

Dr. Andrea Appolloni, Ph.D

Dept. of Management and Law

University of Rome Tor Vergata

Via Columbia, 2 – Rome 00133

Email: andrea.appolloni@uniroma2.it

Tel. +39.0672595821

Date of Birth: 26/05/1978 – Nationality: Italian

Tongue: Italian (native), French & English (good), Chinese & Spanish (basic)



Current Positions (2016/2017):

- *University of Rome – Tor Vergata – Italy*

- Assistant Professor and Faculty Member in Business and Operations Management
- Temporary Professor in the course on “Procurement Sourcing & Supply Chain Strategies”
- Temporary Professor in the course on “Operations Management”
- Research member at PROXENTER (Research Centre in Procurement and Supply Chain)
- Executive Director at the Master in Procurement Management
- Research Fellow at CEIS (Center for Economic and International studies)
- Track Lead in the specialization of Supply Chain Management at the Master of Science in Business Administration

- *In other Universities*

- Permanent Visiting Fellow at **Cranfield University** (UK)
- Visiting Research Fellow at **Shanghai Jiao Tong University** (China)
- Permanent External Examiner of Doctoral dissertations at **University of Johannesburg** (South Africa)

- *In other Institutions*

- Permanent International expert evaluator of the **European Commission**, Brussels (Belgium)
- Member Expert at **Global SCP Clearinghouse**, Paris (France)

Brief Profile

My Name is Andrea Appolloni, since 2010 I am Researcher and Member Faculty in Management at Tor Vergata University of Rome (Italy). In the same University I received my doctorate degree in Management, my degree in Economics and Management as well as a Master degree in Real Estate Management. At University of Macerata (Italy), I received a Master degree in International Business for China and Eastern Countries.

I am working in several research projects as a scientific member in Management Consulting, supply chain, Sustainability, International Business and Innovation. I am regularly present at international conferences and I teach undergraduate, postgraduate and executive Master level in a variety of subjects in Management. I am temporary professor since 2012 in the course on Procurement Sourcing and Supply Chain Strategies in the Master of Science degree in Business Administration and since 2014 in the course on Innovation Management in the bachelor degree in management at Tor Vergata University of Rome.

I have a methodological approach oriented to an empirical and qualitative research. In particular I am interested in the use the Literature approach to explore the new phenomenon and trends for particular research issues. I am dedicated also in the use of the case studies research method to identify in depth a real picture of the companies and the regularities and connections that can be generalized between theories and practices.

I am a reviewer for several academic international journals related to the operations management area and I have more or less 60 research works as a journal articles, book chapters, research reports, conference/working papers and introduction of the books. During the last 5 years I have been a visiting scholars at the Demand Chain department, Cranfield University (UK), at

the Supply Chain and Innovation department, Tianjin University (China), at the Industrial and Systems Engineering department, University of Tennessee in Knoxville (USA) and at the Management, Technology and Economics department, Swiss Federal Institute of Technology Zurich ETH (CH) and at the Sino-America Global Logistics Institute, Shanghai Jiao Tong University (China).

I have worked with a number of companies in my professional activities, these include: CTS Voyages in Paris (France), Hertz rent a car in Dublin (Ireland) and Accenture, a global consulting company where I have carried out assignments in Italy and Turkey. From the 2009 I am research member of the Annual Italian Management Consulting Report, supported by ASSOCONSULT – The Italian Association of Consulting Enterprises (six reports produced) and from the 2014 of the Annual European Management Consulting Report supported by FEACO – The European Association of Consulting Enterprises.

I am currently international expert evaluator of the European Commission in matters concerning Green, Sustainability and Internationalization related to the program “Horizon 2020” in Belgium. I am member expert in Sustainability at the Global SCP Clearinghouse is a unique one-stop hub dedicated to Sustainable Consumption and Production (SCP) and I am part of the 10 Year Framework of Programmes on SCP (10YFP on SCP), convened by the United Nations Environment Programme (UNEP).

I am currently visiting fellow at Cranfield University (UK) and research associate at Shanghai Jiao Tong University (China).

Research Specialties – Interests

Supply Chain Management, Sourcing & Procurement in the public and private sector, E-procurement, Sustainable and Green Procurement/Sourcing, Global Sourcing Strategies in China, Sustainable Global Sourcing, Forms of cooperation and competition on Global Sourcing in China, offshoring, Re-location, Lean Management, Sustainable Development, Corporate Social Responsibility, Management Consulting, Innovation Management and Green Management.

Research Methodology

In-depth Case Studies, Literature Review and Empirical Analysis

Education

October 2007 – September 2010 Ph.D. Program (3 years)

PhD Program in Business Management University of Rome “Tor Vergata” - Italy

Title of final Thesis: *Sustainable Procurement: Theories and Practices in the Private and Public Sector*.

Final Remark: Excellent (Summa Cum Laude)

Included visiting research period at Cranfield University in UK (2009-2010) and at Tianjin University in China (2010)

Supervisor: Prof. Corrado Cerruti. Director of the Program: Prof. Cosetta Pepe – University of Tor Vergata – Rome

External Supervisor Prof. Alan Harrison and Dr Carlos Mena from Cranfield University, UK

December 2008 – Master Degree (1 years)

Master Degree in Real Estate Management University of Rome “Tor Vergata” – Italy

Final remark: Excellent (Summa Cum Laude)

May 2007 – Master Degree (1 year)

Master Degree in Relationship with Eastern Countries, China, India and Russia.

University of Macerata – Italy. English Program

Final remark: Excellent (Summa Cum Laude)

July 2006 Degree in Economics and Management (4 years)

University of Rome “Tor Vergata” - Italy - Business School of Management www.economia.uniroma2.it

Title of the final Thesis: *Delocalization Phenomena's of European firms in China. The case of Merloni Progetti SpA*

Supervisor: Prof. Roberto Cafferata

Academic Work Experiences

July 2016 – Present - in Italy

University of Rome “Tor Vergata” - Italy - Business School of Management – Dep. of Management and Law
Assistant Professor and Member faculty in Management involved in several research projects, publications of articles and teaching activities.

April 2012 – July 2016 in Italy

University of Rome “Tor Vergata” - Italy - Business School of Management www.economia.uniroma2.it
Post-Doc Fellow and Member faculty in Management. Research projects developed:

- **04.2012 - 01.2013** Title: *Innovation in Management Consulting*
- **02.2013 - 01.2015** Title: *Competition and Cooperation in Global Sustainable Sourcing* (renewed for one year)
- **02.2015 - 01.2017** Title: *Sustainable and Green Global Procurement. Performance Impacts in the Private and Public Sector*

Research Projects

Over the past ten years I have been involved in 13 research projects attracting funding in excess of Euro 0,6 million. During this period I have moved from being a researcher on a project to a co-investigator and lead investigator

- **Title: Investigation of investments in the Mekong area (China, Burma, Laos, Thailand, Cambodia and Vietnam)**
Time: December 2015 – October 2016. Organization: Tor Vergata University Economics Foundation (FUET)
Partners involved: Leonardo (ex Finmeccanica), a global player in the high-tech sectors and a major operator worldwide in the Aerospace, Defence and Security sectors and University of Rome, Tor Vergata
Role: Scientific Coordinator Member
- **Title: Sustainability in Public Procurement contracts for the small firms.**
Time: July 2015 – Today. Organization: University of Rome, Tor Vergata
Partners involved: Confartigianato Italy (An Intelligent Association created to serve Artisans and Small Businesses)
Role: Scientific Coordinator Member
- **Title: Annual Report on Management Consulting in Europe**
Time: September 2015 – Present. Organization: University of Rome, Tor Vergata
Partners involved: Feaco (European Federation of Management Consultancies Associations), Brussels, Belgium.
Role: Research Member
- **Title: Lean and Performance Management**
Time: January 2014 – Present. Organization: University of Rome, Tor Vergata
Partners involved: Sanofi Aventis, Birra Peroni, Brovedani, Lima and McKinsey.
Role: Scientific Coordinator Member
- **Title: The 10YFP Programme on Sustainable Public Procurement.**
Time: From June 2015 – Present.
Partners involved: UNEP - United Nations Environment Programme, Paris
Role: Research Member
- **Title: Sustainable and Green Procurement & Supply Chain Management**
Time: January 2012 – Present. Organization: University of Rome, Tor Vergata
Partners involved: Public and Private companies
Role: Scientific Coordinator Member
- **Title: Annual Report on Management Consulting in Italy.**
Time: October 2011 – Present. (In total 7 reports developed). Organization: University of Rome, Tor Vergata
Partners involved: Confindustria - Assoconsult (Italian association of consulting companies)
Role: Research Member.
- **Title: The status of the art on the third sector in Italy. Focus on Sustainable and Social Occupancy.**
Time: Jul 2012 – March 2014. Organization: University of Rome, Tor Vergata

Partners involved: Fondazione Italiana Accenture (Accenture Italian Foundation)

Role: Research Member Coordinator.

- **Title: Smart Container Chain Management (EU project)**

Time: January 2010 – 2013. Organization: University of Rome, Tor Vergata

Partners involved: Several companies, a completed list is available here: <http://www.smart-cm.eu/Partners.aspx>

Role: Junior Research Member

Teaching and Course Design Activities

I have been involved in teaching and learning since 2007 when I started my doctorate and my experience has focused mainly on graduate, postgraduate, doctorate and executive students and Italy and abroad. I am able to teach in Italian, English and French and in the international context with students from different countries and cultures.

Professorship

- **From the A.Y. 2013/14 to 2015/16** Professor for the English course on *Procurement Sourcing and Supply Chain Strategies* (Master of Science in Business Administration in English). 6 ECTS, 100 students and 36 hours of lessons per year
- **In the A.Y. 2015/16** Professor for the course on *Innovation Management* (bachelor program in Business Administration in Italian). 9 ECTS, 500 students and 54 hours of lessons per year
- **From the A.Y. 2016/17** Professor for the course on *Operations Management* (Master of Science in Business Administration). 6 ECTS, 150 students 36 hours of lessons per year

Doctoral Level Programs

Abroad – at **Tianjin University in China**, in 2012 guest speaker for a lesson in “how to conduct a research proposal for doctoral level in the *PhD program in Industrial Engineering*, in 2013 at **University of Tennessee in USA**, lesson to the PhD students on “how conduct a Literature Review and a Case Study Research” in the *Engineering PhD program*, in 2015 at **ETH Zurich**, lesson to the PhD students on “How to conduct a case study research in Sustainable Global Sourcing” in the *Supply Chain and Logistics PhD program*, in 2016 at **Shanghai Jiao Tong University** and **Dalian University of Technology in China**, lesson to the PhD and Master students on “*Collaboration in Sustainable Global Sourcing in China*”.

Graduate and Master of Science Courses

Teaching activities, tutoring and course design activities

In Italy

At **University of Rome Tor Vergata**, from 2009 to 2015 Assistant lecturer and tutor in the course on *Innovation Management* (Bachelor Program in Italian), responsible Prof. Corrado Cerruti. From 2011 to 2013 in the English course on *Procurement Sourcing and Supply Chain Strategies* (Master of Science degree in English) and from 2013 to 2015 in the English course on *Management Consulting* (Master of Science degree in English) responsible for both Prof. Corrado Cerruti. From 2009 to 2012 in the course on *Business Management* (Bachelor degree in Italian) and from 2012 to 2013 in the course on *Real Estate Management* (Master of Science degree in Italian), responsible Prof. Roberto Cafferata.

Postgraduate, Executive Level Master's Programs first and second level

Modules in Supply Chain Management, Public Procurement, Purchasing, e-procurement, Global Sourcing, Sustainable and Green Procurement including case studies and evidence from developed researcher projects.

In Italy at University of Tor Vergata, Rome

from 2010 *Master in Procurement Management (MPM)*, from 2010 to 2013 *Master in Innovation in the Public Sector (MIMAP)*, from 2010 to 2012 *Master in Engineering of Public Administration (IPA)*, from 2010 to 2011 *Master in Design of International Cooperation and Development (PRJ)*, in the 2012 *Master in Real Estate Management (MEGIM)*, in the 2012 *Master in Economy and European Design of Territory Development and Sustainability (MEPE)*, from 2013 *International Master in Public Procurement Management (IMPPM)*, from 2015 *Master in Purchasing and Public Procurement (MAAP)*, from 2015 *Master in Economics Intelligence (EI)*, from 2015 *Master in Foreign trade and Internationalization of Enterprise (CEIDIM)*.

At University of Macerata

from 2009 *Master in Innovation in the Public Sector* and from 2009 to 2010 *Master in International Industrial and Commercial Relationship with EU Countries, China, Russia and India*.

At **University of Partenope Naples** - from 2011 to 2015 *Master in Integrated Logistics and Transportation*.

At **University of Sant' Anna di Pisa** - from 2014 *Master Management, Innovation and Service Engineering (MAINS)*

At **University of Bologna** - in 2010 *Master in Markets Innovation Culture and Enterprise Creation*.

At **University of Cassino** - from 2010 to 2012, *Master in Public Administration Management*

At **LUISS Business School University, Rome** - from 2014 *Executive Master in Environment Innovation & Management (EMEIM)*

Abroad

At **Dalian University of Technology** - in 2016 *International Master in Business Administration (IMBA)*

Ad Hoc executive intensive courses

From 2012 to Present. I am responsible in designing and teaching for the ad hoc short training programs for public Chinese managers. The Chinese government supports the program; the managers spend usually 2 weeks in Italy, the first one for the training program in class, the second one for the company visits. The programs cover several topics related to the Italian best practices models, (SMEs, Innovation management, Green management, Statistics, Tourism management, Human Resources, Italian social security system and other relevant topics)

Visiting Research Periods

October 2015 to September 2018 - UK

Permanent Visiting Fellow. Cranfield University – Cranfield Bedfordshire UK, School of Management - Centre for Logistics and Supply Chain Management (CLSCM) www.cranfield.ac.uk. I have the normal privileges of a senior member of the academic staff and the opportunity to join the academic appointments and research projects. I visit regularly the centre every other month.

April – June 2016 - China

Visiting Scholar. Shanghai Jiao Tong University – China, Department of Operations Management. Activity connected to Sustainable Global Sourcing in China. Supervisor Prof. Zhu Qinghua

October - November 2015 – USA

Visiting Scholar. University of Tennessee in Knoxville – USA. Department of Marketing and Supply Chain. Activity connected to Sustainable Global Sourcing in China and Re-shoring Phenomenon. Supervisor Prof. Wendy Tate

March - April 2015 – Switzerland

Visiting Scholar. ETH University – Switzerland. Department of Management, Technology, and Economics, Swiss Federal Institute of Technology Zurich- Activity connected to the Sustainable Purchasing and Supply Chain Management. Supervisor Prof. Stephan Wagner

October - December 2013 – USA

Visiting Scholar. University of Tennessee in Knoxville – USA. Department of Industrial and Systems Engineering. Activity connected to Lean and Supply Chain area, in particular to sustainable and green procurement management. Prof. John Kobza

June 2012 - August 2012 – China

Visiting Scholar. Tianjin University – China. College of Management – Center for Sino-European Logistics and Supply Chain Innovation. Activities connected to the PhD Thesis and to the “Green and sustainable Procurement and Operations Management” field. Supervisor Prof. Mao Zhaofeng

August 2007 and September – June 2012 - UK

Visiting Scholar. Cranfield University – Cranfield Bedfordshire UK, School of Management - Centre for Logistics and Supply Chain Management (CLSCM) www.cranfield.ac.uk. Activity connected to the PhD Thesis and to the “Green Procurement and Operations Management” field. Prof. Alan Harrison and Dr. Carlos Mena

Training Schools

September 2009 - Italy (1 week)

Training School on “Scientific Methods for Research in Management” – Italian Academy of Management - (Florence, Italy). Web Site: www.accademiaidea.it

August 2008 - USA (1 Month)

Accenture Core Analyst School in Management Consulting - Q-Centre “Managerial Training Centre” St. Charles, Chicago – Illinois, USA.

Summer Schools

August 2008 – Italy (2 weeks)

2008 YICGG – 2 Edition Youth Innovation Competition on Global Governance: Growth and Innovation 2020 University of Rome “Tor Vergata” Italy. Title of the final work presented “Green Procurement in China”

August 2007 – China (2 weeks)

2007 YICGG – 1 Edition Youth Innovation Competition on Global Governance: Innovation practices Fudan University di Shanghai - CHINA www.cgg.fudan.edu.cn – Partner: United Nations Development Program Title of the final work presented “Sustainable and Green Procurement in EU”

Other Academic Activities

Conference Reviewer and Track Chair for:

- **International Research Society for Public Management (IRSPM)** Annual Conference Ottawa (Canada) 2014
Track Title: *Working With The Private Sector – Externalisation and Public Procurement*
- **International Research Society for Public Management (IRSPM)** Annual Conference Prague (Czech Republic) 2013
Track Title: *Public Procurement's Place in the World: The Charge Towards Sustainability*
- **European Academy of Management (EURAM)** annual Conference – Istanbul (Turkey) 2013
Track Title: *Managing Service Innovation and Supply Chain Management*

Journals Reviewer Activities for:

International journal of logistics-research and applications, International Journal of Logistics Management, International Journal of Physical Distribution & Logistics Management, European J. of International Management, Electronic Government an Int. J., Int. J. of Business and Globalization, Int. J. of Integrated Supply Management, Int. J. of Advanced Operations Management, Sustainability, Asian Academy of Management Journal of Accounting & Finance, Energy Policy, Journal of Cleaner Production, Environment and Planning C: Government and Policy, Journal of Public Procurement, Journal of Transport and Supply Chain Management, Economies, Journal of Business Strategies and Energy Policy, Resources, Conservation & Recycling, Journal of Purchasing and Supply Management

Editorial or Advisor Review Board Member

Journals:

JGPG - Journal of Global Policy and Governance (Springer), **JTSR** - Journal of Transition Studies Review (Springer), **AJMR** - Asian Journal of Management Research (IPA), **JTSCM** - Journal of Transport and Supply Chain Management (AOSIS), **EEBEJ** Eastern European Business and Economics Journal - CER Commerce & Economics Review, **JPSM** -Journal of Purchasing and Supply Management (Elsevier), **JBS** - Journal of Business Strategies, **Symphonya**. Emerging Issues in Management (ISTEI - University of Milan-Bicocca, Italy), **SEJ** - Social Enterprise Journal (Emerald), **APJBA** Asia-Pacific Journal of Business Administration (Emerald).

Memberships and Affiliations

Production and Operations Management Society (**POMS**) - European Operations Management Association (**EurOMA**) - European Academy of Management (**EURAM**) - International Purchasing and Supply Education and Research Association (**IPSERA**) - The International Research Society for Public Management (**IRSPM**) - International Association for Chinese Management Research (**IACMR**)

Organizing Committee Member

Conferences, Symposium, Research Competition, Etc.
(In Tor Vergata University of Rome)

- 1st Global Procurement Conference in Frascati – Rome (Italy) 2016
- 1st Annual Conference “Young Procurement Network” Master in Procurement Management in Rome (Italy) 2014
- International Research Society for Public Management (IRSPM) Annual Conference in Rome (Italy) 2012
- 1st Interdisciplinary Symposium on Public Procurement in Frascati – Rome (Italy) 2011
- Doctoral Colloquium at the European Academy of Management (EURAM) annual Conference in Rome (Italy) 2010
- YICGG -Youth Innovation Competition on Global Governance: Growth and Innovation 2020, in Rome (Italy) 2009

Scientific Committee Member

Conferences:

International Conference “*Past and Future of Corporate Governance: Practices, Reforms and Regulations*” Roma Tre University, Rome (Italy), May 26, 2016

Workshops, Seminars Participations

- **Conference** “*Global Cleaner Production & Sustainable Consumption Conference. Accelerating the Transition to Equitable Post Fossil-Carbon Societies*”, 1-4 November 2015. Sitges, Barcelona, Spain. Responsibility: Delegate and discussant
- **Conference** “*Public Procurement: Global Revolution VII*”, 15-16 June 2015. The University of Nottingham University Park Nottingham: Responsibility: Delegate
- **Workshop** “*Sustainable Supply Chains*” 31 March 2015. Scuola Superiore Sant’Anna, Piazza Martiri della Libertà, 33 – Pisa, Italy. Responsibility: Roundtable moderator and discussant
- **Conference** “*Supply Chain Forum*”, 5-7 November 2013. University of Tennessee, Knoxville, USA. Responsibility: Delegate

Other Academics Contracts Activities and Responsibilities

At University of Tor Vergata Rome

- **From 2016.** Executive Director at the Master in Procurement Management
- **From 2016.** Track coordinator in the Supply Chain specialization at the Master in Business Administration
- **From 2014.** Member of the Executive Committee at the Master in Procurement Management
- **From 2013.** Research member at PROXENTER (Center of Research in Procurement and Supply Chain)
- **From 2012.** Coordinator of two modules in “*Introduction preparatory module online*” and “*Final module online Simulation tender application*” at the Executive International Master in Public Procurement Management
- **From 2012.** Coordinator of three modules in “*E-procurement*”, “*Green Procurement*” and “*Innovation and Sustainability*” and from 2015 in the module “*Global Sourcing*” at the Master program in Procurement Management
- **In 2013.** Co-coordinator of the extra activities course “*Managing a Consulting Firm*” in the Master of Science in Business Administration
- **In 2012.** Scientific Coordinator of the ad hoc course in “*Innovation in Environmental in Italy and Europe*” organized for a Chinese delegation composed by high public managers in March 2012 – one week training
- **From 2009.** Responsible for many supporting activities concerning the placement activities for students (internships inside the companies), for supporting the foreign students to obtains scholarships, financial supports and other facilities
- **From 2009 to 2010.** Co-coordinator of the module in “*e-procurement*” at the Master program in Innovation in the Public Administration
- **From 2013 to 2014.** Scientific Coordinator and from 2016 Member of the Organising Committee at the Executive International Master program in Public Procurement Management

In other Universities and institutions

- **From 2014.** External expert advisor to the faculty higher degree committee for examination of Doctoral dissertations at University of Johannesburg in the Transport and Supply Chain Management Dep., Faculty of Management.
- **From 2014.** Co-coordinator of the module in “*e-procurement*” at the Master program in Innovation in the Public Administration at University of Macerata – Italy

Industrial Engagement through Research, Teaching or Consulting

- I have established formal relationships through agreements and contracts to pursue research or development projects with the national and international companies listed below:

Accenture, Arthur D Little, Bravo Solution an Italcementi company Group, PWC, BCG, McKinsey, KPMG, DELOITTE, SAP-Ariba, IBM, FIAT, CFR (Fiat Research Centre), AT Kearney, Telecom Italia, France Telecom, General Electric, Sanofi Aventis, HERTZ Rent a Car in Europe, ASI (Aerospace Italian Agency), I-Faber an Unicredit Company Group, Consip (Public Purchasing Agency in Italy), Chinese Embassy in Italy (Rome), CNR (Italian National Council of Research), EBRD (European Bank for Reconstruction and Development), Italian Ministry of Affaire, FAO, Italian Embassy in Beijing (China), Bank of Italy, Belgacom, Deutsche Telekom, KPN, Orange, Swisscom, Reply, Telenor, TeliaSonera, Verizon, Vodafone, LORO PIANA, CHN Industrial, Peroni Beer (SABMiller group), Italian Chamber of Commerce in Beijing (China) and others medium and small companies

International development

- **In 2015.** Co-responsible for the international agreement “letter of intent” between the Capital University of Economics and Business (CUEB) of Beijing, China and University of Rome Tor Vergata. For Cooperation on exchange students and professors and in research collaborations. With my personal participation at the official meeting held at the CUEB in Beijing the December 29th, 2015
- **In 2014.** Co-responsible for the general agreement between University of Tennessee in USA and University of Rome Tor Vergata.
- **In 2014.** Co-responsible for the international agreement “letter of intent” between the Human Resources and Social Security Bureau of Beijing, China and University of Rome Tor Vergata. For Cooperation on Jointly Training High-level Innovative Talents.

Supervisor and Examiner

I have supervised and co-supervised over 200 students for the final thesis dissertation at level of Bachelor, Master of Science, Executive Masters and doctoral level in the fields of Operations, Supply Chain, Procurement, Global Sourcing, Green Public Procurement, Sustainability, Innovation and Internationalization Management.

Tutoring

- **From 2005 to 2010.** Master program in Relationships with Eastern Countries (focus on China, India and Russia) University of Macerata, Italy. Senior Tutor manager and responsible for placement activities and relations for the companies and institutions.

Grants, Awards, Recognitions, Mentions and Scholarships

- Winner for 3 years (2013 and 2015) of the **competition for foreign experts**, program financed by the Chinese Government. Activities developed as a guest speaker at Tianjin University in China for research and teaching activities.
- Best Papers at the International annual conference EDSI European Decision Science Institute, Taormina – Italy, 1-3, June 2015 – Theme: Decision Science for the Service Economy. *Emerging issues in the strategic performance management of lean manufacturing organizations (CP)*, Appolloni A., Bellisario A. and Chirico A.
- Winner of “**Sciences and Arts Fellowship China**” SAF CHINA 2010, research project supported by the Italian Ministry of Research and Education to develop the mobility in China for young researchers. Visiting Scholar at Tianjin University – CHINA, summer 2011. Project Name: "Sustainable Global Sourcing in China"
- Ph.D. bursary for 4 years 2007- 2010 in Management at the University of Tor Vergata - Rome, Italy
- Winner of Scholarship “**Erasmus – Socrates**” EU programs, in 2002 in Paris (France) and in 2004 in Nice (France) at the University of IPAG International Business School (6 months in Paris and 6 months in Nice)
- Winner of Scholarship “**Leonardo da Vinci**” in 2005, EU program finalized to facilitate the internship mobility in the European Union area. Work experience developed to the Hertz Rent a car Company in Sword, Dublin – Ireland.
- Award for the best research developed on "Not-profit Companies - Comparison between the Italian and French Associations" “Premio Sciacca”, L'Aquila - Italy, 2003

Associations and Networking

- From 2016 Italian Association of Academics in China
- From 2011 Accenture Alumni Italy

Non-Academic Work Experiences

January 2014 – Present - in Belgium

European Commission - Research Executive Agency COV2 13/170, B-1049, Brussels (Belgium)

Sector: **Research** – Web Site: http://ec.europa.eu/rea/index_en.htm

International expert evaluator at the European Commission in matters concerning Green, Sustainability and Internationalization, for the program “Horizon 2020”.

Dec 2006 – Sep 2009 - in Italy, USA and Turkey

ACCENTURE S.p.A. Viale del Tintoretto, 200 - Rome/Largo Donegani, 2 - Milan (Italy)

Sector: **Management Consulting** - Web Site: www.accenture.com

Senior Consultant in charge in the area of SCM “Supply Chain Management”, in particular in the domain of Sourcing and Procurement. I have worked in Accenture for several projects and clients in Italy and abroad.

List of the clients and projects developed:

- **Consip S.p.A** “Italian Purchasing Agency” in Rome www.consip.it from Sep 2007 – Apr 2008
Project: 1) *Implementation of new logistics and procurement process for Consip.* 2) *Strategic support to the e-procurement activities and to the implementation to the e-public marketplace.*
- **UGIS- Unicredit Bank S.p.A.** in Milan www.unicredit.it – May 2008- Jan 2009
Project: *Re-design of new Purchasing Process of Hardware and Software products. Definition and mapping of new rules and responsibilities in the Purchasing department.*
- **TeknoSA** “Consumer Electronic Company” Sabangi Group in Istanbul – Turkey Feb – July 2007
Project: *Logistics segmentation, analysis of new supply chain model and definition of the related KPIs.*
- **Natuzzi S.p.A.** “Designs, produces and markets sofas” in Sant’ Eramo in Colle, Bari, Italy www.natuzzi.it Dec 2006 – Jan 2007- Project: 1) *Implementation of ERP system for SCM and analysis for preventive revenues.* 2) *Strategic Sourcing in Asia.*
- **Fincantieri S.p.A.** in Milan www.fincantieri.it Feb – Mar 2009
Project: *Global sourcing strategies model in particular for China*
- **Rampini Carlo S.p.A.** “Manufacturers of specialty vehicles” Passignano sul Trasimeno, Perugia ITALIA www.rampini.it
Mar – Apr 2009 - *General Company Audit commissioned from Prinoth in order to evaluate an acquisition process.*

January - July 2006 – in Ireland (6 Months)

HERTZ EUROPE CENTRE Ltd, in SWORDS BUSINESS PARK - Co. Dublin (Rep. of IRELAND)

Web site: www.hertz.com - International Service Centre in Swords.

Sector: Rent a car – Junior Analyst in the Account and Payable Department responsible for the Italian and Spanish Market

February – March 2001 – in France (3 Months)

CTS VOYAGES PARIS - 20, Rue Des Carmes - 75005 Paris (FRANCE) – Web Site: www.cts.it/

Sector: Tourism and Travel – Junior Analyst in the Marketing and Booking Department

Other Information

Informatics Capabilities

- Microsoft Office software package
- Stata, SPSS and Mat lab
- Expert in Moodle 2, one of the most important innovative on-line platform for e-learning teaching activity.

Personal attributes

- Outstanding communication skills, both written and oral
- Strong organizational, process, and project management skills
- Proactive approach to identify opportunities for improvement
- Flexible, enthusiastic, a creative problem-solver, and a great team player
- Experience supervising staff

Academic codifications

ORCID: orcid.org/0000-0001-5741-398X

Rome (Italy), October 2016
Dr. Andrea APPOLLONI

Publications

Articles in Peer-Reviewed Journals

1. **Duygulu E., Ozeren E., Işıldar P. and Appolloni A.** (2016). The Link Between Mission Statements and Performance: Formulating The Right Strategy for Small and Medium Sized Enterprises (SMEs). *Sustainability* Vol. 8, (698). MPDI, Swiss. DOI: 10.3390/su8070698
2. **Kazemargi N., Cerruti C. and Appolloni A.** (2016). Adopting Open Innovation in Supply Networks. *International Journal of Management and Enterprise Development*, Vol. 15, Nos 2/3. Inderscience, UK. DOI: 10.1504/IJMED.2016.078216
3. **Bellisario A., Appolloni A. and Ranalli F.** (2015). Reviewing Strategy Issues for Lean Manufacturing and Balanced Scorecards: A Congruence Approach. *International Journal of Manufacturing Technology and Management*, Vol. 29, Nos 1/2, pp. 1-29. Inderscience, UK. DOI: 10.1504/IJMTM.2015.066784
4. **Duygulu E., Bagiran D., Ozeren E., Appolloni A. and Muge M.** (2015) Gaining Insight into Innovation Culture in R&D Centres: A Focus Group Study. *International Journal of Entrepreneurship and Innovation Management*, Vol. 19, Nos 1/2. Inderscience, UK. DOI: 10.1504/IJEIM.2015.068439
5. **Kumral E., Appolloni A., Muge M. and Ozeren E.** (2014) Knowledge Management Practices and Related Benefits in Turkish Manufacturing Firms. *International Journal of Intelligent Enterprise*, Vol. 2, Nos 2/3, pp.165-195. Inderscience, UK. DOI: 10.1504/IJIE.2014.066677
6. **Rizzi F., Frey M., Testa F. and Appolloni A.** (2014). Environmental value chain in green SME networks: the threat of the Abilene paradox. *Journal of Cleaner Production*, Vol. 85, pp. 265-275. Elsevier, USA. DOI: 10.1016/j.jclepro.2014.09.001
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