

ALLEGATO A

UNIVERSITÀ DEGLI STUDI DI MILANO

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VALTER ZOCCHI CURRICULUM VITAE

INFORMAZIONI PERSONALI (NON INSERIRE INDIRIZZO PRIVATO E TELEFONO FISSO O CELLULARE)

COGNOME	ZOCCHI
NOME	VALTER
DATA DI NASCITA	11/10/1962

Titoli di studio

Data di conseguimento	08/07/1986
Titolo conseguito	Laurea (vecchio ordin.)
Descrizione	ECONOMIA E COMMERCIO
Titolo della Tesi	I PROBLEMI DELL'IMPRESA NEI PROGETTI DI STATUTO
Nome e indirizzo istituzione	Università Cattolica del Sacro Cuore - Largo Gemelli, 1 - MILANO

Esperienze

Periodo	2013/2020
Posizione	Professore a contratto
Qualifica	Visiting Professor
Tipo di attività svolta	60 ORE DI DIDATTICA FRONTALE corsi BA ANNUALE SU: STRATEGIC MANAGEMENT ORGANIZATIONAL BEHAVIOR CHANGE IN FAMILY BUSINESS 18 ORE DI DIDATTICA FRONTALE corsi MBA ANNUALE SU: INTERNATIONAL STRATEGIC MANAGEMENT
Nome e indirizzo istituzione	BSU – BELARUSSIAN STATE UNIVERSITY, FACULTY OF ECONOMIC AND TOURISM AND BSU-SBMT - SCHOOL OF BUSINESS AND MANAGEMENT OF TECHNOLOGY.BY AND BSEC- BELARUSSIAN STATE ECONOMIC UNIVERSITY – MINSK varie sedi (Bielorussia)
Struttura	MANAGEMENT/ECONOMIA AZIENDALE

Periodo	2015-2016
Posizione	Professore a contratto
Qualifica	Professore a contratto
Tipo di attività svolta	DIDATTICA FRONTALE CORSO DI PSICOLOGIA ED ECONOMIA
Nome e indirizzo istituzione	Facoltà di Psicologia Università Vita e Salute San Raffaele – Via Olgettina - Milano
Struttura	ECONOMIA AZIENDALE

Periodo	01/11/2011 - 31/10/2012
Posizione	Professore a contratto
Qualifica	Professore a contratto
Tipo di attività svolta	21 ORE DI DIDATTICA FRONTALE SU STRATEGIA E GOVERNO DELL'AZIENDA FAMILIARE
Nome e indirizzo istituzione	Università di PISA - Lungarno Pacinotti, 43/44 - PISA
Struttura	ECONOMIA AZIENDALE

Periodo	01/11/2011 - 31/10/2012
Posizione	Attività didattica
Qualifica	Professore a contratto
Tipo di attività svolta	10 ORE DI DIDATTICA FRONTALE AL MASTER IN BUSINESS ADMINISTRATION
Nome e indirizzo istituzione	Università di PISA - Lungarno Pacinotti, 43/44 - PISA
Struttura	ECONOMIA AZIENDALE

Periodo	01/11/2010 - 31/10/2011
Posizione	Professore a contratto
Qualifica	Professore a contratto
Tipo di attività svolta	21 ORE DI DIDATTICA FRONTALE SU STRATEGIA E GOVERNO DELL'AZIENDA FAMILIARE - 2 -
Nome e indirizzo istituzione	Università di PISA - Lungarno Pacinotti, 43/44 - PISA
Struttura	ECONOMIA AZIENDALE

Periodo	01/11/2010 - 31/10/2011
Posizione	Attività didattica
Qualifica	Professore a contratto
Tipo di attività svolta	3,5 ORE DI DIDATTICA FRONTALE AL MASTER IN BUSINESS ADMINISTRATION
Nome e indirizzo istituzione	Università di PISA - Lungarno Pacinotti, 43/44 - PISA
Struttura	ECONOMIA AZIENDALE

Periodo	01/11/2009 - 31/10/2010
Posizione	Professore a contratto
Qualifica	Professore a contratto
Tipo di attività svolta	30 ORE DI DIDATTICA FRONTALE SU STRATEGIA E CONTROLLO DELL'AZIENDA FAMILIARE
Nome e indirizzo istituzione	Università di PISA - Lungarno Pacinotti, 43/44 - PISA
Struttura	ECONOMIA AZIENDALE

Periodo	01/11/2008 - 31/10/2009
Posizione	Attività didattica
Qualifica	Professore a contratto
Tipo di attività svolta	6 ORE DI DIDATTICA FRONTALE AL MASTER IN GOVERNANCE E STRATEGIA AZIENDALE
Nome e indirizzo istituzione	Università di PISA - Lungarno Pacinotti, 43/44 - PISA
Struttura	ECONOMIA AZIENDALE

Periodo	01/11/2008 - 31/10/2009
Posizione	Professore a contratto
Qualifica	Professore a contratto
Tipo di attività svolta	30 ORE DI DIDATTICA FRONTALE SU STRATEGIA E CONTROLLO DELL'AZIENDA FAMILIARE
Nome e indirizzo istituzione	Università di PISA - Lungarno Pacinotti, 43/44 - PISA
Struttura	ECONOMIA AZIENDALE

Periodo	01/11/2007 - 31/10/2008
Posizione	Attività didattica
Qualifica	Professore a contratto
Tipo di attività svolta	4 ORE DI DIDATTICA FRONTALE AL MASTER IN GOVERNANCE E STRATEGIA AZIENDALE
Nome e indirizzo istituzione	Università di PISA - Lungarno Pacinotti, 43/44 - PISA
Struttura	ECONOMIA AZIENDALE

Periodo	01/11/2006 - 31/10/2007
Posizione	Attività didattica
Qualifica	Professore a contratto
Tipo di attività svolta	6 ORE DI DIDATTICA FRONTALE AL MASTER IN GOVERNANCE E STRATEGIA AZIENDALE - 3 -
Nome e indirizzo istituzione	Università di PISA - Lungarno Pacinotti, 43/44 - PISA
Struttura	ECONOMIA AZIENDALE

Periodo	Dal 2006
Posizione	Attività didattica
Qualifica	Visiting professor

Tipo di attività svolta	BA and MBA courses
Nome e indirizzo istituzione	Megatrend University of Belgrade (SERBIA), Baar University (MONTENEGRO) Vilnius State University and Vilnius Gediminas Technical University, Business management and administration department (LITHUANIA). Mitso International University of Minsk , Institute of management and social Technology of Belorussian State University of Minsk, School of business and management of technology of Belorussian State University of Minsk, faculty of economics Minsk Innovation University, faculty of law Belarussian State University , Faculty of tourism and economics of Belarussian State University (BELORUSSIA), Institute of economics and management Polytechnical National University of Lviv, International relation department of Ivana Franca University of Lviv, University of financing and Banking of Bank of Ukraine of Lviv, faculty of economy of State University of Odessa (UKRAINE) – Budapest Business School University of Applied Sciences of Budapest (UNGHERIA)
Struttura	ECONOMIA AZIENDALE

Elenco dei prodotti della ricerca

Articoli e ricerche stampa italiana

ZOCCHI W., *Azienda di famiglia e fisco (Family business and fiscal issues)*, Research report Confindustria, Milan, 1996

ZOCCHI W., *Economia e finanza per le aziende di famiglia (Economics and finance for family business)*, Valore BPI, Intra, 1997

ZOCCHI W., *Le aziende familiari ed a ristretta base azionaria (Family business)*, working paper CSR, Milan, 1998

ZOCCHI W., *Perizie di stima ai fini del capital gain - le valutazioni d'azienda di famiglia (The evaluation of the family business)*, working paper C.I.S. Milan, 1999

ZOCCHI W., *I rischi penali e tributari nelle operazioni di riorganizzazione delle società a stretta base azionaria e familiare (Fiscal and legal risks in the reorganization of family business)*, IFE, Milan, 1999

ZOCCHI W., *Il passaggio generazionale nell'azienda di famiglia. La pianificazione strategico-fiscale nella piccola e media impresa (Succession in family business. Fiscal and strategic planning in SMEs)*, IFE, Milan, 1999

ZOCCHI W., *Come ottimizzare il passaggio generazionale nell'azienda di famiglia italiana (How to improve succession in Italian family business)*, IFE, Milan, 2000

ZOCCHI W., *Famiglia, azienda di famiglia e patrimonio dell'imprenditore (The family, the family business and the entrepreneur's wealth)*, Confindustria Alessandria, 2001

ZOCCHI W., *La trasmissione di impresa: profili tributari" (Fiscal aspects of business transfers)*, Confindustria, Turin, 2001

ZOCCHI W., *Le imprese familiari alla svolta del passaggio generazionale (Succession in the family business)*, research report Il Sole 24 Ore, Milan, 2001

ZOCCHI W., *Le imprese di famiglia: aspetti tributari e finanziari (The family business: financial and fiscal aspects)*, LUISS University, Rome, 2001

ZOCCHI W., *Aspetti economici delle imprese familiari (Economic aspects of family business)*, research report ISPO (Istituto di Studi sulla pubblica opinione), Milan, 2001

ZOCCHI W., *Gli incentivi fiscali e finanziari per le imprese di famiglia (Fiscal and financial incentives for family business)*, research report LUISS University, Rome, 2002

ZOCCHI W., *Il capitalismo familiare. Ricerca sugli ostacoli allo sviluppo delle aziende familiari torinesi (Family capitalism. Research report on the obstacles to the growth of Turin's family business)*, Confindustria, Turin, 2003

ZOCCHI W., *Ma c'è bisogno di fari per illuminare la rotta" (Family business need a lighthouse to light their route)*, Il Sole 24 Ore, 28/06/2004

ZOCCHI W., *Le imprese familiari di fronte alla responsabilità sociale (Family business and corporate social responsibility)*, working paper prepared for the conference "La responsabilità sociale delle imprese del Piemonte Orientale nel contesto del processo di internazionalizzazione e globalizzazione dei mercati", Eastern Piedmont University, 2005

ZOCCHI W., *Le combinazioni interaziendali. Profili economico-aziendali, fiscali e societari (Economic, fiscal and social aspects of company groups)*, working paper presented at the workshop "Family business e passaggio generazionale alla luce della riforma del diritto societario", Eastern Piedmont University, 2005

ZOCCHI W., *Una politica per il family business (A policy for family business)*, Genova Impresa, n. 6/2005

ZOCCHI W., *La politica? Pensa ad altro (Politics? It looks elsewhere)*, Il Sole 24 Ore, 25/10/2005

ZOCCHI W., LELLI S., *Azienda familiare e banca locale. Un dialogo aperto (Local banks and family business)*, Valore BPI, n. 1/2006

ZOCCHI W., LELLI S., *Crescita aziendale e passaggio tra generazioni (Firm's growth and succession)*, Valore BPI, n. 2/2006

ZOCCHI W., *Il ruolo della comunicazione nel passaggio generazionale della PMI a controllo familiare (The role of communication in the succession process of family-run SMEs)*, working paper presented at Itfera conference "Family business research and its state of the art: the Italian community meets the world", Bocconi University, Milan, 2007

ZOCCHI W., *L'influenza dei familiari stretti e indiretti nelle piccole e medie family business (Influence of blood and indirect relatives in small and in medium family business)*, working paper presented for the conference "Private Banking e Asset Management Forum 2007", Marcus Evans, Milan, 2007

ZOCCHI W., *Private banking, wealth management e family business*, working paper presented for the conference "Private Banking and Asset Management Forum 2007", Marcus Evans, Milan, 2007

ZOCCHI W., *Il rilancio del family business in Italia (The family business re-launching in Italy)*, working paper presented for the Ethos Group National Convention, Siracusa, 2007

ZOCCHI W., *Le politiche di gestione tra managerialità e imprenditorialità (The olitical managements between directionality and entrepreneuriality)* - working paper presented for the Ethos Group National Convention, Siracusa, 2007

ZOCCHI W., *La corporate governance e gli assetti societari (The corporate governance and the corporate structures)* – working paper presented for the Ethos Group National Convention, Siracusa, 2007

ZOCCHI W., *La holding di famiglia: costi e benefici (The family holding: values and profits)* - working paper presented for the Ethos Group National Convention, Siracusa, 2007

ZOCCHI W., *La pianificazione fiscale internazionale delle piccole e medie imprese familiari (The international fiscal planning of small and medium family business)* – working paper presented for the Ethos Group National Convention, Siracusa, 2007

ZOCCHI W., *Le aziende di famiglia italiane in navigazione tra business e sentimenti con la scarsa luce dei fari (The Italian family business cruising between businesses and emotions with low light of lighthouses)*, seminar “Il passaggio generazionale nelle imprese”, Industrials Association of Province of Lucca and Carrara, 2007

ZOCCHI W., *Discontinuità e sinergie generazionali nell'azienda di famiglia (Discontinuities and synergies in family business succession. An empirical report in Lazio.)*, working paper presented for the seminar “Passaggio generazionale – Family planning e successione d'impresa: soluzioni e strumenti giuridici, finanziari e fiscali per pianificare il passaggio dell'impresa familiare”, Euroconference, Milan and Padua 2007

ZOCCHI W., comment of article “*The founder dilemma*” by Noam Wasserman – Harvard Business Review, Milan 2008

ZOCCHI W., *Comunicazione, organizzazione e strategia del valore per le imprese familiari (Communication, organization and value strategy for family business)*, working paper presented for 13th Youth AIDEA Annual Convention, Palermo 2008

ZOCCHI W., *Family planning, governance and articles of association rating as strategic factors in family limited-liability companies (srl)*, working paper presented for XXXI AIDEA Annual Convention, Naples 2008

ZOCCHI W., *Family planning, governance and articles of association rating as strategic factors in family limited-liability companies (srl)*, working paper presented for X WOA (Business Corporate Workshop), University of Cagliari, Cagliari 2009

ZOCCHI W., *Comunicazione, organizzazione e strategia del valore per le imprese familiari (Communication , organization and value strategy for family business)*, national research (commissioned by Intesa San Paolo Group), Milan 2009

ZOCCHI W., *La comunicazione nelle aziende familiari(Communication in family business)*, Magazine Ferpi n. 60/2010

ZOCCHI W. “ *Family Business and Architecture: competition, challenges, conflicts or synergies?*” in Paesaggi di Lago, di Mauro Bissattini, Milan 2012

ZOCCHI W. “*Family Business and trust, delicate balances*” in Forma e Colore, di Mauro Bissattini, Milan 2014

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ZOCCHI V. (2012). CONSIDERAZIONI IN MERITO ALLE CONDIZIONI DI EQUILIBRIO DELLE AZIENDE FAMILIARI. LIBER AMICORUM PER UMBERTO BERTINI. FRANCO ANGELI, ISBN/ISSN: 978-88-204-0037-8

ZOCCHI V. (2012). LE CRISI FAMIGLIARI-AZIENDALI-PATRIMONIALI: PREVISIONE, GOVERNO E STRUMENTI STRATEGICI. AZIENDE FAMIGLIARI E LONGEVITA' ECONOMICA. Milano: IPSOA Gruppo Wolters Kluwer, ISBN/ISSN: 978-88-217-4090-9

ZOCCHI V. (2012). PROFILI ECONOMICO-AZIENDALI DEL "FAMILY BUSINESS". TORINO: Giappichelli Editore, Torino, ISBN: 978-88-348-2676-8

ZOCCHI V. (2011). FAMILY, FAMILY COMPANY & FAMILY PRIVATE ASSETS: ORGANIZATION & STRATEGY IN FAMILY BUSINESS. In: FAMILY HOLDINGS & ASSET STRUCTURING

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ZOCCHI V. (2009). LA GESTIONE DELL'IMPRESA FAMILIARE E IL PASSAGGIO GENERAZIONALE. MILANO: Il Sole 24 Ore, ISBN: 1974-9201

ZOCCHI V. (2009). PORODICNI BIZNIS: STRATEGIJA I ORGANIZACIJA U VREMENU RECESIJE. POSTUPANJE PREDUZECA I PREDUZETNIKA U USLOVIMA RECESIJE., ISBN/ISSN: 0354-9445

ZOCCHI V. (2009). COMUNICAZIONE, ORGANIZZAZIONE E STRATEGIA DEL VALORE NELLE IMPRESE FAMILIARI. RICERCA NAZIONALE CON IL PATROCINIO DEL MINISTERO DELLE ATTIVITA' PRODUTTIVE

ZOCCHI V. (2008). THE ROLE OF COMMUNICATION IN THE INTERGENERATIONAL TRANSFER OF FAMILY RUN SMALL AND MEDIUM FIRMS. NEW TRENDS AND CHALLENGES IN MANAGEMENT. CONCEPTS OF MANAGEMENT. , ISBN/ISSN: 978-83-61086-30-7

ZOCCHI V. (2008). THE ROLE OF COMMUNICATION IN THE INTERGENERATIONAL TRANSFER OF FAMILY-RUN SMALL AND MEDIUM FIRMS. In: THE 3rd INTERNATIONAL SYMPOSIUM SPIRU HARET UNIVERSITY BUCHAREST

ZOCCHI V. (2008). FAMIGLIA, AZIENDA,PATRIMONIO:ORGANIZZAZIONE E STRATEGIA NEL FAMILY BUSINESS . QUANDO LA FAMIGLIA E' AZIENDA. , ISBN/ISSN: 978-88-348-8488-1

ZOCCHI V. (2008). THE ITALIAN FAMILY BUSINESS-THE "MADE IN ITALY" AT THE TRADE SHOWS. TRADE SHOWS & POSITIONING. JADRANSKI SAJAM,ISBN/ISSN: 978-9940-9133-0-4

ZOCCHI V. (2008). FAMILY BUSINESS AND BANKS: AN OPEN DIALOGUE. In: PRIVATE BANKING AND WEALTH MANAGEMENT IN RUSSIA AND CIS

ZOCCHI V. (a cura di) (2008). QUANDO LA FAMIGLIA E' AZIENDA. TORINO: Giappichelli Editore, Torino, ISBN:978-88-348-8488-1

ZOCCHI V. (2008). THE ITALIAN FAMILY BUSINESS STRIKING FOR AN EQUILIBRIUM BETWEEN FAMILY,FIRM AND ASSETS. In: PROGETTO SVILOPIM DEVELOPMENT AND PROMOTION OF LOCAL SYSTEM TO SUPPORT INNOVATIVE SME IN ALBANIA,BOSNIA AND SERBIA

ZOCCHI V. (2008). FAMILY BUSINESS AND BANKS: THE ITALIAN EXPERIENCE. In: INTERNATIONAL CONFERENCE ENEC BUCHAREST

ZOCCHI V. (2008). COMUNICAZIONE,ORGANIZZAZIONE E STRATEGIA DEL VALORE PER LE IMPRESE FAMILIARI. In: XIII CONVEGNO ANNUALE AIDEA GIOVANI

ZOCCHI V. (2008). THE ROLE OF COMMUNICATION IN THE INTERGENERATIONAL TRANSFER OF FAMILY-RUN SMALL AND MEDIUM ENTERPRISES. In: CONFERENCE OF COMMERCE IN BUCHAREST

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ZOCCHI V. (2008). THE ROLE OF COMMUNICATION PROCESSES IN THE INTERGENERATIONAL TRANSFER OF FAMILY-RUN SMALL AND MEDIUM ENTERPRISES.In: ENTREPRENEURSHIP AND GROWTH OF FAMILY FIRMS

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ZOCCHI V. (2007). THE ITALIAN FAMILY BUSINESS.THE "MADE IN ITALY" AT THE TRADE SHOWS. In: FAIRS AND THE DIRECT MARKETING

ZOCCHI V. (2007). IL RUOLO DELLA COMUNICAZIONE NEL PASSAGGIO GENERAZIONALE DELLA PMI A CONTROLLO FAMILIARE. In: FAMILY BUSINESS RESEARCH AND ITS STATE OF THE ART:THE ITALIAN COMMUNITY MEETS THE WORLD. CONVEGNO ITFERA

ZOCCHI V. (2007). L'INFLUENZA DEI FAMILIARI STRETTI E INDIRETTI NELLE PICCOLE E MEDIE FAMILY BUSINESS. In: PRIVATE BANKING E ASSET MANAGEMENT FORUM 2007

ZOCCHI V. (2007). PRIVATE BANKING, WEALTH MANAGEMENT E FAMILY BUSINESS . In: PRIVATE BANKING E ASSET MANAGEMENT FORUM 2007

ZOCCHI V. (2007). IL RILANCIO DEL FAMILY BUSINESS IN ITALIA. In: CONVEGNO NAZIONALE ETHOS GROUP

ZOCCHI V. (2007). LE POLITICHE DI GESTIONE TRA MANAGERIALITA' E IMPRENDITORIALITA'. In: CONVEGNO NAZIONALE ETHOS GROUP

ZOCCHI V. (2007). LA HOLDING DI FAMIGLIA: COSTI E BENEFICI. In: CONVEGNO NAZIONALE ETHOS GROUP

ZOCCHI V. (2007). LA PIANIFICAZIONE FISCALE INTERNAZIONALE DELLE PICCOLE E MEDIE IMPRESE FAMILIARI. In: CONVEGNO NAZIONALE ETHOS GROUP

ZOCCHI V. (2007). LE AZIENDE DI FAMIGLIA ITALIANE IN NAVIGAZIONE TRA BUSINESS E SENTIMENTI CON LA SCARSA LUCE DEI FARI. In: IL PASSAGGIO GENERAZIONALE NELLE IMPRESE

ZOCCHI V. (2007). DISCONTINUITA' E SINERGIE GENERAZIONALI NELL'AZIENDA DI FAMIGLIA . In: PASSAGGIO GENERAZIONALE -FAMILY PLANNING E SUCCESSIONE D'IMPRESA:SOLUZIONI E STRUMENTI GIURIDICI,FINANZIARI E FISCALI PER PIANIFICARE IL PASSAGGIO DELL'IMPRESA FAMILIARE

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ZOCCHI V. (2007). INTRODUZIONE AL TEMA. FAMILY BUSINESS & AZIENDA FAMILIARE. p. 7-23, , ISBN/ISSN:88-6105-093-X

ZOCCHI V. (2007). LE RELAZIONI TRA STRATEGIA,PROPRIETA' E GOVERNANCE. FAMILY BUSINESS & AZIENDA FAMILIARE. , ISBN/ISSN:88-6105-093-X

ZOCCHI V. (2007). INTRODUZIONE AL TEMA. GLI ATTORI DEL FAMILY BUSINESS IN ITALIA. p. 9-25 ,ISBN/ISSN: 88-6105-094-8

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ZOCCHI V. (2007). LA CORPORATE GOVERNANCE E GLI ASSETTI SOCIETARI. In: CONVEGNO NAZIONALE ETHOS GROUP

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ZOCCHI V. (2006). FAMILY BUSINESS AND FAMILY BRANDS IN ITALY. In: BRAND FAIR CONFERENCE IN BELGRADE

ZOCCHI V. (2006). THE ITALIAN FAMILY BUSINESS. STRIKING FOR AN EQUILIBRIUM BETWEEN FAMILY, FIRM AND ASSETS. In: THE ROLE OF EXHIBITION INDUSTRY IN COMPANY'S POSITIONING, EXHIBITION ASSOCIATION OF SOUTH EAST EUROPE, BUDVA

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ZOCCHI V. (2004). IL FAMILY BUSINESS. FAMIGLIA, AZIENDA DI FAMIGLIA E PATRIMONIO DELL'IMPRENDITORE Il Sole-24 ore spa, ISBN: 88-8363-679-1

Articoli e ricerche stampa estera

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ZOCCHI W., *The Italian family business – for an equilibrium between family, firm and assets*, working paper presented at seminar “The role of Exhibition Industry in Company’s Positioning”, Exhibition Association of South East Europe, Budva, Montenegro 2006

ZOCCHI W., *Family Business and family brands in Italy*, working paper presented at “Brand Fair Conference”, Belgrade, Serbia, 2006

ZOCCHI W., *The Italian family business – The “made in Italy” at the trade shows*, working paper presented for the seminar “Fairs and The Direct Marketing”, Exhibition Association of South East Europe, Budva, Montenegro 2007

ZOCCHI W., *The role of communication in the intergenerational transfer of family – run small and medium enterprises*, working paper presented for the Fifth International Scientific Conference, Megatrend University of Belgrade, Serbia 2007

ZOCCHI W., *The role of communication in the intergenerational transfer of family – run small and medium enterprises*, working paper presented for Conference of Commerce, Bucharest, Romania 2008

ZOCCHI W., *Family Business and Banks: the Italian experience*, working paper presented for International Conference Enec, Bucharest, Romania 2008

ZOCCHI W., *Family Business and Banks: an open dialogue*” working paper presented at International Annual Conference “Private Banking and Wealth Management in Russia and CIS”, Marcus Evans, Zurich, Switzerland 2008

ZOCCHI W., *The role of communication in the intergenerational transfer of family-run small and medium firms*, working paper presented for The 3rd International Symposium, Spiru Haret University Bucharest, Brasov, Romania 2008

ZOCCHI W., *The role of communication in the intergenerational transfer of family-run small and medium firms*, working paper presented for New trends and challenges of management, University of Finance and Management, 2nd International Scientific and Practical Conference, Warsaw, Poland 2008

ZOCCHI W., *The Italian Family Business striking for an equilibrium between family, firm and assets*, working paper presented at workshop "Svilopim Project" (Development and promotion of local system to support innovative SME in Albania, Bosnia and Serbia), Megatrend University, Novi Sad, Serbia 2008

ZOCCHI W., "Family planning, governance and rating of statutes as strategic factors in family limited liability joint-stock companies", working paper presented at XI Conference "Striving for Competitive Advantage & Sustainability: New Challenges of Globalization", Society for Global Business & Economic Development (SGBED), Montclair State University and University of Bratislava, Bratislava, Slovakia 2008

ZOCCHI W., *The role of communication processes in the intergenerational transfer of family run small and medium enterprises*, working paper presented for International Scientific Conference "Entrepreneurship and growth of family firms", Cracow University of Economics, Cracow, Poland 2008

ZOCCHI W., *Potential for renewable energy development in Serbia, Regulatory environment Potential locations for investment*, Belgrade, Serbia 2009

ZOCCHI W., *The research on waste management in Serbia, Regulatory environment Serbian practice investment opportunities*, Belgrade, Serbia 2009

ZOCCHI W., *Fashion luxury textile opportunities and strategies in the Balkan area: the case Missoni*, Belgrade, Serbia 2009

ZOCCHI W., *Role of the Communication Process in an Intergenerational Transfer of Family-Run Small and Medium-Sized Enterprises*, in *Managing Ownership and succession in Family Firms*, Warsaw, Poland 2010

Pubblicazioni estere

ZOCCHI W., *The Italian Family Business in Trade Shows & Positioning*, by S.Zaric, Budva (Montenegro), Jadranski Sajam, 2008

ZOCCHI W., *The role of communication in the intergenerational transfer of family-run small and medium firms in Concepts of Management – International aspects*, edited by E.Weiss, M.Godlewska, A.Bitkowska, Press &IT – University of Finance and Management in Warsaw, Warsaw (Poland), 2008

ZOCCHI W., "Family planning, governance and rating of statutes as strategic factors in family limited liability joint-stock companies", in "Striving for Competitive Advantage & Sustainability: New Challenges of Globalization", Society for Global Business & Economic Development (SGBED), Montclair State University and University of Bratislava, Bratislava, Slovakia 2008

ZOCCHI W., *Porodichni biznis: stregija i organizacija u vremenu recesije (pouke italijanskog iskustva) in Privredni Praktikum: postupanje preduzeca i preduzetnika u uslovima recesije*, edited by Benian Ekonomik, Belgrade (Serbia), 2009

ZOCCHI W., *The internationalisation of italian industrial clusters as a chance for SMES local knowledge transfer in development and promotion of local systems to support innovative SME's*, Benian Ekonomik, Belgrade (Serbia)-Bologna (Italy), 2009

ZOCCHI W., *The role of communication in the intergenerational transfer of family-run small and medium firms in Managing ownership and succession in family firms*, Scholar ed., Warsaw (Poland), 2009

Conferenze e seminari in Italia

- May 1996 *La Tutela del Patrimonio ed il Passaggio Generazionale nell'Azienda di Famiglia (The safeguard of wealth and family succession in the Family Business)* – ISIDE (Istituto Internazionale di Documentazione Economica), Legnano
- July 1996 *La gestione del patrimonio e la sua trasmissione. Il fattore internazionale (Managing wealth and its transfer at an international level)* – ISIDE, Milan
- April 1997 *Antiriciclaggio e Antiusura: Le nuove disposizioni sulle segnalazioni e il Reato di usura alla luce del D.M. 24/3/97 (Antirecycling and antiusury: new rules about report and usury crime after D.M. 24/3/97)* - ISIDE, Milan
- May 1997 *Problematiche operative per la costituzione e gestione di Società Holding all'Esteri (Operational issues in establishing and managing foreign family holdings)* – Young Industrials Association, Gallarate
- June 1997 *La tutela del patrimonio nelle vicende dell'impresa: le novità fiscali nella delega alla Finanziaria 97 sulle riorganizzazioni societarie (Societal restructuring and the safeguard of wealth)* – Confindustria, Milan
- March 1998 *L'affitto di azienda e la cessione di azienda (Turnaround and selling of the business)* - lectures given at the Master of Public Finance, Promostudi, Milan
- June 1998 *Di Padre in Figlio - il passaggio generazionale nell'azienda di famiglia (Father to son – succession in family business)* - Ordine dei Ragionieri Commercialisti of Milan
- June 1998 *La pianificazione strategica e fiscale nella piccola e media impresa: fusioni, scissioni, trasformazioni e conferimenti, le società all'estero, paradisi fiscali, holdings e Trust (Strategic and fiscal planning in the family business: mergers, de-mergers, holdings, trust)* – Promostudi, Milan
- July 1998 *Aspetti fiscali delle scissioni societarie (Fiscal aspects of de-mergers)* – Catholic University of Milan
- September - december 1998 *Di padre in figlio (Father to son)* - several symposia around Italy at universities and banks
- December 1998 *La gestione e la tutela del patrimonio aziendale e familiare (The management and safeguard of family and business wealth)* – ISIDE, Milan
- March 1999 *La valutazione delle aziende (Business evaluation)* – Promostudi, Milan
- March 1999 *Le operazioni societarie nell'ambito del passaggio generazionale dell'azienda di famiglia (Societal measures for succession in family business)* - Industrials Association, Turin
- April 1999 *Valutazioni di azienda e perizie (Business evaluation)* – Promostudi, Milan
- May 1999 *Holding e strategie d'impresa internazionali (Holdings and international business strategies)* - IFE, Milan
- May 1999 *Società Holding svizzere (Swiss holdings)* – IFE, Milan
- June 1999 *Operazioni di tutela del patrimonio aziendale e familiare (Measures for safeguarding the family wealth)* – IFE, Milan
- September 1999 *La verifica tributaria, i rischi penali e tributari nelle operazioni societarie straordinarie (Tributary inspection, penal and tributary risks in corporate extraordinary transactions)* – IFE, Milan
- October 1999 *Il passaggio generazionale nell'azienda di famiglia (Succession in family business)* - Milan
- February 2000 *Fusioni, scissioni e trasformazioni in un'ottica fiscale e successoria (Mergers, de-mergers and transformations for fiscal purposes and succession)* – ISIDE, Milan
- March 2000 *Pianificazione fiscale e holding estere (Fiscal planning and foreign holdings)* – IFE, Milan
- May 2000 *I rischi penali e tributari nelle operazioni di riorganizzazione delle società familiari (Fiscal and legal risks of restructuring interventions in family business)* – IFE, Milan
- May 2000 *Passaggio generazionale e continuità del successo (Succession in family business)* – Confindustria, Legnano

- June 2000 *La tutela del patrimonio familiare ed il tax planning nazionale ed internazionale (National and international tax planning for safeguarding family wealth)* – ISIDE, Milan
- June 2000 *Banca ed impresa di famiglia (Banks and family business)* – Banca Popolare di Intra, Vigevano
- July 2000 *Banca, famiglia, impresa di famiglia (Banks, families, family business)* - Banca Finnat Euroamerica, Rome
- July 2000 *La riorganizzazione dei gruppi famigliari, profili fiscali e finanziari (Reorganizing family holdings)* - Consortium PCM, Genoa
- October 2000 *Pianificazione strategica e fiscale internazionale per la piccola e media (Strategic and fiscal international planning for SMEs)* – API, Varese
- November 2000 *Corso di sensibilizzazione per i funzionari della Banca Popolare di Intra sul tema del passaggio generazionale e la tutela del patrimonio dell'imprenditore (Course addressed to bank managers on succession issues in family business and the safeguard of family wealth)*, Intra
- February 2001 *Passaggio generazionale, crescita aziendale (Succession in family business)* – Confindustria, Varese
- April 2001 *Il passaggio generazionale nella impresa di famiglia. Profili tributari (Succession in family business)* – LUISS University, Rome
- May 2001 *Le imprese di famiglia alla prova del ricambio generazionale (Succession in family business)* – Itinerant conference Banca Popolare di Intra
- June 2001 *La successione in azienda – profili fiscali – (Succession in family business)* Confindustria, Alessandria
- July 2001 *Aspetti societari e fiscali delle imprese di famiglia e a ristretta base azionaria (Societal and fiscal aspects of family business)* - Industrials Association, Legnano
- October 2001 *Dinamiche societarie nelle imprese familiari (Societal synergies in family business)* - CIF (Centro Italiano Femminile), Novara
- November 2001 *Famiglia, azienda di famiglia e patrimonio dell'imprenditore- profili civilistici, fiscali e finanziari (Legal, fiscal and financial aspects of family business)* – Confindustria, Turin (2-days seminar in Monte Carlo)
- November 2001 *Le imprese di famiglia alla svolta del passaggio generazionale (Succession in family business)* – Assolombarda Confindustria, Milan
- February 2002 *Conflitti familiari e societari nelle imprese familiari (Family and societal litigations in family business)* – Progetto Uomo, Milan
- October 2002 *Le scissioni societarie nelle aziende familiari (De-mergings in family business)* – Ordine Dottori Commercialisti of Milan
- October 2002 *Le imprese di famiglia e la prosocialità (Ethics and family business)* – Catholic University, Milan
- July 2003 *Il capitalismo familiare: le ragioni di uno sviluppo possibile (Family capitalism)* – Confindustria, Turin
- July 2003 *Imprese di famiglia e passaggio generazionale: quali prospettive?(Succession in family business)* – Rotary Club “La Malpensa”, Gallarate
- October 2003 *Le aziende di famiglia tra passaggio generazionale e trasmissione e tutela del patrimonio familiare (Succession in family business)* – Rotary Club “Ticino”, Busto Arsizio
- November 2003 *La riforma del diritto societario. Nuovi modelli di amministrazione e controllo, ruolo e responsabilità del management (The reform of the italian societal law)* – Il Sole 24 Ore, Milan
- November-December 2003 *Le Family Business: profili di strategia giuridica, fiscale, finanziaria e familiare (Family business: legal, financial, family strategic aspects)* – Postgraduate course for Family business taught at Confindustria, Turin
- December 2003 *Gli effetti delle riforme fiscali e societaria per gli investitori (The effects of the fiscal and societal reforms for investors)* – 3i Group, Milan
- January 2004 *Family Business. Quale futuro per le imprese novaresi? (The future of Novara's family business)* – Confindustria Novara

- February 2004 *Tra piccole e grandi: la media impresa (The medium enterprise)* – Business Dinner Italian Association of Production and UBS Italia SpA, Milan
- June 2004 *Convention Binda Academy* – Binda Group, University of Bologna
- June 2004 *Generazioni e cambiamenti nella prospettiva della continuità delle family business vercellesi (Succession in family business)* – Annual meeting of Confindustria Vercelli
- June 2004 *Generazioni e cambiamenti nella prospettiva della continuità. Confronto interprofessionale sul trasferimento dell'impresa familiare (Succession in family business. Interdisciplinary meeting)* – Italian Society of Labour Psychology, Milan
- September 2004 *Cosa è il Family Business: famiglia, azienda di famiglia, patrimonio dell'imprenditore (What is a family business?)*, Rotary Club Orta S. Giulio, Orta S. Giulio
- October 2004 *La pianificazione strategica e la tutela del patrimonio aziendale e familiare nelle family business (Strategic planning and the safeguard of family and business wealth in the family business)*, Confindustria Asti
- October 2004 *Il Family Business: famiglia, azienda di famiglia, patrimonio dell'imprenditore (What is a Family Business?)*, Coldiretti, Fossano (Cuneo)
- November 2004 *Family Business: il passaggio generazionale nelle aziende di famiglia (Succession in family business)*, Milano Finanza, Milan
- December 2004 *L'impresa di famiglia: corporate governance e aspetti patrimoniali (Corporate governance and wealth management in the family business)*, Skillab, Turin
- February 2005 *Il passaggio generazionale: Nord/Sud, stesse difficoltà? (Succession in family business. Northern and Southern Italy: same difficulties?)*, Confindustria Lecce
- February 2005 *Le aziende familiari: strategia giuridica, fiscale, finanziaria e familiare (Family business: legal, financial, family strategic aspects)* – Postgraduate course for Family business, in collaboration with Catholic University, taught at Coldiretti/Confartigianato - Fossano (Cuneo)
- April 2005 *Cosa è il Family Business (What is a Family Business?)* – In-house seminar, Promostudi, Milan
- May 2005 *Family Business e passaggio generazionale (Succession in family business)*, Confartigianato Piedmont, Turin
- June 2005 *Il Family Business: il problema del passaggio generazionale (Succession in family business)* – scientific seminar at Eastern Piedmont University, Novara
- June 2005 *Studiare per conoscere, conoscere per deliberare in tema di Family Business (Getting to know the family business)* - training for Deutsche Bank's managers, Milan
- June-July 2005 *Le Family Business: profili di strategia giuridica, fiscale, finanziaria e familiare (Family business: legal, financial, family strategic aspects)* – II edition of the postgraduate course for family business owners taught at Confindustria, Turin
- July 2005 *Conoscere il Family Business (Getting to know the family business)* - training for ACB Group members, Milan
- July 2005 *Le Family Business artigiane: profili societari, fiscali e finanziari (The artisan's family business: fiscal, financial and family strategic aspects)*, regional conference, Confartigianato, Turin
- July 2005 *Il Family Business e le Banche (Banks and family business)* - workshop on private banking at ISIDE, Milan
- July 2005 *Il trasferimento di partecipazioni e le holding familiari (Family holding companies and issues related to share transfers)* – scientific seminar at Eastern Piedmont University, Novara
- September 2005 *Il Family Business: profili societari, fiscali e finanziari (Family business: legal, financial, family strategic aspects)* – Confindustria, Sondrio
- September 2005 *La disposizione antielusiva generale (art. 37bis DPR 600/73)* – Lecture on tax elusion at Scuola Superiore dell'Economia e delle Finanze, Bolzano
- November 2005 *Conoscere il Family Business (Getting to know the family business)* – Workshop at Confindustria Genoa
- November 2005 *Le imprese familiari di fronte alla responsabilità sociale (Corporate social responsibility in the family business)* – Conference at Eastern Piedmont University, Novara

- December 2005 *Gestire i business familiari: strategia societaria e patrimoniale (Managing the family business)* - lecture at the Master programme on “Corporate governance and strategy”, University of Pisa
- January 2006 *Organizzazione e strategia nel family business (Strategic and organizational issues in the family business)* – Workshop at Confindustria Parma
- March 2006 *Le imprese familiari di fronte alla responsabilità sociale (Corporate social responsibility in the family business)* – Conference “Ethics in the family business”, Confindustria Lecce
- March 2006 *Successione d’impresa: novità 2006 societarie, fiscali, finanziarie e familiari (Succession in the family business)* – Confindustria Verbano Cusio Ossola, Verbania
- April 2006 *Gestire i business familiari: strategia societaria e patrimoniale patrimoniale (Managing the family business)* – lecture at the Master programme on “Corporate governance and strategy”, University of Pisa
- April 2006 *Continuità e sinergie generazionali nelle aziende familiari (Succession in the family business)* – Confindustria Frosinone
- May 2006 *Organizzazione e strategia nel family business (Strategic and organizational issues in the family business)* – Convention Young Entrepreneurs Confartigianato, Bari
- May 2006 *Conoscere il Family Business (Getting to know the family business)* - III Forum of Local Banks, Milan
- May 2006 *Cosa fare, come fare per la fiscalità della trasmissione d’impresa e del patrimonio familiare (Fiscal issues in managing wealth and succession)* – Workshop Confindustria Verbano Cusio Ossola, Verbania
- May 2006 *Organizzazione e strategia nel family business (Strategic and organizational issues in the family business)* – Workshop Confindustria Alto Milanese, Legnano
- June 2006 *La nuova legge sui patti di famiglia. Profili economico-aziendali (The new law on family pacts: economic aspects)* - Workshop Confindustria Genoa
- October 2006 *La nuova disciplina civilistica delle operazioni c.d. straordinarie e della liquidazione* – Seminar at Scuola Superiore dell’Economia e delle Finanze, Turin
- October 2006 *L’impresa di famiglia: cultura imprenditoriale e governance (The family business: entrepreneurial culture and corporate governance)* – VIII Convention Donne Impresa Confartigianato, Rome
- November 2006 Round table on the movie “L’eredità” (“Arven”) - Assolombarda, Milan
- November 2006 *Organizzazione e strategia nel family business (Strategic and organizational issues in the family business)* – Family Business Day, Bosch TEC, Milan
- December 2006 *La governance delle aziende familiari (Corporate governance in the family business)* – lecture at the post-graduate Master “Corporate governance and strategy”, University of Pisa
- March 2007 *Impresa di famiglia e creazione di valore (Family business and value growth)* - Workshop University of Trento, Confindustria Trento, Rovereto (TN)
- March 2007 *Famiglia, azienda, patrimonio: organizzazione e strategia nel family business (Strategic and organizational issues in the family business)* - Workshop “Family Planning”, Gianni, Origoni, Grippo & Partners, Belluzzo & Associati, AT Kearney, Verona
- May 2007 *Famiglia, azienda, patrimonio: organizzazione e strategia nel family business (Strategic and organizational issues in the family business)* – Roadshow conference “Family Business e successione d’impresa. La sfida della continuità nel passaggio generazionale”, Il Sole 24 Ore, University of Pisa
- May 2007 *Famiglia, azienda, patrimonio: organizzazione e strategia nel family business (Strategic and organizational issues in the family business)* – Roadshow conference “Family Business e successione d’impresa. La sfida della continuità nel passaggio generazionale”, Il Sole 24 Ore, Confindustria Varese
- May 2007 *Il family business* – Book presentation “Il family business. Famiglia, azienda di famiglia e patrimonio dell’imprenditore”, Municipality of Somma Lombardo (VA)
- May 2007 *Famiglia, azienda, patrimonio: organizzazione e strategia nel family business (Strategic and organizational issues in the family business)* – Roadshow conference “Family Business e

successione d'impresa. La sfida della continuità nel passaggio generazionale", Il Sole 24 Ore, Confindustria Genoa

- May 2007 *Manager e azienda familiare: luci ed ombre (Professional managers in the family business: pros and cons)* – Workshop “Essere manager in un'azienda familiare: criticità e prospettive”, Milano Finanza, ANDAF, Milan
- May 2007 *Famiglia, azienda, patrimonio: organizzazione e strategia nel family business (Strategic and organizational issues in the family business)* – Roadshow conference “Family Business e successione d'impresa. La sfida della continuità nel passaggio generazionale”, Il Sole 24 Ore, Confindustria Lecce
- June 2007 *Famiglia, azienda, patrimonio: organizzazione e strategia nel family business (Strategic and organizational issues in the family business)* – Roadshow conference “Family Business e successione d'impresa. La sfida della continuità nel passaggio generazionale”, Il Sole 24 Ore, Confindustria Ancona
- June 2007 *Famiglia, azienda, patrimonio: organizzazione e strategia nel family business (Strategic and organizational issues in the family business)* – Roadshow conference “Family Business e successione d'impresa. La sfida della continuità nel passaggio generazionale”, Il Sole 24 Ore, Confindustria Palermo
- June 2007 *Conoscere il family business (Gettino to know the family business)* – Lecture at the Master programme “Gestione e Strategia d'Impresa”, Business School “Il Sole 24 Ore”, Milan
- June 2007 *Famiglia, azienda, patrimonio: organizzazione e strategia nel family business (Strategic and organizational issues in the family business)* – Roadshow conference “Family Business e successione d'impresa. La sfida della continuità nel passaggio generazionale”, Il Sole 24 Ore, Confindustria Vicenza
- June 2007 *Organizzazione e strategia nel family business (Strategic and organizational issues in the family business)* – Workshop “La crescita dell'impresa familiare”, Milano Finanza, Milan.
- September 2007 *La banca come partner strategico nel family business e nei passaggi generazionali (Bank as strategic partner in family business and in successions)* – “Private Banking and Asset Management Forum 2007”, Marcus Evans, Milan
- September 2007 *Gestire i business familiari: famiglia, azienda di famiglia e patrimonio (Managing the family business: family, family business and wealth)* – Ethos Group National Convention, Siracusa
- September 2007 *Gestire i business familiari: profili organizzativi e assetti societari (Managing family business: organizational aspects and societal structures)* – lecture at the Master programme on “Strategy and Governance of family business”, University of Pisa, Pisa
- September 2007 *Il passaggio generazionale nelle imprese (Succession in businesses)* – Industrials Association of Lucca
- September 2007 *Profili strategici, organizzativi ed elementi di criticità nel Family Business (Strategic, organizational aspects and critical elements in family business)* – Workshop “Aziende familiari e scelte imprenditoriali: il ruolo del professionista”, University of Pisa and Industrials Association of Carrara
- October 2007 *Genitori e figli in azienda: conflitti, sfide, competizioni e sinergie (Parents and sons in the business: conflicts, challenges, competitions and synergies)* – World Business Forum, Milan
- November 2007 *Organizzazione e strategia nel Family Business (Organization and strategy in Family Business)* – Seminar “Succession – Family planning e successione d'impresa: soluzioni e strumenti giuridici, finanziari e fiscali per pianificare il passaggio dell'impresa familiare”, Euroconference, Padua
- November 2007 *Organizzazione e strategia nel Family Business (Organization and strategy in Family Business)* – Seminar “Succession – Family planning e successione d'impresa: soluzioni e strumenti giuridici, finanziari e fiscali per pianificare il passaggio dell'impresa familiare”, Euroconference, Milan
- February 2008 Book presentation “*Discontinuities and synergies in family business succession. An empirical report in Lazio*”, Luiss Guido Carli University, Rome
- February/May 2008 Lecture at the Family Business Strategy and Control course, University of Pisa, Pisa

- March 2008 *Family perfumeries in 2017 – ten years of growth or of decline?*– L’Oréal Prodotti di Lusso and Fenapro (Federazione Nazionale Profumieri) Convention, Milan
- March/April 2008 *Components for management of strategic choices in family business* - lecture at the Master “Management for Family Business”, University of Pisa
- April 2008 *Small Business needs – surveys and evaluations* – Convention “Extraordinary Business Finance”, Cassa Centrale Banca Credito Cooperativo del Nord Est, Trento
- May 2008 *Family, business and asset: organization and strategy of Family Business* – Workshop Warrant Golf Tour “Not only golf...let’s speak about Finance!”, Warrant Group, Padua
- June 2008 *Family, business and asset: strategy in order to finance or finance in order to strategy?* – Conference “Family Business among Finance, Corporate and Private Banking: placement and development opportunities”, 16th International Finance Week, The Private Finance Showroom, Milano Finanza, Milan
- July 2008 *Family Business. Family Business management and intergenerational transfer hotel companies*. Workshop “Hospitality Education. To be Community in order to be competitive. Comparisons” Pinzolo Municipality, Madonna di Campiglio, Trento
- October 2008 *Family, business and asset: organization and strategy of Family Business*. I Specialization Master in legal area “Business Lawyer”, Il Sole 24 Ore, Milan
- October 2008 *Parents to sons, a relay runner without tears. Family, business and asset: organization and strategy*. Course “Enterprise and innovation culture. Parents to sons. The Business intergenerational transfer”, Trentino Sviluppo Spa, Rovereto
- October/November 2008 *Family, company and assets: organization and strategy in Family Business* – Lecture at the master “Strategy and Governance of family business”, University of Pisa, Pisa
- October/November 2008 Lecture at the Family Business Strategy and Control course, University of Pisa, Pisa
- November 2008 *The Family Business peculiarities*. Enterprises course “Strategy and management”, Fondazione Trentino Università, Pergine Valsugana, Trento
- April 2009 *Family, company and asset: organization and strategy in Family Business*– Master Lesson “Government Strategy and Family Business”, University of Pisa, Pisa
- May 2009 *The Family Business: family, company and asset. Innovation beyond the crisis* – Working Table for family business “Family Business: comparing experiences,” Village of Fontebussi, Cavriglia (AR).
- October 2009 *Stories of exceptional Italian business* - innovative company tell us about past and comparing the future. Knowità, Viareggio (LU)
- November 2009 *Family, company and asset :organization and strategy in Family Business*), Club Rotary Alfonso II° d’Este di Copparo, Ferrara
- May 2010 *Family, family business and entrepreneur asset: organization and strategy in Family Business*) Seminar “*Impresa familiare e passaggio generazionale: la sfida della continuità di impresa*”, University of Insubria –Faculty of Economics, Varese
- November 2011 *Summit Horeca - Imprese Fuori Casa, Innovazione e specializzazione in un mercato che cambia (Hotels management in family business)*, Il Sole 24ORE , Milan
- November 2011 *La famiglia imprenditoriale nella crisi: quali strategie di rinnovamento e risanamento ? (The crises in family business)*, Assemblea Generale Pubblica 2011, Unione Industriale del Verbano Cusio Ossola, Stresa (VB)
- May 2012 *Lo sguardo oltre la crisi Mercati e paesaggi (How the family influenced the company and the wealth)*, Veneto Banca, Banca Popolare di Intra, Verbania (VB)
- June 2012 *Family Business lesson*, Gruppo Veneto Banca, Intra
- July 2012 *Business & Affetti*, Lungolivigno Group, Livigno (SO)
- March 2013 *From father to son* meeting at Circolo del Legno, wood museum, Riva 1920, Cantù
- April 2013 *Family planning*, Kiwanis foundation Castello di Agnellengo (NO)
- October 2013 *Family business and private wealth* , Rotary Club Verbano (Feriolo VCO)
- March 2014 *Family organization, mediation and counseling* , Confindustria Lucca, LUCCA

- May 2014 *The relations between Psychology, Psychiatry and Economy in family business* Confindustria Verbano Cusio Ossola, Verbania (VCO)
- July 2014 “*Captains Courageous*” meeting of the most original and successful entrepreneurs, Camera di Commercio di Milano
- December 2015 “*The communication in Family Business*” workshop, Business Sense Lab – University Vita Salute San Raffaele – Milano
- December 2015 “*Le vissitudini familiari e le repercussions su azienda e patrimonio*” Confindustria Alba, Cuneo, Serralunga d’Alba – Cuneo
- May 2016 “*La comunicazione in famiglia, in azienda e sul patrimonio: fattori strategici*” Psicologia ed Economia, workshop Business Sense Lab, Università Vita Salute San Raffaele – Milano
- May 2016 “*Il food dopo EXPO: insegnamenti e nuove strategie*” Psicologia ed Economia. Workshop Business Sense Lab, Università Vita Salute San Raffaele – Milan
- June 2016 “*Il family business nell’era di internet tra nuove tipologie familiari e nuovi rapporti economici*” Psicologia ed Economia, Business Sense Lab, Università Vita Salute San Raffaele – Milan
- December 2016 “*Business familiari ed architettura di lago*” Rotary club Orta San Giulio – Orta (NO)
- December 2016 “*Il family business malato*” 3 workshops Confindustria Cuneo- Cuneo (CN)
- May 2017 “*Family vicissitudes and impact in the company and in the wealth*” congress “*Mind and Finance*” hotel Michelangelo - Milano

Conferenze e seminari all’estero

- March 2000 *Come ottimizzare il passaggio generazionale nella azienda di famiglia italiana (Succession in family business)* - Unione Banche del Ticino, Lugano, Switzerland
- April 2000 *Private banking per le imprese di famiglia italiane (Private banking for Italian family business)* – UBS, Unione Banche Svizzere, Lugano, Switzerland
- October 2000 *Reati fiscali: le operazioni di private banking per le famiglie (Private banking for family business)* - IFE, Lugano, Switzerland
- December 2000 *Il Segreto bancario: i rischi penali e tributari per le operazioni di private banking e corporate finance delle imprese familiari (Private banking and corporate finance for family business)* - IFE, Lugano, Switzerland
- January 2001 *Reati fiscali, reati societari, frode, corruzione e riciclaggio (Fiscal crimes, societal crimes, corruption)* - IFE, Lugano, Switzerland
- February 2001 *Rischi penali, fiscali e finanziari per gli operatori bancari (Legal, fiscal and financial crimes for banks)* - Finter Bank, Zurich, Switzerland
- January 2002 *Depositi all’estero: il reimpatrio di capitali per le imprese di famiglia (Foreign bank deposits of family business)* – Banca Monte Paschi Siena, Lugano, Switzerland
- April 2002 *Il reimpatrio dei capitali per le imprese di famiglia e la regolarizzazione delle opere d’arte (Foreign deposits and art properties of family business)* – NOMISMA, Lugano, Switzerland
- October 2002 *Come perfezionare i servizi off-shore per le famiglie italiane (Off-shore services for family business)* – IFE, Lugano, Switzerland
- October 2002 *Lo scudo fiscale per le famiglie italiane (Fiscal measures and Italian family business)* – IFE, Lugano, Switzerland
- March 2006 *Family business and brands in Italy* – Brand Fair Conference, Belgrado, Serbia, Serbia
- October 2006 *Special role of trade fairs in positioning of SMEs* – III EASE Forum, Budva, Montenegro
- November 2006 *Special role of trade fairs in positioning of SMEs* – Annual International Fair, Tirana, Albania
- June 2007 *Family Business. Patrimonio e business, gestire il cambio generazionale* – Convention L’Oréal Prodotti di Lusso, Dubai, Arabian Emirates

- November 2007 *Family Company and the use of direct Marketing at trade shows* - EASE Forum, seminar "Fairs and The Direct Marketing", Exhibition Association of South East Europe, Budva, Montenegro
- November 2007 *The role of communication in the intergenerational transfer of family - run small and medium enterprises* – Conference "Improvement of the effectiveness and efficiency of the companies and the economy", Fifth International Scientific Conference, Megatrend University of Belgrade, Serbia
- May 2008 *Building the future in Romania: the family business economic system* – Seminar "New prospective of the SMEs business environment in Romania and European Union, Spiru Haret University, Bucharest, Romania
- May 2008 *Family Business organization and strategy: the role of Private Banking* – International Annual Conference "Private Banking and Wealth Management in Russia and CIS", Marcus Evans, Zurich, Switzerland
- September 2008 *The Family Business economic system* – Workshop "Svilopim Project" (Development and promotion of local system to support innovative SME in Albania, Bosnia and Serbia), Megatrend University, Novi Sad, Serbia
- November 2008 *The Family Business strategy* – II International Scientific and Practical Conference "New trends and challenges of management", University of Finance and Management in Warsaw, Warsaw, Poland
- December 2008 *Family Owned Businesses* – Seminar "Family Owned Businesses: concepts and best practice examples of good corporate governance", Serbian Chamber of Commerce, Belgrade, Serbia
- March 2009 Lectures at "Svilopim – Development and promotion of local systems to support innovative SME in Albania, Bosnia and Serbia" project, Novi Sad, Serbia
- April 2009 Family Business Lectures at *Belgrade Business School*, Belgrade, Serbia
- May 2009 *Challenges and opportunities for SMEs* – international Conference "EU accession – possibilities for SME sector development in south east Europe", European entrepreneurial city, Kragujevac, Serbia
- May 2009 *Family Planning, Governance and rating of Statutes as Strategic Factor in Family Limited Liability Joint-Stock Companies* – 11th international Conference "Striving for Competitive .
- Advantages & Sustainability: *New Challenges of Globalization*", Comenius University in Bratislava, Faculty of Management, Bratislava, Slovakia.
- June 2009 *The Role of Communication Processes in the Intergenerational Transfer of Family-run and SMEs* – Cracow University of Economics, Krakow, Poland.
- April 2010 *Family Business Governance & Family Office Set-up in Brazil –The 6th Annual Latin Family Wealth Management Conference* , Sao Paulo, Brazil
- September 2010 *Family Wealth Management – The 2nd Brazilian Family Office Conference*, Rio de Janeiro, Brazil
- March 2011 *Family Holdings & Asset Structuring – The 1st Maltese Family Office Conference*, Malta
- September 2011 *5th Annual Private Banking in CEE, SEE & CIS*, Prague, Czech Republic
- October 2011 *Managing Wealth For Future Generation - The 11th Annual Global Family Office Conference*, Lucerne, Switzerland
- October 2012 *Strategy and organization in Family Business -lecture-* Vilnius State University, Vilnius, Lithuania
- Decembre 2012 " *Next generation process from father to son*" – lectures- *Gediminas Techical University*, Vilnius, Lithuania
- November 2013 " *The Strategy for Italian fashion brands family business*" -World family business forum -Zurich, Suisse
- November 2013 " *Strategic management for family business*" – lectures - lectures at Polytechnical University, Ivana Franca University and University of finance and Banking in Lviv, faculty of economy of State Univesity in Odessa,Ukraine
- December 2013 " *Family business strategy*" – lectures at Mitso International University of Minsk , Institute of management and social Technology of Belorussian State University of Minsk, School of business and management of technology of Belorussian State University of Minsk, Belorussia

- March/April 2014 “ *family business psychological issues*” – lectures at Institute of management and social technology of Belorussian State University of Minsk and at School of business and management of technology of Belorussian State University of Minsk, Belorussia
- October 2014 “ *Family Governance*” Family Office Forum - worldwide congress , The Dorchester, London, GB
- November 2014 “ *The role of the corporate banks in family business* “ SME banking congress, Kempiski Hotel, Wien, Austria
- November 2014 “*Private banking for family business*” Private banking in CIS,CEE,SEE, Intercontinental Hotel, Wien, Austria
- November 2014 “*Family Governance and Family Business*” - Worldwide Family Office Forum – The Dolder, Zurich – CH
- November 2015 “ *The role of the bank in the Family Business*” – Fleming Europe, Intercontinental Hotel, Zurich, CH
- November 2015 “*Worldwide brands and Family Business: The Park Hyatt Maldives case*” – Worldwide Family Office Forum – The Dolder, Zurich – CH
- November 2015 “*Family,firm, assets:organization and strategy in Family Business. The Italian fashion brands*”, BA economic faculty Belorussian State University, Minsk - (Belorussia)
- November 2015 “*Luxury goods and brands in Family Business*” MBA Institute of management and Thecnology - Belarussian State University, Minsk (Belorussia)
- November 2016 “ *The bank role in family business and generation to generation process*” – Fleming, Riding School, Wien , Austria
- November 2016 “*Context Relevance for Family Business in Modern Society*” – Budapest Business School University of Applied Sciences, Budapest, Ungheria
- November 2016 “*Fashion brands in Italy: tools and strategy in communication*” – Team Academy Learning Network, Budapest, Ungheria
- November 2016 “ *Family Business course* “ , lectures at BA law faculty – Belarussian State University. Minsk, Belorussia
- November 2016 “ *International Family Business*” , lectures at MBA Belarussian State University, Minsk, Belorussia
- November 2016 “*Family business in tourism*”, lecture at BA Commerce & Tourism department faculty of economy Belarussian State University, Minsk, Belorussia
- November 2016 “*Fashion and family business* “ lecture at BA faculty of economic Minsk Innovation University
- November 2017 “*Foreign experience in the development of the hospitality industry: trends and perspective*” course at Belarussian State Economic University- Faculty of Economy and Tourism- Minsk , Belorussia
- March 2018 “*Organizational Behavior Change in Family Business*” course 60 hours at School of Business and Management of Technology of Belarussian State University – Minsk, Belorussia
- March 2018 “*Management, Strategy and organization of the Italian fashion brands*” Case Club Belarussian State Economic University

Data

21/05/2020

Luogo

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