

FORMATO EUROPEO PER IL CURRICULUM



VITAE



PERSONAL INFORMATION

Name
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Telephone
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Macchiavelli Andrea
Via Mantova 21 – 20135 MILANO
02 5456131
a.macchiavelli@fastwebnet.it

Nazionalità
Date of birth

Italian
22-02-1948

WORKING EXPERIENCE

Since 2017
Since 2014 to 2017
since 2002 to 2014
since 1994 to 2001
since 1976 to 2002

- Adjunct professor of Tourism Economics at the Master in Planning and Management of Tourism Systems, at the University of Bergamo and of Economic Policy of Tourism at the University of Milano-Bicocca
 - Adjunct professor of Tourism Economics at the Master in Planning and Management of Tourism Systems, at the University of Bergamo (following retirement).
 - Professor of Economics and Tourism Economics at the Master in Planning and Management of Tourism Systems, at the University of Bergamo. Professor of Economics in the same University.
 - Adjunct professor at the same University (Faculty of Languages and Foreign Literature) of Culture Economics, Management of Tourism and then of Economics.
 - Economic consultant specialized in tourism. Senior partner of Gruppo Clas and Chief of Tourism Department. In this position he directed many research projects in the tourism Economics area, as well as other projects on the training
- University of Bergamo – Faculty of Languages – P.za Rosate 2 – 24 129 Bergamo

Employer

Main tasks and responsibilities

- Chairman of Cestit (Centro Studi per il Turismo e l'Interpretazione del Territorio), Tourism Center of the University of Bergamo (from 1999 to 2014)

- Director of PhD in *Cultural Mediation and Tourism Management* of the University of Bergamo (2002-2005)
- Director of Cestit (Centro Studi per il Turismo e l'Interpretazione del Territorio) of the University of Bergamo. (1999 - 2014)

EDUCATION AND TRAINING

- | | |
|---------|---|
| 1969-73 | ▪ Faculty of Economics at the Catholic University in Milano |
| 1963-68 | ▪ Scientific Secondary School |

PERSONAL SKILLS

MOTHER LANGUAGE ITALIAN

OTHER LANGUAGES ENGLISH (GOOD)
FRANCH (GOOD)

RELATIONAL SKILLS USED TO COORDINATE RESEARCH GROUPS , ACQUIRED ALSO BY INTERNATIONAL PROJECTS OF THE EUROPEAN COMMUNITY OR OTHER CONNECTED INSTITUTIONS.
USED TO ATTEND INTERNATIONAL CONGRESSES, ALSO AS A SPEAKER
ACTIVE MEMBER OF AIEST (Association Internationale d'Experts Scientifiques du Tourisme)

He has relationships with Research Centres and Professors of European University Institutes. In particular with the following:

- Swansea Institute of Higher Education (UK);
- University of Innsbruck (A);
- University of St. Gal (CH))
- University of Dubrovnik (Croatia)
- University of Malta (M);
- Sankt Petersburgskaja Gosvdarstvennaja Akademija Servisa i Ekonomiki (*St.Peterbourg Academy of Economics and Services*)(RU)
- Universidad Católica Sedes Sapientiae di Lima (PE)

ORGANIZATIONAL SKILLS USED TO THE ADMINISTRATIVE COORDINATION OF RESEARCH PROJECTS
He was coordinator of Poleis - "Network of small cultural cities in the Mediterranean" and leader of the E.C. project for an "European Itinerary of the Art and Culture of Minor Centres"

TECNICAL SKILLS USED TO MAIN SOFTWARE IN WINDOW ENVIRONMENT

OTHER SKILLS AND CAPABILITIES

- President of the Jury of WIMA (Winning Ideas Mountain Awards) in the section "Innovative and Sustainable Mountain Tourism ", promoted by Lagazuoi EXPO Dolomiti. (2020)
- Member of Think Tank on "Support and accompaniment of activities related to tourism, leisure and culture" promoted by PoliS-Regione Lombardia in the context of Lombardy Report 2020.
- Member of Task Force of Italian Presidency on Sustainable Tourism of Alpine Convention. 2013-14

- In 2012 he was member of Scientific Committee of the Alps Festival (Alpine Club of Lombardy)
- He is scientific responsible of the Tourist Observatory of Bergamo (since 2007)
- He was a member of Scientific Committee of Economic Area of Regione Lombardia.
- He was member of working group ERSAB – Regione Lombardia in the international project of cooperation *Climatour – Alpin Space* on the effects of climate change on the Alps (since 2009)
- He was scientific tutor on two research projects supported by Progetto Ingenio of Regione Lombardia (2007)
- He was selected as scientific reviewer for some projects financed by the Ministry of Science, Education and Sports of Croatia (2006).
- He was member of Scientific Committee of the review “La Rivista del Turismo” published by Italian Touring Club
- He is a member of Scientific Committee of “Turistica”, quarterly of economics and tourism management.
- He was professor to the Master in “Urban Cultures and Cities Promotion” by Catholic University (since 2004 to 2012)
- He was professor to the Master in “Marketing and Management of Tourist Enterprises” by University of Genoa (2007) and in the same University to the Master “Tourism Management turistico and enhancement of the territory” (2018)
- He was professor to the Course on Management of Tourism Business, promoted by Catholic University Sedae Sapientiae of Lima, Peru (2005-2006-2007)
- He was professor to the Course on “Turismo Cultural Sostenibile y Desarrollo Local” promoted by University Pablo de Olavide of Seville in cooperation with University of Bergamo (Seville, october 2002)
- He was selected, out of a panel of 200 experts on tourism at world level, to carry out a research on the prospects of world tourism. The survey, based on the Delphi method, was promoted by AIT (Alliance Internationale du Tourisme) and conducted by the University of Vienna (1997).
- E' was professor to the Master in Tourism Economics of the Bocconi University and he cooperated with the Accademy of Tourism and Commerce in Trento (today Trento School of Management) .
- He was economic consultant of some television shows, for the account of RAI, with a presence on air in prime time (1984-88).
- On behalf of Gruppo CLAS he was consultant of the European Community (DG XXIII ed Eurostat).

LICENCES Driving licence B

FURTHER INFORMATION

He published the following *books*:

- **L'escursionismo in montagna. Fatti, comportamenti, prospettive.** (Hiking. Facts, behaviors, perspectives) (Editor), Edizioni ambiente (<http://www.edizioniambiente.it/ebook/>), Milano 2014 ISBN 978-88-6627-153-6
- **Le abitazioni di vacanza nella funzione turistica territoriale: diffusione, problematiche ed esperienze di gestione.** (Holiday houses in the local tourist destination. Dissemination, problems and management experiences). (Editor) Franco Angeli Quaderni di viaggio e turismo del CeSTIT, Milan 2011 (in press)
- **L'innovazione nelle destinazioni turistiche alpine: riferimenti teorici e buone pratiche** (Innovation in Tourist Alpine Destinations: Theoretical Framework and Best Practises) Franco Angeli, Quaderni di viaggio e turismo del CeSTIT, 2008 (with Elena Andreotti).
- **Il turismo montano tra continuità e cambiamento** (The Mountain Tourism between continuity and change) (Editor), Franco Angeli, Quaderni di viaggio e turismo del CeSTIT, Milan, 2006
- **Il turismo della neve: condizioni per operare in un contesto competitivo** (The Tourism on Snow: operative conditions in a competitive context) (Editor), Franco Angeli, Quaderni di Viaggio e Turismo del CeSTIT, Milan, 2004
- **Turismo e culture del territorio. Strumenti per la valorizzazione: i musei**

etnografici e i grandi eventi (Tourism and Cultures of the Territory: Ethnographic Museums and Events), Editor with R.Garibaldi, Franco Angeli, Quaderni di Viaggio e Turismo del CeSTIT, Milan, 2001

- **Sapere minimo sull'Europa** (Minimum knowledge on Europe), Edizioni SIPI, Rome 1990.
- **L'Azienda Italia** (Corporate Italy), Edizioni Il Sole 24 Ore, Milan 1988, (Giustino Fortunato-schools Award 1988)
- **Capire l'Azienda** (Understanding Enterprise), Edizioni Il Sole 24 Ore, Milan 1988
- **Capire l'economia** (Understanding Economics), Edizioni Il Sole 24 Ore, 1986 (a new edition for the use of schools of the text "How to read Il Sole 24 Ore")
- **I settori della produzione** (The sectors of production), published by Maggioli Editore, Rimini, 1983

He also frequently publishes *articles* on tourist strategies. The most recent are:

- **A fragmented system in the face of the crisis**, in Burini F.(eds), *Tourism Facing a Pandemic: from Crisis to Recovery*, Università degli Studi di Bergamo, 2020 ISBN: 978-88-97253-04-4
- **I turismi della montagna (Tourism on the mountain)**, in Becheri E., Morvillo A. (a cura di), *Rapporto sul Turismo Italiano. XXIII Edizione*, CNR-Rogiosi Editore, Roma 2019
- **Il turismo che cambia** (Tourism is changing) in Cattaneo M.C., *Montagna 4.0. Un futuro da costruire insieme*. Società Economica Valtellinese, Sondrio 2018
- **The Floating Piers: implicazioni economiche e turistiche** (The Floating Piers: tourist and economic impact), in Adobati F.; Peretti M.C., Zambianchi M.(eds), *Eventi: la città nella dimensione del territorio*, Quaderni ICONEMI, Bergamo University Press-Sestante Edizioni, 2018
- **I turismi della montagna** (Tourism on the mountain), , in Becheri E., Maggiore G., Morvillo A. (a cura di), *Rapporto sul Turismo Italiano. XXI Edizione*, CNR-Rogiosi Editore, Roma 2018
- **Il turismo della neve nelle Alpi italiane: nascita, sviluppo e cambiamento** (Snow Tourism in the Italian Alps: birth, development and change) in Histoire des Alpes – Storia delle Alpi – Geschichte der Alpen 2017/22, Chronos Verlag, pagg.49-72
- **Montagna e cultura del cibo. Un'opportunità di valorizzazione territoriale** (Mountain and food culture. An opportunity for territorial development), In Garibaldi R. (a cura di), *In viaggio alla scoperta di cibo e vino. Esperienze creative a confronto*. Volume II, Aracne Editrice, Canterano (RM) 2017 pagg.51-66
- **I turismi della montagna** (Tourism on the Mountain), in Becheri E., Maggiore G. (edited by), *Rapporto sul Turismo Italiano. XX Edizione*, CNR-Rogiosi Editore, Roma 2016
- **L'aeroporto come motore di sviluppo turistico: 10 anni di voli low cost a Bergamo-Orio al Serio** (Airport driver of tourism development; 10 years of low cost flights at Bergamo Orio al Serio) , in Becheri E., Maggiore G. (a cura di), *Rapporto sul Turismo Italiano. XX Edizione*, CNR-Rogiosi Editore, Roma 2016
- **Low-Cost Flights and Tourism: Development and Changes from Bergamo-Orio al Serio International Airport** (with Andrea Pozzi), in Singidunum University International Scientific Conference "Tourism Destination Competitiveness". Book of Proceedings, Belgrade, September 25 (ISBN: 978-86-7912-615-3)
- **Low-Cost Flights and Changes in Tourism Flows: Evidence from Bergamo-Orio Al Serio International Airport** (with Andrea Pozzi), In. Pechlaner, H., Smeral, E. (Eds.), *Tourism and Leisure. Current Issues and Perspectives of Development*,

- **Small ski resorts: Conditions for being competitive in a mature market**, in Giorgi A., Borsdorf A., Köck G. and Scheurer T., (edited by), *Alpine Resources. Use, valorisation and management from local to macro-regional scale*, Conference Proceedings, Darfo Boario Terme 17-19 September 2015, Biblion Edizioni, Austrian Academy of Science, pagg. 52-55 (ISBN online: 978-3-7001-7855-2 ISBN print: 978-88-98490-30-1)
- **Young people and mountain: evidence from a survey in the Northern Italy** (with Andrea Pozzi), In: *La revue de Géographie alpine*, 102-2, Mélanges 2014 (ISSN électronique 1760-7426)
- **I passeggeri low cost tra crisi economica e politiche dei vettori: tendenze all'aeroporto di Orio al serio** (Low cost passengers between economic crisis and Airlines policy: trend at the Orio al Serio Airport) (with Andrea Pozzi In: *Economia dei Servizi*, il Mulino, Bologna, n.3/2013, pagg.293-307
- **La montagna nel turismo italiano** (Mountain in the Italian Tourism), , in *Becheri E., Maggiore, G.,(eds), Rapporto sul turismo italiano (Italian Tourism Report):XIX edition ,Franco Angeli, Milano 2014 (press in progress)*
- **Alla ricerca di una ricettività low cost:tentativi di risposta nell'area bergamasca** (Looking for a low cost accomodation; answers in the Bergamo area) (with Stefania Licandri), in *Rivista di Scienze del Turismo, Anno IV, N.1-2, gennaio-dicembre 2013*
- **Dal turismo che cambia nuove opportunità per le località alpine** (From tourism changes new opportunities for the alpine destinations), in *Dislivelli (online):Research and Communication on Mountains*, n.37 may 2013
- **Le abitazioni di vacanza nelle valli alpine: implicazioni sulle destinazioni turistiche** (Holiday Houses in the Alpine Valleys: effects on the destinations), in Varotto M.,Castiglioni B. (eds), *Whose Alps are these? Governance, ownerships and belongings in contemporary Alpine regions* , Rete Montagna-Padova University Press, 2012
- **La montagna nel turismo italiano** (Mountain in the Italian Tourism), in *XVIII Italian Tourism Report , Mercury, IRAT- CNR, Ministero del Turismo (in press)*
- **Climate change and its impact on tourism in the alpine space: the area Presolana-Monte Pora** (with Garbellini L., Pozzi A.), *report of the I Project Climalptour , made by ERSAF-Regione Lombardia e cofinnced by the Alpine Space.*
- **La montagna nel turismo italiano** (Mountain in the Italian Tourism), in *XVII Italian Tourism Report , Mercury, IRAT- CNR, Ministero del Turismo*
- **In montagna con o senza sci** (On the mountain with or whitout ski), in *La Rivista del Turismo*, trimestrale del Touring Club Italiano, n.1/2011
- **Skills and tourism facilities in a poverty context: the role of a ONG in the Peruvian Andes** (con Michele Gotti) in Keller P., Bieger T. (eds) *Tourism Development after the Crises. Global Imbalances – Poverry Alleviation"*, Erich Schmidt Verlag GmbH, Berlin, 2010
- **L'Ecomuseo come opportunità di incontro con il turista** (Ecomuseum as opportunity to meet tourist), in Grasseni C.(a cura di), *Ecomuseologie. Pratiche e interpretazioni del patrimonio locale*, Quaderni del CE.R.CO, Guaraldi, Rimini, 2010
- **Bergamo da città industriale a polo turistico** (Bergamo: from an industrial city to a tourist destination), in "Lombardia 2010. Rapporto di legislatura. Focus" Guerini e Associati, 2010 <http://www.iret.it/lombardia2010/testi/focus/bergamo-da-citta-industriale-a-polo-turistico.pdf>
- **Alpine tourism. Development contradictions and conditions for innovation**, in *Journal of alpine research* 97-1 | 2009 <http://rga.revues.org/index818.html>
- **Il turismo culturale: dimensioni nuove e implicazioni sul prodotto turistico** (Cultural Tourism: new dimension and implications on the product), in *Turistica*, n.2/2008

- **Low cost tourism and real estate demand**, (with Lara Cinesi) in Keller P., Bieger T. (eds), *Real Estate and Destination Development in Tourism*, Erich Schmidt Verlag, Berlin, 2008
- **Lo sviluppo del turismo dal dopoguerra ad oggi** (Tourism development afterwar in Italy), in Garibaldi R., (a cura di) *Economia e gestione delle imprese turistiche*, Hoepli, Collana di Scienze del Turismo, Milan, 2008
- **Passeggeri low cost visti di profilo** (Low cost passengers: their profile), in "La Rivista del Turismo", n.1/2008
- **Le nuove dimensioni del turismo culturale** (New dimensions of Cultural Tourism) in: Centro Studi Unioncamere Basilicata, "Il turismo culturale in Basilicata. Realtà e prospettive di un fenomeno in crescita", Potenza, Agosto 2007
- **Effective occupancy of the holiday houses: condition for the development of the destination** (with Emilio Colombo), in Keller P., Bieger T. (eds), *The problem of productivity in tourism*, Erich Schmidt Verlag, Berlin, 2007
- **Segnali positivi per i B&B lombardi** (Positive signals for the B&B in Lombardy) (with Ilenia Borrelli), in "La Rivista del Turismo", n.2/2007
- **Problemi e prospettive del turismo da neve** (Outlooks and Problems for Snow Tourism), in Furlani R., Ludovici A.A. (eds), *Alpi e Turismo: trovare il punto di equilibrio*, WWF Italia – ECOREGIONE ALPI, Milano, febbraio 2006
- **Il turismo montano invernale: vecchie e nuove prospettive per un prodotto maturo** (Mountain Winter Tourism : old and new Outlooks for a mature product), in "XIV° Rapporto sul Turismo Italiano". Mercury, Firenze 2005
- **Turismo e Politiche del Turismo** (Tourism and Tourism Policy), in IreR Report 2005 "Lombardia 2005", Guerini e Associati, 2005, Milan. The full text in www.rapportoire2005.it
- **Globalizzazione e culture: nuovi bisogni formativi nel turismo** (Globalisation and Culture: new requirements from tourism), in "Sovremennye problemy razvitiya turizma i turistskogo servisa (Current problems of the evolution of tourism and its organization) - tom I", Sankt-Peterburg, 2005, pp. 28-37
- **Voluntary Chains as a Way of Increasing the Productivity of Hotels: Successes and Difficulties**, in *Proceedings of 24th Congress of AIEST (Association International d'Experts Scientifiques du Tourisme)*, St.Gallen (CH) 2003
- **Val Seriana: passaggio a Est** (Val Seriana: shift to East), in "La Rivista del Turismo", n.2/2004
- **Il turismo montano invernale: problematiche e strategie** (Tourism Mountain in Winter: problems and strategies) in *Il Pensiero e la Scienza nel turismo italiano. Progress in Tourism Research*, Ministero delle Attività Produttive – Direzione Generale Turismo, Roma 2003
- **Air Accessibility as a Factor of Tourism Development in Southern Italy** (with Carlo Vaghi), in "Tourism Review (review of the International Association of Scientific Experts in Tourism)", vol.56, n.3/2003.
- **Alpine World Ski Championship in High Valtellina: an opportunity for tourist development of the destination**, in Keller P. & Bieger T., "Sport and Tourism", *Proceedings of 53rd Congress of AIEST (Association International d'Experts Scientifiques du Tourisme)*, St.Gallen (CH) 2003
- **Globalization and culture: new training requirements for tourism**, in "La Rivista del Turismo" n.6/2002
- **Il turismo della neve: un prodotto maturo?** (The tourism on snow: a mature product?) in "Professione Montagna" n.69, nov.-dec. 2002
- **Problemi e prospettive del turismo della neve** (Problems and outlooks of the tourism on snow), in: Pechlaner H., Manente M. (edited by), *Manuale del Turismo Montano (Handbook of Mountain Tourism)*, Touring University Press, Milano, 2002
- **Il turismo della neve** (The tourism on snow), in AA.VV., "Rapporto sul turismo italiano. Undicesima edizione 2002" (Report on the Italian Tourism. 11th Edition), Mercury- ENIT, ISTAT, Firenze 2002
- **Evoluzione del turismo mediterraneo: implicazioni sull'accoglienza e il dialogo interculturale** (Evolution of Mediterranean tourism: the implications for hospitality and intercultural dialogue), in Visentin C. (edited by), "Il turismo contemporaneo. Cultura e mondo dell'impresa" (*The contemporary tourism. Culture and business*)

world), Casagrande Editore, Lugano, 2002

- **Tourist Destinations as Integrated Systems**, in "Tourism Review" vol.56 n.3/4 2001 (review of the International Association of Scientific Experts in Tourism)
- **Viareggio: un mare e molti turismi** (Viareggio: a sea and many tourisms), in "La Rivista del Turismo" n.5-6/2001
- **Cremona e le sue potenzialità turistiche** (Cremona and its tourist potential) in "La Rivista del Turismo" n.4/2001
- **Il turismo che cambia** (How tourism is changing). Dossier in "Famiglia Oggi", June-July 2001
- **Quale futuro per il turismo della neve?** (Which future for the tourism on snow?) in "La Rivista del Turismo" n.4/2000
- **Flysud: a Survey on Package Tours in Some Mediterranean Souther Regions** (con Monica Readaeli) in "Conference Proceedings of International Forum of Tourism Statistics", Glasgow Caledonian University, 2000
- **Turismo e Occupazione** (Tourism and employment), in Centro Studi TCI, "Occupazione e formazione nel turismo in Italia" (Employment and training in tourism in Italy), White Book TCI no. 11, Touring Club Italiano, February 2000
- **Dal rafforzamento del sistema un'offerta turistica di qualità** (From the strengthening of the system to a high quality tourism supply), in Turistica n.1/99
- **Il turismo internazionale verso l'Italia: per una nuova competitività sui mercati internazionali** (Incoming international tourism: for a new competitiveness of Italy in the international markets), in Caselli C., Benevolo C., "Il turismo internazionale verso l'Italia" (International tourism towards Italy), CNR-DITEA, Genoa 1999

He co-operated with the economic newspaper "Il Sole 24 - Ore"

He frequently participates in *convention activities*. The most recent participations are the following:

- **Segnali di crescita per il turismo montano: come valorizzare le nuove aspettative della domanda?** (Signs of growth for mountain tourism: how to enhance the new expectations of demand?). In "Identity and innovation for sustainable alpine tourism", conference promoted by the Società Economica Valtellinese, Sondrio 29 November 2019
- **Crescita e sostenibilità nelle aree turistiche: dove sta la soglia?** (Growth and sustainability in tourist areas: where is the threshold?). In "Mountain 4.0 a future to be built together. The journey continues, series of meetings promoted by Società Economica Valtellinese and Comune di Bormio, 30 January 2019.
- **Turismo montano e tipicità del territorio. Nuove opportunità per le destinazioni turistiche** (Mountain Tourism and Typical Products of the Territory: Opportunities for Tourism Destinations), in Workshop "Confronto sulle questioni della montagna", Federbim e Consorzio BIM Brenta Bassano (VI), Bassano del Grappa 12. Ottobre 2018
- **Turismo montano e aspettative del visitatore nuove opportunità per il settore caseario** (Mountain tourism and visitor's expectations": opportunities for dairy industry, in Incontri Tra/Montani", 28^a edition, Comunità Montana Valsassina, Barzio 29 Settembre 2018
- **Small ski resorts and climate change**, in "AIEST Annual Conference 2018", Treviso, 26-30 august 2018
- **Turismo montano e aspettative del visitatore** (Mountain tourism and visitor's expectations", in "Promotion of Mountain Areas", Stelvio Park and Municipality of Vezza d'Oglio 26, giugno 2018
- **Matera European Capital of Culture 2019. Why Tourism only now?**, in AIEST Annual Conference, Tbilisi (Georgia) 5th September 2017
- **Il turismo montano tra continuità e cambiamento: prospettive per le valli bergamasche**, (Mountain Tourism between continuity and changes) In "Stati generali della montagna", Province of Bergamo, 1 July 2017
- **Il turismo nelle Alpi tra modelli di sviluppo obsoleti e nuovi tentativi. Quali le sfide per il futuro** (Tourism in the Alps between old models and new attempts) in "Il

futuro delle regioni a forte sviluppo turistico; più di un semplice modello di business” ((Zukunft entwickelter Tourismusregionen –mehr als in Geschäftsmodell) Congress organized by Swiss Academies of Arts and Sciences e Institut Kulturforschung Graubünden, Pontresina, 23 June 2017

- **The Floating Piers: implicazioni economiche e turistiche, (The Floating Piers: economic and tourist impact)** in “Eventi: la città nella dimensione del territorio, ICONEMI, conference organized by University of Bergamo and Municipality of Bergamo, Bergamo, 13 June 2017
- **La Riviera turistica: quali prospettive per il futuro?, (Tourism in Riviera: what prospects for the future?)** in “Turismi in Riviera”, Congress promoted by Confesercenti, Assoturismo, CeSCOT and University of Genova, Imperia, 12 May 2016
- **Montagna e cultura del cibo (Mountain and Food Culture)**, 3° Congress on Il Turismo culturale europeo. “Città d’arte e cibo ad arte”, promoted by University of Bergamo, Città d’Arte della Pianura Padana e Comune di Bergamo, 11 December 2016
- **Low-cost flights and tourism: development and changes from Bergamo-Orio al Serio International airport** (con Andrea Pozzi), in International Conference of Singidunum University di Belgrado on “Tourism Destination Competitiveness”. Belgrado, 25th September 2015
- Participation to the Conference “**Sustainable Tourism and the Alpine Convention. The Italian Contribution from the Task Force to the Working Group “Sustainable Tourism”**”, Milano Università Bocconi, 23 March 2015
- Coordination Conference “**Expo 2015: a un passo da qui...**” promoted by Association Pianura da Scoprire, Treviglio 9 March 2015
- **Trend in Alpine Tourist Market and behaviours of customers**, in Convention di Dolomiti Superski, 8 November 2014, Bardolino (VR)
- Organization and coordination of Workshop **Small ski resort: conditions for staying competitive in a mature market**, in Forum Alpinum 2014, promoted by ISCAR – Conventions of the Alps, Boario Terme. 17-19 September 2014
- **Dal comportamento degli escursionisti nuove prospettive per le località alpine (From the hikers behaviour, new prospects for the alpine destinations)**, in Evento finale progetto VETTA, Regione Lombardia 7 July 2014
- **The influence of airports with low cost flights on tourism development. Facts from Bergamo Orio al Serio International Airport**, in 5th International Research Symposium in Service Management (IRSSM 5), Parnu (Estonia) 9-11 June 2014
- **Small and large ski resorts: What strategies will make them profitable in a competitive environment? The case of Lombardy, Italy**, in: *1st Euro-Asian Ski Resort Conference, Developing New Destinations for Snow Tourism*, promossa dall’Organizzazione Mondiale del Turismo (UNWTO), Almaty (Kazakhstan), 8-9 October 2013
- **I passeggeri low cost tra crisi economica e politiche dei vettori, (Low cost passengers between economic crisis and carrier policies)** in 5^a Riunione scientifica nazionale SISTUR (Società Italiana di Scienze del Turismo), Rimini, 29-30 novembre 2013
- **Hiking in the mountains: conditions and prospects for younger generation in the Northern Italy**, in *63rd AIEST Conference: AIEST’s Advanced in Tourism Research- Perspectives of Actors, Institutions and Systems*, Izmir (Turkey) 25-29 August 2013
- **Recent trends in the Alpine tourism**, in: *Sostenibilità ambientale e sociale del turismo alpino*, Task Force della Presidenza Italiana sul Turismo Sostenibile, Courmayeur 19 marzo 2013
- **Tourism as a key factor for improving economic diversification in mountain areas**, in International Seminar of PADIMA Project, San Pellegrino Terme, 18th september 2012
- **La diversificazione dell’offerta alpina: le terme come opportunità di diversificazione (Diversification of alpine offer: spas as opportunity of diversification)**, in *La Magnifica Terra*, event of alpine culture, Bormio, 28th July 2012
- **Old and new problems of the mountain tourism. Holiday houses; effects on the economy in the mountains**, National Congress of the Alpine Club of Lombardy,

Borno (BS) 22 june 2012

- **Future strategies** in the Final Conference on "*Climate Change and its impact on tourism in the Alpine Space*", CLIMALPTOUR Project, European Territorial Cooperation Alpine Space, Venice 6 October 2011
- **Snow tourism on Alpes: features and problems**, Workshop per operatori turistici promosso da Techopolis Group di Ankara, Erzurum (Turchia) 30 settembre 2011
- **Holiday houses on the Orobic Mountains: density, utilization and their impact on tourist destinations**. Province of Bergamo, Bergamo, 3rd may 2011
- **Market change and effects on the alpine destinations**, in "*Tourism on the middle mountain. Strategies and initiatives in the changeable context*". Workshop WWF, IREALP, CLIMALPTOUR, Chiuro (SO), 11th -12th November 2010
- **For a shared tourism**, lectio magistralis in the meeting cycle "The Big River", Municipalities of Polesine Parmense, Motta Baluffi and Villanova d'Arda, Motta Baluffi, 4th December 2010
- **The exploitation of the Medium Lombard Plan**, congress of the Association "Pianura da scoprire", Caravaggio, 14th November 2010
- **The tourism of alpine destinations between economic crisis and plenty of snow**, National Congress of Managers of Skiing Destination (DSI), Bergamo 4th october 2010
- **Which future for a small snow destination?**, Municipality of Collagna (RE) Cerreto Laghi, 30th june 2010
- **Turism in the Biellese: conditions and experiences**, Chambre of Commerce of Biella, Biella, 7th maggio 2010
- **Foreign low cost tourists at the Bergamo airport: profile, trends e impact**, Conference CeSTIT- Bergamo Municipality, Bergamo, 2nd December 2009
- **Climate Change and Alpine Tourism**, Workshop, Angolo Terme (BS) , 27th November, 2009
- **Information tecnology for the hotel planet**, Workshop, Il Sole 24 Ore Business Media, Milano 12th october, 2009
- **Innovation in alpine destination for a new dialogue with tourist**, Andalo (TN), 22 maggio 2009
- **Tourism yesterday and tomorrow: Difficulties and potencialities**, Bergamo Tourism Forum, Bossico (BG), 15th april, 2009
- **Eco-museums in Lombardy: an opportunity for the widespread tourism**, Congress of Eco-museums network, Bienno (BS), 16th november 2008
- **Alpine destinations in XXI Century: challenges and certainties**, Annual Congress of Ski Destinations Managers, Modena, 30th October 2008
- **Low cost tourism and real estate demand**, 58th AIEST Conference "Real Estate Management in Tourism" 7-11 September 2008, Whistler (Canada)
- **Ambivalence in innovation: tourism in the Alps in 20th Century**, Alpweek 2008 Congress "Innovating in the Alps" june 11-14th 2008
- **Conditions for the development**, ANCE Liguria Congress on " Tourism: resource or damage?" Lerici, September 28th, 2007
- **Effective occupancy of the holiday houses: condition for the development of the destination**, AIEST Congress on " Productivity in Tourism", Macao (China) 19th -23rd august 2007
- **Tourist Destination in the global market . How to come out?** ASCOM, Council of Lovere, Lovere, June 20th, 2007
- **Innovation in the mountain tourist destination: theoretical framework and best practises**, Seminar of Regional Council of Lombardy, Milano, March, 30th 2007

- **Tourism Development and quality of human resources.**, Bergamo Formazione e Ikonos, Bergamo, January 31st 2007
- **The low cost tourism at the airport of Milan-Orio al Serio: features and profiles**, CeSTIT-Università di Bergamo, Provincia di Bergamo e Sacbo, Bergamo, January 22nd 2007
- **Golf and tourism: an opportunity for the territory**, Golf Indoor Bergamo, Mozzo, October, 30th 2006
- **Strategies and Innovation for the Open Air Companies**, FAITA Congress "The Open Air Tourism in Tuscany", Florence, 9, May, 2006
- He was Chairman of the Panel "**Innovation Process**" during the 8th International Tourism Symposium, Zermatt (CH), 26-28 January 2006 (Published proceedings)
- **Hotellerie and selling by Internet: trend in Italy and in Europe**, Congress Red Business Information "Hotel: farsi trovare scegliere sul web", Rome, 5 ottobre 2005
- Participation to the Forum with the Italian Members of AIEST "*Il Mediterraneo verso il 2010: il futuro nel turismo*", Taormina 14 maggio 2005
- He was Chairman of the session "**Restructuring winter holiday products and services**" during the 4th World Congress on Snow Sports and Mountain Tourism 2005, by the initiative of World Tourism Organization, Principality of Andorra, 14-16 April 2005
- **Innovating models for tourism organisation**, Tourism Planning Conference of Lombardy Region, Milan, 12, January 2005
- **Factors of stability and scenarios of change**, 3rd Seminar on Mountain Tourism, Bergamo, October 8-9 2004 (Published Proceeding)
- **Alpine World Ski Championship in High Valtellina: an opportunity for tourist development of the destination**, in 53rd Congress of AIEST (Association International d'Experts Scientifiques du Tourisme), Athens 7-11 sept. 2003
- **The exploitation of tourist offer on the river**, in "The exploitation of the river Po", Ostiglia 30, April 2003
- **Tourism as integrated system**, Workshop in Expovacanze, Fiera del Levante (Bari), 28, March 2003
- **Tourist's profile in Cremona: the implications on the city supply**, in "*Tourism in the region of Cremona*" 18, November 2002.
- **Air Accessibility as a Factor for Tourism Development in Southern Italy**, (with Carlo Vaghi) in 52nd AIEST Congress on "*Tourism and Air Transport*", Salvador de Bahia (Brazil), 18-23 August 2002
- **The snow destinations: the main problems in 2nd Seminar on "Tourism on Snow: the conditions to operate in a competitive context"**, University of Bergamo, 22 May 2002 (Published proceedings)
- **The alpine tourism in the global market: conditions of competitiveness in a perspective of sustainable tourism**, in "*High Summit: transcontinental multiconference*" for the International Year of Mountains, UNEP, FAO, Milan 8 May 2002 (Published proceedings)
- **Globalization and culture: new training requirements for tourism**, paper for the Conference "*Rethinking of Education and Training in Tourism*", Zagreb, 18-20 April 2002, University of Zagreb – World Tourism Organization. (Published proceedings)
- **Flysud: a survey on package tour in some Mediterranean Southern Regions**, 5th International Forum on Tourism Statistics, Glasgow 19th-23rd June 2000, Caledonian University, Eurostat, Ocde.
- **The skiing resorts: which future for tourism on snow?**, Seminar, University of Bergamo, 25th May 2000
- **The evolution of Mediterranean tourism: consequences on the reception of tourists and inter-cultural dialogue**, Residential Workshop ATOI (Association of Italian Tour Operators), organised by the University of Italian Switzerland and the Institute for Mediterranean Studies of Lugano, , Origgio (Lugano) 22 October 1999 (Published proceedings)
- **The new frontiers of tourism: opportunities and conditions**, Congress "*Tourism culture for the development of the Cremona territory*" Local Administration of Cremona, Cremona 12 October 1999
- **Opportunities and limits of country tourism in a changing market**, Congress "*Nature and country life in Val di Scalve*", Vilminore di Scalve, 10 July 1999

- **The framework of the demand and behaviour of the supply**, Congress "*Molveno and its hospitality: seeking possible choices*", Local Administration of Molveno, 8 May 1999
- **The tourism framework towards the year 2000 and the position of the tourism system**, Congress "*Strategic and operational guidelines for tourism quality in Lake Caldonazzo*", APT (Local Tourist Agency) of Levico-Lago di Caldonazzo, Pergine Valsugana 11 December 1998
- **The conditions of reception for a tourism policy in support of the inter-cultural dialogue**, III International Congress on Mediterranean Tourism by University La Sapienza, Rome, "*Il viaggio: dal Gran Tour al turismo post-industriale*", Rome 5-6 December 1996.
- **Infoeasy: an integrated multimedia approach to tourism information**, 3rd International Forum on Tourism Statistics, Sintra [P] 26-28 June 1996 (Published proceedings)
- **An experiment to calculate the number of tourist in holiday resort flats**, Second International Forum on Tourism Statistics, promoted by OCDE - EUROSTAT - ISTAT and Ciset, Venice, May 30th - June 3rd 1995 (Published proceedings in ISTAT, Annali di Statistica, Roma, 1996)

RESEARCH ACTIVITY

This has been mainly in the following fields:

Economic territorial planning (1974 – 1985)

He participated in several studies on the economic development of mountain areas and on the industrial development of the territory mainly for the account of local bodies (Regions, Municipalities, Mountain Communities). With the scope of this activity he has been able to look closely into the real dynamics of economic phenomena, highlighting the most significant changes that characterised the economic environment over the past few years. He has also got to know and study at close range the system of local government.

Analysis of the labour market (1980 -1990)

With special reference to the first half of the Eighties he dedicated himself to research activities in the field of the labour market, operating for the account of large firms, of public bodies and industrial associations. He directed complex interventions of placement of redundant workforce of large manufacturing units. Following this experience developed initiatives aimed at linking the school system with the labour market.

Analysis and strategies for tourism (1990 –)

As manager of the Tourism Department of Gruppo CLAS he directed almost all the research projects carried out by the company in the sector, for the account of: Italian Touring Club, Public Administrations, Chambers of Commerce and European Community. He directed many research projects as Chairman of CeSTIT of the University of Bergamo. He dedicated himself especially to the sectors of tourism in mountain areas and of cultural tourism, especially the so-called "minor" tourism.

According to DPR 445/2000 the possess the skills and experience stated in this curriculum are certified.

I authorize the processing of personal data according to D.Lgs. 196/2003

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