

CURRICULUM VITAE OF CINZIA DESSI



PERSONAL DATA

Born in Cagliari on 23/02/1971
Residence: Via Grazia Deledda n. 36/A - Cagliari
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CURRENT POSITION

December 2019 – Present **Associate Professor**, full-time and tenured, at the Department of Economic and Business Sciences, competition sector 13/B2 (SECS-P/08 profile), Faculty of Economic, Legal, and Political Sciences, University of Cagliari.

EDUCATION AND SPECIALIZATION

November 2019 Successfully completed the selective procedure for the recruitment of 1 Associate Professor at the Department of Economic and Business Sciences for competition sector 13/B2 (SECS-P/08 profile).

April 2018 Achieved qualification for the role of Associate Professor for competition sector 13/B2.

February 2006 PhD in Business Economics and Management, Faculty of Economics, University of Cagliari.

February 2006 Registration in the Register of Auditors, No. 139149, G.U. 4th series No. 09 of 03/02/2006.

October 2005 Winner of the comparative evaluation for 1 position as a Researcher in the SECS-P/08 sector (Business Economics and Management) at the Faculty of Economics, University of Cagliari.

November 2002 Certified Chartered Accountant.

June 1998 Degree in Economics and Commerce, with a focus on Political Economics, University of Cagliari.

OTHER QUALIFICATIONS

- November 2019* Accredited Senior Lecturer of ISIPM (Italian Institute of Project Management).
- October 2019* Certified Basic Project Manager, ISIPM (Italian Institute of Project Management).

VISITING SCHOLAR

- 2023* Visiting Professor, Hanyang University School of Business, Seoul, South Korea (November 13 to December 14, 2023).
- 2023* Visiting Professor, Hochschule für Nachhaltige Entwicklung, Eberswalde, Germany, during the Summer School on "Sustainable Tourism Policies & Strategies in the European Union" (June 18–24, 2023).
- 2018* Visiting Scholar, WHU Otto Beisheim School of Management, Institute of Family Business, Koblenz, Germany (November 10–17, 2018).

SCHOLARSHIP

- 2016–2017* Recipient of the De Visscher & Co. Scholarship for Family Business & Family Wealth Advising Certificates (FFI, Boston), valued at \$5,000.

SUMMER SCHOOL

- 2004* Summer School di **EDAMBA** Sorèze, France, (29 July – 3 August);

RESEARCH INTEREST

Management and Business, Innovation, Family business, Entrepreneurship, Project Management.

RECENT TRAINING ACTIVITIES

- 2018* Participation in the integrated training course "The relationships between training objectives, teaching methods and tools and evaluation methods and criteria" – DISCENTIA project - University of Cagliari.

LAST NATIONAL AND INTERNATIONAL RESEARCH EXPERIENCES

- 2023–2024* Member of the national research group for the MADOS project ("Maps of the Documentary in Sardinia"), funded by the Autonomous Region of Sardinia.
- 2023–2026* Member of the research group for the SUREST project (Sustainable Rural Education Strategy), funded by the Erasmus+ program.
- 2023* Member of the research group for the e.INS project (Ecosystem of Innovation for Next Generation Sardinia), funded under the National Recovery and Resilience Plan (NRRP-PNRR).
- 2023* Participant in the professional development course "Women in Leadership in Higher Education," in collaboration with UniCa and Maynooth University (Ireland).
- 2022–2024* Member of the research group for the MACAUS project, funded by the University of Cagliari.
- 2021* Member of the research group for the OSCAU project, funded by the University of Cagliari.
- 2023* Member of the research group e.INS Ecosystem of Innovation for Next Generation Sardinia, for the Strengthening of research structures and creation of R&D "innovation ecosystems", set up of "territorial leaders in R&D" — to be funded under the National Recovery and Resilience Plan (NRRP- PNRR), Mission 4, Component 2 Investment 1.4, funded from the European Union – NextGenerationEU.
- 2022* Member of the research group PROGETTO MACAUS, project funded under the two-year research projects at the University of Cagliari, year 2021, basic research projects based on the contribution of the Fondazione di Sardegna.
- 2021* Member of the PON TEX-STYLE research group, Project title: New smart and sustainable multi-sectoral fabrics for creative design and made-in-Italy style (PON Research and Innovation Funds 2014-2020, PNR 2015-2020 - Specialization area "Design, creativity and Made in Italy").
- 2018* Member of the research group entitled "The unexplored processes of innovation: focus on family businesses". Project funded by regional call "Call for basic research projects" – Year 2017 – FSC – Development and Cohesion Fund.
- 2013* Member of the research group entitled "Polisense", PIA Project.
- 2011-2012* Member of the research group entitled: Study and definition of a model for the analysis of the diffusion of innovations in Sardinian companies. Project funded by the Banco di Sardegna Foundation.

<i>2011</i>	Member of the research group ex L.R. 7 August 2007, n.7 "Promotion of scientific research and technological innovation in Sardinia" entitled: The generational transition in family businesses in Sardinia: criticality and development paths
<i>2009</i>	Member of the research group on the topic: The diffusion of innovations in High-Tech sectors. PRIN 2009 project co-funded by MIUR
<i>2008/2009</i>	Coordinator of the local research project entitled "Family businesses and non-family businesses: what differences".
<i>2007/2008</i>	Member of the research group on the topic: Multifaceted of Management.
<i>2006/2007</i>	Member of the research group on the topic: The role of communication in organizations operating in complex conditions.
<i>2005/2006</i>	Member of the research group on the topic: The central role of identity in the combination of space-creativity-identity.
<i>2005</i>	Member of the research group on the topic: Issues concerning the theoretical and operational evolution of the governance of large public enterprises in Italy and Europe. PRIN 2004 project co-financed by MIUR.

ORGANIZATION OF INTERNATIONAL AND NATIONAL CONFERENCES

<i>February 2025</i>	Program Chair for the 30th ITAM International Conference on IT Applications and Management, held in Kathmandu, Nepal.
<i>July 2024</i>	Conference General Chair for the 29th ITAM International Conference, hosted by the University of Cagliari.
<i>December 2023</i>	Organizer of the workshop "Mapping the Film and Audiovisual Industry in Sardinia (2006-present)," University of Cagliari.
<i>December 2021</i>	Organizer of the study days "Cinema and the Economy of the Territory: Focus on Sardinia" for the Oseau project.

THIRD MISSION AND PUBLIC ENGAGEMENT ACTIVITIES

BRANCH SARDINIA – PM IN PRACTICE: CONFLICT MANAGEMENT IN THE WORKPLACE, Project Management Institute PMI® Central Italy

As a senior lecturer of ISIPM, the speaker participated in the event organized by the Sardinia Branch of PMI®, which was open to everyone. The event was designed to

address a key issue in project management: conflict management within teams. If not properly managed, such conflicts can lead to frustration, decreased efficiency, loss of motivation, and in more severe cases, illness and turnover. The meeting aimed to analyze different types of conflict, explore possible reactions to conflict situations, and identify the most effective strategies for their resolution, in order to maximize benefits for all parties involved. This was an opportunity to deepen skills useful to professionals and anyone working in a team environment. Cagliari, October 16, 2024, Sa Manifattura - Viale Regina Margherita, 33, 09125 (CA).

2024 SUSTAINABLE LIVING EXPERIENCE – 1st Edition

Limolo House is a Green business committed to Environmental and Social Governance (ESG), with strong ties to the Cabras (OR) region. It promotes active and sustainable tourism through the organization of eco-friendly events, workshops, and study retreats, building networks of stakeholders and offering an innovative model of sustainable tourism management. The Sustainable Living Experience was a 2-day workshop held at Limolo House, which created a bridge between the university and the entrepreneurial world of the Cabras (OR) area.

THE LABORATORIES OF MANAGEMENT AND MONITORING OF SUSTAINABLE TOURISM: The Creation of a Cultural Product, in collaboration with FAI, Italian Environmental Foundation, Saline Conti Vecchi.

2024 2nd Edition
2023 1st Edition

The laboratory offers advanced training to students in management for cultural and tourism companies, both at national and international levels. Emphasizing relationships with the local area and stakeholders, the course creates a link between the university and the entrepreneurial world. Students learn to identify and enhance potential areas of interest for a cultural product, developing a coherent offer of visits and events. They acquire managerial and project skills for sustainable management, thanks to high-quality theoretical and practical training in operational areas, with activities held at the Saline Conti Vecchi, FAI.

THE LABORATORIES OF MANAGEMENT AND MONITORING OF SUSTAINABLE TOURISM: Extra-Hotel Hospitality

2024 2nd Edition
2023 1st Edition

This laboratory, conducted in collaboration with the local entrepreneurial sector of extra-hotel hospitality in Cagliari, provided practical experience in the extra-hotel accommodation sector, essential for competing in a rapidly growing market. The goal was to equip those wishing to start a business or work in the sector with effective tools and techniques for the management, administration, and organization of extra-hotel activities.

2022 PORTO FLAVIA - Visit to the Mining Port and the Center of Iglesias -- 1st Edition

Porto Flavia and the center of Iglesias are connected by a rich history and significant tourism potential. Exploring these places allowed students to understand the industrial

and tourism development dynamics of the region, offering a fascinating glimpse into the mining history and culture of the area. Located on the southwestern coast of Sardinia, Porto Flavia is an extraordinary piece of mining engineering, built in 1924 by engineer Cesare Vecelli. This unique port was constructed directly into the rock to facilitate the loading of minerals extracted from the Masua mines in Iglesias. The visit to Porto Flavia and the center of Iglesias provided a unique opportunity to immerse in the industrial and cultural history of Sardinia. These locations, with their rich and diverse heritage, represented a unique example for understanding the historical and social dynamics that have shaped the entrepreneurial fabric of this Sardinian territory.

2022 ETHICS AND SUSTAINABILITY IN INDUSTRIAL PRODUCTION PROCESSES. The RWM Case in Domusnovas Iglesias. Workshop with industry operators. University of Cagliari, February 18, 2022.

2022 THE EUROPEAN GREEN DEAL, Collegio Universitario Sant'Eufisio, May 2, 2022, Cagliari, Workshop, seminar titled: Responsibility and Sustainability: the promise of the Circular Economy.

ASINARA - STUDY OF THE ASINARA NATIONAL PARK

2022 2nd Edition

2019 1st Edition

Three-day visit to the island of Asinara to study a unique tourist destination located within the Asinara National Park. This park, which is subject to environmental protection regulations, serves as a perfect natural laboratory for studying and analyzing a sustainable tourism destination. This visit provided an opportunity to understand the management dynamics of a national park, with a particular focus on environmental protection and resource conservation. It examined how a protected area can be developed as a tourist destination, balancing tourism promotion with the need for conservation. Students applied the theoretical knowledge acquired during the course in a real context, working closely with the few local entrepreneurial realities, developing practical skills in sustainable tourism management. They also had the chance to meet and engage with the managers of the Asinara National Park, tour guides, and other local stakeholders, gaining insight into the challenges and opportunities of managing a protected area. This experience strengthened the connection between the university and the local community, offering students a unique field-learning opportunity supported by local operators.

2021 ROMAN ROAD NORA-BITHIA - Creation of a Naturalistic Tourism Product -- 1st Edition

The project involved first- and second-year students of the Master's Degree in STMM (Sustainable Tourism Management and Monitoring) in the creation of a naturalistic tourism product, directly in the field. Under the supervision of an entrepreneur from the naturalistic tourism sector, the students learned how to develop a nature excursion with tourism-entrepreneurial objectives. From concept to realization, they developed a specific tourism product with the help of a naturalistic guide, experiencing it firsthand. This activity strengthened ties with the local area and stakeholders, creating a bridge between the academic and entrepreneurial worlds.

2021 OASI DEL CERVO E DELLA LUNA. A Unique Model of Sustainable Tourism Destination -- 1st Edition

The Oasi del Cervo e della Luna is a hidden gem in central Sardinia, a nature reserve that provides a haven for local wildlife and a tourist destination with unique sustainable tourism entrepreneurial aspects. It is a protected area spanning several hundred hectares, offering environmental education programs with educational activities that teach the importance of conservation and biodiversity. In this setting, the students' visit allowed them to interact with local operators and gain insight into the management of a natural reserve, as well as the ways to exploit the entrepreneurial opportunities this territory offers. By integrating environmental conservation with entrepreneurship, the oasis provides a tangible example of how natural resources can be sustainably enhanced, benefiting both the environment and the local community, preserving Sardinia's natural beauty while promoting the region's economic well-being.

2021 OGGI SI RECITA A SOGGETTO. Acquiring Soft Skills by Developing Personal Capital -- 1st Edition

This workshop was designed to help students transition from university to the working world by developing theatrical skills. The transition from university to the workforce is not only the first step in building a professional career but also a delicate passage into adulthood. This period is characterized by expectations, desires, and opportunities for personal fulfillment. In this context, adaptability — the ability to navigate one's surroundings and the willingness to explore oneself — becomes essential for success, given the uncertainty and insecurity of the job market. Conducted with the assistance of a theater director, this workshop helped students understand how to develop effective problem-solving mechanisms, offering them the opportunity to cultivate greater self-awareness, which is critical for professional success and personal well-being.

2019 THE SHIFTERS

Participation in the project "The Shifters. The Third Mission," a web series disseminating scientific research by the University of Cagliari. The project "The Shifters, The Third Mission" (<https://www.theshifters.it/>) begins with ten scientific research projects involving eleven researchers from five different departments. The first episode, "The Shifters: Di Notte C'Erano Le Stelle" | Featurette Episode #01: Generational Transition (https://www.youtube.com/watch?v=fOh9YD4eL_w), is part of the series. "The Shifters, The Third Mission" is a web series about change and represents the University of Cagliari's innovative response to its Third Mission — the responsibility of all universities to transfer and share knowledge by engaging with the community and society. The project uses a new and revolutionary language to narrate innovation, blending fiction and reality through cinema and digital media, accompanied by multimedia content and in-depth discussions.

UNICA&IMPRESE

Participation in the Unica&Imprese initiative (part of the University's Third Mission activities) with a presentation of research results to the business world:

2018 -- 2nd Edition

"Study of a Model for the Effective Management of Generational Transition in Family Businesses."

2016 1ST Edition

"Tradition and Innovation. The Role of Stories in Family Businesses."

TEACHING

Economics and Business Management

from A.A. 2020 until today

Bachelor's degree in economics and business management, Faculty of Economics, Law, and Politics, University of Cagliari;

Social Responsibility of Organizations

from A.A. 2019 until today

Master's Degree Course in Managerial Economics (Classe LM-77), Faculty of Economic, Law and Political Sciences, University of Cagliari.

Professionalism design

from A.A. 2019 al 2022

Three-year Post-Diploma Course, IED Istituto Europeo di Design, within the courses: Fashion Design; Media Design Interior; product design; Cagliari

Entrepreneurship and Business Creation

from A.A. 2017 until today

Master's Degree Course in Management and Monitoring of Sustainable Tourism, (Classe LM-76), Faculty of Economic, Law and Political Sciences, University of Cagliari.

from A.A. 2022 until today

Master's Degree Course in Multimedia Production, (Classe LM-65), Faculty of Humanities, University of Cagliari.

Project Management

from A.A. 2008 until today

Master's Degree Course in Managerial Economics (Classe LM-77), Business Direction Address – Faculty of Economic, Law and Political Sciences, Cagliari.

Master's Degree Course in Economics, Finance and Public Policies (Classe LM-56), Faculty of Economics, Law and Politics, Cagliari

from A.A. 2015 until today

Master's Degree Course in Chemical Engineering and Biotechnological Processes (Classe LM-22); University of Cagliari;

Master's Degree Course in Electronic Engineering (Classe LM-29), University of Cagliari;

Master's Degree Course in Energy Engineering (Classe LM-30), University of Cagliari;

International Marketing

A.A. 2008-2009

Bachelor's Degree in Economics and Business Management (Class L-18), Faculty of Economics, Law and Politics, University of Cagliari;

Economics and Business Organization

from 2007 to 2010

Bachelor's Degree in Industrial Biotechnology (Classe L-2) – Faculty of Mathematical, Physical and Natural Sciences, Cagliari, Oristano campus;

MASTERS AND DOCTORAL SCHOOL

From July 2018 until today

Professor at the Doctoral School in Economics and Business, University of Cagliari;

October 2020

Teacher of Higher Management Training at the School in Management of the Socially Oriented Business Project Management lessons entitled "the development of a social project" MAGIS, Sophia University Institute, Loppiano, Florence

May 2018

Teacher of the module "Business Creation" at II level Master "MaPAC Mater of Environmental and Cultural Heritage", Iglesias;

INSTITUTIONAL COMMITMENTS AND ACADEMIC SERVICES

UNIVERSITY BOARD SENATE

22024 - present

Senator of the Academic Senate, Representative for professors of Macro-Area 3, CUN 10-11-12-13-14

DEPARTMENT

22021 - 2024

Coordinator of the master's degree in management and Monitoring of Sustainable Tourism, (Class LM-76), Faculty of Economics, Law and Politics, University of Cagliari

from 2021 - present

Member of the Board of the Department of Economics and Business, Faculty of Economics, Law and Politics University of Cagliari

from 2018 - 2024

Member of the Third Mission Commission of the Department of Economics and Business Sciences - Faculty of Economics, Law and Politics - University of Cagliari

*from 2017 to 2021
and 2024 - present*

Quality Manager of the Master's Degree in Management and Monitoring of Sustainable Tourism (Class LM-76), Faculty of Economics, Law and Politics

from 2016-2017

Member of the Board of the Master's Degree in Management and Monitoring of Sustainable Tourism (Class LM-76), Faculty of Economics, Law and Politics

from 2017 - 2021

Member of the Joint Committee of the Master's Degree in Managerial Economics (Class LM-77), Faculty of Economics, Law and Politics

from 2014 - 2018

Member of the Board of the Department of Economics and Business, Faculty of Economics, Law and Politics

from 2011 - 2021

Member of the CAR Commission, currently called the FIR Commission of the Department of Economic and Business Sciences, Faculty of Economic, Law and Political Sciences - University of Cagliari

FACULTY

from 2021- 2024

Member of the Faculty Council of Economics, Law and Politics University of Cagliari

from 2018 to 2021

Member of the Joint Faculty Committee, Faculty of Economic, Law and Political Sciences

SCHOOL OF DOCTORATE

from 2018 - present

Member of the Teaching Board of PhD School of the Department of Economics and Business Sciences - Faculty of Economics, Law and Politics - University of Cagliari

SELECTION COMMITTEES FOR COMPETITIONS

<i>September 2024</i>	Member of the Evaluation Committee AR Code 81A_24_RS_Etzo for the selection process Code 81_A_24 for the awarding of 1 research grant, Rector's Decree.
<i>September 2024</i>	Member of the Committee for the evaluation of the public selection process for the recruitment of 1 fixed-term researcher (type A) at the DIEC of the University of Genoa, for the disciplinary sector ECON-07/A, announced with the call under Rector's Decree No. 2796 of June 4, 2024 - published in the Official Gazette No. 51 of June 25, 2024, Rector's Decree No. 4516 of September 26, 2024.
<i>June 2024</i>	Member of the Committee for the evaluation of fixed-term researchers holding the national scientific qualification, for the purpose of appointment to the role of Associate Professor.
<i>May 2024</i>	Member of the Student Selection Committee for the UNICORE 6.0 project – University Corridors for Refugees in Kenya, Mozambique, Niger, Nigeria, South Africa, Tanzania, Uganda, Zambia, and Zimbabwe.;
<i>September 2023</i>	Member of the Doctoral Committee for the admission competition to the PhD program in Economic and Business Sciences for the academic year 2023/2024 - XXXIX cycle, appointed by Rector's Decree No. 956 of July 28, 2023.
<i>October 2022</i>	Member of the Evaluation Committee for the awarding of the PhD title in Economic and Business Sciences - XXXIV cycle, appointed by Rector's Decree No. 860/2022 of October 1, 2022.

SCIENTIFIC PUBLICATIONS

BOOKS

1. 2019 Floris M., Tronci R., Dessì C., Dettori A., Imprese familiari e imprenditorialità: la sfida del cambiamento. Editoriale Scientifica - Collana accreditata PuntOrg. ISBN 978-88-9391-534-2
2. 2017 Dessì, C., Floris M., Le imprese familiari. Fisionomia di un fenomeno in evoluzione. Franco Angeli, Milano.

PUBLICATIONS IN INTERNATIONAL AND NATIONAL PEER-REVIEWED JOURNALS

3. 2024, Contu, G., Dessì, C., Massidda, C., Ortu, M., Online Reviews Explain Differences in Coastal And Inland Tourists' Satisfaction, *Scientific Reports, Nature, forthcoming*

4. 2022, Dessì, C., Dettori, A., Floris, M., Exploring different configurations of entrepreneurial orientation in small artisan family firms. A multicase study. *Journal of Family Business Strategy*, forthcoming, <https://doi.org/10.1016/j.jfbs.2022.100503>
<https://hdl.handle.net/11584/336045>
5. 2022, Floris, M.; Marongiu, M.; Dessì, C.; Dettori, A., Total Quality Management as Driver for Internationalization. A Case Study of a Small Family Firm, *Journal of Family Business Management*, 12(4), 614-636 DOI (10.1108/JFBM-07-2021-0077), [hdl:11584/325189](https://hdl.handle.net/11584/325189)
6. 2021, Pirson, Michael; Dessì, Cinzia; Floris, Michela; Giudici, Ernestina, Humanistic Management: What Has Love Got to Do with it? *Humanistic Management Journal*, vol. 6 (1) pp.1-4, ISSN:2366-603X. DOI:10.1007/s41463-021-00106-0.
7. 2020, Floris M., Dettori A., Dessì C., Innovation within Tradition: Interesting Insights from two Small Family Bakeries, *Rivista Piccola impresa Small Business*, n. 1, anno 2020, pagg. 70-92; ISSN 0394-7947, <http://dx.doi.org/10.14596/pisb.344>
8. 2020, Floris M., Dessì C., Dettori A., International Entrepreneurship in Small Family Firms: A Cross-Case Analysis, *Sinergie Italian Journal of Management*, vol. 38, pagg. 33-54 <https://ojs.sijm.it/index.php/sinergie/article/view/782/316>
9. 2020, Floris M., Dettori A., Melis C., Dessì C., Entrepreneurial orientation and the role of the context. The case of 'Sa Panada Srl', *Journal of Small Business and Enterprise Development*, vol. 27 n. 3, pagg. 349-363. <https://doi.org/10.1108/JSBED-02-2019-0072>
10. 2020, Floris M., Dettori A., Dessì C., Customer-perceived Quality, Innovation and Tradition: Some Empirical Evidence, *The TQM Journal*, Vol. ahead-of-print No. ahead-of-print DOI 10.1108/TQM-11-2019-0273
11. 2020, Floris M., Dettori A., Dessì C., Handling Innovation in Small Family Firms: The Role of the Context, *International Journal of Business and Management*, 15(5), pagg. 70-92, DOI:10.5539/ijbm.v15n5p60
12. 2017, Dessì, C., Floris M., Il ruolo delle Risorse Intangibili nella letteratura manageriale. Principali linee di ricerca e analisi future, *Sinergie Italian Journal of Management*, Vol. 35, n. 103, pp. 277-298, ISSN: 0393-5108
13. 2015. Kammerlander, N., Dessì, C., Bird, M., Floris, M., & Murru, A. The Impact of Shared Stories on Family Firm Innovation A Multicase Study. *Family Business Review*, 28(4), 332-354. DOI: 10.1177/0894486515607777
14. 2015. Kammerlander, N., Dessì, C., Bird, M., & Floris, M., The Impact of Storytelling on Innovation: a Multi Case Study. In *Academy of Management Proceedings* (p. 16902): Academy of Management. DOI:10.5465/AMBPP.2015.66
15. 2014, Dessì, C., Ng, W. & Floris, M., Cabras, S., How Small Family-owned Businesses May Compete with Retail Superstores: Tacit Knowledge and Perceptive Concordance among Owner-managers and Customers, *Journal of Small Business and*

16. 2010, Dessì C., Floris M., When Management and Customer See Eye to Eye: The Agreement Factor and Performance, *Journal of Small Business and Enterprise Development*, 17(1):102-122, ISSN 1462-6004 DOI: 10.1108/14626001011019152, Publisher: Emerald Group Publishing Limited;
17. 2010, Argiolas G., Cabras S., Dessì C., Floris M., Shifting Territorial Governance Through The Local Partnerships Commitment, Public, ESADE's Institute of Public Governance & Management (IGDP) e-bulletin, 2010(1), ISSN 2013-2530, <http://www.esade.edu/public/modules.php?name=news&idnew=586&newlang=english>
18. 2010, Giudici E., Dessì C., Floris M. Emphasizing identity in the governance-identity-performance mix, *Review of Business Research* 10(3), 67-75, ISSN: 1546-2609
19. 2009, Giudici E., Dessì C., Floris M., Promoting sustainable development through cultural heritage, *Review of Business Research*, 9(3), ISSN:1546-2609 DocID:1831-1749-21
20. 2009, Dessì C., Floris M., (2009) Changes in Local Governance: the Role of Public-Private Partnerships, *European Journal of Management*, 9(1), ISSN: 1555-4015, <http://www.highbeam.com/doc/1G1-208535123.html>
21. 2009, Cabras S., Dessì C., Floris M., Percezione del management e percezione del cliente: un confronto sui punti di forza dell'impresa, *Mercati e Competitività*, n. 2, ISSN: 1826-7386, DOI:10.3280/MC2009-002007;
22. 2009, Argiolas G., Dessì C., Floris M., Public-Private Partnership: What is The Impact on Local Governance and on Standards of Living?, *The International Journal of Environmental, Cultural, Economic and Social Sustainability*, 5(1):15-26, ISSN 1832-2077, Published by Common Ground Publishing;
23. 2009, Argiolas G., Cabras S., Dessì C., Floris M., Challenges for New models of Territorial Governance: Learning from The Experience of Italian LAGs, Proceeding of the Sixty-Nine Annual Meeting of the Academy of Management, (CD), 2009, p1-6, 7p; (AN 44245450), in George T. Solomon (Ed.), Proceedings of the Sixty-Sixth Annual Meeting of the Academy of Management (CD), Academy of Management Annual Meeting Proceedings, ISSN 2151-6561, DOI: 10.5465/AMBPP.2009.44245450 Publisher Information: Academy of Management P.O. Box 3020 Briar Cliff Manor New York 10510-3020
24. 2009, Argiolas G., Cabras S., Dessì C., Floris M., Building Innovative Models Of Territorial Governance. *Journal of Place Management and Development*. 2(3): 178-

210, ISSN 1753-8335 DOI: 10.1108/17538330911013898, Publisher: Emerald Group Publishing Limited

25. 2009, Cabras S., Dessì C., Floris M., What's so Strong in Family Businesses, *Global Management Journal*, Vol. 1(1) ISSN: 2080-2951, Published by Poznan University College of Business and Foundation for Citizenship Education in Poznan/Poland http://www.globalpmicanada.org/index.php?option=com_content&view=article&id=24:whats-so-strong-in-family-businesses&catid=2:conference-im-2009&Itemid=21;
26. 2008, Dessì C., Floris M., Le relazioni management-clientela nelle imprese familiari: l'indice di concordanza percettiva. Il caso di un'impresa sarda. *Piccola Impresa/Small Business*, n.2., pp. 75-100, ISSN: 0394-794;
27. 2008, Dessì C., Decisioni manageriali nell'impresa pubblica. Problematiche peculiari, aspetti emergenti e questioni aperte, in *Azienda Pubblica*, n. 4, pp. 477-500, ISSN: 1127-5812, Codice CNR: P 00140372;

BOOK CHAPTERS, CONFERENCE PROCEEDINGS E WORKING PAPER

28. 2024, Dessì, C., A. Vincis, Historical Evolution of the South Korea's sustainability intentions and the shift from power to responsibility in Chaebols, 29th ITAM International Conference on IT Applications and Management, Theme: Entrepreneurship and Culture in the age of nomadic Intelligence, July 4 - 8 2024, Hosted and Supported by Korea Data Strategy Society, Korea Internet e-Commerce Association Korea Data Agency, University of Cagliari, 4-8 Luglio,
29. 2024, Berutti, M., Dessì, C., Melis, G., Pettinao, D., Green Tracks: The Role of Monumental Railways in Promoting Eco-Sustainable Business in Slow Tourism, Sinergie-SIMA Conference 2024 "Management of sustainability and well-being for individuals and society", Università degli Studi di Parma, Parma, 12-13 giugno;
30. 2024, Pinna, R., Floris, M., Corona, F., Cicotto, G., Dessì, C., Dynamics of Change: A Comparative Analysis of Commitment in Family vs. Non-Family Businesses, Sinergie-SIMA Conference 2024 "Management of sustainability and well-being for individuals and society", Università degli Studi di parma, Parma, 12-13 giugno;
31. 2024, Dessì, C., From Dominance to Responsibility. The integration of Corporate Social Responsibility in Chaebol's Corporate Governance, Sinergie-SIMA Conference 2024 "Management of sustainability and well-being for individuals and society", Università degli Studi di parma, Parma, 12-13 giugno;
32. 2024 Contu, G., Dessì, C., Massidda, C., Ortu, M., Tourism Management and Customers' Satisfaction: A Natural Language Processing and Machine Learning Framework, 28th International Conference on IT Applications and Management, International Collaboration in the data-centered World, February 21-24, Dayeh University, Changhua, Taiwan, Published by Korea Database Strategy Society (KDSS), Nepal Printing Support, Anamnagar, Kathmandu-29, ISSN: 2334-0114

33. 2023, Berutti M., Dessì C., Sustainable railway tourism: an Eco-Business Model, III ICEM International Conference on Entrepreneurial Motivation, Entrepreneurship 360°: Driving Sustainable Change, University of Valencia, Valencia, Spain, October 23-24, 2023 PROCEEDINGS, Third edition published by RESOCEM – Research Society on Entrepreneurial Motivation, ISBN: 978-84-09-54507-0, <https://www.resocem.com/icem-conference/proceedings-23/> INSERITO IN IRIS (06.12.2023)
34. 2024 Dessì Cinzia, Kim Ji-Hee, Corporate Governance (CG) and Corporate Social Responsibility (CSR) in Chaebols. Tracing the Evolution under Government Influence. In “Advancing Corporate Governance: New Structures and Directions,” co-edited by Brian Bolton and Jung Park Edward Elgar Publishing, Editors: Brian Bolton and Jung Park, *forthcoming*
35. 2023 Dessì C., De Trane F., L’integrazione della sostenibilità nei processi di Project Management, in Project Management. Concetti di base. McGraw-Hill Education Create, Milano, ISBN: 9781307919554
36. 2023 Dessì C., De Trane F., L’impatto della sostenibilità sui principi e domini del PMBoK7, in Project Management. Concetti di base. McGraw-Hill Education Create, Milano, ISBN: 9781307919554
37. 2022. Dessì C., Il Project Management e il contesto organizzativo, in *Project Management. Concetti di base*. McGraw-Hill Education Create, Milano, ISBN: 9781307832310.
38. 2022. Dessì C., Introduzione, in *Project Management. Concetti di base*. McGraw-Hill Education Create, Milano, ISBN: 9781307832310.
39. 2021 Women’s Roles in Family Businesses: Specifics, Contradictions, and Reflections <http://hdl.handle.net/11584/313797> Floris, M., Cinzia, D., & Angela, D. (2021). Women's Roles in Family Businesses: Specifics, Contradictions, and Reflections. In *Research Anthology on Challenges for Women in Leadership Roles* (pp. 100-122). IGI Global.
40. 2020. Cabiddu F., Dessì C., Floris M., Reading Between the Lines: Innovation Strategies in Small and Medium-Sized Family Firms—An Exploratory Study. In: *Handbook of Research on the Strategic Management of Family Businesses*. IGI Global, 2020. p. 153-178.
41. 2020, Cabiddu F., Dessì C., Floris M., Social Media Communication Strategies, in Lazazzarra A., Ricciardi F., Za S. (eds), “Exploring digital ecosystems: Organizational and Human Challenges, Berlin: Springer-Verlag ISBN 978-3-030-23665-6
42. 2020, Floris M., Dessì C., Dettori A., Mapping narratives in family business studies: a guideline for researchers, in A. De Massis and N. Kammerlander (Eds), “*Handbook of Qualitative Research Methods in Family Business*”, Edward Elgar Publishing
43. 2020, Dettori A., Floris M., Dessì C. “Sustainable development in family firms: The key to change” in Yang P. (ed.), *Cases on Green Energy and Sustainable Development*, Hershey: IGI Global, DOI: 10.4018/978-1-5225-8559-6.ch009

44. 2019 Floris M., Dessì C., Dettori A. "Women's roles in family businesses: Specifics, contradictions, and reflections" in Pereira E.T. and Paoloni P. (eds), "*Handbook of Research on Women in Management and the Global Labor Market*", IGI Global, DOI: 10.4018/978-1-5225-9171-9.ch009;
45. Inspired by the Soul of Savannah: Spotlight on Entrepreneurship Orientation in Family Firms Cinzia Dessi and Michela Floris, Published Online:1 Aug 2019<https://doi.org/10.5465/AMBPP.2019.11596abstract> ISSN (print): 0065-0668 ISSN (online): 2151-6561 Frequency: August Editor: Guclu Atinc Vol. 2019, No. 1
46. 2017, Dessì C., Floris M., Customer Relationship Management in Small Business: State of the Art and New Perspectives, Proceedings of the 6th Research Symposium of the SGBED (The Society for Global Business & Economic Development)" Entrepreneurship & SMEs in Emerging Markets: Competitiveness & Innovation in Knowledge Economy" - ISBN: 9788890767852
47. 2014, Dessì C., Floris M., Sanna A. (2014). Technology in family business studies. a bibliometric analysis (1991–2012). In Handbook of Research on Techno-Entrepreneurship: How Technology and Entrepreneurship are Shaping the Development of Industries and Companies, (a cura di) François Thérin, Second Edition. p. 39-59, Glos:Edward Elgar Publishing, ISBN: 9781781951811, doi: 10.4337/9781781951828.00008
48. 2013 Dessì, C., Floris, M., & Sanna, A., Technology in family business studies. a bibliometric analysis (1991–2012). In Handbook of Research on Techno-Entrepreneurship: How Technology and Entrepreneurship are Shaping the Development of Industries and Companies, Second Edition, Edited by François Thérin, Curtin University Sarawak, Edward Elgar Publishing, Malaysia, DOI: 10.4337/9781781951828.00008, pag. 39-59.
49. 2012, Dessì C., Floris M., The importance of values in family business in spreading ethical business paradigms, In Integrity in organizations - Building the foundations for humanistic management, Editor(s): Wolfgang Amann and Agata Stachowicz-Stanusch, Palgrave Macmillan Publishers, ISBN: 978-1-137-28034-3, ISBN10: 1-137-28034-4,
50. 2011, Dessì C., Wilson Ng, Floris M., Cabras S., Intuitive Perception and the Competitive Advantage of Small Family Businesses: An Exploratory Study, Westminster Business School, Working Paper Series in Business & Management, WP 11-2, March, ISBN 978-1-908440-01-3
51. 2011 Dessi C., Floris M., An exploratory framework for extending the familiness of family firms, 11 th Annual IFERA World Family Business Research Conference, Intelligence and Courage for the development of family business, Palermo University Management School, Palermo Conference Proceedings, Edited by Salvo Tomaselli, Daniela Montemerlo, ISBN 978-88-95272-99-3
52. 2010, Dessi C., Floris M., Cabras S., Ng W., Customer Loyalty In Small, Family-Owned And Managed Business: A New Approach To An Old Theme, 10 th Annual IFERA World Family Business Research Conference, Lancaster University

Management School, Lancaster, UK, 6-9 July, 2010, Conference Proceedings, Edited by Elias Hadjielias & Tom Barton, Lancaster University Management School Centre for Family Business, ISBN 978-1-86220-275-7

53. 2010, Dessì C, Floris M., Melis G., Learning from a wrong consumer perception. Bridging the gap between created value and perceived value. Management of the Interconnected World, Physica-Verlag, Springer, Heidelberg, Germany, ISBN: 978-3-7908-2147-5, A. D'Atri, M. De Marco, A.M.Braccini, F.Cabiddu (Editors).
54. 2010, Giudici E., Dessì C., Floris M.: Emphasizing Identity In The Governance-Identity-Performance Mix, IABE PROCEEDINGS, 1932-7498 2010
55. 2009, Cabras S., Dessì C., Floris M., What's So Strong In Family Business? *Proceedings Book of 4th International Conference Innovation In Management: The Cutting Edge Of Business Education And Practice In An Epoch Of Global Collaboration* 21-22 May 2009 / Poznan, Poland
56. 2009, Dessì C., Floris M., Cardaropoli M., How to evaluate the quality inside customer relationship management. An empirical analysis, 12° Conference Quality in services, ICQSS, Verona, 27-29 Agosto 2009, ISBN-13 978-88-9043-270-5;
57. 2008, Argiolas G., Dessì C., Floris M., Giudici E., Public – Private Partnership: a new model of local governance? in *Proceeding of the 11th Toulon-Verona International Conference on Quality in Services ICQSS. Higher Education, Health Care, Local Government, Tourism, Banking*, Firenze University Press, Firenze, ISBN: 978-88-8453-855-0, <http://www.fupress.com/scheda.asp?idv=1796>
58. 2007, Dessì C., I processi di decisione delle imprese pubbliche: rilevanti specificità, in *Impresa pubblica e cambiamento: quale identità?* (a cura di) E. Giudici, Franco Angeli, Milano, ISBN 13: 9788846491695;
59. 2005, Cabiddu, F., Dessì C, Fattore tempo ed eccesso informativo: influenza nei processi decisionali in Atti del 27° Convegno AIDEA 'Riconfigurazione dei processi decisionali nel quadro evolutivo della competizione', svoltosi a Catania 7-8 Ottobre 2004; ISBN 978-8834857557 da pag. 339-357; G. Giappichelli Editore – Torino

PARTICIPATION IN INVITED CONFERENCES

60. 2022, **College Universitario Sant'Efisio**, cycle of in-depth seminars "The European Green Deal", speech entitled: Responsibility and sustainability: The promise of the Circular Economy, 2 May 2022, Cagliari;
61. 2022, **STOREM**, Sustainable Tourism, Optimal Resource and Environmental Management STOREM Capacity Building Workshop, University of Cagliari, Department of Economics and Business, Sardinia 30th June – 06th July 2022;

62. 2018, **FFI Global Conference**, FFI Embankment Festival, Londra 23-27 Ottobre, CFWA Award;
63. 2017, **FFI Global Conference**, Family Enterprise Electrifying, Chicago, 25-28 October, DE VISSCHER Award;
64. 2016, Dessì C., Guest Speaker alla Summer School “Engineering and Management of Industrial systems” **EMIS**, Sotacarbo Research Center, Grande Miniera Serbariu, with the intervention: Project Management in Contemporary Organizations. A managerial approach. 4-8 July 2016 Carbonia (CI);
65. 2013 **FFI Global Conference**, San Diego, October FFI Best Unpublished Paper Award;

PAPER PRESENTATIONS AT INTERNATIONAL AND NATIONAL CONFERENCES

66. Dessì, C., A. Vincis, *Historical Evolution of the South Korea’s sustainability intentions and the shift from power to responsibility in Chaebols*, 29th **ITAM International Conference on IT Applications and Management**, Theme: Entrepreneurship and Culture in the age of nomadic Intelligence, July 4 - 8 2024, Hosted and Supported by Korea Data Strategy Society, Korea Internet e-Commerce Association Korea Data Agency, University of Cagliari, 4-8 Luglio,
67. 2024, Berutti, M., Dessì, C., Melis, G., Pettinao, D., Green Tracks: The Role of Monumental Railways in Promoting Eco-Sustainable Business in Slow Tourism, **Sinergie-SIMA Conference 2024** “Management of sustainability and well-being for individuals and society”, Università degli Studi di parma, Parma, 12-13 giugno;
68. 2024, Pinna, R., Floris, M., Corona, F., Cicotto, G., Dessì, C., Dynamics of Change: A Comparative Analysis of Commitment in Family vs. Non-Family Businesses, **Sinergie-SIMA Conference 2024** “Management of sustainability and well-being for individuals and society”, Università degli Studi di parma, Parma, 12-13 giugno;
69. 2024, Dessì, C., From Dominance to Responsibility. The integration of Corporate Social Responsibility in Chaebol’s Corporate Governance, **Sinergie-SIMA Conference 2024** “Management of sustainability and well-being for individuals and society”, Università degli Studi di parma, Parma, 12-13 giugno;
70. 2024, Contu, G., Dessì, C., Massidda, C., Ortu, M., Dissecting Coastal and Inland Tourism in Sardinia: A Study Based on Online Reviews and Geographic Dichotomy Through Natural Language Processing, 63rd **ERSA Congress**, Regional Science for Peace and sustainable development, Dialogue 26-30 Agosto 2024, Terceira Island, Azore, Portugal.
71. 2024, Contu, G., Dessì, C., Massidda, C., Ortu, M., Tourism Management and Customers' Satisfaction: A Natural Language Processing and Machine Learning Framework, Data-centered Collaboration for enhanced social capability, 28th **ITAM International Conference on IT Applications and Management**, February 21-24, Dayeh University, Changhua, Taiwan.

72. 2024, Casula, C., Dessì, C., Le invisibili dell'audiovisivo. Traiettorie di lavoratrici nel settore cinematografico in Sardegna. VIII Convegno **Società Italiana di Sociologia Economica SISEC 2024** "Lavoro, imprese e territori tra prossimità e distanza", Università degli Studi di Cagliari, 31 gennaio – 3 febbraio 2024, Cagliari.
73. 2023, Dessì, C., Trasarti, G., De Trane, F., Sostenibilità, Organizzazioni, Progetti, Project Management, **Project Management Forum**, Polo universitario Lugano, Campus Est, 23-24 ottobre, Lugano;
74. 2023, Berutti M., Dessì C., Sustainable railway tourism: an Eco-Business Model, **III ICEM International Conference on Entrepreneurial Motivation**, "Entrepreneurship 360°: Driving Sustainable Change", University of Valencia, Valencia, Spain, October 23-24, 2023
75. 2023, Dessì C., Contu G., Massidda C., Ortu M., Dissecting Coastal and Inland Tourism in Sardinia: A Study Based on Online Reviews and Geographic Dichotomy Through Natural Language Processing, XV Riunione Scientifica **SISTUR**, Tourism between conditions of sustainability and promotion policies: islands, inland areas and fragile territorial systems, Università degli Studi di Messina, Taormina dal 16 al 18 novembre 2023.
76. 2023, Ciccotto, G., Dessì, C., Floris, M., Pinna, R., Proprietà psicologica, comunicazione e commitment to change. Uno studio empirico, XIX Congresso Nazionale della Sezione di Psicologia per le Organizzazioni – Prefigurare la vita nuova: la psicologia per le organizzazioni tra conflitto e desiderio, tecnologia e sostenibilità, Cagliari 6-8 settembre 2023;
77. 2023, Dessì C., De Trane, F., The Sustainability Project Management as a new process group in Project Management, XL Convegno Nazionale **AIDEA 2023**, "L'aziendalismo crea valore! Il ruolo dell'accademia nelle sfide della società", 5-6 Ottobre 2023 Salerno;
78. 2023, Dessì C., Succa A., Transgenerational influence and family ties: the differentiation of the self in South Korean families. A case-study through an arts-based visual approach, XL Convegno Nazionale **AIDEA 2023**, "L'aziendalismo crea valore! Il ruolo dell'accademia nelle sfide della società", 5-6 Ottobre 2023 Salerno;
79. 2023, C. Dessì, A. Dettori, L. Ferrari, M. Floris, R. Rosnati, Visible adoption into the family firm dynamics: how does it shape local roots? A single-case study, **Sinergie-Sima** Management Conference, Bari, 29-30 giugno 2023;
80. 2021, Dessì C., Dettori A., Ferrari L., Floris M., Rosnati R., "Visible Adoption and Ethnic Diversity in Family Firms", Poster Presentation at **ICAR7** International Conference on Adoption Research, Università Cattolica del Sacro Cuore, Milano, 6-9 luglio 2021, Milano;
81. 2021, Floris, M., Marongiu, M., Dessì, C., Dettori, A., "Total Quality Management as Driver for Internationalization. A Case Study of Small Family Firm", **Sinergie-Sima** Management Conference "Leveraging intersections in management theory and practice", 9-10-11 giugno 2021, Palermo;

82. 2019, Floris M., Dessì C., Entrepreneurship Orientation in Family Firms. An Exploratory Study, **IFERA**, “Feeding the fire of entrepreneurship: Theory and practice for the enterprising family” – Bergamo 17-21 giugno 2019
83. 2019, Dessì C., Floris M., Inspired by the Soul of Savannah: Spotlight on Entrepreneurship Orientation in Family Firms – **Academy of Management Meeting, AOM**, Understanding the Inclusive Organization, 9-13 Agosto, Boston
84. 2018, Cabiddu F., Dessì C., Floris M., Social Media Communication Strategies in Fashion Industry, **ITAIS** – “Living in the digital ecosystem: technologies, organizations and human agency, Pavia 11-13 Ottobre 2018
85. 2017, Dessì C., Floris M., Customer Relationship Management in Small Business: State of the Art and New Perspectives, 6th Research Symposium of the **SGBED** (The Society for Global Business & Economic Development)" Entrepreneurship & SMEs in Emerging Markets: Competitiveness & Innovation in Knowledge Economy" - Olbia 4-5 ottobre 2017
86. 2015, Bird M., Cabras S., Dessì C., Floris M., Kammerlander N., Synthesizing so far disintegrated literature on leadership transfer: a co-citation analysis The 11th Annual Family Enterprise Research Conference **FERC**, June 4 - 7, University of Vermont, Burlington, VT, USA;
87. 2015 Kammerlander N., Dessì C., Bird M., Floris M., The impact of storytelling on innovation: a multi case study, Best Paper of ENT Division, **Academy of Management Meeting, AOM**, in Vancouver, British Columbia, Canada, August 7-11;
88. 2013, Dessì C., Floris M., Poddi G., Family business and values. An exploratory research. **IFERA**, 13RD World Family Business Research Conference, July 2-5 Ownership, Governance, and Value in Family Firms, University of Saint Gallen, Switzerland;
89. 2013, Dessì C., **Chair** nella sessione: PP11 - Family Ownership and Earnings Quality, BLONDEL (14-U114); conferenza **IFERA**, 13RD World Family Business Research Conference, July 2-5 Ownership, Governance, and Value in Family Firms, University of Saint Gallen, Switzerland;
90. 2012, Dessì C., Floris M., Cabras S., Examining the intellectual structure of intangibles resources in family business studies. A co-citation analysis. **IFERA**, 12TH World Family Business Research Conference, June 26-29 Emotional Dynamics in the Family Business: Theory-Practice-Policy, University of Bordeaux 4, Bordeaux, France;
91. 2012, Dessì C., Floris M., Giudici E., A bibliometric analysis of intangible resources in family business studies (1991-2011), **EURAM** 12TH June 6-8 Rotterdam, Social Innovation for competitiveness, organizational performance and human excellence, Rotterdam School of Management Erasmus University, Holland;

92. 2011, Dessì C., Floris M., Development of the *familiness* construct through Sustainable Family Business Theory II, **Academy of Management Meeting, AOM** West meet East, Sant Antonio, 12-16 August 2011;
93. 2011, Dessì C., Floris M., An exploratory framework for extending the *familiness* of family firms, **IFERA**, 11TH World Family Business Research Conference, June 28- 1 July Intelligence and Courage – Family Firms' Vision in the era of Economic Turmoil, Palermo University;
94. 2010, Giudici E., Dessì C., Floris M., Slow tourism: the farm holidays challenge for sustainable socioeconomic development 26th **EGOS** Colloquium, Lisbon, 1-3 July
95. 2010, Giudici E., Dessì C., Floris M., Emphasizing identity in the governance-identity-performance mix, International Academy of Business and Economics **IABE**, Las Vegas Annual Conference, Las Vegas.
96. 2010, Dessì C., Ng W., Floris M., Cabras S., Customer Loyalty in Small, Family-owned and managed Businesses: A New Approach to an Old Theme, **IFERA**, 10TH World Family BUSINESS Research Conference, July 6-9 Lancaster University Management School, Long Term Perspectives on Family Business: Theory – Practice – Policy
97. 2009, Giudici E., Dessì C., Floris M., Promoting Sustainable Development Through Cultural Heritage, International Academy of Business and Economics **IABE**, Las Vegas Annual Conference, Las Vegas.
98. 2009, Giudici E., Dessì C., Floris M., A fascinating challenge: taking culture and identity as bases for sustainable socio-economic development, 25° **EGOS** Colloquium Passion for creativity and innovation. Energizing the study of organizations, Barcellona, 2-4 Luglio.
99. 2009, Dessì C., Floris M., Melis G., Learning from a wrong consumer perception. Bridging the gap between created value and perceived value, **ITAIS**, Toward Fusion in the Interconnected World: Exploring the connection between organizations and technology, Costa Smeralda (Italy), October 2-3,
100. 2009, Dessì C., Floris M., Cardaropoli M., How to evaluate the quality inside customer relationship management. An empirical analysis, 12° Conference Quality in services, **ICQSS**, Verona, 27-29 agosto 2009.
101. 2009, Dessì C., Floris M., The state of RBV in Family Business Research. A review of the literature and future directions, 5° **EIASM** Workshop on Family Business Resources and capabilities in family business, Hasselt, 7-9 giugno 2009.
102. 2009, Dessì C., Floris M., Changes in local governance. The role of public-private partnerships, **IABE** Conference, Thessaloniki, Grecia, 5-7 giugno.

103. 2009, Argiolas G., Dessì C., Floris M., Public-Private Partnership: What is the Impact on Local Governance and on Standards of Living?, 5th International Conference on Environmental, Cultural, Economic and Social Sustainability, University of Technology, Mauritius, 5-7 Gennaio.
104. 2009, Argiolas G., Dessì C., Floris M., Le relazioni con i clienti come risorsa immateriale: un'evidenza empirica, 32° Convegno **AIDEA** *Le risorse immateriali nell'economia delle aziende*, Ancona, 24-25 settembre.
105. 2009, Argiolas G., Dessì C., Floris M., Challenges for New Models of Territorial Governance: Learning from the Experience of Italian LAGs, **Academy of Management Meeting, AOM** Green Management Matters, Chicago, 7-11 agosto 2009.
106. 2008, Dessì C., Floris M., Management and Customer Relations in Small-Medium Family Business: The Perceptive Concordance Index, **Academy of Management Meeting AOM** The Question We Ask, Anaheim - California, 8-13 August.
107. 2008, Dessì C., Floris M., Il partenariato Pubblico-Privato per lo sviluppo dei sistemi locali: Verso un Nuovo Modello di Governance?, III Workshop Nazionale di **Azienda Pubblica** Governare e programmare: l'Azienda pubblica tra innovazione e sviluppo al servizio del cittadino e del Paese, Università degli Studi di Salerno, 5-6 Giugno.
108. 2008, Cabras S., Dessì C., Floris M., Stressing management-customer relations in Small-Medium Sized Family Businesses. The Importance of Management Perceptions, paper presentato al 4th **EIASM** Workshop on Family Firms Management Research, Università di Napoli, 8-10 Giugno.
109. 2008, Argiolas G., Dessì C., Floris M., Giudici E., Public-Private Partnership: a new Model of Local Governance? 11° Conference Quality in Services **ICQSS**, Firenze, 4-5 Settembre 2008.
110. 2008, Argiolas G., Dessì C., Floris M., I Mutamenti nelle Relazioni Pubblico-Privato: Quale Impatto sulla Governance?, XXXI Convegno **AIDEA** 2008 Corporate Governance: governo, controllo e struttura finanziaria, Università degli Studi di Napoli, 16-17 Ottobre.
111. 2007, Dessì C., Floris M., Interpretare il vantaggio competitivo nelle imprese familiari: l'indice di concordanza precettiva. il caso di un'impresa in Sardegna, Workshop **AIDEA** Dinamiche di sviluppo e di internazionalizzazione del family business, Università La Cattolica Milano, paper accettato e premiato come uno dei migliori paper presentati da ricercatori, assegnisti di ricerca, dottori e dottorandi di ricerca. 18-19 Ottobre.

112. 2005, Cabiddu, F., Dessì C, Fattore tempo ed eccesso informativo: influenza nei processi decisionali in Atti del 27° Convegno AIDEA 'Riconfigurazione dei processi decisionali nel quadro evolutivo della competizione', svoltosi a Catania 7-8 Ottobre 2004;

PRIZES AND AWARDS

- 2019 Floris M., Dessì C., Entrepreneurship Orientation in Family Firms. An Exploratory Study, nomination for the **IFERA Best Paper on Conference Theme Award**.
- 2019 Premialità per l'attività di ricerca per l'anno 2018, Dipartimento di Scienze Economiche ed Aziendali, Università degli Studi di Cagliari (Italia).
- 2017 De Visscher & Co. Scholarship for the FFI GEN – Global Education Network – Certificate Program for obtaining the **FFI GEN Certificate Program in Family Wealth Advising (CFWA)**.
- 2015 Kammerlander N., Dessì C., Bird M., Floris M., The impact of storytelling on innovation: a multi case study, Best Paper of ENT Division, **Academy of Management Meeting, Carolyn Dexter Award**, Vancouver.
- 2015 Kammerlander N., Dessì C., Bird M., Floris M., The impact of storytelling on innovation: a multi case study, Best Paper of ENT Division, **Academy of Management Meeting, Best Paper Proceedings**, Vancouver.
- 2013 Cinzia Dessi, Michela Floris, Nadine Kammerlander, Alessandra Murru for Breaking with or Adhering to Tradition? Path Dependence and Innovation in Italian Family-Owned Wineries, **FFI Best Unpublished Paper Award**, San Diego.
- 2009, Argiolas G., Dessì C., Floris M., Challenges for New Models of Territorial Governance: Learning from the Experience of Italian LAGs, **Academy of Management Meeting, Best Paper Proceedings**, Chicago.
- 2007, Dessì C., Floris M., Interpretare il vantaggio competitivo nelle imprese familiari: l'indice di concordanza precettiva. il caso di un'impresa in Sardegna, Workshop **AIDEA, Best Paper Award**, Università Cattolica Di Milano.

EDITORIAL COMMITTEES

2024 Member of the Editorial Scientific Committee for the series "Beyond the Screen. Cultures, Languages, Industries of Cinema and Media," published by UNICAPress, the publishing house of the University of Cagliari, established by Rector's Decree No. 800 of September 5, 2018.

Editorial Board of Reviewer of *Journal of Family Business Review*; Sage 0894-4865

Guest Editor (CO) Humanistic Management Journal; Springer, "Humanistic Management and Family Businesses: Challenges, Perspectives and Opportunities", Co-Editors: Ernestina Giudici, Università di Cagliari, Michela Floris, Università di Cagliari; Editor in Chief: Michael Pirson

Reviewer ad hoc of:

<i>Journal of Family Business Management</i>	Emerald	2043-6238
<i>Journal of Family Business Strategy</i>	Elsevier	1877-8585
<i>Journal of Place Management and Development</i>	Emerald	1753-8335
<i>Journal of Small Business and Enterprise Development</i>	Emerald	1462-6004
<i>Humanistic Management Journal</i>	Springer	2366-6048
<i>Canadian Journal of Administrative Sciences</i>	Wiley	0825-0383
<i>Asia Pacific Journal of Management</i>	Springer	0217-4561

Voluntary Reviewer: Academy of Management Meeting;

ACADEMIC AFFILIATIONS

AIDEA Accademia Italiana di Economia Aziendale

AOM Academy of Management

BAM British Academy of Management

EGOS European Group of Organizational Studies

EIASM European Institute for Advanced Studies in Management

FFI Family Firm Institute

IFERA International Family Enterprises Research Academy

SIMA SimaSinergie Società Italiana di Management

SIM Società Italiana di Marketing

OTHER TRAINING ACTIVITIES

2018	Partecipazione al Corso integrato di formazione “Le relazioni tra obiettivi formativi, metodi e strumenti didattici e metodi e criteri di valutazione” – progetto DISCENTIA - Università degli Studi di Cagliari
2004	Summer School di EDAMBA Sorèze, France, (29 luglio – 3 Agosto);
2002	Master in Finanziamenti Agevolati Alle Imprese <i>Tax Consulting Firm – Roma</i>
2001	Master Tributario <i>Tax Consulting Firm – Roma</i>
1998	Marketing degli Acquisti <i>EUROSTAFF Italia Srl – Roma</i>
1999	Procedure per ottenere la Certificazione di Qualità ISO 9001 <i>In Management – Milano –</i>
1999	Controllo di Gestione <i>In Management – Milano -</i>
1997	Come motivare ed incentivare i collaboratori <i>FAGEPA & Partners – Milano -</i>

The undersigned CINZIA DESSI born in CAGLIARI on 23/02/1971, resident in CAGLIARI, ITALY, and aware of the provisions of art. 76 of Presidential Decree no. 445 of 28 December 2000, according to and for the aforementioned Italian Presidential Decree no. 445/2000 and under its responsibility declares that what is stated and reported in the curriculum corresponds to the truth.

Read, confirmed, and signed.

Cagliari, 04.10.2024

Cinzia Dessi

Digitally signed