

## Dr. Andrea Appolloni, Ph.D

### Affiliation:

**Dept. of Management and Law**  
University of Rome Tor Vergata  
Via Columbia, 2 – Rome 00133, Italy

**Centre for Logistics and Supply Chain Management (CLSCM)**  
Cranfield University (UK) - Cranfield, Bedford MK43 0AL, UK

**Institute for Research on Innovation and Services for Development (IRISS)**  
CNR – National Council of Research  
Via Guglielmo Sanfelice, 8. Naples 80134, Italy

### Contacts:

**Email:** [andrea.appolloni@uniroma2.it](mailto:andrea.appolloni@uniroma2.it) -  
**Email PEC** [andrea.appolloni@pec.it](mailto:andrea.appolloni@pec.it)  
**Date of Birth:** 26/05/1978 – **Nationality:** Italian  
**Tongues:** Italian (native), French - English (good) & Chinese (basic)

## Current Main Positions (2019/2020):

- *University of Rome – Tor Vergata – Italy*

- Professor in Management – specialization in Procurement and Sustainable Management
- Research member at PROXENTER (Research Centre in Procurement and Sustainable Supply Chain)
- Research Fellow at CEIS (Center for Economic and International studies)
- Track lead in the specialization of Supply Chain Management at the Master of Science in Business Administration

- *In other Universities*

- Permanent Visiting Fellow at **Cranfield University** (UK)

- *In other Institutions*

- Associate at the **National Council of Research** - Institute for Research on Innovation & Services for Development, Naples (Italy)
- Permanent International expert evaluator of the **European Commission**, Brussels (Belgium)
- Member Expert at **Global SCP Clearinghouse**, Paris (France)
- Member at 10 Year Framework of Programmes on SCP **United Nations Environment Programme (UNEP)**, Paris (France)
- Associate Editor of *Sustainability* Journal. **MDPI Publisher**, Basel (Swiss)
- Research Member of the Program “**Task Force China**” at the Italian Ministry of Economic Development, Rome (Italy)
- Scientific Board Member at Fondazione Ecosistemi, Rome (Italy)

## Brief Profile

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

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

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

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

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

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

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

### Research Specialties – Interests

Supply Chain Management, Sourcing & Procurement in the public and private sector, E-procurement, Sustainable Global Sourcing, Collaboration & Co-petition, Lean Management, Sustainable Development, Corporate Social Responsibility, Internationalization and Management Consulting.

### Research Methodology

In-depth Case Studies, Literature Review and Empirical Analysis

### Education

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

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

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

Final Remark: Excellent (Summa Cum Laude)

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

External Supervisors Prof. Alan Harrison and Dr Carlos Mena – Cranfield University, UK

#### December 2008 – Master Degree (1 years)

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

Final remark: Excellent (Summa Cum Laude)

#### May 2007 – Master Degree (1 year)

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

University of Macerata – Italy. English Program

Final remark: Excellent (Summa Cum Laude)

#### July 2006 Degree in Economics and Management (4 years)

University of Rome “Tor Vergata” - Italy - Business School of Management [www.economia.uniroma2.it](http://www.economia.uniroma2.it)

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

### Academic Work Experiences

#### October 2016 – July 2017 - in China

Shanghai Jiao Tong University – China, Sino US Global Logistics Institute

Research Associate in Supply Chain and Logistics Management.

### July 2016 – Present - in Italy

University of Rome “Tor Vergata” - Italy - Business School of Management – Dep. of Management and Law  
Assistant Professor and Member faculty in Management

### April 2012 – July 2016 in Italy

University of Rome “Tor Vergata” – Italy, Business School of Management [www.economia.uniroma2.it](http://www.economia.uniroma2.it)  
Post-Doc Fellow and Member faculty in Management. Research projects developed:

- **04.2012 - 01.2013** Title: *Innovation in Management Consulting*
- **02.2013 - 01.2015** Title: *Competition and Cooperation in Global Sustainable Sourcing* (renewed for one year)
- **02.2015 - 07.2016** Title: *Sustainable and Green Global Procurement. Performance Impacts in the Private and Public Sector*

## Research Projects

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

### In Progress

- **Title: The 10YFP Programme on Sustainable Public Procurement.**  
**Time: From January 2014 – Present.** University of Rome “Tor Vergata”  
*Partners involved:* UNEP - United Nations Environment Programme, Paris and a Consortium of private and public companies  
*Role:* Research Member - WS: [www.unep.org/10yfp/procurement](http://www.unep.org/10yfp/procurement)
- **Title: Defensive Medicine**  
**Time: August 2019 – Present.** CEIS Center for Economic and International studies  
University of Rome “Tor Vergata”  
*Role:* Research Member – WS: <http://www.ceistorvergata.it/area.asp?a=665>
- **Title: Energy, Land and Environmental Economics (ELEE)**  
**Time: August 2019 – Present.** CEIS Center for Economic and International studies  
University of Rome “Tor Vergata” - *Partners involved:* SEEDS Sustainability Environmental Economics & Dynamics Studies  
*Role:* Research Member – WS: <http://www.ceistorvergata.it/area.asp?a=453>
- **Title: Cooperation and Competition in Sustainable Global Sourcing Strategies.**  
**Time: January 2013 – Present.** University of Rome “Tor Vergata”  
*Partners involved:* Belgacom, Deutsche Telekom, KPN, Orange, Swisscom, Telecom Italia, Telenor, TeliaSonera, Verizon and Vodafone.  
*Role:* Scientific Coordinator Member
- **Title: Sustainable and Green Procurement**  
**Time: January 2012 – Present.** University of Rome “Tor Vergata”  
*Partners involved:* Public and Private companies  
*Role:* Scientific Coordinator Member
- **Title: Annual Report on Management Consulting in Italy.**  
**Time: October 2011 – Present.** University of Rome “Tor Vergata”  
*Partners involved:* Confindustria - Assoconsult (Italian Association of Consulting Companies) and Accenture, KPMG, PWC, BIP, DELOITTE and more consultancy companies.  
*Role:* Scientific Coordinator Member.
- **Title: Annual Report on Management Consulting in Europe**  
**Time: September 2015 – Present.** University of Rome, Tor Vergata  
*Partners involved:* Feaco (European Federation of Management Consultancies Associations), Brussels, Belgium.  
*Role:* Research Member

### *Closed Projects*

- **Title: Smart Container Chain Management (EU project)**  
**Time: January 2010 – 2013.** University of Rome, Tor Vergata  
*Partners involved:* Several companies, a completed list is available here: <http://www.smart-cm.eu/Partners.aspx>  
*Role:* Junior Research Member
- **Title: The status of the art on the third sector in Italy. Focus on Sustainable and Social Occupancy.**  
**Time: Jul 2012 – March 2014.** University of Rome, Tor Vergata  
*Partners involved:* Fondazione Italiana Accenture (Accenture Italian Foundation)  
*Role:* Research Member Coordinator.
- **Title: Lean and Performance Management**  
**Time: January 2014 – Present.** University of Rome “Tor Vergata”  
*Partners involved:* Sanofi Aventis, Birra Peroni, Brovedani, Lima and McKinsey.  
*Role:* Scientific Coordinator Member
- **Title: Sustainability in Public Procurement contracts for the small firms.**  
**Time: July 2015 – Today**  
*Partners involved:* Confartigiano Italy (An Intelligent Association created to serve Artisans and Small Businesses)  
*Role:* Scientific Coordinator Member
- **Title: Investigation of investments in the Mekong area**  
(China, Burma, Laos, Thailand, Cambodia and Vietnam)  
**Time: December 2015 – October 2016.** University of Rome, Tor Vergata  
*Partners involved:* Leonardo (ex Finmeccanica), a global player in the high-tech sectors and a major operator worldwide in the Aerospace, Defence and Security  
*Role:* Scientific Coordinator Member

### **Teaching and Course Design Activities**

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

### *Professorships*

- **From the A.Y. 2013/14 to 2016/17 and 2019/2020.** Professor for the English course on *Procurement Sourcing and Supply Chain Strategies* (Master of Science in Business Administration in English). 6 ECTS, 100 students and 36 hours of lessons per year
- **In the A.Y. 2015/16.** Professor for the course on *Innovation Management* (bachelor program in Business Administration in Italian). 9 ECTS, 500 students and 54 hours of lessons per year
- **From the A.Y. 2016/17.** Professor for the course on *Operations Management* (Master of Science in Business Administration). 6 ECTS, 150 students 36 hours of lessons per year
- **From the A.Y. 2019/2020. XXXXXXX**

### *Doctoral Programs and School of Specialization*

At **University of Tor Vergata** – Medicine School of Specialization in Radiology from 2018

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

## Graduate and Master of Science Courses

Teaching activities, tutoring and course design activities

### In Italy

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

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

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

#### In Italy at University of Tor Vergata, Rome

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

#### At University of Macerata

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

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

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

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

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

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

### Abroad

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

### Ad Hoc executive intensive courses

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

## Visiting Research Periods

### October 2016 – September 2018 - China

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

### October 2015 to September 2018 - UK

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

every other month.

### April – June 2016 - China

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

### October - November 2015 – USA

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

### March - April 2015 – Switzerland

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

### October - December 2013 – USA

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

### June 2012 - August 2012 – China

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

### August 2007 and September – June 2012 - UK

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

## Training Schools

### September 2009 - Italy (1 week)

**Training School on “Scientific Methods for Research in Management” – Italian Academy of Management -** (Florence, Italy). Web Site: [www.accademiaaidea.it](http://www.accademiaaidea.it)

### August 2008 - USA (1 Month)

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

## Summer Schools

### August 2008 – Italy (2 weeks)

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

### August 2007 – China (2 weeks)

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

## Other Academic Activities

### Conference Reviewer and Track Chair:

- **International Research Society for Public Management (IRSPM)** Annual Conference Ottawa (Canada) 2014  
Track Title: *Working With The Private Sector – Externalisation and Public Procurement*

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

#### Journals Reviewer Activities:

*International journal of logistics-research and applications, International Journal of Logistics Management, International Journal of Physical Distribution & Logistics Management, European J. of International Management, Electronic Government an Int. J., Int. J. of Business and Globalization, Int. J. of Integrated Supply Management, Int. J. of Advanced Operations Management, Sustainability,*

#### Editorial and Advisor Review Board Member:

##### *Journals:*

**JGPG** - Journal of Global Policy and Governance (Springer), **JTSR** - Journal of Transition Studies Review (Springer), **AJMR** - Asian Journal of Management Research (IPA), **JTSCM** - Journal of Transport and Supply Chain Management (AOSIS), **EEBEJ** Eastern European Business and Economics Journal - CER Commerce & Economics Review, **JPSM** -Journal of Purchasing and Supply Management (Elsevier), **Symphonya**. Emerging Issues in Management (ISTEI - University of Milan-Bicocca, Italy), **SEJ** - Social Enterprise Journal (Emerald), **JADEE** - Journal of Agribusiness in Developing and Emerging Economies (Emerald), **APJBA** Asia-Pacific Journal of Business Administration (Emerald), **BIJ** - Benchmarking International Journal (Emerald), **Sustainability** (MPDI) – **(IJESD)** International Journal of Environment and Sustainable Development (Inderscience) – **Logistics** (MPDI) – **Economies** (MPDI) – **JOPP** - Journal of Public Procurement (Emerald), **JEEE** Journal of Entrepreneurship in Emerging Economies (Emerald), **(EJPPM)** - European Journal of Public Procurement Markets, **SCI** (MPDI)

##### *Books:*

Green Public Procurement Strategies for Environmental Sustainability, 2019 IGI Global

#### Memberships and Affiliations

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

#### Organizing or Scientific Committee Member

Conferences, Symposium, Research Competition, Etc.

##### *In Tor Vergata University of Rome*

- Italian Association of Environmental and Resource Economists (IAERE), Fifth Annual Conference, 2017
- 1<sup>st</sup> & 2<sup>nd</sup> Global Procurement Conference in Frascati – Rome (Italy) 2016 and 2017
- 1<sup>st</sup> Annual Conference “Young Procurement Network” Master in Procurement Management in Rome (Italy) 2014
- International Research Society for Public Management (IRSPM) Annual Conference in Rome (Italy) 2012
- 1<sup>st</sup> Interdisciplinary Symposium on Public Procurement in Frascati – Rome (Italy) 2011
- Doctoral Colloquium at the European Academy of Management (EURAM) annual Conference in Rome (Italy) 2010
- YICGG -Youth Innovation Competition on Global Governance: Growth and Innovation 2020, in Rome (Italy) 2009

##### *In others Institutions*

- 2nd Conference Sustainable Solutions for Growth (SSG) 2019. Wroclaw. (Poland) 16-17/10/2019
- International Conference “Past and Future of Corporate Governance: Practices, Reforms and Regulations” Roma Tre University, Rome (Italy), May 26, 2016



## Workshops, Seminars Participations

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

## Other Academic Activities and Responsibilities

### *At University of Tor Vergata Rome*

- **From 2016 to 2017.** Executive Director at the Master in Procurement Management
- **From 2016.** Track coordinator in the Supply Chain specialization at the Master in Business Administration
- **From 2014 – Present.** Member of the Executive Committee at the Master in Procurement Management
- **From 2013 – Present.** Research member at PROXENTER (Center of Research in Procurement and Supply Chain)
- **From 2012 – Present.** Coordinator of three modules “*Introduction preparatory module online*” and “*Final module online Simulation tender application*” at the Executive International Master program in Public Procurement Management
- **From 2012 – Present.** Coordinator of three modules in “*E-procurement*”, “*Green Procurement*” and “*Innovation and Sustainability*” and from 2015 in the module “*Global Sourcing*” at the Master program in Procurement Management
- **In 2013.** Co-coordinator of the extra activities course “*Managing a Consulting Firm*” in the Master of Science in Business Administration
- **In 2012.** Scientific Coordinator of the ad hoc course in “*Innovation in Environmental in Italy and Europe*” organized for a Chinese delegation composed by high public managers at Tor Vergata University of Rome in March 2012 – one week training
- **From 2009 to Present.** Responsible for many supporting activities concerning the placement activities for students (internships inside the companies), for supporting the foreign students to obtain scholarships, financial supports and other facilities
- **From 2009 to 2010.** Co-coordinator of the module in “*e-procurement*” at the Master program in Innovation in the Public Administration
- **From 2013 to 2014.** Scientific Coordinator and from 2016 Member of the Organising Committee at the Executive International Master program in Public Procurement Management

### *In other Universities and institutions*

- **From 2014 – Present.** External expert advisor to the faculty higher degree committee for examination of Doctoral dissertations at University of Johannesburg in the Transport and Supply Chain Management Dep., Faculty of Management. Cnr Kingsway and University Road Auckland Park. PO Box 524 Auckland Park 2006, South Africa (work by distance). Web site: [www.uj.ac.za/transport](http://www.uj.ac.za/transport)
- **From 2014 – Present.** Co-coordinator of the module in “*e-procurement*” at the Master program in Innovation in the Public Administration at University of Macerata – Italy

## Industrial Engagement through Research, Teaching or Consulting

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

Accenture, Arthur D Little, Bravo Solution an Italcementi company Group, PWC, BCG, McKinsey, KPMG, DELOITTE, SAP-Ariba, IBM, FIAT, CFR (Fiat Research Centre), AT Kearney, Telecom Italia, France Telecom, General Electric, Sanofi Aventis, HERTZ Rent a Car in Europe, ASI (Aerospace Italian Agency), I-Faber an Unicredit Company Group, Consip (Public Purchasing Agency in Italy), Chinese Embassy in Italy (Rome), CNR (Italian National Council of Research), EBRD



(European Bank for Reconstruction and Development), Italian Ministry of Affaire, FAO, Italian Embassy in Beijing (China), Bank of Italy, Belgacom, Deutsche Telekom, KPN, Orange, Swisscom, Reply, Telenor, TeliaSonera, Verizon, Vodafone, LORO PIANA, CHN Industrial, Peroni Beer (SABmiller group), Italian Chamber of Commerce in Beijing (China) and others medium and small companies

### International development

- **In 2015.** Co-responsible for the international agreement “letter of intent” between the Capital University of Economics and Business (CUEB) of Beijing, China and University of Rome Tor Vergata. For Cooperation on exchange students and professors and in research collaborations. With my personal participation at the official meeting held at the CUEB in Beijing the December 29th, 2015
- **In 2014.** Co-responsible for the general agreement between University of Tennessee in USA and University of Rome Tor Vergata.
- **In 2014.** Co-responsible for the international agreement “letter of intent” between the Human Resources and Social Security Bureau of Beijing, China and University of Rome Tor Vergata. For Cooperation on Jointly Training High-level Innovative Talents.
- **From 2013 to Present.** Responsible for the research collaborations between the University of Tennessee in Knoxville USA and University of Rome Tor Vergata on Lean process management
- **From 2011 to Present.** Responsible for the research collaborations between the University of Tianjin in China and University of Rome Tor Vergata on Sustainable Global Sourcing.

### Supervisor and Examiner

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

### Tutoring

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

### Grants, Awards, Recognitions, Mentions and Scholarships

- Winner of “**Fondo di finanziamento per le attività base di ricerca** “ (FFABR) in 2018 for best researchers in Italy financed by the Educational and Research Minister
- 3 years (2013 and 2015) of the **competition for foreign experts**, program financed by the Chinese Government. Activities developed as a guest speaker at Tianjin University in China for research and teaching activities.
- Winner for 3 years (2013 and 2015) of the **competition for foreign experts**, program financed by the Chinese Government. Activities developed as a guest speaker at Tianjin University in China for research and teaching activities.
- Best Papers at the International annual conference EDSI European Decision Science Institute, Taormina – Italy, 1-3, June 2015 – Theme: Decision Science for the Service Economy. *Emerging issues in the strategic performance management of lean manufacturing organizations (CP)*, Appolloni A., Bellisario A. and Chirico A.
- Winner of “**Sciences and Arts Fellowship China**” SAF CHINA 2010, research project supported by the Italian Ministry of Research and Education to develop the mobility in China for young researchers. Visiting Scholar at Tianjin University – China, summer 2011. Project Name: "Sustainable Global Sourcing in China"
- Ph.D. bursary for 4 years 2007- 2010 in Management at the University of Tor Vergata - Rome, Italy

- Winner of Scholarship “**Erasmus – Socrates**” EU programs, in 2002 in Paris (France) and in 2004 in Nice (France) at the University of IPAG International Business School (6 months in Paris and 6 months in Nice)
- Winner of Scholarship “**Leonardo da Vinci**” in 2005, EU program finalized to facilitate the internship mobility in the European Union area. Work experience developed to the Hertz Rent a car Company in Sword, Dublin – Ireland.

### **Associations and Networking**

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

### *Other Information*

#### **Informatics Capabilities**

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

#### **Personal attributes**

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

#### **Academic codifications**

ORCID: [orcid.org/0000-0001-5741-398X](https://orcid.org/0000-0001-5741-398X)

Rome (Italy), Jan. 2020  
Dr. Andrea APPOLLONI

### **Annex**

#### **List of Publications, Conferences participations**

## Publications

### *Articles in Peer-Reviewed Journals*

1. **Hristov I, Chirico A and Appolloni A.** (2019). Sustainability Value Creation, Survival, and Growth of the Company: A Critical Perspective in the Sustainability Balanced Scorecard (SBSC). *Sustainability*. 2019; 11(7):2119.
2. **Binci D., Belisari S. and Appolloni A.** (2019) BPM and change management: An ambidextrous perspective. *Business Process Management Journal*, Vol. 26 No. 1, pp. 1-23. <https://doi.org/10.1108/BPMJ-06-2018-0158>
3. **Belisari S., Appolloni A. and Cerruti C.** (2019). Positive and negative impacts of the adoption of e-procurement solutions: the Italian market case. *International Journal of Procurement Management* , Vol. 12, No. 2, 2019
4. **Cheng W., Appolloni A., D'Amato A. and Zhu Q.** (2018). Green Public Procurement, Missing Concepts and Future Trends – A Critical Review, *Journal of Cleaner Production*, Available online 5 December 2017, ISSN 0959-6526, <https://doi.org/10.1016/j.jclepro.2017.12.027>
5. **Kingsley Nduneseokwu C., Qu Y. and Appolloni A.** (2017). Factors Influencing Consumers' Intentions to Participate in a Formal E-Waste Collection System: A Case Study of Onitsha, Nigeria. *Sustainability*, vol. 9, ISSN: 2071-1050, doi: doi:10.3390/su9060881
6. **Jia H., Appolloni A and Wang Y.** (2017). Green travel: Exploring the characteristics and behavior transformation of urban residents in China. *Sustainability*, vol. 9, ISSN: 2071-1050, doi: 10.3390/su9061043
7. **Qu Y., Yu Y., Appolloni A., Li M. and Yue Liu Y.** (2017) Measuring Green Growth Efficiency for Chinese Manufacturing Industries. *Sustainability*, Vol. 9, (4), 637. MPDI, Swiss. DOI:10.3390/su9040637
8. **Testa F., Nucci B., Iraldo F. and Appolloni A. and Daddi T.** (2017). Removing obstacles to the implementation of LCA among SMEs: a collective strategy for the valorization of Recycled Cardato. *Journal of Cleaner Production*, Vol. 156, pp. 923-931, doi.org/10.1016/j.jclepro.2017.04.101
9. **Duygulu E., Ozeren E., Işildar P. and Appolloni A.** (2016). The Link Between Mission Statements and Performance: Formulating The Right Strategy for Small and Medium Sized Enterprises (SMEs). *Sustainability* Vol. 8, (698). MPDI, Swiss. DOI: 10.3390/su8070698
10. **Kazemargi N., Cerruti C. and Appolloni A.** (2016). Adopting Open Innovation in Supply Networks. *International Journal of Management and Enterprise Development*, Vol. 15, Nos 2/3. Inderscience, UK. DOI: 10.1504/IJMED.2016.078216
11. **Bellisario A., Appolloni A. and Ranalli F.** (2015). Reviewing Strategy Issues for Lean Manufacturing and Balanced Scorecards: A Congruence Approach. *International Journal of Manufacturing Technology and Management*, Vol. 29, Nos 1/2, pp. 1-29. Inderscience, UK. DOI: 10.1504/IJMTM.2015.066784
12. **Duygulu E., Bagiran D., Ozeren E., Appolloni A. and Muge M.** (2015) Gaining Insight into Innovation Culture in R&D Centres: A Focus Group Study. *International Journal of Entrepreneurship and Innovation Management*, Vol. 19, Nos 1/2. Inderscience, UK. DOI: 10.1504/IJEIM.2015.068439
13. **Oz E., Appolloni A., Muge M. and Ozeren E.** (2014) Knowledge Management Practices and Related Benefits in Turkish Manufacturing Firms. *International Journal of Intelligent Enterprise*, Vol. 2, Nos 2/3, pp.165-195. Inderscience, UK. DOI: 10.1504/IJIE.2014.066677
14. **Rizzi F., Frey M., Testa F. and Appolloni A.** (2014). Environmental value chain in green SME networks: the threat of the Abilene paradox. *Journal of Cleaner Production*, Vol. 85, pp. 265-275. Elsevier, USA. DOI: 10.1016/j.jclepro.2014.09.001
15. **Appolloni A., Sun H. Fu J. and Li X.** (2014). Green Procurement in the Private Sector: A State of the Art Review between 1996 and 2013. *Journal of Cleaner Production*, Vol. 85, pp. Elsevier, USA. DOI: 10.1016/j.jclepro.2014.08.106
16. **Appolloni A., Risso M. and Tao Z.** (2013) Collaborative approach for sustainable auditing of global supply chains.

*Symphonya. Emerging Issues in Management* ([symphonya.unimib.it](http://symphonya.unimib.it)), No. 2, pp. 19-31. DOI: <http://dx.doi.org/10.4468/2013.2.02appolloni.risso.zhang>

17. **Appolloni A. and Puri M.** (2013) From comparative advantages to competitive advantages: Biofuel strategies for Sustainable development, *Political Economics Review*, No.3, pp. 263-282. Rome Italy
18. **Baroma B., Bellisario A., Chirico A. and Appolloni A.** (2013). Breakthroughs in the management accounting science: Imaging a Balanced Scorecard thought by Lean Philosophy Rationales. *Transition Studies Review*, Vol. 20, Issue 2, pp. 239-251, Springer Vienna. DOI: 10.1007/s11300-013-0279-1
19. **Appolloni A. and Mushagalusa Nshombo J.M.** (2013). Public Procurement and Corruption In Africa: A Literature Review. *Political Economics Review*, No. 2, pp. 191-214. Rome, Italy
20. **Appolloni A., Muge M., and Tarangapade S.** (2013) Service Innovation in Indian Knowledge-intensive Business Services: The Wipro Case. *International Journal of Learning and Intellectual Capital* Vol. 10, Nos 3/4, pp. 276-293, Inderscience, UK. DOI: 10.1504/IJLIC.2013.057434
21. **Ozeren E., Ozmen O.N.T. and Appolloni A.** (2013). The Relationship between Cultural Tightness-Looseness and Organizational Innovativeness: A Comparative Research into the Turkish and Italian Marble Industries. *Transition Studies Review*, Springer. DOI: 10.1007/s11300-013-0262-x. - ISSN: 1614-4007.
22. **Delbufalo E., Appolloni A. and Cerruti C.** (2013). Strategic and Organisational Determinants of Performance in Italian management Consulting Firms. *International Journal of Globalisation and Small Business*. Vol.5, Nos 1/2, pp.78-97. Inderscience, UK. DOI: 10.1504/IJGSB.2013.050488
23. **Bhatt A., Puri M. and Appolloni A.** (2012). SEZ proliferation in India: are the objectives being realized? *Transition Studies Review*, Vol. 19, No.1 pp. 79-88, Springer Vienna. DOI: 10.1007/s11300-012-0231-9
24. **Sagiri S. and Appolloni A.** (2009). Identifying the Effect of Psychological Variables on Entrepreneurial Intentions. *DSM Business Review*. Vol. 1, No. 2. Journal Code: E213446 - ISSN: 0975-1998

#### Working Papers

1. **Salustri A., Locatelli A. and Appolloni A.** (2020). Ricerca Spaziale E Sviluppo Regionale: Quali Relazioni ? , *Public Finance Research Papers*, Istituto di Economia e Finanza, DIGEF, Sapienza University of Rome, n. 42 (<http://www.digef.uniroma1.it/ricerca>).

#### Books

1. **Delbufalo E. and Appolloni A.** (2017). Relazioni di agenzia e collaborazione per la sostenibilità nelle catene di fornitura globale. Aracne Roma, ISBN 8825505450

#### Book Chapters

1. **Litardi I., Fiorani G., Alimonti D. and Appolloni A.** (2019) *Green public procurement as a leverage for sustainable development* , In Rajesh Kumar Shakya (eds) *Green Public Procurement Strategies for Environmental Sustainability*, IGI Global - ISBN: 9781522570837
2. **Coppola M.A., Appolloni A. and Piga G.** (2019). *Implementation of Green Considerations in Public Procurement - a mean to promote sustainable development*, In Rajesh Kumar Shakya (eds) *Green Public Procurement Strategies for Environmental Sustainability*, IGI Global - ISBN: 9781522570837
3. **Appolloni A.** (2017) *Il Sustainable Global Sourcing nella letteratura di management*, In Delbufalo E. and Appolloni A. (eds).

Relazioni di agenzia e collaborazione per la sostenibilità nelle catene di fornitura globale. Aracne Roma, ISBN 8825505450

4. **Palozzi G., Binci D. and Appolloni A.** (2017). *E-Health & co-production: critical drivers for Chronic Diseases Management*, In Pfannstiel M. and Rasche C. (eds), *Service Business Model Innovation in the Healthcare and Hospital Management Models, Strategies, Tools*, Springer, Vienna ISBN 978-3-319-46412-1
5. **Appolloni A., Bellisario A. and Chirico A.** (2015). *Emerging issues in the strategic performance management of lean manufacturing organizations (CP)*, in C. Di Mauro, A. Ancarani and G. Vastag (eds), *Research in the Decision Sciences for the Service Economy: Best Papers from the 2015 Annual Conference (FT Press Operations Management)*. Persons, UK - ISBN: 978-0134052359
6. **Appolloni A.** (2015). *The Corporate Social Responsibility and the Joint Audit Cooperation in China*, in R. Cavalieri and C. Barbatelli (eds), *The China is not yet for everyone*, Edizioni Olivares, Milan - Italy - ISBN 978-88-904223-7-9
7. **Appolloni A. and Mushagalusa Nshombo J.M.** (2015). *Public Procurement And Corruption In Africa: A Literature Review*, in M. Frey and F. Decarolis (eds), *Public Procurement's Place In The World: The Charge Towards Sustainability and Innovation*. Palgrave Macmillan, Basingstoke - UK. ISBN: 9781137430632
8. **Appolloni A.** (2013). *Audit Collaboration in the Telecom Industry on Asian Supplier*, in R. Passaro and A. Thomas, (eds), *Supply Chain Management: Perspectives, Issues and Cases*. McGraw-Hill, Milan. 2012. ISBN: 978-88-386-7323-8
9. **Delbufalo E. and Appolloni A.** (2012). *Horizontal collaboration and social responsibility in the telecommunications sector: a literature trough the agency theory*, in C. Corrado (eds) *Internationalization and Innovation. Approaches and Experiences*, pp. 141-173. Aracne Editor, Rome - Italy. ISBN: 978-88-548-5436-9 – DOI: 10.4399/97888548543696 (In Italian, available also in English)
10. **Appolloni A., Fiorani G., Guenoun M. et Tort M.** (2012). *L'analyse des bonnes pratiques en Italie, France et Suisse dans les marchés publics écologiques*, in C. Du Boys, R. Fouchet et B. Tiberghien (eds), *Management Public Durable: dialogue autour de la Méditerranée*. Bruylant, Paris – France. ISBN 978-2-8027-3984-5 (in French)
11. **Appolloni A., D'Amato A. and Cheng W.** (2012). *Is Public Procurement Going Green? Experiences and Open Issues*. In Piga G. e Treumer S. (eds). *The Applied Law and Economics of Public Procurement. The Economics of Legal Relationships*. Routledge London Editor -UK. ISBN: 978-0-415-62216-5
12. **Appolloni A.** (2011) *Il Mercato Elettronico della Pubblica Amministrazione: il caso Consip nel facility management* in Cafferata R., Mari M., Abatecola G. and Formisano V. (eds), *Notes of Real Estate Management*, Franco Angeli Editore, Milano - Italia. ISBN: 978-8-856-84067-4
13. **Appolloni A.** (2010). *L'e-procurement nel Facility Management degli Immobili della P.A: Il caso Consip*, in Autori Vari (a cura di), *Appunti di management immobiliare*, Texmat, Rome – Italy. ISBN: 88-88748-40-5
14. **Appolloni, A. and D. Ferrari.** (2009). *Il Programma di Razionalizzazione della Spesa Pubblica nella Sanità. Il caso Consip*. (eds), Frey M., Meneguzzo e M., Fiorani G. (2009), *La Sanità come volano dello sviluppo economico*, ETS, Pisa – Italy. ISBN: 978-884672968-2

### Research Reports

1. **Appolloni A., Benedetto G., Borra S., Cerruti. C. and Piga G.** (2019). *9° Management Consulting Report in Italy*. Assoconsult “Italian Association of Consulting Enterprises” (2018). Rome, Italy 978-88-6507-870-9
2. **Appolloni A., Benedetto G., Borra S., Cerruti. C. and Piga G.** (2018). *9° Management Consulting Report in Italy*. Assoconsult “Italian Association of Consulting Enterprises” (2017). Rome, Italy 978-88-6507-870-9
3. **Appolloni A., Benedetto G., Borra S., Cerruti. C. and Piga G.** (2017). *8° Management Consulting Report in Italy*. Assoconsult “Italian Association of Consulting Enterprises” (2016). Rome, Italy 978-88-6507-870-9
4. **Appolloni A., Benedetto G., Borra S., Cerruti. C. and Piga G.** (2016). *7° Management Consulting Report in Italy*. Assoconsult “Italian Association of Consulting Enterprises” (2015). Rome, Italy 978-88-6507-870-9

5. **Appolloni A., Benedetto G., Borra S. and Cerruti. C.** (2016). *5° Management Consulting Report in Europe*. FEACO “European Association of Consulting Enterprises” (2014). Brussels, Belgium
6. **Appolloni A., Benedetto G., Borra S. and Cerruti. C.** (2015). *6° Management Consulting Report in Italy*. Assoconsult “Italian Association of Consulting Enterprises” (2014). Rome, Italy 978-88-6507-870-9
7. **Appolloni A., Benedetto G., Borra S., Cerruti. C. and Piga G.** (2014). *5° Management Consulting Report in Italy*. Assoconsult “Italian Association of Consulting Enterprises” (2013). Rome, Italy – Insert released in the Harvard Business Review Italy
8. **Appolloni A., Borra S., Cerruti. C. and Piga G.** (2013). *4° Management Consulting Report in Italy*. Assoconsult “Italian Association of Consulting Enterprises” (2012). Rome, Italy - Insert released in the Harvard Business Review Italy
9. **Appolloni A., Borra S., Cerruti. C. and Piga G.** (2012). *3° Management Consulting Report in Italy*. Assoconsult “Italian Association of Consulting Enterprises” (2011). Rome, Italy
10. **Appolloni A., Benedetto G., Borra S., Cerruti. C. and Piga G.** (2011). *2° Management Consulting Report in Italy*. Assoconsult “Italian Association of Consulting Enterprises” (2010). Rome, Italy
11. **Appolloni A., Benedetto G., Borra S., Cerruti. C. and Piga G.** (2010). *1° Management Consulting Report in Italy*. Assoconsult “Italian Association of Consulting Enterprises “ (2009). Rome, Italy

#### *Presentation/Introduction in book*

1. **Piga G. and Appolloni A.** (2012). Presentation of Book in S. Falocco and S. Ricotta (eds), *Sustainable Purchasing. Firms and Public Companies for an Economy more Green and Responsible*, Edizioni Ambiente, Italy ISBN: 978-88-6627-083-6 (In Italian, available an unpublished version also in English)

#### *National and International Conferences*

1. **Wenjuan C., Appolloni A., D’Amato A. and and Zhu Q.** (2017). Green Public Procurement, Missing Concepts and Future Trends – A Critical Review. Accepted for 58ma Riunione Scientifica Annuale (RSA) della SIE – Società Italiana degli Economisti. Università della Calabria, ad Arcavacata di Rende (CS), il 19-21 ottobre 2017
2. **Bellisario A., Tillema S., van der Steen M. and Appolloni A.** (2017). Making strategy practical through organizational learning: Interactive controls as encoded knowledge Conference Researching Management Accounting and Control: Reflections on its impact and implications for the future 8-9 June 2017, Groningen, The Netherlands
3. **Bellisario A., Tillema S., van der Steen M. and Appolloni A.** (2017). Making Strategy Practical Through Organizational Learning: Interactive Controls As Encoded Knowledge. Accepted for the 9th Conference On Performance Measurement And Management Control 13-15/09/2017 Nice, France.
4. **Kazemargi N., Cerruti C. and Appolloni A.** (2016). Inter-Organizational Relationships in Open Innovation- A Case study in Mature Industry accepted for the R&D manangement annual conferene. From Science to Society: Innovation and Value Creation 3-6/07/2016. Cambridge, UK
5. **Bellisario A., Appolloni A. and Pavlov A.** (2016) Decomposing, contextualizing, circularizing and shaping”: How managers use control systems in lean manufacturing organizations. Accepted for PMA 2016 - 10th conference of the Performance Measurement Association, Edinburgh, Scotland, 26-29 June, 2016
6. **Appolloni A., Wenjuan C. and D’Amato A.** (2016). Green Public Procurement: a Survey of the Literature. Accepted for IPSERA 2016 20th to 23rd March 2016, Dortmund, Germany
7. **Appolloni A., Bellisario A., Chirico A.** (2015). Emerging issues in the strategic performance management of lean manufacturing organizations (CP). Accepted for the International annual conference EDSI European Decision Science Institute, Taormina – Italy, 1-3, June 2015 – Theme: Decision Science for the Service Economy



8. **Binci D., Scafarto F., Cerruti C., Appolloni A. and Ozeren E.** (2015) Vertical and Shared Leadership in Safety-oriented Organizations: An Empirical Analysis. Accepted for the International annual conference EBES “ Eurasia Business and Economics Society” Istanbul – Turkey, 27-29 May, 2015
9. **Benedetto G., Cerruti C. Borra S. and Appolloni A.** (2015). *The results of the 2013-2014 Annual Report on Management Consulting in Italy.*. Presented to the meeting of Key Management Consulting Stakeholders in Confindustria Rome, Italy the 21 of May 2015. Conference organized by Assoconsult “Italian Association of Consulting Enterprises”
10. **D’Amato A., Appolloni A. and Wenjuan C.** (2014). *Green Public Procurement in Environmental Policy. Some thoughts on theory and the EU experience.* Accepted for the International annual conference: Euro-Mediterranean Dialogue on Public Management, Rome – Italy, 8-10, October 2014 – Theme: Societal government and sustainable public management: Challenges for the Euro-MENA area
11. **Benedetto G., Cerruti C. Borra S. and Appolloni A.** (2014). *The results of the 2013-2014 Annual Report on Management Consulting in Italy. 27 of May 2014.* Presented to the meeting of Key Management Consulting Stakeholders in Confindustria Rome, Italy the 28 of June 2011. Conference organized by Assoconsult “Italian Association of Consulting Enterprises”
12. **D’Amato A., Appolloni A. and Wenjuan C.** (2014). *How Does Green Public Procurement Account for Environmental Quality? Evidence from EU Level Tender Calls.* Accepted for the annual conference “International Research Society for Public Management (IRSPM)” Track: Working With The Private Sector – Externalisation and Public Procurement. Ottawa (Canada) 4-6, April 2014.
13. **Kumral E., Mavisu M., Ozeren E. and Appolloni A.** (2013). *Knowledge Management Practices of Manufacturing Firms: A Study From Turkey.* Presented in the annual conference of “European Academy of Management” (EURAM) 2013, Istanbul 26-28 June – Knowledge and Learning General Track “The Best Things in Life are Cheap and Simple: How organizations are managing their knowledge”
14. **Benedetto G., Cerruti C. Borra S. and Appolloni A.** (2013). *The results of the 2012-2013 Annual Report on Management Consulting in Italy.* Presented to the meeting of Key Management Consulting Stakeholders and to the annual meeting of FEACO “European Federation of Management Consultancies Associations”, entitled “Growing Europe. The Role of the Management Consulting” in Confindustria Rome, Italy the 20 of June 2013. Conference organized by Assoconsult “Italian Association of Consulting Enterprises”
15. **Appolloni A., D’Amato A. and Wenjuan C.** (2013). *Green Public Procurement: open issues and the Italian case.* Presented in the annual conference “International Research Society for Public Management (IRSPM)” Track: Public Procurement’s Place in the World: The Charge Towards Sustainability. Prague 4-6, April 2013
16. **Cerruti C., Borra S., Piga G. and Appolloni A.** (2012). *The Results of the 2011-2012 Annual Report on Management Consulting in Italy.* Presented to the meeting of Key Management Consulting Stakeholders in Confindustria Rome, Italy the 29 of May 2012. Conference organized by Assoconsult “Italian Association of Consulting Enterprises”
17. **Appolloni A.** (2012). *Public e-procurement and Facility Management: The case of the Italian government-purchasing agency (Consip).* Presented in the annual conference “International Research Society for Public Management (IRSPM)” Theme: Contradictions in Public Management. Managing in volatile times. Rome 11-13 April 2012
18. **Appolloni A., D’Amato A. and Wenjuan C.** (2012). *Green Public Procurement in Italy: as an Environmental Policy Toll: Innovation design issues.* Presented in the annual conference “Demand, Innovation and Policy Underpinning Policy Trends with Academic Analysis”. Manchester Institute of Innovation Research, MBS, University of Manchester 22-23 March 2012
19. **Appolloni A., D’Amato A. and Cheng W.** (2011). *Is Public Procurement Going Green? Experiences and Open Issues.* 1<sup>st</sup> Interdisciplinary Symposium on Public Procurement. Frascati (Rome) - Italy, June 2011 (Invited speaker)
20. **Cerruti C., Benedetto G., Borra S., Piga G. and Appolloni A.** (2011). *The results of the 2010-2011 Annual Report on Management Consulting in Italy.* Presented to the meeting of Key Management Consulting Stakeholders in Confindustria Rome, Italy the 28 of June 2011. Conference organized by Assoconsult “Italian Association of Consulting Enterprises”
21. **Appolloni A. and J. Fu.** (2010). *Sustainable and Green Procurement Management: A Literature Review.* Presented in the conference “International Federation of Scholarly Associations of Management (IFSAM) 2010 Parish, 8-10 July 2010 - World Conference - Theme: Justice and Sustainability in the Global Economy

22. **Cerruti C., Benedetto G., Borra S., Piga G. and Appolloni A.** (2010). *The Results of the 2009-2010 Annual Report on Management Consulting in Italy*. Presented to the meeting of Key Management Consulting Stakeholders in Confindustria Rome, Italy the 17 of June 2010. Conference organized by Assoconsult “Italian Association of Consulting Enterprises”
23. **Appolloni A. and J. Fu.** (2010). *The Trends in Green Procurement: A State of the Art Literature Review*. Presented in the annual conference “European Academy of Management” (EURAM) 2010, Roma, May 19-22– Truck “International Supply Chain Management: Between Algorithms and Ethics”
24. **Appolloni A. and Fiorani G.** (2010). *Best Practice nel Green Public Procurement: Un Confronto Italia-Svizzera*. Presented in the annual conference in Public Management named “Azienda Pubblica (Public Company) 2010” – 25-26 March, Rome – Italy, University of Rome III (in Italian)
25. **Appolloni A., Fiorani G., Guenoun M. and Tort M.** (2010). *Best Practices dans les marchés publics écologiques: une comparaison Italie-Suisse et France*. Presented in the annual conference “Troisième Dialogue Euro Méditerranéen de Management Public” - MED3, 6-8 October 2010 Tunis – Tunisia. (In French)
26. **Appolloni A. and J. Fu.** (2010). *A Literature framework for Green Procurement Management*: International Conference “Making Public Management Work in the Global Economy: Lessons from Europe and North America” conference co-organized by the Canadian Social Sciences and Humanities Research Council and the Central Michigan University, September 22<sup>nd</sup> -24<sup>th</sup>. Michigan – USA (Invited speaker)

#### *Doctoral Thesis*

1. **Appolloni A.** *Sustainable Procurement: Theories and Practices in the Private and Public Sector*. PhD Program in Management - University of Tor Vergata 2012

Chapter 1) *Green Procurement: A Review of The Literature*, Chapter 2) *How Green Is Public Procurement? Experiences and Open Issues*, Chapter 3) *Collaboration For Sustainable Sourcing in the Telecommunication Industry: An Agency Theory Perspective*