

CURRICULUM VITAE

FRANCESCA SPIGARELLI

Born in Udine March 1st, 1972

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PRESENT POSITIONS

Affiliation: Assistant Professor of Economics, University of Macerata

Main research fields: multinational enterprises from emerging countries; China; internationalization strategies of enterprises; small and medium companies; pension funds

Main teaching areas: Economics, Economics of innovation, Microeconomics

OTHER ACADEMIC ACTIVITIES

- Coordinator of the "PEOPLE MARIE CURIE ACTIONS International Research Staff Exchange Scheme Call: FP7-PEOPLE-2012-IRSES" on *Partnering Opportunities between Europe and China in the Renewable Energies and Environmental industries*
- Deputy for International relation and research project of the Department of Law (University of Macerata)
- Researcher at the Polytechnic University of The Marches (2001-2004) and at the University of Macerata (2000)
- Member of the Scientific Committee of the *Relationship with Eastern Countries* and *Network of enterprises for economic development* master programs of the University of Macerata (from 2006)
- Teaching professor at the Faculty of Economics "G. Fuà" - Polytechnic University of The Marches (1997-2005) and at the Faculty of Law of the University of Macerata (1997-2005)
- Head of the international relationships of the School of Management and Technology "Gentile da Fabriano" (Polytechnic University of The Marches and Indesit Company, 2005).
- Scholarship at the "F. Angelini" MR Center, Faculty of Medicine, University of Ancona (1999).

VISITING SCHOLAR INITIATIVES

- visiting scholar at the Beijing Normal University (Beijing, China, 2012)
- visiting scholar at the Florida Gulf Coast University (Fort Myers, US; 2012)
- visiting scholar at the Rollins College (Winter Park, Orlando, US; 2011-2012)
- visiting and teaching professor at the *Ecole Supérieure du Commerce de Toulouse* – France (2005-2007)

EDUCATION

Ph. D., Faculty of Economics, University of Pescara and University of Ancona (1999)

B.A. in Economics, University of Ancona, cum laude (1995)

MAIN PUBLICATIONS

Chapters in books

- "The Chinese Pharmaceutical industry: who is taking the ground?" in P. Farah (eds), *Intellectual Property Rights, Developing Countries and Emerging Economies: a Case Study on China and India* (forthcoming, 2013)
- "Italy and the BRICs: the political economy of a complexe rationship" in Marchi L., Whitman R., Edwards G., *Italy's foreign policy in the 21st century: a contested nature*, Routledge (forthcoming, 2013)
- "Grasping knowledge in emerging markets: is this the case of Western pharmaceutical companies in China?", P. Farah (eds), *China's Influence on Non-Trade concerns in International Economic Law*, Ashgate Publishing (forthcoming 2012).
- "Speed race: Benelli and Qj compete in the international motorbike arena", in Alon, I, Fetscherin, M and P. Gugler (eds), *Chinese International Investments*, Palgrave Macmillan, 2011.
- "Foreign Direct Investment and the Financial Crisis: a Spotlight on Italian-Balkan Country Flows", in *The Adriatic-Balkan Area from Transition to Integration*, ed. by G. Canullo, F. Chiapparino and G. Cingolani, Napoli, Esi, 2011.
- "Integrazione economica tra Italia e Balcani occidentali: il ruolo degli investimenti diretti esteri", in *L'Italia nell'economia internazionale, Rapporto 2010-2011*, ICE, 2011.
- "Internationalization in Italian medium sized firms - Does stage theory explain the observed patterns?", in De Liso N., Leoncini R. (eds.), *Internationalization, Technological Change and the Theory of the Firm*, series Routledge Studies in Global Competition, Routledge, London, 2010.
- "Crisi globale ed internazionalizzazione delle piccole e medie imprese italiane: alcune riflessioni ", in Petroni G. e Pissavino P.C. (eds), *"Tecnologia, Impresa e Territorio"*, Università della Repubblica di San Marino, *forthcoming*

- "Gli hedge fund: caratteristiche, impatto sui mercati e ruolo nelle crisi finanziarie", in Boffa F. e Galeazzi G. (eds), "Evoluzione e discontinuità nel sistema finanziario internazionale", Mc Graw Hill, Milano, 2009.
- "La dimensione transnazionale dell'economia cinese", in Abbiati M. (eds.), "Propizio è intraprendere imprese. Aspetti economici e socioculturali del mercato cinese", Ca' Foscari, Venezia, 2006.
- "Strategie e strumenti di internazionalizzazione delle piccole e medie imprese. Aspetti teorici ed evidenze empiriche" in Proceedings of the XXV AIDEA meeting "Competizione globale e sviluppo locale tra etica e innovazione", Giuffrè, Milano, 2003.

Scientific articles

- "Chinese overseas M&A: overcoming cultural and organisational divides", *International Journal of Technological Learning, Innovation and Development* (forthcoming n. 1/2013)
- "The role of Italian FDI in Southeast Europe's international integration. A focus on investors from the Marche region", *The European Journal of Comparative Economics*, (3), 2012.
- "The international expansion of Russian enterprises. Looking at Italian targets", *European Scientific Journal*, vol. 10, 2011
- "Gli investimenti diretti esteri: una leva strategica per l'integrazione internazionale della Federazione Russa", *QA*, vol. 1, 2011
- "Chinese Investments In Italy: Is The Wave Arriving?", *International Journal Of Asian Business And Information Management*, vol. 1; 2010, Issn: 1947-9638, Doi: 10.4018/Jabim.2010010106;
- "Go Global e crisi mondiale. Sfide, insidie ed opportunità", *Mondo Cinese*, vol. 143, 2010, ISSN: 0390-2811
- "Multinazionali dai paesi emergenti: il caso delle imprese cinesi", *Economia e Politica Industriale*, n. 2, 2009
- "Recenti tendenze nei flussi di investimento estero delle economie emergenti. Sovereign wealth funds, imprese globali ed effetti per i paesi sviluppati", *Economia Marche*, n. 2, 2008
- "L'internazionalizzazione delle medie imprese italiane", *L'Industria*, n. 3, 2007
- "Moving from Open Door to Go Global: China goes on the world stage", *International Journal on Chinese culture and management*, n. 1/2007
- "Go Global – l'internazionalizzazione attiva della Cina", *Economia Marche*, n. 3/2006
- "I processi di innovazione nelle PMI: opportunità e vincoli", in *Economia Marche*, n. 3/2005
- "ERP e sistemi di controllo nelle aziende sanitarie: ancora opportunità da sfruttare", (co-autore con Del Bene L. e Mucelli A.), in *Economia & Management* n.2/2005.
- "I processi di internazionalizzazione delle PMI. Un'analisi empirica sul contesto produttivo marchigiano", in *Economia & Management*, n. 3, 2003.
- "L'impatto dei sistemi informativi integrati nelle Aziende Sanitarie italiane: un'analisi

empirica", in Sviluppo & Organizzazione n. 196, 2003.

- "Propensione delle imprese marchigiane e tunisine allo sviluppo di progetti industriali in partecipazione" in Economia Marche, n. 2, (co-autore con M. Cucculelli e A. Romanini), 2002.
- "Casi di investimento diretto in Tunisia" in Economia Marche, n. 2, (co-autore con M. Cucculelli e A. Romanini), 2002.

Working paper

- "Italian economic diplomacy at work: catching up the BRICs", Working Paper 34, 2011, Department of Studies on Economic Development, Macerata University
- "Italian FDI integration with Southeast Europe: country and firm-level evidence," Working Paper 33, 2011, Department of Studies on Economic Development, Macerata University
- "Gli hedge fund: caratteristiche, impatto sui mercati e ruolo nelle crisi finanziarie", Working Paper n. 20, 2009, Department of Studies on Economic Development, Macerata University
- "Nuovi investitori globali: le imprese cinesi in Italia", Working Paper 12, 2008, Department of Studies on Economic Development, Macerata University
- "Miti e paradossi del II pilastro della previdenza complementare: il caso italiano", Working Paper Mefop n.11, 2005

Articles in Economic press

- "Gli investimenti cinesi in Italia: le sfide per il made in Italy", Orizzonte Cina, 8, 2011
- "Investire in Italia: obiettivo raggiunto per le imprese cinesi?", Firstonline, 26.7.2011
- "L'Italia in ritardo tenta il recupero nel business con i Bric", Il Sole 24 Ore, 27.12.2010
- "Chindia, i forzati del Go Global", Il Sole 24 Ore, 15.01.2008
- "Prove tecniche di Cindia Inc", Il Sole 24 Ore, 12.02.2008
- "Corporate China viene in Italia", Il Sole 24 Ore, 21.11.2006
- "PMI spinte oltre la muraglia", in Il Sole 24 Ore, 10.10.2006

Book editing

- "Determinanti macroeconomiche dell'invecchiamento della popolazione", Clua, Ancona, 2005.

PRESENTATIONS IN SEMINARS AND CONFERENCES

Recent presentations

- Academy of International Business, Southeast USA Chapter 2012 Annual Conference. Title of presentation: "Rise and Fall of Taxonomy: Should We Keep Calling them Emerging Markets?" (co-author Daniel Rottig, Florida Gulf Coast University), University of Central Florida, Fort Laudardale, US, 2012. Finalist for Best Paper Award.
- "6th China Goes Global Conference". Title of poster: "Cementing the presence in Europe: Zoomlion plays the card of CIFA" (co-author A. Mucelli, Università Politecnica delle Marche), Harvard University, Boston, US, 2012
- "Economia e politica industriale, Journal of Industrial and Business Economics Conference 2012". Title of presentation: "The Chinese Pharmaceutical industry: who is taking the ground?" (co-author Hao Wei, Beijing Normal University), Università di Parma, 2012.
- "Il punto d'incontro. La costruzione del rapporto d'impresa italo-cinese, tra diversità culturali, giuridiche e istituzionali". Title of presentation: "Le relazioni economiche Italia-Cina: imprese, culture, valori", Università di Bergamo, 2012.
- CESL grant 2011 "China's influence on non-trade concerns in international economic law", Third Conference hosted by Maastricht University, Faculty of Law. Title of presentation: "Trend and Drivers of International Patenting: The Case of China in the Pharmaceutical Industry?", Maastricht, 2012.
- "AIB-SE 2011 Globalization and Emerging Economies". Title of presentation: "Venturing Into Western Markets Through Acquisitions: Critical Aspects Of Chinese MNEs Expansion", Orlando, 2011.
- "Diritto e Impresa. Italia e Cina a confronto", Macerata, 2011 (Chair).
- "Aissec 2011". Title of presentation: "Industrial upgrading in producer-driven networks: pushing Serbian companies in the international value chain", Macerata, 2011.
- "EBES 2011 Conference", FDI Session. Title of presentation "Energetic partnership in the Mediterranean area: Italy and Turkey in the run", Istanbul, 2011.
- "Italia e Cina: integrazione tra economia, diritto ed impresa. Alla ricerca di un linguaggio comune". Title of presentation: "Le imprese Italiane in Cina: scenari e prospettive", Jesi, 2011.
- "Mondo Cinese". Title of presentation: "Go Global e crisi finanziaria globale", Milano, 2010.
- "2nd Copenhagen Conference on Emerging Multinationals". Title of presentation: "Integration problems in Chinese overseas M&As: a case study approach", Copenhagen Business School, Copenhagen, 2010.
- "Eurasia Business and Economic Society (EBES) 2010 Conference - Athens". Title of presentations "Outward Foreign Direct Investments of the Russian Federation: a strategic lever for the international expansion" and "Italy-Balkan countries economic integration through FDI: evidence from a mixed-method approach". Atene, 2010.
- "Gli investimenti cinesi in Europa: quali sfide per la tutela della proprietà intellettuale?". Title of presentation: "La strategia del Go Global e gli investimenti cinesi in Italia", Istao, Ancona, 2010.
- "The Adriatic-Balkan Region from Transition to Integration". Title of presentation:

- "Foreign direct investments and the financial crisis: a spot light on Italy-Balkans countries flows", Università Politecnica delle Marche, Ancona, 2010.
- "2nd Asian Management and Entrepreneurship workshop", Title of presentation: Cultural and management M&A related problems: the case of Chinese companies investing in Italy", Eiasm, Bruxelles, 2009.
 - "2nd Asian Management and Entrepreneurship workshop", Title of presentation: Cultural and management M&A related problems: the case of Chinese companies investing in Italy", Eiasm, Bruxelles, 2009.
 - "Russia e Oltre. Relazioni economiche ed equilibri Politici". Title of presentation: "Gli investimenti russi in Italia". Lodi, 2009.
 - "La Crisi Economica e Finanziaria Internazionale. Strategie e politiche di rilancio nei paesi dell'Europa Mediterranea e dell'America Latina - XI Incontro degli economisti di Lingua Neolatina". Title of presentation: "Effetti della crisi finanziaria e delle politiche di intervento per gli investimenti diretti esteri da e verso i paesi emergenti", Università Politecnica delle Marche, 2009.
 - "3rd China Goes Global Conference". Title of presentation: "Chinese Investments in Italy: is the wave arriving?" and "Benelli and QJ competing in the International arena", Harvard University, USA, 2009
 - "Tecnologia, Impresa e Territorio". Title of presentation: "L'internazionalizzazione delle PMI: problemi e prospettive", Università di San Marino, San Marino, 2009.
 - "L'Amico Atletico", Title of presentation: "Il Progetto Cardinaletti: l'analisi empirica", Jesi, Centro Direzionale Esagono, Banca Popolare di Ancona, 2009.
 - "I rapporti tra Unione Europea e Federazione Russa: problematiche giuridiche, politiche ed economiche". Title of presentation: "Gli investimenti diretti esteri: il caso della Russia", Macerata, 2008.
 - 10th International Conference of the European Network on Industrial Policy – Eunip 2007. Title of presentation: "Moving from Open Door to Go Global: China goes on the world stage". Prato, 2007.
 - 30th Annual Congress of European Accounting Association. Title of presentation: "Innovation processes in SMEs: opportunities and obstacles". Lisbon (Portugal), 2007.
 - 28th Annual Congress of European Accounting Association. Title of presentation: "Management control system and ERPs in Italian healthcare organizations". Goteborg (Sweden), 2005.
 - "Il pianeta Cina". Title of presentation: "La dimensione transazione dell'economia cinese: il caso Italia". Macerata, 2007.
 - "Previdenza complementare: non solo riforma". Title of presentation: "Il sistema di corporate governance per i fondi pensione". Roma, 2006.
 - "Multicomparto prossimo venturo". Title of presentation: "Ridisegnare l'organizzazione e il sistema di controllo di un fondo pensione in funzione di un assetto multicomparto". Milano, 2006.
 - "La previdenza complementare tra aspetti giuridici, economici e aziendali". Title of presentation: "Miti e paradossi della previdenza complementare in Italia". Jesi,

2006.

OTHER PROFESSIONAL ACTIVITIES

- Professional seminars and research activities for National organizations/companies on projects related to pension funds (Allianz Assicurazioni, Mefop, Covip, ABI, Fondo pensione Priamo, Previndai Fondo Pensione) and on health care systems (Istituto per la Sicurezza Sociale of the Republic of San Marino).
- Professional and research activities for local organizations on different themes (Internationalization department of the Marche Region, Health care department of the Abruzzo Region, Agenzia Regionale Sanitaria of the Marche Regions, CNA Marche, Confartigianato Ancona, CGIL Marche, Municipality of Fabriano).

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