

Alex Turrini, PhD

Associate Professor in Arts Management and Policy
Bocconi University

Adjunct Professor in Arts Fundraising
SMU - Meadows School of the Arts – Cox Business School

Email: aturrini@smu.edu, alex.turrini@unibocconi.it

Phone: +1-682-410-2108 (US)

+39-333-478-3503 (Italy)

Main Areas of Research and Teaching

Arts management, arts and cultural policy, nonprofit management
Public sector reforms, public sector leadership, managing public networks
Research methods: field and lab experiments, surveys, mixed methods

Education

2021	Mixed Methods Research Workshop, ICPSR University of Michigan	Ann Arbor, Us
2015	Coaching Affiliate Certification Program Columbia University	New York, U.S.
2003	Phd in Business Administration and Management, Bocconi University	Milan, Italy
1998	BA/MSc (Laurea) in Business Administration, Bocconi University	Milan, Italy

Current Academic Positions

Present-2020	Adjunct Professor in Arts Fundraising, Meadows School of the Arts – Cox Business School, SMU	Dallas, U.S.
Present-2020	Research Fellow, Arts and Culture Knowledge Center, SDA Bocconi School of Management	Milan, Italy
Present-2003	Associate Professor (Present-2011), Assistant Professor (2005-2011), Researcher with Grant (2003-2005). On leave 2018/19 – 2019/20, Department of Social and Political Sciences, Bocconi University	Milan, Italy
Present-2014	National Habilitation as Full Professor in Management, MIUR	Rome, Italy

Past Academic Positions

2020-2018	Chair Arts Management and Arts Entrepreneurship Division, Meadows School of the Arts – Cox Business School, SMU - Southern Methodist University	Dallas, U.S.
2018-2016	Faculty Director Government, Health & Not for Profit Division, SDA Bocconi School of Management	Milan, Italy
2018-2016	Public and Nonprofit Executive Programs Director, Government, Health & Not for Profit Division, SDA Bocconi School of Management	Milan, Italy
2018-2014	Program Co-Director MA in International Arts Management (MMIAM), SMU Dallas - HEC Montreal -	Milan, Italy

2018-2013	SDA Bocconi Program Director MSc. in Economics and Management of Arts, Culture, Media and Entertainment (ACME), Bocconi University	Milan, Italy
2017-2014	Program Director MA Arts Management and Administration (MAMA), SDA Bocconi School of Management	Milan, Italy
2015	Member of the Hiring Committee of an Assistant Professor in Art History, Bocconi University	Milan, Italy
2014-2012	Program Director Executive Master Program in Public Management (EMMAP), SDA Bocconi School of Management <i>in collaboration with the Italian National School of Administration (SNA) & L' Ecole Nationale d'Administration, (ENA) (France)</i>	Milan, Italy
2014-2012	Program Director of Public Management Specialization Program (MAP), SDA Bocconi School of Management	Milan, Italy
2013-2012	Member of the Rector Committee in charge of designing a new program in Government and Political Science (BIG), Bocconi University	Milan, Italy
2013-2012	Member of the Rector Committee in charge of the renewal of the Arts Management Undergraduate and Graduate Programs, Bocconi University	Milan, Italy
2012-2011	Member of the Research Seminar Series Committee in Policy Analysis and Public Management Department, Bocconi University	Milan, Italy

Past Research Appointments

2020-2018	Research Fellow, SMU DataArts, SMU - Southern Methodist University	Dallas, U.S.
2018-2011	Research Fellow, Research Center on Arts, Knowledge and Science (ASK), Bocconi University	Milan, Italy
2017-2006	Founder and Research Fellow, Osservatorio per il Cambiamento delle Amministrazioni Pubbliche (OCAP) (<i>Centre for Innovation in Governments</i>) SDA Bocconi School of Management	Milan, Italy
2013, 2019	Visiting Scholar, Department of Marketing, SKEMA Business School	Sophia-Antipolis, France
2012-2009	Member of the Scientific Committee of Claudio Dematté SDA Bocconi Research Center, SDA Bocconi School of Management	Milan, Italy
2009	Heidelberg Philanthropy Research Fellow, Centre for Social Investment – University of Heidelberg	Heidelberg, Germany
2008	Visiting Scholar, Robert F. Wagner Graduate School of Public Service, NYU	New York, US
2008-2002	Research Fellow Research Center on Healthcare and Social Care Management (CERGAS), Bocconi University	Milan, Italy
2007	Visiting Scholar Ross Business School, University of Michigan	Ann Arbor, US
2007	Visiting Scholar, Département stratégie, responsabilité sociale et environnementale, École des sciences de la gestion, University of Quebec	Montreal, Canada
2001	Research Associate in Arts Policy, Goldman School of	Berkeley, US

Past Teaching Appointments

2018-2015	Lead Coach and Coach for Public Sector Executives and Junior Professionals, SDA Bocconi School of Management	Milan, Italy
2015-2008	Bocconi Campus Abroad Graduate Program in Management of International Institutions in collaboration with NYU – Robert Wagner School of Public Service	New York, US
2015	Invited Lecturer in Fundraising for the Arts, Christie's Education	London, UK
2015	Invited Lecturer in Public Management and Communication, SKEMA Business School	Sophia-Antipolis, France
2015	Invited Lecturer in Leadership in the Arts: Assessing Competencies for Successful Arts Managers, ICN Business School	Nancy-Metz, France
2014	Invited lecturer in Cultural Policy, SMU Meadows School of Arts	Dallas, US
2011	Bocconi Campus Abroad Graduate Program in Business Planning and Entrepreneurship in collaboration with UTS Business School	Sydney, Australia

Awards and Distinctions

2015	Best AIMAC 2015 Conference Paper, Aix-en-Provence-Marseille University	Aix-en-Provence-Marseille
2013	Honorable mention in the Sixth Annual E-PARCC Teaching Case and Simulation Competition, Maxwell School of Public Administration	Syracuse, US
2011	Research Excellence Award, Bocconi University	Milan, Italy
2011	Innovation in Executive Education Award, SDA Bocconi School of Management	Milan, Italy
2009	Research Excellence Award, Bocconi University	Milan, Italy

Reviews and Editorial Boards

Editor in Chief (2021) and Associate Editor (Present-2015) of the *International Journal of Arts Management*. Member of the Senior Editorial Committee of the *Journal of Civil Society* (2012). Member of the Editorial Board of Bocconi Research Center for Innovation in Governments (OCAP). Referee for the following journals and groups: *Arts and Markets*, *Journal of Public Administration Research and theory*, *Leadership Quarterly*, *Public-Nonprofit Academy of Management Division*, *Economia e Management*, *Public Management Review*, *Journal of Management and Governance*, *Journal of Cultural Economics*, *Azienda Pubblica*, *Journal of Comparative Policy Analysis*, *Public Choice*, *Local Government Studies*

Main funded Research

2018	SMU Meadows School of the Arts Research Grant – Behavioral Arts Administration (10,000 \$)
2014-2016	ITSSOIN - Impact of the Third Sector as Social Innovation. Arts and Culture (FP7 European Commission Grant , 260,000 Euro)
2012	No Guilt, No Shame: Investigating the Role of Emotional Appeals in Social Communication (SDA Bocconi Claudio Demattè Research Division-

- 2012-2011 SKEMA Business School, 15,000 Euro)
Public sector leadership (**Italian Presidency of the Prime Minister Cabinet** - Claudio Demattè SDA Bocconi Research Division, 10,000 Euro)
- 2012-2011 Maggio Fiorentino: audience, governance, strategy (ASK Bocconi Research Centre – **Fondazione Paolo e Marlene Fresco**, 100,000 Euro)
- 2008-2007 Evaluating effectiveness of public networks: a comparative cross-national case study analysis (**Bocconi University** Grant, 10,000Euro)
- 2005-2004 Dependence of the Present on the Past, Defense of the Present From the Past: Programming Classical Music and Opera (SDA Bocconi Claudio Demattè Research Division – **LSE – Goldman School of Public Policy, UC Berkeley**, 10,000 Euro)

Other Non-Academic Appointments

- Present - 2020 **FAI Lombardia Regional Delegate for Fundraising and Volunteers Training**, Fai-Fondo Ambiente Italiano (Italian National Trust), Milan, Italy
- 2020 - 2015 **President of the Strategic Evaluation Unit**, Monteverdi School of Music, Cremona, Italy
- 2018 - 2012 **Lecturer in Public Management**, National School for Public Administration (SSPA-SNA), Rome, Italy
- 2018 - 2006 **Research fellow**, Formez - Ministry of Public Administration and Simplification, Rome, Italy
- 2017 **Research fellow**, IRER (Research Institute at Regione Lombardia), Milan, Italy, Research topic: Networks in education: partnership and governance
- 2011 **Member of the Final Exam Commission for the selection of the Cultural Activities Executive Director at the Department of Cultural Policy**, Province of Trento, Trento, Italy.
- 2010-2008 **Research fellow**, Observatory on Social Care, Province of Milan, Italy
- 2002 and 2004 **Instructor and member of the Final Exam Commission**
Re-qualification courses for the Administrative Personnel Ministry of Economy, Milan, Italy.

Publications

Arts management, arts and cultural policy, nonprofit management

Books

1. Massi, M., Turrini A. (eds.) (2020), *The Artification of Luxury Fashion Brands: Synergies, Contaminations, and Hybridizations*, Palgrave: London
2. Turrini A. (2014) *La valutazione delle performance in ambito culturale (Evaluating performance for cultural policies)*, Egea: Milano
3. Turrini, A. (2009), *Politiche e management pubblico per l'arte e la cultura (Public policy and management for the arts)*, Egea, Milano

Publications in international refereed journals and reviews

4. Borgonovi, E., Luchetti M. Turrini, A. (2021) "Reinterpreting the heritage to serve the community: lessons learnt from museum practices in Italy", *Arts Management Quarterly*, pp 53-61
5. Cancellieri, G., Turrini A. (2018) "How God and King Affect our Musical Tastes: Religiosity and Political Interest As Past Predictors of Omnivorousness", *International Journal of Arts Management*, Vol. 21, No. 1, pp. 91-104
6. Ricciuti, E., Turrini A. (2018) "Foundations in Italy: What Roles and Challenges?" in *American Behavioral Scientist*, Vol. 62, No 13, pp.1822-1832
7. Cancellieri, G., Turrini A. (2016) "The Phantom of Modern Opera: How Economics and Politics Affect Opera Houses' Programming Strategies", *International Journal of Arts*

- Management*, 18, No. 3, pp. 25-36
8. Turrini A., Soscia, I., Maulini A., (2012) "Web Communication Can Help Theatres Attract And Keep Younger Audiences", *International Journal of Cultural Policy*, Vol. 18, No. 4, pp. 474-485
 9. Turrini A., Borgonovi F., O'Hare M. (2008) "The Border Conflict Between the Present and the Past: Programming Classical Music and Opera" *Journal of Arts Management, Law, and Society*, Vol. 38, No.1, pp. 71-88
 10. Turrini A. (2006) "Measuring Audience Addiction to Arts: The case of an Italian Theatre" *International Journal of Arts Management*, Vol. 8, No. 3, pp. 43-53

Chapters in international edited books

11. Turrini, A., Voss Z. (2020) "Strategic Fundraising in the Arts: The Mistake of Selling" in Addis. M, Rurale, A., *Managing the Cultural Business: Avoiding Mistakes, Finding Success*, Taylor and Francis (*in print*)
12. Turrini, A., Gallagher, B.K., Massi M. (2020) "The Impact of Digital Transformation on Fundraising in the Arts" in Massi, M., Vecco, M. , Yi, L. *Digital Transformation in the Cultural and Creative Industries*, Routledge: London (*in print*)
13. Massi, M., Mion, P.G., Turrini A. (2019) "Turning Crowds Into Patrons. Democratizing Fundraising In The Arts and Culture" in Byrnes, W., A. Brkic (eds.) *The Routledge Companion to Arts Management*, Routledge, ch. 27
14. Cancellieri G., Turrini A., Perez-Sanzo, M.J, Salido-Andres, N. Kullberg J., Cognat, A.S. (2018) "Social Innovation in Arts and Culture: Place Regeneration Initiatives Driven by Arts and Culture to Achieve Social Cohesion" in Anheier, H, Kriev, G. Mildenberger, G. *Social Innovation: Comparative Perspectives*, Routledge, London, pp. 79-103
15. Turrini A., Irigoyen, J.M. (2010) "From pioneers to partners? Arts and cultural policies and the third sector in Italy" in Ebers, A., Zimmer, A. *Third Sector Organisations facing turbulent environments – Sports, Culture and Social Services in five European countries*, Nomos, Berlin, pp. 89-106

Papers in Italian refereed journals

16. Massi, M., Turrini, A. (2020) "Prossimità virtuale o distanza fisica? Trasformazione digitale e co-creazione del valore ai tempi del COVID-19" (*Virtual proximity or physical distance? Digital transformation and value co-creation in COVID-19 times*), *Il Capitale Culturale. Studies on the Value of Cultural Heritage*, 21, forthcoming.
17. Cancellieri, G., Turrini A. (2015) "Cultural factory fra iconicità e management: un benchmarking europeo" (*Cultural factories between iconicity and management: a European benchmarking*), *Economia e Management*, 5, pp. 22-28
18. Turrini A. (2005) "Finanziamenti alternativi nei servizi pubblici: i voucher per le istituzioni culturali" (*Different ways of financing public services: arts voucher*), in *Economia e Management*, 3, pp. 89-101

Chapters in Italian edited books

19. Turrini A. (2015) "Reti culturali e creazione di capitale sociale" (*Cultural networks and cultural capital creation*) in Sibilio, B. , Donato, F. (a cura di) *Governare e gestire le aziende culturali*, Franco Angeli, Milano, pp. 190-206
20. Merlo A., Turrini, A. (2002), "L'impegno del nonprofit culturale" (*The commitment of arts nonprofit organizations*) in AA.VV. *La valorizzazione del patrimonio culturale per lo sviluppo locale. Primo Rapporto Annuale Federculture*, Touring University Press, Milano, pp. 24-36

Teaching case studies

21. Larenza, O., Nasi, G., Turrini A. "Oltre la Norma! Collaborating for the Reconstruction Of Teatro Petruzzelli in Bari", ECCH and E-PARCC Collection
22. Turrini A. "An Executive Director in Distress", Bocconi University Teaching Case

Public sector reforms, public leadership, management in public networks

Books

23. Fosti, G., Turrini A. (eds.) (2010) *Leader nell'ombra. Il ruolo dei Segretari negli Enti locali italiani (Leaders in the Shadow. The Role of General Secretaries in Italian Local Government)*, Collana White Paper OCAP, 2, Egea, Milano
24. Cristofoli D., Turrini A., Valotti G. (eds.) (2007) *Da burocrati a manager: una riforma a metà. Primo Rapporto sulla dirigenza pubblica in Italia (From bureaucrats to managers. First white paper on Italian public management)*, Collana White Paper OCAP, 1-2, Egea, Milano
25. Turrini A., Montanelli, R. (2006) *La governance locale nei servizi sociali (Local governance in social care)*, Egea, Milano

Papers in international refereed journals and reviews

26. Turrini A., Cristofoli, D. Valotti G. (2020) "Sense or Sensibility? Different Approaches to Cope With the COVID-19 Pandemic" *American Review of Public Administration*, Vol. 50, No. 6-7, pp. 746-752
27. Turrini, A., Valotti G. (2016) "Public Management Reforms in Italy: A Renaissance Revival?", *Public Administration Review*, Vol. 76, No. 3, p.393
28. Orazi, C. D., Turrini A., Valotti, G. (2013) "Public Sector Leadership: New Perspectives for Research and Practice", *International Review of Administration Sciences*, Vol. 79, No 3, pp. 486-504
29. Soscia, I., Turrini, A., Tanzi, E., (2012) "Non Castigat Ridendo Mores: Evaluating the effectiveness of humour appeal of HIV-AIDS preventive printed advertisements in Italy", *Journal of Health Communication*, Vol. 17, No.9, pp. 1011-1027
30. Cristofoli, D., Nasi, Turrini A., G., Valotti, G. (2011) "Civil Service Reforms in Italy: The Importance of External Endorsement and Administrative Leadership", *Governance. An International Journal of Policy, Administration and Institutions*, Vol. 24, No. 2, April, pp. 261-283
31. Cristofoli D., Turrini, A., Valotti G. (2011) "Coming Back Soon: Assessing Predictors of Civil Servant Absenteeism", *Journal of Comparative Policy Analysis*, Vol. 13, No. 1, February, pp. 75-89
32. Turrini A., Cristofoli C., Nasi G., Soscia I. (2010) "Lifting the Veil of Maya: Measuring the Implementation Gap of Public Management Reforms in Italy", *International Journal of Public Sector Management*, Vol. 23, No. 1, pp. 5-21
33. Turrini A., Cristofoli, D., Frosini, F., Nasi, G. (2010) "Networking Literature About Determinants of Network Effectiveness", *Public Administration*, Vol. 88, No. 2, pp. 528-550
34. Sancino A., Turrini A. (2009) "The Managerial Work of Italian City Managers: an Empirical Study", *Local Government Studies*, Vol. 35, No. 4., pp. 475-491
35. Geva-May I., Nasi G., Scott C., Turrini A. (2008) "MPP Programs Emerging Around the World", *Journal of Policy Analysis and Management*, Vol. 27, No. 1, pp. 187-204
36. Turrini A., Montanelli R. (2008) "Evaluating the Reform of Social Services in Italy: a Comparative Analysis", *International Journal of Public Administration*, Vol. 31, No. 10, pp.1259-1274.

Chapters in international edited books

37. Turrini, A., Saporito R. (2019) "Public Sector Leadership" in Farazamand, A. (ed.) *Global Encyclopedia of Public Administration, Public Policy, and Governance*, Springer, Cham, https://doi.org/10.1007/978-3-319-31816-5_3411-1
38. Figueroa, M. Navratil, J., Turrini A., Krlev, G. (2018) "Social Innovation in Environmental Sustainability: Promoting Sharing Public Spaces for Bicycle Use" in

- Anheier, H, Kriev, G. Mildenberger, G. *Social Innovation: Comparative Perspectives*, Routledge, London, pp. 149-172.
39. Orazi, C. D., Turrini A. (2013) "Public Sector Leadership: a Matter of Style" in de Vries M. and Bouckaert, G. (ed.) *Training for Leadership*, Bruylant, Bruxelles, pp. 39-50
 40. Turrini A., Valotti, G. (2013) "Reforming Public Sector: How to Make the Difference" in AA.VV, *Toward a Comprehensive Reform of Public Governance*, Banco de Portugal, Lisbon, pp.41-53

Papers in Italian refereed journals

41. Valotti, G., Cristofoli, D. Turrini A. (2020) "Quando burocrazia è sinonimo di velocità: l'Huoshenshan di Wuhan, il Javits Center Emergency Hospital di New York e l'Ospedale Fiera di Milano" *Mecosan*, fasc. 113, pp. 147-154
42. Cristofoli D., Turrini A., Valotti, G. (2008) "L'implementazione delle riforme amministrative nei Comuni italiani: il caso del *paysystem* dei dirigenti" (*Implementing public management reforms in municipalities: the case of civil servant pay system reform*), *Azienda Pubblica*, 4, pp. 501-514
43. Cristofoli D., Turrini A., Valotti, G. (2007), "Non bastano i tagli alla spesa: occorre rinnovare la classe dirigente pubblica italiana" (*Cutting expenses is not enough: it is necessari to renew Italian public managers*), *Economia e Management*, 6, pp. 57
44. Montanelli, R., Turrini A. (2004) "La costituzione di aziende sociali: la terza via tra mercato e gerarchia. Il caso dell'Istituzione Servizi Sociali di Castel San Pietro Terme" (*The start up of public social services organizations: the third way between market and hierarchy. The case of Istituzione Servizi Sociali di Castel San Pietro Terme*), *Azienda Pubblica*, 2, pp. 269-282

Chapters in Italian edited books

45. Galli D., Turrini A. (2014) "Il performance management e le amministrazioni pubbliche italiane", (*Performance managment in governments*) in AA. VV., *La PA che vogliamo. Proposte per un cambiamento possibile*, Collana white paper OCAP, Vol. 1, Milano: EGEA, pp. 85-103
46. Nasi, G. Turrini, A., (2012) "E-government e innovazione nei servizi pubblici" (*E-government and public services*) in Borgonovi, E. Fattore, G. Longo F. (a cura di), *Management delle istituzioni pubbliche*, Egea pp. 217-229
47. Turrini, A., Nasi, G. (2012) "L'evoluzione del sistema del pubblico impiego" (*The evolution of the public personnel system*) in Borgonovi, E. Fattore, G. Longo F. (a cura di), *Management delle istituzioni pubbliche*, Egea pp. 203-214
48. Lega, F., Nasi, G., Turrini, A. (2012) "Innovazione e cambiamento organizzativo" (*Innovation and change management*) in Borgonovi, E. Fattore, G. Longo F. (a cura di), *Management delle istituzioni pubbliche*, Egea pp. 187-201
49. Longo, F., Turrini, A. (2012) "Decisioni e leve di service management" (*Service management*) in Borgonovi, E. Fattore, G. Longo F. (a cura di), *Management delle istituzioni pubbliche*, Egea pp. 175-186
50. Turrini A. (2011) "Leader si nasce o si diventa?" (*Are you born or did you become a leader?*) in *Leader in trasformazione. Identikit dei parlamentari italiani a confronto con altri Paesi*, Egea, Milano, pp.3-12
51. Valotti, G., Turrini A. (2011) "Quali leader politici per il futuro dell'Italia" (*Future political leaders for Italy*) in *Leader in trasformazione. Identikit dei parlamentari italiani a confronto con altri Paesi*, Egea, Milano, pp.99-106
52. Turrini, A. (2010) "La spesa sociale e sociosanitaria in provincia di Milano" (*Public funding for social care in the Province of Milan*) in AA.VV, *Prendersi cura Prima Relazione Sociale della Provincia di Milano, 2009*, Osservatorio Politiche Sociali Provincia di Milano, Milano, pp. 98-110
53. Turrini, A. (2009) "La spesa sociale e sociosanitaria in provincia di Milano" (*Public funding for social care in the Province of Milan*) in AA.VV, *Prendersi cura Prima Relazione Sociale della Provincia di Milano, 2008*, Osservatorio Politiche Sociali

- Provincia di Milano, Milano, pp. 103-116
54. Turrini, A. (2009) "L'integrazione sociosanitaria a livello operativo: la sperimentazione del percorso di dimissione protetta dell'ASL 3 della Provincia di Milano. " (*Integration in health and social care sector: protected hospital dismissal in the Province of Milan*) in AA.VV, *Prendersi cura Prima Relazione Sociale della Provincia di Milano, 2008*, Osservatorio Politiche Sociali Provincia di Milano, Milano, pp. 127-140
 55. Cristofoli D., Turrini A., Valotti, G. (2008) "Modernizzare la Pubblica Amministrazione italiana: misure, risultati, nodi irrisolti". (*Modernizing Italian Government: measures, performance and unresolved problems*) in OECD *Modernizzare i Governi: la sfida per il futuro*, Edizione Italiana, OECD-EGEA, Milano, pp.161-187
 56. Valotti G., Turrini, A. (2007) "Un metodo per il benchmarking di performance" (*A method for performance benchmarking*) in Tedeschi M.T. (a cura di) *I confronti di performance tra comuni come strumento di apprendimento*, Quaderni Formez, No. 49, Roma, pp. 10-27
 57. Tedeschi M. T., La Nave M., Valotti G., Bonetti A., Bellè N., Montanelli R., Turrini A. (2007) "I risultati di un'indagine pilota nel settore dei servizi sociali" (*Empirical findings emerging from a benchmarking study in the social care sector*) in Tedeschi M.T. (a cura di) *I confronti di performance tra comuni come strumento di apprendimento* Quaderni Formez, No. 49, Roma, pp. 145-202

Teaching case studies

58. Nasi G., Turrini A. , *The Terminal (1)*, SDA Bocconi School of Management Teaching Case Collection
59. Saporito, R., Turrini A. , *The Terminal (2)*, SDA Bocconi School of Management Teaching Case Collection
60. Turrini A. "I servizi sociali del distretto di Galaxia' (*Social Services in the District of Galaxia*), SDA Bocconi School of Management Teaching Case Collection

Other publications

61. Turrini A. (2002), "Il caso come strumento di ricerca in economia aziendale" (*The case study as a research strategy in management studies*), *Azienda Pubblica*, Vol. 15 (1/2), pp. 67-85

Conferences or Workshops attended as speaker, participant or chair person

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| 2019 | 15th Biennial Conference of the International Association of Arts and Cultural Management (AIMAC), University of Venice, Venice, Italy. Paper presented: Don't worry, be happy: exploring determinants of interest in the arts |
| 2018 | EURAM18. University of Iceland, Reykjavik 2018. Paper presented: Branding Museums: How to Brand Trustworthiness, Perceived Quality and Satisfaction impact Museum Visitors' Behavior |
| 2017 | 14th Biennial Conference of the International Association of Arts and Cultural Management (AIMAC), University of Beijing, Beijing, China. Paper presented: Successful Community Outreach and Audience Development: Models of Excellence in Performing Art Centers |
| 2016 | 7 th Azienda Pubblica Workshop. Teorie ed Esperienze di Management. University of Palermo, Palermo, Italy. Paper presented: Audience-Development nei Teatri d'Opera: Origini e Determinanti del Gusto Musicale del Pubblico d'Opera. |
| 2016 | <i>Leadership Nouveau</i> Conference. Paley Centre for Media and Culture, New York, US. Invited keynote speaker on international arts management. |
| 2015 | Shanghai Theatre Academy-AIMAC Conference, Shanghai, China. Paper presented: Evidence based arts policies: lessons from Europe |

- 2015 13th Biennial Conference of the International Association of Arts and Cultural Management (AIMAC), Aix-en-Provence-Marseille University, France. Paper presented: Understanding the Profiles of Omnivorous Music Consumers: Cultural Voracity vs. Taste Eclecticism
- 2014 Field Experiments Research Seminar, Fordham University, New York. Selected Scholar.
- 2014 Collaborative leadership workshop, Robert Wagner School of Public Service, NYU, US, Selected scholar
- 2013 Convegno del Bicentenario AIDEA, Lecce, Italy. Paper presented: The Importance of Being Earnest: Righteous. Administrative Leaders Enhances Civil. Servants' Effort Propensity
- 2012 17th ACEI Research Conference, Doshisha University, Kyoto, Japan Paper presented: Exploring determinants of programming contemporary music and opera: evidence from Italy. Chair of the Performing Arts and Music Markets Session
- 2012 16th IRSPM Research Conference, Università Tor Vergata. Rome, Italy. Chair of the Public Sector Leadership Parallel Session
- 2011 19th Conference of the European Network of Cultural Administration Training Centers (ENCTAC), Helsinki. Paper presented: When the Curtain Goes Up: Investigating How Iconic Performing Arts Centers are Managed in Europe
- 2011 11th National Public Management Research Conference, Maxwell School of Syracuse University, Syracuse, U.S. Paper presented: Public Sector Leadership: a Matter of Style
- 2011 11th National Public Management Research Conference, Maxwell School of Syracuse University, Syracuse, U.S. Paper presented: Exploring the link between public sector leadership and public service motivation in Italian local governments
- 2010 3rd ESA Sociology of Culture Conference, Bocconi University, Milan, Italy Paper presented: Till Death Do Us Apart: E-marketing strategies to attract and retain audience in the performing arts
- 2009 35th Social Theory, Politics and the Arts Annual Conference, Birkbeck College, London, UK. Paper presented: Till Death Do Us Apart: E-marketing strategies to attract and retain audience in the performing arts
- 2009 25rd EGOS Colloquium, Esade, Barcelona, Spain. Paper presented: A Framework to Assess Performance and Its Determinants in Public Management Networks
- 2008 5th International Comparative Policy Analysis Forum, Bocconi University, Milan, Italy. Paper presented: Coming Back Soon: Assessing Determinants of Public Sector Absenteeism
- 2007 3rd Erasmus Student Network (ESN) Fundraising Conference, Bocconi University, Milan, Italy. Guest Professor in online fundraising and nonprofit management
- 2007 "Le politiche sociali locali", Mantova, Italy. Co-chair at the conference. Book presented: Local governance in social care (in Italian)
- 2007 29th Association for Policy Analysis and Management, Washington, DC, US. Paper presented: Institutional Reforms and Strategic Responses in the Public Sector.
- 2007 Academy of Management Annual Meeting, Philadelphia, US. Chair in the session entitled: Bards, Maestros and Masterpieces: The Management of Cultural Arts Organizations
- 2007 Academy of Management Annual Meeting, Philadelphia, US. Papers presented: Institutional Reforms and Strategic Responses in the Public Sector and Once Godot Comes in the Venice Lagoon: Stalemates and Breakthroughs in Multi-party Issues
- 2007 23rd EGOS Colloquium, Wien, Austria. Paper presented: Dancing among

	institutional, economic and political pressure
2007	"Le politiche sociali locali" ,Bocconi University, Milan, Italy . Co-chair at the conference. Book presented in Italian Local governance in social care
2006	Workshop "Il futuro prossimo dei Musei in Italia, University of Florence, Florence, Italy. Paper presented: Capitalizing Art Museum Collections: Awkward for Museums but Good for Art and Society
2006	2 nd Erasmus Student Network (ESN) Fundraising Conference, Gdansk, Poland. Guest Professor in fundraising and nonprofit management
2006	10 th International Research Symposium on Public Management (IRSPM X), Glasgow Caledonian University, Glasgow, UK. Paper presented: Assessing determinants of effectiveness in public networks: integration and future directions
2004	8 th International Research Symposium on Public Management (IRSPM VIII), Budapest University, Budapest, Hungary. Paper presented: Public governance in social care: the case of an Italian Province
2003	7 th Biennial Conference of the International Association of Arts and Cultural Management (AIMAC) , Bocconi University, Milan, Italy. Paper presented: "Sense and Sensibility. A Study about the Determinants of Customer Satisfaction in Arts Consumption"
2003	1 st International Doctoral Tourism and Leisure Colloquium, Esade - Fira de Barcelona, Barcelona, Spain. Paper presented: Audience Development in Performing Arts: Using Markov Models to Build Arts Institutions' Strategies Toward New and Existing Audience
2002	12 th Biennial Conference of the Association for Cultural Economics, International (ACEI), Rotterdam, Netherlands. Papers presented: Audience Participation as a Markov Process and Dependence of the Present on the Past, Defense of the Present From the Past: Programming Classical Music and Opera
2000	11 th Biennial Conference of the Association for Cultural Economics International (ACEI), Minneapolis, US. Paper presented: "To be or not to be" when the scene changes: tragedy or comedy for the theatres in Milan? A study on theatres from the population ecology perspective

Languages

Italian (mother language), English (excellent), German (good), French (good)