

Alex Turrini, PhD
 Associate Professor in Public and Nonprofit Management
 Italian National Habilitation as Full Professor in Management
Department of Social and Political Sciences - Bocconi University
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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, U.S.
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

Languages

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

Current Academic Positions

Present-2025	Adjunct Professor (<i>Vacataire</i>) in Arts Leadership Kedge Business School	Bordeaux, France
Present-2023	Research Fellow in Cultural Policy, Institute for European Policymaking, (IEP), Bocconi University	Milan, Italy
Present-2023	Faculty Research Associate, RepGov ERC Research Project, Institut Barcelona d'Estudis Internacionals (IBEI)	Barcelona, Spain
Present-2022	Director MSc. in Economics and Management of Arts, Culture, Media and Entertainment (ACME), Bocconi University	Milan, Italy
Present-2022	Scientific Coordinator of the Knowledge Research Platform in Arts, Culture, Sport and Entertainment, SDA Bocconi School of Management	Milan, Italy
Present-2022	Member of the Budget Commission, Department of Social and Political Sciences, Bocconi University	Milan, Italy
Present-2020	Research Fellow, Arts and Culture Knowledge Center, SDA Bocconi School of Management	Milan, Italy
Present-2022	Member of the Arts And Humanities Rectoral Committee, Bocconi University	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-2013	National Habilitation as Full Professor in Management (<i>13/B1 Economia aziendale</i>), MIUR	Rome, Italy

Past Academic Positions

2022-2020	Adjunct Professor in Arts Fundraising, Meadows	Dallas, U.S.
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	School of the Arts – Cox Business School, SMU-Southern Methodist University	
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	Director of the Public and Nonprofit Management Executive Programs Director, Government, Health & Not for Profit Division, SDA Bocconi School of Management	Milan, Italy
2018-2014	Co-Director MA in International Arts Management (MMIAM), SMU Dallas - HEC Montreal - SDA Bocconi	Milan, Italy
2018-2013	Director MSc. in Economics and Management of Arts, Culture, Media and Entertainment (ACME), Bocconi University	Milan, Italy
2017-2014	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	Director Executive Master Program in Public Management (EMMAP), SDA Bocconi School of Management in collaboration with the Italian National School of Administration (SNA) & L' Ecole Nationale d'Administration, (ENA) (France)	Milan, Italy
2014-2012	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	New York, U.S.

2008-2002	Public Service, NYU 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, U.S.
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 Public Policy, University of California	Berkeley, U.S.

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, U.S.
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, U.S
2011	Bocconi Campus Abroad Graduate Program in Business Planning and Entrepreneurship in collaboration with UTS Business School	Sydney, Australia

Other Non-Academic Appointments

Present-2022	President of the Strategic Evaluation Unit , Giuseppe Verdi Conservatory of Music, Turin, Italy
2022 - 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.

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, U.S.
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

Membership in Editorial Boards

Editor in Chief (Present-2021) and Associate Editor (2021-2015) of the *International Journal of Arts Management*. Associate Editor - Europe (Present-2021) of the *Journal of Philanthropy and Marketing* (JPM). Senior Editorial Committee Member (2012) of the *Journal of Civil Society*. Editorial Board Member (2007-2011) 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*.

Research Grants and Sponsored Research Projects

2023-24	Fostering local development in Southern Italy (SDA Bocconi Arts Knowledge Centre – Comune di Trani), (60,000 Euro)
2023-24	Analyzing social impacts for community orchestra (SDA Bocconi Arts Knowledge Centre - Fondazione Orchestra Haydn, Bolzano), (25,000 Euro)
2022-23	Analyzing social impacts for community orchestra (SDA Bocconi Arts Knowledge Centre - Fondazione Orchestra Toscanini), (43,000 Euro)
2021-22	Regenerating cultural heritage: the case of Villa Sorra (SDA Bocconi Arts Knowledge Centre – Comune di Castelnuovo Emilia), (48,000 Euro)
2018	Behavioral Arts Administration - SMU Meadows School of the Arts Research Grant (10,000 \$)
2016-2014	ITSSOIN - Impact of the Third Sector as Social Innovation. Arts and Culture (Bocconi University - FP7 European Commission Grant , 260,000 Euro)
2012	No Guilt, No Shame: Investigating the Role of Emotional Appeals in Social Communication (SDA Bocconi Research Division- SKEMA Business School , 15,000 Euro)
2012-2011	Public sector leadership (SDA Bocconi Research Division - Italian Presidency of the Prime Minister Cabinet 10,000 Euro)
2012-2011	Maggio Fiorentino: audience, governance, strategy (ASK Bocconi Research Centre – Fondazione Paolo e Marlene Fresco , 100,000 Euro)
2011	State Owned Enterprises: governance and leadership (SDA Bocconi Research Division - Ernst & Young Italia, Public Sector Unit , 50,000 Euro)
2010-2009	Leadership in the dark – The role of city managers in Italy – (SDA Bocconi Research Division - Scuola di Pubblica Amministrazione Locale – SSPAL , 200,000 Euro)
2010-2009	Benchmarking in the area of Teatri di tradizione in Italy (ASK Bocconi Research Centre, Fondazione Teatri di Tradizione di Pisa , 25,000 Euro)
2008-2007	Evaluating effectiveness of public networks: a comparative cross-national case study analysis (Bocconi University Grant , 10,000Euro)
2007-2006	Governance of library systems and networks (SDA Bocconi Research

2005-2004 Division – Brianza Biblioteche, 25,000 Euro
 Dependence of the Present on the Past, Defense of the Present From the Past: Programming Classical Music and Opera (SDA Bocconi Research Division – LSE – Goldman School of Public Policy, UC Berkeley, 10,000 Euro)

Conferences or Workshops attended as speaker, participant or chair person

2023 1st IJAM Paper Development Workshop, HEC Montreal. Paper presented: Exploring philanthropic attitudes of Texas art collectors.

2022 Southern Political Science Association (SPSA) Annual Meeting, San Antonio, TX. Paper Presented: Numerous and indefinite: Does a decentralized cultural policy system support inclusion and representation?

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 7th 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 *Leadership Nouveau* 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 2nd Erasmus Student Network (ESN) Fundraising Conference, Gdansk, Poland. Guest Professor in fundraising and nonprofit management
- 2006 10th 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 8th 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 7th 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 1st 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 12th 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 11th 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

Teaching activity

At Bocconi University

Course Director of the following courses:

- Comparative cultural public policies and fundraising (48 hrs), Msc. in Economics and Management of Arts, Culture, Media and Entertainment (ACME) (A.A. 2013-14, A.A. 2014-15, A.A. 2015-16, A.A. 2016-17, A.A. 2017-18, A.A. 2020-21, A.A. 2022-23, A.A. 2023-24) – *taught in English*
- Public and nonprofit management (48 hrs), BA in Economics and Management of Arts, Culture and Communication (BEMACC) (A.A. 2005-2006, A.A. 2006-2007, A.A. 2007-2008, A.A. 2008-2009, A.A. 2009-2010, A.A. 2010-2011, A.A. 2011-12, A.A. 2012-13, A.A. 2013-14, A.A. 2014-15, A.A. 2015-16, A.A. 2016-17, A.A. 2017-18, A.A. 2020-21, A.A. 2021-22, A.A. 2022-23, A.A. 2023-24) - *multi-class course taught in English and Italian*
- Performing arts workshop (96 hrs) Msc. in Economics and Management of Arts, Culture, Media and Entertainment (ACME) (A.A. 2011-12, A.A. 2012-13, A.A. 2013-14, A.A. 2014-15, A.A. 2015-16, A.A. 2016-17, A.A. 2017-18, A.A. 2023-24) - *taught in English*
- Funding and Fundraising for the Arts (50 hrs), MA in Arts Management and Administration (MAMA) (A.A. 2020-21, A.A. 2021-22, A.A. 2022-23, A.A. 2023-24) - *taught in English*
- Policies for arts and culture (48 hrs) BA in Economics and Management of Arts, Culture and Communication (BEMACC) (A.A. 2016-17, A.A. 2017-18), *taught in English*
- Management of International Organizations and NGOs (48hrs), BA in Public Administration and International Organization) (CLAPI LS) (A.A. 2005-2006, A.A. 2006-2007, A.A. 2007-2008) – *taught in Italian*
- Nonprofit Law and Management (24 hrs), BA in Law (A.A.2008-2009) – *taught in Italian*
- Instructor in the following courses :
 - Strategy and Governance of Cultural Institutions (12 hrs) Msc. in Economics and Management of Arts, Culture, Media and Entertainment (ACME) (A.A. 2007-2008, A.A. 2008-2009, A.A. 2009-2010, A.A. 2010-2011, A.A. 2011-12, 2012-2013) *taught in English*
 - Public and Nonprofit Management (24 hrs), BA in Business Administration (CLEA) (A.A. 2005-2006) - *taught in Italian*
 - Performing arts workshop (24 hrs), Msc. in Economics and Management of Arts, Culture, Media and Entertainment (ACME) (A.A. 2008-2009, A.A. 2009-2010, A.A. 2010-2011) – *taught in Italian*
 - Campus Abroad Graduate Program in Management of International Institutions (15 hrs) in collaboration with NYU – Robert Wagner School of Public Service (A.A. 2009-2010, A.A. 2010-2011) *taught in English*
 - Campus Abroad Graduate Program in Business Planning and Entrepreneurship (15 hrs) in collaboration with UTS Business School, Sydney (A.A. 2011-12) - *taught in English*
 - Campus Abroad Graduate Program in Management of International Institutions (15 hrs) in collaboration with NYU – Robert Wagner School of Public Service (A.A. 2012-2013,

A.A. 2013-2014) - *taught in English*

At SDA Bocconi School of Management

Instructor within the following executive courses:

- MA in International Arts Management (MMIAM), in collaboration with HEC Montreal (Canada) and SMU Dallas (USA) - *taught in English*
- Executive Master in Public Management (EMMAP) – *taught in Italian*
- Executive Master in Management of Local Governments (EMMEL) – *taught in Italian*
- Planning and Evaluating Social Services - – *taught in Italian*
- Founding a Social Care Agency – *taught in Italian*
- Managing Library Networks – *taught in Italian*
- MA Performing Arts Management (MASP) - – *taught in Italian*
- Master in Public Management (MPM) - *taught in English*
- Master in Management Pubblico (MMP) - *taught in Italian*
- FSE Specialized Master in Immigration Policy, Arts Management, Local Development - *taught in Italian*

At Southern Methodist University (SMU):

Course director of the following courses

- International Cultural Policy (48 hrs), MA in International Arts Management (MMIAM) (A.A. 2018-19) *taught in English*
- Cultural Economics and International Arts Markets (48 hrs), MA in International Arts Management (MMIAM) (A.A. 2018-19) *taught in English*
- Fundraising for the Arts A & B (48 hrs), MA/MBA in Arts Management (A.A. 2019-20, A.A. 2020-21, A.A. 2021-22) *taught in English*
- Fundraising for the Arts (48 ore) MA in International Arts Management (MMIAM), A.A. 2019-20, A.A. 2020-21, A.A. 2021-22) - *taught in English*

Supervision of doctoral students, graduate students, undergraduate students

- Dott. Marco Luchetti, Doctorate in Education, Heritage and Territories (XXXVII cycle) University of Macerata (since 2022)
- Dott.ssa Giulia Cancellieri, Phd in Management Science. IMT School for Advanced Studies, Lucca (2013-2016)

Since 2004 supervisor of more than 200 graduate and undergraduate students' thesis

Publications

Books

Books for the international market

1. Pecoraro P., Turrini, A. Volpe M. (2023) *Fundraising for the Arts*, IPG - Bocconi University Press: Milan (Italian translation *Fundraising per l'arte e la cultura*, Bocconi University Press, *forthcoming*)
2. Massi, M., Turrini A. (eds.) (2020), *The Artification of Luxury Fashion Brands: Synergies, Contaminations, and Hybridizations*, Palgrave: London

Books for the Italian market

3. Longo, F., Turrini A., Cucciniello, M., Ricciuti, E. (2020) *Management pubblico*, EGEA Milano
4. Turrini A. (2014) *La valutazione delle performance in ambito culturale (Evaluating performance for cultural policies)*, Egea: Milano
5. 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
6. Turrini, A. (2009), *Politiche e management pubblico per l'arte e la cultura (Public policy and management for the arts)*, Egea, Milano
7. 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

8. Turrini A., Montanelli, R. (2006) *La governance locale nei servizi sociali (Local governance in social care)*, Egea, Milano

Papers and book chapters

Publications for the international market

9. Turrini A., Massi, M., Piancatelli, C. (2024) "From Corporate Artification to Artification in the Third Sector" in *Journal of Philanthropy and Marketing*, in press
10. Micacchi, M., Cucciniello, M., Cristofoli, D., Trivellato, B., Turrini A., Valotti, G., Nasi, G. (2024) "How to organize in turbulence: Arrangements and pathways for robust governance". In *Journal of Public Administration Research and Theory*, in press
11. Turrini, A. (2024) "Book Review: The Italian Legacy in Philadelphia: History, Culture, People, and Ideas" in *International Journal of Arts Management* Vol. 27, 1, p.87-88
12. Luchetti, M., Turrini A. (2023) "It Takes Four to Tango: Designing E-D-I Practices in Cultural Districts" in *International Journal of Arts Management*, Vol 25, 3, p.67-73
13. Turrini, A., Cristofoli, D., Cucciniello, M. (2023) "Travelling from 1600 to 2020 in one week': resilience and leadership in school networks during the COVID-19 pandemic" in Keast, R., Voets, J., Meek, J.W. and Flynn, C. (eds) *A Modern Guide to Networks*, Edward Elgar, pp. 33-52
14. Massi, M., Mion Dalle Carbonare, P., Prokupek, M., Turrini, A. (2023) "Exploring Fundraising Executives' Careers in Arts and Culture: The Role of Tenure and Career Switching", *Journal of Philanthropy and Marketing*, pp. 213-223
15. Luchetti, M. and Turrini, A. (2023) "A new organizational challenge for inclusive theaters: Who will manage the change?", Special Issue: Inclusive theatre. in *TRAlinea Online translation journal*.
16. Cristofoli, D., Cucciniello, M., Micacchi, M., Trivellato, B., Turrini, A. & Valotti, G. (2022) "One, none and a hundred thousand recipes for a robust response to turbulence". *Public Administration*, Vol. 101, No. 1, pp.106-123
17. Di Giovanni, E., Luchetti, M., Turrini A. & Raffi, F. (2022) "Exploring how accessible cultural practices impact on community development: The case of InklusivOpera at the Macerata Opera Festival in Italy," *Local Development & Society*, Vol. 3, No 1, pp.74-87.
18. 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
19. 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
20. 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 (Italian translation: *Il fundraising strategico nelle arti. L'errore della vendita in il valore della cultura*, Skira pp.305-339)
21. 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
22. 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
23. Turrini, A., Saporito R. (2019) "Public Sector Leadership" in Farazamand, A. (ed.) *Global Encyclopedia of Public Administration, Public Policy, and Governance*, Springer, New York
24. Figueroa, M., Navratil, J., Turrini A., Krlev, G. (2018) "Social Innovation in Environmental Sustainability: Promoting Sharing Public Spaces for Bicycle Use" in Anheier, H., Krlev, G., Mildemberger, G. *Social Innovation: Comparative Perspectives*,

- Routledge, London, pp. 149-172.
25. 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
 26. Ricciuti, E., Turrini A. (2018) "Foundations in Italy: What Roles and Challenges?" in *American Behavioral Scientist*, Vol. 62, No 13, pp.1822-1832
 27. 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
 28. 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
 29. Turrini, A., Valotti G. (2016) "Public Management Reforms in Italy: A Renaissance Revival?", *Public Administration Review*, Vol. 76, No. 3, p.393
 30. 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
 31. 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
 32. 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
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