

CLAUDIA PONGELLI

ACADEMIC EXPERIENCE

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| November 2022 - present | Assistant Professor in Management at the Department of Social Sciences – European University of Rome, Italy. |
| January 2022 – October 2022 | Postdoctoral Research Fellow at the Department of Management and Law – University of Rome Tor Vergata, Italy |
| October 2018 – present | Affiliate Research Fellow Entrepreneurship & Family Business Center – IPAG Business School, France. |
| January 2016 – present | Postdoctoral Research Fellow at the Department of Business and Management – LUISS University, Italy. |
| June 2016 | Visiting scholar at Witten Institute for Family Business – Witten/Herdecke University, Germany. |

EDUCATION

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| 2012 - 2015 | Ph.D in Management – Department of Business and Management – LUISS University, Rome. Length of the program: 4 years |
| 2009 - 2011 | Master's Degree, 110/110 cum laude and “special mention” for the final thesis. Economia e Direzione delle Imprese – LUISS University, Rome. |
| 2005 - 2008 | Bachelor's degree, 110/110 cum laude Economia Aziendale – LUISS University, Rome. |

SCIENTIFIC PUBLICATIONS

Peer-reviewed books

Pongelli, C., (2022) “Family firms into international markets: Research trajectories and empirical insights on entry mode decisions”, Palgrave Pivot, Palgrave, in press.

Articles in peer-reviewed international journals

Pongelli C., Majocchi, A., Bauweraerts, J., Caroli, M., Sciascia, S., Verbeke, A. (2023) The impact of board of directors' characteristics on the internationalization of family SMEs, *Journal of World Business* (Ranked A ANVUR; Ranked 4 in ABS; IF: 8.63), forthcoming. 3.

Maggi, B., **Pongelli, C.**, Sciascia, S (2022) Family firms and international equity-based entry modes: a systematic literature review, *Multinational Business Review* (Ranked 2 in ABS, IF: 3.018), forthcoming

Pongelli, C., Calabrò, A., Minichilli, A., Quarato, F., Corbetta, G. (2021) Out of the comfort zone! Family leaders' subsidiary ownership choices and the role of vulnerabilities. **Family Business Review**, 34(4), pp.404-424 (Ranked A ANVUR; Ranked 3* in ABS; IF: 9.848)

Pongelli, C., Valentino, A., Calabrò, A., Caroli, M. (2021) Family-centered goals, geographic focus, and family firms' internationalization: a study on export performance. Accepted for publication in **Entrepreneurship and Regional Development** (Ranked A ANVUR, Ranked 3* in ABS; Impact Factor: 2,885)

Bauweraerts, J., **Pongelli, C.**, Sciascia, S., Minichilli, A., Mazzola, P. (2020) Are family CEOs effective in transforming entrepreneurial orientation into performance? A Study on Family SMEs. Accepted for publication in **Journal of Small Business Management** (Ranked A ANVUR; Ranked 3* in ABS; Impact Factor: 3,12)

Pongelli, C., Calabrò, A., Basco, R. (2019) Family firms' international make-or-buy decisions: Captive offshoring, offshore outsourcing and the role of home region focus”, **Journal of Business Research**, 103, pp. 596-606. (Ranked A ANVUR, Ranked 3* in ABS; IF: 4,028)

Drago, C., Ginesti, G., **Pongelli, C.**, Sciascia, S. (2018) Reporting strategies: What makes family firms beat around the bush? Family-related antecedents of Annual Report readability. **Journal of Family Business Strategy**, 9(2), pp. 142-150. (Ranked A ANVUR, Ranked 2* in ABS; IF: 3,225)

Pongelli, C., Cucculelli, M., Caroli, M. (2016) Family business going abroad: The effect of family ownership on foreign market entry mode decisions, **Small Business Economics**, 47(3), pp. 787-801. (Ranked A ANVUR, Ranked 3* in ABS; IF: 3,555)

[Articles in national journals](#)

Sciascia, S., **Pongelli, C.** (2019) I cinque miti da sfatare sulle imprese familiari, **Harvard Business Review Italia**, Aprile, pp. 108-111. ISSN: 977800017600181802

Caroli, M., Cucculelli, M., **Pongelli, C.** (2015) Imprese familiari ed entrata nei mercati esteri: il ruolo del coinvolgimento della famiglia nel business, **L'industria**, 1, pp. 93-110. ISBN 978-88-15-25565-5

[Book chapters](#)

Caroli M., **Pongelli, C.**, Valentino, A., “Family-owned MNEs and transparency: A focus on corruption risk in host countries”, pp. 203-204 in Calabrò A., **A research agenda for family business. A way ahead for the field**, Edward Elgar, ISBN: 9781788974066

Pongelli, C., Calabrò, A. (2019) “How can qualitative research advance the understanding of family firms' internationalization? A multiple case study of family firms internationalizing into China and India”, pp. 208-222, in De Massis A, Kammerlander N., **Handbook of Qualitative Research Methods for Family Business**, Edward Elgar, Cheltenham, ISBN 1-78811-644-2.

Pongelli, C., Sciascia, S., Minola, T. (2019). “Do we really want to cut out the deadwood? Family-centered noneconomic goals, restructuring aversion, and escalation of commitment”, pp. 485-505, in Memili E., Dibrell C., **The Palgrave Handbook of Heterogeneity among Family Firms**, Palgrave Macmillan, Cham. ISBN 978-3-319-77675-0.

Caroli, M., **Pongelli C.**, Valentino A. (2015) “Le strategie di espansione estera”, pp. 119-136 in Boccardelli P., Fontana F., **Corporate strategy: Una prospettiva organizzativa e finanziaria per la crescita**, Hoepli, Milan. ISBN 978-8-820-36305-5.

[Case studies](#)

Caroli, M.; **Pongelli, C.**, Valentino, A. (2020). Elettricità Futura: the challenge for integration, innovation and sustainability in the electric industry, LUISS Business Cases, LUISS University Press, ISBN 978-88-6105-529-2.

[Proceedings and papers presented at research conferences](#)

Pongelli, C., Majocchi, A., Bauweraerts, J., Sciascia, S., Caroli, M., Verbeke, A. (2022) How can Board's Characteristics Boost the Internationalization of Family SMEs? In (a cura di): Lopez-Fernandez M., Casillas J, Arzuabaga U., The Gears of Legacies, IFERA Conference Proceedings, ISBN 979-12-210-1420-4.

Quarato, F., **Pongelli, C.**, Calabrò, A., Depperu, D., Corbetta, G. (2021) Family firms' and cultural distance in FDI location choices: the role of internal and external threats. EURAM Conference Proceedings 2021, (June 16-18, virtual conference), ISBN: 978-2-9602195-3-1.

Quarato, F., **Pongelli, C.**, Calabrò, A., Depperu, D., Corbetta, G. (2021) Family ownership concentration and FDI location choices: a bifurcation bias approach. Sinergie-Sima Conference Proceedings, 2021 (June 10-11, virtual conference), ISBN: 97888943937-9-8.

Quarato, F., Calabrò, A., **Pongelli, C.**, Depperu, D., Corbetta, G. (2020) “Nearby or far away? Family firms’ foreign direct investment location choices under internal and external threats”. Academy of Management Proceedings (AoM Annual Meeting 2020), virtual conference. ISSN 2151-6561.

Quarato, F., Calabrò, A., **Pongelli, C.**, Depperu, D., Corbetta, G. (2020) “Nearby or far away? Family firms’ foreign direct investment location choices under internal and external threats”. IFERA Proceedings 2020, World Family Business Research Conference, ISBN: 979-12-200-6730-0

Pongelli, C., Valentino, A., Calabrò, A., Caroli, M. (2019) Family-centered goals, geographic focus, and family firms’ internationalization: a study on export performance, Sinergie-Sima Conference Proceedings 2019 (June 20-21, Rome, Italy). ISBN 97888943937-1-2

Pongelli, C., Calabrò, A., Minichilli, A., Quarato, F., & Corbetta, G. (2019). The impact of Socioemotional Wealth and vulnerabilities on family firms' subsidiary ownership choice. EURAM Conference Proceedings 2019 (June 26-28, Lisboa, Portugal). ISBN 978-2-9602195-1-7

Pongelli, C., Calabrò, A., Minichilli, A., Quarato, F., & Corbetta, G. (2019). The impact of Socioemotional Wealth and vulnerabilities on family firms' subsidiary ownership choice. Academy of Management Proceedings (AoM Annual Meeting 2019, August 9-13, Boston, Massachusetts, US). ISSN 2151-6561

Pongelli, C., Valentino, A. (2014) Dolphin becoming shark: Agency problems in family firms during succession, IFERA Proceedings 2014, World Family Business Research Conference (June 24-27, Lappeenranta, Finland). ISBN: 978-952-265-601-8

Pongelli, C., Valentino, A. (2013) Dolphin becoming shark: Agency problems in family firms during succession, Academy of Management Proceedings (AoM Annual Meeting 2014, August 9-13, Orlando, Florida , US). ISSN 2151-6561

CONFERENCES

2021 **16th EIASM Workshop on Family Firm Management Research**, 7 ottobre, virtual conference. Paper presentato: Bauweraerts, J. Caroli, M., Majocchi, A., Pongelli C., Sciascia, S. “*The impact of board professionalization on the internationalization of family SMEs*”.

2021 European Academy of Management **EURAM**, 16-18 giugno, **virtual conference**. Paper presentato: Quarato, F., Pongelli, C., Calabrò, A., Depperu, D., Corbetta, G. “*Family firms’ and cultural distance in FDI location choices: the role of internal and external threats*”.

2021 **Sinergie-Sima Conference 2021**, 10-11 giugno, **virtual conference**. Paper presentato: Quarato, F., Pongelli, C., Calabrò, A., Depperu, D., Corbetta, G. “*Family ownership concentration and FDI location choices: a bifurcation bias approach*”

2020 **Academy of Management Annual Meeting**” 7-11 agosto, **virtual conference**. Paper presentato: Quarato, F., Calabrò, A., Pongelli, C., Depperu, D., Corbetta, G. “*Nearby or far away? Family firms’ foreign direct investment location choices under internal and external threats*”.

2020 Convegno “Identità e futuro” organizzato per i **100 anni di Confagricoltura**, 31 gennaio-1 febbraio, LUISS Business School, **Roma**. Docente coordinatore del tavolo di lavoro “Made in Italy ed export”.

- 2019 **Convegno Sinergie-Sima 2019**, 20-21 giugno, Università La Sapienza, **Roma**. Paper presentato: Pongelli, C., Valentino, A., Calabrò, A., Caroli, M. “*Family-centered goals, geographic focus, and family firms’ internationalization: a study on export performance*”.
- 2019 (Invited) **IFERA World Family Business Research Conference – Faculty Consortium**, 17-21 giugno, **Bergamo**, Italy. Paper presentato: Pongelli, C., Calabrò, A. “*How can qualitative research advance the understanding of family firms’ internationalization? A multiple case study of family firms internationalizing into China and India*”.
- 2019 **Academy of International Business (AIB) Annual Meeting**, 24-27 giugno, **Copenhagen**, Denmark. Paper presentato: Pongelli, C., Valentino, A., Calabrò, A., Caroli, M. “*Family-centered goals, geographic focus, and family firms’ internationalization: a study on export performance*” (presentazione a cura di un co-autore).
- 2019 **European Academy of Management EURAM**, 26-28 giugno, **Lisboa**, Portugal. Paper presentato: Pongelli, C., Calabrò, A., Minichilli, A., Quarato, F., & Corbetta, G. “*The impact of Socioemotional Wealth and vulnerabilities on family firms’ subsidiary ownership choice*” (presentazione a cura di un co-autore).
- 2019 (Invited) **4th International Family Business Research Forum**, 4-5 aprile, International University of Monaco, **Montecarlo**, Monaco. Discussant e track chair.
- 2019 **Academy of Management Annual Meeting**, 9-13 agosto, **Boston**, Massachusetts. Paper presentato: Pongelli, C., Calabrò, A., Minichilli, A., Quarato, F., Corbetta, G. “*The impact of Socioemotional Wealth and vulnerabilities on family firms’ subsidiary ownership choice*” (presentazione a cura di un co-autore).
- 2018 **IRMBAM Conference**, 5-7 luglio, **Nizza**, Francia. Paper presentato: Pongelli, C., Valentino, A., Calabrò, A., Caroli, M. “*Family-centered goals, geographic focus, and family firms’ internationalization: a study on export performance*”.
- 2017 **AIDEA Conference**, 14-15 settembre, Università degli Studi Roma Tre, **Roma**. Paper presentato: Drago, C., Ginesti G., Pongelli C., Sciascia S. “*Reporting strategies: What makes family firms beat around the bush? Family-related antecedents of Annual Report readability*” (presentazione a cura di un co-autore).
- 2015 **IFERA World Family Business Research Conference**, 30 giugno-3 luglio, **Amburgo**, Germania. Paper presentato: Pongelli, C., Boellis, A., Minichilli, A., Corbetta G. “*Crossing Socioemotional Wealth boundaries: A study on family firms subsidiary ownership policies*”.
- 2015 **IFERA World Family Business Research Conference**, 30 giugno-3 luglio, **Amburgo**, Germania. Paper presentato: Pongelli, C., Caroli M., Cucculelli M. “*Family business going abroad: The effect of family ownership on foreign market entry mode decisions*”.
- 2014 **IFERA World Family Business Research Conference**, 24-27 giugno, **Lappeenranta**, Finland. Paper presentato: Pongelli, C., Valentino, A. “*Dolphin becoming shark: Agency problems in family firms during succession*”.
- 2013 **Academy of Management Annual Meeting**, 9-13 agosto, **Orlando**, Florida. Paper presentato: Pongelli, C., Valentino, A. “*Dolphin becoming shark: Agency problems in family firms during succession*”.
- 2013 **XXXVIII Convegno di Economia e Politica Industriale**, 26-27 settembre, Università Politecnica delle Marche, **Ancona**. Paper presentato: Pongelli C. “*Ownership and Internationalization Strategies in Family Firms*”.
- 2013 **Italian Family Business Research Forum**, 4 dicembre, Università Bocconi, **Milano**. Paper presentato: Pongelli C, “*Ph.D. research proposal: The effect of Ownership Identity and Family Involvement on entry modes*”.
- 2012 Convegno “**Il green marketing come opportunità di rivitalizzazione economica e di sviluppo sostenibile**”, 4 Aprile, 2012, Università degli Studi di Bologna, **Bologna**. Relazione “*Fare Marketing Territoriale in un’economia instabile*”.

RESEARCH ACTIVITY

Topic: Circular Economy

Title: “Metrics for the Ecological Transition and Resilience to Improve Circularity”

Time: From January 2022 – Present. University of Rome “Tor Vergata”,

Financed by: Submitted for a PRIN

Partners involved: University of Rome “Tor Vergata”, Scuola superiore di Studi Universitari e Perfezionamento Sant’Anna; Università degli Studi di Perugia; Università La Sapienza Roma

Role: Research Member

Topic: Green Public Procurement and Sustainable Supply Chains

Title: “GAP: Green Agri-food PMI”

Time: From January 2022 – Present. University of Rome “Tor Vergata”

Financed by: Lazio Innova

Partners involved: University of Rome “Tor Vergata”, Università Niccolò Cusano, Università di Cassino

Role: Research Member

Topic: Family SMEs internationalization.

Time: From January 2021 – Present. University of Rome “Tor Vergata”

Partners involved: University of Rome “Tor Vergata” (ITA); LUISS Guido Carli (ITA); Università LIUC (ITA); University of Mons (BEL)

Role: Research Coordinator

Output: Academic paper presented at 16th EIASM Workshop on Family Firm Management Research and accepted for presentation at IFERA e EURAM 2022 world conferences. The paper is currently at the second round of the revision on Journal of World Business.

Topic: Family firms and FDI location choices

Time: From January 2020 – Present. University of Rome “Tor Vergata”

Partners involved: IPAG Business school (FR); Università Bocconi (ITA); Università Cattolica (ITA)

Role: Research Member

Output: Academic paper presented at the following conferences: Sinergie-SIMA, Academy of Management, EURAM, IFERA. The paper is currently at the first round of the revision on Family Business Review

Topic: The impact of economic and non-economic goals for family firms’ internationalization

Time: From January 2018 – 2020 Luiss University

Partners involved: LUISS University (ITA); ESCE International Business School (FR); IPAG Business school (FR).

Role: Research Coordinator

Output: 1)Pongelli, C., Valentino, A., Calabrò, A., Caroli, M., 2020, “Family-centered goals, geographic focus, and family firms’ internationalization: a study on export performance”. *Entrepreneurship and Regional Development*, 33(7-8), pp. 580-598; 2) Caroli M., Pongelli, C., Valentino, A., 2020, “Family-owned MNEs and transparency: A focus on corruption risk in host countries”, pp. 203-204, in Calabrò A., *A research agenda for family business. A way ahead for the field*, Edward Elgar, Cheltenham.

Topic: Entrepreneurial orientation and the firm’s performance

Time: From January 2018 – 2020 Luiss University

Partners involved: LUISS University (ITA);) University of Mons (BELGIO); 3)Università Bocconi (ITA); 3) Università LIUC (ITA).

Role: Research Member

Output: Bauweraerts, J., Pongelli, C., Sciascia, S., Minichilli, A., Mazzola, P. (2021) Are family CEOs effective in transforming entrepreneurial orientation into performance? A Study on Family SMEs. *Journal of Small Business Management*, in press. doi.org/10.1080/00472778.2020.1866763

Topic: CSR and transparency in family firms

Time: From January 2017 – 2020 Luiss University

Partners involved: LUISS University; Università di Napoli Federico II; Università LIUC; Università Niccolò Cusano.

Role: Research Member

Output: Drago, C., Ginesti, G., Pongelli, C., Sciascia, S. (2018) Reporting strategies: What makes family firms beat around the bush? Family-related antecedents of Annual Report readability. *Journal of Family Business Strategy*, 9(2), pp. 142-150.

Topic: The internationalization of family firms

Time: From January 2015 – 2021 Luiss University

Partners involved: LUISS University (ITA); Università Bocconi (ITA); IPAG Business school (FR)

Role: Research Coordinator

Output: Pongelli, C., Calabrò, A., Minichilli, A., Quarato, F., Corbetta, G. (2021) Out of the comfort zone! Family leaders' subsidiary ownership choices and the role of vulnerabilities. *Family Business Review*, 34(4), pp.404-424.

Topic: Innovation and sustainability in the Electric Industry

Time: From January 2017 – 2020 Luiss University

Partners involved: LUISS University (ITA); Università Bocconi (ITA); IPAG Business school (FR)

Financed by: The Italian Association for the Electric Industry “Elettricità Futura”

Role: Research Member

Output: 1) Research Report “La filiera dell’elettricità italiana: un’eccellenza internazionale” (LUISS University Press)
2) Case Study “Elettricità Futura: the challenge for integration, innovation and sustainability in the electric industry”, (LUISS University Press).

Topic: Global sourcing

Time: From January 2017 – 2019 Luiss University

Partners involved: Luiss University (ITA) 2) IPAG Business school (FR); 3) American University of Sharjah (UAE)

Role: Research Coordinator

Output: Pongelli, C., Calabrò, A., Basco, R. (2019) Family firms' international make-or-buy decisions: Captive offshoring, offshore outsourcing and the role of home region focus”, *Journal of Business Research*, 103, pp. 596-606.

Topic: The economy of Lazio

Time: From January 2012 – 2014 Luiss University

Partners involved: Luiss University; Sviluppo Lazio

Financed by: Sviluppo Lazio

Role: Research Member

Output: 1) Research Report “2012 Report on the economy in Lazio”; 2) Research report “Outstanding companies in Lazio: key growth factors”

Topic: CSR

Time: From January 2011 – 2012 Luiss University

Partners involved: LUISS University

Financed by: Foundation Coca-Cola HBC

Role: Research Member

Output: 1) Research Report “CSR activities and environmental sustainability in the consumer goods' sector”

Topic: Sustainable Public Procurement

Time: From January 2011 – 2012 Luiss University

Partners involved: LUISS University

Financed by: Ministero dello Sviluppo Economico

Role: Research Member; *Output:* 1) Research Report “Sustainable public procurement nelle reti d'impresa”

TEACHING ACTIVITY

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| a.a.2020-2021 - present | Adjunct Professor in “Management delle Imprese Internazionali” – Department of Business and Management, LUISS University, Rome. |
| a.a.2021-2022 - present | Adjunct Professor in “Management delle Imprese Internazionali” – M.Sc. in Management e Consulenza Aziendale, Università Telematica San Raffaele, Rome. |
| a.a. 2020-2021 | Adjunct Professor in “ <i>International Group's Organization</i> ” – Master in International Management, LUISS Business School, Milan/Amsterdam. |
| a.a.2012-2013–a.a.2019-2020 | Teaching Assistant in “Management delle Imprese Internazionali” – Department of Business and Management, LUISS University, Rome. |

REVIEWER

Journals: Family Business Review, Global Strategy Journal, European Management Review, Journal of Family Business Strategy, Journal of Small Business Management, Scandinavian Journal of Management, Journal of Family Business Management, European Journal of International Business.

Conferences: Academy of Management Annual Meeting, EURAM, IFERA, AIB Annual Meeting, IRMBAM.

AWARDS

2022 – Honorable mention for the “Best Contribution to Practice Award” at IFERA Annual Conference, (Santander, Spain)

2019 - Honorable mention for the “Best Paper Award” at EURAM Annual Conference, Family Business SIG (Lisboa, Portugal)

2014 - Honorable mention for the “Best Ph.D Proposal Award” at Annual IFERA World Family Business Research Conference (Lappeenranta, Finland)

2012 - Winner of the Living Labs Global Award for the project “Play with bUs” on smart cities (Rio de Janeiro, Brazil)