

**CURRICULUM VITAE
SIMONE FRANZÒ**



PERSONAL INFORMATION

Name **FRANZÒ SIMONE**
Address [REDACTED]
Telephone [REDACTED]
E-mail [REDACTED]
Nationality [REDACTED]
Date of birth [REDACTED]

EDUCATION AND TRAINING

- From 2012 to 2017 **PhD in Management, Economics and Industrial Engineering**
Politecnico di Milano
PhD dissertation on the role of organizational culture in the adoption of Open Innovation by companies in the Energy sector
- 2016 **Research period at the University of Lancaster – UK** – under the supervision of Prof. De Massis
- 2015 **Visiting scholar at the University of Groningen, Faculty of Economics and Business – The Netherlands** – under the supervision of Prof. Huizingh
- From 2009 to 2011 **Master of Science in Management, Economics and Industrial Engineering: “Supply Chain Management” (110/110)**
Politecnico di Milano
MSc dissertation on second generation ethanol - state of the art, expected trends and competitive arena
- 2009 **Exchange student at Norwegian University of Science and Technology (NTNU) - Norway**
- From 2006 to 2009 **Bachelor of Science in Management, Economics and Industrial Engineering (96/110)**
Politecnico di Milano
- From 2001 to 2006 **Secondary High School Diploma (100/100)**
Liceo Scientifico L. Einaudi – Siracusa (SR), Italy

WORK EXPERIENCES

•April 2021 - present

Senior Assistant Professor - School of Management, Politecnico di Milano

• Type of business or sector

University

• Occupation or position held

Course responsible of Management of Energy, Energy Management Lab, Circular Economy Lab courses

Teaching assistant of Impresa e Decisioni Strategiche (Course responsible: Prof. Federico Frattini)

Member of the Delega Erasmus (since 2017) and Sustainability (since 2019)

• Main activities and responsibilities

Courses preparation and delivery

Management of the exchanges programmes for a subset of EU countries

Resource consumption monitoring (electricity, natural gas, water, plastic bottles, food waste)

•October 2017 – March 2021

Assistant Professor - School of Management, Politecnico di Milano

• Type of business or sector

University

• Occupation or position held

Course responsible of Management of Energy and Sustainability and Energy Management Lab courses

Teaching assistant of Impresa e Decisioni Strategiche (Course responsible: Prof. Federico Frattini)

Member of the Delega Erasmus (since 2017) and Sustainability (since 2019)

• Main activities and responsibilities

Courses preparation and delivery

Management of the exchanges programmes for a subset of EU countries

Resource consumption monitoring (electricity, natural gas, water, plastic bottles, food waste)

•November 2011 – present

Energy & Strategy Group - School of Management, Politecnico di Milano

• Type of business or sector

University

• Occupation or position held

Scientific responsible (Permanent Observatories, Italian research and advisory projects, EU-funded research projects)

Project Manager (Permanent Observatories)

Project Leader (Italian research and advisory projects)

Analyst (Italian research and advisory projects, EU-funded projects)

Lecturer

Academic tutor

Other (invited speaker)

• Main activities and responsibilities

The aim of the E&S Group is to be a reference point in Italy for the analysis and understanding of the renewable and alternative energies industrial and competitive environment.

The Project Leader has responsibility over the scientific coordination of the different research projects (e.g., Solar Energy Report, Biomass Energy Report, Energy Efficiency Report) that the E&S Group carries out in close cooperation with leading energy companies such as ENI, Siemens, Edison, Enel, Sorigenia, Mitsubishi, Ansaldo Energia, E.On and others.

Scientific responsible for the following research projects:

- Permanent Observatories:
 - “Smart Mobility Report” (eds. 2019, 2020, 2021, 2022)
 - “Electricity Market Report” (eds. 2019, 2020, 2021, 2022)
 - “Smart Building Report” (eds. 2019, 2020, 2021, 2022)
 - “Circular Economy Report” (ed. 2020, 2021, 2022)
- Italian research and advisory projects:
 - “Modelli di business collaborativi per le Energy Communities basate sulla tecnologia blockchain” (ENEA)
 - “KPI di riferimento per dati urbani energetici” (ENEA)
- EU-funded research projects:
 - “Contributing for the democratization of efficient energy management, through the development of a flexible and interoperable ecosystem where demand side flexibility can be soundly integrated with effective benefits to end-users (InterConnect project)

Project Manager for the following research projects (Permanent Observatories):

- “Smart Grid Report” (ed. 2012, 2013, 2014)
- “Energy Efficiency Report” (ed. 2012, 2013)
- “Smart City Report” (ed. 2015)
- “Intelligent Building Report” (ed. 2015)

Project Leader for the following research projects (Italian research and advisory projects):

- “Analysis of the decarbonization trajectories in the energy sector” (TERNA)
- “Analysis of the Italian regulatory framework for e-mobility” (ABB)
- “Support to the identification of new distributed resources for ancillary services provision” (TERNA)
- “Energy Community in Italy: the emerging regulatory framework and expected impact at national level” (ACEA ENERGIA, BEPOWER, EDISON, ENELx, ENERGYWAVE, ENI, EPQ, FALCK RENEWABLES, SIRAM VEOLIA)
- “Energy Community: an innovative paradigm in Italy” (GDF-SUEZ)
- “Analysis of the attractiveness of Smart City services in the Valle Sabbia area” (YOUSAVE)
- “Analysis of competitive strategies and business models of the players in the Italian steel value chain” (FINARVEDI)
- “Market assessment supporting the development of a hybrid solar panel and the go-to-market strategy definition” (DISTRETTO HI-TECH MONZA&BRIANZA)
- “Comparative assessment of the environmental impacts of natural gas compression systems in Italy” (SNAM)
- “Support to the development of a cost-benefit analysis model for projects related to the construction and upgrade of natural gas distribution systems in Italy” (ESTRA)
- “Support to the analysis of an energy efficiency project realized by Acciaierie Bertoli Safau” (ACCIAIERIE BERTOLI SAFAU)
- “Cost-benefit analysis of the White Certificates Scheme” (BARTUCCI, CLOROS, INNOWATIO, SOLGEN, THOLOS)
- “Cost analysis of maintaining and evolution of the Italian electricity system” (ANIE)
- “Impact assessment of the heating systems, transportation and industrial processes on air quality” (ENGIE)

- “Economic assessment of smart adaptive lighting and smart street services and enabling business models” (ENEA)
- “Economic assessment of smart adaptive lighting and smart street services projects” (ENEA)
- Analysis of the state-of-the-art and future development of the Italian electricity market (AXPO, E.ON, EDISON, ENELX, EP PRODUZIONE, EPQ, ERG, SIRAM)
- Analysis of incentive mechanism schemes for PV energy production in a set of European countries (CNH)

Analyst for the following research projects:

- Italian research and advisory projects:
 - “Towards a state-of-the-art innovation model” (ABB)
 - “Comparative methodology for the evaluation of the energy management practices of Italian companies” (CESI)
 - “Support to the development of a risk assessment model for industrial energy efficiency projects” (BARTUCCI)
 - “The energy innovation trends in the Italian domestic market - opportunities for growth” (GDF-SUEZ)
 - “Analysis of business opportunities and company global positioning in the renewable energies market” (ENI)
 - “Techno-economic assessment of a new type of Parabolic Trough for CSP plants” (ENI – MIT)
 - “Analysis of the 2012/19/EU Directive impact on the Italian WEEE sector” (ECOLAMP)
 - “Analysis of the end-of-life lamps market potential and barriers in Italy” (ECOLAMP)
- EU-funded research projects
 - “Improving Open Innovation education and training in Europe by consolidating common curricula framework, creating pedagogical guidelines, teaching materials and identifying competences and skills needed for Open Innovation teachers and trainers” (OI-Net project)
 - “Development of a training tool kit for property valuation professionals on how to factor sustainability into the valuation process” (Renovalue project).
 - “Development of a highly innovative one-stop-shop solution that applies an integrated approach to energy management (Speedier project)
 - “Development of a toolkit incorporating different components and technologies, which cooperate to transform an existing building into a smart building (Hearth project)

Lecturer in the following programs:

- BSc in Management Engineering - “Business Economics and Organization” course at Politecnico di Milano
- BSc in Energy Engineering - “Business Economics and Organization” course at Politecnico di Milano.
- BSc in Biomedical Engineering - “Business Economics and Organization” course at Politecnico di Milano
- MSc in Management Engineering - “Management of Energy and Sustainability” course at Politecnico di Milano.
- Master in Real Estate Management at Consorzio CISE - Politecnico di Milano (eds. 2012-2021)

- Master in Strategic Design. Building new businesses and strategies through design at POLI.DESIGN - Politecnico di Milano (2017)
- Master in Data Protection Officer at Consorzio POLIEDRA - Politecnico di Milano (2019)
- Master in Strategic and innovative O&M management for Enel Green Power at Politecnico di Milano (2018, 2021)
- Master in Energy Innovation for ENI at Politecnico di Milano (2018, 2019, 2022)
- SICAB Italy/China project -_Module 2 "ENERGY EFFICIENCY MANAGEMENT" managed by Fondazione Politecnico (2018)
- "Wind Energy Technology" course -_Module "Techno-economic assessment of investment in the energy sector" managed by Fondazione Politecnico (2018)
- Postgraduate course in Project management of civil structures and infrastructures at Scuola Master Fratelli Pesenti – Politecnico di Milano
- Training course in energy management "Sportello PAES" (1st and 2nd eds) managed by The Green Consulting Group
- Training course in energy management managed by SIAM - Società Incoraggiamento Arti e Mestieri

Academic tutor for the following activities:

- tutor and supervisor of more than 50 MSc thesis in Management Engineering at Politecnico di Milano
- tutor and evaluator of The Business Game – eds. 2012/13, 2013/14, 2015/16, 2016/17, 2017/2018 (final exam of BSc in Management Engineering at Politecnico di Milano)

Invited speaker in many events, such as:

- ECONOMIA, SOCIETA' ED AMBIENTE AL TEMPO DEL COVID-19 organized by SITPolimi, online webinar, May 26th 2020
- AUTOMOTIVE: PROSPETTIVE DI UN SETTORE IN CAMBIAMENTO organized by Apindustria, Brescia, February 20th 2020
- ESTRARRE VALORE SOSTENIBILE DALL'ENERGIA organized by Siemens and EGO, Milano, December 3rd 2019
- FUTURE MOBILITY EXPOFORUM organized by ClickutilityTeam, Torino, November 18th 2019
- SMART BUILDINGS, IOT E SISTEMI DI BUILDING AUTOMATION organized by Sauter Italia, Erbusco, October 10th 2019
- STRATEGIC INNOVATION SUMMIT organized by Assodel, Modena, June 19th 2019
- MOBILITA' SOSTENIBILE E BEST PRACTICE organized by ACI COMO, Como, April 27th 2019
- MOBILITA' ELETTRICA, SOSTENIBILITA', SMART CITIES E UTILITIES organized by ExpoMove, Firenze, April 10th 2019
- NUOVE SOLUZIONI PER LA RIGENERAZIONE URBANA organized by Iren Smart Solutions, Piacenza, November 12th 2018
- QUALI PROSPETTIVE PER GLI IMPIANTI SOLARI A TERRA? organized by Key Energy, Rimini, November 6th 2018
- ZERO ENERGY BUILDINGS SUMMER SCHOOL organized by Politecnico di Milano, Polo territoriale di Mantova, Mantova, August 31st 2018
- CEIR CONFERENCE DAY organized by CEIR, Gardone Riviera, June 7th 2018
- INTRALOGISTICA ITALIA: "SEMPRE PIÙ EFFICIENZA ENERGETICA ANCHE PER LA LOGISTICA" organized by ANIMA, Fiera Milano Rho, June

1st 2018

- ITALIAN ENERGY DAY organized by KHC - Know How Certification, Milano – May, 31st 2018
- THAT'S SMART organized by REED EXHIBITION, Milano – March 13th 2018
- ROADSHOW CHARGING CITY organized by ANCITEL, Pescara – October, 3rd 2017
- ASSOIDROELETTRICA ANNUAL MEETING organized by ASSOIDROELETTRICA, Desenzano – September, 22th 2017
- EFFICIENZA 4.0 – UN PERCORSO PER LE IMPRESE organized by ENERGIAMEDIA, Modena – March, 17th 2017
- SVILUPPO INTERNAZIONALE PER LA FILIERA DELLE FONTI ENERGETICHE RINNOVABILI organized by FEDERAZIONE ANIE, Milano – October, 18th 2016
- ITALIAN ENERGY DAY organized by KHC - Know How Certification, Milano – May, 26th 2016
- FORUM PA (INTERNAL EVENT: SMART CITY, IL FUTURO È OGGI) organized by Yousave – Roma, May, 25th 2016
- FESTIVAL DELL'ENERGIA organized by Aris - Agenzia di Ricerche Informazione e Società – Milano, May, 13th 2016
- BUILDING DIGITALIZATION - L'EDIFICIO DIGITALE: EFFICIENTE, SEMPLICE, INTEGRATO organized by VEM Sistemi, Colombaro di Formigine (MO) – May, 12th 2016
- ANNUAL MEETING ELETTROVENETA organized by Elettroveneta, Bentivoglio (BO) – February, 6th 2016
- 6 febbraio 2016 WORKSHOP QUALENERGIA: SOLUZIONI PER TAGLIARE LA BOLLETTA ENERGETICA DELLE INDUSTRIE organized by Qualenergia, Roma – September, 29th 2015
- SMART CITY, EFFICIENZA ENERGETICA ED INTERNET OF THINGS – DALLA TEORIA ALLA PRATICA organized by Camera di Commercio di Milano, Milano – March, 25th 2014
- PV GRID NATIONAL FORUM organized by Assosolare, Roma – 18 luglio 2013
- ZERO EMISSION 2012: FOTOVOLTAICO SENZA INCENTIVI: TROPPO PRESTO? organized by Assosolare, Roma – September, 7th 2012
- ECOMONDO – 15esima Fiera Internazionale del Recupero di Materia ed Energia e dello Sviluppo sostenibile – November, 10th 2011.

• November 2011 - present

• Type of business or sector

• Occupation or position held

• Main activities and responsibilities

MIP Politecnico di Milano Graduate School of Business

University

Director of the Executive Master in Management (EMIM)

Director of the International Master in Environmental Sustainability and Circular Economy

Director of other education programs or Member of the project team

Lecturer

Academic tutor

Director of the Executive Master in Management (EMIM) (as from 2019)

- Coordination of the Operation staff
- Support to the Recruitment staff
- Support to the Marketing staff

Director of the International Master in Environmental Sustainability and Circular Economy (as from 2021)

- Design of the master program
- Coordination of the Advisory Board activities
- Coordination of the Operation staff
- Support to the Recruitment staff
- Support to the Marketing staff

Director in the following education programs

- “Introduction to e-mobility” program, organized for Energindustria Vicenza (2020).
- “Green Transformation and Energy Efficiency” program, organized for SASAC (2019).
- “Investment evaluation and financial reports analysis” program, organized for ALPERIA BARTUCCI (2019).
- “Smart Grid” program organized for CISCO (2018).

Member of the Project team in “Edison Digital Education & Transformation” program (2018).

Lecturer in the following programs:

- Postgraduate intensive course in Energy Management – “Energy infrastructures and Smart grids”, “Renewable Energies”, “The energy management in industrial companies”, “Energy efficiency and Intelligent buildings”, “The Energy Smart Ecosystems”, “Energy Communities” and “Towards a new sustainable mobility paradigm” courses at MIP Politecnico di Milano Graduate School of Business (2015, 2016, 2017, 2018, 2019, 2020, 2021)
- Master in Energy Management – “Management of energy companies and renewable energies” course at MIP Politecnico di Milano Graduate School of Business (2016, 2017, 2018, 2019, 2020, 2021)
- Master MIT – “Organizational modes for collaborative innovation” course at MIP Politecnico di Milano Graduate School of Business (2018)
- Corporate Master in Energy Business & Utilities for Edison at MIP Politecnico di Milano Graduate School of Business – “Energy Efficiency” and “Smart mobility” courses (2019, 2021).
- Executive MBA - elective course in Sustainability Management & Green Business at MIP Politecnico di Milano Graduate School of Business (2015, 2016, 2017, 2018, 2019, 2020, 2021)
- EMBA Part-time - Course in Innovation Strategy at MIP Politecnico di Milano Graduate School of Business (2020, 2021)
- EMBA Evening - Course in Innovation Strategy at MIP Politecnico di Milano Graduate School of Business (2020, 2021)
- MBA - elective course in Energy and Sustainability Management at MIP Politecnico di Milano Graduate School of Business (2015)
- *MBA (ed. 2019) – JRC-ENEA Training at MIP Politecnico di Milano Graduate School of Business*
- Data Scientist School, Generali at MIP Politecnico di Milano Graduate School of Business (2020)
- EMBA Part-time (Platform *tutor*) Course in *Innovation Strategy* at MIP Politecnico di Milano Graduate School of Business (2020, 2021)

Academic tutor for more than 50 project works at MIP Politecnico di Milano Graduate School of Business

**PERSONAL SKILLS,
COMPETENCES AND OTHER
EXPERIENCES**

MOTHER TONGUE

Italian

OTHER LANGUAGES

English (upper-intermediate level - ETLS TOEFL CERTIFICATE 86/110, May 2009)

- Reading skills
- Writing skills
- Verbal skills

Excellent
Excellent
Excellent

**TECHNICAL SKILLS
AND COMPETENCES**

Operating System: Windows, Mac
Software: MS Office suite (Word, Excel, PowerPoint, Access)
Programming language: C, C++, VBA (Basic knowledge)

**OTHER SKILLS
AND COMPETENCES**

He is member of the Core Faculty at the School of Management of Politecnico di Milano.

He serves as Topic Editor for the Sustainability Journal (2020)

He serves as ad hoc reviewer for the following scientific journals: Journal of Cleaner Production (as from 2019); Resources, Conservation & Recycling (as from 2020); Clean Technologies and Environmental Policy (as from 2016); Journal of Knowledge Management (as from 2018); R&D Management (as from 2020), Sage Open (as from 2020), International Journal of Innovation Studies (as from 2020), Sustainable Production and Consumption (as from 2020); Energies (as from 2020).

He serves as ad hoc reviewer for the following international conferences: International Forum on Knowledge Asset Dynamics 2019, R&D Management Conference 2018; IEEE International Conference on Environment and Electrical Engineering 2018 and Industrial and Commercial Power Systems Europe 2018; IEEE International Conference on Environment and Electrical Engineering 2019, 2020, 2021; RSA AiIG 2019 (Special Track "Sustainable Business Models & Circular")

He serves as Poster session chair for the PowerTech Conference 2019

He is member of Technical Program Committee of Automotive Conference (2018, 2020).

He is member of the Editorial Board of the World Open Innovation Conference (2019, 2020)

He is member of the Organizing Committee of 25th AiIG PhD Summer School 2017.

He is member of the Organizing Committee of 40th R&D Management Conference 2018.

He served as Track proponent during the XXX Annual Scientific Meeting AiIG (Track 11: Sustainable Business Models & Circular Economy)

He serves as PhD dissertation Discussant within the XXXV° cycle PhD program at the School of Management of Politecnico di Milano on the following topic: "Adoption factors and multiple impacts of industrial Energy Efficiency Measures".

He served as start-ups tutor, mentor and evaluator in several related challenges (such as Edison Start, GDF-SUEZ Challenge).

He attended the Startup Program (ed. 2015) at MIP Politecnico di Milano Graduate School of Business.

He attended the Case Method Teaching Seminar Part I. (ed. May 2018) at IESE Business School and promoted by Harvard Business Publishing

PUBLICATIONS:

BOOK CHAPTERS (1-8)

JOURNAL PAPERS (1-15)

CONFERENCE PAPERS (1-24)

REPORTS (1-14)

WORKING PAPER (1-9)

ANNEXES

Book chapters (BC)

BC.1 Urbinati, A., Chiaroni, D., Chiesa, V., Franzò, S., and Frattini, F. (2022). An exploratory analysis on the contextual factors that influence disruptive innovation: the case of Uber, in Brem, A. (2022), *Emerging Issues and Trends in Innovation and Technology Management*, World Scientific Publishing Co, pagg. 49-76, ISBN 9789811247712

BC.2 Frattini F., Franzò S. (2018) "Il ruolo della cultura organizzativa nei processi di Open Innovation" in Franco Angeli (ed.), "Open innovation made in Italy. Lo sviluppo dell'innovazione aperta nelle imprese italiane – pagg. 123-141, ISBN: 978-88-917-7902-1.

BC.3 Chiesa V., Franzò S., Guiducci M. (2017) "L'efficienza energetica e domotica nelle città" in Mimesis Edizioni (ed.), "La prossima città – pagg. 263-290, ISBN: 978-88-5754-511-0

BC.4 Urbinati A., Franzò S., De Massis A., Frattini F. (2017) "Innovation in Family Firms: a Review of Prior Studies and a Framework for Future Research" in Palgrave Macmillan (ed.), *Revolution of Innovation management – Internationalization and Business Models - Pagg. 213-246, ISBN: 978-1-349-95122-2.*

BC.5 Chiesa V., Franzò S., Frattini F. (2016) "Energy Community: la valutazione tecnico-economica" in AICARR (ed.), *Strategia per le comunità dell'energia su scala urbana*, 1a edizione, Editoriale Delfino, Milano, 2016, Pagg. 59-67.

BC.6 Chiesa M., Chiesa V., Franzò S. (2015) "Le tecnologie incentivate con il meccanismo dei Certificati Bianchi" e "Fattori di criticità di alcuni strumenti finanziari e possibili soluzioni" in Enea (ed.), *Rapporto Annuale Efficienza Energetica 2015*, Enea Servizio Comunicazione, Roma, pp. 69-77 e 144-146. ISBN 978-88-8286-317-3.

BC.7 Chiaroni D., Chiesa V., Franzò S., Frattini F. (2014) "Smart Green Energy Communities: a definition and an analysis of their economic sustainability in Europe" in Clark II W. and Cooke G. (eds.), *The Green Industrial Revolution*, 1st Edition, Butterworth-Heinemann, Boston, 2015, Pages 377-391, ISBN 978-01-2802-314-3.

BC.8 Campiotti C.A., Chiaroni D., Chiesa M., Chiesa V., Costanzo E., Di Bonito R., Di Franco N., Fasano G., Finzi F., Franzò S., Frattini F., Giagnacovo G., Giuffrida L.G., Latini A., Lelli M., Messina G., Orchi S., Rifici R., Sàlama A.M., Scoccianti M., Viola C., Zinzi M. (2013) "Ricerca applicata, tecnologie e strumenti a livello settoriale" in Enea, *Rapporto Annuale Efficienza Energetica 2012*, Enea Servizio Comunicazione, Roma, pp. 45-76. ISBN 978-88-8286-300-5.

Journal papers (JP)

JP.1 Franzò S., Landoni P., Colombo G., Verganti, R. (2022) "The role of publicly funded collaborative projects in implementing open innovation" *Innovation*.

JP.2 Franzò S., Nasca A. (2021) The environmental impact of electric vehicles: A novel life cycle-based evaluation framework and its applications to multi-country scenarios. *Journal of Cleaner Production*, 315.

JP.3 Franzò S., Urbinati A., Chiaroni D. (2021) Circular business models in the Italian electric mobility industry: A literature review and survey data analysis. *Sustainable Production and Consumption*, vol. 27, pp. 551–566.

JP.4 Franzò S., Urbinati A., Chiaroni D., Chiesa V. (2021) "Adopting Circular Economy in New Product Development: an evidence-based research framework", *Business Strategy and the Environment*, forthcoming

JP.5 Franzò, S., Frattini F., Landoni, P. (2020) "Performance Measurement of Collaborative Research and Development: An Exploratory Analysis" *International Journal of Innovation and Technology Management*, vol. 17(6), 2050039.

JP.6 Manfredi Latilla V., Urbinati A., Cavallo A., Franzò S., Ghezzi (2020) "Organizational Re-Design for Business Model Innovation while exploiting digital technologies: A Single Case Study of an Energy Company" *International Journal of Innovation and Technology Management*, 2040002.

- JP.7** Manfredi Latilla VM., Frattini F., Franzò S., Chiesa V. (2020) "Organizational change and business model innovation: an exploratory study of an energy utility company", *International Journal of Innovation Management*, vol. 24 (4), 2050036.
- JP.8** Franzò, S., Frattini F., Cagno E., Trianni, A. (2019) "A multi-stakeholder analysis of the economic efficiency of industrial energy efficiency policies: Empirical evidence from ten years of the Italian White Certificate Scheme", *Applied Energy*, vol. 240, pp. 424-435.
- JP.9** Frattini F., Bianchi M., Franzò S. (2019) "Identifying Factors Influencing the Price of Technology Licenses: a Framework Grounded in Negotiation Research", *International Journal of Innovation Management*, vol. 23 (5) pp. 1-34.
- JP.10** Chiaroni D., Chiesa V., Franzò S., Frattini F., Urbinati A. (2019) "How incumbents manage waves of disruptive innovations: an exploratory analysis of the global music industry", *International Journal of Innovation and Technology Management*, vol. 16 (1), pp. 1-23.
- JP.11** Urbinati A., Chiaroni D., Chiesa V., Franzò S., Frattini F. (2018) "An Exploratory Analysis on the Contextual Factors that Influence Disruptive Innovation: the Case of Uber", *International Journal of Innovation and Technology Management*, vol. 15 (3), pp. 1-23.
- JP.12** Chiaroni D., Chiesa V., Franzò S., Frattini F., Manfredi Latilla V. (2017) "The Impact of Electricity Tariffs Reform on Renewable Energies and Energy Efficiency Investments: the Case of the Residential Market in Italy", *International Journal of Green Energy*, vol. 14 (11), pp. 889-898.
- JP.13** Bianchi M., Di Benedetto A., Franzò S., Frattini F. (2017) "Selecting Early Adopters to Foster the Diffusion of Innovations in Industrial Markets: Evidence from a Multiple Case Study". *European Journal of Innovation Management*, vol. 20 (4), pp. 620-644.
- JP.14** Chiaroni D., Chiesa V., Franzò S., Frattini F., Manfredi Latilla V. (2017) "Overcoming internal barriers to industrial energy efficiency through energy audit: a case study of a large manufacturing company in the home appliances industry". *Clean Technologies and Environmental Policy*, vol. 19, pp.1031-1046.
- JP.15** Chiaroni D., Chiesa M., Chiesa V., Franzò S., Frattini F., Toletti G. (2016) "Introducing a new perspective for the economic evaluation of industrial energy efficiency technologies: an empirical analysis in Italy", *Sustainable Energy Technologies and Assessments*, vol. 15, pp.1-10.

Conference papers (CP)

- CP.1** Urbinati A., Franzò S., Chiaroni D. (2022) "A Taxonomy of B2B Multi-Sided Platforms Enabling Circular Supply Chains. Symplatform: Matching Scholars and Practitioners – Third Edition, Milan, Italy, April 1-6
- CP.2** Chiaroni D., Franzò S., Pacicco F., Urbinati A. (2022) "The role of digital technologies in designing circular business models" 2022 ISPIM Innovation Conference
- CP.3** Chiaroni D., Franzò S., Urbinati A. (2021) "Conceptualizing 3D Printing for Circular Value Creation" 2021 ISPIM Innovation Conference
- CP.4** Chiaroni D., Franzò S., Nasca A., Urbinati A. (2021) Circular Business Models in the Built Environment: an Empirical Investigation on Enablers and Barriers. 28th IPDMC: INNOVATION AND PRODUCT DEVELOPMENT MANAGEMENT CONFERENCE, June 6-8, 2021
- CP.5** Chiaroni D., Urbinati A., Franzò S. (2021) The Use 3D Printing for Circular Business Models: a conceptual framework, XXXI RSA AilG, Napoli, Italy, October 21-22.
- CP.6** Franzò S., Nasca A. (2020) "The environmental impact of electric vehicles: a comparative LCA-based evaluation framework and its application to the Italian context", Fifteenth International Conference on Ecological Vehicles and Renewable Energies (EVER), Monaco, 10-12 September.
- CP.7** Franzò S., Urbinati A., Chiaroni D. (2020) "Enablers and Barriers for Circular Business Models: An empirical analysis in the Italian electric mobility industry", International Network for Economic Research (INFER), digital conference, 1-3 July.
- CP.8** Franzò S., Urbinati A., Frattini F. (2019) "Investigating the relationship between organisational culture and the adoption of open innovation: a multiple project-based case analysis in the energy efficiency industry", World Open Innovation Conference (WOIC), Rome, Italy, December 12-14.
- CP.9** Franzò S., Urbinati A., Chiaroni D., Chiesa V., (2019) "Embracing circular economy in the e- mobility industry: a comprehensive literature review", XXX RSA AilG, Torino, Italy, October 17-18.

- CP.10** Franzò, S., Frattini F., Cagno E., Trianni, A. (2019) "Towards a comprehensive analysis of energy efficiency policies for buildings: lessons learnt from the Italian tax relief scheme", International Conference on Applied Energy (ICAE), Vasteras, Sweden, August 12-15.
- CP.11** Franzò S., Urbinati A., Chiaroni D., Chiesa V., (2019) "Adopting Circular Economy from a Strategic Management perspective: an exploratory multiple cases analysis into the pulp&paper industry", (IFKAD) 2019 conference, Matera, Italy, June 5-7.
- CP.12** Franzò S., Bianchi M., Frattini F. (2018) "Technology Licenses Pricing: a Theoretical Framework", 40th R&D Management Conference, Milan, Italy, 30 June - 4 July.
- CP.13** Longo M., Franzò S., Manfredi Latilla V.M., Bracco S. (2018) "Towards the New Concept of Smart Roads: Regulatory Framework and Emerging Projects Overview", 2018 International Conference of Electrical and Electronic Technologies for Automotive, Milan, Italy, 9 - 11 July.
- CP.14** Franzò S., Longo M., Manfredi Latilla V.M., Antonucci G. (2018) "Smart Energy Management of Railway Station", 2018 IEEE International Conference on Environment and Electrical Engineering and 2018 IEEE Industrial and Commercial Power Systems Europe (EEEIC / I&CPS Europe), Palermo, Italy, 12 – 15 June.
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- R.7** Cavallaro D., Chiaroni D., Chiesa M., Franzò S., Frattini F. (2015) “*Intelligent Building Report*”, Politecnico di Milano Dipartimento di Ingegneria Gestionale Collana quaderni AIP, Milano, Italy, ISBN 978-88-98399-13-0.
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- R.10** Chiaroni D., Chiesa V., Franzò S., Frattini F. (2014) “*Analisi delle barriere che ostacolano l’accesso, da parte dei Comuni italiani, ai fondi disponibili a livello europeo e locale a supporto degli interventi di efficienza energetica nella PA*”, Report RdS/PAR2013/112.
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Autorizzo al consenso del trattamento dei dati ai sensi del D. Lgs. 30 giugno 2013, n. 196 “Codice in materia di protezione dei dati personali” ed alla pubblicazione degli stessi secondo le norme vigenti in materia di trasparenza degli atti amministrativi.

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WP.3 Franzò S., Urbinati A., Designing Circular Business Models for Battery Second Use: A Literature Review and a Novel Framework, *Technology Forecasting and Social Change* (under review)

WP.5 Franzò S., Nasca A., The environmental impact of electric vehicles: a comparative life cycle-based evaluation framework and its application to multi-country scenarios, *Journal of Cleaner Production* (under review)

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WP.10 Urbinati A., Franzò S., Chiaroni D, Enablers and Barriers for Circular Business Models: a value-chain perspective (under preparation)

WP.11 Ogliari E., Pretto S., Franzò S., Di Lieto A., The role of PV plants in ancillary service market in Italy: a techno-economic assessment (under preparation)

Scopus Publications overview

	Published	Under review	Under preparation
# of publications	18	6	6
# of Q* (Q1 Scopus) publications	2	4	5
H Index	4	-	-
# of citations	69	-	-