

Francesco, Rattalino

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Personal email : francesco.rattalino@gmail.com

Born in Turin on 18th January 1971



EDUCATION

“Case Writing and Course Development” – Harvard Business School, Cambridge MA, USA. (2011)

“European Entrepreneurship Colloquium on Participant Centered Learning” – Harvard Business School, Cambridge MA, USA. (2008)

Ph.D. in Business Administration – University of Turin, Italy. (2008)

Doctoral thesis: “Performance Management in the Public Sector”

“Summer Term” – UCLA, Los Angeles CA, USA. (1996)

MSc summa cum laude and special mention in Business and Management – University of Turin, Italy. (1996)

CURRENT ACADEMIC EMPLOYMENT

ESCP Business School, Paris, France (July 2023 to present)

ESCP Business School, Turin, Italy (June 2006 to June 2023)

EVP for Academic Affairs and Student Experience (July 2023 to present)

EVP for Student Experience (January 2023 to June 2023)

Dean of the Turin Campus (2013 to June 2023)

Full Professor (since 2017)

Associate Professor (2013)

Assistant Professor (2008)

ACADEMIC TEACHING EXPERIENCE

ESCP Business School, (2008 to present)

Professor of:

Management Control, Problem Solving & Decision Making, Business Strategy & Strategy Execution, Family Business

PEKING UNIVERSITY, Beijing, PRC (2016 to 2018)

Lecturer of Business Strategy & Strategy Execution

AALTO Executive Education, Singapore (2015)

Lecturer of Business Strategy & Strategy Execution

ZHEJIANG UNIVERSITY, Hangzhou, PRC (2013 to 2015)

Lecturer of Business Strategy & Strategy Execution

UNIVERSITY OF TURIN, Turin, Italy (2006 to 2013)
Lecturer of Business Administration

INDUSTRY EMPLOYMENT

MOTION INTERNATIONAL SPA, Milan, Italy (2002-2006)
Business Development Manager

In charge of company business development initiative, reporting directly to the general manager. Responsible for the development and the execution of the marketing plans, and for the management of the sales cycle.

Some clients: Serono Merck SA, Sorgenia SpA, Fidia Farmaceutici SpA, Italfarmaco SpA

Self Employed, Milan, Italy (2000-2001)
Oracle Applications Independent Project Manager

Oracle Applications implementation project manager at the following clients:

Banca IMI SpA, PPG Industries SpA, BT SpA, Panasonic SpA

ORACLE EMEA Applications Consulting, Reading, UK (1998-1999)
Senior Financial Application Consultant

Oracle Applications implementation consultant at the following clients:

McKinsey & Company, Xerox SpA, Anchor Foods Ltd.

FERRERO INTERNATIONAL BV, Amsterdam, Netherland (1996-1998)
Financial Analyst

Assistant to the Group CFO, working in the Financial Holding Company of the Ferrero Group. In charge of the treasury, and responsible for the scheduling and management of all the holding company's financial flows.

ALGAT SpA, Italy (1995-1996)
Sales Intern

Assistant to the Sales Manager of a 'first tier' FIAT supplier, main responsibility involved analysis and studies on customer-supplier relationship.

PUBLICATIONS

Books

ZAMBON S., RATTALINO F., (2012), *Nuove Strategie per Competere*, Knowita, 260 p

Book Chapters

PUCCIARELLI F., VENUTI F., RATTALINO F. (2022), Is higher education hybrid-ready or not? An open call for business schools' ongoing dual transformation, in BALDEGGER R. J., EL TARABISHY A., AUDRETSCH D. B., KARIV D., PASSERINI K., TAN W (2022), *The Future of Business Schools*, Edward Elgar, (pp. 246-260)

VENUTI F., PUCCIARELLI F., RATTALINO F. (2022), The Importance of the International and Social Dimensions of Learning in the Post-COVID Higher Education: The Case of ESCP Business School, in LOCK, D., CAPUTO, A., HACK-POLAY, D., IGWE, P (2022), *Borderlands: The Internationalisation of Higher Education Teaching Practices*, Springer, (pp. 221-235)

RATTALINO F., (2019), Sustainability and competitive advantage, in Information Resources Management Association (Ed.) (2019), *Social Entrepreneurship: Concepts, Methodologies, Tools, and Applications*, IGI Global, (pp. 1549-1574)

RATTALINO F., (2015), Sustainability and competitive advantage: A case of Patagonia's Sustainability-Driven Innovation and Shared Value, in PALMER, D. (Ed.) (2015), *Handbook of Research on Business Ethics and Corporate Responsibilities*, IGI Global, (pp. 330-355)

RATTALINO F., (2013), Dynamics of competitive sustainable advantage: A case of Patagonia's shared value and corporate social responsibility, in KAPOOR, A., KULSHRESTHA, C. (Eds) (2013), *Dynamics of Competitive Advantage and Consumer Perception in Social Marketing*, IGI Global, (pp. 99-125)

Peer-reviewed journal articles

KANO L., CIRAVEGNA L., RATTALINO F. (2020). "The family as a platform for FSA development: Enriching new internalization theory with insights from family firm research", *JOURNAL OF INTERNATIONAL BUSINESS STUDIES*, 2020
<https://doi.org/10.1057/s41267-020-00308-y>

CIRAVEGNA L., KANO L., RATTALINO F., & VERBEKE, A. (2019). "Corporate Diplomacy and Family Firm Longevity", *ENTREPRENEURSHIP THEORY AND PRACTICE*, 2019 <https://doi.org/10.1177/1042258719838477>

RATTALINO F., (2017), "Circular Advantage Anyone? Sustainability-driven Innovation and Circularity at Patagonia Inc.", *THUNDERBIRD INTERNATIONAL BUSINESS REVIEW*, 2017; 0:1–9 <https://doi.org/10.1002/tie.21917>

Published articles and Impact Papers

LANTERI A., RATTALINO F. (2021), "Bitcoin must become more sustainable, for its own good (as well as the planet's)", ESCP Impact Paper No. 2021-38-EN

LANTERI A., RATTALINO F. (2021), "Bitcoin must become more sustainable, for its own good (as well as the planet's)", *MIT Technology Review (Arabic)*, May 18, 2021

SYDOW A., RATTALINO F. (2020), "Two-sides of the same coin: why entrepreneurs can transform the crisis into business opportunities to create more impactful and long-lasting ventures", ESCP Impact Paper No. 2020-37-EN

RATTALINO F., (2014), "Verso l'eccellenza dell'altruismo", *HARVARD BUSINESS REVIEW ITALIA*, January-February, pp 28-28, 1 p.

RATTALINO F., (2011), "L'innovazione oltre la tradizione", *HARVARD BUSINESS REVIEW ITALIA*, January-February, pp 62-62, 1 p.

RATTALINO F., (2010), "La leadership della coerenza", *HARVARD BUSINESS REVIEW ITALIA*, June, pp 70-70, 1 p.

Peer-reviewed conference proceedings

CIRAVEGNA L., KANO L., RATTALINO F., (2020). "Learning From the Past: 700 Years of Frescobaldi". *Proceedings of the 40th Strategic Management Society 2020 Annual Conference*, 2020, October 24-27, London, UK - ACCEPTED

CIRAVEGNA L., KANO L., RATTALINO F., (2019). "Managing Longevity – A 700-year Old Firm". *Proceedings of the 45th EIBA 2019 Annual Conference*. 2019, December 13-15, Leeds, UK

CANOVI M., UHLANER L., RATTALINO F., CIRAVEGNA L., (2019), "Identity Activation: How Family Owners' Social and Personal Identities shape Corporate Entrepreneurship in Family Firms", *Proceedings of the 4th International Family Business Research Forum*, 2019, April 3-5, Monaco, Montecarlo

CANOVI M., RATTALINO F., CIRAVEGNA L., (2019), "How Family Owners' Social and Individual Identities Shape Corporate Entrepreneurship in Family Firms", *Proceedings of the 79th Annual Meeting of the Academy of Management (AOM) 2019 Annual Conference*, 2019, August 9-13, Boston, Massachusetts, USA

CIRAVEGNA L., KANO L., RATTALINO F., (2019). "The Smiling Curve of Value Creation in Family MNEs: The Impact of Bifurcation Bias". *Proceedings of the Academy of International Business (AIB) 2019 Annual Meeting, Copenhagen*, 2019, June 24-27, Copenhagen, Denmark

CIRAVEGNA L., KANO L., RATTALINO F., (2018). "The paradox of family firm longevity: 700 years of Frescobaldi". *Proceedings of the 78th Academy of Management (Vol. 2018, No. 1, p. 11808) 2018 Annual Meeting*. 2018, August 10-14, Chicago, IL, USA

CIRAVEGNA L., KANO L., RATTALINO F., & VERBEKE, A. (2018). "Overcoming bifurcation bias and achieving family firm longevity: 700 years of Frescobaldi.", *Proceedings of the 2018 Theories of Family Enterprise Conference*, 2018, May 23-25, Edmond, Canada

CANOVI M., RATTALINO F., CIRAVEGNA L., (2018), "Diversification Decisions in Family Firms - The Influence of Family Managers' Identity", *Proceedings of the 38th Strategic Management Society 2018 Annual Conference*, 2018, September 22-25, Paris, France

CANOVI M., RATTALINO F., CIRAVEGNA L., (2018), "Family Firms' Diversification Decisions - An Identity Perspective", *Proceedings of the 8th Global Innovation and Knowledge Academy (GIKA) 2018 Annual Conference*, 2018, June 25-27, Valencia, Spain

CANOVI M., RATTALINO F., CIRAVEGNA L., (2018), "Family Firms' Willingness for Innovation - An Identity Perspective", *Proceedings of the 18th European Academy of Management (EURAM) 2018 Annual Conference*, 2018, June 19-22, Reykjavík, Iceland

KANO L., CIRAVEGNA L., RATTALINO F., (2017), "New internationalization theory and family governance", *Proceedings of the European International Business Academy (EIBA) 2017 Annual Conference, Milan*, 2017, December 13-15, Milan, Italy

KANO L., CIRAVEGNA L., RATTALINO F., (2017), "Global Value Chain Governance in a Family Firm", *Proceedings of the Academy of International Business (AIB) 2017 Annual Meeting, Dubai*, 2017, July 2-5, Dubai, UAE

CIRAVEGNA L., FELZENSZTEIN C., VANNINEN H., RATTALINO F., (2016), "Multinationalizing service SMEs – evidence from Finnish and Chilean micromultinationals",

Proceedings of the European International Business Academy (EIBA) 2016 Annual Conference, Wien, 2016, December 2-5, Wien, Austria

CIRAVEGNA L., FELZENSZTEIN C., VANNINEN H., RATTALINO F., (2016), "The Internationalization of Micromultinationals - Comparative Perspectives From a Developed and an Emerging Economy", *Proceedings of the Academy of International Business (AIB) 2016 Annual Meeting, New Orleans, 2016, June 27-30, New Orleans, USA*

RATTALINO F., (2009), "Public sector, private mindset: instilling the performance culture through the implementation of the balanced scorecard", *Renaissance and Renewal in Management Studies, Proceedings of the 9th European Academy of Management (EURAM) Conference, Liverpool, 2009, May 11-14, Liverpool, UK*

Dissertations

RATTALINO F., (2008), "Performance Management in the Public Sector", Doctoral Dissertation in Business Administration, University of Turin.

EDITORIAL SERVICES

2022 Reviewer: Journal of World Business

2021 Reviewer: Long Range Planning

2017 Reviewer: California Management Review

2014 Editorial Board Member: International Journal of Competitiveness (Inderscience)

2009 Reviewer: EuroMed Research Business Institute

LANGUAGES

Italian mother tongue.

Fluent in English.

Good knowledge of French

OTHER INFORMATION

Winner of the "PREMIO OPTIME 1995/96", Award for Academic Merit from the University of Turin and Turin Industrial Association