

ANTONIO MAJOCCHI
Born on 17th November 1967

Full Professor in Global Management
[Department of Business and Management](#)
Luiss University Rome

Personal Web page: <https://sites.google.com/unipv.it/amajocchi/cv>

Previously, I was Full Professor of International Management and Dean of the Department of Economics and Management of the University of Pavia and President of the Pavia Science Park, the university business incubator.

I spend my entire professional career as a full time researcher in the field of international business and international management. Since the completion of his PhD thesis in 1996 my main research interests concern firms internationalisation strategies, international marketing and entrepreneurship and the SMEs performance drivers. My most recent interests regard the impact of corporate governance on firms' international strategies. I have published my researches in international journals like: *Journal of World Business*, *Journal of International Business Studies*, *International Small Business Journal*, *International Business Review*, *Transnational corporation*, *Journal of Business Ethics*, *Journal of Small Business Management*; *Management International Review*. I have taught international business and marketing at the Faculty of management of the University of Alcalà (Spain) and taught regularly at the Management School of the Strasbourg University (France). In the academic year 2012-2013 I hold the course of International Business at the Faculty of Economics and Social Sciences of the University of Fribourg (CH).

I carried out research activities with Italian leading firms and banks and with international institutions (OECD, LEED program and European Commission). I have been member of the Governing body of the *Musing Project*: Risk management Business intelligence and internationalisation (EU Commission, Sixth framework program Information Society) and a visiting scholars at at D'Amore-McKim School of business (Northeastern University, Boston USA), the Department of Management of the King's College (University of London) and at the Departamento de Dirección de Empresas "Juan José Renau Piqueras", University of Valencia (Spain).

1986 (September)-1987 (March). Pavia University International Students exchange grant: Semester at the Faculty of Social Science University of Hull, UK.

1991 (July) Degree in Economics, "Università degli Studi di Pavia". Submitted thesis: "The international funding of the European local authorities. New perspectives in the framework of the EMU, Graduated *cum laude*

1992 (September) - 2005. Secretary general of the Italian section European Community Study Association (ECSA -Italy)

1992 (September) – 1996 (November). Università "L. Bocconi", Milan. PH. D. in Business Economics and Management science, Title of the thesis: "Economic theories and international firm strategies"

1994 (December) –1996 (December). Lecturer in business management, Faculty of economics, Università dell' Insubria, Varese.

1996 (June –September). Visiting scholar at the University of Reading (U.K.), Department of Economics

1996 (September)- 2005. Member of the Editorial Board of the «European Union Review»

1996 (May) –1997 (February). Member of the OECD research group on «Internationalisation strategies by Italian industrial districts: the case of SMEs in Romania»

1997 (January) –2004 (December). Senior Lecturer in International business and management, Faculty of Economics, Università degli Studi dell' Insubria Varese

2004 (May). Visiting scholar at the Université Robert Schuman de Strasbourg; CESAG, IECS, Ecole de commerce,

2005 (January) - 2016. Associate Professor in International business – Università degli Studi di Pavia, Faculty of Economics

2005 (January) - 2012. Director of the CIBIE Research Centre (Centre for International Business and the International Economy)

2005 (June-July) . Visiting Scholar Dept. of Management, King's College, University of London

2006 (3 May – 2 June). Visting Professor, IECS, Université Robert Schuman, Strasbourg, Professor of International marketing

2006 a 2013 Responsible for Double Degrees program and the International activities for the Faculty of Economics

2007 (1- February – 28 February). Visting Professor, IECS, Université Robert Schuman, Strasburgo, Professor of Marketing, undergraduate.

2008 (15 January – 14 Febraury). Visting Professor, IECS, Université Robert Schuman, Strasburgo, Professor of International marketing, Master in Marketing management

2008 - 2009(1 September – 15 January). Visiting Scholar Dept. of Management, King's College, University of London

2009 - 2014 Director of MIBE, 2-years English Master program (laurea specialistica) in International Business and Management, Faculty of Economics, University of Pavia.

2009-2011 Economic Opinionist for the press agency AGL Espresso, Gruppo Espresso - La Repubblica,

2009 - current Member of the Board - Ferrata Storti Foundation a non-profit organization owner of the "Haematologica review".

2009 - current Member of the Board of Directors - University of Pavia.

2009 (1 April – 31 May / 1 November – 30 November). Visiting Professor, IECS, Université Robert Schuman, Strasbourg, Professor of International marketing, undergraduate.

2010 (1 December – 20 December). Visiting Professor, Ecole de Management, Université de Strasbourg, Professor of International marketing, undergraduate.

2011 (1 november -16 december). Visiting Professor, Facultat d'Economia, Departamento de Dirección de Empresas "Juan José Renau Piqueras", University of Valencia Spain, Research project on: "The role of board composition and intangible resources in promoting firms' international diversification: an integrated approach"

2012 (May). Visting Professor, Università de Alcalà de Henares, Facoltà di Economia, (Sp), Professor of International marketing, Master in Marketing management

2012 (1 October – 30 December). Visiting Professor, University of Fribourg (Svizzera), Professor of International Business, Master in European Management.

2016-current Full Professor – International Business University of Pavia

2017 (20 July – 10 December) Visiting professor at D'Amore-McKim School of business (Northeastern University, Boston USA),

2017 (1 October). Dean of the Department of Economics and Management of the University of Pavia and member of the University Senate

last update February 2018

Teaching

1995 - 2002 Lecturer in International financial markets and international Finance, Master in "International Banking and Finance" organized by the Fondazione Giordano Dell'Amore Milan.

1996- 2004 Marketing (undergraduate), Insubria University, Varese

1996 - 1999 Lecturer in International financial markets at the Master in International Finance, Consorzio Pavese Studi Universitari, Pavia

1996 - current Lecturer in Management and financial reporting, Master in co-operation and development, IUSS, Pavia

2004 - current International marketing, undergraduate Université Robert Schuman de Strasbourg; CESAG, IECS, Ecole de commerce,

2004-2006 Lecturer in Introduction to financial markets and Firm valuation, Master in Management of Complex System, IUSS, Pavia

2005 – 2007 Principles of Management (undergraduate) University of Pavia, Faculty of Economics

2005 – 2011 International Business (undergraduate). University of Pavia, Faculty of Economics

2007 – 2010 International marketing (postgraduate). University of Pavia, Faculty of Economics

2007 - 2102 Università de Alcalà de Henares (SP), Faculty of Economics, Professor of International marketing, Master in Marketing management

2009-current International Management (post-graduate); University of Pavia, Faculty of Economics

2009-current Member of the Scientific Committee of the "Alma Mater Ticinensis". Foundation

2012 -2013 *International business methodologies* PhD program DREAM, Faculty of Economics and Management, Università degli Studi di Pavia.

2012 -2013 *International Management Fundamentals*, European Module, Undergraduate, Faculty of Economics, University of Fribourg (Suisse).

Grant, Awards & Skills

Memberships

Member of the Academy of International Business (AIB), European Community Studies Association (ECSA), Secretary General of AUSE (ECSA-Italy). European International Business Academy (EIBA).

Referee

Journal of International Business Studies, Journal of World Business, International Business Review, Journal of Business Venturing, Corporate Governance, International Small Business Journal, Academy of International Business World Conference, EIBA annual conference, Management Research News.

Technical skills and professional experiences

- Good knowledge of the statistical packages Stata and of econometric methods for both cross-section and panel data.
- Consulting and training activities with Italian leading banks and European Leasing companies (Bipop, BPM; Unicredit; Unicredit Global Leasing, CR Verona; Banca MPS).
- Consulting activities with OECD, LEED program

PhD theses supervisions/examinations

- Member of the board for the evaluation of the Doctoral theses in management, Université Robert Schuman de Strasbourg; CESAG, IECS, Strasbourg, 2005.
- Supervisor of the thesis by Michela Castagna, *The choice among joint ventures and strategic alliances: evidence from Italian firms*, Doctoral consortium University of Pavia, 2008.
- Member of the board for the evaluation of the Doctoral theses in management at the Faculty of Economics, University of Pavia and at Faculty of Economics, Bicocca University, Milan.
- External examiner of the Doctoral thesis by Kim Mijer: *High performance working practices and innovation: a configurational approach*; Facultat d'Economia, Departament de Direccio d'Empreses "Juan José Renau Piqueras", Valencia Spain (2012).
- External examiner of the Doctoral thesis by Kim Mijer: *Antecedents and outcomes of absorptive capacity: Three studies in the spanish manufacturing sector*"; Facultat d'Economia, Departament de Direccio d'Empreses "Juan José Renau Piqueras", Valencia Spain (2013).
- External examiner of the Doctoral thesis by Byoung Youp Lee entitled: *"The effect of foreign ownership in emerging economy, evidence from Korean listed companies"*, supervised by Dr Pervez Ghauri at the Dpt. Management, King's College University, London (2012)

Awards

- *Are Family Firms More Internationally Involved than Non-Family Firms? The Case of Italy* (ID# 649, Session 3.4.5), J-F. Hennart, Singapore Management University and University of Pavia, A. Majocchi, University of Pavia, Paper nominated at the 2013 AIB Conference for the Aalto University School of Economics "That's Interesting!" Award.
- Best Empirical Paper Award – 10th Workshop on Family Firms Management Research – Bergamo 22nd-24th May 2014 – *European Differences in the Extent of Family Firms Internationalization* with J.F. Hennart and E. Forlani.
- Best Paper award 6th Aalborg International Business conference (28-29 June 2016), *Family management, Quality Focus, and European SME internationalization*, with J.F. Hennart and E. Forlani.
- Best Paper for the Section International Business “The global market scope/export performance relationship in family SMEs: an analysis of the moderating effect of external managers and external capital in five European regions” SIM Conference 26-27 October, 2017, University of Bergamo

Grants and Research project

- Main coordinator of the 2010 Cariplo Foundation International Recruitment Call, *The internationalization of Italian firms: the role of intangibles, managerial resources, and corporate governance*
- Member of the Governing body Musing Project: Risk management; Business intelligence and internationalisation (EU Commission, Sixth framework program Information Society)
- Head local unit, FIRB 2003, on: "Data mining models and knowledge management for SMEs."
- Scientific coordinator of the project: “European Union toward enlargement: integration maturity and adjustments of acceding and non acceding countries of Central and Eastern Europe”, ECSA-Italy research project, supported by the EU Commission (Agreement n. 2003-0249).
- Italian firm in the PECO countries, Research project co-ordinated by the Università degli Studi dell’Insubria, in co-operation with the universities of: Praha, Budapest, Poznam, Timisoara; Maribor.
- Coordinator of the research group on: An analysis of SMEs investment in Romania, CNR project n. 99. and OECD LEED program.

Seminars

- Queen’s Mary University (UK); Sussex University (UK); Blumenau (Br); Università Cattolica del S. Cuore sede di Piacenza; Università di Bologna, *D’Amore-McKim School of Business (Northeastern University Boston)*

Publications

Main publications see [here](#)

Italian publications

- (2008) *Gli investimenti diretti dall'estero: un'indagine empirica*, in “L’India tra i grandi. Politica, economia e società sessant’anni dopo. A cura di G. Calchi Novati, S. Beretta e S. Casci, Carocci Editore, Roma, pag. 193-208
- (2007) The transnational model within a High-Technology firm: a reappraisal of the role of functions against subsidiary units, in “Creazione di valore, corporate governance e informative societaria”, (a cura di Mella P. e Velo D.), Giuffrè Editore, Milano, pp. 439-457(2006) *Le imprese italiane nei Paesi dell’Europa centrale e orientale: le scelte di localizzazione*, pag. 79- 100; in *L’internazionalizzazione delle*

- imprese italiane nell'Est Europeo: evidenze e prospettive, (a cura di) Enrico Cotta Ramusino, *Sinergie, rapporti di Ricerca*, n. 24 Dicembre 2006;
- (2005) *L'integrazione economica dei Paesi dell'Europa centrale e orientale: il ruolo delle piccole e medie imprese*, in: Gli allargamenti della CEE/UE 1961-2004, A. Landuyt e D. Pasquinucci, Il Mulino, Bologna, pp. 1017 – 1040.
 - (2005) (with M.E.. Maccarini, and A. Zucchella), (2003), *Governance e strategia delle medie imprese. Le medie imprese dell'Italia nord-occidentale a confronto con quelle europee*, in: Competizione globale e sviluppo locale tra etica e innovazione, Giuffrè Editore, Milano, pp. 195-214
 - (with Dario Velo), (2002), *Imprese europee*, Enciclopedia Treccani di Scienze sociali, 2002.
 - (with A. Onetti), (2002), *Gli investimenti italiani in Romania. I risultati di una ricerca sulle strategie delle imprese italiane nei distretti industriali romeni*, in: *L'internazionalizzazione delle PMI nell'Europa centro orientale*, ed. by D.Velo and A. Majocchi, Giuffrè Editore, Milano.
 - (with Marenzi A e Gavana G.) (2001), *Gli effetti della riforma fiscale sui bilanci delle imprese manifatturiere*, in: *Economia Pubblica*, anno XXXI, n. 2, 2001, pag. 65 – 96.
 - (2000), *La dimensione economica della governance europea* in: *L'Europa verso l'Euro*, atti del IV colloquio Ause, Venezia 2000, (a cura di) A. Majocchi, Cacucci Editore, Bari.
 - (1998), *L'internazionalizzazione delle imprese distrettuali in Romania; "Atti del Convegno dell'Associazione italiana degli economisti di impresa"* Genova, 14 Novembre 1998.
 - (1997), *Economia e strategia dei processi d'internazionalizzazione delle imprese*, Giuffrè, Milano.
 - (1993) *La creazione di una banca europea del mediterraneo e il finanziamento dello sviluppo dell'area mediterranea*, in *Il Risparmio, Rivista dell'Associazione italiana delle Casse di Risparmio*, n. 1, pp. 75 – 89
 - (1993), *Il finanziamento degli enti locali in Francia*. in: *Economia Pubblica*, n.6, June, pp. 295-308.
 - *Il finanziamento degli enti locali in Francia. Il posizionamento strategico delle istituzioni finanziarie*. in "Il finanziamento degli enti locali nell'Unione economico-monetaria europea", a cura di Dario Velo, Giuffrè Editore, Milano, 1993

Working Papers and Technical Reports

1. (2011) con E. Cotta Ramusino, *Il rapporto banca-impresa nel contesto della crisi: vincoli, esigenze, prospettive*, Rapporto Assolombarda-UBI Banca.
2. (2005), *The economic integration of the Central and Eastern European countries: the role of the small and medium enterprises*, in *Adjusting to Enlargement*, eds by T. Palánkai, Hungarian European Community Studies Association, Technical Report, Budapest, pp. 57 - 74
3. (2004). *The Economic Integration of the Central and Eastern European Countries: The Role of the Small and Medium Enterprises*, AUSE working paper; 9/2004; <http://www.ause.it/wp/09-2004.pdf>
4. (2004) *Developing a Favourable Business Environment: Lessons from the experience of Italian Firms in The Region of Timisoara*, Romania, paper presented at the OECD Conference on: Clusters of Enterprises and the internationalisation of SMEs: the Case of the Romanian Region of Timisoara, Timisoara, 24 May 2004 (<http://www.oecd.org/dataoecd/36/9/31798578.pdf>)
5. (2004) con J. Soukup, *Italian direct investment in the Czech Republic: the results of a fields analysis*, Working Paper n. 33, 2004, Dipartimento di Economia, Università degli Studi dell'Insubria 2004
6. (2004), con M. Cocito, R. Gatta, A. Onetti, *Subsidiaries within a High-Tech MNC. A reappraisal of the Role of Functions*, paper presented at the EISAM workshop on: "Coopetition Strategy: Toward a New Kind of Interfirm Dynamics?" - Catania, September 16-17 2004; Working Paper n. 21, 2004, Dipartimento di Economia, Università degli Studi dell'Insubria.
7. (2003), con J. Mojska, *L'internazionalizzazione delle imprese italiane nella Repubblica Ceca e in quella Slovacca. I risultati di un'analisi empirica*. AUSE working paper; 4/2003; www.ause.it/wp/4_wp.pdf

8. (2003). (con D. Velo). La situazione economica della provincia e i risultati dell'analisi del campione, in: *Il Rapporto su economia e finanza delle imprese manifatturiere pavesi*, a cura di D. Velo, Banca regionale europea, pg. 7-17.
9. (2003). (con D. Velo). La situazione economica della provincia e i risultati dell'analisi del campione, in: *Il Rapporto su economia e finanza delle imprese manifatturiere cuneesi*, a cura di D. Velo, Banca regionale europea, pg. 7-17.
10. (2003) (con Bottinelli L. e Pavione E.), *Il franchising come strumento di penetrazione sui mercati esteri: il caso Segafredo Zanetti*, Convegno annuale della rivista Industria e Distribuzione, Roma, 14 - 15 novembre 2003
11. (2001). (con F. Velo). La struttura dell'economia della Provincia di Pavia, in: *I Rapporto su economia e finanza delle imprese manifatturiere pavesi*, a cura di D. Velo, Banca regionale europea, pg. 11-32.
12. (2001). (con A. Marenzi). La tassazione delle imprese pavesi: un'analisi degli effetti della riforma, in: *I Rapporto su economia e finanza delle imprese manifatturiere pavesi*, a cura di D. Velo, Banca regionale europea, pg. 171-184.
13. (2001). La struttura dell'economia della Provincia di Cuneo, in: *I Rapporto su economia e finanza delle imprese manifatturiere cuneesi*, a cura di D. Velo, Banca regionale europea, pg. 1-37.
14. (2001). (con A. Marenzi). La tassazione delle imprese cuneesi: un'analisi degli effetti della riforma, in: *I Rapporto su economia e finanza delle imprese manifatturiere cuneesi*, a cura di D. Velo, Banca regionale europea, pg. 175-190.
15. (2000), *Gli effetti della riforma fiscale sui bilanci delle imprese manifatturiere* Facoltà di Economia, Università dell'Insubria, Serie Working paper, n. 2 (con G. Gavana e A. Marenzi), 2000;
16. (2000) *Are industrial clusters going international? The case of Italian Smes in Romania*, Proceedings of the Asac-Ifsam joint conference, 8-11 July, 2000, Montreal, Canada. Pubblicato anche in: Università dell'Insubria, Working paper . n. 12/2000;
17. (1998), *L'internazionalizzazione delle imprese distrettuali in Romania;* "Atti del Convegno dell'Associazione italiana degli economisti di impresa" Genova, 14 Novembre 1998.
18. (1994) *L'internazionalizzazione delle imprese. Evoluzione del fenomeno e panorama della principale letteratura.*, Working paper, n. 1 ,Collana del Dipartimento di Economia Aziendale, 1994;

Presentations

Conferences attended with presentation (selected)

1. The internationalisation strategies by Italian industrial district SMEs in the Euro era", 7th European workshop, Spetsae Summer school (Greece) (8 July 1999).
2. "Gli investimenti italiani in Romania. I risultati di una ricerca sulle strategie delle imprese italiane nei distretti industriali romeni", FinAfrica Foundation conference on L'integrazione economico-finanziaria dei PECO, Milan (21 September 1999).
3. Are industrial clusters going international? The case of Italian SMEs in Romania", Asac-Ifsam joint Conference, Montreal, Canada (8-11 July 2000).
4. "Strategie di internazionalizzazione nei distretti industriali", V colloquio di Finanza: Le PMI nei Paesi dell'Europa Centrale e Orientale, Fondazione Giordano Dell'Amore, Milano (22 June 2001).
5. "Internationalisation and performance: findings from a set of Italian SMEs" 27th EIBA Annual Meeting (Paris, 13-15 dicembre 2001).
6. "The internationalisation of italian Smes in Romania: the replication of district relations in an international context". 28th EIBA Annual Meeting (Athens, 8-10 dicembre 2002).

7. "Corporate Governance and Social Responsibility: An Analysis of French and Italian SMEs". 29th Annual EIBA (European International Business Academy) Conference, Copenhagen Business School, Dec. 11-13, 2003, con Ulrike Mayrhofer, Davide Secchi e Sabine Urban.
8. Delocalisation of Italian enterprises in Timisoara: a real cluster? Invited speaker, OECD-LEED Conference on: "Clusters of Enterprises and the Internationalisation of SMEs: the Case of the Romanian Region of Timisoara, 24 May 2004.
9. (with M. Cocito, R. Gatta, A. Onetti), Subsidiaries within a High-Tech MNC. A reappraisal of the Role of Functions, paper presented at the EISAM workshop on: Coopetition Strategy: Toward a New Kind of Interfirm Dynamics? - Catania, September 16-17, 2004.
10. (with R. Strange), Economic Liberalisation and FDI Location Decision: Evidence from Italian Firms in Central and Eastern Europe, 31th EIBA Conf., Dec. 14-16, 2005; Norwegian Management School.
11. (with L. Dalla Valle), Country dispersion, risk and international performance. An analysis of a sample of Italian manufacturing SMEs, in: 32nd EIBA Annual Conference, Fribourg, 2006.
12. (with M. Presutti), The Determinants of foreign direct investment location in Italy. An analysis of institutional features., in: 32nd EIBA Annual Conference, Fribourg, 2006
13. (2007) (with M. Presutti), The effect of institutional features and agglomeration economies on MNC location choices: evidence from Italy., in AIB UK Chapter Annual Conference, King's College, April 13 - 14th 2007, University of London.
14. (with Presutti M., Boari C.), (2007) Start-ups, knowledge acquisition and knowledge exploitation: does proximity really matter? 2007 Annual Meeting of the Academy of Management; Philadelphia PA; August 3-8, 2007
15. (with Presutti M., Boari C.), The Processes of Knowledge Acquisition and Knowledge Exploitation of High-tech Start-ups: An Empirical Analysis, San Diego CA, 14-17 October,
16. Panel session: Semantic based knowledge and textual data analysis for internationalisation: Methodologies and applications, Invited speaker at the panel session, Chair: Pervez Ghauri, Manchester Business School; 33rd EIBA Conference, Catania, 13-15 December
17. (with Michela Castagna), The choice among joint ventures and strategic alliances: evidence from Italian firms, 33rd EIBA Conference, Catania, 13-15 December
18. (with Roger Strange), Corporate Control and International Diversification: Evidence from Italian Firms, AIB 2008 Annual Meeting, Milan, Bocconi University, Italy, June 30- July 3, 2008
19. (with Roger Strange), Corporate Control and International Diversification: Evidence from Italian Firms, 35th EIBA Annual Conference - Valencia, 13-15 December 2009, "Reshaping the Boundaries of the Firm in an Era of Global Interdependence".
20. (with Ulrike Mayrhofer & Joaquin Camps), The Choice Between Joint Ventures And Non-Equity Alliances: Evidence From Italian Firms, 36th EIBA Annual Conference - Porto, 9-11 December 2010, "IB'S Role in Building a Better and Stronger Global Economy", Host: School of Economics of the University of Porto.
21. Corporate ownership and internationalisation: the effects of family, bank and institutional investor ownership in the UK and in Continental Europe, Proceedings of the 38th AIB-UKI Conference, "International business: new challenges, new forms, new practices, University of Edinburgh Business School, April 14-16, 2011; ISBN 978-0-9568765-0-8.
22. (with Joaquin Camps Torres and Federico Torres Carballo), XXI Congreso ACEDE – (Asociación Científica de Economía y Dirección de la Empresa), The effect of board composition and intangible resources on the level of firms international diversification: an integrated approach, Barcelona 4- 6 septiembre

23. Academy of International Business, AIB Annual Meeting Washington, DC, USA: June 30-July 3, 2012. Invited guest at the panel session: Approaches to the Modelling of MNE Location Choices, Chair Prof. Roger Strange
24. Corporate Ownership and Internationalization: The Effects of Family, Bank and Institutional Investor Ownership in the UK and in Continental Europe, V. Odorici, University of Bologna; A. Majocchi, University of Pavia & M. Presutti, University of Bologna. AIB Annual Meeting, Istanbul, Turkey July 3–6, 2013.
25. Are Family Firms More Internationally Involved than Non-Family Firms: The Case of Italy. AIB Annual Meeting, Istanbul, Turkey July 3–6, 2013,
26. Academy of International Business, AIB Annual Meeting Washington, DC, USA: June 30-July 3, 2012. relatore invitato alla panel session: Approaches to the Modelling of MNE Location Choices.
27. European International Business Academy (EIBA), 39th Annual Conference, Universität Bremen, Germany, December 12th - 14th, 2013 Panel: Family Firms and Internationalization, Family Firms and Internationalization, with: J.-F. Hennart; A. Majocchi; J. C. Casillas; D. Morschett; B. Swoboda; J. Larimo; T. Pedersen; E. Forlani.
28. EURAM - 2014, Valencia. Spain. 4-7 June 2014. Symposium 02. MNEs and growth through clusters, F. Puig University of Valencia, Panellists: Cook, G.. Liverpool University, UK. H.O., Madhok, A.. York University, Toronto-Canada. Majocchi, A.. University of Pavia, Italy. Molina-Morales, X. University Jaume I, Castellon-Spain. Pandit, N.. Norwich Business School, London, UK.
29. EURAM - 2014, Valencia. Spain. 4-7 June 2014. , Regional and Global Exporting in SMEs: An Investigation of Ownership and Outside Managers, with A. D'Angelo, University of Glasgow and T. Buck, University of Glasgow
30. AIB 2014 Annual Meeting Vancouver, Canada, June 23-26, 2014 AIB 2014 Annual Meeting Vancouver, Canada, June 23-26, 2014, Panel on: The Internationalization of Family Firms Chairs: J.-F. Hennart, Tilburg University and L. Kano, University of Calgary Panelists: L. Kano, and Alain Verbeke, University of Calgary M. Van Essen, University of South Carolina A. Majocchi, University of Pavia E. Banalieva, Northeastern University Ruth V. Aguilera, University of Illinois at Urbana.
31. AIB 2014 Annual Meeting Vancouver, Canada, June 23-26, 2014, Striking the Right Balance: The Effect of Internally and Externally Generated Knowledge on Firms' Geographical Scope S. Denicolai, A. Majocchi, and A. Zucchella, University of Pavia
32. ANPAD - Associação Nacional de Pós-Graduação e Pesquisa em Administração Rio de Janeiro, (Brasil) 14 Settembre 2014, As Relações entre Estímulo a Inovação, Fatores Facilitadores e Mecanismos de Suporte no Desempenho, Inovador da Indústria Têxtil de Santa Catarina, Giancarlo Gomes*, Antonio Majocchi, Joaquin Alegre