

CURRICULUM VITAE



PERSONAL INFORMATION

Name	Vinicio Dinelli
Address	
Telephone	
E-mail	
Nationality	Italian
Date of birth	05-09-65

WORK EXPERIENCE

• Dates	September 2017 - Ongoing
• Name and address of employer	(WSE) WALL STREET ENGLISH, Piazzale Luigi Sturzo, 15, 00144 Roma RM
• Type of business or sector	English Language Training
• Occupation or position held	Senior Tutor, (TEFL qualified) Business English Teacher
• Main activities and responsibilities	Senior Tutor/Teacher for all WSE levels and Exam Preparation for: FCE, IELTS, CAE and Business English. Over the years, I have successfully prepared several students for their exams while working over tight deadlines. I always engage my students through creative activities designed to maximize interaction in small groups or pairs while focusing on individual strengths, weaknesses and personal learning styles. As a Business English teacher, I carry out face-to-face and blended courses with several company Directors, Managers, Legal and Financial Advisors while integrating theoretical concepts and practical ideas by using the Wall Street English Method.

• Dates	February 2014 – 2017
• Name and address of employer	SkillMeUp, Viale dei Parioli, 72, 00197 Roma RM Language Point, via G. Salvemini 3, Campagnano di Roma
• Type of business or sector	English Language Training
• Occupation or position held	(TEFL qualified) English Teacher, Trainer and Consultant

• Main activities and responsibilities	<p>Actively involved with (CLIL) Teacher Training Courses for Italian Non-Native Teachers. Specifically, MIUR-funded language courses in various Italian schools which encourage Content and Language Integrated Learning.</p> <p>EFL Teacher for all levels of General English and Exam Preparation: IELTS, Trinity, CAE, FCE, PET, KET, YLE. I have successfully prepared several classes of students for their exams while working over tight deadlines. In so doing, I integrated theoretical concepts and practical ideas and applied them to classroom situations by using the learning by doing - learning by thinking methodology. I created a trusting atmosphere through sensitivity to students' weaknesses, focused my attention on their needs and interests by keeping them engaged with creative activities.</p>
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• Dates	September 2004 -2014
• Name and address of employer	Real Training Solutions http://www.realtrainingsolutions.com
• Type of business or sector	Business English Language Training
• Occupation or position held	Business English Teacher
• Main activities and responsibilities	As a Business English teacher, I gained hands-on experience in managing several groups of adult students at various stages of their learning process. I engaged my students through creative activities designed to maximize interaction in small groups or pairs while focusing on individual strengths, weaknesses and personal learning styles. I also carried out individual face-to-face and blended courses with several company Directors, Managers, Legal and Financial Advisors.

• Dates	2003-2004
• Name and address of employer	Istituto Superiore Vittoria Colonna, Via dell'Arco del Monte 99, Roma Istituto per l'Enogastronomia e l'Ospitalità Alberghiera Vincenzo Gioberti, Via dei Genovesi 30/c, Roma.
• Type of business or sector	English Language Training
• Occupation or position held	TEFL English Teacher
• Main activities and responsibilities	In both the above-mentioned schools I conducted English language courses in preparation for the KET, PET, FCE exams, utilising my previous experience in tourism and hospitality, which was instrumental in teaching English to students getting ready to work in such areas. In particular, I reinforced students' speaking and listening skills through role-playing activities connected to front desk operations, bookings and reservations, telephone etiquette and customer grievance management.

• Dates	2003-2004
• Name and address of employer	Istituto Erminio Meschini, Via Piave 66, Roma AICI - Associazione Interculturale Italo-Irlandese, via Tiberio Imperatore 5, Roma
• Type of business or sector	English Language Training
• Occupation or position held	TEFL English Teacher
• Main activities and responsibilities	I was actively involved in preparing students for their KET, PET and FCE exams, while working part-time for both schools. I was also responsible for the language self-study centre available to all the students of the Istituto Erminio Meschini.

• Dates	February 1999 - 2003
• Name and address of employer	Princess Cruises , London, UK
• Type of business or sector	Hospitality, Tourism
• Occupation or position held	Assistant Purser (Customer Relations Officer)
• Main activities and responsibilities	Administration and Customer Relations Officer on board several Princess Cruises vessels, with the ability to handle problems with positive end results. Actively involved with passenger services operations while managing complaints professionally to ensure customer loyalty. Assisting with general administration, accounts, and shore excursions as Assistant Shore Excursion Manager onboard the authentic 'Love Boat' – MS Pacific.

• Dates	June - August 1998
• Name and address of employer	P&O Travel Ltd - Medina Chambers, Southampton, SO14 2AQ, UK
• Type of business or sector	Corporate Travel
• Occupation or position held	Business Travel Consultant
• Main activities and responsibilities	Maintained and updated corporate travel records via the Sabre computer network. Provided assistance to British clients on business travel and managed the medical emergency travel arrangements for injured passengers. Planned and organized the transfer of international crew members leaving or joining P&O cargo and cruise vessels.

<p>FREELANCE ACTIVITIES</p>
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• Dates	2006-2016
• Name and address of employer	Fondprofessioni - Viale Pasteur, 65 – 00144, Rome - Italy
• Type of business or sector	Lifelong-learning Joint Fund
• Occupation or position held	Area Promoter
• Main activities and responsibilities	Responsible for coordinating a variety of educational and professional training projects at regional level. Assisting self-employed practitioners and small/medium firms with their Lifelong-learning projects. Negotiating with trade union consultants to reach an agreement over vocational training projects at national level.

• Dates	1998 ongoing
• Occupation or position held	Translator from Italian to English and vice-versa

• Main activities and responsibilities	<p>Specialized in translating and proof-reading Economics and Social Sciences articles to be published on international science journals, for individual clients or organizations requesting high-quality translations that include an in depth knowledge of the specific terminology used in the above mentioned fields of study.</p> <p>End-clients include: 'CERES' (Economics & Social Research Centre) and the University of Rome 'La Sapienza', Department of Economics and Law.</p> <p>*Main translations and proof-readings are listed below.</p>
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• Dates	May 1988 – March 1993
• Name and address of employer	CIT Viaggi S.r.l. - Piazza della Repubblica, 68, 00100 Rome, Italy
• Type of business or sector	World Travel Group
• Occupation or position held	Business Travel Agent
• Main activities and responsibilities	Counseling for corporate travel arrangements. Preparing the necessary travel documents for corporate clients travelling to and from multiple destinations. Organizing event planning services, group travel arrangements and more. Essentially, I dealt with international clients from all over the world in English.

EDUCATION

• Dates	2004-2005
• Name and type of organization providing education and training	International TEFL Corporation
• Principal subjects/occupational skills covered	Teaching English as a Foreign Language
• Title of qualification awarded	TEFL Certification

• Dates	1993 – 1997
• Name and type of organization providing education and training	University of Malta, MSD 06, Malta
• Principal subjects/occupational skills covered	Contemporary International Relations, Diplomacy, International Law, International Economics, Economics of the EU, Statistics, Political Science, History and Institutions of the EU.
• Title of qualification awarded	BA (Hon) International Relations - European Studies
• Level in national classification	Egregia Cum Laude

• Dates	1978 – 1984
• Name and type of organization providing education and training	Saint George's College – South Africa
• Principal subjects skills covered	Mathematics, Physics, Biology, Chemistry, Religion, History, Economics, English, Italian and French.
• Title of qualification awarded	9 'O' Levels - including Maths and English 2 'A' Levels - Italian and Economics

ADDITIONAL TRAINING CERTIFICATES

• Dates	April 2004
• Name and type of organization providing education and training	PRINCESS CRUISES
• Title of qualification awarded	BASIC SAFETY TRAINING (SUR-FFT-EFA-PSSR) first aid, fire-fighting, personal survival at sea, crowd management

• Dates	July 2002
• Name and type of organization providing education and training	PRINCESS CRUISES in conjunction with the Bermuda Government (Registry of Shipping)
• Title of qualification awarded	Proficiency in Survival Craft and Rescue Boats Certificate (BDA.PRSC 0015)

• Dates	June 2002
• Name and type of organization providing education and training	PRINCESS CRUISES in conjunction with Johnson & Wales University and the Marine Hotel Association (MHA)
• Principal subjects/occupational skills covered	Onboard Management Development Program
• Title of qualification awarded	Onboard Management Certificate

PERSONAL SKILLS AND COMPETENCES
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MOTHER TONGUE	ENGLISH
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OTHER LANGUAGES	ITALIAN
• Reading skills	EXCELLENT
• Writing skills	EXCELLENT
• Verbal skills	EXCELLENT

OTHER LANGUAGES	FRENCH (SINCE SECONDARY SCHOOL)
• Reading skills	GOOD
• Writing skills	BASIC
• Verbal skills	GOOD

INTERPERSONAL SKILLS AND COMPETENCES	Multilingual communicator fluent in English and Italian with an ability to work under pressure within fast-paced environments. Hands-on experience in effectively interacting with people at all levels of seniority and multicultural backgrounds. A dynamic and hard-working individual who takes great pride in his work.
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TECHNICAL SKILLS	Computer literate, particularly proficient with Microsoft Office: Word, Excel, PowerPoint and Access. Familiar with the Galileo and Sabre network systems, the Internet & email. Particularly proficient with Apple computers in OSX operating system environments.
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ANNEXES	<ul style="list-style-type: none"> • List of main translations and proof-readings; • dichiarazione sostitutiva di certificazione del diploma di laurea (art. 46, comma 1 del D.P.R. n.445/2000) • dichiarazione sostitutiva di certificazione dei titoli scientifici valutabili ai fini della procedura di valutazione comparativa (art. 46, comma 1 del D.P.R. n.445/2000)
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Rome, 20th March 2022



Autorizzazione all' uso dei dati personali

In ottemperanza a quanto previsto dalla legge 196/2003 autorizzo espressamente al trattamento dei miei dati personali per esigenze connesse all' ambito lavorativo.

List of main translations and proof-readings

1. «Informal recruitment channels, family background and university enrolments in Italy», *Higher Education*, 81:4, pp. 815-841, 2021 (**CLASSE A - ANVUR**). IF: 3.0
2. (with MM.Giannetti) «Diffusion and mortality of the Covid-19 pandemic in the Italian Provinces: The role of human capital, families' structure, population mobility and local healthcare systems», *Quaderni di Economia del Lavoro* (ISSN 0390-105X, ISSN 1971-8470) 2020, 111, pp. 262-286, 2020. (**ANVUR – GEV 13**)
3. (with G. Croce), «The evolution of wage gaps between STEM and non-STEM graduates in a technological following economy», *Applied Economics*, 52:23, 2427-2442, 2020. (**CLASSE A - ANVUR**), IF 0.518. DOI: 10.1080/00036846.2019.1691142
4. E. Ghignoni, G. Croce, A. d'Ambrosio, (2019) «University dropouts vs high school graduates in the school-to-work transition: Who is doing better?», *International Journal of Manpower*, Vol. 40:3, pp.449-472. (**ISI-WEB OF SCIENCE**). IF: 0.471.
5. F. Ravagnani, 2016, «Propensities to Consume and the Personal Distribution of Income in a Simple Keynesian Model».
6. E. Ghignoni, 2016, «The 'great escape' from Italian Universities: Do labour market recruitment channels matter?», *Quaderni di Economia del Lavoro*, Vol. 2:106, pp. 49-75. (**ANVUR – GEV 13**)
7. G. Croce, E. Di Porto, E. Ghignoni, A Ricci, 2016, «Agglomeration and workplace training: Knowledge spillovers vs. poaching», *Regional Studies*, Vol. 50:11, pp. 3-17. (**CLASSE A - ANVUR**). IF: 1.987.
8. G. Croce, E. Ghignoni, A Ricci, 2016, «Fixed term contracts and employers' human capital: the role of educational spillovers», *Papers in Regional Science*, pp. 1-22. (**CLASSE A - ANVUR**). IF: 1.144.
9. E. Ghignoni, A. Verashchagina, 2016, «Added worker effect during the Great Recession: Evidence from Italy», *International Journal of Manpower*, Vol. 37:8, pp. 1264-1285. (**ISI-WEB OF SCIENCE**). IF: 0.471
10. E. Ghignoni, 2016, «Family background and university dropouts during the crisis: the case of Italy», *Higher Education*, 71:4, pp. 1-25. (**ISI-WEB OF SCIENCE**). IF: 1.151
11. L. Milone, 2015, «Libero scambio, protezionismo e cooperazione in Keynes» / Free Trade, Protectionism and Cooperation according to Keynes.
12. M. Capparucci, E. Ghignoni, A.Verashchagina, N. Vorozhbit, 2015, «The drivers of innovation in the Italian manufacturing sector», *Economia&Lavoro*, n. 3, pp. 111-128. (**ECONLIT**). IF: 0.099
13. G. Croce, E. Ghignoni, 2015, «Educational mismatch and spatial flexibility in Italian local labour markets», *Education Economics*, Vol. 23:1, pp. 25-46. (**ISI-WEB OF SCIENCE**). IF: 1.146
14. *Italian Final Research Report*, 2014, BRIC(S) in TOUR – Redefining learning outcomes and training to prepare future workers for the tourism sector, Leonardo Partnership project 2012-1-IT1-LEO04-02906 1, *European Commission*.
15. E. Ghignoni, A. Verashchagina, 2014, «Educational qualifications mismatch in Europe. Is it demand or supply driven?» *Journal of Comparative Economics*, Vol 42:3, pp. 670-692. (**CLASSE A - ANVUR**). IF: 1.176
16. E. Ghignoni, R. Livraghi, G. Pappadà, 2013, «Europe: the Role of “Capabilities” and Human Capital», *Journal for Perspectives of Economic Political and Social Integration*. V.18: 1-2, pp. 49–92, ISSN (Print) 1733-3911. (**ANVUR – GEV 13**)

17. G. Croce, E. Ghignoni, 2012, «Demand and Supply of Skilled Labour and Overeducation in Europe: A Country-Level Analysis», *Comparative Economic Studies*, 54:2; pp. 413-439. **(ISI-WEB OF SCIENCE)**. IF: 0.75
18. E. Ghignoni, 2012, «Young workers' overeducation and cohort effects in "P.I.G.S." countries versus the Netherlands: a pseudo-panel analysis», *Rivista di Politica Economica*, SIPI, Rome, n. 1-3, pp. 197-244. **(ECONLIT)**. IF: 0.66
19. G. Croce, E. Ghignoni, 2012, «Employer-provided Training and Knowledge Spillovers: the Evidence from Italian Local Labour Markets», *Regional Studies*, vol. 46:3, pp. 339-353. **(CLASSE A – ANVUR)**. IF: 1.987
20. E. Ghignoni, 2011, «Demand and supply of skilled labour and persistence of young workers' overeducation in Europe: Mediterranean countries versus the Netherlands», *Journal of Educational, Cultural and Psychological Studies*, n. 4, pp. 101-144. **(SCOPUS)**
21. Manuale Operativo ENGYCALOR, 2011, ENGYCALOR ENERGIA CALORE s.r.l., VIA AURELIA, 915, 00165, ROMA.
22. *Italian Final Research Report*, 2010, Ensuring sustainable employment and competitiveness in the EU Food and Drink sector: meeting the challenges of the labour market, FoodDrinkEurope – EFFAT (European Federation of Food, Agriculture and Tourism Trade Unions), *European Commission*.
23. E. Ghignoni, 2009, «Temporary Contracts, Employees' Effort and Labour Productivity: the Evidence for Italy» *Economia Politica*, XXVI, n. 2, pp. 263-297. **(CLASSE A - ANVUR)**. IF: 0.676.
24. E. Ghignoni, G. Pappadà, 2009, «Flexicurity analysis of youngsters in Europe: the role of "capabilities" and human capital», *Quaderni di Economia del Lavoro*, n. 90, Franco Angeli, Milan, pp. 145-178. **(ANVUR – GEV 13)**
25. E. Ghignoni, P. Naddeo, G. Pappadà, C. P. Parello, 2009, «Quantitative and Qualitative Analysis of Labour Market Integration of Young People», *Quaderni di Economia del Lavoro*, n. 90, Franco Angeli, Milan, pp. 55-127. **(ANVUR – GEV 13)**
26. *Italian Final Research Report*, 2008, Youth project (Young in Occupations and Unemployment: Thinking of Their Better Integration in the Labour Market), DGV, *European Commission*.
27. E. Ghignoni, R. Livraghi, G. Pappadà, 2007, «Fair Trade: the Creation of New Knowledge in a Sector Characterized by Positive Externalities in both Developing and Industrialized Countries», *Journal for Perspectives of Economic Political and Social Integration*, Vol. XIII, n. 1-2, pp. 139-178. **(ANVUR – GEV 13)**
28. E. Ghignoni, M. Capparucci, P. Naddeo, 2007, «Contribution Wedge and Social Security in Atypical Contracts: the Role of the State in the Matching Process on the Labour Market», *Economia&Lavoro*, Fondazione Brodolini, Carocci, Roma, Anno XLI, n. 2, pp. 175-205. **(ECONLIT)**. IF: 0.099
29. E. Ghignoni, 2007, «Education, Training and Probability of Transition to Permanent Employment in the Italian Regional Labour Markets», *Rivista Italiana degli Economisti*, XII, n. 1, Il Mulino, Ancona, pp. 79-124. **(ECONLIT)**. IF: 0.68
30. E. Ghignoni, 2006, «Household income, fertility and human capital: the case of the Italian Mezzogiorno», *Economia&Lavoro*, Fondazione Brodolini, Carocci, Roma, Anno XL, n. 3, pp. 63-87. **(ECONLIT)**. IF: 0.099
31. *Italian Final Research Report*, 2006, FAIR (For a New Recognition of Skills Informally and Non Formally Developed in the Fair Trade Sector), Leonardo Project, *European Commission*.

Rome, 20th March 2022

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