

CV ALBERTO FRANCESCONI (short)

Alberto Francesconi is Associate Professor of Business Organization and Lecturer of Organization Theory & Design and of Management of Information Systems at the Department of Economics & Management at the University of Pavia.

He taught previously at the Insubria University of Varese and within the master of "Regulating Disciplines" at the Science Faculty at the University of Pavia and within the master of "Innovation Management" at the "Scuola Superiore Sant'Anna" of Pisa (2007); he also collaborated (2003-2006) within the Master of "Organization, Information Technology and Information Systems" at the Faculty of Economics at the University of Pavia.

After post-graduate certificate at the "Scuola Avanzata di Formazione Integrata" of IUSS of Pavia (2005), he had the PhD in Organization Theory and Design (2006) and made research with scholarship (2005-2007) at the Faculty of Economics at the University of Pavia.

Research interests: Organizational Design and Designing; Organizational Change (private & public organizations); Cultural Districts; Innovation and Entrepreneurship; MIS; Employee Engagement, Well-Being, Smart-Working; Talent Development

MAIN INSTITUTIONAL ACTIVITIES

- (2020) Member of the Academic Senate
- (2020) Head of the seminar / laboratory cycle "VISUAL ANALYTICS & MACHINE LEARNING" in collaboration with SAS
- (2018-present) (2018) State Exam Board Member for Chartered Accountants and Accounting Experts, summer and autumn session
- (2015-present) Head of the three-year degree course in Management
- (2014-present) Responsible for "AQ / AVA" (Quality Assurance and Evaluation) of the three-year degree course in Management
- (2009-2017) Member of the Joint Committee (Students-Professors)
- (2009-2015) Secretary of the three-year degree course in Management
- (2008-present) Member and lecturer of the PhD in Economics and Management - DREAM - then PhD in Economics and Management of technology – DREAMT, Department of Economics and Management), University of Pavia & University of Bergamo
- (2009-2010) Member of the students transfer committee
- (2003-2005) Coordination, programming and lecturer in the two editions of the second level University Master in "Business organization and information technologies" funded by the European Social Fund (Faculty of Economics, University of Pavia)

RESEARCH FUNDED BY INSTITUTIONS

- (2018-2019) Responsible for the "Student Talent Management & Development" project with FFABR funds
- (2013-2016) Associazione ImpresAperta – Principal Investigator in the project in collaboration with the association, belonging to the British movement Engage for success - (<http://www.engageforsuccess.org/>), to study and promote employee engagement as organizational approach oriented to social and economic growth (<http://www.impresaperta.it/>)
- (2011-2016) PRIN - local coordination - PRIN (2010-2011) call, national scientific coordinator Visintin Francesca (code 2010744K3S), research title " "Modelli di business sostenibili per le start-up durante i loro processi di crescita aziendale" (Sustainable business models for start-ups during their growth processes), Directorial Decree No. 719 of October 23, 2012.
- (2007-2012) Participation in the preliminary study funded by Cariplo Foundation within the call for proposals "Cultural districts, economic flywheel for the territory - Call for project launch of Fondazione Cariplo 'Cultural districts in the Lombardy region' ", in collaboration with the Province of Sondrio (leading institution). The project of Fondazione Cariplo was aimed at identifying, promoting and co-financing of cultural districts in the territory of the Lombardy Region and in the provinces of Verbania and Novara.
- (2004-2007) Participation in the research project "Promoting a Network for the dissemination of the Health Technology Assessment for the management of technologies in the Healthcare Facilities" - Finalized Research project - art. 12 bis of Legislative Decree 229/99 of 24 months funded by the Ministry of Health within the special programs, scientific responsible of the project Prof. G. Ricciardi, Università Cattolica of Rome.
- (2005) Participation in the "Sustainable Tourism" research project. Implementation models and development strategies "- Department of Economics & Management, University of Pavia, research directed by Prof. G. Cioccarelli as part of the project" ITGLOM004 - Contribution of the agrotourism phenomenon to sustainable tourism development in the Province di Pavia "coordinated by Prof. M. Morandotti (Faculty of Engineering, University of Pavia).
- (2009) Scientific coordination of research "Advanced cultural districts: the strategic-organizational dimension", funded by "FAR (Fondi Ateneo Ricerca)" of University of Pavia
- (2008) Participation in the research "CRS-SISS" (Regional Service Card - Healthcare Information System) as part of the integration project for I.R.C.C.S. San Matteo Polyclinic (University Hospital), funded by I.R.C.C.S. Foundation "San Matteo" of Pavia
- (2008) Participation in the research "Integration of social and health services" project for I.R.C.C.S. San Matteo Polyclinic (University Hospital), funded by I.R.C.C.S. Foundation "San Matteo" of Pavia

AWARDS/OTHER GRANTS

- (2018) Assegnazione Fondo per il Finanziamento delle Attività di Ricerca di Base (FFARB) (Funding for Basic Research Activities on a selective basis), University of Pavia
- (2013) Comparative assessment for the assignment of one-off economic incentives for 2013 to full-time researchers according to academic and scientific merit criteria in implementation of art. 29 paragraph 19 of the l. 240/2010 - (eligible from 2013 for maturation biennial economic progression for classes and shots): 29th out of 78 in the ranking of researchers at University level (10.75 pt)

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- (2011) Best paper award IT & Information Systems area: Francesconi A., Dossena C. (2011), When Innovation Resides Outside the Firm Too: The Case of Roland Online Community, working paper presented at "XII Workshop dei Docenti e Ricercatori universitari di Organizzazione aziendale", 16th -18th June 2011, Università di Napoli "Parthenope", Faculty of Economics, then published in (Ed.) S. Albertini, M. Bergami, A. D'Atri, M. De Marco, P. De Vita, M. Ferrara, C. Rossignoli e S. Salvemini, Generazioni e ri-generazioni nei processi organizzativi (Generations and re-generations in organizational processes), Enzo Albano Editore, ISBN: 978-88-89677-76-6

OTHER

- (2011-2014) Professor responsible for the research grant of Dr. Claudia Dossena at the Department of Economics and Management University of Pavia on the program "The organizational relevance of social media for firms and the organizational issues related to online reputation" - Competition code: 042 - Announcement as per decree no.: 1155/2010 - Prot. n. 28474 of 2010

CONFERENCE ORGANIZATION

- (2014) Participation in the organization and lecturer, Workshop "Pavia in Rete" - New models for urban cultural systems, Romagnosi Foundation, Pavia, 22 November 2014. The research project "Pavia in rete" (funded by the Cariplo Foundation under the 2014 Call for proposals 'Cultural Heritage for Development') was presented to citizens and institutions
- (2012) Chair and organizer of the track "Seeking Higher Performances in Innovation: 'Open' and 'User-led' Approaches and Web Technologies", XIII "WOA" (Business Organization Workshop), University of Verona, 28th-29th May 2012, Verona (Italy).
- (2008) Member of the scientific and organizational committee and lecturer, "TGO - Technology and hospital management" conference organized by "Consorzio pavese per studi post-universitari nell'area economico-aziendale" (consortium of Pavia for post-graduate studies in the economic-business area), University of Pavia, TAM - Technology Assessment and Management, IRCCS Foundation "San Matteo" of Pavia, SIHTA - Italian Scientific Society for Health Technology Assessment, AIIC - Italian Association of Clinical Engineers, 3rd -5th April 2008, Cremona (Italy)
- (2007) Member of the organizing committee and lecturer of the 2nd Italian forum for the evaluation of health technologies, 25th-27th January, Faculty of Science of the University of Trento (Italy)
- (2006) Member of the organizing committee and lecturer of the conference Health Technology Assessment: evolution and diffusion in Italy, Pavia, 13th-14th October 2006
- (2006) Member of the organizing committee and lecturer of the 1st Italian forum for the evaluation of health technologies, 19-21 January, Faculty of Science of the University of Trento (Italy).

STUDY GROUPS AND SCIENTIFIC SOCIETIES

- (2018-present) AIDEA (Italian Academy of Business Administration)
- (2014-present) ASSIOA (Italian Association of Business Organization)
- (2008-present) ITAIS (Italian Association for Information Systems, chapter of AIS international)
- (2006-2016) EGOS (European Group of Organization Studies)
- (2007-2009) HTAi (Health Technology Assessment International)
- (2006-2008) SIHTA (Italian Society of Health Technology Assessment)

REFEREE

- (2012-today) Reviewer for International Journal of E-Services & Mobile Applications (IJESMA), ISSN: 1941-627X
- (2011-2016) Reviewer in the Miur register for PRIN and FIRB projects
- (2010-today) Reviewer for Business and Management Sciences International Quarterly Review - Online Business Economics ISSN 1826-4719
- (2010-today) Associate reviewer for WOA (Annual Workshop of Professors and Researchers of Business Organization)
- (2009-today) Associate reviewer for ITAIS (Annual workshop of the Italian Chapter of AIS - Association of Information Systems)
- (2009-2010) Associate reviewer for IASK (International Association for the Scientific Knowledge) International Conference "Global Management"
- (2006-2007) Associate Reviewer for 1st and 2nd Italian forum for the evaluation of health technologies
- (2006) Associate Reviewer for "MCIS 2006 - Mediterranean Conference on Information Systems"
- (2005) Associate Reviewer for "Annual Meeting of Health Technology Assessment International (HTAi) - Bringing HTA into practice, Rome, 20th-22nd June, Catholic University of the Sacred Heart,
- (2003-2004) Associate Reviewer for "ECIS - European Conference on Information Systems conference"

SCIENTIFIC PRODUCTION

BOOKS

1. Francesconi A. (2015), Advanced Cultural Districts. Innovative Approaches to Organizational Design. Palgrave-McMillan, ISBN 9781349552993, eBook ISBN 9781137555359, DOI: 10.1057/9781137555359.0001, **SCOPUS indexed**
2. Francesconi A., Cioccarelli G., (2013), Organizzare i distretti culturali evoluti, FrancoAngeli, Milano, ISBN 9788820426576
3. Francesconi A. (2011), I sistemi informativi nell'organizzazione d'impresa, Giuffrè, Milano, ISBN 88-14-15691-3
4. Francesconi A. (2007), Innovazione organizzativa e tecnologica in sanità. Il ruolo dell'health technology assessment, FrancoAngeli, Milano, ISBN 13: 9788846485151

JOURNAL ARTICLES OR REVIEWED BOOK CHAPTERS

5. Francesconi A. (2019), A Process Re-Conceptualization of Entrepreneurial Orientation Aimed at Opportunity Designing, *International Journal of Business and Social Science*, 10(3) doi:10.30845/ijbss.v10n3p1 (**Fascia B – VQR; ANVUR, area 13 scientifica**)
6. Francesconi A., Dossena C. (2016), Learning to Design Cultural Districts and Learning from Designing Them, *European Planning Studies*, ISSN 0965-4313 (Print), 1469-5944 (Online), 24(4):704-722, DOI: 10.1080/09654313.2015.1133565 (**Fascia A ranking AIDEA 2015 – 2 stars ABS; fascia B – VQR, ANVUR, area 13 scientifica**); **Web of Science & SCOPUS indexed**
7. Francesconi, A., Dossena C., Magnani G. et al. (2016), Learning from critical internationalization events: Insights from two fast growing Italian SMEs, in F. Visintin and D. Pittino (Eds.), *Fast growing new firms in a slow growth economy: institutional conditions for innovation*, pp: 199-222, Edward Elgar Publishing, ISBN: 9781785367106, e-Book 9781785367113, DOI: 10.4337/9781785367113
8. Francesconi, A., Dossena C. (2015), A strategic and organizational perspective for understanding the evolution of Online Reputation Management Systems, in Mola L., Pennarola F., Za S. (eds.), *From Information to Smart Society - Environment, Politics and Economics*, Springer, Heidelberg, PRINT ISBN: 978-3-319-09449-6, Online ISBN 978-3-319-09450-2, DOI: 10.1007/978-3-319-09450-2_5, (First Online: 10 September 2014); **Web of Science & SCOPUS indexed**
9. Francesconi, A., Bonazzi, R., Dossena, C. (2015), Online Communities and Open Innovation: The Solar System Metaphor, in *Economics: Concepts, Methodologies, Tools, and Applications*, Chapter 35, pages 652-666, IGI Global, Hershey, PA 17033, USA, ISBN13: 9781466684683 | ISBN10: 1466684682 | EISBN13: 9781466684690 DOI: 10.4018/978-1-4666-8468-3.ch035, **SCOPUS indexed**
10. Francesconi, A., Dossena C. (2014), Entrepreneurial Orientation: Where Do We Go From Here?, in Visintin F., Pittino D., Lauto G., Mazzurana P.A.M., *Organising for growth: theories and practices*, CreateSpace-Union, ISBN-13: 978-1502474896, ISBN-10: 1502474891
11. Francesconi, A., Dossena C. (2014), From 'Design' To 'Designing' Approaches in Complex Systems: The Case of a Cultural District, in Visintin F., Pittino D., Lauto G., Mazzurana P.A.M., *Organising for growth: theories and practices*, CreateSpace-Union, ISBN-13: 978-1502474896, ISBN-10: 1502474891
12. Francesconi, A., Dossena, C. (2014). Online Corporate Reputation Management and IT: From Reactive to Proactive Organizations, In I. Lee (Ed.), *Trends in E-Business, E-Services, and E-Commerce: Impact of Technology on Goods, Services, and Business Transactions* (pp. 206-228), IGI Global, Hershey, ISBN13: 9781466645103; ISBN 978-1-4666-4510-3 (hardcover: alk. paper) - ISBN 978-1-4666-4511-0 (ebook) - ISBN 978-1-4666-4512-7 (print & perpetual access); DOI: 10.4018/978-1-4666-4510-3.ch012; **SCOPUS indexed**
13. Francesconi A., Bonazzi R., Dossena C. (2013), Online Communities and Open Innovation. The Solar System metaphor, *International Journal of e-Services & Mobile Applications (IJESMA)*, ISSN: 1941-627X, e-ISSN: 1941-6288, 5(4):25-39, October-December, DOI: 10.4018/ijesma.2013100102 (**Fascia D ranking AIDEA 2015 - ANVUR: area 13 scientifica**); **SCOPUS indexed** nel 2015 come book chapter selezionato per pubblicazione con IGI
14. Francesconi A., Metallo C. (2013), Seeking Higher Performances in Innovation and Knowledge Management, *International Journal of e-Services & Mobile Applications (IJESMA)*, ISSN: 1941-627X, e-ISSN: 1941-6288, 5(4): iv-9, October-December, (**Fascia D ranking AIDEA 2015 - ANVUR: area 13 scientifica**) - guest editorial preface
15. Francesconi A., Dossena C. (2013), On-line Reputation System e Performance dei Professional Service Provider. Il caso Elance, *Business and Management Science International Quarterly Review (Economia Aziendale Online)*, ISSN 2043-5498, e-ISSN 2038-5498, vol. 4(2):143-166, refereed papers, DOI: 10.4485/ea2038-5498.003.0039 (**Fascia C ranking AIDEA 2015; ANVUR: area 13 scientifica**)
16. Francesconi A., Dossena C. (2013), Cultural Districts: the tension between 'design' and 'designing' approaches, in Marchegiani L. (ed.), *Sustainable cultural heritage management. Societies, Institutions and Network*, Aracne Editrice, ISBN: 978-88-548-6430-6
17. Francesconi A., Bonazzi R., Dossena C. (2013), Solar System. A New Way to Model Online Communities for Open Innovation, in Spagnoletti P. (Editor), *Organizational Change and Information Systems. Working and Living Together in New Ways*, Springer, Heidelberg, ISBN: 978-3-642-37227-8; **SCOPUS indexed**.
18. Francesconi A. (2013), Territorio, risorse, conoscenze e competenze per organizzare il distretto culturale evoluto, in Francesconi A., Cioccarelli G. (a cura di), *Organizzare i distretti culturali evoluti*, FrancoAngeli, Milano, pp. 77-116, ISBN 9788820426576.
19. Francesconi A. (2013), L'analisi strategico-organizzativa e la progettazione di un distretto culturale evoluto, in Francesconi A., Cioccarelli G. (a cura di), *Organizzare i distretti culturali evoluti*, FrancoAngeli, Milano, pp. 117-168, ISBN 9788820426576.
20. Francesconi A., Dossena C. (2012), IS and Organization for Online Corporate Reputation Management, *International Journal of e-Services and Mobile Applications (IJESMA)*, ISSN: 1941-627X, e-ISSN: 1941-6288, 4(2):1-18, DOI: 10.4018/ijesma.2012040101 (**Fascia D ranking AIDEA 2015 - ANVUR: area 13 scientifica**)
21. Francesconi A., Dossena C. (2012), Intersecting technical knowledge, marketing experience and customer activities to innovate, in Mehdi S. (Ed.), *Exploring Services Science*, Springer, Heidelberg, ISSN 1865-1348, ISBN 978-3-642-28226-3, pp. 350-360; **Web of Science & SCOPUS indexed**.
22. Francesconi A., Dossena C. (2012), E-marketplaces for professional e-services: trust, reputation and performance, in D'Atri A., Ferrara M., George J.F., Spagnoletti P. (Eds.), *Information Systems: Crossroads for Organization, Management, Accounting and Engineering*, Springer, Heidelberg, ISBN: 978-3-7908-2631-9; **SCOPUS indexed**.
23. Francesconi A., Dossena C. (2010), Web reputation management systems as strategic tools, in A. D'Atri, M. De Marco, A.M. Braccini, F. Cabiddu (Editors), *Management of the Interconnected World*, Springer, Heidelberg, ISBN:978-3-7908-2403-2; **Web of Science & SCOPUS indexed**.
24. Francesconi A. (2009), Technology framework e ruoli organizzativi ad elevata differenziazione nei processi di cambiamento tecnologico. Il caso dell'ICT per il digital imaging, *Business and Management Science International Quarterly Review (Economia Aziendale Online, sezione WP)*, vol. 4, ISSN 1826-4719, (ANVUR: area 13 scientifica) (**Fascia C ranking AIDEA 2015; ANVUR: area 13 scientifica**)
25. Francesconi A., Guizzetti G., Lago P., Maccarini E.M. (2008), Strutture e processi per l'hospital-based HTA: l'esperienza in Italia, *Clinical Governance*, anno V, n.1, ISSN 1824-7784 (**ANVUR: area 13 scientifica**)

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26. Francesconi A., Guizzetti G., Lago P., Maccarini M.E. (2008), Applicazioni pratiche dell'Hospital-based Hta: l'esperienza del San Matteo (poster), Igiene e Sanità Pubblica, ISSN: 0019-1639, vol. 5, supplemento, p. 171, (**Fascia D - VQR area 13; ANVUR: area 13 scientifiche**)
27. Francesconi A., Maccarini E.M., Lago P., Guizzetti G.G. (2008), Il modello di Hospital-Based HTA, Igiene e Sanità Pubblica, ISSN: 0019-1639, vol. 5, supplemento, p. 130, (**Fascia D - VQR area 13; ANVUR: area 13 scientifiche**)
28. Francesconi A., Maccarini E.M., Lago P., Gelmetti A., Guizzetti G.G., Previtali P. (2008), Hta nell'Ict: problemi aperti e prospettive di sviluppo, atti del 1° Congresso nazionale SIHTA (Società Italiana di Health Technology Assessment) "Health Tecnology Assessment in Italia: modelli, strumenti ed esperienze", 8- febbraio, Roma, Igiene e Sanità Pubblica, ISSN: 0019-1639, vol. 5, supplemento, p. 112, (**Fascia D - VQR area 13; ANVUR: area 13 scientifiche**).
29. Francesconi A. (2008), The role of manager and professionals within IT related change processes. The case of healthcare organizations, in De Marco M. (Ed.), *Interdisciplinary Aspects of Information Systems Studies*, Springer, Heidelberg, ISBN: 978-3-7908-2009-6; **SCOPUS indexed**.
30. Francesconi A., Amigoni M., Lago P., Maccarini E.M., Pellegrini L. (2005), Health Technology Assessment: a flexible approach? Experiences in Lombardy, *Italian Journal of Public Health*, year 3, vol. 2, summer 2005, ISSN: 1723-7807, (**ANVUR: area 13 scientifiche**)
31. Francesconi A. (2005), L'ICT per la promozione e commercializzazione delle destinazioni turistiche in provincia di Pavia. Un modello di riferimento, in Luraghi S., Stringa P. (a cura di) *Marketing culturale. Valorizzazione di istituzioni culturali – Strategie di promozione del territorio*, FrancoAngeli, Milano, ISBN 10: 8846474708, ISBN 13: 9788846474704.
32. Francesconi A., Previtali P., Denicolai S. (2005), Metodologie di sviluppo delle Intranet, in Cantoni F., Mangia L. (a cura di), *Lo sviluppo dei sistemi informativi nelle organizzazioni. Teoria e casi*, FrancoAngeli, Milano, ISBN 10: 8846461886, ISBN 13: 9788846461889
33. Francesconi A. (2005), Modelli integrati e flessibili per lo sviluppo del turismo sostenibile nella Provincia di Pavia (par.1.3;1.4;3.3.2;3.3.3;3.8), in Cioccarelli G., Morandotti M., Sassi M., *Turismo sostenibile. Modelli di implementazione e strategie di sviluppo*, La Goliardica Pavese, Pavia, ISBN: 8878304077
34. Francesconi A. (2003), Ruolo delle tecnologie dell'informazione e della comunicazione (ICT) nel turismo alpino, in G. Cioccarelli, *Turismo alpino e innovazione*, Giuffrè, Milano, ISBN: 8814107661.

CONFERENCE PROCEEDINGS (REVIEWED & PUBLISHED)

35. Francesconi, A., Dossena C. (2013), The evolution of Online Reputation Management Systems: knowing better for (re)acting faster, proceedings of ITAIS2013 (Italian Chapter of AIS - Association of Information Systems) (ICIS2013 Ancillary Event) - X Conference of the Italian Chapter of AIS, "Empowering society through digital innovations", Edizioni ITHUM. ISBN: 978-88-6685-007-6.
36. Francesconi A., Dossena C. (2011), When Innovation Resides Outside the Firm Too: The Case of Roland Online Community, in (a cura di) S. Albertini, M. Bergami, A. D'Atri, M. De Marco, P. De Vita, M. Ferrara, C. Rossignoli e S. Salvemini, *Generazioni e ri-generazioni nei processi organizzativi*, Enzo Albano Editore, ISBN: 978-88-89677-76-6.
37. Francesconi A., Dossena C. (2011), Social media and 'online communities of creation': new ways to support innovation. A case study, 8° Conference of the Italian Chapter of AIS "Information Systems: a crossroads for Organization, Management, Accounting and Engineering", Roma, 7-8 ottobre, 2011, ISBN: 978-88-6105-063-1.
38. Francesconi A., Dossena C. (2010), The role of Web-based collaborative systems in supporting firms' creativity, proceedings of IADIS (Information Association for development of information society) International Conference "World Wide Web/Internet 2010", Timisoara, Romania, 14 - 17 October 2010, ISBN: 978-972-8939-25-0; SCOPUS indexed
39. Francesconi A., Dossena C. (2010), Online reputation within e-marketplaces for professional e-services, proceedings of IASK (International Association for the Scientific Knowledge) International Conference "Global Management 2010", ISBN: 978-989-8295-01-9.
40. Francesconi A., Dossena C. (2010), Interaction and collaboration within Web Communities, proceedings ITAIS2010 (Italian Chapter of AIS - Association of Information Systems) "Information Technology and Innovation Trends in Organizations", Napoli, 8-9 ottobre 2010, ISBN: 978-88-6105-124-9.
41. Francesconi A., Dossena C. (2009), Web Reputation Management Systems: An Empirical Experience, proceedings di IADIS (Information Association for development of information society) International Conference "World Wide Web/Internet 2009", Roma, 19-22 novembre, ISBN: 978-972-8924-93-5; SCOPUS indexed.
42. Francesconi A. (2009), The exploitation of top-down and bottom-up approaches for changes in the Public Administration. The case of the Italian healthcare sector, proceedings of IASK (International Association for the Scientific Knowledge) International Conference "Global Management 2009", ISBN: 978-989-95806-9-5.
43. Francesconi A., Cioccarelli G., Dossena C. (2008), User-generated media and Web-based technologies: implications for corporate Web reputation, proceedings of IASK (International Association for the Scientific Knowledge) International Conference "Global Management 2008", Porto (Portogallo), 10-15 ottobre 2008, ISBN: 978-989-95806-1-9.
44. Francesconi Alberto, Guizzetti Giovanni Guido, Lago Paolo, Maccarini Maurizio (2007), "Il modello di Hospital-Based HTA", atti del 2° forum italiano per la valutazione delle tecnologie sanitarie (abstract), 25-27 gennaio, Facoltà di Scienze dell'Università degli Studi di Trento, in Cazzador L., Condini S., Cucino R., Guarrera G.M. (ed.), *Il Forum italiano per la valutazione delle tecnologie sanitarie. Abstract Book*, ISBN: 9788884431745.
45. Francesconi A., Amigoni M., Lago P., Maccarini E.M., Pellegrini L. (2005), "Do we need a less positivistic approach in Health Technology Assessment?", (abstract), Proceedings of The Second Annual Meeting of Health Technology Assessment International (HTAi) "Bringing HTA into practice", Rome, 20th-22nd June, Università Cattolica del Sacro Cuore, in *Italian Journal of Public Health*, year 3, vol. 2, summer 2005, supplement 1, ISSN: 1723-7807, p. 204.
46. Francesconi A., Cioccarelli G., Denicolai S. (2005), "Local resource-based sustainable development and tourist core-competences for innovation", in *Innovation in Tourism – Creating Customer Value*, vol.47, Aiest Ed., St-Gallen, ISBN: 3952172367.
47. Francesconi A., Denicolai S. (2004), The Convergence Process between Business Network Approach, Inter-organizational Information Systems (IOSs) and ICT in Small Service Firms, in Salmela H., Cantoni F. (editors), *Proceedings of the FIWIS 2004 The Finnish-Italian Workshop on Information Systems*, Turku, ISBN: 952-12-1456-2.