



prof. Gabriele Santoro PhD.

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ABOUT ME

Prof. Gabriele Santoro, PhD., is Associate Professor of Business Management at the Department of Management, University of Turin, Turin, Italy. Dr. Santoro has authored/coauthored several papers in international journals such as Technovation, Technological Forecasting and Social Change, Small Business Economics, and Journal of Business Research. He is currently associate editor of EuroMed Journal of Business and Journal of Responsible Production and Consumption. He works and collaborates with several foreign universities and research institutions such as: University of Zilina's Faculty of Operation and Economics of Transport and Communications; Tomas Bata University in Zlin, Czech Republic; Abu Dhabi University, UAE.

His research topics are related to open innovation, digital transformation, platforms, growth hacking, artificial intelligence.

He is one of the shareholders of Progesia s.r.l.s., a consulting firm offering services related to strategy, ecommerce, digital marketing, and growth hacking.

Researcher ID: AER-0191-2022

SCOPUS H-index: 35

WoS H-index: 33

Google Scholar H-index: 42

WORK EXPERIENCE

- 2023 - CURRENT Turin, Italy
ASSOC. PROFESSOR, DEPARTMENT OF MANAGEMENT, UNIVERSITY OF TURIN
- 2017-2023 Turin, Italy
ASSISTANT PROFESSOR, DEPARTMENT OF MANAGEMENT, UNIVERSITY OF TURIN

EDUCATION AND TRAINING

- 2014 - 2017 Turin, Italy

PHD. UNIVERSITY OF TURIN. Topic: Open innovation and firm performance.

- 2014 Turin, Italy

Master's degree. UNIVERSITY OF TURIN. Topic: Business management and Strategy.

LANGUAGE SKILLS

Mother tongue(s): **ITALIAN**

Other language(s):

	UNDERSTANDING		SPEAKING	
	Listening	Reading	Spoken production	Spoken interaction
ENGLISH	C1	C1	C1	C1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

DIGITAL SKILLS

Self-Assessment				
Information processing	Communication	Content creation	Safety	Problem solving
Independent user	Independent user	Independent user	Basic user	Basic user

Digital skills - Self-assessment

Microsoft Office package: Microsoft Word, Excel, PowerPoint, Access, IBM Statistical package for Sciences, SPSS and SAS, Proficiency in Most of mathematics, Good Communication and Writing Skills, Research and analytical skills, Organizational and planning skills, Team-work oriented, Knowledge of presentation platforms (PowerPoint, Prezi, Canva) social media including Facebook, WhatsApp, and Twitter, R, Video Conferencing (Zoom, Teams, Skype, Webex) – Advanced.

MANAGEMENT AND LEADERSHIP SKILLS

Editorial skills

- Associate Editor of the Journal "EuroMed Journal of Business".
- Guest Editor of the special issue "Growth hacking. From theoretical understanding to practical application" for Journal of Business Research (Elsevier).
- Guest Editor of the special issue "Driving a digital, green, social, and inclusive economy: implications for organizations and people" for the journal Business Ethics, the Environment and Responsibility (Wiley).
- Guest Editor for the special issue "Opening up the black box on digitalization and agility: key drivers and main outcomes", Technological Forecasting and Social Change (Elsevier).
- Guest Editor of the special issue "The Rise and Consolidation of Digital Platforms and Technologies for Remote Working: Opportunities, Challenges, Drivers, Processes, and Consequences", Journal of Business Research (Elsevier).
- Guest Editor of the special issue "Digitalization and Sustainability in the Tourism and Hospitality Sectors", Journal of Sustainable Tourism (Routledge).
- Guest Editor of the Edited book "The Annals of Business Research – Business Model Innovation: New Frontiers and Perspectives", Routledge (Taylor & Francis Group).

- Guest Editor for the special issue “Redesigning firms' and stakeholders' value in the food and beverage industry: initiatives beyond sustainability”, British Food Journal (Emerald).
- Guest Editor for the special issue “Stakeholder Relationship Management in the Public and Private Sectors: Implications for the European – Mediterranean Region”, Euromed Journal of Business (Emerald).

Job-related skills

- Member of SIMA (Società Italiana di Management).
- Member of the Scientific Committee of Progesia s.r.l.s.
- Deputy Secretary of the Research Center “Centro Imprenditorialità e Management” (CIMA), Turin, Italy.
- June 2022 – today. External evaluator of scientific proposals for the National Center for Science and Technology Assessment, Ministry of Research of Kazakhstan.
- May 1, 2022 - today. External consultant for research at Abu Dhabi University. This is a collaboration aimed at supervising a research project for participation in competitive calls and publication in scientific journals. Specifically, my task is to be the "supervisor" of the project.
- Research Fellow at Q-Institute (Higher Education Institution under accreditation process by NCFHE). <https://www.q.institute/the-team/>
- Reviewer for many journals such as: British Journal of Management, Technovation, Journal of Business Research, Technological Forecasting and Social Change, Research Policy, Journal of Product Innovation Management.

PUBLICATIONS

Selection of publications (top 5)

1. Bargoni, A., Smrčka, L., Santoro, G., & Ferraris, A. (2024). Highway to hell or paradise city? Exploring the role of growth hacking in learning from innovation failure. *Technovation*, 131, 102945.
2. Bertello, A., De Bernardi, P., Santoro, G., & Quaglia, R. (2022). Unveiling the microfoundations of multiplex boundary work for collaborative innovation. *Journal of Business Research*.
3. Bhatti, S. H., Santoro, G., Khan, J., & Rizzato, F. (2021). Antecedents and consequences of business model innovation in the IT industry. *Journal of Business Research*, 123, 389-400.
4. Santoro, G., Messeni-Petruzzelli, A., & Del Giudice, M. (2020). Searching for resilience: the impact of employee-level and entrepreneur-level resilience on firm performance in small family firms. *Small Business Economics*, 1-17.
5. Santoro, G., Bresciani, S., & Papa, A. (2018). Collaborative modes with Cultural and Creative Industries and innovation performance: The moderating role of heterogeneous sources of knowledge and absorptive capacity. *Technovation*.

PROJECTS

Grants, research projects

1. May 2022. Principal Investigator of the project "Research of the eco-innovation potential of the SME segment in the context of sustainable development," submitted for public funding to the Ministry of Education of the Czech Republic. The project presented in collaboration with: Tomas Bata University of Zlín, Faculty of Management and Economics, Department of Business Administration, Mostní 5139, 760 01 Zlín, Czech Republic (co-applicant of the project).
2. Project financed by MUR (Ministero Università Italiana). Title of the project: “Growing Resilient Italian SMEs”. Total budget: about 321.000 euro.

Research profiles descriptors

- Social Sciences and Humanities - Alternative A

Criteria	Minimum	Fulfillment of the criteria
Publications in WoS/Scopus	9	79
Publications in total	9	79
Citation in WoS/Scopus	18	3154
Citation in total	38	3154
Monograph	-	4
Solutions for technical practices	-	-

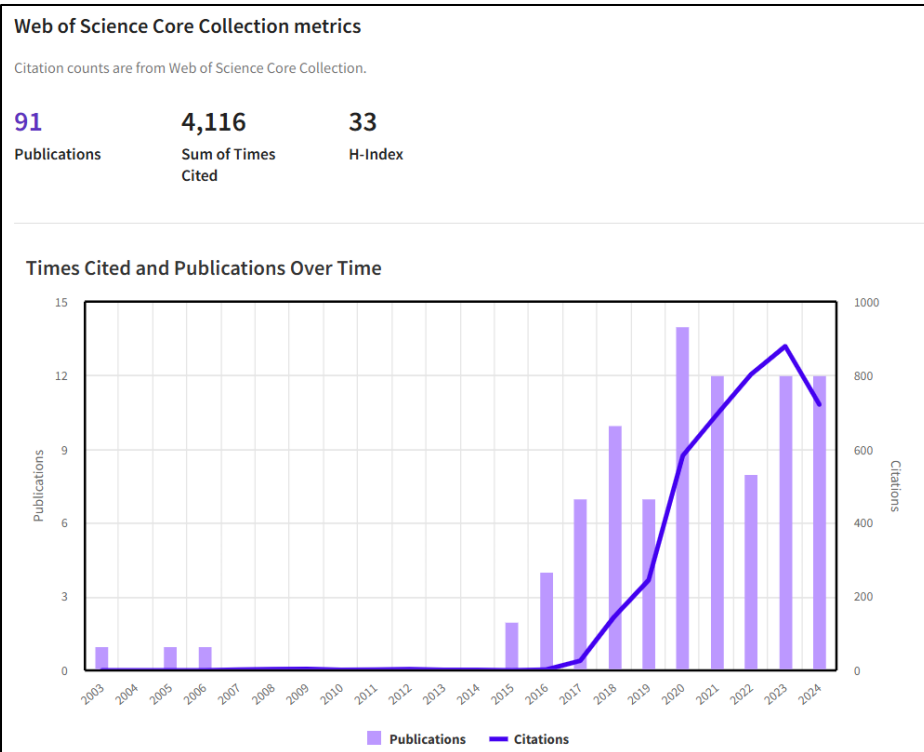
DRIVING LICENCE

Driving License: B

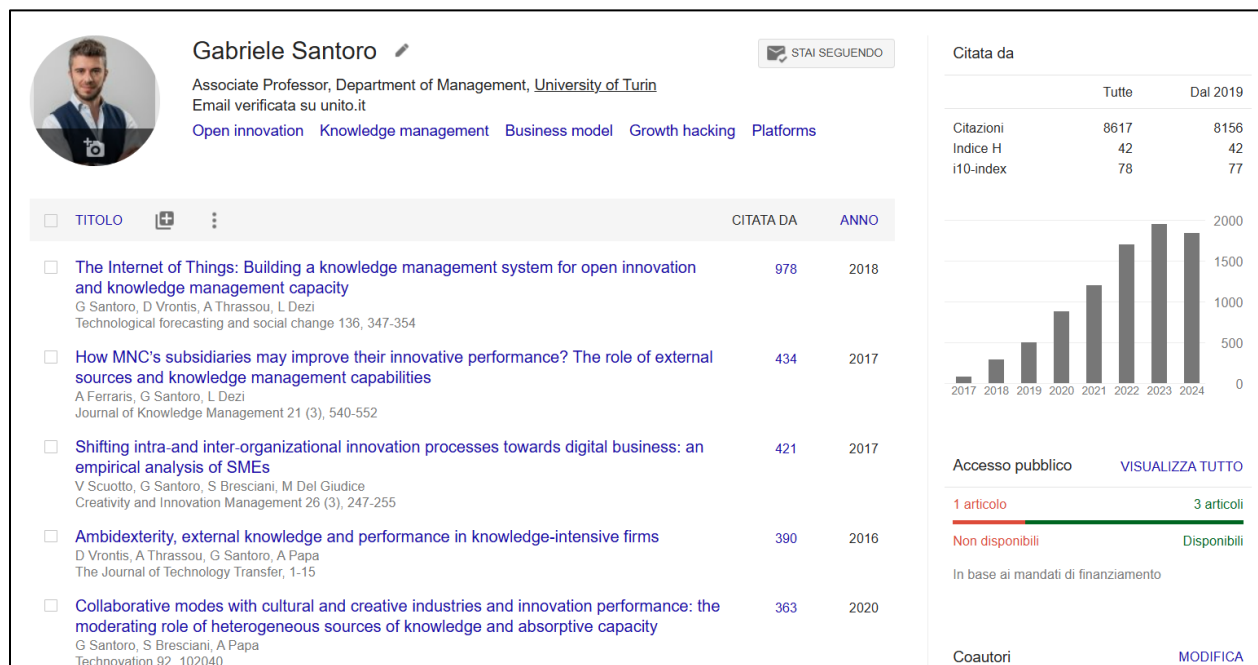
ATTACHMENTS



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Source: <https://scholar.google.com>