

RICCARDO MARZANO

Curriculum Vitae

Place **ROME**

Date **30/07/2019**

Part I – Education

Type	Year	Institution	Notes (Degree, Experience,...)
PhD	2012	Politecnico di Milano	Management, Economics & Industrial Engineering
Visiting PhD	2011	Universidad de Barcelona	Research Group Governments and Markets (Chair: Prof. Germà Bel)
MSc	2008	Politecnico di Milano	Management, Economics & Industrial Engineering
BSc	2005	Politecnico di Bari	Management Engineering

Part II – Academic Positions and Appointments

IIA – Academic Positions

Start	End	Institution	Position
2018/03	-	Sapienza Università di Roma	Assistant Professor (RTDA)
2014/10	2017/09	Politecnico di Milano	Research Fellow
2013/10	2014/09	Università dell'Aquila	Research Fellow
2012/04	2013/03	Politecnico di Milano	Research Fellow

IIB – Academic Appointments

Start	End	Institution	Appointment
2018/10	-	Sapienza Università di Roma	Member of the PhD Committee – PhD in Industrial and Management Engineering
2018/09	-	Department of Computer, Control and Management Engineering, Sapienza Università di Roma	Chair of the Business Relations Committee

IIC – Other Academic Activities

Start	End	Institution	Appointment
2019	-	Sapienza Università di Roma	Member of the Organizing Committee of the ITEA Conference 2021
2016	2017	Politecnico di Milano	Member of the Organizing Committee of the EIBA Conference 2017

Part III – Teaching experience

IIIA – Teaching in Postgraduate Courses

Year	Institution	Lecture/Course
2019	Sapienza Università di Roma	Management Control Systems (Master in Management of Healthcare Organizations)
2019	Sapienza Università di Roma	Statistical Quality Control (Master in Logistics and Communication for Complex Systems)
2018	MIP - Politecnico di Milano	Business & Industrial Economics (Master in Management)
2017	MIP - Politecnico di Milano	Business & Industrial Economics (Master in Management)

IIIB – Teaching in Undergraduate Courses

Year	Institution	Lecture/Course
2019	Sapienza Università di Roma	Applied Economics (BSc in Management Engineering)
2018-2019	Sapienza Università di Roma	Business Management (BSc in Management Engineering)
2018	Sapienza Università di Roma	Economics (MSc in Power Engineering)
2017	Università di Brescia	Economics of Innovation (MSc in Management Engineering)
2015-2018	Politecnico di Milano	Microeconomics (BSc in Management Engineering)
2015	Politecnico di Milano	Economics of Network Industries (MSc in Management Engineering) – <i>Teaching Assistant</i>
2012-2017	Politecnico di Milano	Economics of Network Industries (MSc in Computer and Electrical Engineering) – <i>Teaching Assistant</i>
2009-2015	Politecnico di Milano	Accounting & Business Organization (BSc in Computer Engineering) – <i>Teaching Assistant</i>

Part IV - Society memberships, Awards and Honors

IVA – Society memberships

Year	Title
2010-2019	Associazione Italiana di Ingegneria Gestionale (AiIG)
2019	International Family Enterprise Research Academy (IFERA)
2019	European Association for Research in Industrial Economics (EARIE)
2019	Associazione Amici di Economia e Politica Industriale
2016-2018	World Interdisciplinary Network for Institutional Research (WINIR)
2017-2018	Royal Economic Society

IVB – Awards and Honors

Year	Title
2019	“Quentin Martin Best Practice-Oriented Paper 2019” – awarded by the American Society of Civil Engineers to the paper “ <i>Assessment of smart-meter-enabled dynamic pricing at the utility and basin scales</i> ”
2016	“Premio Pagliarani 2016” - awarded by Associazione Italiana di Ingegneria Gestionale to the paper “ <i>One more ride on the merry-go-round! Public ownership and delayed competition in local public services</i> ”

Part V - Funding Information [grants as PI-principal investigator or I-investigator]

Year	Title	Program	Grant value
2019	An exploratory analysis of civic crowdfunding in Europe	Financial support to young AiIG members	EUR 5,000
2019	Internationalization strategies of family firms	Sapienza Research Calls	EUR 4,000

Part VI – Research Activities

Keywords	Brief Description
Industrial Organization	<p>My research is focused on understanding how institutions influence the working of economic individuals, organizations and markets. I have taken on my research agenda by developing three research trajectories. First, moving from the analysis of regulated industries, I investigate how market reforms, e.g., liberalization, and micro-level restructuring measures, e.g., firm privatization and public service contracting, are changing the institutional architecture of focal industries, thus shaping markets and organizations. Second, I am interested in the economics of multinational enterprises and global networks, and the economics of industrial and institutional dynamics. My current research focuses on ownership and corporate governance mechanisms and their interaction with the institutional arrangements as drivers of firm’s internationalization strategies. Third, by dealing with demand management strategies in the context of natural resources conservation, I explore the relative performance of economic and non-economic instruments aimed at nudging people to undertake saving actions and their interaction with behavioral aspects of individual decision-making in different institutional contexts. My research approach is mostly quantitative, thus entailing the use of a wide array of econometric methodologies able to deal with a very much diversified set of statistical applications, e.g., cross-sections and panel data, binary outcome, categorical variables, survival, clusters, to mention only a few.</p>
Regulatory Economics	
International Business	
Water Economics, Management & Policy	
Applied Econometrics	

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Part VII – Summary of Scientific Achievements

Product type	Number	Data Base	Start	End
Papers in International Journals	7	Scopus/Web of Science	2015	2019
Chapters in Books	3	-	2011	2019

Total Impact factor*	26.805
Average Impact factor**	3.829
Total Citations	28
Average Citations per Product	4

Hirsch (H) index	3
Normalized H index***	0.75

* Sum of impact factors (at the date of each publication) of the journals in which products have been published.

** Average impact factor (at the date of each publication) of the journals in which products have been published.

***H index divided by the academic seniority (time span from the first publication).

Part VIII – Publications

VIIIA - List of the publications selected for the evaluation. For each publication report title, authors, reference data, journal IF (if applicable), Scopus citations, press/media release (if any)

1. Price elasticity of water demand considering scarcity and attitudes (with Paola Garrone and Luca Grilli) *Utilities Policy*, forthcoming [ISI/Scopus; Impact factor: 2.417] - 1 citation
2. Varieties of capitalism and the internationalization of state owned enterprises (with Sergio Mariotti) *Journal of International Business Studies*, 2019, 50(5): 669-691 [ISI/Scopus; Impact factor: 7.724] - 2 citations
3. Determinants of the price response to residential water tariffs: meta-analysis and beyond (with Charles Rougé, Paola Garrone, Luca Grilli, Julien Harou and Manuel Pulido-Velazquez). *Environmental Modelling & Software*, 2018, 101: 236-248. [ISI/Scopus; Impact factor: 4.552] – 8 citations
4. Assessment of smart-meter-enabled dynamic pricing at the utility and basin scales (with Charles Rougé, Julien Harou, Manuel Pulido Velazquez, Evgenii Matrosoy, Paola Garrone, Antonio Lopez-Nicolas, Andrea Castelletti and Andrea E. Rizzoli). *Journal of Water Resources Planning and Management*, 144(5): 04018019. [ISI/Scopus; Impact factor: 3.404] – 3 citations
5. Barriers and drivers in the adoption of advanced wastewater treatment technologies: a comparative analysis of Italian utilities. (with Paola Garrone, Luca Grilli and Angelamaria Groppi). *Journal of Cleaner Production*, 2018, 171: S69-S78. [ISI/Scopus; Impact factor: 6.395] – 4 citations
6. One more ride on the merry-go-round! Public ownership and delayed competition in local public services. *Journal of Comparative Economics*, 2015, 43(4): 981-996. [ISI/Scopus; Impact factor: 1.708] – 2 citations
7. Why do local governments resist contracting out? (with Paola Garrone). *Urban Affairs Review*, 2015, 51(5): 616-648. [ISI/Scopus; Impact factor: 2.081] – 8 citations

VIIIB - Chapters in edited books

1. Sistemi locali di innovazione: il ruolo dei servizi pubblici e delle utilities (with Giuseppe Capiello), in: Capiello G., Galbiati S., Iapadre L. *Sistemi locali, reti e intermediari dell'innovazione*. Bologna: Il Mulino, 2016.
2. Enel, in: Nardozi G., Carbone S.M. *Lo Stato da gestore di grandi imprese a referente nel loro governo*. Genova: Fondazione Ansaldo Editore, 2011.
3. Finmeccanica, in: Nardozi G., Carbone S.M. *Lo Stato da gestore di grandi imprese a referente nel loro governo*. Genova: Fondazione Ansaldo Editore, 2011.

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VIIIC – Submitted papers

1. Governance heterogeneity of family firms and entry mode choice in foreign markets (with Sergio Mariotti and Lucia Piscitello)
2. Mixed ownership, institutional context and internationalization of state owned enterprises. When and how are multinational co-owners a plus? (with Sergio Mariotti)
3. Competition policy across European countries: the case for a ‘race to the up’ to attract foreign direct investment (with Sergio Mariotti)
4. Family ownership and antitrust violations (with Mario D. Amore)
5. Between a golden cage and a poisoned chalice? The impact of SFJVs on the internationalization of Chinese companies (with Filip De Beule and Stefano Elia)
6. Incentives to water conservation under scarcity: comparing price and reward effects through stated preferences (with Paola Garrone and Luca Grilli)
7. Horizontal networks and firm resilience

VIIID – Work in progress

1. Disinvestments and re-investments in foreign markets (with Sergio Mariotti and Lucia Piscitello)
2. Competition policy enforcement and foreign direct investment (with Sergio Mariotti)
3. Sino-foreign joint ventures and innovation (with Filip de Beule and Stefano Elia)
4. Sovereign wealth funds and firm performance (with Stefano Elia)
5. Static and dynamic water pricing: experimental evidence (with Charles Rougé, Paola Garrone, Julien Harou and Manuel Pulido Velazquez)
6. Municipalities and monopoly franchising. An empirical analysis of calls for tenders in Italian gas distribution

VIIIE – Official Reports

1. **2017** - Marzano, R., Rougé, C., Garrone, P., Harou, J., & Pulido Velazquez, M., Experimental economics based tests of pricing policies, Project FP7-ICT-619172, Smart H2O Deliverable D5.4 WP5.
2. **2017** - Rougé, C., Harou, J., Pulido Velazquez, M., Lopez-Nicolas, A., Garrone, P., Marzano, R., & Rizzoli, A.E., Integrated water supply. Demand modelling including dynamic pricing, Project FP7-ICT-619172, Smart H2O Deliverable D5.3 WP5.
3. **2016** - Harou, J., Padula, S., Garrone, P., Marzano, R., Rougé, C., Grilli, L., Novak, J., Micheel, I., & Rizzoli, A.E., Developing new dynamic pricing mechanisms, Project FP7-ICT-619172, Smart H2O Deliverable D5.2 WP5.
4. **2015** - Marzano, R., Padula, S., Garrone, P., Harou, J., & Maziotis, A., Review of pricing instruments, Project FP7-ICT-619172, Smart H2O Deliverable D5.1 WP5.

Part IX – Presentations at conferences, workshops, seminars and talks

IXA – Presentations at Conferences and Workshops

- Family ownership and antitrust violations, Corporate Finance Day 2019, Groningen, Netherlands (paper accepted)
- Family ownership and antitrust violations, ICGS Conference 2019, Colchester, United Kingdom (paper accepted)
- Family ownership and antitrust violations, EARIE Conference 2019, Barcelona, Spain (paper accepted)
- Disinvestments and re-investments in foreign markets, IFERA Conference 2019, Bergamo, Italy
- Disinvestments and re-investments in foreign markets, AiIG Annual Meeting 2018, Castellanza (VA), Italy
- Governance of family firms and entry mode choice in foreign markets, Workshop on internationalization and innovation of family firms, Trento, Italy
- Governance of family firms and entry mode choice in foreign markets, EIBA Conference 2017, Milan, Italy
- Governance and cognitive architecture in family firms: the impact on entry strategies in foreign markets, PDW 2017 organized by the Journal of Management Studies, Denver, United States
- Incentives to water conservation: comparing price and reward effects through stated preferences, AiIG Annual Meeting 2016, Bergamo, Italy
- Water saving: Do residential consumers respond to price? The role of informal institutions, WINIR Annual Meeting 2016, Boston, United States
- Water saving: Do residential consumers respond to price? A meta-analysis, AiIG Annual Meeting 2015, Vicenza, Italy
- Municipalities and monopoly franchising. An empirical analysis of calls for tenders in Italian gas distribution, IPF 2014, Milan, Italy
- One more ride on the merry-go-round! Public ownership and delayed competition in local public services, AiIG Annual Meeting 2014, Bologna, Italy
- Public ownership and competition for the market: Evidence from the Italian gas distribution sector, NERI Workshop 2014, Pavia, Italy
- Why do Local Governments Resist Contracting out?, AiIG Annual Meeting 2013, Milan, Italy
- A duration model analysis of restructuring decisions in Italian gas distribution, PAC 2011, Birmingham, United Kingdom
- A duration model analysis of restructuring decisions in Italian gas distribution, EGPA 2011, Bucharest, Romania

- City objective and monopoly franchising. An empirical analysis of calls for tenders in Italian gas distribution, Infraday 2009, Berlin, Germany
- Electricity and service quality in the electricity distribution sector – AiIG Annual Meeting 2009, Udine, Italy

IXB – Invited Seminars

- Varieties of capitalism and the internationalization of state-owned enterprises, Sapienza University of Rome, Roma, July 4, 2017, MORE@DIAG Seminar series
- Barriers and drivers in the adoption of advanced wastewater treatment technologies: a comparative analysis of Italian utilities, University of Insubria, Varese, June 8, 2016, Economics of Innovation Seminar series

IXB – Invited Talks

- State owned enterprises in the theories of the firm, “Giornata di studio e di festa per Sergio Mariotti”, Politecnico di Milano, Milan, November 21, 2018.

Part X – Editorial activities

XA – Editorial Appointments

- Associate Editor, *Journal of Strategic Contracting and Negotiation*, SAGE Management

XB – Activity as a Reviewer

I served as a reviewer for Global Strategy Journal, Management International Review, Public Management Review, Transportation Research: Part B, Research in Transportation Economics, Environmental Modelling & Software, Utilities Policy, Scottish Journal of Political Economy, Urban Affairs Review, among others. I served as a reviewer for the EIBA conference, the IFKAD conference, and the AIIG RSA.

Part XI – International Research Projects

- SmartH2O: an ICT Platform to leverage on Social Computing for the efficient management of Water Consumption - European Project funded under FP7 Program (Grant Agreement no: 619172)

Part XII – Consulting Experience and Commissioned Research

- Local Innovation Systems and Public Services, ICT Regional Innovation Pole of Abruzzi, 2013
- Privatization experiences in Europe, Ansaldo Foundation, 2010
- Economics of power quality regulation, Italian Energy Regulator, 2009-2010

ROMA, 01/08/2019

