

Gianpaolo Baronchelli, Ph.D
Assistant Professor of International Business

Department of Management , Economics and Quantitative Methods- Università degli Studi di Bergamo

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EDUCATION

2006 – Ph.D. in Marketing and Business Strategies, Università degli Studi di Bergamo,

1996 – Graduated in Business Administration, Università degli Studi di Bergamo

1995 – Erasmus Scholarship, University of Hull, UK

ACADEMIC POSITION

TEACHING Università degli Studi di Bergamo –

- 2010 – present: Economia e Gestione delle Imprese Internazionali (Italiano) – Undergraduate
- 2010 – present: Economia e Gestione delle Imprese Internazionali (Italiano) – Postgraduate
- 2012 – 2017: International Business Management (English) – Postgraduate
- 2012 – 2017: Economia e Tecnica degli Scambi Internazionali (Italiano) – Undergraduate
- 2013 – 2015: Business Project (English) – Postgraduate
- 2008-2010: Economia e Gestione delle Imprese nell’Unione Europea (Italiano) – Postgraduate

TEACHING Scuola Di Management – Università degli Studi di Bergamo

- 2008 – present: Economia e Tecnica degli Scambi Internazionali (Italiano) – Master Marketing Management per l’impresa internazionale nell’era dei New Media e Digital Marketing
- 2013 – present: “Tecnica degli Scambi Internazionali” – “ I mercati emergenti” – GO.In – Corso di Alta Formazione – in collaborazione con CYFE e Bergamo Sviluppo
- 2013 : “Creating Shared Value in approaching Emerging Market” – “Reverse Innovation as a possible approach to Emerging Market” – Itema Academy

- 2014 - 2016 “Interculturalità e Management: La Repubblica Popolare Cinese” – “Interculturalità e Management : La Repubblica Federale Indiana” – Itema Academy

TEACHING Lappeenranta University of Technology - Finland

- November 2014: International Management (English) – Postgraduate – Erasmus Teaching Staff Mobility

TEACHING Johannes Kepler University - Austria

- February 2015: International Management (English) – Postgraduate – Global Business Program

OTHER ACTIVITIES Università degli Studi di Bergamo –

2009 - present

- Internship coordinator for “Economia Aziendale” Undergraduate course
- Thesis supervisor

2016 – 2018

- Board Member - School of Management –SdM
- International Internship coordinator – Committee for International Program

2010 - 2017

- Coordinator - “Finance and International Business” Master Course (English taught)

2013 – 2015

- Member of Research Center “Centro Studi per il Territorio Lelio Pagani”
- Committee Member - Committee for International Program

SPECIAL PROGRAM Coordinator

- **June 2013** - Erasmus Intensive Programme - “Renewable Energy Finance: The role of Finance in the Process of Energy Supply Transformation” – University of Liechtenstein
- **June 2014** - Erasmus Intensive Programme - “Renewable Energy Finance:” – Lappeenranta University of Technology
- **2013 – 2014**- Global Business Program – University of Bergamo (Italy), Johannes Kepler University Linz (Austria), High School of Economics Nizhny Novgorod (Russia)

1998 – 2008:

Lecturer in International Business in undergraduate course, master course and executive course

MEMBERSHIP & REVIEWER

- AIB membership since 2012
- Reviewer for AIB: 2013 Istanbul – 2014 Vancouver (**Receiving the *Best Reviewer Award***) – 2015 Bengaluru
- Reviewer for International Entrepreneurship Management Journal from 2013
- Reviewer for Journal of International Entrepreneurship from 2013
- Reviewer for International Business Review from 2015

INDUSTRIAL POSITION

Consultant on Export Market Development for Companies from Italy, The Netherlands and Hong Kong.

RESEARCH

- Publication

Referred Journal

Ahi, A., Baronchelli G., Kuivalainen, O., Piantoni, M., (2017), International Market Entry: How do Small and Medium-Sized Enterprises make decisions?, *Journal of International Marketing*, Vol. 25, N.1, pp.1-21

Baronchelli, G., Bettinelli, C., Del Bosco, B., Loane, S., (2016), The impact of family involvement on the investment of Italian small-medium enterprises in psychically distant countries, *International Business Review*, Vol 25 (4), pp 960-970

Baronchelli, G.; Cassia, F., Piantoni, M., (2015), TMT international orientation and firm internationalization: evidence from Italy., *International Journal of Management Practice*, Vol 8 (4) pp 296-310

Baronchelli, G. and Cassia, F., (2014) 'Exploring the antecedents of Born Global companies' international development', *International Entrepreneurship and Management Journal*, Vol. 10, No.1, pp. 67-79.

Piantoni M., Baronchelli G., Cortesi M., (2012) The recognition of international opportunities among Italian SMEs: differences between European and Chinese markets, *International Journal of Entrepreneurship and Small Business* 2012, Vol 17, N°2, pp 199-219

Piantoni M., Baronchelli G., Cortesi E., (2011) SMEs' Internationalization: from the focus on psychic distance to firms' network of relationships. A case study. *Esperienze D'Impresa*.

Referred Conference Proceedings

Baronchelli G., Cassia F., (2008), Internationalization of the firm: stage approach vs born global approach, *8th Global Conference on Business & Economics*

Baronchelli G., Cassia F. (2010). Why companies follow a born-global approach? An empirical investigation among Italian companies. In: *10th Global Conference on Business & Economics - Proceedings*. Roma, 2010, ISBN/ISSN: 9780983045212

Baronchelli G., Cortesi E. (2010). The Internationalization of SMEs: exploring the role of network relationships. In: *Eurasia Business and Economics Society Conference Proceedings*. Istanbul, 2010, Istanbul: EBES Publication, p. 142-142, ISBN/ISSN: 978-605-61069-0-3

Conference presentation

2015 – *Academy of International Business, Bengaluru, India* Can the Internet help SMEs in reducing export barriers? Co authors V.Caviezel, S.Castelnuovo, A.Majocchi

2015 – *Academy of International Business, Bengaluru, India*, SME's International Market Entry: How do they make decision (Co authors O. Kuivalainen, A. Ali, M Piantoni)

2014 – *European Academy of International Business, Uppsala University, Sweden*, Decision Making Process on SMEs International Market Entry (Co authors O. Kuivalainen, A. Ali, M Piantoni)

2014 – University of Bergamo, *ELASM 10th Workshop on Family Firm Management Research*, The Internationalization of Family Firms: An Exploratory Study on Italian SMEs (Co-authors C. Bettinelli, S.Loane, B.Del Bosco)

2014 – *Academy of International Business, Local Context in Global Business, Vancouver*, Board Diversity and Firm Internationalization: The Case of Italy (Co authors F.Cassia, M.Piantoni)

2013 – Edinburgh University, 1st International Workshop, *The Evolution of Knowledge in International Entrepreneurship*, TMT national diversity and international experience influence on firms internationalization. (Co-author M.Piantoni)

2013 – University of Pavia (Italy) – *First Pavia Paper Development Workshop* – EMNEs Internationalization Process and their competitive advantage: an analysis of Indian Firms.

2012, Bocconi University, 3rd *Workshop on Top Management Team & Business Strategy Research*, How international is the TMT? National diversity and international experience among Italian TMT (Co-author M.Piantoni, E Cortesi, S.Betelli)

2010 University of Bergamo, *Second International Symposium Entrepreneurship Today* Presented paper dal titolo: "Exploring opportunity recognition within cross-border entrepreneurial behavior". (Co-author: M. Piantoni, E.Cortesi)

Italian Journal

Baronchelli G. (2014), Gli Institutional Voids nei Mercati Emergenti, Banche e Banchieri, n° 2 ICEB, Milano

Baronchelli G. (2012), Le multinazionali dei Mercati Emergenti, *Banche e Banchieri*, n° 3, ICEB, Milano

Baronchelli G. (2011), I cluster nella Repubblica Popolare Cinese: l'analisi di un percorso di sviluppo, *Banche e Banchieri*, n° 4, ICEB, Milano

Baronchelli G. (2010), La "Governance d'entreprise" nel modello imprenditoriale francese, *Banche e Banchieri*, n° 3, ICEB, Milano

Baronchelli G., (2009), L'internazionalizzazione del Top Management Team: cause ed effetti, *Banche e Banchieri*, n° 3, ICEB, Milano

Baronchelli G., (2008), L'internazionalizzazione delle PMI: nuovi approcci, *Banche e Banchieri*, n° 2, ICEB, Milano

Baronchelli G., (2007) Il processo di outsourcing e la valutazione dei fornitori. *Banche e Banchieri*, n° 06, ICEB, Milano

Baronchelli G., (2007) Outsourcing e Offshoring. Motivazioni e rischi della strategia di internazionalizzazione, *Banche e Banchieri*, n° 01, ICEB, Milano.

Baronchelli G., (2005) Il finanziamento di start up tecnologiche in India: sviluppo dell'industria delle Venture Capital, *Banche e Banchieri*, n° 06, ICEB, Milano.

Baronchelli G., (2005) Venture Capital. Le condizioni per il successo dell'industria di venture capital. Analisi della situazione nella Repubblica Popolare Cinese, *Banche e Banchieri*, n° 02, ICEB, Milano

Book

Baronchelli, G., (2015), Global Supply Chain Management, in *Logistica e Supply Chain Management* a cura di Bergamaschi M., Renoldi A., Pearson Italia, Milano, ISBN 978886518663

Baronchelli G., (2008), *La delocalizzazione nei mercati internazionali: dagli IDE all'offshoring*, LED Editore, Milano