

CURRICULUM VITAE

PROF. MARCO ROMANO, Ph.D.

Dipartimento di Economia e Impresa

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Prof. Marco Romano is Full Professor of Management in Italy and serves as Professor in “Entrepreneurship and Business Planning”, “Digital Innovation and Transformation Management” and “Marketing”, Department of Economics and Business, University of Catania.

Ph.D. in Management, University of Catania (Italy), May 2000.

Master Degree in Economics and Business, University of Catania, May 1995.

Diploma Managing Abroad, IBIS Programme in International Business Management, Haarlem Business School, The Netherlands (August 1993 to June 1994).

His research intersects the fields of strategic management, innovation and entrepreneurship. His interest focuses on entrepreneurial issues with respect to scientists as principal investigators, entrepreneurial universities, entrepreneurial ecosystems, technology transfer, academic spin-off, knowledge management, digital transformation, business analysis, development and planning, corporate governance, nonprofit organizations, family start-up, supply chain, marketing and retailing management.

His has papers published in leading international journals such as Journal of Technology Transfer, Journal of Intellectual Capital and Journal of Knowledge Management.

He has published several contributions and research monographs on the themes of entrepreneurship, technology transfer, Principal Investigator Entrepreneurship with leading publishers such as McGraw-Hill, McGraw-Hill Education, Palgrave MacMillian, Emerald Group Publishing Limited and World Scientific Publishing.

He is currently Associate Editor Journal of Intellectual Capital, editorial board member Journal of Innovation and Entrepreneurship, Journal of the Knowledge Economy, Scientific Advisory Board Sinergie Italian Journal of Management. He has been an Associate Guest Editor Journal “Mercati e Competitività”.

His teaching fields primarily focus on Strategic Management, Entrepreneurship, Marketing Management, Marketing Channels, Supply Chain and Retailing Management, Organizational Behavior, Public-Owned Companies Management, Knowledge Management, Family Owned Firms Management.

He has supervised around 300 dissertations on Post Graduate and Under Graduate Programmes.

He is visiting professor with Newcastle Business School at Northumbria University (UK). He was Visiting Scholar, Whitaker Institute for Business, Social Sciences and Public Policy (Formerly Centre of Innovation & Structural Change) National of University of Ireland, Galway Ireland. From 1998 to 2001 he was visiting Lecturer, Department of Management, Warrington College of Business, University of Florida (USA).

He has successfully secured research funding and is an experienced principal investigator leading large scale multi partner publicly funded research programs at European, National and Regional level.

He held several leadership positions including President of Science and Technology Park of Sicily, Board Member of APSTI -Italian network of scientific and technological parks, General Manager “Department of Economic Development” Regione Siciliana, and General Manager, Service Health Emergency 118 in Sicily.

He has delivered Keynote Presentations, Lectures, Seminars and Workshops nationally and internationally to business, policy and academic audiences, as well as delivering executive master classes on strategy development, entrepreneurship, innovation and technology transfer processes. Over the last two decades he has provided strategic consultancy and advice to SMEs, start-up firms, voluntary organizations and public sector organizations.

ACADEMIC EMPLOYMENT EXPERIENCE

Vice-Chair of the Department of Economics and Business, University of Catania, October 2019 - Present.

Associate Research, National Institute for Nuclear Physics (INFN-LNS), 2019 - present.

Full Professor, Department of Economics and Business, University of Catania, October 2018 - Present.

Visiting Professor, Department of Management, Northumbria University, Newcastle upon Tyne (UK), 2018 - present.

Faculty Member Ph.D. in ECONOMICS, MANAGEMENT AND STATISTICS, Università degli Studi di MESSINA, April 2016 - present.

Faculty Member, Centro Studi Avanzato in Innovazione Leadership e Health Management (ILhM-Centre), Università degli Studi di Catania, 2019 - present.

Expert of ANVUR Exploratory Commission for the Evaluation of Business Area, 01-09-2015 - present.

Expert of "Research & Innovation - Horizon 2020 Programme" European Commission, 2013 - present.

Expert of MIUR, 2003 - present.

Scientific Board Member International center of research on international management - ICRIM, University Cattolica (Milano), 01-06-2015 - present.

Principal Investigator Research Project "Business Plan and Economic Impact of the research infrastructure "KM3NeT", National Institute for Nuclear Physics (INFN-LNS), 2015 - Present.

Principal Investigator Research Project "Imprese, Knowledge Gatekeepers e istituzioni per l'accrescimento dei livelli di competitività dei Sistemi Local di Innovazione", Università degli Studi di Catania, November 2015 - November 2017.

Scientific Board Member "Fondazione Centro Studi Unione Nazionale Giovani Dottori Commercialisti - CENTRO STUDI UNGDC", President of topic area "entrepreneurship", July 2018 - present.

Member of CUG Committee (*Guarantee Committee for equal opportunities, enhancement of the welfare of workers and against discrimination*), Università degli Studi di Catania, dal June 2018 – December 2018.

Associate Professor, Department of Economics and Business, University of Catania, January 2014 - September 2018.

Principal Investigator Postdoctoral Programme "Firms, Knowledge Gatekeepers and Institutions for the competitiveness of Local Innovation Systems", Università degli Studi di Catania, 2015-2017.

Vice-President "Distretto Turistico della Regione Siciliana Antichi Mestieri, Sapori e Tradizioni Popolari Siciliani", Regione Siciliana, 2012 - 2016 (*prorogation*).

Independent Board Member Zappalà Spa, 2015-2017.

Principal Investigator "Imprenditorialità Sociale", Consorzio SOL.CO. RETE DI IMPRESE SOCIALI SICILIANE – Certified Social Business Incubator 221/2012, 2014 - 2016.

Expert to study the creation of a Science and Technology Park in Bahrain, International Garden Show 2014, Bahrain, 2014.

President of Science and Technology Park of Sicily, October 2010 - August 2013.

Board Member of APSTI -Italian network of scientific and technological parks, April 2012 - October 2015.

Founder of Technological Cluster "Bio-Medico della Sicilia" e National Cluster "Scienze della Vita (ALISEI)", as President of Science and Technology Park of Sicily.

Scientific Board Member "Unione Regionale delle Camere di Commercio della Sicilia" project "Azione di accompagnamento alle PMI siciliane nella progettualità in ambito della ricerca, dell'innovazione e del trasferimento tecnologico", Principal Investigator Prof. Matteo Caroli, May 2013-January 2014.

General Manager "Department of Economic Development", Regione Siciliana, 2011.

Vice-President "Fondazione Dieta Mediterranea", Regione Siciliana, 2012.

Scientific Board Member "UNICREDIT Laboratorio Start up Sicilia", 2012 – to present.

General Manager, Service Health Emergency 118 in Sicily (SI.S.E. Spa and S.E.U.S. Scpa), 2009 - 2010.

Assistant Professor, University of Catania, Faculty of Economics, January 2004 - 2014.

Board Member of Etna Valley Technological District, 2009 - 2010.

Postdoctoral Fellowship, University of Catania, Faculty of Economics, February 2001 - December 2003.

Lecturer, University of Catania, Faculty of Economics, October, 1998 - December, 2003

EDUCATION BACKGROUND

- Ph.D. in Management (Dottore di Ricerca in Economia Aziendale), University of Catania (Italy), May 2000.
- Visiting Scholar, Department of Management, Warrington College of Business Administration, University of Florida, from August 1998 to June 1999.
- Master Degree in Economics & Business (Laurea in Economia e Commercio), University of Catania, May 1995.
- Diploma Managing Abroad, IBIS Programme in International Business Management, Hogeschool, Haarlem Business School, The Netherlands, from August 1993 to June 1994.

Spoken languages: Italian, English, Spanish, German.

PUBLICATIONS

- ROMANO M., NICOTRA M., CORRENTE S., CASTROGIOVANNI A. (Forthcoming) “Start-Ups, Innovation and Performance: An Empirical Analysis Using SMAA-S in Caputo A. Pellegrini M. “The Entrepreneurial Behaviour. Unveiling the Cognitive and Emotional Aspect of Entrepreneurship” Emerald Publishing”.
- ROMANO M., CUNNINGHAM J., NICOTRA M. (forthcoming), Project network model, Edward Elgar Publishing.
- CUTTONE G., NICOTRA M., PAPALEO R., ROMANO M. (forthcoming), The socio-economic impact assessment of a research infrastructure publicly-founded in the Italian Laboratori Nazionali del Sud (LNS), Science and Public Policy Journal, ISSN: 0302-3427.
- ROMANO M., CUNNINGHAM J., NICOTRA M. (forthcoming), How PIs create value through leveraging international R&D teams, Journal of Business Research, ISSN: 0148-2963.
- CUNNINGHAM J., ROMANO M., NICOTRA M. (forthcoming), A European Perspective on IP and Technology Transfer, in Rooksby J. H. (a cura di), Research Handbook on Intellectual Property and Technology Transfer, Cheltenham (UK): Edward Elgar Publishing.
- CATALFO P., NICOTRA M., ROMANO M., WULFE I. (forthcoming). The importance of knowledge management information in the frame of intellectual capital - a case study on company reporting documents in Germany and Italy. Journal of Knowledge Management, ISSN: 1367-3270.
- ROMANO M., NICOTRA M. (forthcoming), Social Innovation and technology for territory development, in Proceedings of The New Club of Paris International Meeting, Università degli Studi di Catania, 2018.
- MUNNIA A., NICOTRA, ROMANO M. (2019), “Big data and Predictive Marketing: Implications for the Internet of Things”, in AA.VV. *Internet of Things Ecosystem: Challenges and Opportunities*, paper Newcastle Business School.
- GARRAFFO F., SCHILLACI C., NICOTRA M., ROMANO M. (2019), Habitual Entrepreneurship In The Family Business Context In Caputo Pellegrini “The Entrepreneurship Sig At European Academy of Management: New Horizons with Strong Traditions” Information Age Publishing.
- ROMANO M., NICOTRA M., CUNNINGHAM J., (2019) Principal Investigators in Entrepreneurial Universities: a Project Network Model, conference proceeding Sinergie-SIMA.
- NICOTRA M. PAPALEO R. CUTTONE G., ROMANO M. (2019) Impatto socio-economico di una infrastruttura di ricerca: una metodologia di misurazione, Conference proceeding Sinergie-SIMA .
- NICOTRA M., SCHILLACI C., ROMANO M. (2019), Innovative Family Startups for Value Creation, Sinergie, Vol. 37, Issue, pp. 125-148, ISSN: 0393-5108.
- CORRENTE S., GRECO S., NICOTRA M., ROMANO M., SCHILLACI C. (2018). Evaluating and comparing entrepreneurial ecosystems using SMAA and SMAA-S, Journal of Technology Transfer, DOI: 10.1007/S10961-018-9684-2.
- CORRENTE S., GRECO S., NICOTRA M., ROMANO M., SCHILLACI C. (2018). The Italian Entrepreneurial Ecosystems: a Comparison with G7 Countries using Stochastic Multiattribute Acceptability Analysis,

Proceeding AIDEA, Università Roma Tre, Roma, 14-15 settembre, 2018, Il Mulino, Bologna (in corso di pubblicazione).

- NICOTRA M., ROMANO M. (2018), *Ecosistemi della Conoscenza e Absorptive Capacity*, Giappichelli, Torino, ISBN: 978-88-9211769-3.
- ROMANO M., NICOTRA M., PAPA A., CASTELLO E. (2018). Financial management of publicly funded research activities: an explorative study, *International Journal of Managerial and Financial Accounting*, Vol. 10 No. 1, pp. 1-15, DOI: 10.1504/IJMFA.2018.10011746.
- NICOTRA M., ROMANO M., DEL GIUDICE M., SCHILLACI C. (2017). The Causal Relation Between Entrepreneurial Ecosystem and Productive Entrepreneurship, *Journal of Technology Transfer*, DOI: 10.1007/S10961-017-9628-2.
- DEL GIUDICE M., NICOTRA M., ROMANO M., SCHILLACI C. (2017). Entrepreneurial Performance of Principal Investigators and Country Culture: Relations and Influences. *THE JOURNAL OF TECHNOLOGY TRANSFER*, ISSN: 0892-9912, doi: 10.1007/s10961-016-9499-y.
- SCHILLACI C., ROMANO M., NICOTRA M., TOMARCHIO O. (2017). Social entrepreneurs as change catalysts: evidences from case studies, *International Journal of Managerial and Financial Accounting (IJMFA)*, Vol. 9, No. 2, pp.124 - 139, DOI: 10.1504/IJMFA.2017.084777.
- BRESCIANI S., DEL GIUDICE M., ROMANO M. (2017). Open innovation and customer-based development of new products, *MERCATI & COMPETITIVITÀ*, n. 3/2017, pp. 15-20, DOI: 10.3280/MC2017-003002.
- ROMANO M., SCHILLACI C., NICOTRA M. (2017). Principal Investigators in Entrepreneurial Universities: Developing an Explorative Entrepreneurial Mindset, *Proceeding EURAM 2017*, Glasgow, Scotland.
- NICOTRA M., ROMANO M., CUTTONE G., PAPA A., SCHILLACI C. (2017). Sviluppo di una Metodologia di Analisi di Impatto Economico, Sociale e Ambientale di un'infrastruttura di Ricerca, *Proceeding AIDEA 2017*, Università Roma Tre, Roma, September 14 - 15.
- CORRENTE S., GRECO S., NICOTRA M., ROMANO M., SCHILLACI C. (2017). Ranking Entrepreneurial Ecosystems in Europe with Stochastic Multiattribute Acceptability Analysis, *Proceeding International conference on Economic, Technological, and Societal Impacts of Entrepreneurial Ecosystems*, University of Augsburg, Germany, March 15 - 17, 2017.
- ROMANO M., SCHILLACI C., NICOTRA M. (2017). Technology Based Nascent Entrepreneurship and Territorial Social Capital: Empirical Evidence from Italy, in Cunningham J. & O'Kane. *Nascent Technology Based Entrepreneurship*. LONDON, Palgrave Macmillan, ISBN: 978-1-137-59593-5.
- ROMANO M., SCHILLACI C., NICOTRA M. (2016). Principal Investigators in Entrepreneurial Universities: a Research Framework, in Cunningham J., Guerrero M., Urbano D. (Eds), *Entrepreneurial Universities: Technology and Knowledge Transfer*. p. 167-186, Iowa State University, USA, World Scientific Publishing, ISBN: 978-981-4733-30-4.
- SCHILLACI C., ROMANO M. (2016), *Straight Up. Percorsi strategici per nuove imprese*, McGraw-Hill, McGraw-Hill Education, Milano, ISBN: 978-88-386-7514-0.
- ROMANO M., NICOTRA M. (2016), *KM3NET Italia. Analisi dell'impatto economico, sociale e ambientale*, p.1-56.
- VIRGILLITO D., ROMANO M. (2015), National Innovation System of Italy, in *Technology and Innovation Management of the Wiley Encyclopedia of Management-3rd edition*, Vol. 13: 1-16, HOBOKEN, Wiley, DOI: 10.1002/9781118785317.weom130050.
- ROMANO M., NICOTRA M., SCHILLACI C., DEL GIUDICE M. (2015), Institutional based supports and technology startups: empirical evidences from Italy, *Technology Transfer Society Proceedings, Annual Conference Dublin (Ireland)*, 28-30 ottobre 2015.

- ROMANO M., DEL GIUDICE M., NICOTRA M. (2014), Knowledge creation and exploitation in Italian Universities: the role of internal policies for patent activity, *JOURNAL OF KNOWLEDGE MANAGEMENT*, vol. 18, n.5, pp. 952-970.
- ROMANO M., CATALFO P., NICOTRA M. (2014), Science Parks and Intellectual Capital: an integrated model for intangibles' representation, evaluation and control, *JOURNAL OF INTELLECTUAL CAPITAL*, vol. 15, n. 4, pp. 537-553.
- SCHIAVONE F., ROMANO M. (2014), Intellectual capital, science parks and incubators: an introduction to the special issue, *JOURNAL OF INTELLECTUAL CAPITAL*, vol. 15, n. 4, pp. 474-477.
- SCHILLACI C., ROMANO M., NICOTRA M. (2014), Imprenditorialità & Absorptive Capacity Territoriale: il caso della Sicilian Venture Philanthropy Foundation, *SINERGIE*, Quaderni, n.17, p.143-159.
- NICOTRA M., ROMANO M., DEL GIUDICE M. (2014), The evolution dynamic of a cluster knowledge network: the role of firm' absorptive capacity, *JOURNAL OF THE KNOWLEDGE ECONOMY*, Vol. 5, n. 2, p.240-264, ISSN: 1868-7873.
- SCHILLACI C., ROMANO M., GARRAFFO F. (2014), Analisi dell'impatto socio-economico di Coca-Cola Italia e SIBEG in Sicilia, pp. 1-160.
- SCHILLACI C., ROMANO M., GARRAFFO F. (2014), La filiera agrumicola in Sicilia, p.1-105.
- ROMANO M., SCHILLACI C., CATALFO P. (2014), SOSTARE 2002-2012: dieci anni di servizio per la valutazione dell'impatto economico e sociale, p.1-120.
- SCHILLACI C., ROMANO M., NICOTRA M. (2013), Territory's Absorptive Capacity, *ENTREPRENEURSHIP RESEARCH JOURNAL*, vol. 3, n. 1; pp. 109-126, DOI: 10.1515/erj-2012-0001.
- ROMANO M. (2013). Common Agency Theory, Corporate Governance, and Not-For-Profit Organizations. In: Gnan L., Hinna A., Monteduro F. (Eds), *Studies in Public and Non-profit Governance*, p. 91-113 Emerald Group Publishing Limited, ISBN:978-1-78190-657-6.
- SCHILLACI C.E., ROMANO M., NICOTRA M. (2013), Family business foundations: theoretical and empirical investigation, *JOURNAL OF INNOVATION AND ENTREPRENEURSHIP*, 2:22, p. 1-19, ISSN: 2192-5372.
- ROMANO M., SCHILLACI C., NICOTRA M. (2013), Principal Investigators in Science and Technology Parks: a research-oriented approach or an explorative entrepreneurial mindset?, in International Conference "Principle Investigators as Boundary Spanners, Science and Market Shapers", Whitaker Institute, NUI Galway.
- SCHILLACI C., ROMANO M., NICOTRA M. (2012), Università di Catania, in Spirito imprenditoriale e formazione d'impresa. I risultati di un'indagine empirica nazionale, p. 271-295, BOLOGNA, Il Mulino, ISBN: 978-88-15-24076-7.
- SCHILLACI C., ROMANO M., NICOTRA M. (2012), Science Parks and Territorial Governance: Enhancing Absorptive Capacity in a Hostile Region, in 12° EURAM Conference Proceedings, Rotterdam, 6-8 giugno 2012.
- SCHILLACI C., ROMANO M. (2012), Le Fondazioni tra mito di famiglia e sostenibilità intergenerazionale, p. 1-163, MILANO, McGraw-Hill Education, ISBN: 978-88-386-9066-2.
- SCHILLACI C., ROMANO M., NICOTRA M. (2012), Science Parks and Entrepreneurship: Enhancing Territorial Absorptive Capacity in a Hostile Region, in *Essays in Management, Economics and Ethics*, n. 28, MILANO, McGraw-Hill Education, ISBN: 978-88-386-9090-7.
- SCHILLACI C., ROMANO M., NICOTRA M. (2012), Absorptive Capacity and Science Parks: Enhancing Entrepreneurship in a Hostile Region, in *Entrepreneurship as an European Experience-Proceedings*, Milano, 11-12 October 2012.
- SCHILLACI C., ROMANO M., NICOTRA M. (2012), Family Business and Family Office: a Co-evolution Perspective, in AA.VV., International Conference "Research, Production and Management 2012" -Sixth

Edition Conference Proceedings Book, NAPLES, 22-27 OTTOBRE 2012, vol. 1, EUROPEAN SCIENTIFIC PRESS, ISBN: 978-88-907879-0-4.

- ROMANO M. (2012), Ricerca industriale e innovazione tecnologica in Sicilia, in Trovato C. (a cura di), Perché investire in Sicilia, Torri del Vento Editore, 2012, ISBN: 978-88-973-7314-8.
- ROMANO M. (2011), La riorganizzazione generale del 118 in Sicilia, In AA.VV., La Sanità in Sicilia e il riordino del sistema regionale, p. 55-94, Palermo, ISEL-Istituto Documentazione Ricerche e Formazione per gli Enti Locali.
- SCHILLACI C., ROMANO M., NICOTRA M. (2011), Family Business and Family Office: a Co-evolution Perspective, in 11° EURAM Conference Proceedings, Tallinn, 1-4 Giugno 2011.
- ROMANO M. (2010), Common agency theory, corporate governance, and not-for-profit organizations, in 10° EURAM Conference Proceedings, Rome, 19-22 Maggio 2010.
- SCHILLACI C., ROMANO M., LONGO M.C. (2009), Hybrid organizational forms and academic entrepreneurship the evolution of Italian university incubators, p. 1-132, TORINO, Giappichelli, ISBN: 978-88-3480911-2.
- GALVAGNO M., ROMANO M. (2009), Lo sviluppo della grande distribuzione nella prospettiva della Multiple Point Competition, in AA.VV., ANNALI DELLA FACOLTÀ DI ECONOMIA DELL'UNIVERSITÀ DI CATANIA, p. 93-125, ISSN: 1721-9566.
- SCHILLACI C., ROMANO M., LONGO M.C. (2008), Academic entrepreneurship, university incubator and corporate governance, SINERGIE, vol. 75, p. 89-108, ISSN: 0393-5108.
- ROMANO M. (2008), L'affermazione del momento esperienziale nelle moderne superfici di vendita della Distribuzione Commerciale, in CIRELLI C., Città e Commercio, Bologna, Pàtron, ISBN: 978-88-555-3025-5.
- ROMANO M. (2008), Virtue Ethics e Imprenditorialità nel Volontariato, p. 1-109, TORINO, Giappichelli, ISBN: 978-88-348-8666-3.
- SCHILLACI C.E., LONGO M.C., ROMANO M. (2008), Visione strategica e creazione di valore nel campo della medicina rigenerativa. ISMETT: Un modello di sperimentazione gestionale nel Mediterraneo, p. 1-86, TORINO: Giappichelli, ISBN: 978-88-3488656-4.
- SCHILLACI C., ROMANO M., LONGO M.C. (2007), Academic Entrepreneurship in International Markets: the Challenge of Italian University Incubators, in Strategic Management Society Conference - The Challenges of Non-Market Influences on Market Strategies, San Diego, California, 14-17 Ottobre 2007.
- SCHILLACI C., ROMANO M., LONGO M.C. (2007), Academic entrepreneurship, university incubator and corporate governance, in Strategic Management Society Conference - New Frontiers in Entrepreneurship: Strategy, Governance, and Evolution, Catania, 23-25 Maggio 2007.
- ROMANO M., GALVAGNO M. (2007), La struttura della distribuzione moderna nella provincia di Catania, in CIRELLI C., Gli spazi del commercio nei processi di trasformazione urbana, p. 257-284, BOLOGNA, Pàtron Editore, ISBN: 978-88-555-2950-1.
- ROMANO M. (2007), Flussi di conoscenza, gestione strategica delle imprese e settori ad elevata crescita: proposta di indagine empirica sul territorio dell'Etna Valley, in AA.VV., La conoscenza nelle relazioni tra aziende, p. 171-193, Milano, FrancoAngeli, ISBN: 978-88-464-9530-3.
- GALVAGNO M., ROMANO M. (2006), Lo sviluppo della Grande Distribuzione nella prospettiva della Multiple-Point Competition, in Atti del 3° Convegno della Società Italiana di Marketing, p. 2-30, Parma, 24-25 novembre 2006.
- SCHILLACI C., ROMANO M., LONGO M.C. (2006), The role of university incubator in the corporate governance of academic start-up, in Strategic Management Society Conference, VIENNA, 29 Gennaio 2006.

- SCHILLACI C., ROMANO M., LONGO M.C. (2006), The role of university incubator in the corporate governance of academic start-up, in EURAM 2006 Conference Proceedings, OSLO, 17-20 Maggio 2006.
- SCHILLACI C., ROMANO M. (2006), Imprese commerciali e sviluppo del territorio, in SCHILLACI C.E., CIRELLI C., POGLIESE A., Territorio e nuovi modelli di consumo. L'affermazione del format centro commerciale, p. 13-60, MILANO, FrancoAngeli, ISBN: 88-464-7503-8.
- ROMANO M., GALVAGNO M. (2006), Area del Calatino-Sud Simeto, in SCHILLACI C., Specificità locali e fabbisogno di professionalità: percorsi di sviluppo nella provincia di Catania, p. 129-154, TORINO, Giappichelli, ISBN: 978-88-3487-383-0.
- SCHILLACI C., ROMANO M., LONGO M.C., GALVAGNO M. (2006), Mezzogiorni diversi. Report Sud-Est Sicilia, vol. 1, p. 1-151, CATANIA 2006.
- ROMANO M., LONGO M.C. (2005), Dinamiche competitive e logiche dei processi decisionali delle imprese, in Atti del XXVII CONVEGNO AIDEA 2004, p. 87-104, TORINO, Giappichelli, ISBN: 8834857550.
- LONGO M.C., ROMANO M. (2005), Innovation and market morphogenesis: the adoption of digital technology in Italy, in EURAM 2005 Proceedings, Monaco (Germania), 4-7 Maggio 2005.
- LONGO M.C., ROMANO M. (2004), Innovazione tecnologica e morfogenesi del mercato: l'adozione del GSM in Italia, SINERGIE, vol. 64, p. 327-352, ISSN: 0393-5108.
- ROMANO M. (2002), Gli assetti di governo delle aziende di volontariato. Il caso delle società nazionali del movimento internazionale della Croce Rossa e Mezzaluna Rossa, in AA.VV., L'evoluzione degli assetti di Corporate Governance, p. 355-388, BOLOGNA, Clueb, ISBN: 88-491-1964-X.
- ROMANO M. (2001), Proprietà e consiglio di Amministrazione delle aziende di volontariato. Il caso della Federazione Internazionale della Croce Rossa e della Mezzaluna Rossa, ECONOMIA E DIRITTO DEL TERZIARIO, vol. 3, p. 775-794, ISSN: 1593-9464.
- ROMANO M. (2000), Il Governo delle Aziende di Volontariato. Il Caso della Federazione Internazionale di Croce Rossa e Mezza Luna Rossa, Dottorato di Ricerca in Economia Aziendale XII Ciclo, CATANIA, 8 marzo 2000.
- PAOLETTI F., ROMANO M. (1999), Governance mechanisms, organizational commitment, and nonprofit organization: the case of the Italian Red Cross, in EGOS Proceedings, Warwick UK, Giugno 1999.

TEACHING EXPERIENCE

Full Professor, University of Catania (2018 - Present):

- Entrepreneurship and Business Planning
- Digital Innovation and Transformation Management
- Marketing
- Organizational Behavior

Associate Professor, University of Catania (2014 - 2018):

- Marketing, Entrepreneurship and Business Planning, Supply Chain and Retailing Management, Organizational Behavior, Topic course on "Interactive Innovation Process, Entrepreneurial University and Principle Investigators", PhD in Economics, Management and Statistics, Università degli Studi di Messina, 2016 - 2017.

Assistant Professor, University of Catania (2011-2014)

- Supply Chain and Retailing Management, Entrepreneurship and Business Planning.

Assistant Professor, University of Catania (2010-2011)

- Finance and Corporate Strategy, Entrepreneurship and Business Planning (co-Instructor).

Assistant Professor, University of Catania (2009-2010)

- Supply Chain and Retailing Management.

Assistant Professor, University of Catania (2008-2009)

- Marketing Management, Supply Chain and Retailing Management, Strategic Management of Public-Owned Companies, Entrepreneurship and Business Planning (co-Instructor).

Assistant Professor, University of Catania (2007-2008)

- Marketing Management, Supply Chain and Retailing Management, Strategic Management of Public-Owned Companies, Entrepreneurship and Business Planning (co-Instructor).
Assistant Professor, University of Catania (2006-2007)
- Strategic Management, Supply Chain and Retailing Management, Entrepreneurship and Business Planning (co-Instructor), Master Director and Professor in “SpinLab: Academic Spin-off Business Planning”.
Assistant Professor, University of Catania (2005-2006)
- Strategic Management, Supply Chain and Retailing Management, Entrepreneurship and Business Planning (co-Instructor), Master Director and Professor in “SpinLab: Academic Spin-off Business Planning”.
Assistant Professor, University of Catania (2004-2005)
- Strategic Management, Supply Chain and Retailing Management, Entrepreneurship and Business Planning (co-Instructor), Master Director and Professor in “SpinLab: Academic Spin-off Business Planning”.
Lecturer, University of Catania (2001-2003)
- Strategic Management, Supply Chain and Retailing Management.

**Visiting Lecturer, Department of Management - Warrington College of Business,
University of Florida (USA)**

from to

DEPARTMENT OF MANAGEMENT, UNIVERSITY OF FLORIDA (USA) - Visiting Lecturer of Global Strategic Management (I section Master of Arts in International Business)	01/2001	06/2001
DEPARTMENT OF MANAGEMENT, UNIVERSITY OF FLORIDA (USA) - Visiting Lecturer of Global Strategic Management (II section Master of Arts in International Business)	01/2001	06/2001
DEPARTMENT OF MANAGEMENT, UNIVERSITY OF FLORIDA (USA) - Visiting Lecturer of Business Policy (I section Master in Accounting)	01/2000	06/2000
DEPARTMENT OF MANAGEMENT, UNIVERSITY OF FLORIDA (USA) - Visiting Lecturer of Business Policy (I section Master in Accounting)	12/1999	06/2000
DEPARTMENT OF MANAGEMENT, UNIVERSITY OF FLORIDA (USA) - Visiting Lecturer of Organizational Behavior (I section Master in Accounting)	12/1999	06/2000
DEPARTMENT OF MANAGEMENT, UNIVERSITY OF FLORIDA (USA) - Visiting Lecturer of Business Policy (I section Undergraduate)	08/1998	08/1999

SELECTED NATIONAL AND INTERNATIONAL GRANTS (AS PRINCIPAL INVESTIGATOR)

Principal Investigator n. 1 Projects (€450K) PO FESR 2014-20 - “Research and Innovation in strategic industries in Sicily”, 2017 to present.

Principal Investigator n. 2 Projects (€250K each)-PO FESR 2014-20-3.1.1-3 “Innovative Capacity Building SMEs”, 2017 to present.

Principal Investigator n. 2 Projects (€150K each)-PO FESR 2014-20-3.4.2 “Internationalization of Innovative SMEs”, 2017 to present.

Principal Investigator n. 15 Projects (€4,5M each)-PO FESR 2014-20-1.1.5 “Research and Innovation to enable the scale-up processes of SMEs, 2017 to present.

Principal Investigator n. 30 Projects (€100K each)-PO FESR 2014-20-1.1.2 “Business Planning of technological, strategic and organizational innovations in SMEs”, 2017 to present.

President Scientific Board-MIUR “PON Research and Competiveness 2007-13”-“SINERGREEN-Smart INtelligentGREEN Energy”, 2011-2014.

Coordinator -MIUR “PON Research and Competiveness 2007-13”-“Technological Cluster-BIO-Med Sicilia” total amount investment €85Mil, 2012-13.

Coordinator-MIUR “PON Research and Competiveness 2007-13”-Progetto “Polybioplast”.

Coordinator-MIUR “PON Research and Competiveness 2007-2013”, “Citrus Genomics”.

Coordinator-PO FESR 2007-13-4.1.1.1-“Sistema espandibile per processi Wet nell’Industria dei semiconduttori - SAT”, 2010-13.

Coordinator-PO FESR 2007-13-4.1.1.1-“Individuazione di marker di qualità in conserve a base di pomodoro - MARKER PRO”, 2010-13.

Coordinator-PO FESR-4.1.1.1-“Valutazione delle attività immunostimolanti di molecole bioattive estratti da agrumi - VAIMA”, 2010-13.

Coordinator-EuroMED "AGROENVIRONMED" - Progetto "TechnoEnvironmental Platform for the Agro - Food Sector in the Mediterranean", 2010-2012.

SELECTED III MISSION AND TECHNOLOGY TRANSFER EXPERIENCES

n. 2 Spin-off: 1) "HVWATERCONNECTOR" pre-screening VC VERTIS; 2) "Balloni & Tringali snc" - Project "MED TECHNOPOLIS pour la mise en oeuvre d'un réseau méditerranéen de structures d'interface technopolis" ;

n. 5 Spin-off (2004) e n. 4 Spin-off (2005) - Progetto "SpinLAB - Incubatore Tecnologico nel campo dell'Information & Communication Technology (Academic Spin-off).

SELECTED RESEARCH PROJECTS

Principal Investigator (PI) PRIN (Research Projects of National Relevance) - "Innovation sustainability and shared value in the agri-food chain", Università degli Studi di Catania, Università degli Studi della Campania "Luigi Vanvitelli", Università degli Studi di Foggia, CNR-Consiglio Nazionale delle Ricerche, 2017.

Principal Investigator "Territorial Absorptive Capacity", Università degli Studi di Catania, 2013.

Principal Investigator "Business Family Foundation", Università degli Studi di Catania, 2012.

"Technological Strategies and knowledge transfer in high-tech firms", (PRIN 2008), Università di Catania, Università Bocconi, Università di Bologna, Università della Calabria.

"ISMETT, Strategic Vision and Value Creation in the regenerative medicine. A case study in the Mediterranean Area", Dipartimento DICS, Facoltà di Economia, Università di Catania - ISMETT Palermo, 2007-2008.

"Retailing Sector Analysis in Sicily", Dipartimento DICS, Facoltà di Economia, Università di Catania - Carrefour Italia.

Research Group "Strategie tecnologiche e combinazione delle conoscenze nelle imprese high-tech", Dipartimento Imprese, Cultura e Società, Facoltà di Economia, Università di Catania, Università Bocconi di Milano, Università di Bologna, Università della Calabria (PRIN 2006).

"Technological Strategies and knowledge transfer in high-tech firms", PRIN (Research Projects of National Relevance), Cofinanced by the Italian Ministry of University and Research (2008), Università di Catania, Università Bocconi, Università di Bologna, Università della Calabria.

"Patents Portfolio Strategies in high-tech firms", Research Projects Relevance, Università degli Studi di Catania.

"ISMETT, Strategic Vision and Value Creation in the regenerative medicine. A case study in the Mediterranean Area", Dipartimento DICS, Facoltà di Economia, Università di Catania - ISMETT Palermo, 2007-2008.

"Retailing Sector Analysis in Sicily", Dipartimento DICS, Facoltà di Economia, Università di Catania - Carrefour Italia.

"STARTNET - Networked Incubator delle Start-ups in high-tech industries", Consorzio Mediterraneo Universitario per lo Spin Off nelle Alte Tecnologie (MedSpin), Università degli Studi di Catania, 2006.

OCSI – Observatory for Competitiveness and Entrepreneurial Development", Università di Catania, Confindustria Catania e Banca d'Italia, 2007.

Consorzio Med-Spin", Catania's University Incubator Programme to Business Development of Academic Start-up, in partnership with Sviluppo Italia Sicilia and the Ministero delle Attività Produttive (2002-2007).

"ICT Road-Map to support hi-tech industry in Catania's Area (ICT-EL)", Consorzio Med-Spin", Catania's University Incubator Programme to Business Development of Academic Start-up, in partnership with Sviluppo Italia Sicilia and the Ministero delle Attività Produttive, 2006.

"Consorzio Sol.Co. analisi e valutazione delle potenzialità imprenditoriali di un possibile modello di organizzazione consortile nel settore nonprofit", Dip. DAPPSI, Facoltà di Scienze Politiche, Università di Catania - Banca Intesa.

"SW Easy WM Supply Chain Management" Dip DIM, Università di Catania - AIVE.

"Sealspaw" Dip. DICS, Facoltà di Economia, Università di Catania - ACSE

"Qualia", Dip. DICS, Facoltà di Economia, Università di Catania – ACSE.

"Analisi dei fabbisogni di professionalità connessi alle specificità locali nella Provincia di Catania", Dip. DICS - Provincia Regionale di Catania.

“Hi-tech e intangibile networks”, Università degli Studi di Catania.

“Technological Innovation And New Business Opportunities In The Sicilian It Industry”; Scientific and Technological Park of Sicily (2000), Università degli Studi di Catania, “Ristrutturazione della catena del valore aziendale e localizzazione delle imprese high-tech”.

“Spin-off in large companies”, Università di Catania.

“Corporate governante and non profit organizations”, University of Catania and University of Florida.

SERVICE

Reviewer and Discussant: SMS, Strategic Management Society, AOM, Academy of Management BPS Division), EURAM, European Academy of Management, AIDEA, Italian Academy of Management, EGOS, European Group of Organizational Studies, EIASM, European Institute for Advanced Studies in Management.

SELECTED PRESENTATION

- “A Conceptual Model of Networks of Knowledge of Publicly Funded Principal Investigators”, Cunningham J., Nicotra M., Romano M. Technology Transfer Society Annual Conference, Valencia (ES), 17/19 - 10 - 2018.
- “Big Data and Predictive Marketing: Implications for Internet of Things”, Munnia A., Nicotra, M, Romano M., Workshop “Internet of Things Ecosystem: Challenges and Opportunities”, Newcastle Business School, Goodenough College in London, London (UK), 29 -06- 2018.
- “Innovative Family Startups for Value Creation”, Nicotra M., Schillaci C., Romano M., Annual Conference Sinergie-SIMA 2018, “Strategie in trasformazione e nuovi modelli per la creazione di valore”, Università Ca’ Foscari, Venezia, 14/15 -06- 2018.
- “Social Innovation and technology for territory development”, Romano M., Nicotra M., Workshop “The future of Intellectual capital, how future studies and scenarios can be leverad?”, The New Club of Paris International Meeting, Università degli Studi di Catania, 20 -04- 2018.
- “Sviluppo di una Metodologia di Analisi di Impatto Economico, Sociale e Ambientale di un’infrastruttura di Ricerca”, XXXVIII Annual Conference AIDEA 2017, Università Roma Tre, Roma, 14-15 -09- 2017.
- “The Italian Entrepreneurial Ecosystems: a Comparison with G7 Countries using Stochastic Multiattribute Acceptability Analysis”, XXXVIII Annual Conference AIDEA 2017, Università Roma Tre, Roma, 14/15 -09- 2017.
- “Principal Investigators in Entrepreneurial Universities: Developing an Explorative Entrepreneurial Mindset”, EURAM Conference, Glasgow, Scotland, 2017.
- “Pedagogia, didattica generale e didattica disciplinare. Una riflessione pedagogica”, Dipartimento di Scienze Politiche dell’Università degli Studi di Catania, 15 -11- 2017.
- “Progettare il futuro. Accelerazione, trasformazione digitale, competitività”, Intesa Sanpaolo-Confindustria Piccola Industria, SIBEG SpA, 19 -05- 2017.
- “Salone della CSR e dell’Innovazione Sociale”, Università Bocconi, 04 -10- 2016.
- Conference Scientific Committee “10TH Annual Euromed Academy of Business (EMAB) Conference”, “Global and national business theories and practice: bridging the past with the future”, Roma, 13/15 -09- 2017.
- Annual Conference ANVUR “La valutazione della terza missione nell’ambito della VQR 2011-2014”, Roma 28 -06- 2016.
- “Analisi del modello di impatto economico di una Infrastruttura di Ricerca come KM3NeT in Sicilia”, National Governing Council, National Institute for Nuclear Physics - INFN Roma.
- “Come si progetta un business plan di un evento”, VI Congresso Internazionale delle Arti Effimere, Noto (SR), 12/15 -05- 2016.
- “Ricerca e innovazione: le opportunità dei progetti finanziati europei e nazionali ”, Annual Conference Società Italiana di Management – SIMA, 2016.
- CBA for Research Infrastructure “KM3NET-ITALIA. An analysis of the socio-economic impact”, Bruxelles, 13 -11- 2015.
- Chair Session “Institutional based supports and technology startups: empirical evidences from Italy”,

- Technology Transfer Society Annual Conference Dublin (Ireland), 28/30 -10- 2015.
- "Più valore per la Società e l'Economia: il ruolo degli studi di Management", Annual Conference Società Italiana di Management – SIMA, 2015.
 - "Strumenti del CNR e del territorio per la generazione di imprese tecnologiche, CNR-IVALSA, Catania 27 febbraio 2015.
 - "Azione di accompagnamento alle PMI siciliane nella progettualità in ambito della ricerca, dell'innovazione e del trasferimento tecnologico" - Unioncamere Sicilia, Palermo, 2015.
 - "XV Happening della solidarietà - Opportunità, esperienze e strumenti di finanziamento", Polo Universitario, Agrigento, 2015.
 - Organizer "Workshop Estensione Porto", Università degli Studi di Catania, 16 -04- 2014.
 - "Azione di accompagnamento alle PMI siciliane nella progettualità in ambito della ricerca, dell'innovazione e del trasferimento tecnologico", Responsabile Scientifico Prof. Matteo Caroli, UNIONCAMERE Sicilia, Palermo, 31 -01- 2014.
 - "La Proprietà Intellettuale - Strumento competitivo a sostegno delle PMI siciliane", UNIONCAMERE Sicilia, 20 -09- 2013.
 - Co-organizer and Chair Track, International Conference EURAM 2013 - The European Academy of Management Annual Conference "Territorial Governance", Istanbul 26/29 -06- 2013.
 - International Conference "Principle Investigators as Boundary Spanners, Science and Market Shapers": Romano M., Schillaci C.E., Nicotra M. "Principal Investigators in Science and Technology Parks: a research-oriented approach or an explorative entrepreneurial mindset?", Whitaker Institute, NUI Galway (Ireland), 7 -06- 2013.
 - "XVII International Conference on Intermodal Transport", Catania 26/27 -04- 2013.
 - "Horizon2020Health", Fondazione SDN, Napoli, 1/2 -02- 2013.
 - "Workshop on Innovation in Italy", Banca d'Italia, Perugia, 13/14 -12- 2012.
 - "Bilancio della Regione Siciliana: esigenze di riqualificazione e contenimento dell spesa", ISEL-Istituto Documentazione Ricerche e Formazione per gli Enti Locali, Palermo, 16/17 -11- 2012.
 - International Conference "Research, Production and Management": SCHILLACI C.E., ROMANO M., NICOTRA M., "Family Business and Family Office: a Co-evolution Perspective", Napoli, 22/27 -10- 2012.
 - International Conference Entrepreneurship as an European Experience: Schillaci C.E., Romano M, Nicotra M, "Absorptive Capacity and Science Parks: Enhancing Entrepreneurship in a Hostile Region", Università Bocconi, Milano, 11/12 -10- 2012.
 - "La ricerca e l'innovazione per la competitività e la crescita. Giornata informativa sui bandi comunitari del VII Programma Quadro (2012-2013)", Camera di Commercio di Catania, 20 -09- 2012.
 - Organizer "Fondazioni, Family Reputation & Sostenibilità Intergenerazionale, Università degli Studi di Catania, Catania, 15 -06- 2012.
 - International Conference EURAM 2012 - The European Academy of Management Annual Conference: Schillaci C, Romano M, Nicotra M. "Science Parks and Territorial Governance: Enhancing Absorptive Capacity in a Hostile Region.", Rotterdam, 6/8 -06-, 2012.
 - International Conference "Entrepreneurship for the Future", University of Rome "Tor Vergata", Roma, 15 -05- 2012.
 - Workshop Gruppo di Studio Gruppo di Studio e di Attenzione (GSA) "Creazione di imprese e Spirito imprenditoriale" AIDEA Accademia Italiana di Economia Aziendale, Università di Roma "Tor Vergata", Roma, 15 -05- 2012.
 - Chair "Spin-off Elevator Pitch", Medtecropolis Progetto EUROMED, Catania, 10 -05- 2012.
 - "Innovazione e crescita digitale. Politiche e progetti per le PMI", POAT Società dell'informazione DigitPA, Presidenza del Consiglio dei Ministri, Catania, 18 -04- 2012.
 - "Perché investire in Sicilia", ISEL-Istituto Documentazione Ricerche e Formazione per gli Enti Locali, Palermo, 30/31 -03- 2012.
 - Chair "HR 2020. Storie e prospettive incontro con il Prof. De Masi", Catania, 30 -01- 2012.
 - Chair "Ricerca industriale e sviluppo del territorio: l'integrazione delle filiere produttive", PSTS SICILIA, Catania, 19 -12- 2011.
 - Chair "Il genoma umano compie 10 anni: le aspettative, i raggiungimenti e le sfide future", IV Edizione della Scuola di Genomica Funzionale, CNR - Azienda Ospedaliera Universitaria Policlinico di Catania, 2 -

12- 2011.

- International Conference EURAM 2011 - The European Academy of Management Annual Conference: Schillaci C., Romano M., Nicotra M. "Family Business and Family Office: a Co-evolution Perspective", Tallinn, 1/4 -06- 2011.
- 2° Forum Internazionale Euro-Mediterraneo sulle Relazioni Pubbliche "Sistemi locali nell'area Euro-Med. Competizione o cooperazione? Il ruolo delle Relazioni Pubbliche", Catania, 19/20 -11- 2010.
- "La Sanità in Sicilia e il riordino del sistema regionale", ISEL-Istituto Documentazione Ricerche e Formazione per gli Enti Locali, Palermo, 28/29 -05- 2010.
- "Common agency theory, corporate governance, and not-for-profit organizations", in 10° EURAM The European Academy of Management Annual Conference, Rome, 19/22 -05- 2010.
- "Gli spazi del commercio nei processi di trasformazione urbana", Università degli Studi di Catania, 25/26 -10- 2007.
- "Academic Entrepreneurship in International Markets: the Challenge of Italian University Incubators", in SMS – Strategic Management Society Conference - The Challenges of Non-Market Influences on Market Strategies, San Diego, California, 14/17 -10- 2007.
- "Academic entrepreneurship, university incubator and corporate governance", in Strategic Management Society Conference – New Frontiers in Entrepreneurship: Strategy, Governance, and Evolution, Catania, 23/25 -05- 2007.
- "Lo sviluppo della Grande Distribuzione nella prospettiva della Multiple-Point Competition", 3° Annual Conference Società Italiana di Marketing, Parma, 24/25 -11- 2006.
- Chair Track "Advances in Gaining Sustained Competitiveness" and "The role of university incubator in the corporate governance of academic start-up", EURAM 2006 Conference, OSLO, 17/20 -05- 2006.
- Organizer "Territori & Nuovi modelli di consumo", Università degli Studi di Catania, Catania, 20 -04-, 2006.
- "The role of university incubator in the corporate governance of academic start-up", Strategic Management Society Conference, VIENNA, 29 -01- 2006.
- Chair "Cooperazione multiregionale e accesso all'innovazione da parte delle PMI", SUMMER UNIVERSITY, ESA/ESRIN, BIC-Italia.net in collaborazione con ESA, Roma, July 2005.
- "Innovation and market morphogenesis: the adoption of digital technology in Italy", EURAM Annual Conference 2005, Monaco (Germania), 4/7 -05- 2005.
- Chair "Il processo di selezione ed accompagnamento di idee d'impresa ad alto potenziale di crescita: la pre-incubazione", WINTER UNIVERSITY, BIC-Italia.net in partnership with Pépinière d'Entreprises Espace Aoste, Aosta, March 2005.
- Organizer "Dinamiche competitive e logiche dei processi decisionali delle imprese", XXVII Annual Conference AIDEA 2004, Catania.
- Chair EIASM "Coopetition strategy towards a new kind of interfirm dynamics", Università degli Studi di Catania, September 2004.
- "La conoscenza nelle relazioni tra imprese", Università Ca' Foscari di Venezia, 28/29 -05- 2004.
- "Knowledge Flow & Brokering", Dipartimento di Economia Aziendale, Facoltà di Economia, Università degli Studi di Bologna, 16 -01- 2003.
- Annual Conference AIDEA Giovani "L'evoluzione degli assetti di Corporate Governance", Facoltà di Economia, Università degli Studi di Bologna, 9 -11- 2001.
- "Governance mechanisms, organizational commitment, and nonprofit organization: the case of the Italian Red Cross", EGOS Conference, Warwick UK, 4 -07- 1999.
- EDAMBA Summer School "EDAMBA-European Doctoral Association for Management and Business Administration", 29 -07- 1998.