

# CURRICULUM VITAE EUROPASS

## INFORMAZIONI PERSONALI

Nome e Cognome

Pasquale Del Vecchio, PhD

Attuale  
Posizione Accademica

Dal 1 marzo 2021 è **Ricercatore a Tempo Determinato (RtdB)** nel settore **ING-IND/35 Ingegneria Economico-Gestionale** presso il **Dipartimento di Management, Finanza e Tecnologia dell'Università LUM Giuseppe Degennaro, Casamassima, Bari.**

## ISTRUZIONE E FORMAZIONE

- Date
- Nome e tipo di istituto di istruzione o formazione
- Tipologia Programma
- Qualifica conseguita
- Tesi di dottorato e principali aree di ricerca
  
- Periodo
- Nome e tipo di istituto di istruzione o formazione
- Principali materie / abilità professionali oggetto dello studio
  
- Qualifica conseguita
  
- Date (da – a)
- Nome e tipo di istituto di istruzione o formazione
- Tipologia Programma
- Qualifica conseguita
  
- Date (da – a)
- Nome e tipo di istituto di istruzione o formazione
- Corso di Laurea
- Qualifica conseguita
- Tesi di Laurea

**Marzo 2005 – Febbraio 2008**

**eBusiness Management Section – Scuola Superiore ISUFI – Università del Salento**

Dottorato di Ricerca in “e-Business” – XIX Ciclo

**Dottore di Ricerca, PhD**

Titolo tesi: **“CRM 2.0 and Reputational Dynamics in the Blogosphere. Lessons learnt from a Software Firm Case Study”** - data discussione: 18 marzo 2008

**Spring-Summer Session 2007**

**MIT – Sloan School of Management - Center for Digital Business – Boston (MA, USA)**

Attività di ricerca ed approfondimento sulle tematiche inerenti le dinamiche sociali nell'ambito di comunità virtuali di customers ed approcci emergenti al Marketing Relazionale

**Visiting PhD Student**

**Aprile 2005 – Dicembre 2005**

**eBusiness Management Section – Scuola Superiore ISUFI – Università del Salento**

Master in “Business Innovation Leadership”

**Auditore**

**Ottobre 1998 – Aprile 2003**

**LUISS - Libera Università Internazionale degli Studi Sociali “Guido Carli” – Facoltà di Economia Aziendale**

Laurea in Economia Aziendale – Indirizzo Management Internazionale

**Dottore in Economia Aziendale**

Tesi in Economia Aziendale dal titolo **“Analisi di una particolare voce di Bilancio: i costi di R&S. Il caso Agip Petroli”** – votazione 105/110 – relatore: prof. Mario Sica

## ATTIVITÀ DI RICERCA

- Nome e indirizzo del datore di lavoro
- Tipo di azienda o settore
- Attività di Ricerca

### Università del Salento - Centro Cultura Innovativa d'Impresa - eBMS ISUFI

Istituto di Ricerca e di Alta Formazione

**Contratto di ricercatore RTDa** per il settore ING-IND/35 Ingegneria Economico-Gestionale presso il Dipartimento di Ingegneria dell'Innovazione Laboratorio di Ingegneria Economico Gestionale dell'Università del Salento. **Periodo: novembre 2019 – febbraio 2021**

**Contratto di ricercatore RTDa** per il settore ING-IND/35 Ingegneria Economico-Gestionale presso il Dipartimento di Ingegneria dell'Innovazione Laboratorio di Ingegneria Economico Gestionale dell'Università del Salento. **Periodo: ottobre 2014 - ottobre 2019 (3+2)**

**Responsabile scientifico progetto NEST "Networking for Smart Tourism Development"**, progetto per lo sviluppo di una smart destination in area adriatica, Programma Interreg Italia-Albania-Montenegro 2014-2020 **Periodo: 2018 - in corso**

**Project Manager progetto CIRCLE-IN "Promoting CIRCULAR Economy Investments and policies in the cross-border area of Greece-Italy"**, progetto per lo sviluppo di imprenditorialità innovativa nel contesto dell'economia circolare, Programma Interreg Italia-Grecia 2014-2020, **Periodo 2018- in corso**

**Contratto di Collaborazione ad Attività di Ricerca a** Supporto alle attività di ricerca del progetto Puglia@service sul tema dei territori intelligenti e delle comunità di stakeholder abilitanti processi di innovazione user-driven e la creazione di servizi knowledge intensive nel settore del turismo.

**Periodo dal 15/10/2013 – 24/10/2014**

**Contratto di Collaborazione ad Attività di Ricerca** per la finalizzazione e consolidamento delle ricerche effettuate in tema di modelli di innovazione di tipo open ed user-driven all'interno di extended enterprise per lo sviluppo di innovative entrepreneurship nell'ambito del Progetto di ricerca industriale "i-Design Foundation-IDF **Periodo: 10/09 /2012 – 10/03/2013**

**Contratto di Collaborazione ad Attività di Ricerca** in tema di processi e modelli organizzativi abilitanti la condivisione di conoscenza all'interno di value network di imprese, nell'ambito del Progetto di ricerca "i-Design Foundation – IDF" **Periodo: 01/10/2011 – 31/08/2012**

**Contratto di Collaborazione ad Attività di Ricerca** nell'ambito del progetto formativo "eXperience Net.Lab" annesso al Progetto di ricerca eXtended Netlab (DM 23272 Lab.4) – progetti di ricerca e formazione presentanti ai sensi dell'art. 12 del DM 593 del 8 agosto 2000 per lo svolgimento del ruolo di Ricercatori esperti sulle tematiche dell'ebusiness nelle filiere produttive tradizionali, dei cluster virtuali d'impresa e degli ecosistemi territoriali. **Periodo: dal 31/10/2009 – 30/09/2011**

**Contratto di Collaborazione ad Attività di Ricerca** e alta formazione su tematiche connesse a "Open Networked Business Management" e "Learning, Innovation and Value Network" nell'ambito del progetto "Accordo di Programma" tra MUR e Università degli Studi di Lecce per il potenziamento della Scuola Superiore ISUFI, Target D "Sostegno ai progetti di partenariato Euromediterraneo sul Digital Divide", Linea d'intervento B, "Realizzazione di un Laboratorio di ricerca congiunto su e-Business Solutions" **Periodo: 27/04/2008 – 30/10/2009**

### Attività di Progettazione

Sviluppo proposte progettuali e progettazione su fondi nazionali ed europei: Interreg Italia-Grecia, Interreg Italia-Albania-Montenegro, FIRB, PRIN, TEMPUS, ENI, VII PQ, etc.

### Attività Manageriali

- Coordinamento e sviluppo del laboratorio **LINCET**, Polo Tunisino della Rete di Laboratori della Scuola Mediterranea – ISUFI in collaborazione con il Technopole Elgazala di Tunisi, nell'ambito del progetto EBD@MED (Marzo 2008-Dicembre 2010);
- Predisposizione delle attività di comunicazione, organizzazione di eventi istituzionali e workshop tematici nell'ambito delle attività internazionali del Laboratorio di Ingegneria Economico-Gestionale;
- Gestione delle relazioni con partner ed istituzioni nazionali ed internazionali per lo sviluppo delle attività di progetto previste negli accordi di cooperazione interregionale e transfrontaliera;
- Supporto alle attività di rendicontazione di progetti su fondi nazionali ed europei.

## ATTIVITÀ DI RICERCA

- Nome e Indirizzo del Datore di Lavoro
- Tipo di Azienda o Settore
  - Tipologia di Impiego
    - Periodo
- Nome e Indirizzo del Datore di Lavoro
- Tipo di Azienda o Settore
  - Tipologia di Impiego
    - Periodo
- Periodo
- Istituzione Universitaria
  - Tipologia di attività

### LUM Enterprise, Spin-Off dell'Università LUM "Jean Monnet", Casamassima (BA)

Consulenza Strategica

Attività di collaborazione per la validazione di modelli di business, il supporto allo scaling up e verticalizzazione su filiere produttive di soluzioni tecnologiche in tema di Industria 4.0 sviluppate nell'ambito del progetto SD 4.0 - Smart District  
Dal 10/01/2019 – al 09/01/2020

### Università LUM "Jean Monnet", Casamassima (BA)

Istituto di ricerca e formazione universitaria

Attività di ricerca sul tema degli ecosistemi di innovazione e dell'imprenditorialità innovativa per lo sviluppo di sistemi regionali intelligenti.

Dal 3 Settembre 2012 – al 31 Agosto 2013

A.A. 2009/2010 – 2010/2011 – 2011/2012

Libera Università Mediterranea LUM "Jean Monnet"

Casamassima (BA)

Culture della Materia per l'insegnamento di Marketing & Retail Management.

## ATTIVITÀ DIDATTICA

### ▪ Facoltà di Ingegneria, Università del Salento

- A.A. 2020/21 e A.A. 2018/19 Corso di Laurea Triennale in Ingegneria Industriale

Titolare insegnamento di Ingegneria Economica (6 CFU)

- A.A. 2017/18, 2016/2017, 2015/2016, 2014/2015, 2013/2014

Corso di Laurea Triennale in Ingegneria Industriale

Titolare insegnamento di Gestione Aziendale (6 CFU)

- A.A. 2012/2013 e 2011/12 Corso di Laurea Magistrale in Ingegneria Gestionale

Docente a contratto per l'insegnamento di Internet Marketing (corso erogato in lingua inglese - 6 CFU)

- A.A. 2018/19 - 2017/18 - 2015/16 - 2013/2014 - 2012/2013 - 2011/2012 - 2011/2010 - 2009/2010 - 2008/09

Corso di Innovation Management e Gestione e Strategie dell'Innovazione – docente Prof.ssa Giuseppina Passiante:

- Ciclo di seminari ed attività di tutoraggio sui temi dei modelli di Innovazione user-driven, sulle strategie di open innovation e sul Marketing dell'Innovazione
- Tutoraggio Premio NUP (Nokia University Program) edizione 2011, 2010 e 2009
- Correlatore in numerosi lavori di tesi di tipo sperimentale

- A.A. 2017/2018 – 2016/17 – 2015/16

Corso di Technological Entrepreneurship – docente Prof.ssa G. Passiante:

- Ciclo di seminari sui temi dell'Entrepreneurial Economy e Technological Entrepreneurship Foundation.
- Promotore Progetto Mimprendo (ed. 2015 e 2016), iniziativa di contaminazione di cultura imprenditoriale promossa dal Gruppo Giovani Imprenditori di Confindustria e Collegio Don Nicola Mazza.

- A.A. 2009/2010

Corso di Technological Entrepreneurship – docente Prof.ssa G. Secondo:

- Ciclo di seminari ed attività di tutoraggio sul tema del "Technology entry strategy" della strategia di marketing.

- A.A. 2008/09

Corso di Internet Marketing – docente Prof.ssa Giuseppina Passiante:

- Ciclo di seminari ed attività di tutoraggio sulle tematiche della strategia di Internet Marketing

- A.A. 2007/08

Corso Sistemi di Gestione e di Controllo – docente Ing. G. Elia

- Interventi seminariali sul tema della "Balanced Scorecard"

## ATTIVITÀ DIDATTICA E DI ALTA FORMAZIONE

- **LUISS Business School**
  - **Master Master in Trade Management del Consumo Fuori Casa (accreditato EQUIS)**
    - Ed. 2018/19 Docente per il modulo **Digital & Social Marketing** (14 ore di didattica) Periodo 01/03/2019 – 31/03/2019
    - Ed. 2017/18 Docente per il modulo **Digital & Social Marketing** (24,5 ore di didattica). Periodo 10-02-2016 al 08-03-2016
    - Ed. 2016/17 Docente per il modulo **Il consumo tra comunicazioni sociali e multicanalità e Digital & Social Marketing** (35 ore di didattica). Periodo 08-02-2017 al 14-03-2017
    - Ed. 2015/16 Docente per il modulo **Digital & Social Marketing** (24,5 ore di didattica). Periodo 10-02-2016 al 08-03-2016
  - **Master in Marketing Management (accreditato EQUIS)**
    - Ed. 2016/17 Docente modulo **Digital Marketing** (3,5 ore di didattica). Data 10-04-2017.
  
- **DHITECH – Distretto Tecnologico High Tech S.c.a.r.l.**
  - **Gennaio 2014 (40h) e Giugno 2014 (40h)**  
*Progetto di formazione Activating RINOVATIS “Ingegneri Innovatori/Imprenditori specializzati in in tecnologie e metodologie della Tissue Engineering” - PON Ricerca e Competitività 2007-2013*
    - Attività di docenza sul tema dei Building Blocks dell’Ingegneria del Business e del Valore creato dal Business
  - **Ott. 2013**  
*Progetto di formazione Activating VINCENTE “Ingegneri Innovatori/Imprenditori specializzati in Ecosistemi di Imprenditorialità Tecnologica” - PON Ricerca e Competitività 2007-2013*
    - Attività di docenza sul tema del Marketing e dello Sviluppo Territoriale
  
- **Finmeccanica Group – Master “International Business Engineering”**  
Ed. 2010/11 - 2009/10 - 2008/09
  - **Ago/Sett. 2010**  
Docenze ed attività di tutoraggio sulle tematiche del Business Model: Firm’s Internal Analysis, Analysis of Firm’s Competitive Advantage
  - **Ottobre 2009**  
Docenze ed attività di tutoraggio sulle tematiche del Business Model: Posizionamento competitivo, Customer Value, Valutazione risorse strategiche
  - **Dic. 2008 / Gen. 2009**  
Docenze ed attività di tutoraggio sulle tematiche del Business Model e Business Plan
  
- **eBMS – Scuola Superiore ISUFI – Centro Cultura Innovativa d’Impresa Università del Salento**
  - **Gen. 2013 Progetto di formazione REPAIR - PON Ricerca e Competitività 2007-2013**
    - Attività di docenza sul tema del Value Network e dei processi di co-creazione di valore
  
  - **A.A. 2009-2010, A.A. 2009-2008 Percorsi Formativi Pre-Laurea della Scuola Superiore ISUFI**
    - Docenza sui temi del “Web 2.0 e Knowledge Management”
  
  - **Aprile 2009 : “eXtended Net.Lab” Progetto Formazione ed Addestramento alla Ricerca Industriale Interdisciplinare, Laboratorio Pubblico-Privato, promosso da Engineering Ingegneria Informatica S.p.A, Avio S.p.A., e Scuola Superiore ISUFI**
    - Docenza sui temi degli Ecosistemi Territoriali di Business
  
  - **Sett. 2007- Sett. 2008 : Progetto Formativo “Lemure” – “Formazione di Ricercatori Altamente Qualificati Esperti in ICT e Sistemi Logistici Avanzati per le PMI delle Filiere Agroalimentari” - Consorzio Foodnet e Tecnoalimenti S.C.p.A**
    - **27 Ago. / 5 Sett. 2008:** Docenze ed attività di Tutoraggio sul tema dell’e-Business nel Settore Agroalimentare
    - **Sett. / Nov. 2007:** Docenze ed Attività di tutoraggio sul tema delle Strategie di Brand Management nel settore agro-alimentare
  
  - **Aprile 2008 - “International Master in e-Business Management”**
    - “A Holistic Business Management Approach”: lezioni sul tema del Firm’s Positioning, Firm’s Activities and Organizational Models.

## ULTERIORI ESPERIENZE LAVORATIVE

- Date
- Nome e indirizzo del datore di lavoro
  - Tipo di azienda o settore
  - Tipo di impiego
- Date
- Nome e indirizzo del datore di lavoro
  - Tipo di azienda o settore
  - Tipo di impiego
- Principali mansioni e responsabilità
- Date
- Nome e indirizzo del datore di lavoro
  - Tipo di azienda o settore
  - Tipo di impiego
- Principali mansioni e responsabilità

## CAPACITÀ LINGUISTICHE

MADRELINGUA

ALTRA LINGUA

- Capacità di lettura
- Capacità di scrittura
- Capacità di espressione orale

- Capacità di lettura
- Capacità di scrittura
- Capacità di espressione orale

## CAPACITÀ E COMPETENZE INFORMATICHE

**10-17 Marzo 2009**

**Ministero degli Affari Esteri – Direzione Generale per la Cooperazione allo Sviluppo - Ufficio di Cooperazione Tecnica dell'Ambasciata d'Italia a Tunisi**

Cooperazione Tecnica

Consulenza nell'ambito del Programma di Cooperazione Tecnica Italo-Tunisina 2008-2010 – e relativamente alla redazione di una linea di progetto relativa all'innovazione della filiera agroalimentare.

**Da Gennaio 2004 a Marzo 2008**

**BD Enerservice SRL – Unità Commerciale ENI SpA provv. BR/LE/TA**

Commercio e servizi settore petrolifero

Collaboratore

- Responsabile di back-office per attività di CRM per prodotti e servizi petroliferi (Agip Fuels Cards);
- Gestione rapporti istituzionali e comunicazione a supporto dello sviluppo del mercato locale.

**Novembre 2003 – Aprile 2004**

**Valdani-Vicari & Associati Milano**

Società di Consulenza Strategico-Organizzativa e di Marketing

Junior Consultant (Stage e Contratto di Collaborazione Occasionale)

- Supporto ai progetti di redazione Bilancio Sociale per **Confindustria** e **CCPL**
- Riformulazione offerta fieristica **SMAU-FuturShow 2004**

**ITALIANO**

**INGLESE**

OTTIMA

OTTIMA

OTTIMA

**FRANCESE**

SCOLASTICA

SCOLASTICA

SCOLASTICA

Ottimo utilizzo pacchetto Office e di Internet.

Utilizzo software SPSS per l'analisi quantitativa dati (Certificato corso completo)

Buon utilizzo piattaforme di CRM e ERP del tipo Sap e Siebel

Buon utilizzo strumenti di social networking (Techflow) e di linguaggi di scrittura del tipo XML

**PUBBLICAZIONI E LAVORI  
PRESENTANTI IN CONFERENZE  
ED INSERITE NEI PROCEEDINGS**

- **"Customer Knowledge and KM-Based CRM"**, with A. Lorenzon, in Conference Proceedings of the 2<sup>nd</sup> KMO 2007 – Knowledge Management in Organizations, 2007.
- **"Customer Knowledge Management and Web 2.0: Lessons to Learn from Two Case Studies"**, with S. Kelle, N. Taifi, in Proceedings of the 9th International Business Information Management (IBIMA) Conference, Marrakech, 4-6 Jan., 2008.
- **"Take me to your Leader: Predicting Political Leadership using Social Network Metrics"**, with F. Grippa – Panel Session - Sunbelt XXVIII, International Network for Social Network Analysis, Florida, USA, 22-28 Jan. 2008.
- **"Le piccole e medie imprese: nell'ambiente virtuale la risposta alle sfide dell'era globale"**, con M. De Maggio, in Atti del Workshop AIDEA-Giovani, "L'internazionalizzazione della piccola e media impresa italiana", 25-26 Gennaio 2008, Macerata.
- **"Brand-based Competition in the Agri-Food Sector: Evidences from Italian SMEs"**, with V. Ndou, N. Sadeguy, in Proceedings of "2nd International European Forum on System Dynamics and Innovation in Food Networks", 18 – 22 Febr., 2008 Innsbruck-Igls, Austria.
- **"Boosting the Power of Connection. A Virtual Place to Support Communities of Innovation"**, with M. De Maggio, A. Zilli, in Conference Proceedings of the "3rd International KMO Conference", Vaasa (Finland) 24-25 Jun., 2008.
- **"How the Case/Project based approach works in a Web 2.0 Learning Laboratory"**, with G. Secundo, F. Grippa, M. De Maggio, in Conference Proceeding of "2nd International Workshop on e-Learning System: research and tools, from theory to practice, DEXA 2008 Conference", 5 Sept. 2008, Torino.
- **"Facing Digital and Knowledge Divide. The Mediterranean School of e-Business Management"**, with M. De Maggio, G. Elia, F. Grippa, G. Secundo, in Conference Proceedings of "IACeT'2008 International Arab Conference on e-Technology" - Arab Open University, Amman-Jordan, 15-16 Oct., 2008
- **"Brand-based Bloggers' Community. Drawing the Boundaries of the Customers Satisfaction in the Blogosphere"**, with G. Passiante, N. Taifi, in Conference Proceedings of the "8<sup>th</sup> International Congress Marketing Trends", Paris, 17-19 Jan. 2009.
- **"Digital Marketplace for Developing Countries"**, with V. Ndou, L. Schina, presented at the ICE-B, International Conference on e-Business, Milano, 7-10 July 2009 – Best Student Paper Award.
- **"A Multicultural Networked Environment for Learning and Research in Southern Mediterranean Countries. Evidence from the Mediterranean School of e-Business Management"**, with G. Elia, G. Secundo, M. De Maggio, F. Grippa, paper presented at the EMUNI Conference of Higher Education and Research- EMUNI HE&R , Portorož, Slovenia, 25-26 September 2009.
- **"Methodology for the Implementation of e-Business Solutions in SMEs"**, with V. Ndou, V. Cisternino, L. Schina, G. Passiante, paper presented in 2nd Annual EuroMed Conference, Salerno, Italy, October 2009, 26<sup>th</sup> – 28<sup>th</sup>, and published on Journal "Esperienze d'Impresa" ISSN: 1971-5293.
- **"A Network Approach to CRM: Detecting Virtual Customers Communities"**, with M. De Maggio, F. Grippa, paper presented at 2010 CBIM Academic Workshop, Puerto Rico, 15-18 Gennaio 2010.
- **"Exploiting the knowledge shared among the members of a virtual community: collaborative innovation processes in a global automotive company"** with G. Passiante, D. Rollo, L. Schina, F. Grippa – Panel Session of Sunbelt XXX, International Network for Social Network Analysis, Riva del Garda, 29-30 Jun. 2010.
- **"Sustaining Tunisian SMEs' Competitiveness in the Knowledge Society"** with G. Elia, G. Secundo, "3rd World Summit on the Knowledge Society", Corfù, 22-24 Sept. 2010, in "Knowledge Management, Information Systems, E-Learning, and Sustainability Research, Communications in Computer and Information Science", Volume 111. Springer Berlin Heidelberg, 2010, p. 180.
- **"Toward an Open Network Business Approach"**, with V. Ndou, L. Schina, G. Passiante, M. De Maggio, in proceedings of WASET 2010 "World Academy of Science, Engineering and Technology", Paris October 27-29, 2010.
- **"Linking Knowledge Management with Traceability Systems for Optimizing Food Supply Chain"**, with Ndou, V., Passiante, G., WSKS 2012 – Rome (20<sup>th</sup> – 22<sup>nd</sup> June 2012).
- **"A Collaborative and Distributed Decision Support System for the Governance of an Intelligent City"**, with G. Elia, V. Ndou, G. Passiante, in Proceedings of the **IFKAD-KCWS 2012**, Matera 13-15 June 2012, pp. 2690-2704, ISBN: 978-88-96687-08-6.
- **"Promoting Innovative Entrepreneurship by Developing Knowledge Assets: an Assessment of the Situation in Western Balkan Countries"**, with Ndou, V., 5th Annual Conference EMRBI Glion-Montreux, Switzerland, (4<sup>th</sup> – 5<sup>th</sup> October 2012).
- **"Entrepreneurial human capital creation: a comparative analysis of Universities' experiences"**, with Ndou, V., paper presented at the XXIII AilG 2012, (11-12 Oct. 2012).
- **"A Framework for Policies implementing the Smart Specialization Strategy: the Sustainable Innovation Ecosystem"**, with A. Romano, G. Passiante, G. Secundo, F. Brunetti in Proceedings of the 8th International Forum on Knowledge Asset Dynamics - IFKAD 2013, June 12-14, 2013, Zagreb.

- **"Entrepreneurship and Engineers: developing an entrepreneurial mindset in High Technology Industry"**, with G. Secundo, A. Romano, G. Passiante, in Proceedings of the 8th International Forum on Knowledge Asset Dynamics - IFKAD 2013, June 12-14, 2013, Zagreb.
- **"Entrepreneurial Universities in Regional Innovation Ecosystems: A Discontinuity in the Process of Human Capital Creation"**, with V. Ndou, G. Secundo, paper presented at the XXIV RSA AiIG 2013, (17-18 Oct. 2013).
- **"Knowledge-intensive Entrepreneurship in Innovation Ecosystems: towards the conceptual model of a regional Entrepreneurial Learning Center"**, with A. Romano, G. Passiante, in Proceedings of the 9th International Forum on Knowledge Asset Dynamics - IFKAD 2014, June 11-13, 2014, Matera.
- **"To What extent the practice on Living Labs match with the theoretical framework? The case of VINCENTE living lab for the creation of technology entrepreneurship"**, with G. Elia, V. Ndou, G. Secundo, F. Specchia, in conference proceedings of the 20th ICE 2014 Conference, (June 23-25, 2014).
- **"Boosting the evolution toward the Entrepreneurial University in the Regional Ecosystem: The role of the Entrepreneurial Learning Centre"**, with A. Romano, G. Passiante, G. Secundo, V. Ndou, paper presented at the XXV RSA AiIG 2014, Bologna (16-17 Oct. 2014).
- **"Co-creating value with customers in the Apulian wine system: Storytelling 2.0 in Tenute Rubino case study"**, with V. Ndou, G. Secundo, A. Paiano, L. Valente, in Proceedings of EMAB, Lecce, Italy, Jan. 16-17, 2015.
- **"Sustaining Corporate Entrepreneurship through entrepreneurial learning processes: the role of University's students in the "Mimprendo" case study"** (2015) with Secundo, G. Schiuma, G., Passiante, G. paper presented at XXVI AiIG 2015, Vicenza (16-16 Oct. 2015).
- **"Evaluating the Apulia Tourism Supply System: towards the creation of an integrated system"** (2015), with Mele G., Stefanizzi P., Ndou, V., in Proceedings of EMRBI Conference on Innovation, Entrepreneurship and Sustainable Value Chain in a Dynamic Environment. p. 1168-1181, Verona, 16-18 Giugno 2015.
- **"Enhancing Corporate Entrepreneurship through an entrepreneurial learning approach: turning students' ideas into entrepreneurial practice"** (2015), with Secundo, G., Schiuma, G., Dumay, J., in Conference Proceedings of IFKAD 2015.
- **"Entrepreneurial learning dynamics for technology driven entrepreneurship: An integrative framework"** (2015), with Secundo, G., Schiuma, G., Passiante, G., in Proceedings of the European Conference on Knowledge Management, ECKM, pp. 676-683.
- **"A methodology for the virtual destination management based on users' involvement: Perspectives and opportunities for the smart growth of destinations"**, (2015), with Ndou, V. Passiante, G., in Proceedings of the 26th IBIMA 2015, pp. 2547-2559.
- **"Modularity as suitable approach for the management of a tourism destination"**, (2015), with Secundo G., Passiante, G., in Proceedings of the 26th IBIMA 2015, pp. 2516-2525.
- **"Intellectual Capital in the age of Big Data"** (2016) with Secundo G., Passiante, G., Dumay, J., in Conference Proceedings of IFKAD 2016, Dresden, June, 2016.
- **"Knowledge-intensive Entrepreneurship and Big Data: Implications for Smart Tourism Destination"** (2016) with Ndou, V. Mele, G., Passiante, G. paper presented at the XXVII AiIG 2016, Bergamo (13-14 Oct. 2016).
- **"Measuring the promptness of destinations to move toward a smart tourism configuration: The case of apulia destination"** (2016), with Ndou V., Mele, G., Stefanizzi, P., Passiante G., in Proceedings of the 27th IBIMA 2016, pp. 3021-3031.
- **"Social Big Data for Value Creation: Fostering Open Innovation in Tourism"** (2017) with Mele, G., Ndou, V., Passiante, G. paper presented at the XXVIII AiIG 2017, Bari (19-20 Oct. 2017).
- **"Disruptive innovation and knowledge-intensive entrepreneurship: A neo-schumpeterian view on the role of key enabling technologies"**, with Secundo G., Ndou V., Passiante G., in Proceedings of the 30th IBIMA 2017, pp. 2488-2498.
- **"Social Media Tools and (E)Destination: An Italian Case Study"** (2017), with Paiano A.P., Valente, L., Ndou, V. In: Katsoni Vicky Upadhyia Amitabh Stratigea Anastasia. Tourism, Culture and Heritage in a Smart Economy Third International Conference IACuDIT, Athens 2016. p. 251-272.
- **"Big Data and Supply Chain Data Science: empirical evidences from a System Dynamics Approach"**, with Maruccia Y., Passiante G., Secundo, G., Morelli C., in Proceedings of IFKAD 2018 Delft, July, 2018.
- **"Knowledge-Intensive Entrepreneurship and Big Data: Implications for Smart Tourism Destinations"** (2018) with Mele, G., Ndou, V., Passiante, G., paper accepted for presentation at EMBRI 2018, Malta, Sept. 2018.
- **"Fostering Open Innovation through Social Big Data: evidences from Tourism"** (2018), with Ndou, V. Secundo, G., Mele, G. paper accepted for presentation at R&D Management Conference 2018, Milan, July 2018.

**PUBBLICAZIONI E LAVORI  
PRESENTATI IN CONFERENZE ED  
INSERITE NEI PROCEEDINGS**

- **"Circular Economy and Innovation Ecosystems: the case of the Italian Circular Economy Stakeholder Platform – ICESP"**, with Passiante, G., Barberio, G., De Carolis, R., Innella Carolina, paper accettato per presentazione presso International Forum on Knowledge Assets Dynamics - IFKAD 2019, Matera (5-6 giugno 2019).
- **"Circular Economy and Business Models: Preliminary Evidences of a Systematic Literature Review"**, with Centobelli, P., Cerchione, R., Chiaroni, D., Urbinati, A., paper accettato per presentazione presso International Forum on Knowledge Assets Dynamics - IFKAD 2019, Matera (5-6 giugno 2019).
- **"Knowledge Management in Entrepreneurial Universities: A Structured Literature Review and a research agenda"**, with Secundo, G., Ndou, V., De Pascale, G., paper accettato per presentazione presso International Forum on Knowledge Assets Dynamics - IFKAD 2019, Matera (5-6 giugno 2019).
- **"A methodological framework for measuring the smartness of Tourism Destinations"**, with Maruccia, Y., Ndou, V., Mele, G., paper accettato per presentazione presso International Forum on Knowledge Assets Dynamics - IFKAD 2019, Matera (5-6 giugno 2019).
- **"Linking Intellectual Capital to Sustainable Development Goals: A Structured Literature Review"** with Secundo, G., Ndou, V., De Pascale, G., paper accettato per presentazione presso 10th European Conference on Intangibles and Intellectual Capital, Pescara (23-24 maggio 2019).
- **"Digital Transformation in SMEs: the case of Smart District 4.0"**, with De Turi, I., Garzoni, A., Del Vecchio, P., Secundo, G., paper accettato per presentazione alla R&D Management Conference 2019, Parigi (17-21 giugno 2019).
- **"Artificial Intelligence and Innovative Business Models: a strategic roadmap for value creation"**, with Passiante, G., Maruccia, Y., Fiorentino, A., Vitulano, F., paper accettato per presentazione alla R&D Management Conference 2019, Parigi (17-21 giugno 2019).

**LAVORI PUBBLICATI O  
ACCETTATI SU RIVISTE  
INTERNAZIONALI**

- **"Design of a Web 2.0 Learning Laboratory for Developing Managerial Competencies"**, with G. Secundo, F. Grippa, M. De Maggio, International Journal of Continuing Engineering Education and Life-Long Learning - Special Issue on: "Effective Use of Web 2.0 for Teaching and Learning", Vol. 19, pp. 206-221.
- **"Customers Knowledge and Relational Marketing: A Web 2.0 perspective"** with V. Ndou, International Journal of Customer Relationship Marketing and Management, 1(3), 1-14, July-September, 2010, ISSN 1947-9247.
- **"Managing Corporate Reputation in the Blogosphere: the Case of Dell"**, with R. Laubacher, G. Passiante, V. Ndou, Corporate Reputation Review 14, pp. 133-144 (Summer 2011).
- **"Open Innovation Networks: the role of innovative marketplaces for small and medium enterprises' value creation"**, with V. Ndou, L. Schina, Special Issue of the International Journal of Innovation and Technology Management Vol. 8, No. 3 (2011), pp. 437-453.
- **"Digital Marketplace for Developing Countries"**, with V. Ndou, L. Schina, in e-Business and Telecommunications Communications in Computer and Information Science, 2011, Volume 130, (2), 82-93.
- **"Toward a Sectoral System of Innovation for local Wine Sector"**, with Ndou, V., Passiante, G., Schina, L., in the International Journal of Business and Globalisation, Vol. 8, No. 1, 2012, pp. 81-94.
- **"The Innovation Ecosystem as Booster for the Innovative Entrepreneurship in the Smart Specialization Strategy"**, with A. Romano, G. Passiante, G. Secundo, on International Journal of Knowledge-Based Development" Special Issue "Identifying and managing smart specialization dimensions for a knowledge-based development" Vol. 5, No. 3, 2014, pp. 271-288.
- **"Big Data and Knowledge-intensive entrepreneurship: trends and opportunities in the tourism sector"** with G. Passiante, F. Vitulano, L. Zampetti, in Electronic Journal of Applied Statistical Analysis: Decision Support Systems and Services Evaluation. Special issue on Increasing Innovation Opportunities by Unlocking the Value of Big Data, Vol. 05, Issue 01, December 2014, 12-30.
- **"Creating innovative entrepreneurial mindsets as a lever for knowledge-based regional development"** (2015), with Secundo, G., Passiante, G., in International Journal of Knowledge-Based Development, 6(4), pp. 276-298.
- **"Challenges for Instilling Entrepreneurial Mindset in Scientists and Engineers: What Works in European Universities?"**, (2016) with G. Secundo, V. Ndou, the International Journal of Innovation and Technology Management Special Issue on "Knowledge-intensive Entrepreneurship: dynamics and impact", 13(5).
- **"Living lab as an approach to activate dynamic innovation ecosystems and networks: An empirical study"** (2017) with Elia, G., Ndou, V., Secundo, G., Specchia, F., International Journal of Innovation and Technology Management, 14(5).
- **"Activating entrepreneurial learning processes for transforming university students' idea into entrepreneurial practices"** (2017), with Secundo, G., Schiuma, G., Passiante, G. International Journal of Entrepreneurial Behaviour & Research, vol. 23, p. 465-485.

**LAVORI PUBBLICATI O  
ACCETTATI SU RIVISTE  
INTERNAZIONALI**

- **"Is tourism a driver for smart specialization? Evidence from Apulia, an Italian region with a tourism vocation"** (2017), with G Passiante, Journal of Destination Marketing and Management, 6(3), pp. 163-165.
- **"Intellectual capital in the age of Big Data: establishing a research agenda"**, (2017), with Secundo, G., Dumay, J., Passiante, G., Journal of Intellectual Capital, 18(2), pp. 242-261
- **"Big data for open innovation in SMEs and large corporations: Trends, opportunities, and challenges"** (2018), with Del Vecchio, P., Di Minin, A., Petruzzelli, A.M., Panniello, U., Pirri, S., Creativity and Innovation Management, 27(1), p. 1-17, awarded as "Journal's top 20 most downloaded recent paper".
- **"Analyzing Big Data through the lens of customer knowledge management: Evidence from a set of regional tourism experiences"** (2018), Secundo, G., Passiante, G., Kybernetes, 47(7), 1348-1362.
- **"Modularity approach to improve the competitiveness of tourism businesses: Empirical evidence from case studies"** (2018) with Secundo, G., Passiante, G., EuroMed Journal of Business, 13(1), 44-59, awarded as "Highly Commended in the 2019 Emerald Literati Awards".
- **"Creating value from Social Big Data: Implications for Smart Tourism Destinations"**, (2018) with Mele G., Ndou V., Secundo G., Information Processing and Management, 54(5), pp. 847-860, awarded as "2018 Honorable Mention Paper".
- **"Transforming the stakeholders' Big Data for intellectual capital management"** (2018), with Uden, L., Meditari Accountancy Research, 26(3), 420-442.
- **"Supporting the regional development in the knowledge economy: the adoption of a system dynamic approach in Ghana"**, with N.B. Oppong, Global Business and Economics Review, 21, ¾, 2019.
- **"A methodological framework to assess social media strategies of event and destination management organizations"**, with Pino, G., Peluso, A.M., Ndou, V., Passiante, G., Guido, G., (2018), Journal of Hospitality Marketing and Management (in press).
- **"Creativity and stakeholders' engagement in open innovation: design for knowledge translation in technology-intensive enterprises"**, with G. Secundo, G. Schiuma, L. Simeone, Journal of Business Research (in press).
- **"Entrepreneurship education in tourism: an investigation among European Universities"**, with Ndou, V., Mele G., Journal of Hospitality, Leisure, Sport & Tourism Education (in press).
- **"Knowledge Management in Entrepreneurial Universities. A structured literature review and avenue for future research agenda"**, (2019). with Secundo, G., Ndou, V., De Pascale, G., Management Decision, 57(12), pp. 3226-3257.
- **"Open Innovation and Social Big Data for Sustainability: Evidence from the Tourism Industry"**, (2018) with Mele, G., Ndou, V., Secundo, G., Sustainability, 10, 3215.
- **"Designing Business Models in Circular Economy: A Systematic Literature Review and Research Agenda"**, with Centobelli, P., Cerchione, R., Chiaroni, D., Del Vecchio, P., Urbinati, A.(2020), Business Strategy and the Environment.29(4), pp. 1734-1749.
- **"A System Dynamic Approach for the Smart Mobility of People: Implications in the age of Big Data"**, with Secundo, G., Maruccia, Y., Passiante, G. (2019) Technological Forecasting and Social Change - Special Issue "Technological and social innovation for better mobility and quality of life", 149,119771
- **"Open Innovation in family firms: empirical evidences about internal and external knowledge flows"**, with Secundo, G., Rubino, M., Garzoni, A., Vrontis, D., (2019), Business Process Management Journal – Special Issue "Emerging challenges for Business Process Management: the role of external resources and collaborations".
- **"Sustainable development, intellectual capital and technology policies: A structured literature review and future research agenda"** (2020), with G. Secundo, V. Ndou, G. De Pascale, Technological Forecasting and Social Change, 153,119917.
- **"Knowledge spillover creation in university-based entrepreneurial ecosystem: the role of the Italian "Contamination Labs"** (2020), with G. Secundo, G. Mele, G. Degennaro, Knowledge Management Research and Practice (in press).
- **"Detecting customers' knowledge from social media big data: toward an integrated methodological framework based on netnography and business analytics"** (2020), with G. Mele, G. Passiante, C. Fanuli, D. Vrontis, Journal of Knowledge Management, 24(4), pp. 799-821.
- **"Fostering digital transformation of SMEs: a four levels approach"** (2020), with A. Garzoni, I. De Turi, G. Secundo, Management Decision (in-press).
- **"Evidence from Network Analysis application to Innovation Systems and Quintuple Helix"** (2020), with Y. Maruccia, G. Solazzo, G. Passiante, Technological Forecasting and Social Change, 2020, 161, 120306
- **"Threat or Opportunity? A Case Study of Digital-enabled Redesign of Entrepreneurship Education in the COVID-19 Emergency"**, with Secundo, G., Mele, G., Elia, G. Margherita, A. & Ndou, V. (in press) paper accepted for publication on Technological Forecasting and Social Change.

## CAPITOLI IN MONOGRAFIA

- **"The Emergence of a New Managerial Mindset"** with A. Romano, M. De Maggio in "Open Business Innovation Leadership – The Emergence of Stakeholder University", A. Romano Ed., Palgrave Macmillan Ed, 2009.
- **"An ICT-based Network of Competence Centres for Developing Intellectual Capital in the Mediterranean Area"** with De Maggio M., Elia G., Grippa F., Secundo G. in "Handbook research on e-services in the public sector: E-government Strategies & Advancements" (Abid Thyab Al Ajeeli, ed.), pp. 164-181, IGI Global, USA, 2010.
- **"Social Computing as Next-Gen Learning Paradigm: A Platform and Applications"** with Margherita A., Taurino C., in "Open Networked i-Learning", Elia G., Poce A. Eds., Springer, 2010.
- **"Exploiting Technological Potentialities for Collaborative New Product Development"**, with Ndou V., Schina L., in "Handbook of Research on Business Social Networking: Organizational, Managerial, and Technological Dimensions", pp. 862 - 877 IGI Global, May, 2012.
- **"Web-based Services and Future Business Models"**, with V. Ndou, G. Passiante, L. Schina, in Enterprise Business Modeling, Optimization Techniques, and Flexible Information Systems, IGI Global, April 2013.
- **"Capitale umano priorità emergente dalla geografia dell'innovazione"**, with A. Romano, in "Mezzogiorno 2025", A. Romano, Cacucci Editore, 2013.
- **"La Strategia Europea della Specializzazione Intelligente: una opportunità del XXI secolo per il Mezzogiorno"** with F. Brunetti, A. Romano, in "Mezzogiorno 2025", A. Romano, Cacucci Editore, 2013.
- **"Discontinuità culturale e Politica di missione abilitanti la Specializzazione Intelligente del Mezzogiorno"**, with A. Romano, in "Mezzogiorno 2025", A. Romano, Cacucci Editore, 2013.
- **"Empowering tourists to co-create services"**, with V. Ndou, in Projects and Forms of the European Digital Citizenship, Sect. 2, Ch. 2, Tandam Edizioni Scientifiche, Trento, M. Mancarella Ed., pp. 129-143.
- **"Students' creativity and entrepreneurial learning for developing corporate entrepreneurship"** (2017), with Secundo, G., Passiante, G., Paoletto, M., Entrepreneurship: Concepts, Methodologies, Tools, and Applications, 4-4, pp. 1575-1596.
- **"The Technology-driven Entrepreneurship in the Knowledge Economy"**, with Romano, A. Passiante, G. in Creating Technology-driven Entrepreneurship: Foundations, Processes and Environments, di G. Passiante & A. Romano, Palgrave Macmillan, Ed. 2016, pp 21-48;
- **"Technology-driven Entrepreneurship within the framework of regional development policies"**, with M. De Maggio, in Creating Technology-driven Entrepreneurship: Foundations, Processes and Environments, di G. Passiante & A. Romano, Palgrave Macmillan, Ed. 2016, pp. 273-299.
- **"Luxury Consumption and Digital Marketing: New Solutions for Tourism Marketers"**, with Amatulli C., Pino G., Pignatelli S., in Industrial and Managerial Solutions for Tourism Enterprises, IGI Global, in press.
- **"Circular Economy Innovative Entrepreneurship: A Conceptual Foundation"** (2020) with V. Ndou, G. Passiante, D. Vrontis, in Innovative Entrepreneurship in Action, Springer International Publishing.

## LAVORI MONOGRAFICI

- **"Imprenditorialità, marketing ed innovazione. Dinamiche competitive per le imprese ed i territori nello scenario della digital economy"** di Pasquale Del Vecchio e Giuseppina Passiante, Franco Angeli Editore, 2015.
- **"Turismo Digitale e Smart Destination. Tecnologie, modelli e strategie per la crescita di un sistema turistico integrato"** a cura di Pasquale Del Vecchio, Valentina Ndou e Giuseppina Passiante, 2018, Franco Angeli Editore.
- **"Imprenditorialità Tecnologica e Economia Circolare. Modelli, teorie e casi per l'innovazione sostenibile"**, di Pasquale Del Vecchio, Gioconda Mele, Giuseppina Passiante, 2020, Tab Edizioni

**ULTERIORI ESPERIENZE  
FORMATIVE E PROFESSIONALI  
SVOLTE**

**Relazione su invito** dal titolo "Quintuple Helix and Digital Innovation Ecosystem for the transition towards the Circular Economy", 19 novembre 2020, presso **EIT RawMaterials Hub - Regional Center Southern Italy**

**Relazione su invito** presso il **2nd Vienna Energy Strategy Dialogue** dal titolo "The impact of big data in energy, security and society", organizzato da OSCE e WEC Austria, nel panel "Digitalization and Society" (29 Novembre 2019).

**Partecipazione al coordinamento di Special Issue in qualità di Guest Editor sulle seguenti riviste:** Current Issue in Tourism, Creativity and Innovation, Meditari Accountancy Research.

**Reviewer per le seguenti riviste:** Technovation, Current Issue in Tourism, Journal of Knowledge Management, Creativity and Innovation Management, Kybernetes, Knowledge Management Research and Practice, International Journal of Knowledge and Learning, International Journal of Innovation & Technology Management, Management Decision, etc.

**Reviewer per le seguenti conferenze internazionali:** IFKAD, R&D Management, IBIMA, etc.

**Proponente special track tematiche** presso l'International Forum on Knowledge Assets and Dynamics (IFKAD), edizione 2015, 2018, 2019.

**Dal 2008, relatore** di n. 6 tesi di laurea triennale in Ingegneria Industriale e **correlatore** di n. 39 tesi di laurea magistrale in Management Engineering - Dipartimento di Ingegneria dell'Innovazione dell'Università del Salento.

**Marzo – Nov. 2015 e Ott. Giugno 2017** Promotore e Coordinatore progetti MIMPRENDO per il Gruppo Giovani di Confindustria Lecce.

**Giugno 2015**, Promotore di un questionario studio su dinamiche generazionali promosso dal Gruppo Giovani Imprenditori di Confindustria Lecce, Comitato Capitale Umano ed Education Giovani Imprenditori di Confindustria.

**Feb. 2015** – Componente Giuria Premio Divulgazione Scientifica 2015 – Associazione Italiana del Libro.

**Feb. 2014** – Componente Giuria Premio Divulgazione Scientifica 2014 – Associazione Italiana del Libro

**Ott. – Dic. 2013, Corso SPSS**, Certificato conseguimento Analisi statistica per la ricerca scientifica.

**Sett. 2013** – ARTI Puglia, Componente tavolo Tematico KET 6 – Tecnologie Avanzate di Produzione, iniziativa a supporto della strategia per l'innovazione regionale pugliese verso la Smart Specialization Strategy.

**1 Febbraio 2011** Iscritto nell'albo dei Revisori Ufficiali dei Conti n. 160639 (G.U. 1-2-2011).

**31 Marzo 2009** Esame di Abilitazione alla Professione di Dottore Commercialista.

**17-18 Dicembre 2007** Cranfield University, UK, - ECCH: Case Method Teaching: Bring real world 2007

**Nov. 2003 e Feb. 2004** Valdani-Vicari & Associati Srl – Company Academy sui temi delle ricerche di mercato "Ricerca Qualitativa e Quantitativa" e del customer's experience "E-factor: generare un'esperienza irresistibile".

"Consapevole delle sanzioni penali, nel caso di dichiarazioni non veritiere, di formazione o uso di atti falsi, richiamate dall'art. 76 del D.P.R. 445/2000, dichiaro che quanto sopra corrisponde a verità. Ai sensi del D.Lgs n. 196 del 30/06/2003 dichiaro, altresì, di essere informato che i dati personali raccolti saranno trattati, anche con strumenti informatici, esclusivamente nell'ambito del procedimento per il quale la presente dichiarazione viene rese e che al riguardo competono al sottoscritto tutti i diritti previsti all'art. 7 della medesima legge".

26 Marzo 2021

Pasquale Del Vecchio



## Giordano Dichter

Date of birth: 18/09/1970 | Nationality: Italian | Gender: Male | (+32) 471309623 |

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[www.hndpartners.eu](http://www.hndpartners.eu) | Skype: g.dichter | Rue Medaets 65, 1150, Brussels, Belgium

### WORK EXPERIENCE

02/02/2018 – CURRENT

#### CO-FOUNDER AND PARTNER – H&D Partners

H&D Partners SPRL is a Brussels-based consulting firm specialized in providing technical assistance and support to clients to set up incubation, acceleration and entrepreneurship education and support programs. As a partner of H&D Partners Giordano is/was directly involved in the following actions:

- European Crowdfunding Network: support to development of training and of membership
- Support to the South African Business and Technology Incubator Association (SABTIA) in developing the training program and the certification process.
- Sequa consulting, SMEDA project, Armenia: Preparation of a feasibility and business plan for the creation of a creative hub in Yerevan, Armenia, involving the relevant partners
- European BIC Network (EBN): Assistance to the relevant Armenian partners to design the processes of the EU IRIS Business Incubator in Yerevan, Armenia.
- Technopolis, Bari, Italy, Design of the acceleration process of 5 local creative ateliers within the Interreg Traces Program (Technopolis, Bari, Italy)
- H&D Partners: Founder of FlopAcademy, designed and currently running 5-day entrepreneurship camps to introduce teenagers to the realms of innovation and entrepreneurship.
- CIHEAM – IAMB Bari, Italy: Professor within the Intensive high-level training course in Innovation & Youth Entrepreneurship in The Mediterranean Agro-Food Sector
- CIHEAM – IAMB Bari, Italy: Trainer at various workshops in incubation and partnership development within the Mediterranean Innovation Partnership program
- MPII: Montreal Quebec, design of the acceleration program of the Québec Biotechnology Innovation Center (QBIC) for startups in the health industry.
- OECD, Tunis: Support to the Banque du Financement au PME to set up their services to SMEs in the post-creation phase and design and conduct trainings to enhance the capacities of the staff to deliver high-value coaching services.
- Brussels Region: Provision of courses to introduce young kids to the realms of innovation and entrepreneurship
- GFA Consulting: Short term mission to support the local actors of the Mongolian Aimags of Uvs and Darkhan to improve their ecosystem for entrepreneurship support.
- European Commission: DG Regio – Support in the development of the Business Plan of the DE&RE Manufacturing Center for Composite Materials (Vanguard Initiative - TSSP - ESM Pilot Project)
- University of Shenyang, China – Designer of and trainer at the training courses the "Coaching in a business context" and "Sustainable business models for incubators"
- Short-term expert in the EU Funded project "Support to the Sri Lankan Innovation and Start-up Ecosystem (SLISE)"
- GFA Consulting group: Short term expert within the project Strengthening Social Entrepreneurship for Migration & Development (SEMD)

Brussels, Belgium

02/02/2009 – 08/01/2018

#### HEAD OF EUIBC SERVICES – European BIC Network (EBN)

Brought forward continuous improvement opportunities through the development of the EBN Training Programme and EBN TechCamp (looking into new methodology and practices of business support)

Development and implementation of technical assistance mission to support the establishment and strengthening of business support organizations through the implementation of local economic development techniques (stakeholder engagement and focus on endogenous potential), and international connectivity.

Preparation of technical "know-how" material to support the establishment of Innovation-Based Incubators and business support organizations. Among others:

- Smart Guide on Innovation-Based incubators" Published by DG-Regio in February 2010.
- EBN Impact Reports, published by EBN (responsible for editions from 2009 to 2017 <https://ebn.eu/impact-report-2017>).
- Support to the "Special Report: Has the ERDF successfully supported the development of business incubators?", Published by the European Court of Auditors, September 2014.
- EBN Technical Notes Series (authorship and supervision).

Carried out missions abroad (Europe and Beyond) aimed at building membership (specific membership development missions, participation as a speaker to key industry conferences, awareness-raising missions).

Supervision and management of the EUIBIC Quality System, which, assures that full members are in line with the EUIBIC Criteria and guidelines:

- Maintaining, in close cooperation with the Board of Directors, the incubation industry criteria up-to-date
- Identification of Key Process and Performance Indicators
- Set-up of the quality system (self-evaluation, peer-to-peer audits, general governance, Committee Management and follow-up)
- Annual reporting (Impact reports, benchmarking reports and special reports)
- Carried out direct assistance to set up entrepreneurship support programs in more than 15 countries worldwide.

In charge of the EBN Technical Assistance Projects, among others:

- Technical Assistance for the Palestinian ICT Incubator for the European Investment Bank
- Medibtikar, evaluation of innovation-based support systems in the MENA Region (Morocco, Tunisia, Syria, Jordan and Israel)
- SRTD Jordan short-term expert: setting up a quality system for the Jordanian incubation centers.
- E!Innovest for the EUREKA Network (including coaching Eurostar companies)
- FIBIA, Fostering Inclusive Business Incubation and Acceleration for the JP Morgan Chase Foundation
- SAUID TA, Technical Assistance to support the establishment of services within the State Agency of Ukraine for Innovation and Development Regional Centers.
- EU-Indonesia Trade Cooperation Facility short term expert: assessing and providing assistance and training to regional actors in Jakarta and Bandung on international development.

Brussels, Belgium

01/03/2012 – 30/06/2014

### **FOUNDER AND CONTENT ADVISOR – Incubation Worldwide Ltd**

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Founded and advised on content of the first trade magazine for the incubation industry. Magazine title "The Business Incubator" bought by EBN in June 2014

Brussels, Belgium

01/03/2006 – 31/12/2009

### **CONSULTANT AND PROJECT MANAGER – BIC Lazio**

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Support to the Department Special Projects in the definition, implementation and management of its pilot projects, aimed at modelling new sets of entrepreneurial services dedicated to the most disadvantaged segments of the regional population (e.g. immigrants, disabled, prisoners), mainly through active experimentation phases, and direct coaching.

Provided support to the Region Lazio within the Framework Agreement Programme in support of regional Cooperation with the Western Balkans, coordinating activities with more than 14 Italian regions.

Supported the realization of activities of local economic development within the territories of the Region Lazio (mainly Frosinone, Rieti, Viterbo and Civitavecchia), building development plans based on sector value-chain exploitation.

Rome, Italy

01/01/2006 – 30/06/2006

### **MONITORING AND EVALUATION CONSULTANT – Italia Lavoro SpA**

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Definition, elaboration and management of the monitoring and evaluation system of the Program ISI (Innovation and Employment Services) in support of the Italian Ministry of Labour and Social Policies, through the definition of the quality process and of the common set of indicators.

Rome, Italy

09/01/2004 – 31/03/2006

### **PROJECT ANALYST AND CONSULTANT – Sviluppo Italia SpA (Currently INVITALIA)**

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Supported the realization of the activities foreseen within the Program: "Supporto alle regioni e alle province autonome per il miglioramento della qualità edella capacità dela committenza pubblica". In particular:

- Support to the Region Sicily in the implementation of the activities foreseen within specific programming documents (Accordi di Programma Quadro)
- Support to the Region Molise in the elaboration of the Program of interventions directed to strengthen the economic recovery of the Region;
- Support in the creation and management of the Web portal <http://www.svilupporegioni.sviluppoitalia.it>;

Rome, Italy

01/07/2003 – 31/12/2003

## **CONSULTANT – United Nations Office for Project Services**

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Preparation of a training course on territorial planning to be delivered to developing countries and countries in economic transition

Rome, Italy

01/10/2001 – 31/12/2003

## **LOCAL ECONOMIC DEVELOPMENT ADVISOR – United Nations Office or Project Services**

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Supported the establishment of the local economic development agencies of Novi and Kragujevac:

- Animation of local stakeholders
- Elaboration of the constituent documents and business plan
- Support to management
- Fund raising actions and donor coordination

Supported the UNOPS program in coordinating the funding and the projects within the scope of the activities of decentralized cooperation (Italian – Serbian Cities).

Belgrade, Serbia

01/08/2002 – 30/06/2003

## **LOCAL ECONOMIC DEVELOPMENT CONSULTANT – International Labor Office of the United Nations**

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Preparation of two didactic training courses on local economic development issues for training economic development field agents.

Preparation of the training package guide of the UNIVERSITAS Programme

Rome, Italy

01/08/2001 – 30/11/2001

## **LOCAL ECONOMIC DEVELOPMENT CONSULTANT – International Labor Office of the United Nations**

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Research activities for the ILO Paper "Best Practices of Local Economic Development, Current Trends". Researched experiences of local economic development carried out by international organizations and of locally driven experiences. Compared the experiences through a duly elaborated set of parameters.

Rome, Italy

01/05/2001 – 30/06/2001

## **LOCAL ECONOMIC DEVELOPMENT ADVISOR – United Nations Office for Project Services**

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Assisted the Small Enterprise and Human Development program in planning the activities to be carried out in the Northern Province and in the Eastern Cape with strict coordination with the present local actors of the public and the private sector.

Pretoria, South Africa

01/02/2000 – 30/04/2001

## **LOCAL ECONOMIC DEVELOPMENT CONSULTANT – United Nations Office for Project Services**

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Undertaken all the necessary activities for the set-up of a local economic development agency in Vlore:

- Creation of a network of local stakeholders
- Preparation of the constituent documents
- Training activities to the local stakeholders
- Sectoral studies on the local economy

Vlore, Albania

01/04/1998 – 31/01/2000

## **TECHNICAL ASSISTANT – United Nations Office for Project Services**

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Provided support for the animation of the International Liaison Services for Local Economic Development Agencies Network  
Rome, Italy

## EDUCATION AND TRAINING

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01/10/1991 – 04/04/1999 – Siena, Italy

**LAUREA – Università degli Studi di Siena**

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- Economic Theory (Macro and Micro Economics)
- International Economics
- Local Economic Development

110/110 | 4-year course, final mark 110/110

## LANGUAGE SKILLS

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Mother tongue(s): ENGLISH | ITALIAN

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
<b>FRENCH</b>	B1	B1	B1	B1	A1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

## PUBLICATIONS

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### Publications

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September 2017

"EBN Impact Report 2017: Incubating Innovation, Accelerating Entrepreneurship: 3-year trends (2014-2016)!"

June 2016

"EBN Impact Report 2016: Incubating Innovation, accelerating entrepreneurship"

November 2014

EBN Technical Note #4 "Creative BICs, A practical way to tailor services to the creative industries"

June 2014

EBN Technical Note #3 "Living Labs: A smart practice for customer-driven business support"

June 2013

EBN "EC-BIC Observatory 2013 and the last 3-year trends"

June 2013

EBN Technical Note #2 "The EBN Quality and Benchmarking Services"

October 2012

EBN Technical Note #1 "Coworking, collaborative spaces for microentrepreneurs"

2009 - 2014

Author of the EBN, EUIBIC Observatory Reports

February 2010

European Commission, DG Regio "Smart Guide to Innovation-based incubators"

March 2009

Authored and supervised the elaboration of the publication "Abilmente", BIC Notes, Business Innovation Centre Lazio

June 2008

Authored and supervised the elaboration of the publication "Immigrazione e auto imprenditorialità", BIC Notes, Business Innovation Centre Lazio

December 2007

Authored and supervised the elaboration of the publication "L'albergo diffuso come strumento innovativo per la valorizzazione del potenziale turistico", BIC Notes, Business Innovation Centre Lazio.

August - November 2001

Collaborated in the elaboration of the ILO working paper "Best Practices in Local Economic Development, Current Trends", commissioned by the International Labour Organization

October 1999 - April 2000

Member of the group of authors of the book "Local Economic Development Agencies" published by the Italian Government with the contribution of the United Nations Office for Project Services, the International Labor Organization and the European Association of Development Agencies

## ● DRIVING LICENCE

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Driving Licence: B

## ● ORGANISATIONAL SKILLS

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### Organisational skills

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I have been responsible for small teams.

I have successfully managed projects with teams up to 10-12 people for local and international organizations.

Commitment to results and a strong sense of responsibility, which make me suitable for working with tight deadlines and taking complex decisions under pressure;

I am currently Lead at Coderdojo Etterbeek. I organize coderdojo sessions to introduce young children to the world of coding and programming. [www.coderdojobelgium.be](http://www.coderdojobelgium.be)

## ● COMMUNICATION AND INTERPERSONAL SKILLS

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### Communication and interpersonal skills

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Proven speaker at many conference around the world.

Excellent communication skills gained through my "membership development" work at EBN. A natural born networker.

## ● JOB-RELATED SKILLS

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### Job-related skills

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- Solid experience in the design and the organization of seminars, workshops and training activities with entrepreneurs, startups, ecosystem enablers..
- Excellent capacities to coordinate and implement.
- Sound knowledge of project management techniques
- Very good reporting skills under various forms and shapes
- Always seeking practical continuous improvement in quality management

I AUTHORIZE THE PROCESSING OF PERSONAL DATA  
ex. Leg. Decree 186/2003 and articles 15-19 of  
Regulation (eu) 2016/679.

*fidèle Delt*