

DONATO IACOBUCCI

Address: DIIGA
Facoltà di Ingegneria
Università Politecnica delle Marche
Via Brezze Bianche, Monte Dago
60131 Ancona, Italy
Phone: +39-071-2204482
Fax: +39-071-2207144
e-mail: iacobucci@univpm.it
www: www.diiga.univpm.it/iacobucci

Date of birth: 24 April 1958
Nationality: Italian

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EDUCATION

Degrees Attained

Honours degree in Sociology (*summa cum laude*) with a minor in economics from the University of Urbino.
Master in applied economics at ISTAO, Ancona.

WORKING EXPERIENCE

From 1985 to 1986 I was responsible for market and industry research at CEDIM (Ancona)
From 1987 to 1994 I did research and consulting activities for private and public institutions in the following fields: a) applied industrial research with specific regard to the economics of small firms and industrial districts; b) project analysis and business planning.

ACADEMIC POSITIONS

Researcher in industrial economics at the University of Urbino, 1994 – 1997.
Senior researcher in applied economics and lecturer in business economics at the University of Urbino, 1997 – 2001.
Senior researcher in applied economics and lecturer in business economics at Università Politecnica delle Marche, Ancona, Faculty of Engineering, 2001 – 2004
Associate professor of applied economics and business organization at Università Politecnica delle Marche, Ancona, Faculty of Engineering, 2005 – present.

RESEARCH ACTIVITY

My main research interests are the following.

- a) Business groups: rationale, development, organization and governance.
- b) Entrepreneurship: entrepreneurial processes; academic spin-off; new firm financing.
- c) Small and medium sized firms: clustering, financing and growth.

From 1985 I have been participating in several research projects funded by private and public institutions.

SELECTED PUBLICATIONS

Refereed articles

- "I processi di internazionalizzazione delle medie imprese italiane" (con Francesca Spigarelli), *"L'industria. Rivista di economia e politica industriale"*, Vol. 28, n. 4, 2007, pp. 625-652
- "Spatial agglomeration and business groups: new evidence from Italian industrial districts" (with Giulio Cainelli and Enrica Morganti), *Regional Studies*, vol. 40, n. 5, pp. 507-518, 2006.
- "I gruppi d'impresa e le nuove forme organizzative del capitalismo locale italiano" (con Giulio Cainelli) *"L'industria. Rivista di economia e politica industriale"*, Vol. 26, n. 2, 2005, pp. 237-256
- "Growth, diversification and business cluster formation in entrepreneurial firms" (with Peter Rosa), *Small Business Economics*, vol. 25, n. 2, pp. 65-82
- "Diffusione e specificità organizzativa dei gruppi d'impresa nei distretti industriali italiani" (with Giulio Cainelli and Enrica Morganti) forthcoming in *Istituzioni e sviluppo economico*, 2004.
- "Explaining business groups started by habitual entrepreneurs in the Italian manufacturing sector", *Entrepreneurship and Regional Development*, vol. 14, 2002, pp. 31-47.
- "I 'nuovi protagonisti' dell'industria italiana" (with V. Balloni), *"L'industria. Rivista di economia e politica industriale"*, n. 4, 2001, pp. 633-675
- "Razionamento del credito e dimensione di impresa" (with G. Calcagnini e D. Ticchi) *Moneta e Credito*, n. 202, giugno (1998), pp. 197-214.
- "L'industria italiana dell'elettrodomestico nel contesto internazionale" (with V. Balloni e M. Cucculelli), *L'Industria*, XIX, 4 (1998), pp. 833-879.
- "Small Firm Investment and Financing Decisions: An Option Value Approach", (with Giorgio Calcagnini), *Small Business Economics*, n. 6, vol. 9 1997.

Books

- "*Agglomeration, Technology and Business groups*" (con Giulio Cainelli), Edward Elgar, Cheltenham UK, 2007.
- "*L'industria italiana dell'elettrodomestico nel contesto internazionale*" (with V. Balloni e M. Cucculelli), Giappichelli, Torino, 1999.

Book chapters

- "Dynamic capabilities, entrepreneurial team development and business group formation", in Leoncini R., Montresor A. (ed.s) "*Dynamic Capabilities between Firm Organization and Local Systems of Production*", Routledge, London, 2007.
- "Forme giuridiche, struttura della proprietà e modelli di governance nell'industria cinese e nel Guangdong", in Di Tommaso M.R., Bellandi M. (a cura di), *Il fiume delle perle. La dimensione locale dello sviluppo industriale cinese e il confronto con l'Italia*, Rosenberg e Sellier, Torino, 2006.
- "Undergraduate Students as a Source of Potential Entrepreneurs: A Comparative Study between Italy and Argentina" (with Sergio Postigo and Fernanda Tamborini), forthcoming in: Alon I. (ed.) - *Business education in developing countries* - ME Sharpe, Armonk (NY), 2005, pp. 255-270.
- "Assetti proprietari e vincoli finanziari all'investimento: un'analisi sui dati di bilancio delle imprese manifatturiere italiane" (with Giorgio Calcagnini), in Bagella M. (Ed.) - *Finanza e crescita. Quali vincoli, quali rischi?* - Il Mulino, Bologna, 2004
- "Groups of small and medium sized firms in industrial districts in Italy: some issues", Forthcoming in Zoboli R., Cainelli G. (Ed.s) - *The Evolution of Industrial Districts in Italy* - Phisica-Verlag, Heidelberg, 2004
- "Diffusione e caratteristiche dei gruppi di piccole e medie imprese nelle aree distrettuali delle Marche" (with V. Balloni) in *I gruppi d'impresa nei distretti industriali italiani*, edited by F. Brioschi e G. Cainelli, Giuffrè, Milano 2001.
- "I gruppi di piccole e medie imprese nell'industria italiana" (with A. Carone), in *La questione dimensionale nell'industria italiana*, edited by F. Traù, Il Mulino, Bologna, 1999.

Papers presented at conferences

- “Vertical integration, organizational governance and firm performance. An empirical study of Italian business groups” (con Giulio Cainelli), presentato International Workshop “Internal organisation, cooperative relationships among firms and competitiveness”, Lucca – 19-20 gennaio 2007.
- “The role of agglomeration and technology in shaping firm’s strategy and organization” (con Giulio Cainelli), presented at ‘EUNIP 2006 Conference’ Department of Economics, Kemmy Business School, University of Limerick, Ireland
- “*Dynamic capabilities and market view: are they complements or substitutes in shaping firm strategy? An application to the Italian wall-hung boiler industry*” (con Alessandro Iacopini), presentato al IV Workshop del PRIN 2003 “Capabilities dinamiche tra organizzazione d’impresa e sistemi locali di produzione”, Novara, 20 e 21 Giugno 2005.
- “*The development of entrepreneurial competences: entrepreneurship education in Italian universities and firms’ organizational models*” (with S. Dubbini), presented at “14th global IntEnt - Internationalizing Entrepreneurship Education and Training – Conference”, Naples 5-7 July 2004
- “*Habitual entrepreneurs, entrepreneurial team development and business group formation*” (with Peter Rosa), presented at RENT XVIII, Research in Entrepreneurship and Small Business, Copenhagen, 24-26 November 2004.
- “*Business groups as evolutionary entrepreneurial systems*” (con Peter Rosa) presented at BKERC 2004 (Babson Kauffman Entrepreneurship Research Conference), Strathclyde University, Glasgow, 3-5 June 2004.
- “*Small Firm Investment and Financing Decisions*” presented at the 7th Annual Small Business Finance Symposium, April 1995, Florida State University, Tallahassee (FL).
- “*The process of business cluster formation by habitual entrepreneurs: entrepreneurial dynamics and organizational setting*” (with Peter Rosa); resented at BKERC 2003 (Babson Kauffman Entrepreneurship Research Conference), Babson College, MA, June 2003.
- “*Explaining the growth process of smes through business cluster formation*”, presented at RENT XV, Research in Entrepreneurship and Small Business, 15th Workshop, Turku (Fin), November 22-23 2001.
- “*Size of firms and groups in the Italian manufacturing sector*”, (with Cucculelli M.), presented at «International Council for Small Business, 44th World Conference», Neaples, 20-23 June 1999.
- “*Are small firms more likely debt rationed than larger firms?* (con Calcagnini G. e Ticchi D.), presented at the annual meeting of the Southern Finance Association, Baltimore (MD), 19-22 November 1997.
- «*Ownership and control in small and medium sized firms in Italy*», (with Balloni V.), presented at the conference «Growth and Job Creation in SMEs», Mikkeli (Fin), 7-9 January 1997.

TEACHING EXPERIENCE

From 1988 to 1994 I held seminars and lectures in Industrial Organization at the Faculty of Economics in Ancona on the topics of strategic behaviour, market structure and transaction cost theory.

Since 1986 I have developed teaching modules for the post-graduate courses in business administration held by ISTAO (Istituto Adriano Olivetti) in Ancona. They concern the evaluation and planning of new business ventures and the development of the business plan.

In 1992 and 1993 I was appointed as contract lecturer of Business Economics at the University of Urbino.

From 1994 to 2001 I ran courses of Business Economics at the University of Urbino.

Since 2001 I have been running several courses of Economics and Business organization at the Faculty of Engineering of the Università Politecnica delle Marche.

OTHER ACADEMIC EXPERIENCE

Member of the academic committee of the Doctoral programme of the Faculty of Engineering, Università Politecnica delle Marche, Ancona, 2001-present; under this program he is currently supervising 5 phd students.

Member of the Board of the Università Politecnica delle Marche, 2002 - 2004.

Member of the editorial board of “L’industria. Rivista di economia e politica industriale”. One of the main Italian journals in the field of industrial economics; included in the JEL.

Member of the Management committee of c.MET-05 an inter-university centre founded in 2005 by the University of Florence, the University of Ferrara and the Università Politecnica delle Marche.

Scientific supervisor of the Industrial Liaison Office of the Università Politecnica delle Marche: 2006-present.