

FRANCESCA SANGUINETI

PhD Student in Marketing
International Business specialization
Georgia State University, GA, USA
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The combination of International Business education and industry experience in retailing nourished my curiosity of International Entrepreneurship. Specifically, my main areas of interest include family business, entrepreneurial exit, fashion and circular economy, and export strategy. My international experiences help me develop an open, flexible, and adaptable mindset. These characteristics, mixed with my curiosity, communication skills, and a persevering problem-solving attitude, represent my key strengths.

PROFESSIONAL EMPLOYMENT

- 2016 - 2017** Area Retail Manager. Miroglio Fashion Srl, Alba (CN), Italy
- 2015 - 2016** District Retail Manager. Calzedonia SpA, Dossobuono di Verona (VR), Italy
- 2014 -2015** Process Consultant. Engineering. Ingegneria Informatica SpA, Torino (TO), Italy

EDUCATION

- 2020 - current** PhD Student in Marketing. Specialization: International Business.
Georgia State University, GA, USA
Main advisor: Professor Qian Gu
- 2017 - current** PhD Candidate in Applied Economics and Management
University of Pavia & University of Bergamo, Italy.
Tentative Title: “*Three essays on Entrepreneurial Exit: A description of the current Literature, After-acquisition Choices, and an analysis of Habitual Founders.*” Thesis Submission Date: September 2020.
Supervisor: Professor Antonio Majocchi
- Fall 2018** Visiting Scholar: CIBER, Georgia State University
J. Mack Robinson College of Business, Atlanta, GA, USA.
Supervisor: Professor Salih Tamer Cavusgil
- 2012 – 2014** Master Degree in International Business and Economics (cum laude)
University of Pavia, Italy. Thesis title: “*Does firm age really matter? A comparison between SMEs and Start-ups in Equity Investments?*”.
Supervisor: Professor Stefano Denicolai
- 2008 – 2012** Bachelor Degree in “Economics and Corporate Management Sciences”
University of Genoa, Italy. Thesis title: “*Financial Advisors: a real value for investors?*”.
Supervisor: Professor Barbara Alemanni
- Spring 2007** High School Study Abroad Diploma – WEP Organization
Mount Maunganui College, Tauranga, New Zealand

RESEARCH

PEER REVIEWED JOURNAL PUBLICATIONS

1. Ku, S., Cavusgil, S.T., Ozkan, K., de Aguillar Pinho, C., de Aguillar Pinho, M.L., Poliakova, E., Sanguinetti, F., Sharma, S. (2020), The Great Lockdown Recession and International Business, *Rutgers Business Review*, Vol 5 (1), 113-135; <https://ssrn.com/abstract=3660160>
2. Napier, E., Sanguinetti, F. (2018), Fashion Merchandisers' Slash and Burn Dilemma: A consequence of Over Production and Excessive Waste?, *Rutgers Business Review*, Vol. 3 (2), 159-174; <https://ssrn.com/abstract=3289411>
3. Sanguinetti, F. (2017), Start-Ups and SMEs investment features: Spotlight on Italian reality, *Economia Aziendale Online*, Vol 8 (3), 193-203 -Master Thesis-; <http://dx.doi.org/10.13132/2038-5498/8.3.193-203>

WORKING MANUSCRIPTS

1. "Prospect Theory inspired propositions about Italian Family Firms" (with S. Deligonul, A. Majocchi, and S. T. Cavusgil). Target: *Journal of Family Business Strategy*
2. "Entrepreneurial Exit Literature at the Individual Level of Analysis: A Bibliometric Review" (with F. Moretti). Target: *Journal of Business Venturing*
3. "Entrepreneurial choices determinants after firms' acquisition: do they stay, or do they go?" (with A. Majocchi, and S. T. Cavusgil). Target: *Journal of Business Venturing*
4. "Entrepreneurs' post-exit path scenarios: a cross country analysis" (with A. Majocchi, and S. T. Cavusgil). Target: *Entrepreneurship Theory and Practice*
5. "Circular platforms as International Business enablers: How do they create, sustain, and capture value?" (with F. Moretti). Book chapter proposal.

CONFERENCE PRESENTATIONS

1. "Life after exit: The determinants of founding entrepreneurs' choices after their firms have been acquired", Academy of Internal Business Annual Meeting, Online, July 2020;
2. "The management goes to family members again: Is restoring managerial control boosting internationalization?", 28th Annual CIMaR Conference Consortium for International Marketing Research, Ankara, Turkey, June 17-20, 2019;
3. "Peculiar aspects of Family Business in Italy: Do business owners trade off growth for family ownership?", Academy of International Business UK & Ireland Chapter Conference, Brighton, UK, April 25-27, 2019;
4. "Are you ready to export? An Export Readiness Assessment model", 27th Annual CIMaR Conference Consortium for International Marketing Research, Atlanta, GA, USA, September 12-15, 2018.

SEMINARS

- Oct 2019 "International Business Seminar – Discussing Prospect Theory", University of Pavia, Italy

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- June 2019** “Life after exit: an analysis of entrepreneurs’ choices after exiting their firms”, International Entrepreneurship Workshop, Academy of Internal Business Annual Meeting, Copenhagen, Denmark, June 24-27, 2019
- Feb 2019** “Leaving Growth Benefits on the Table: Control and Persistence of Private Ownership among Italian Family Firms”, Ph.D. Workshop, University of Bergamo, Italy
- Nov 2018** Doctoral Consortium, Academy of International Business U.S. Southeast Chapter Conference, Nashville, TN, November 1-3, 2018

WEBINARS

- Aug 2020** “Does Cultural Resilience matter in overcoming major disruptions? The Italian Experience with the Global Health Pandemic” as part of the IB Webinar Series hosted by GSU-CIBER and sponsored by the CIBER MSI Consortium. Co-panelist: Giovanna Magnani and Seyda Deligonul.
Video available at
- June 2020** “Family Business Navigating Global Crisis” as part of the IB Webinar Series hosted by GSU-CIBER and sponsored by the CIBER MSI Consortium. Co-panelist: Qian Gu and Attila Yaprak.
Video available at https://www.youtube.com/watch?v=nEKKtRpyYbY&feature=emb_logo

AWARDS

- 2019** Giovanni Manera’s Prize, Best *Applied Economics and Management* PhD Student
University of Pavia, Italy (Value: €5.000)

TEACHING

- 2020 Spring semester** Co-Lecturer Strategic Management (IB-375); in person and online.
IES Abroad Milan, Italy
- 2019 Fall semester** Co-Lecturer Strategic Management (IB-375)
IES Abroad Milan, Italy
- 2019 Spring semester** Co-Lecturer Strategic Management (IB-375)
IES Abroad Milan, Italy

RESEARCH INTERESTS

Family Business; International Entrepreneurship; Entrepreneurial Exit; Fashion; Circular Economy.

TEACHING INTERESTS

International Business; International Entrepreneurship; Doing Business in; Strategic Management; Family Business.

REFERENCES

- Professor Antonio Majocchi; University of Pavia, Italy
- Professor Salih Tamer Cavusgil; Georgia State University, Atlanta, GA, USA
- Professor Gabriele Piccoli; Louisiana State University, LA, USA