento: Efficienza, Superiorità e Conformità*. In *AIDEA 2013, Lecce*.
25. Binacci M., Peruffo E., Oriani R. (2013) *TMT Diversity at work. The Role of Non Family Managers in Family Business: Results from a Survey*. In *AIDEA 2013, Lecce*.

26. Peruffo E., Oriani R., Goranova M. (2012). *Ties that Bind: Investigating the Impact of Ownership on Divestiture Performance of European Firms*. In Italian Society for Law and Economics, Rome December 2012.
27. Peruffo E., Oriani R., Goranova M. (2011). *Owners on Both Sides of the Deal: Investigating the Impact of Ownership on Divestiture Performance of European Firms*. In: 31st Annual International Conference of the Strategic Management Society, 31st Annual International Conference of the Strategic Management Society - Miami, November 6-9, 2011.
28. Peruffo E., Oriani R., Perri A. (2010). *Identity of controlling owners and divestiture financial performance: evidences from thirteen European Countries*. Proceedings of the Annual Conference of the Academy of Management - Montréal.
29. Peruffo E., Marchegiani L., Giustiniano L., Pirolo L. (2010) *Impact of National Corporate Governance Systems on Outsourcing Decisions: A Cross-Country Analysis*. proceedings of the Annual Conference of the Strategic Management Society. Rome
30. Peruffo E., Oriani R., Perri A. (2009). *Ownership structure and divestiture performance: evidence from thirteen European Countries*. Proceedings of the Annual Conference of the Strategic Management Society. Washington (USA)
31. Peruffo E., Marchegiani L., Pirolo L. (2009). *Facing Revenues Uncertainties in Public Industries: The Design of Business Models for Satellite Service*. Proceedings of the Annual Conference of the Strategic Management Society. Washington (USA)
32. Peruffo E., Marchegiani L., Pirolo L., (2007), *Systemic Approach to the Internationalization of Firms: the Role of Knowledge, Innovation, and Social Capital* proceedings of the Annual Conference of the Strategic Management Society, 29 October – 1 November, San Diego (USA)
33. Peruffo E., Marchegiani L., Pirolo L., (2006), *Leverage-thy-Neighbour: Pursuing International Networks to Sustain the Internationalization Strategy* proceedings of the Annual Conference of the Strategic Management Society, 29 October – 1 November, Vienna (USA)

## **FUNDED RESEARCH PROJECT**

### ***International Research Projects***

- **PRIN Project:** Market and non-market mechanisms for exchange and diffusion of innovation: when they work, when they do not and why we are interested in them [Meccanismi di mercato e non di mercato per lo scambio e la diffusione delle innovazioni: quando funzionano, quando non funzionano e perché ci interessano (688.000 Euro)]
- **Position:** Senior researcher
- **Project:** Microsatellite engineering and enabling technologies development – Lazio Region – 2012-2014 – Euro 2.600.000
- **Position:** Scientific Advisor
- **Abstract:** Il work package è organizzato in tre subtasks:
  - 1) *Analisi della filiera e Mappatura degli stakeholders rilevanti (fornitori, enti pubblici e sovranazionali, produttori, erogatori del servizio, potenziali users). D.1*
  - 2) *Descrizione del modello di business rilevante. D.2*

*3) Analisi del potenziale di mercato e impatto sul territorio e sulle imprese locali. D.3*

- **Project:** G-MOSAIC (GMES services for Management of Operations, Situation Awareness and Intelligence for regional Crises)-2008-2011 – VII Framework Programme – European Commission – 9.600.000 Euro
- **Position:** Responsible for the economic and financial analysis and business models' elaboration in G-MOSAIC (WP 5200) services
- **Project:** BOSS4GMES - 2006-2008 – VI Framework Programme – European Commission (*New Business model and economic-financial analysis of GMES services*) – 12.000.000 Euro
- **Position:** Responsible for business models' definition and economic and financial sustainability (Ocean Fast Track Service) in WP 4000
- **Project:** GAPACOM (GALILEO Payload for Communications) – Lazio Region, Ministry of Economic Activities – 2007-2008 (*Business Models in satellite services Galileo: payload of communication and navigation*)
- **Position:** Responsible for business model sustainability assessment

**Italian Research Project**

- **Project:** Tirreno Power: a successful case of Turnaround
- **Position:** Responsible
- **Federalismo Demaniale** – Unicredit group – LegaAutonomie
  - **Supervisor:** Franco Fontana
  - **Coordinators:** Enzo Peruffo e Raffaele Oriani
  - Sviluppo di modelli di valorizzazione nell'ambito del cd. Federalismo Demaniale
    - Sviluppo di modelli di analisi: Venezia, Pisa, Bari, Chieti e Genova
- **Project:** OIL (Observatory on the Internationalization of Companies in Lazio -2003-20010 – Unioncamere Lazio)
  - **Module:** Report 2009, 2008, 2007, 2006, 2005, Finance and Internationalization Processes, Analysis of the aerospace industry in the Lazio Region, 2004, 2003
- **Project:** Management Forum - 2005-2006 – Fondirigenti – *Analysis of business managers' skills needed to succeed in national and international markets.*
- **Position:** Senior Researcher with the following tasks: *A) Identify the distinctive skills and competences distinguishing the Italian managerial model. B) Analyze the relationships between property and management. C) Evaluation of the impact on manager-entrepreneurs of training courses. D) Benchmark of Italian managers distinguishing traits with community and international managers.*
- **Project:** *Longitudinal Analysis of Lazio Companies engaged in foreign markets - 2005-2006* - Intesa San Paolo
- **Position:** Senior Researcher

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## International research report

1. Losito, M., Mongelli, L., Peruffo, E., Rullani, F. (2016) Microsatellite design and development of enabling technologies for Thales Alenia Space, POR Lazio FSE Fund
2. Peruffo E., Marchegiani L., Pirolo L., Nenni M.E., Corbo L., Binacci M. (2010) *G-MOSAIC: State of the Art*
3. Peruffo E., Marchegiani L., Pirolo L., Nenni ME, Adriani A., Binacci M. (2009) *GAPACOM: Analisi impatti industriali e socio-economici*
4. Peruffo E., Marchegiani L., Pirolo L., Nenni ME (2009) *BOSS4GMES: Report on Financial Forecasts Costs and Revenues.*
5. Peruffo E., Marchegiani L., Pirolo L., Nenni ME (2009) *BOSS4GMES: Propose appropriate business model and organisational structure*
6. Peruffo E., Marchegiani L., Pirolo L., Nenni ME (2007) *BOSS4GMES: Understand Stakeholders*

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## ACADEMIC AFFILIATION

- Editorial Review Board – Journal of Knowledge Management
- Academy of Management (AoM)
- Strategic Management Society (SMS)
- Accademia Italiana di Economia Aziendale (AIDEA)
- Società Italiana di Management (SIMA)

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## SPECIALIZATION COURSE

- |      |   |
|------|---|
| 2014 | <i>Professional Development Workshop</i> “Do I have an endogeneity problem, and does it matter?” Organized by: Academy of Management, BPS, TIM, OMT Divisions   |
| 2014 | <i>Professional Development Workshop</i> “Value creation through corporate spin-offs” Organized by: Academy of Management, BPS, ENT, TIM Divisions  |
| 2014 | <i>Professional Development Workshop</i> “Corporate Strategy: governance, location and scope” Organized by: Academy of Management, BPS, IM Divisions  |
| 2010 | <i>Professional Development Workshop</i> “Reigniting a Passion for Diversification: New Insights from Scholarship and Practice” Organized by: Academy of Management, BPS Division                           |
| 2010 | <i>Professional Development Workshop</i> “Using M&A as a Context to Study Knowledge Transfer & Collaboration across Organizational Boundaries” Organized by: Academy of Management, BPS, OMT, TIM Divisions |

2009 - 2010	Courses in <i>Competitive Strategy Research (CSR)</i> , <i>Corporate Strategy (CS)</i> – INSEAD
2008	Course in “ <i>Intermediate Structural Equation Model: Model Evaluation</i> ” - Centre for Advancement of Research Methods and Analysis (CARMA) - Virginia Commonwealth University (USA)
2006	Course in “ <i>Modelli di Equazioni strutturali</i> ” – Università della Calabria.

## AWARD

**2018 – International Chair – Luiss – IE Business School**

**2013 - Best Paper Award - AIDEA 2013** – AIDEA Annual Conference - Lecce (September 2013). Paper: "Ownership- monitoring or expropriation: evidence from divested European firms"

**2007-2010 – Four-year Scholarship** as *post-doc research fellow* in international management granted by LUISS Guido Carli University, Department of Economics and Business.

**2004-2006 - Three-year Scholarship** granted by Sviluppo Italia Spa for the completion of the PhD in Management.

## MANAGEMENT AND COORDINATION OF EDUCATION AND CONSULTING INITIATIVES

2020 -	Associate Dean for Executive Education & Life-Long Learning – Luiss Business School, Rome
2019 -	President of the Joint Commission of the M.Sc. in Corporate Finance - Department of Business and Management- Luiss and Member of Admission Committee for the International Recruitment of the M.Sc. in Management - Department of Business and Management- Luiss
2018 -	Director of Executive Education Open – Luiss Business School, Rome
2015 -	Member of the Erasmus Placement Grant – Department of Business and Management - Luiss
2013 -	Director of the MBA Part Time– Luiss Business School, Rome
2010 -	Responsible of several consulting projects on different industries. Among the others the more recent are on Blockchain and Business Model, Leadership and Women on Board, Digital Transformation for SMEs and Family Business
2015 - 2017	Head of Specialised Master – Luiss Business School, Rome
2013 - 2015	Director of the Master in Real Estate Finance – Luiss Business School, Rome
2011 - 2014	Scientific Coordinator of the Master in Business Administration (MBA) – Luiss Business School, Rome

2010 - 2011	Co-coordinator of the Executive Master in Project Finance & PPP – Luiss Business School, Rome
2010 - 2013	Scientific Coordinator of the Master in Real Estate Finance – Luiss Business School, Rome
2009 - 2014	Coordinator of the Executive Master in IAS – Luiss Business School, Rome
2008 - 2009	Coordinator of the Master in Real Estate – Luiss Business School, Rome
2009 - 2011	Head of the MBA Project Work Office – Luiss Business School, Rome

## TEACHING

2019 -	Corporate Strategy MBA – Luiss Business School, Rome
2017 -	Strategia d'Impresa – Executive Education – Custom Program, Luiss Business School, Rome.
2015 -	Economics of Strategy – Specialised Master, Luiss Business School, Rome.
2014 -	Management – BA – Department of Business and Management, Luiss Guido Carli University, Rome.
2014 -	Corporate Strategy – Luiss Business School, Rome.
2011 -	Corporate Strategy – Master of Science – Department of Business and Management, Luiss Guido Carli University, Rome.
2013 -	Economia e Gestione delle aziende islamiche – MISLAM – Luiss School of Government, Rome.
2014 - 2016	Business Planning Summer School – Luiss Guido Carli University, Rome.
2011 - 2015	Corporate Finance – Luiss Business School, Rome.
2012 - 2017	Business Planning – Luiss Business School, Rome.
2011 - 2013	Corporate Strategy - Master of Science – Università Cattolica del Sacro Cuore, Rome.
2011 - 2012	Corporate Finance (in English) – Master of Science – Luiss Guido Carli University, Rome.
2010 - 2011	Corporate Finance (in English) – BA – Luiss Guido Carli University, Rome.
2008 - 2010	Management – BA – LUMSA, Rome
2007 - 2010	Internationalisation of firms - Master in Gestione di impresa – track: <i>made in Italy</i> . <i>Alma Graduate School</i> . Bologna University, Bologna.
2007 - 2009	Teaching Assistant in Corporate Strategy, Prof. Franco Fontana – Luiss Guido Carli University, Rome.
2007 - 2009	Teaching Assistant in M&A, Prof. Alessandro Pansa – Luiss Guido Carli University, Rome.

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|-------------|---|
| 2007 - 2009 | Teaching Assistant in International Management and Management, Prof. Matteo G. Caroli – Luiss Guido Carli University, Rome. |
| 2004 - 2009 | Students Tutor for the Department of Business and Management – Luiss Guido Carli University, Rome.                          |
| 2004 - 2006 | Management and Corporate Strategy, LUMSA, Rome.   |

#### **OTHER ACTIVITIES**

- |      |  |
|------|--|
| 2015 | <b>Conference Committee</b> member of <i>Strategic Management Society Special Conference "Entrepreneurship and Innovation in competitive settings"</i> 5 - 7 June 2016 – Luiss Business School, Rome |
| 2015 | <b>Organizing Committee</b> member of 2015 EFMD MBA Conference " <i>Redesigning MBA Program</i> ", 8-10 Marzo 2015 - Luiss Business School, Rome.  |
| 2014 | <b>International Professional and Advisory Board (IPAAB)</b> member for the international accreditation EQUIS process as <i>Head of Specialized Masters</i> , Luiss Business School, Rome.           |

#### **LANGUAGES**

- Italian (mother tongue)
- English (fluent, written and spoken)
- French (good, written and spoken)

#### **STATISTIC SKILLS**

##### Databases:

- Amadeus, Orbis, Osiris, Zephyr; Aida
- Thomson One Banker, Thomson Ownership, Datastream, IBES
- Bloomberg
- Compustat
- Lexis Nexis

##### Software:

- SPSS and STATA
- SQL and LISREL
- MACRO applications for EXCEL by VBA