















**Management – Research Seminars**  
**Department of Economics and Management**  
**University of Pavia**

When and venue	Speaker	Presentation
<p>Tuesday 21 February            From 13:00 until 14:00            Board Room</p>	 <p><a href="#"><u>Antonio Majocchi</u></a>            Professor of International Business            Department of Economics and            Management            University of Pavia</p>	<p>“The Delicate Path to Internationalization for Family Firms. Balancing External Capital, External Managers and Foreign Work Experience”</p>
<p>Friday 17 March            From 11:00 until 12:00            Board Room</p>	 <p><a href="#"><u>Ravi Sarathy</u></a>            Professor of International Business and Strategy            School of Business D’Amore-McKim            Northeastern University</p>	<p>“The Relative Influence of Family and Culture on Entrepreneurial Orientation in Family and Nonfamily Firms in India &amp; Brasil”</p>
<p>Tuesday 4 April            From 14:00 to 15:00            Board Room</p>	 <p><a href="#"><u>Ulrike Mayrhofer &amp; Noémie Dominguez</u></a>            iaelyon School of Management            Jean Moulin University Lyon 3</p>	<p>“The internationalization of SMEs: An incremental process?”</p>
<p>Wednesday 26 April            From 14:00            Board Room</p> <p>Thursday 27 April            From 14:00            Common Room</p>	 <p><a href="#"><u>Pervez Ghauri</u></a>            Professor of International Business            University of Birmingham</p>	<p>“Qualitative Methods”</p> <p>"Managing the research lifecycle for your dissertation"</p>

When and venue	Speaker	Presentation
<p>Monday 8 May From 14:15 Room H</p>	 <p><b><u>Roger Strange</u></b> Professor of International Business University of Sussex</p>	<p>“Industry 4.0, Global Value Chains and International Business”</p>
<p>Wednesday 10 May From 14:00 to 15:00 Board Room</p>	 <p><b><u>Salime Mehtap</u></b> Professor of Entrepreneurship &amp; Organisational Behavior Princess Sumaya University for Technology</p>	<p>“The Entrepreneurial Climate in the MENA Region: A Focus on Jordan”</p>
<p>Tuesday 16 May h 13:00-14:00 Board Room</p>	 <p><b><u>Alberto Gaggero</u></b> Professor of Economics University of Pavia</p>	<p>“The Hidden Side of Dynamic Pricing: Evidence from the Airline Market”</p>
<p>Thursday 25 May h 13:00-14:00 Board Room</p>	 <p><b><u>Elenka Brenna</u></b> Professor of Health Economics Università Cattolica del Sacro Cuore</p>	<p>“Healthcare tax credits: financial help to taxpayers or support to higher income and better educated patients? Evidence from Italy.”</p>

When and venue	Speaker	Presentation
<p>Monday 5 June h 13:00-14:00 Board Room</p>	 <p><b><u>Andreea Enache</u></b> Postdoctoral Fellow at University of Bocconi</p>	<p>“Nonparametric Estimation for Regulation Models”</p>
<p>Friday 9 June From 14:00 until 15:00 Board Room</p>	 <p><b><u>Giovanni Valentini</u></b> Professor of Strategic Management IESE Business School University of Navarra</p>	<p>“Problems and (imperfect) solutions for establishing causality in management research”</p>
<p>Thursday 15 June h 13:00 Board Room</p>	 <p><b><u>Andrea Riganti</u></b> University of Milan</p>	<p>“Cost-containment policies in healthcare sector. The example of ESTAV in Tuscany”</p>
<p>Monday 19 June h 13:00 Board Room</p>	 <p><b><u>Jérôme Massiani</u></b> Università Ca' Foscari, Dipartimento di Economia</p>	<p>“Evaluating policies for the diffusion of innovative technologies: the case of Electric Vehicles supporting policies”</p>