

## ANTONIO MAJOCCHI

Full professor  
Deloitte Chair in International Management and Global Challenges  
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### Academic Positions

**Full professor** - Deloitte Chair in International Management and Global Challenges  
Dipartimento di Impresa e Management, LUISS University (2020 – current)

Dean of the Department of Economics and Management of the University of Pavia (October 2017).  
Full Professor – International Business University of Pavia, (2016-2020)  
Associate Professor (with tenure), Facoltà di Economia Pavia (2005-2016)  
Assistant Professor, Facoltà di Economia, Università dell’Insubria (1996-2005)

### Visiting Professor Positions:

- D’Amore-McKim School of Business (Northeastern University, Boston USA – August 2016-December 2016).
- International Management Fundamentals, Master Module, Faculty of Economics, University of Fribourg (Suisse). (September 2012 – December 2012)
- Facultat d’Economia, Departamento de Dirección de Empresas “Juan José Renau Piqueras”, University of Valencia Spain (November – December 2011)
- Dept. of Management, King’s College University of London; (1 September 2008 – 15 January 2009)

### Education background

#### Degrees

PhD, Bocconi University, Milan, Dept of Management (November - 1996)  
Diploma in Economics, Università degli Studi di Pavia, Graduated cum laude (July - 1991)

### Main Publications/Research

Articles Published or Forthcoming in Refereed Journals

1	MC Sestu, A D’Angelo, A Majocchi, 2023. <i>SMEs prefer JVs: why SMEs’ equity entry mode choices are different from those of large firms?</i> <i>European Journal of International Management</i> , 21 (3), 489-508
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2	Pongelli, C., Majocchi, A., Bauweraerts, J., Sciascia, S., Caroli, M. & A. Verbeke, The impact of board of directors' characteristics on the internationalization of family SMEs, <i>Journal of World Business</i> , 58(2): 2023
3	Sanguineti, F. A. Majocchi & S. T. Cavusgil, 2022. Founding entrepreneur's dilemma: Stay or exit the firm following an acquisition? An international comparison, <i>International Business Review</i> , 31(1).
4	Hennart, J.F. A. Majocchi and B. Hagen, 2021. What's so special about Born Globals? Their entrepreneurs or their business model?, <i>Journal of International Business Studies</i> , 52(9): 1665-1694.
5	J.L. Arregle, F. Chirico, L. Kano, S. K. Kundu, A. Majocchi, W. S. Schulze, 2021. Family Firm Internationalization: Past Research And An Agenda For The Future, <i>Journal of International Business Studies</i> , 52(6): 1159 - 1198.
6	Hennart, J.F. A. Majocchi and Forlani, E. 2019. The myth of the stay-at-home family firm: How family-managed SMEs can overcome their internationalization limitations, <i>Journal of International Business Studies</i> , 50 (5), 758-782.
7	Presutti, M. C. Boari, A. Majocchi and X. Molina. 2019 "Distance to customers, absorptive capacity and innovation in high-tech firms: the dark face of geographical proximity". <i>Journal of Small Business Management</i> , 57(2) 343-361.
8	Sestu, M. C., & Majocchi, A. 2018. Family Firms and the Choice Between Wholly Owned Subsidiaries and Joint Ventures: A Transaction Costs Perspective. <i>Entrepreneurship Theory and Practice</i> , 44(2): 211-232.
9	A. Majocchi, A. D'Angelo, E. Forlani, T. Buck, 2018. Bifurcation bias and exporting: Can foreign work experience be an answer? Insight from European family SMEs, <i>Journal of World Business</i> , 53 (2), 237-247,
10	D'Angelo, A.; A. Majocchi, T. Buck, 2016. External Managers, Family Ownership and the Scope Of SME Internationalization, <i>Journal of World Business</i> . Volume 51, Issue 4, June 2016, Pages 534-547.
11	De Massis, A., F. Frattini, A. Majocchi, L Piscitello, 2018. Family firms in the global economy: Toward a deeper understanding of internationalization determinants, processes, and outcomes. Introduction to the Special Issue on Family Firms and Internationalization, <i>Global Strategy Journal</i> , 8(1): 3-21.
12	D'Angelo, A., A. Majocchi, Zucchella e T. Buck. 2013. Geographical pathways for SME internationalization: Insights from an Italian sample", <i>International Marketing Review</i> , Vol. 30 (2), 80-105.
13	Presutti, M.; C. Boari, A. Majocchi. 2013 Interorganizational geographical proximity and local start-ups' knowledge acquisition: a contingency approach, <i>Entrepreneurship &amp; Regional Development: An International Journal</i> , 25 (5-6), 446-467.
14	Majocchi A. & R. Strange 2012, International Diversification: the Impact of Ownership Structure, the Market for Corporate Control, and Board Independence, <i>Management International Review</i> . 52(6): 879-900.

15	Presutti, M., C. Boari & A. Majocchi, 2011. "The importance of proximity for the start-ups' knowledge acquisition and exploitation" <i>Journal of Small Business Management</i> , 49 (3): 361-389.
16	Camps J. & A. Majocchi. 2010. Learning Atmosphere and Ethical Behavior, Does It Make Sense? <i>Journal of Business Ethics</i> , 94(1), 129-147.
17	Majocchi A. & M. Presutti. 2009, Industrial clusters, entrepreneurial culture and the social environment: The effects on FDI distribution. <i>International Business Review</i> , 18(1) 76–88.
18	Majocchi A., U. Mayhofer and Bacchiocchi E., 2005, Firm size, business experience and export intensity in SMEs: a longitudinal approach to complex relationship, <i>International Business Review</i> , Vol 14 (6), pp. 719-738.
19	Majocchi A. & Antonella Zucchella, 2003. Internationalization and Performance: findings from a set of Italian SMEs. <i>International Small Business Journal</i> , Vol 21(3): 249–266.
20	Jimenez, A.; A. Majocchi, & B. Della Piana, 2018. Not all family firms are equal: The moderating effect of family involvement on the political risk exposure of the foreign direct investment portfolio. Preliminary evidence from Spanish multinational enterprises, <i>Thunderbird International Business Review</i> , DOI: 10.1002/tie.22032
21	Majocchi A., U. Mayhofer e J. Camps, 2013. Joint ventures or non equity-alliances? Evidence from Italian firms, <i>Management Decision</i> . 51(2): 380 – 395.
22	Majocchi A., A. D'Angelo e L. Dalla Valle, 2015. Internationalisation, cultural distance and country characteristics: A Bayesian analysis of SMEs financial performance, <i>Journal of Business Economics and Management</i> . 16 (2), 307-324
23	Majocchi A. & R. Strange, 2007. The FDI Location Decision: does Liberalisation Matter?, <i>Transnational Corporation Review</i> , 16(2): 1- 40
24	Majocchi A., & V. Odorici and M. Presutti, 2016. Firms' ownership and internationalisation: is it context that really matters? <i>European Journal of International Management</i> , 10(2): 202-219.
25	Majocchi A. & R. Strange, 2006. Economic Liberalisation and the FDI Location Decision: Evidence from Italian firms in Central and Eastern Europe, <i>Journal of East-West Business</i> , 13(2/3): 93 – 114

### Book Chapters

- Hagen B., Majocchi A., (2014), “Luxottica:“Excellence in Eyewear Distribution”, in Ghauri P., Cateora P., International Marketing, ISBN 978-0077148157, 4th Edition, London: McGraw Hill, pp 553-558
- Hagen B., Majocchi A., (2014),”Fiat 500 “For FIAT to get big in the US, did it have to start small?”, in Ghauri P., Cateora P., International Marketing, ISBN 978-0077148157, 4th Edition, London: McGraw Hill, pp 510-517
- (2009) Luxottica: Internationalisation and Expansion, Case 4.5 in: “International Marketing” III edition, by P.N. Ghauri and P. Cateora, Mc Graw Hill, London pp. 594-599; ISBN-13: 978-007712285-0

- (2009) con Zucchella A., Internationalization and Performance, in: Entrepreneurship and Globalization, ed by . Rod B. McNaughton and Jim Bell, ISBN: 978-1-84787-500-6, Pages: 249-268, Sage Publications, London
- (2007) (con Roger Strange), Economic Liberalisation and the FDI Location Decision: Evidence from Italian Firms in Eastern Europe , in "Market Entry and Operational Decision Making in East-West Business Relationship", ed. by J. Larimo, Haworth Press, New York, pp. 93 - 114. (ISBN - 13: 978-0-7890-3543)
- de Luca P., Majocchi A., Pavione E. (2003), Franchising in Italy: Trends and Development, in Alon I. and Welsh D. H. B. (eds), International Franchising in Industrialized Markets: Northern and Western Europe, CCH Inc. Publishing, Washington DC [ISBN-10: 080800963X; ISBN-13: 978-0808009634].

## Awards

- Are Family Firms More Internationally Involved than Non-Family Firms? The Case of Italy (ID# 649, Session 3.4.5), J-F. Hennart, Singapore Management University and University of Pavia, A. Majocchi, University of Pavia, Paper nominated at the 2013 AIB Conference for the Aalto University School of Economics "That's Interesting!" Award.
- Best Empirical Paper Award – 10th Workshop on Family Firms Management Research – Bergamo 22nd-24th May 2014 – European Differences in the Extent of Family Firms Internationalization with J.F. Hennart and E. Forlani.
- Best Paper award 6th Aalborg International Business conference (28-29 June 2016), Family management, Quality Focus, and European SME internationalization, with J.F. Hennart and E. Forlani.
- Best Paper for the Section International Business “The global market scope/export performance relationship in family SMEs: an analysis of the moderating effect of external managers and external capital in five European regions” SIM Conference 26-27 October, 2017, University of Bergamo

## Memberships

Member of the Academy of International Business (AIB), European Community Studies Association (ECSA), Secretary General of AUSE (ECSA-Italy). European International Business Academy (EIBA).

## Ad-hoc Reviewer

Journal of International Business Studies, Journal of World Business, International Business Review, Journal of Business Venturing, Corporate Governance, International Small Business Journal, Academy of International Business World Conference, EIBA annual conference, Management Research News.

## Invited Seminars (selection)

- Queen’s Mary University (UK); Sussex University (UK); King’s College London Business School (UK); Università Cattolica del S. Cuore, Milano; Università di Bologna, *D’Amore-McKim School of Business (Northeastern University Boston)*, Universidade Regional de Blumenau (Brasil).

## Working Papers and Technical Reports

- (2023) T, he Impact of Corporate Governance on Firms’ International Strategies, G Galli, A Majocchi,

Oxford Research Encyclopedia of Business and Management

- (2023) Le imprese estere in Italia: l'Emilia-romagna, A cura di Anna Ruocco, A Faramondi, A Majocchi, R Monducci, A Rungi
- (2011) con E. Cotta Ramusino, Il rapporto banca-impresa nel contesto della crisi: vincoli, esigenze, prospettive, Rapporto Assolombarda-UBI Banca.
- (2005), The economic integration of the Central and Eastern European countries: the role of the small and medium enterprises, in Adjusting to Enlargement, eds by T. Palànkai, Hungarian European
- (2004) Developing a Favourable Business Environment: Lessons from the experience of Italian Firms in The Region of Timisoara, Romania, paper presented at the OECD Conference on: Clusters of Enterprises and the internationalisation of SMEs: the Case of the Romanian Region of Timisoara, Timosoara, 24 May 2004 (<http://www.oecd.org/dataoecd/36/9/31798578.pdf>)

### **Editorial service**

Co-Editor, (with A. De Massis, L. Piscitello, and F. Frattini) Special Issue on Family Firms and Internationalization, Global Strategy Journal, Volume 8, Issue 1, February 2018

Member of the Journal of World Business Editorial Board

### **Grants and Research project**

- Inroad-Epalema, Lombardy Regional Government, Activities support for EU project, Euro 5,000, (2018).
- Main coordinator of the 2010 Cariplo Foundation International Recruitment Call, The internationalization of Italian firms: the role of intangibles, managerial resources, and corporate governance. Euro 220,000 (2010-2013).
- I-Upper Project – Cariplo Foundation. Funds for the support of international teaching programs. Euro 78,000 (2011-2014).
- Member of the Governing body Musing Project: Risk management; Business intelligence and internationalisation, EU Commission, Sixth framework program Information Society, (2007-2011).
- Italian Ministry for Education, Cooperlink, DD cooperation program, Euro 20,000; (2009).
- Head local unit, FIRB 2003, on: "Data mining models and knowledge management for SMEs.", Italian Ministry for education, (2004-2007).
- Italian firm in the PECO countries, Research project co-ordinated by the Università degli Studi dell'Insubria, in co-operation with the universities of: Praha, Budapest, Poznam, Timisoara; Maribor, (2004-2005).
- Scientific coordinator of the project: "European Union toward enlargement: integration maturity and adjustments of acceding and non acceding countries of Central and Eastern Europe", ECSA-Italy research project, supported by the EU Commission, Agreement n. 2003-0249, (2003-2005).
- Coordinator of the research group on: An analysis of SMEs investment in Romania, CNR project n. 99. and OECD LEED program, (2000).

## PhD theses supervisions/examinations

- Member of the board for the evaluation of the Doctoral theses in management, Université Robert Schuman de Strasbourg; CESAG, IECS, Strasbourg, 2005.
- Co-Supervisor of the thesis by Davide Secchi, Doctoral consortium University of Pavia, 2004.
- Supervisor of the thesis by Michela Castagna, The choice among joint ventures and strategic alliances: evidence from Italian firms, Doctoral consortium University of Pavia, 2008.
- Member of the board for the evaluation of the Doctoral theses in management at the Faculty of Economics, University of Pavia and at Faculty of Economics, Bicocca University, Milan.
- External examiner of the Doctoral thesis by Kim Mijer: High performance working practices and innovation: a configurational approach; Facultat d'Economia, Departament de Direccio d'Empreses "Juan Josè Renau Piqueras", Valencia Spain, 2012.
- External examiner of the Doctoral thesis by Ferreras Méndez, José Luis: "Antecedents and outcomes of absorptive capacity: Three studies in the Spanish manufacturing sector"; Facultat d'Economia, Departament de Direccio d'Empreses "Juan Josè Renau Piqueras", Valencia Spain (2013).
- External examiner of the Doctoral thesis by Byoung Youp Lee entitled: "The effect of foreign ownership in emerging economy, evidence from Korean listed companies", supervised by Dr Pervez Ghauri at the Dpt. Management, King's College University, London (2012).
- Supervisor of the thesis by Maria Cristina Sestu, The Entry Mode choice of family firms: an empirical analysis, Doctoral consortium University of Padova, 2017.

## University Services

- Director of the Bachelor in Business Administration, Luiss University (2021-current)
- Director of the ACE Bachelor Triple degree. Luiss, Renimin and GWU
- Director of the Research Center CIBIE - Centre for International Business and the International Economy -(2005 - 2013)
- Head of the Double Degree program of the Department (2006 - 2013)
- Director of the 2 years MSc MIBE; Master course in International Business and Management (English) 2009 - 2015. I was the first Director and carefully plan this MSc which was one of the first MSc fully taught in English in a public University in Italy and that now has a significant share of international students.
- Member of the Board of Directors of the University of Pavia 2009 - 2013
- Member of the Senate of the University of Pavia 2017 - current
- Dean of the Department of Economics and Management 2017-current
- Member of the Governing body of the joint PhD program in Applied Economics and Management, University of Pavia and Bergamo, 2007-current

## Teaching

### *Luiss University and Luiss Business School*

2021- current	Fundamentals of Management
2019- current,	International Business
2019-2022	Executive MBA - International Business

2019-2022 Part-time MBA – International Business

*Pavia University, Italy*

2005-2007 Fundamentals of Management (undergraduate - Italian)  
2005 – 2011 International Business and Strategy (undergraduate - Italian).  
2007 – 2010 International marketing (postgraduate - English).  
2009-current International Management and Strategy (postgraduate- English)  
1996 - 1999 International financial markets (Master level – English)  
2004-2006 Firm valuation, (Master level – English)  
1996 - current Management and financial reporting, (Master level – English)  
2012 -2014 Research methods in Management PhD program DREAM  
2014 -2016 International business PhD program DREAM  
2018 EMBA-Ticinensis - Strategy

*Insubria University, Varese, Italy*

1996- 2004, Marketing (undergraduate - Italian)  
1996- 2002 Fundaments of Management (undergraduate - Italian)

*Université de Strasbourg, France*

2006 – 2014 International marketing, Strategy, undergraduate and graduate

*Università de Alcalà de Henares, Spain*

2008-2014 Università de Alcalà de Henares (SP), Faculty of Economics, Professor of International marketing, Master in Marketing management

*Faculty of Economics, University of Fribourg (Suisse).*

2012 -2013 International Management Fundamentals, Master Module, Faculty of Economics, University of Fribourg (Suisse).

*EMBA Aix-Marseille School of Management, France.*

2018 MBA - Strategy

**Executive/Master education**

- Luiss Business School, International Business, Various Master Courses
- Commercial Banking in “Master in Banking and Finance for developing countries” Giordano dell'Amore Foundation, from 1995 - 2001
- International Finance Master in banking and Finance for Central and Eastern European Countries, Giordano dell'Amore Foundation, 1995 - 2001
- Financial Control “Master in contabilità e controllo” University of Pavia, in Italian 1995-2005.
- International Finance, Master “Master LUISS in Finance and Accounting”, 1996; LUISS Rome.
- International Finance “Master in international Finance”, University of Pavia, 1999 a 2004.
- Web marketing “Master in Web & Business”. Università dell’Insubria: 2002 - 2003.

- Management foundation and firm strategy. “Master in cooperation and development” IUSS (Istituto superiore di Studi universitari) and University of Pavia, 1998 - current.
- Financial management “Master in Methods for Management of Complex Systems” IUSS and University of Pavia, 2003-2007.
- International business strategy, Master in International marketing, Università di Bergamo. 2009-current.

### **Conferences attended with presentation (selected)**

1. (1999) “The internationalisation strategies by Italian industrial district SMEs in the Euro era”, 7th European workshop, Spetsae Summer school (Greece) (8 July 1999).
2. (1999) “Gli investimenti italiani in Romania. I risultati di una ricerca sulle strategie delle imprese italiane nei distretti industriali romeni”, FinAfrica Foundation conference on L’integrazione economico-finanziaria dei PECO, Milan (21 September 1999).
3. (2000) “Are industrial clusters going international? The case of Italian SMEs in Romania”, Asac-Ilsam joint Conference, Montreal, Canada (8-11 July 2000).
4. (2001). “Internationalisation and performance: findings from a set of Italian SMEs” 27th EIBA Annual Meeting (Paris, 13-15 December 2001).
5. (2002). “The internationalisation of Italian SMEs in Romania: the replication of district relations in an international context”. 28th EIBA Annual Meeting (Athens, 8-10 December 2002).
6. (2003). “Corporate Governance and Social Responsibility: An Analysis of French and Italian SMEs”. 29th Annual EIBA (European International Business Academy) Conference, Copenhagen Business School, Dec. 11-13, 2003.
7. (2004). Delocalisation of Italian enterprises in Timisoara: a real cluster? Invited speaker, OECD-LEED Conference on: “Clusters of Enterprises and the Internationalisation of SMEs: the Case of the Romanian Region of Timisoara, 24 May 2004.
8. (2004). (with M. Cocito, R. Gatta, A. Onetti), Subsidiaries within a High-Tech MNC. A reappraisal of the Role of Functions, paper presented at the EISAM workshop on: Coopetition Strategy: Toward a New Kind of Interfirm Dynamics? - Catania, September 16-17, 2004.
9. (2005) (with R. Strange), Economic Liberalisation and FDI Location Decision: Evidence from Italian Firms in Central and Eastern Europe, 31th EIBA Conf., Dec. 14-16, 2005; Norwegian Management School.
10. (2006) (with L. Dalla Valle), Country dispersion, risk and international performance. An analysis of a sample of Italian manufacturing SMEs, in: 32nd EIBA Annual Conference, Fribourg, 2006.
11. (2006) (with M. Presutti), The Determinants of foreign direct investment location in Italy. An analysis of institutional features., in: 32nd EIBA Annual Conference, Fribourg, 2006
12. (2007) (with M. Presutti), The effect of institutional features and agglomeration economies on MNC location choices: evidence from Italy., in AIB UK Chapter Annual Conference, King's College, April 13 - 14th 2007, University of London.

13. (2007) (with Presutti M., Boari C.), (2007) Start-ups, knowledge acquisition and knowledge exploitation: does proximity really matter? 2007 Annual Meeting of the Academy of Management; Philadelphia PA; August 3-8, 2007
14. (2007) (with Presutti M., Boari C.), The Processes of Knowledge Acquisition and Knowledge Exploitation of High-tech Start-ups: An Empirical Analysis, San Diego CA, 14-17 October,
15. (2007) Panel session: Semantic based knowledge and textual data analysis for internationalisation: Methodologies and applications, Invited speaker at the panel session, Chair: Pervez Ghauri, Manchester Business School; 33rd EIBA Conference, Catania, 13-15 December
16. (2007) (with Michela Castagna), The choice among joint ventures and strategic alliances: evidence from Italian firms, 33rd EIBA Conference, Catania, 13-15 December
17. (2008) (with Roger Strange), Corporate Control and International Diversification: Evidence from Italian Firms, AIB 2008 Annual Meeting, Milan, Bocconi University, Italy, June 30- July 3, 2008
18. (2009) (with Roger Strange), Corporate Control and International Diversification: Evidence from Italian Firms, 35th EIBA Annual Conference - Valencia, 13-15 December 2009, "Reshaping the Boundaries of the Firm in an Era of Global Interdependence".
19. (2010) (with Ulrike Mayrhofer & Joaquin Camps), The Choice Between Joint Ventures And Non-Equity Alliances: Evidence From Italian Firms, 36th EIBA Annual Conference - Porto, 9-11 December 2010, "IB'S Role in Building a Better and Stronger Global Economy", Host: School of Economics of the University of Porto.
20. (2011) Corporate ownership and internationalisation: the effects of family, bank and institutional investor ownership in the UK and in Continental Europe, Proceedings of the 38th AIB-UKI Conference, "International business: new challenges, new forms, new practices, University of Edinburgh Business School, April 14-16, 2011; ISBN 978-0-9568765-0-8.
21. (2011) (with Joaquin Camps Torres and Federico Torres Carballo), XXI Congreso ACEDE – (Asociación Científica de Economía y Dirección de la Empresa), The effect of board composition and intangible resources on the level of firms international diversification: an integrated approach, Barcelona 4- 6 septiembre
22. (2012). Academy of International Business, AIB Annual Meeting Washington, DC, USA: June 30-July 3, 2012. Invited speaker at the panel session: Approaches to the Modelling of MNE Location Choices, Chair Prof. Roger Strange;
23. (2012). Academy of International Business, AIB Annual Meeting Washington, DC, USA: June 30-July 3, 2012. Invited speakers to the session: Approaches to the Modelling of MNE Location Choices.
24. (2013) Corporate Ownership and Internationalization: The Effects of Family, Bank and Institutional Investor Ownership in the UK and in Continental Europe, V. Odorici, University of Bologna; A. Majocchi, University of Pavia & M. Presutti, University of Bologna. AIB Annual Meeting, Istanbul, Turkey July 3–6, 2013.
25. (2013) Are Family Firms More Internationally Involved than Non-Family Firms: The Case of Italy
26. (2013) Jean-Francois Hennart, Singapore Management University and University of Pavia, Antonio Majocchi, University of Pavia. AIB Annual Meeting, Istanbul, Turkey July 3–6, 2013,

27. (2013) European International Business Academy (EIBA), 39th Annual Conference, Universität Bremen, Germany, December 12th - 14th, 2013 Panel: Family Firms and Internationalization, Family Firms and Internationalization, with: J.-F. Hennart; A. Majocchi; J. C. Casillas; D. Morschett; B. Swoboda; J. Larimo; T. Pedersen; E. Forlani.
28. EURAM - 2014, Valencia. Spain. 4-7 June 2014. Symposium 02. MNEs and growth through clusters, F. Puig University of Valencia, Panellists: Cook, G.. Liverpool University, UK. H.O., Madhok, A.. York University, Toronto-Canada. Majocchi, A.. University of Pavia, Italy. Molina-Morales, X. University Jaume I, Castellon-Spain. Pandit, N.. Norwich Business School, London, UK.
29. EURAM - 2014, Valencia. Spain. 4-7 June 2014. , Regional and Global Exporting in SMEs: An Investigation of Ownership and Outside Managers
30. AIB 2014 Annual Meeting Vancouver, Canada, June 23-26, 2014 AIB 2014 Annual Meeting Vancouver, Canada, June 23-26, 2014, Panel on: The Internationalization of Family Firms Chairs: J.-F. Hennart, Tilburg University and L. Kano, University of Calgary Panelists: L. Kano, and Alain Verbeke, University of Calgary M. Van Essen, University of South Carolina A. Majocchi, University of Pavia E. Banalieva, Northeastern University Ruth V. Aguilera, University of Illinois at Urbana.
31. AIB 2014 Annual Meeting Vancouver, Canada, June 23-26, 2014, Striking the Right Balance: The Effect of Internally and Externally Generated Knowledge on Firms' Geographical Scope S. Denicolai, A. Majocchi, and A. Zucchella, University of Pavia
32. ANPAD - Associação Nacional de Pós-Graduação e Pesquisa em Administração Rio de Janeiro, (Brasil) 14 Setembro 2014, As Relações entre Estímulo a Inovação, Fatores Facilitadores e Mecanismos de Suporte no Desempenho, Inovador da Indústria Têxtil de Santa Catarina, Giancarlo Gomes, Antonio Majocchi, Joaquin Alegre
33. (2014) 10th Workshop on Family Firms Management Research – Bergamo, 22nd-24th May 2014
34. (2015) Invited Pannelist “Family Firms in the Global Economy” 20-21 November 2015 Global Strategy Journal conference.
35. (2016) Invited Pannelist: What Determines a Firm's Speed, Scope, and Intensity of Internationalization? 42nd EIBA Annual Conference – Vienna, 2-4 December 2016 - "Liabilities of Foreignness vs. the Value of Diversity: Conflict or Complement?"-WU – Vienna University of Economics and Business, Austria.
36. (2017) AIB 2017, Annual Meeting , The contribution of MNEs to building sustainable societies, Dubai, UAE, July 2-5, 2017
37. (2017) AIB 2017, member of the Faculty panel; Junior Faculty Consortium, July, 2 Dubai, UAE,
38. (2017) 43rd EIBA Annual Conference – Milan, 14-16 December 2017, "International Business in the Information Age", Politecnico di Milano, Italy. Session Chair: Antonio Majocchi. Extensions of international entrepreneurship.
39. (2018) AIB Annual Meeting Global Business And the Digital Economy, Minneapolis USA. June 25-28 2018. Chair of the session Internationalization in the Face of Institutional Diversity and Evolution
40. (2021) 47th EIBA Annual Conference – Madrid, 10-12 December, Invited Speaker at the Panel on Internationalization of Family Firms: From Tradition to Disruption.

41. (2022) 48th EIBA Annual Conference – Oslo, 8-10 December, Export promotion programs: which firms really need them?
42. (2023) Euram Conference, Dublin, Trinity College, 12-15 June, Founding Frequency: Exploring the factors that influence Habitual and One-time Entrepreneurs.