



PERSONAL INFORMATION

Name **MARIASOLE BANNÒ**

PRESENT POSITION

- Associate Professor in Economics and Management at the Department of Industrial and Mechanical Engineering, University of Brescia
- President of Gender Commision of University of Brescia
- Equality manager of COST Action CA20101 Plastics detection remediation recovery

PREVIOUS APPOINTMENTS

- December 2015 – December 2018: Research Fellow category B (Associate Professor) at the Department of Industrial and Mechanical Engineering, University of Brescia
- September 2015 – December 2015: Research Fellow, project “Flexible: labour productivity” at the Department of Economics and Management, University of Trento
- March 2015 – December 2015: Researcher at Provincia autonoma Trento, project: “Sistemi regionali di innovazione e politiche pubbliche, un confronto regionale”
- March 2013 – March 2015: Research Fellow, project “Building competences for International growth: the case of Trentino firms” at the Department of Economics and Management, University of Trento
- January 2011 – February 2013: Research Fellow, project: “Innovation and internationalisation” at the Department of Industrial and Mechanical Engineering, University of Brescia
- July 2009 – December 2010: Research Fellow, project “La valutazione degli incentivi pubblici all'internazionalizzazione delle imprese: effetti diretti ed indiretti” at the Department of Industrial and Mechanical Engineering, University of Brescia
- October 2008 – June 2009: Maternity leave
- January 2006 – December 2008: Research Student at the PhD courses in “Economics and Management of Technology”. Department of Management Engineering, University of Bergamo, Dalmine (BG)

- September 2004 – February 2005: Maternity leave
- June 2004 – November 2005: Research Fellow “Il mercato cinese: sfida o minaccia per i distretti della meccanica strumentale in Italia?”. Department of Industrial and Mechanical Engineering, University of Brescia

DEGREES HELD

- (2018) National qualification 13/B2 (SECS P/08), 5 out of 5 members of the commission gave a positive evaluation
- (2009) PhD in Economics and Management of Technology, University of Bergamo. Title of dissertation: “Allocation, effects and effectiveness of public incentive programmes to firms’ outward internationalisation” Tutor Prof Marco Mutinelli.
- (2003) Qualifying examination in Engineering, Final result 100/100.
- (2003) Undergraduate degree in Management Engineering, University of Brescia. Final result 106/110. Title of dissertation: “Modelli di evoluzione dell’assetto dei sistemi logistico produttivi di aziende multinazionali operanti su base europea” Tutor Prof. Alessandro Perego.
- (1997) High school degree in art. Secondary school on science and art, Liceo scientifico statale A.Calini, Brescia.

COMMITTEE FOR UNIVERSITY OF BRESCIA

- (2022- now) Member of the scientific committee of the Course of PhD TESPS in the Department of Industrial and Mechanical Engineering, University of Brescia.
- (2022-now) President of Gender Commission of University of Brescia
- (2021- 2022) Scientific coordinator for GEP gender equality plan for University of Brescia
- (2018-now) Member of the Board of Director of the school SMAE (La Scuola di Alta Formazione School of Management and Advanced Education), University of Brescia
- (2018-2019) Contamination Lab, University of Brescia, Responsible for Education.
- (2018-2022) Member of the committee for Gender Balance at University of Brescia.
- (2018-now) Alternate member of CUG Comitato unico di garanzia, University of Brescia.
- (2018-2022) Delegate to innovative teaching for Department of Mechanical and Industrial engineering, University of Brescia.
- (2017-now) Member of Consiglio della Scuola di Specializzazione in Igiene e Medicina Preventiva, University of Brescia.
- (2017-now) Member of the research group U4P (You for Peace), University of Brescia.
- (2017-now) Member of the research group LOG (Laboratorio Osservatorio di Genere), University of Brescia.
- (2017-2022) Member of the scientific committee of the Course of PhD DRIMI in the Department of Industrial and Mechanical Engineering, University of Brescia.

- (2016-now) Member of the committee “Commissione cultura” “Commissione orientamento”, “Commissione qualità”, “Commissione paritetica”, Department of Industrial and Mechanical Engineering, University of Brescia.

OTHER APPOINTMENTS

- (2022-now) Equality manager of COST Action CA20101 Plastics detection remediation recovery
- (2010-now) Direction and participation in research projects
- (2010-now) Organisation of scientific workshops and conferences
- (2019-now) PhD supervisor at University of Brescia and University of Trento.
- (2020-now) Guest editor Member of the Editorial Board of special issue Journal of Family Business Strategy.
- (2020-2022) Guest Editor Member of the Editorial Board of special issue Piccola Impresa Small Business.
- (2017-now) Member of the Editorial Board of Fondazione Ergo, Varese.
- (2017-now) Expert for the evaluation of project submitted to public funding, Horizon 2020 and SME instruments Research Executive Agency (REA) ('the Agency'), under the power delegated by the European Commission ('the Commission') H2020 – Evaluation. EASME / Executive Agency for Small & Medium-sized Enterprises.
- (2008-now) Reviewer for journal such as: Journal of small business management, Applied Economics, Management, Journal of Industrial and Business Economics, Journal of family business strategy, International journal of the Economics of Business, The Social Science Journal, Industry and Innovation.
- (2015-2017) PhD evaluation commission at University of Trento.
- (2014-2015) Master supervisor at MIP School of Management (Polytechnic) of Milan.
- (2010-2011) PhD supervisor at University of Aveiro
- (2008 – now) (not every year) Member of: IFERA (International Family Research Academy), EURAM (European Academy of Management), AIB (Academy of International Business), EIBA (European International Business Academy), AIV (Associazione Italiana di Valutazione), Aisre (Associazione Italiana di Scienze Regionali), ERSA (European Regional Study Association), AiIG (Associazione Italiana Ingegneria Gestionale), AISSEC (Associazione Italiana per lo Studio dei Sistemi Economici Comparati), SIDREA, SIMA (Società Italiana di Management).
- (2005-now) Tutoring of curricular firm-based training
- (1999-2002) President of the Italian unit of ESTIEM (European students of Industrial Engineering and Management)

TEACHING EXPERIENCE

- (2019- now) Professor in Sport Marketing at Department of Medicine, University of Brescia
- (2020-now) Professor in Strategy at Department of Mechanical and Industrial Engineering, University of Brescia

- (2016- now) Professor in Industrial Economics at Department of Mechanical and Industrial Engineering, University of Brescia
- (2016- now) Professor in Innovation at Department of Mechanical and Industrial Engineering, University of Brescia
- (2016-now) Assistant lecturer in Advanced strategy and management at Department of Economics and Management, University of Trento
- (2004-now) Assistant lecturer in Strategic management at Department of Mechanical and Industrial Engineering, University of Brescia
- (2015-2020) Lecturer in management and economics at Department of CIBIO – Centre for Integrative Biology, University of Trento
- (2004-2018) Assistant lecturer in Business administration, Management control system, capital budgeting at Department of Mechanical and Industrial Engineering, University of Brescia
- (2015-2016) Professor in Applied Economics at Department of University of Brescia
- (2013-2016) Assistant lecturer in Market analysis at Department of Economics and Management, University of Trento
- (2004-now) Tutorship in stages and thesis at University of Brescia, University of Trento, University Cattolica

RESEARCH PROJECTS AND ACTIVE COLLABORATIONS

- (2022-2023) Le professioni del domani
- (2022-2024) Euproject sui bdg comuni
- (2022-2023) Cost Action
- (2020-2023) Project “ITER”: (University of Brescia, DIMI) competitivo, RESPONSIBLE PI
- (2020-2023) Fanghi
- (2019-2020) Project “Internationalisation and Innovation, PDW Ifera”: (University of Brescia, DIMI) competitivo, RESPONSIBLE PI
- (2019-2021) Project “3D SLAG”: (University of Brescia, DIMI)
- (2019-2020) Project “Smart Grid”: M. Bannò, Pilotelli, XXX (Regione Lombardia e University of Brescia, DIMI)
- (2018-now) Project “PRD metamateriali”: M. Bannò, (University of Brescia, DIMI)
- (2017-2018) Project “Exploring the relationship between Innovation and Internationalisation of family firms across Europe”; Chairs and scientific committee for the workshop in Trento (June 2018): M. Bannò, G. Dallura, S. Trento e R. Faraci (University of Brescia, Trento and Catania)
- (2015-2016) Project “Flexible: labour productivity”; responsible Prof. Enrico Zaninotto (University of Trento, Faculty of Economics)

- (2015-2016) Project “Sistemi regionali di innovazione e politiche pubbliche, un confronto regionale”; responsible Marcantoni, (TSM Trentino School of Management)
- (2014-2015) Bannò M., Zaninotto E. “Fattori strategici nel processo di internazionalizzazione delle imprese trentine”, responsible E. Zaninotto (University of Trento) financed by Banca Intesa and Banca di Trento e Bolzano
- (2013-2014) Bannò M., Zaninotto E., Giuliani D. “La formazione delle competenze per la crescita internazionale delle imprese trentine”, responsible E. Zaninotto (University of Trento) finanziato da Banca Intesa e Banca di Trento e Bolzano
- (2005-2010) FIRB Project, Objective 2b, “Nuove dinamiche di sviluppo competitivo nella società della conoscenza”, national coordinator Prof. Franco Malerba. Local unit of Brescia, responsible Prof. Marco Mutinelli
- (2008) Researcher in “Analisi del potenziale in Ricerca sull’individuazione e prima sperimentazione di strumenti per la misurazione dell’efficacia degli interventi di Project Work”, coordinators Prof. G. Martini and Rappelli, Research Institute of Lombardia, IRER: Milano
- (2006) Collaboration to the project “Le multinazionali estere in Lombardia e in Italia: tendenze, impatto, opportunità, ostacoli”. Responsible Prof. Fabrizio Onida, CESPRI-Bocconi in collaboration with Politecnico di Milano
- (2006) Collaboration to the project “Il processo di internazionalizzazione nell’area mediterranea: opportunità e criticità della filiera chimico-tessile”. Responsible Prof. Marco Mutinelli and Prof. Stefano Paleari
- (2005-2006) “Regional Policies for Internationalisation” Research project for Istituto Ricerche Economico Sociali della regione Piemonte (not published), responsible prof. Marco Mutinelli
- (2005) Research focusing on the following topic: “Il mercato cinese: sfida o minaccia per i distretti della meccanica strumentale in Italia?”. Department of Mechanical and Industrial Engineering, University of Brescia

RESPONSIBLE OF ORGANISATION OF CONFERENCE, WORKSHOP AND SUMMER SCHOOL, MEMBER OF EDITORIAL BOARD

- (2021-2022) Guest editor for Piccola Impresa e Small Business
- (2021-2022) Guest editor for Journal of Family Business Strategy
- (2020) “RDW IFERA Gender in Family Firms” (University of Brescia)
- (2020) “Sustainability event” 22.04.20 (University of Brescia)
- (2019) “Economia circolare” (March, University of Brescia)
- (2019) “Winter School LOG” (February 2019, University of Brescia)
- (2019) “Convegno Didattica Innovativa DIMI” (January 2019, University of Brescia)
- (2018) Exploring the relationship between Innovation and Internationalisation of family firms across Europe”; Chairs and scientific committee for the workshop in Trento (June 2018): M. Bannò, G. Dallura, S. Trento e R. Faraci (University of Brescia, Trento and Catania)

- (2017) “Summer School Chem4Tech” (Fondamenti chimici per le Tecnologie) (September 2017, University of Brescia)

AWARDS

- Bannò, M., D'Allura, G. M., Filippi, E., (2022) Women and international strategy: preliminary results. Sinergie-SIMA 2022 Conference. Selected paper among 10 best papers at Sinergie.
- Bannò M., Coller, D'Allura (2021) Family firms, women, and innovation. Selected paper among 10 best papers at Sinergie.
- Bannò M. (2020) , among 9 best project at ECIE in 6th Teaching Innovation & Entrepreneurship Excellence Awards 2020.
- Bannò M., Nicolardi (2019) Women's participation on Boards of Directors: The effects on business growth and profitability. Selected paper among 10 best papers at Sinergie.
- Bannò M., D'Allura G., Faraci R. and Pisano V., (2016) “The family businesses heterogeneity: An empirical investigation in the context of internationalization”. IFERA RDW Best Paper Award Catania 02-04 February.
- Bannò M., Morandi V., C. Varum (2013)“Public policy for innovation and internationalisation: are they worth it?”, Applied Economics Letters, Vol 20(10): 927-930. (Journal Impact Factor: 0.241) Selected for publications in the collection: The Economics of Technology & Innovation, Taylor and Francis and The Most Read Article from the Applied Economics Series in 2013
- Bannò M., Sgobbi F., (2009) “The determinants of firm participation in public incentive programmes for outward internationalisation”. Best Paper Award Franco Momigliano, XX Riunione Scientifica Annuale AiIG Udine 28 – 29 October ISBN 978-88-903069-1-4
- Bannò M., (2008) “Promoting the participation of business in foreign companies: An empirical analysis of outward FDI financial incentives”. 6th International Industrial Organisation Conference. Marymount University, Washington May 16-18. Selected papers as “Rising Stars”.

PUBLICATIONS

WORKING AND SUBMITTED PAPERS

- Bannò, M., Filippi, E., & Fornasari, M.. Gender quotas enhance gender equality
- Bannò, M., Filippi, E., & Leggerini C.. Gender quota 2
- Bannò, M., Filippi, E., & Leggerini C.. Innitz
- Bannò, M., Filippi, E., & Trento, S.. The automation of occupations in Europe: The role of labour market institutions and human capital
- Bannò, M., Filippi, E., & Trento, S.. Effects of automation technologies on firm employment: Job destruction or creation? A European patent analysis.
- Bannò, M., D'Allura, G. M., & Filippi, E.. On the family firms strategic decision to innovate in automation: Critical issue on the emotional side of decisions
- Sost e gender quantit e istituz
- sex and gender

- IB e sost
- Sost e fb
- Mode of entry
- Editorial jfbs

PAPERS IN REFEREED JOURNALS

- Bannò, M., D'Allura, G. M., & Filippi, E.. Men and women are essentially the same, but society says no. Implication for firm internationalization. *Sinergie*
- Traversi M., Bannò M., Trento S., Rigo V. (2022) Imprese familiari e innovazione ambientale sostenibile: analisi brevettuale del contesto italiano. *Piccola Impresa/Small Business*.
- Bannò, M., Filippi, E., & Trento, S.. The impact of automation technologies on employment: A review and future research agenda. *Technological Forecasting & Social Change*
- Filippi, E., Bannò, M., & Trento, S.. Automation technologies and the risk of substitution of women: can gender equality in the institutional context reduce the risk? *Technological Forecasting & Social Change*
- Bannò, Mariasole, Emilia Filippi, and Sandro Trento. "Women in top echelon positions and their effects on sustainability: a review, synthesis and future research agenda." *Journal of management and governance* 27.1 (2023): 181-251.
- Bannò, M., D'Allura, G. M., Filippi, E., & Trento, S.. (2022) SME and innovation in automation: The influence of family goals. *Piccola Impresa/Small Business*. Vol 1. ISSN 0394-7947 - ISSN 2421-5724. <https://doi.org/10.14596/pisb.3248> (The paper is the result of the joint effort of the authors)
- Bannò, M., D'Allura, G. M., Filippi, E., & Trento, S.. (2022) How do non-economic goals and priorities affect family firm's propensity to innovate in automation?. *European Journal of Innovation Management*. vol. 25, p. 961-983, ISSN: 1460-1060, doi: 10.1108/EJIM-02-2022-0069, (The paper is the result of the joint effort of the authors. However, the sections 1, 2.3, 5 and 6 have resulted from M. Bannò) . <https://doi.org/10.1108/EJIM-02-2022-0069> FASCIA A
- Bannò, Mariasole, Giorgia M. D'Allura, Graziano Collier, Celeste Amorim Varum (2022). Men are from Mars, women are from Venus: on lenders' stereotypical views and the implications for a firm's debt, *Journal of Management and Governance*, 10.1007/s10997-022-09641-w. FASCIA A (The paper is the result of the joint effort of the authors. However, the sections 1, 2.1, 2.3, 3 have resulted from M. Bannò)
- Zona F., Bannò M., G.Coller (2022). International Expansion and Firm Growth in Domestic Markets: Family Versus Non-Family Firms. *Family Business Review*, 1-25. <https://doi.org/10.1177/0894486522108442> (The paper is the result of the joint effort of the authors). FASCIA A
- D'Allura, G. M., Bannò, M., Dawson, A., Torchia, M., & Cesaroni, F. M. (2021). Women in Small and Medium Sized Family Firms: Theory and Practice. *Piccola Impresa/Small Business*, (3). doi.org/10.14596/pisb.3373 (The paper is the result of the joint effort of the authors. However the section 2 have resulted from M. Bannò).
- Bannò, M., Filippi, E., & Trento, S. (2021). Rischi di automazione delle occupazioni: una stima per l'Italia. *Stato e mercato*, 41(3), 315-350. DOI: 10.1425/103268 (The paper is the result of the joint effort of the authors).

- Bannò, Mariasole, Graziano Collier, and Giorgia M. D'Allura. (2021). Family firms, women, and innovation. *Sinergie Italian Journal of Management* 39.2: 59-74. ISSN 0393-5108 DOI 10.7433/s115.2021.04 (The paper is the result of the joint effort of the authors. However the section 2.1; 2.3; 4.2; 4.3; 5 have resulted from M. Bannò).
- Bannò, M., Filippi, E., & Trento, S. (2021). Women in top echelon positions and their effects on sustainability: a review, synthesis and future research agenda. *Journal of Management and Governance*. DOI: 10.1007/s10997-021-09604-7 (The paper is the result of the joint effort of the authors, however 1, 2 and 5 have resulted from bannò) FASCIA A
- Neri M., Pilotelli M., Traversi M., Levi E., Piana E. A., Bannò M., Cuerva E., Pujadas P., Guardo A. (2021) Conversion of End-of-Life Household Materials into Building Insulating Low-Cost Solutions for the Development of Vulnerable Contexts: Review and Outlook towards a Circular and Sustainable Economy. Published in *Sustainability*, vol 13(8), section: Sustainable Materials, ISSN 2071-1050 (The paper is the result of the joint effort of the authors.)
- Bannò M., Amorim V. C. "Champions during Crises Scenarios: High Growth and Persistent High Growth Firms (2021) *Research in Applied Economics* 2021, Vol. 13, No. 2 ISSN 1948-5433 (The paper is the result of the joint effort of the authors)
- Bannò M., D'Allura Giorgia Dawson A., Torchia M., Audretsch D. (2020) "Advancing Diversity Research in Family Business. *JOURNAL OF FAMILY BUSINESS STRATEGY*, vol. 11 (2) ISSN:1877-8585 DOI:10.1016/S1877-20)30095-4. (The paper is the result of the joint effort of the authors) FASCIA A
- Bannò M., D'Allura Giorgia (2020) "Local context and firms creation: The case of biotechnology in Italy" *International journal of research in business and social science*, Vol 9(5), 26-37. ISSN: 2147-4478 doi.org/10.20525/ijrbs.v9i5.832 (The paper is the result of the joint effort of the authors)
- Bannò M., Gianni F, Trento S. (2020) "The localization choices of Italian family businesses in China: is there an agglomeration effect?" *Sinergie* Vol 38(2) (The paper is the result of the joint effort of the authors. However, the sections 1 and 2 have resulted from M. Bannò)
- Bannò M., Nicolardi V. (2020) "Women's participation on Boards of Directors: The effects on business growth and profitability" *Sinergie Italian Journal of Management*, 38(1), 161-179 DOI: 10.7433/s111.2020.10 (The paper is the result of the joint effort of the authors. However, the sections 1, 2, 3, 5 have resulted from M. Bannò)
- Giorgia Maria D'allura, Mariasole Bannò, Sandro Trento (2019) "Does CEO demographic characteristics affect family firms' innovation?" *Rivista Piccola Impresa/Small Business* - n. 2, 97-117 ISSN 0394-7947 doi: 10.14596/pisb.327 (The paper is the result of the joint effort of the authors. However, the sections 3 and 4 have resulted from M. Bannò)
- Varum C. Bannò M, (2019) Competitive landscape: are tourism sectors different? Why does it matter? *Revue d'économie industrielle*, vol 165/2019, 9-39 DOI: 10.4000/rei.7809 ISSN: 1773-0198 (The paper is the result of the joint effort of the authors)
- Bannò M., D'allura G. (2018) "La presenza delle donne nei CdA italiani: un confronto tra imprese familiari e non familiari" *Esperienze d'impresa*, vol 1, 19-40 ISSN: 1971-5293 (The paper is the result of the joint effort of the authors)
- Trento S., Bannò M., D'Allura G. (2018) "The Impact of the 4th Industrial Revolution on SMEs' High-Tech Industry" *Symphonia Emerging Issues in management*, vol 2, 145-157 ISSN: 1593-0319 DOI: org/10.4468/2018.2.1 (The paper is the result of the joint effort of the authors)

- Bannò M., Loner S., Trento S. (2018) "L'innovazione nelle imprese familiari: la propensione a brevettare all'estero" *Sinergie Italian Journal of Management*, Vol 36/107 <https://doi.org/10.7433/s107.2018.09> (The paper is the result of the joint effort of the authors. However, the sections 2, 3 and 5 have resulted from M. Bannò)
- Bannò M., D'allura G. (2018) "Le imprese familiari nel contesto regionale trentino: un assetto di governo personalizzato per potenziare lo sviluppo della propria azienda", *Economia Trentina*, Vol.1/2018. ISSN 0012-9879 (The paper is the result of the joint effort of the authors)
- Bannò M., Pisano V., Trento S., (2018) "Le imprese di famiglia sui mercati internazionali". *La Rivista Il Mulino*, Vol 1/18 DOI: 10.1402/89230 (The paper is the result of the joint effort of the authors)
- Bannò M., Pozza E., Trento S., (2016) "La famiglia fa male all'internazionalizzazione dell'impresa? Are family firms more or less internationalized than non family firms. *Sinergie Italian Journal of Management*, Vol 100 (34), 133-141 (The paper is the result of the joint effort of the authors. However, the sections 1, 2, 3, 5 have resulted from M. Bannò)
- Bannò M., "Propensity to patent by Family Firms" (2016) *Journal of Family Business Strategy*, Vol. 7, Issue 4, Pages 238-248. DOI: [org/10.1016/j.jfbs.2016.07.002](https://doi.org/10.1016/j.jfbs.2016.07.002) (ISI Impact Factor: 2.605) (The paper is the result of the single effort of the author) FASCIA A
- Bannò M., Trento S., (2016) "The international expansion of family firms: the moderating role of successors and external managers". *International Journal of Globalisation and Small Business. Special Issue on: "Family Businesses in Global Competition*, Vol. 8(4), 292-315. DOI: [org/10.1504/IJGSB.2016.081420](https://doi.org/10.1504/IJGSB.2016.081420) (SCOPUS) (The paper is the result of the joint effort of the authors. However, the sections 1, 2, 3, 4, 5 have resulted from M. Bannò)
- Bannò M., Zaninotto E. (2016) "L'innovazione nelle province dell'Euregio: una analisi comparata", *Economia Trentina*, Vol.1. ISSN 0012-9879 (The paper is the result of the joint effort of the authors)
- Bannò M., Zaninotto E., (2016) "Committed to learn: come le PMI imparano ad esportare. Una analisi di casi aziendali", *Mercati e competitività*, Vol.2., 113-141 DOI: 10.3280/MC2016-002007. ISSN: 1826-7386 (The paper is the result of the joint effort of the authors)
- Bannò M., Sgobbi F. (2016) "Family Business Characteristics and the Approach to HRM in Overseas Ventures", *Journal of Small Business Management*, Vol 54(2), 640-658 DOI: 10.1111/jsbm.12162 ISSN: 1540-627X (ISI Impact Factor: 2.876) (The paper is the result of the joint effort of the authors) FASCIA A
- Bannò M., Piscitello L., Amorim C., (2015) "Determinants of internationalization of regions: regional characteristics and the role of public policy", *Regional Studies*, Vol 49, 1208-1222 DOI: 10.1080/00343404.2013.821570 ISSN: 1360-0591 (ISI Impact Factor: 3.147) (The paper is the result of the joint effort of the authors. However, the sections 1, 2, 3, 4 have resulted from M. Bannò) FASCIA A
- Bannò M., Rossi P. (2015) "Beni immateriali e crescita delle imprese trentine La rilevanza di un nesso solido che contrasta con la Legge di Gibrat", *Economia Trentina* Vol 2: 34-37. ISSN 0012-9879 (The paper is the result of the joint effort of the authors)
- Bannò M., Giuliani D., Zaninotto E. (2015) "The nature of export spillovers on trade: An analysis at NUTS 3 level in Italy", *Applied Economics Letters*, Vol 22(10): 815-819. ISSN 1350-4851, ISSN e 1466-4291 (ISI Impact Factor 2014: 0.303) (The paper is the result of the joint effort of the authors)
- Bannò M., Giuliani D., Zaninotto E. (2014) "Going abroad on regional shoulders: The role of spillover on the composition of regional exports", *Economia e Politica Industriale*, Vol 41 (4): 105-127. ISSN 0391-2078, ISSN e 1972-4977 (SCOPUS) (The paper is the result of the joint effort of the authors)

- Bannò M., Piscitello L., Amorim Varum C., (2014) "The impact of public support to SMEs' Outward FDI: Evidence from Italy", *Journal of Small Business Management*, Vol 52(1): 22-38. DOI: 10.1111/jsbm.12029 ISSN: 1540-627X (ISI Impact Factor: 2.876) (The paper is the result of the joint effort of the authors. However, the sections 1, 2, 3, 4 have resulted from M. Bannò) FASCIA A
- Bannò M., Redondi R. (2014) "Air Connectivity and Foreign Direct Investments The economic effects of the introduction of new routes" *European Transport Research Review*, Vol 6(4): 355-363. ISSN: 1867-0717 (SCOPUS) (The paper is the result of the joint effort of the authors. However, the sections 1, 2, 3.1, 5 have resulted from M. Bannò)
- Bannò M., Morandi V., C. Varum (2013) "Public policy for innovation and internationalisation: are they worth it?", *Applied Economics Letters*, Vol 20(10): 927-930. (ISI Impact Factor: 0.504) DOI: 10.1080/13504851.2013.765535 Selected for publications in the collection: *The Economics of Technology & Innovation*, Taylor and Francis. (The paper is the result of the joint effort of the authors. However, the sections 2, 3 and 4 have resulted from M. Bannò)
- Bannò M., Morandi V. (2013) "Politiche all'innovazione e all'internazionalizzazione: un'analisi regionale ", *L'Industria*, Vol. 1: 159-180. DOI: 10.1430/73440 ISSN: 0019-7416 (The paper is the result of the joint effort of the authors. . However, the sections 2, 3, 4, 5, 6 have resulted from M. Bannò)
- Bannò M., Redondi R. (2012) "Rotte aeree e investimenti diretti esteri", *EyesReg*, Vol.2(3): 71-75 ISSN: 2239-3110 (The paper is the result of the joint effort of the authors)
- Torres M., Amorim Varum C., Bannò M., (2012)"Competencies, requirements of internationalization and use of non-financial public supports", *International Journal of Innovation, Management and Technology*, Vol. 3(3):295-299 ISSN: 1793-6950 (The paper is the result of the joint effort of the authors. However, the sections 2 and 5 have resulted from M. Bannò)
- Bannò M., Vezzoli M. (2012) "Analisi del processo di allocazione di un incentivo finanziario pubblico tramite tecniche di data-mining", *L'industria*, Vol. 33(3): 529-555 ISSN: 0019-7416 (The paper is the result of the joint effort of the authors. However, the sections 1, 2, 3, 5, 6 have resulted from M. Bannò)
- Bannò M., Morandi V.(2012) "Innovation and internationalisation: challenges for policy design", *Regional insight*, Vol. 3(1): 9-11 DOI: 10.1080/20429843.2012.10510718 ISSN: 2042-9843 (The paper is the result of the joint effort of the authors. However, the sections 2, 3, 4, 5 have resulted from M. Bannò)
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- Bannò M., Sgobbi F. (2011) "Family business and the approach to HRM abroad" Lunch Seminar Bergamo, 28th September
- Bannò M., Carpita M., Vezzoli M. (2011) "Innovation and internationalisation: A simultaneous equation approach" XXXII AISRE annual conference, *Il ruolo delle città nell'economia della conoscenza*, Torino, 15-17 September.
- Bannò M., Mutinelli M., Redondi R. (2011) "Air Connectivity and Foreign Direct Investments The economic effects of the introduction of new routes" XXXII AISRE annual conference, *Il ruolo delle città nell'economia della conoscenza*, Torino, 15-17 September.
- Bannò M., Carpita M., Vezzoli M. (2011) "Disentangling the Innovation – Internalization Process Through a Structural Equation Model" 51st ERSA annual conference, *New Challenges for European Regions and Urban Areas in a Globalised World*, Barcelona, 30th August - 3rd September.
- Amorim Varum C, Bannò M., Morandi V. (2011) "Public policy for innovation and internationalisation: are they worth it?" 51st ERSA annual conference, *New Challenges for European Regions and Urban Areas in a Globalised World*, Barcelona, 30th August - 3rd September.
- Bannò M., Mutinelli M., Redondi R. (2011) "Air Connectivity and Foreign Direct Investments The economic effects of the introduction of new routes" 51st ERSA annual conference, *New Challenges for European Regions and Urban Areas in a Globalised World*, Barcelona, 30th August - 3rd September.
- Bannò M., Morandi V. (2011) "Innovation, internationalization and public policies: Insights from Italian regions" EUNIP International Workshop, *Evaluating Innovation Policy: Methods and Applications*, Florence, 5-6 May.
- Bannò M., Morandi V. (2011) "Do innovation and internationalisation policies improve regional performance?" AIV annual conference, *Evaluation e Valutazioni. Settorializzazione, identità multiple e istituzionalizzazione delle valutazioni: il contributo dell'AIV*, Trento, 14-16 April.
- Bannò M., Vezzoli M. (2011) "Valutazione del processo di allocazione di un incentivo finanziario all'internazionalizzazione: il caso SIMEST e FINEST." AIV annual conference, *Evaluation e Valutazioni. Settorializzazione, identità multiple e istituzionalizzazione delle valutazioni: il contributo dell'AIV*, Trento, 14-16 April.
- Bannò M., Morandi V. (2010) "The role of innovation and internationalisation public policies on industrial performance" EIBA annual conference, *IB's role in building a better and stronger global economy* Porto, Portugal, 9-11 December.
- Amorim C., Bannò M., Piscitello L. (2010) "Internationalization of regions: The role of public policy" EIBA annual conference, *IB's role in building a better and stronger global economy* Porto, Portugal, 9-11 December.

- Amorim C., Bannò M., Piscitello L. (2010) "The impact of public policy on regional degree of internationalisation" Regional study association early careers conference, *Regions in a shifting global landscape*, Manchester UK, 2 November.
- Bannò M., Morandi V. (2010) "The synergy among innovation and internationalisation policies for regional economic development" Regional study association early careers conference, *Regions in a shifting global landscape*, Manchester UK, 2 November.
- Bannò M., Morandi V. (2010) "Do innovation and internationalisation policy improve regional performance?" XXI Riunione Scientifica Annuale AilG *Ricostruzione, ripresa economica e competitività* Aquila, 14-15 October
- Amorim C., Bannò M., Piscitello L. (2010) "Internationalization of regions: The role of public policy" 6th Iberian International Business Conference (IIBC) Barcelona, 7-8 October.
- Bannò M., Morandi V. "Evaluating the efficiency of industrial policy for innovation and internationalisation: the case of Italian regions". XXXI Conferenza scientifica annuale AISRe *Identità, Qualità e Competitività Territoriale*, Aosta, 20–22 September.
- Bannò M., Morandi V. (2010) "The role of Innovation and Internationalisation Public Policies on Industrial Performance". 7th Annual International Conference on Small and Medium Sized Enterprises, *Management, Marketing, Economic Aspects*, Athens, Greece, 2-5 August.
- Amorim Varum C., Bannò M., Piscitello L. (2010) "Home Country Measures for Outward FDI: An Analysis at the Regional Level". AIB 2010 Annual Meeting Rio de Janeiro, Brazil June 25-29.
- Bannò M., Sgobbi F. "The determinants of firm participation in public incentive programmes for outward internationalisation". ANZIBA, *Global Business and Sustainable Development*, Sydney, Australia 15-17 April. ISBN 978-0-9807899-0-4
- Amorim C., Bannò M. (2010) "Home country measures for outward FDI: An analysis at the regional level". ANZIBA, *Global Business and Sustainable Development*, Sydney, Australia 15-17 April. ISBN 978-0-9807899-0-4
- Amorim C., Bannò M., Piscitello L. (2010) Internationalisation, financial incentives and firm growth: evidence from Italy". AIB-UK, Academy of international business, *Regionalism and globalization*, 8-10 April.
- Amorim C., Bannò M., Piscitello L. (2010) "Home country measures for outward FDI: An analysis at the regional level". AIB-UK Academy of international business, *Regionalism and globalization*, 8-10 April.
- Bannò M., Sgobbi F. (2010) "The determinants of firm participation in public incentive programmes for outward internationalisation". ITSG, *Globalisation and international competitiveness*, Milano 21-22 January.
- Bannò M., Piscitello (2009) "L'efficacia degli incentivi all'internazionalizzazione delle PMI Italiane. Un'analisi empirica applicata al caso Simest". Nuove politiche per le piccole e medie imprese per rafforzare la competitività. Milano, 18 Febbraio 2009
- Bannò M., Sgobbi F. (2009) "The determinants of firm participation in public incentive programmes for outward internationalisation". XX Riunione Scientifica Annuale AilG, *Oltre la crisi: quali strategie per l'innovazione*, Udine 28 – 29 October. ISBN 978-88-903069-1-4
- Bannò M., Piscitello L. (2009) "The effects of incentives to firms' outward internationalisation on their domestic growth and competitiveness". AISSEC XVIIth Scientific Conference, *Growth and Development Patterns: The Role of Institutions in a Comparative Perspective*, Perugia, 25-27 June.

- Bannò M., Sgobbi F. (2009) "The determinants of firm participation in public incentive programmes for outward internationalization". AISSEC XVII Scientific Conference, *Growth and Development Patterns: The Role of Institutions in a Comparative Perspective*, Perugia, 25-27 June.
- Bannò M. (2009) "Allocation, effects and effectiveness of public incentive programmes to firms' outward internationalisation". PhD Thesis, XXI Ciclo
- Bannò M. Piscitello L., (2008) "The effects of incentives to firms' outward internationalisation on their domestic growth and competitiveness: Evidence from the Italian case". European International Business Academy, *International business and catching-up economies: challenges and opportunities*, Tallinn (Estonia) 11th – 13th December
- Bannò M. Piscitello L., (2008) "The effectiveness of incentive to outward internationalisation". Academy of International Business Annual Meeting, *Knowledge Development and Exchange in International Business Network*, Università Bocconi, Milan June 30- July 3
- Bannò M., (2008) "Evaluating public policy to outward Internationalisation". Academy of International Business Doctoral Consortium. Università Bocconi, Milan June 30
- Bannò M., (2008) "Evaluating the incentives to outward internationalisation: Evidence from the Italian case". V Seminario dottorale Siepi. Siena June 12-13
- Bannò M., (2008) "Promoting the participation of business in foreign companies: An empirical analysis of outward FDI financial incentives". 6th International Industrial Organisation Conference. Marymount University, Washington May 16-18
- Bannò M., Mutinelli M., (2007) "Internazionalizzazione e alta tecnologia: le imprese italiane nella nuova geografia economica". XVIII Riunione Scientifica Annuale AilG, *Innovazione, crescita e competitività delle imprese*. Milan 11-12 October ISBN 978-88-903144-0-7
- Bannò M., Sgobbi F., (2007) "HRM and Foreign Direct Investments: Are SMEs Really Different?". DIG Lunch Seminar, Politecnico di Milano.
- Bannò M., Sgobbi F., (2005) "HRM and Foreign Direct Investments: Are SMEs Really Different?" 31st EIBA Annual conference, *Landscapes and Mindscapes in a Globalized world*. BI Norwegian School of Management, Oslo (Norway) 10-13 December
- Bannò M., Sgobbi F., (2004) "HRM and Internationalisation Processes at SMEs: An Empirical Analysis". RENT XVIII, Research in Entrepreneurship and Small Business, *Managing Complexity and Change in SMEs*. Copenhagen (Denmark) . ISSN 2219-5572
- Bannò M., Sgobbi F., (2004) La gestione delle risorse umane nei processi di internazionalizzazione delle PMI, XV Riunione Scientifica annuale AilG, *Valori, risorse e competenze nelle organizzazioni*. Napoli
- Bannò M., (2008) "Effects, effectiveness and self-selection of incentives to firms outward internationalisation", WIP Seminar Moncalieri (Torino), 12th – 13th November
- Bannò M., (2007) Promoting the participation of Italian business in foreign companies (Law 100/1990): An empirical analysis of Outward FDI financial incentives?" WIP Seminar Moncalieri (Torino), November, 22th- 23th November
- Bannò M., (2007) "Internationalisation and public policy. Public incentives and promotional measures for FDI: impediment to or inducement for?" WIP Seminar, LIUC, Castellanza (Milano) 4th July

REPORTS

- Bannò M., Filippi E., Trento S. (20221) “automazione e lavoro” notes, on line The paper is the result of the joint effort of the authors.
- Bannò M., D'allura M., Trento S. (2020) “Le caratteristiche del CEO impattano sull’innovazione delle imprese familiari?” Management notes, on line Vol 287 The paper is the result of the joint effort of the authors.
- M. Speranza, D. Simeone, R. Faglia, P. Nicolai, E. Marta, S. Franzoni, G. Tamanza, M. Gennari, A. Marengoni, A. Signoroni, G. Provasi, M. Alberti, P. Rivoltella, M. Mazzoleni, G. Marseguerra, S. Pareglio, R. Mansini, Bannò M., A. Flammini, S. Onger, G. Gregorini, M.Pasini. (2018) “Libro bianco del percorso di co-progettazione territoriale integrata”; financed by Comune di Brescia
- Bannò M., (2018) “Vuoi aumentare l’export? Serve costanza, non solo competitività” BellaFactory, 10, 20-21. (The paper is the result of the single effort of the author)
- Bannò M., Zaninotto E. (2015) “Sistemi regionali di innovazione e politiche pubbliche, un confronto regionale”; financed by Provincia autonoma di Trento e TSM Trentino School of Management
- Bannò M., Zaninotto E. (2015) “Fattori strategici nel processo di internazionalizzazione delle imprese trentine”, financed by Banca Intesa e Banca di Trento e Bolzano
- Bannò M., Zaninotto E., Giuliani D. (2014) “La formazione delle competenze per la crescita internazionale delle imprese trentine”, financed by Banca Intesa e Banca di Trento e Bolzano

INVITED SPEAKER AND KEY NOTE SPEAKER

- Bannò (2022) LGBTQI+ Giurisprudenza
- Bannò (2022) Unidiversity Napoli
- Bannò (2022) STEMA sostenibilità
- Bannò (2022) Medicina di genere
- Bannò (2022) EWMD eco positività
- Bannò (2022) Lectio Magistralis Master UNIBS ISFOR SMAE
- Bannò (2021), 20 October, invited to seminars GEE/GPEARl Gabinete de Estudos e Relações Internacionais do Ministério das Finanças, “Champions during Crises Scenarios: High Growth and Persistent High Growth Firm
- Bannò M. (2021) invited speaker at CLAB Network Cagliari “Il ruolo della cultura nell’imprenditorialità”
- Bannò M., (2021) invited speaker at Soroptimist “Economia circolare: il ruolo delle donne”
- Bannò M., (2020) invited speaker at Rete scuole superiori di Brescia “La violenza contro le donne”
- Bannò M., (2019) invited speaker at EWMD European Women Management Development “Management diversity”
- Banno M., (2019) invited speaker round table Family business heterogeneity: A discussion of variance among family firms, IFERA (International Family Enterprise Research Academy), Bergamo (Italy)Bannò M. (2018), invited speaker at SUMMER SCHOOL “Chemistry: public policy for development”

SELECTED PROFESSIONAL EXPERIENCE

- (2018-now) Consultancy for European Commission, Evaluator Expert of SME Instruments.
- (2017-2018) Consultancy for Comune di Brescia, Vision of Brescia at 2030.
- (2015) Consultancy for Confindustria, Analysis of Smart Specialization Strategy S3 Sicily.
- (2015) Consultancy for Provincia autonoma di Trento e TSM Trentino School of Management, Analysis, evaluation and implementation of regional innovation strategy.
- (2015) Consultancy for ISMERI for European Commission, Policy evaluation. An analysis of the role and engagement of universities with regard to participation in the Framework Programmes.
- (2015) Consultancy for ISMERI, Istituto di Ricerca Interdisciplinare, FP7 RED analysis and definition of key technologies and key research for: Industrial processes and plants, Transport.
- (2013) Consultancy for ISMERI for MISE (Ministero dello Sviluppo Economico), Rapporto su industria sostenibile: modalità e strumenti per un'industria nazionale sostenibile.
- (2012) Consultancy for ISMERI, Istituto di Ricerca Interdisciplinare, *Technology Assessment della Rete Regionale delle Strutture di Ricerca Industriale e Trasferimento Tecnologico della Regione Emilia-Romagna*
- (2011) Consultancy for AIB Associazione Industriale Bresciana, *Le partecipazioni delle imprese bresciane all'estero*, in Quarto rapporto sull'internazionalizzazione delle imprese industriali bresciane.
- (2009) Consultancy for Istituto di ricerca della Lombardia, IRER: Milano, *Ricerca sull'individuazione e prima sperimentazione di strumenti per la valutazione e misurazione dell'efficacia degli interventi pubblici di Project Work*, ed. F. Rappelli.
- (2006) Consultancy for the project, *Le multinazionali estere in Lombardia e in Italia: tendenze, impatto, opportunità, ostacoli*, Responsible Prof. Fabrizio Onida, CESPRI-Bocconi in collaboration with Politecnico di Milano.

OTHER EXPERIENCE

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

PERSONAL SKILLS AND COMPETENCES

- Mother tongue, Italian

- Other languages, English Good reading, writing and verbal skills; French basic

REFERENCE PERSONS

- Sandro Trento, Professor at University of Trento, Department of Economics and Management, Via Inama, 5 - 38122 Trento, sandro.trento@unitn.it
- Enrico Zaninotto, Professor at University of Trento, Department of Economics and Management, Via Inama, 5 - 38122 Trento, enrico.zaninotto@unitn.it
- Celeste Amorim Varum, Professor at University of Aveiro, Department of Economics, Management and Industrial Engineering and GOVCOPP (Research Unit for Governance, Competitiveness and Public Policies), Campus Universitario de Santiago, 3810-193 Aveiro, Phone: +351 234 370 361, camorim@ua.pt

Brescia, 14th March 2023

Consapevole delle sanzioni penali nel caso di dichiarazioni non veritiere, di formazione o uso di atti falsi, richiamate dall'art. 76 del DPR 445/2000, dichiaro che quanto sopra corrisponde a verità. Ai sensi del Regolamento Europeo 679/2016 (GDPR) dichiaro, altresì, di essere informato che i dati personali raccolti saranno trattati, anche con strumenti informativi, esclusivamente nell'ambito del procedimento per il quale la presente dichiarazione viene resa e per le formalità di gestione della procedura, compresa la diffusione a mezzo della pubblicazione sul sito web dell'ATS di Brescia nei limiti e con le modalità di cui al D.Lgs. n. 33/2013 e s.m.i. e che al riguardo competono al sottoscritto tutti i diritti previsti dagli artt. dal 15 al 21 del Regolamento stesso";