

EMANUELA DELBUFALO

PERSONAL INFORMATION

Affiliation: Università Europea di Roma
Address: Via Aldobrandeschi, 190 – 00163 Roma
Phone (office): 06/66543866
Mobile: 333-8511252
E-mail: emanuela.delbufalo@gmail.com; emanuela.delbufalo@unier.it

ACADEMIC POSITION

Associate Professor of Management (13-B2)

European University of Rome (Università Europea di Roma), Faculty of Economics,
Department of Social Science, Rome (Italy).

Visiting Research Fellow

Cranfield School of Management, Cranfield University (UK), LSCM Research Centre
(since 2012 to the present)

EDUCATION

- 2008 **Ph.D. in Management and Organizational Behaviour**
University of Rome “Tor Vergata”, Rome (Italy).
Dissertation: “Trust and risk in inter-firm relationships: a relational
view perspective”. Defended: March 12th 2008
- 2007 **Winter School** in “Research Methodologies for Economics and
Management”.
Accademia Italiana di Economia Aziendale (AIDEA)
University of Venice “Ca’ Foscari”, Venice (Italy), (January 22-27th)
- 2005 **Doctoral Seminar** on “Supply Chain Management Research Methods”
European Institute for Advanced Studies in Management (EIASM)
Eindhoven, Netherlands (June 7th -19th)
- 2004 **M.Sc.** in “Industrial Relationships with Eastern Countries”
University of Macerata, Macerata (Italy). Grade: 100/100
- 2003 **Bachelor Degree** in Political Science (Economic Profile)
University of Macerata, Macerata (Italy). Laurea summa cum laude

REASERCH INTERESTS

- Supply chain management
- Logistics and procurement outsourcing
- Agency theory and Supply chain management
- Relational governance in inter-firm relationships (trust-based mechanisms)

ACADEMIC TEACHING

	General Management	Operations Management	Corporate Strategy	Executive Master Program
2016-17	8 CFU ¹ – European University of Rome	6 CFU – European University of Rome		Master in Procurement Management – University of Rome “Tor Vergata”
2015-2016	8 CFU ² – European University of Rome	6 CFU – European University of Rome		
2014-2015	8 CFU – European University of Rome	6 CFU – European University of Rome		
2013-2014	8 CFU – European University of Rome	Maternity leave		
2012-2013	10 CFU – European University of Rome	4 CFU – Universität Witten/Herdecke (Germany)		Master in Procurement Management – University of Rome “Tor Vergata”
2011-2012	10 CFU – European University of Rome	3 CFU – European University of Rome		Luis Business School Executive MBA (Corporate and SC Strategy) (29h)
2010-2011	10 CFU – Università Europea di Roma		6 CFU – Università Europea di Roma	“Corso di Alta Formazione per Direttori Generali, Sanitari, Amministrativi”. Scuola di Studi Superiori Sant’Anna, Pisa (24h).
2009-2010	5 CFU – European University of Rome		6 CFU – Macerata University	

ACADEMIC EXPERIENCES

2013-2016	Team member – research project on “Procurement and logistics outsourcing in the NHS” founded by DHL Logistics and NHS BSA. Cranfield School of Management, Cranfield University (UK).
2015-16	Project coordinator – Research on “The impact of trust and risk on

¹ 1 CFU = 8h teaching

² 1 CFU = 8h teaching

	innovation: a network perspective” funded by the European University of Rome (two-year project).
2012-2013	International research project on “Logistics and procurement outsourcing in NHS”, Sant’Anna School of Advanced Studies, MeS Laboratory, Pisa (Italy) in conjunction with the Logistics and Supply Chain Management Research Centre, Cranfield School of Management, Cranfield University (UK).
2012-14	Track Chair, Track 4: Supply Chain Innovation (SIG: Innovation), <i>European Academy of Management (EURAM), 2012 Annual Conference</i> in Rotterdam, Rotterdam School of Management (6 th -8 th June 2012).
2009-10	Team member - Research activity in EU-proposal on “Smart containerization on RFID- equipped containers”, with the Centre of Research and Technology Hellas (CERTH) Hellenic Institute of Transport (HIT) and the University of Rome “Tor Vergata”, Rome (Italy).
2008	Team coordinator -European University Research Unit – National FIRB project to the MIUR (Italian Ministry of University) on “The routes followed by construction materials between local production and global market”. Research proposal developed in conjunction with: Polytechnic Institute of Milan, Department of Building Environment Science and Technology; University of Genoa, Department of Chemical Engineering.
2008	Team member - European University of Rome Research Unit for the national PRIN proposal to the MIUR (Italian Ministry of University) on “Continuity and Change in Managing the Real Estate Value Chain”. Research proposal developed in cooperation with: University of Rome “Tor Vergata”, University of Genoa, and LUMSA University in Rome. National coordinator: University of Rome “Tor Vergata”.
2006-07	Team member - CIPE Project on “Smart Logistics for Smart Districts”, University of Macerata and TecnoMarche (Technological and Scientific Regional Institution), Marche Region (Italy).
2005-06	Research activity in a national research project on “Agro-business districts development” funded by the MIUR – Italian Ministry of University and CIPE – Italian Interministerial Committee for Economic Development. National coordinator: University of Florence, Florence (Italy).

ACADEMIC REASERCH

Research

- ***Cranfield University*** (UK) – Cranfield School of Management - Centre for Logistics and Supply Chain Management (CLSCM) www.cranfield.ac.uk (with Dr. Heather Skipworth and Dr. Soroosh Saghiri)
- ***Marquette University*** (USA) - Department of Management - College of Business Administration - <http://www.marquette.edu> : research on “Agency theory and CSR” (with Dr. Marko Bastl)

- **Universität Witten/Herdecke** (Germany) - <http://www.uni-wh.de/> - Faculty for Management and Economics – Instructor: Course of Supply Chain Logistics Management – Faculty for Management and Economics, 4CP (29h) (with Prof. Andrea Calabrò)

PUBLICATIONS

- [1] Delbufalo E., Bastl M. (2018), Multi-principal collaboration and supplier's compliance with codes-of-conduct, **International Journal of Logistics Management**, forthcoming.
- [2] Delbufalo E., (2017), "The effects of interorganizational trust on innovation: an analysis of direct versus indirect relationship", **Production Planning & Control**, Vol. 28, No. 14, pp. 1165-1176.
- [3] Delbufalo E., Appolloni A (2017), Relazioni di agenzia e collaborazione per la sostenibilità nelle catene di fornitura globali. Roma: Aracne Editrice, ISBN: 9788825505450.
- [4] Delbufalo E., (2017), Market structure and innovation: a theoretical model and its operationalisation. *Diritto Mercato Tecnologia*, Febbraio, p. 3-23, ISSN: 2239-7442.
- [5] Delbufalo E., Poggesi S., Borra S. (2016), Diversification, family involvement and firm performance. Empirical evidence from Italian manufacturing firms, **Journal of Management Development**, Vol. 35, No. 5, pp. 1-19 .
- [6] Delbufalo E. (2015), "The influence of supply network structure on firm's multiple innovation capabilities: a longitudinal study in the fashion industry", **Management Decision**, Vol. 53, Issue 10, pp. 2457-2476.
- [7] Delbufalo E. (2015), "Subjective trust and perceived risk influences on exchange performance in supplier-manufacturer relationships", **Scandinavian Journal of Management**, Vol. 31, pp. 84-101. (IF: 0.927)
- [8] Delbufalo E., Monsurrò M. (2014), "A game-theory perspective on market cooperation". *Diritto Mercato Tecnologia*, Vol. 4, pp. 16-39.
- [9] Delbufalo E. (2013), Asimmetria dimensionale e collaborazione tra industria e distribuzione nel settore dei beni di largo consumo. *Economia Italiana*, Vol. 2, p. 1-26.
- [10] Delbufalo E., Appolloni A., Cerruti C., (2013), "Strategic and organizational determinants of performance in Italian management consulting firms", **Int. Journal of Globalisation and Small Business**, 5(1/2): 78-97.
- [11] Delbufalo E., (2012), "Outcomes of inter-organizational trust in supply chain relationships: a systematic literature review and a meta-analysis of the empirical evidence", **Supply Chain Management: An International Journal**, 17(4): 377-402. (IF: 3.500).
- [12] Delbufalo E., Appolloni A., (2012), Collaborazione orizzontale e responsabilità sociale nel settore delle telecomunicazioni: una lettura attraverso la teoria dell'agenzia . In: Cerruti C. (a cura di): *Internazionalizzazione e innovazione. Approcci ed esperienze*. 141-175, Aracne Editrice, Roma, ISBN: 978-88-548-5436-9.

- [13] Delbufalo E., Cerruti C., (2012), "Supply network configuration and the capacity of firms to innovate: a theoretical framework", *Int. Journal of Management*, 29(3) part 1: 16-28.
- [14] Delbufalo E., (2012), "Subjective trust, perceived risk and exchange performance in buyer-supplier relationships", Working Papers Series Dipartimento di Scienze Economiche, Università degli Studi di Firenze, No. 10/2012: 1-30.
- [15] Delbufalo E., Cerruti C., (2011), "Supply network configuration and innovation: a theoretical framework for the fashion industry", Proceedings of 11th European Academy of Management (EURAM) Annual Conference on "Management culture in the 21st Century", 1st-4th June, Estonian Business School, Tallin, Estonia, ISBN: 978-9985-9824-7-1.
- [16] Meneguzzo M., Frey M., Delbufalo E., Fiorani G., Calabrese C., (2010), "Centralization and networking in Italian NHS. European benchmarking and performance evaluation", Proceedings of the 4th International Public Procurement Conference (IPPC4) "Towards a New Horizon in Public Procurement", 26-28 Agosto, Seoul, Korea.
- [17] Cerruti C., Delbufalo E., (2009), "International sourcing effectiveness in the fashion industry: the experience of Italian industrial districts", *Int. Journal of Globalisation and Small Business*, Vol. 3, No. 4, pp. 427-440.
- [18] Delbufalo E., Skipworth H., (2009), "L'outsourcing degli approvvigionamenti e della logistica nel sistema sanitario: evidenze dal caso inglese", in Frey M., Meneguzzo M., Fiorani G., (Eds), *La Sanità come volano dello sviluppo economico*, ETS, Pisa.
- [19] Delbufalo E., (2009), "Fiducia e rischio nella rete di fornitura distrettuale: una interpretazione basata sulla Relational View", in Cerruti C., Paolini A., (Eds), *L'internazionalizzazione della pmi italiana*, Giappichelli, Torino.
- [20] Cerruti C., Delbufalo E., (2009), "La gestione delle catene internazionali di fornitura: le sfide per le imprese dei distretti moda", in Pepe, C., Zucchella, A., (Eds), *Imprese e processi di internazionalizzazione*, Il Mulino, Bologna.
- [21] Delbufalo E., (2008), *Fiducia e rischio nelle relazioni distrettuali*, Aracne, Rome.
- [22] Delbufalo E., (2008), "Le metodologie di risk management nelle catene di fornitura", in Cerruti C., (Eds), *L'innovazione logistica nei distretti. Ridisegno dei processi e utilizzo delle nuove tecnologie*, EUM, Macerata.
- [23] Delbufalo E., Troli D.E., (2008), "Le metodologie di analisi-intervento per la razionalizzazione dei flussi logistici", in Cerruti C., (Eds), *L'innovazione logistica nei distretti. Ridisegno dei processi e utilizzo delle nuove tecnologie*, EUM, Macerata.
- [24] Delbufalo E., (2007), "Corporate Real Estate Asset Management: il caso del gruppo Terranova", in Tavoletti E., (Eds), *Il settore immobiliare visto attraverso la case study research methodology*, Ed. Giappichelli, Torino.
- [25] Delbufalo E., (2007), "Organizzazione industriale e organizzazione aziendale nei «distretti» italiani" in Cafferata R., (Eds), *Direzione aziendale e organizzazione*, Aracne, Roma.

- [26] Delbufalo E., (2006), “Potenzialità e limiti della forma distrettuale nell’agroindustria. Il caso del distretto florovivaistico del Ponente ligure”, *Esperienze d’impresa*, n. 1, pp. 12-26.
- [27] Delbufalo E., (2006), “Globalizzazione e tipicità nella floricoltura: il caso del distretto florovivaistico del Ponente ligure” in Ciappei C., (Eds), *La valorizzazione economica delle tipicità locali tra localismo e globalizzazione*, Firenze University Press, Firenze.
- [28] Delbufalo E., Scafarto F., (2006), “La logistica nel florovivaismo” in Adornato F., (Eds), *Sviluppo integrato e risorse del territorio. Un caso di studio nel Piceno*, Franco Angeli, Milano.

CONFERENCE PAPERS (PEER-REVIEW)

- [29] Delbufalo E., Poggesi S., (2012), “Top Management Team heterogeneity, diversification and performance: empirical evidences from Italy”, 2012 British Academy of Management Conference (BAM) on “Management Research Revisited: Prospects for Theory and Practice”, 11th-13th September, Cardiff University, Cardiff (UK).
- [30] Delbufalo E., Cerruti C., (2012), “The influence of supply network structure on firm’s multiple innovation capabilities: a theoretical model and its operationalisation”, 12th European Academy of Management (EURAM) Annual Conference on “Social innovation for competitiveness, organisational performance and human excellence”, 6th-8th June, Rotterdam School of Management, Rotterdam.
- [31] Poggesi S., Delbufalo E., (2012), “Does Top Management Team heterogeneity influence the diversification-performance relationship? Evidences from Italy”, 12th European Academy of Management (EURAM) Annual Conference on “Social innovation for competitiveness, organisational performance and human excellence”, 6th-8th June, Rotterdam School of Management, Rotterdam.
- [32] Delbufalo E., Cerruti C., (2011), “Supply network configuration and innovation: a theoretical framework for the fashion industry”, 11th European Academy of Management (EURAM) Annual Conference on “Management culture in the 21st Century”, 1st-4th June, Estonian Business School, Tallin, Estonia.
- [33] Meneguzzo M., Frey M., Delbufalo E., Fiorani G., Calabrese C., (2010), “Centralization and networking in Italian NHS. European benchmarking and performance evaluation”, paper accepted for the 4th International Public Procurement Conference (IPPC4), August 26-28, Seoul, Korea.
- [34] Delbufalo E., (2010), “Interorganizational trust, perceived risk and exchange performance in inter-firm relations”, paper accepted for the 10th IFSAM World Congress on Justice and Sustainability in the Global Economy, Paris, 7-8-9 July.
- [35] Delbufalo E., (2010), “How risky is trust? Exploring the effects of interorganizational trust and risk on supply network performance”, paper accepted for the 10th European Academy of Management (EURAM) Annual Conference on “Back to the future”, 19-22 May, Rome.
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WORKING PAPERS

- [1] Delbufalo E., “Relational governance in lean and agile supply chains”, **Supply Chain Management: An International Journal**, first round of the review process.
- [2] Cerruti C., Mena C., Skipworth H., Delbufalo E., “Supply partnerships and agility: The moderating role of environmental turbulence”, **International Journal of Physical Distribution & Logistics Management**, first round of the review process.

AFFILIATIONS

- Società Italiana di Management (SIMA)
 - Accademia Italiana di Economia Aziendale (AIDEA)
 - Academy of Management (AOM)
 - British Academy of Management (BAM)
 - European Academy of Management (EURAM)
 - Strategic Management Society (SMS)
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