

PROF. EMANUELA DELBUFALO

PERSONAL INFORMATION

Affiliation: European University of Rome (Università Europea di Roma - UER)
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ACADEMIC POSITION

Full Professor of Operations & Supply Chain Management

European University of Rome, Department of Human Science, Rome (Italy)

Visiting Research Fellow

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

Director of the Bachelor Degree Program in Business & Management – European University of Rome

Head of Research in the Department of Human Science – European University of Rome

EDUCATION

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| 2008 | Ph.D. in Management and Organizational Behaviour (“Economia e organizzazione delle imprese”)
University of Rome “Tor Vergata”, Rome (Italy).
Dissertation: “Trust and risk in inter-firm relationships: a relational view perspective”. Defended: March 12 th 2008 |
| 2008-09 | Doctoral Visiting at the Cranfield School of Management – Cranfield University (UK) – Program on “Logistics and procurement outsourcing in the National Healthcare Service” |
| 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 Visiting at the European Institute for Advanced Studies in Management - Eindhoven, Netherlands – Program on “Supply Chain Management Research Methods” (June 2005) |
| 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 |
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REASERCH INTERESTS

- Supply chain management & performance
- Logistics and procurement outsourcing
- Contractual and relational governance in inter-firm relationships
- Asset specificity, supply contract & performance

ACADEMIC TEACHING

	General Management	Operations Management (english)	Corporate & International Strategy	Executive Master Program
2020-21	8 CFU ¹ European University of Rome	7 CFU European University of Rome	6 CFU University of Macerata	Luiss Business School Master in Marketing Management
2019-20	8 CFU European University of Rome	7 CFU European University of Rome	8 CFU Università di Macerata	European University of Rome - Master in Management Consulting
2016-19	8 CFU European University of Rome	7 CFU European University of Rome		Master in Procurement Management – University of Rome “Tor Vergata”
2015-16	8 CFU European University of Rome	6 CFU European University of Rome		
2014-15	8 CFU European University of Rome	6 CFU European University of Rome		
2013-14	8 CFU European University of Rome	Maternity leave		
2012-13	10 CFU European University of Rome	4 CFU Universität Witten/Herdecke (Germany)		University of Rome “Tor Vergata” - Master in Procurement Management
2011-12	10 CFU European University of Rome	3 CFU European University of Rome		Luiss Business School Executive MBA (Corporate and SC Strategy) (29h)
2010-11	10 CFU European University of Rome		6 CFU European University of Rome	Sant’Anna School of Advanced Studies “Corso di Alta Formazione per Direttori Generali, Sanitari, Amministrativi”. (24h).

¹ 1 CFU = 8h teaching

ACADEMIC EXPERIENCES

2021	Director of the Bachelor Degree Program in Business & Management – European University of Rome https://www.universitaeuropediroma.it/economia/en/
2020-21	Deputy Director of the Innovation, Regulation and Competition Policy Centre (ICPC) – European University of Rome
2020-21	Head for Research in the Department of Human Science, European University of Rome https://www.universitaeuropediroma.it/ricerca/
2018-20	Deputy for Research in the Department of Human Science, European University of Rome
2019-21	Team member - The Jean Monnet Chair in European Innovation Policy – co-founded by the Erasmus+ Programme of the European Union https://www.uerinnovationchair.org/
2013-16	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 manager – Research on “The impact of trust and risk on innovation: a network perspective” founded by the European University of Rome (two-year project).
2012-13	Project manager – 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 in Rotterdam, Rotterdam School of Management (6th-8th June 2012).</i>
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	Project manager 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).

PUBLICATIONS

- [1] Delbufalo E. (2021), *Due Diligence Operativa. Metodologia per l'analisi ed il controllo delle operations e della supply chain*, Pearson. ISBN: 978-88-919-1950-2
- [2] Delbufalo E. (2021), Asset specificity and relationship performance: a meta-analysis over three decades, **Journal of Business Research**, 134, pp. 105-121.
- [3] Delbufalo E., Skypworth H., Mena, C. (2020), Logistics and procurement outsourcing in the healthcare sector: a comparative analysis, **European Management Journal**, Vol 38, pp. 518-532.
- [4] Delbufalo E., Monsurrò M. (2019), Asymmetric information in subcontracting decisions: the effects of the first mover advantage, *Sinergie*, Vol. 37, No. 3.
- [5] Delbufalo E. (2018), *Agency Theory and Sustainability in the Global Supply Chain*, Springer, ISBN: 978-3-319-72793-6.
- [6] Delbufalo E., Bastl M. (2018), Multi-principal collaboration and supplier's compliance with codes-of-conduct, **International Journal of Logistics Management**, Vol. 29 No. 4, pp. 1237-1254.
- [7] 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.
- [8] Delbufalo E, Appolloni A (2017), *Relazioni di agenzia e collaborazione per la sostenibilità nelle catene di fornitura globali*. Roma: Aracne Editrice, ISBN: 9788825505450.
- [9] Delbufalo E., (2017), Market structure and innovation: a theoretical model and its operationalisation. *Diritto Mercato Tecnologia*, Febbraio, p. 3-23, ISSN: 2239-7442.
- [10] 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 .
- [11] 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.
- [12] 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.
- [13] Delbufalo E., Monsurrò M. (2014), "A game-theory perspective on market cooperation". *Diritto Mercato Tecnologia*, Vol. 4, pp. 16-39.
- [14] 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.
- [15] 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.
- [16] 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.

- [17] 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.
- [18] 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.
- [19] 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.
- [20] 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.
- [21] 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.
- [22] 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.
- [23] 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.
- [24] Delbufalo E., (2008), *Fiducia e rischio nelle relazioni distrettuali*, Aracne, Rome.
- [25] 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.
- [26] 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.
- [27] 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.
- [28] Delbufalo E., (2007), "Organizzazione industriale e organizzazione aziendale nei «distretti» italiani" in Cafferata R., (Eds), *Direzione aziendale e organizzazione*, Aracne, Roma.
- [29] 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.
- [30] 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.

- [31] 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)

- [32] Delbufalo E. (2018), “Asset specificity and relationship performance: a review of empirical evidences”, Adaci Magister-SMART, Rome, 8-9 Novembre
- [33] 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).
- [34] 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.
- [35] 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.
- [36] 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.
- [37] 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.
- [38] 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.
- [39] 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.

INDUSTRY REPORTS

- [40] Delbufalo E. (2020). Digital and information challenges for sustainability and

circular economy in the Italian manufacturing sector. European University of Rome.

- [41] Delbufalo E. (2019). Professional skills and competences for sustainability and circular economy in the Italian manufacturing sector. European University of Rome.
- [42] Skipworth H., Delbufalo E., Saghiri, S. (2013), An Evaluation of the NHS supply chain model for the provision of logistics and procurement to NHS England. Cranfield School of Management.

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)

SERVICE TO ACADEMIC COMMUNITY

- Member of the Editorial Advisory Board – Management Decision (2018 – onwards)
- Member of the Scientific Committee – Adaci (National Association of Buyers and Supply Managers) (2019 – onwards)
- Member of the Scientific Committee – Ph.D Program on Management - University of Rome “Tor Vergata”
- Member of the Scientific Committee – Ph.D Program on Quantitative Methods for Economics and Business – European University of Rome
- Reviewer for the following Journals: International Journal of Globalisation and Small Business; International Journal of Marketing; International Journal of Physical Distribution & Logistics Management; International Journal of Production Research; Journal of Business Ethics; Journal of Business Research; Management Decision; Production Planning & Control; Scandinavian Journal of Management; Supply Chain Management: An International Journal; International Journal of Logistics Management.

References available upon request