

Marco Castellani

Curriculum vitae
with the list of publications



● INFO

✓ Bio

Place of birth: Cremona

Date: 1966, April 19

Nationality: Italian; honorary citizen of Davenport (Iowa) and Owensboro (Kentucky)

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Personal web page <https://sites.google.com/site/marcocastellaniunibs/>

Unibs web page <https://www.unibs.it/ugov/person/2246>

Google Scholar Citations <http://scholar.google.it/citations?user=QWDk4wQAAAAJ&itcstart=20&pagesize=20>

Scopus <https://www.scopus.com/authid/detail.uri?authorId=57191219582>

✓ EDUCATION

2003 PhD in Economic Sociology, Department of Social Sciences, University of Brescia. Title: “Livelli di aspirazione e procedimento *search and satisficing*. Il contesto organizzativo nella rappresentazione cognitiva del decisore” (supervisor: prof. Giancarlo Provasi). Defense date: 2003, March, the 3rd.

1998 Master Degree in Economics and Business Administration, University of Brescia. Title: “Capire il paradosso: uno studio multidisciplinare attraverso i fondamenti, le strutture e le possibilità di soluzione” (supervisor: prof. Leonardo Parri, co-supervisor: prof. Giancarlo Provasi). Defense date: 1198, July the 14th.

✓ ACADEMIC POSITIONS

May20 → now Full Professor of Economic Sociology, Department of Economics and Management, University of Brescia.

Dec16 → Apr20 Associate Professor of Economic Sociology, Department of Economics and Management, University of Brescia.

Dec10 → Nov16 Assistant Professor of Economic Sociology, Department of Economics and Management, University of Brescia.

● RESEARCH

✓ INTERNATIONAL PROJECTS (Organization, managing activity and coordination of research projects on a competitive basis; Participation in research projects on a competitive basis; organization, managing activity and coordination of research projects on a non-competitive basis, also by agreements with private institutions; Participation in research projects on non-competitive basis, also by agreements with private institutions)

2019 Principal Investigator (since June 2019) of the Research Project “SOCIALE - Il Brescia Nexus: infrastruttura sociale e abilità cognitive in una popolazione in invecchiamento” (2018-2020). Funded by Fondazione Cariplo. Partner: Fondazione Casa Industria, IRCCS Centro San Giovanni di Dio Fatebenefratelli, Socialis (“Centro Studi in imprese cooperative, sociali ed enti nonprofit”).

2015 ACT SOCIAL “Attracting communities towards social enterprise investment”, Call for Proposal “Supporting the demand and supply side of the market for social enterprise finance”, Ref. VP/2013/017 Budget Heading: 04.04 18 (Apr15-Jul15). Participation in the following workshops:

2015 Brescia, “Strumenti e metodi per finanziare l’impresa sociale: presentazione dei risultati del progetto Attracting Communities Towards Social Enterprise Investment - Act Social”, Department of Economics and Management, University of Brescia, June, 23.

2010 → 2011 ODISCRIMINATION “Discrimination Norms Enforced and Disrupted by Social Networks: A Research Program Using Simulation and Experiments”, managed by IEF Fellowship and funded by the European Commission to prof. Karoly Takacs (Corvinus University of Budapest), Financing agreement n. 236953. Member of the Research Unit (Jan10-Aug11).

2007 → 2010 CAPRIGHT (“Resources, Rights and Capabilities: in Search of Social Foundations for Europe”), Integrated project n 028549-CIT4), Member of the WP6 in collaboration with Fondazione Regionale Pietro Seveso. Participation in the following workshops:

2007 Oporto, “Resources, Rights and Capabilities: in Search of social foundations for Europe”, September, 19-21.

2006 → 2007 AgirE (“Anticiper pour une gestion innovante des restructurations en Europe”), Member of the Italian Research Unit Fondazione with the collaboration of Fondazione Regionale Pietro Seveso. Participation in the following workshops:

2007 Madrid, “Social and Local Actors, Information-Consultation, Processes, Bargaining”, April, 19-20.

2007 Essen, “Social Consequences of Restructuring”, June, 28-29.

2003 → 2005 EUROCAP “Social Dialogue, Employment and Territories. Towards a European Politics of Capabilities” (managed by prof. Robert Salais): Member of the Work Package 3 “Territories and Capabilities” (managed by proff. Martin Heidenreich, Robert Lindley and Serafino Negrelli) and Member of the Work Package 2 “From employability to Capability. Firms monographs” (managed by proff. Christina Garsten e Benedicte Zimmermann). Participation in the following workshops:

2004 Bamberg, “European politics of Capabilities: Regional Capabilities in the Knowledge Society. The Transformation of Eight industrial regions in Europe”, University of Bamberg, April, 23.

2004 Louvain-La Neuve, “Capabilities, Social Sciences and Evaluation of Public Policies”, November, 26-27.

2005 Cambridge, Workshop, SRC-Center for Business Research - University of Cambridge, March, 4-5.

✓ **NATIONAL PROJECTS**

2018 → 2019 Project “Disabilità e lavoro: indagine sulle imprese e sui lavoratori bresciani”, with OSMER (Osservatorio sul mercato del lavoro e sulle relazioni sindacali), Member of the Research Unit;

Project “Negoziazione di secondo livello”, with OSMER (Osservatorio sul mercato del lavoro e sulle relazioni sindacali); Member of the Research Unit;

2015 → 2019 Project “W2P2 – Work, Wealth, Production, Productivity”, within the Health&Wealth Faculty Strategic Project, Aims: “Tecnologie per la salute e il benessere”; Member of the Research Unit.

- 2016 → 2017** Project “Economia Circolare e rifiuti: il sistema Brescia”, in partnership with A2A and Università Cattolica di Brescia, coordinator of action n. 3 “La rappresentazione sociale della tutela ambientale rispetto alla gestione dei rifiuti” for the Department of Economics and Management, University of Brescia.
- 2016 → 2017** Project “Banco Energia”, in partnership with A2A and Università Cattolica di Brescia (coord: prof. Flaminio Squazzoni), Member of the Research Unit for the Department of Economics and Management, University of Brescia.
- 2005 → 2007** PRIN “Benchmarking territoriale: strumenti per l’analisi della performance e della competitività dei sistemi produttivi locali” (coord: prof. Sergio Albertini), Member of the Research Unit for the Department of Economics and Management, University of Brescia.
- 2005 → 2008** Project “SOCRATE, SOcietà artificiali per la Competizione e la collaborazione: Reti di conoscenza, reputazione orgAnizzativa e clusTER di medie e piccole imprese. Costruzione di un simulatore user-enabling”, funded by MURST, FIRB 2003, (coord: prof. Giancarlo Provasi), Member of the Research Unit for the Department of Economics and Management, University of Brescia, within the Strategic Project “Scienze umane, sociali ed economiche” (coord: prof. Rosaria Conte), in partnership with CNR Roma; Partners: CNR Rome, University Carlo Cattaneo, LIUC, University of L’Aquila, ThinkGolem, Democenter.
- 2005** Project “Le Fondazioni bresciane: nascita, governance e ricadute sulla comunità”, funded by Fondazione ASM, Department of Economics and Management, University of Brescia (coord: prof. Giancarlo Provasi), Member of the Research Unit.
- 2002 → 2003** Progetto “Sviluppo locale, capitale sociale e organizzazioni nonprofit”, funded by Fondazione CARIPLO, Department of Economics and Management, University of Brescia (coord: prof. Giancarlo Provasi), Member of the Research Unit.

✓ **NATIONAL AND / OR INTERNATIONAL AWARDS FOR SCIENTIFIC WORK**

- 2016** The paper “An experimental study on the impact of social mood on business strategies” [F. Squazzoni, L. Alengoz, M. Castellani], presented by Linda Alengoz on October, 15 in Turin, “International Conference Herbert Simon: Behavioral Economics Nudges and Heuristics for Public Policies”, received the second prize for the best abstract among young researchers.

✓ **REFEREE**

He serves as referee for the journals:

Stato & Mercato
Rassegna Italiana di Sociologia
Journal of Artificial Societies and Social Simulation
Sociological Research On Line
Advances in Complex Systems
Nonprofit and Voluntary Sector Quarterly
Journal for the Theory of Social Behaviour

✓ **OTHER PARTICIPATIONS IN CONFERENCES, CONFERENCES AND SEMINARS (NATIONAL AND / OR INTERNATIONAL)**

- 2020** **Torino** [co-authors N. Casnici, F. Bianchi] Status and attribution of abilities. A multilevel network study of an Italian secondary school, IV SISEC Conference, “La Riscoperta del valore. Politeismo e ibridazione dei mercati”, January, 30 – February 1, University of Turin, Campus Luigi Einaudi, (spkr. N. Casnici).

- Brescia** Brescia FIM-Cisl General Council - debate on decentralized bargaining in the province of Brescia; updated presentation of the Observatory data on the labor market and collective relations, 31 January, Cisl Brescia headquarters, via Altipiano d'Asiago (spkr: M. Castellani).
- 2019** **Vietri sul Mare (SA)** [co-authors N. Casnici, F. Bianchi] Status and segregation of adolescents with migratory backgrounds in friendship networks. Evidence from an Italian secondary school, 7th International Workshop in Social Network Analysis, University of Salerno, Vietri sul Mare (SA), October 29-31 (spkr: F. Bianchi).
- Brescia** [co-authors S. Albertini, N. Casnici] "L'Osservatorio sulla contrattazione collettiva di secondo livello in territorio bresciano", Conference "La contrattazione collettiva di secondo livello a Brescia", September 18, Department of Economics and Management, University of Brescia (spkr: M. Castellani and S. Albertini).
- Zurich** Hybrid Semantic Networks as Grounds of Cognitive Maps, 4th European Conference on Social Networks (EUSN 2019), September 9-12 (spkr: M. Castellani).
- Firenze** [co-authors F. Squazzoni, L. Alengoz, N. Casnici] Mapping the problem-space. An explorative study on the effects of social context information on managerial decisions in organizational settings, 2nd Annual Conference of Experimental Sociology (ACES), September 5-6, European University Institute (spkr: F. Squazzoni).
- Napoli** [co-authors N. Casnici, F. Bianchi] Integrazione e rendimento scolastico nell'istruzione secondaria: uno studio longitudinale nella provincia di Brescia; III Conferenza Annuale SISEC, "sviluppo e disuguaglianze. A sud del nord e a nord del sud", 31 Gennaio- 2 Febbraio (spkr: M. Castellani).
- Napoli** [co-authors N. Casnici, F. Squazzoni] "Investitori in rete: "scorciatoie" cognitive e rischi finanziari nel forum Finanzaonline", 3rd SiseC Annual Conference, "Sviluppo e disuguaglianze. A sud del nord e a nord del sud", January 31 – February 2 (spkr: N. Casnici).
- 2018** **Brescia** Conference "Disabilità sul posto di lavoro": presentazione del disegno della ricerca empirica sul territorio bresciano, Dept. Of Law, University of Brescia, October 18 (spkr: M. Castellani).
- Ancona** [co-authors S. Albertini, N. Casnici] I fattori determinanti la contrattazione integrativa aziendale nell'industria bresciana nel periodo di crisi, Faculty of Economics "Giorgio Fuà" and Department of Economics and Social Sciences of the Marche Polytechnic University, 33rd annual Conference of the Italian Association of Labour Economists, September 20-21 (spkr: Sergio Albertini).
- Utrecht** Cognitive maps as spatially distributed networks of concepts. A complementary framework proposal, Sunbelt 38a International Conference of Network Analysis, June 26 – July 1, Utrecht University, Domplein 29, 3512 JE Utrecht (spkr: M. Castellani).
- Milano** [co-authors F. Squazzoni, L. Alengoz] I meccanismi socio-cognitivi del nudging. Riflessioni e prospettive da un'indagine empirica, 2nd SiseC Annual Conference, Il destino del lavoro: Tra ricerca di senso e rivoluzione digitale, Etica, diritti e regolazione sessant'anni dopo The Human Condition, Catholic University of Sacred Heart, January 25-27 (spkr: L. Alengoz).
- 2017** **Rimini** [co-authors I. Beretta, C. Braga, L. Alengoz] L'economia circolare dalla percezione all'azione, ECOMONDO, 22nd Annual Conference, November 6-9 (spkr: C. Braga e L. Alengoz).
- Lione** [co-authors L. Alengoz] Mapping the mood: cognitive maps as a research tool for the analysis of decision-making process, Society for the advancement of socio-

economics, 29th Annual Conference, “What's Next? Disruptive/Collaborative Economy or Business as Usual?”, University of Lion, June 30 (spkr: L. Alengoz).

- Brescia** Gli accordi aziendali a Brescia dal 2008 al 2014. Premio di risultato, partecipazione e welfare aziendale - Progetto di ricerca W2P2, June 13, Dept. of Economics and Management, University of Brescia (spkr: M. Castellani).
- Piacenza** [co-authors M.L. Venuta, I. Beretta, M. Locatelli, L. Alengoz, C. Braga, E. Cabini, C. Castelazzo] Circular economy principles and waste management system of Brescia (spkr: M.L. Venuta), MatER Meeting - Innovation and trends in waste management, May 22-23.
- Roma** [co-authors F. Squazzoni, L. Alengoz] An experimental study on the impact of social mood on business strategies, I Conferenza Annuale SISEC, Università “La Sapienza”, Dept. of Social Sciences and Economics, DISSE, January 26-28 (spkr: L. Alengoz).
- 2016** **Torino** [co-authors F. Squazzoni e M. Testa) The anchor that makes you safe cannot help much. Heuristics of information search and communication in an online forum of investors under market uncertainty, “International Conference Herbert Simon: Behavioral Economics Nudges and Heuristics for Public Policies”, (spkr: M. Testa), October 15.
- Torino** [co-authors F. Squazzoni, L. Alengoz] An experimental study on the impact of social mood on business strategies, “International Conference Herbert Simon: Behavioral Economics Nudges and Heuristics for Public Policies”, (spkr: L. Alengoz), October 15.
- Milano** Different Bargaining Paths in Second-Level Agreements. Evidence from an Italian Study, 11th ILERA European Regional Congress, September 8-10 (spkr: M. Castellani).
- Brescia** DdBase Osmer: Quadro riassuntivo, dati preliminari e profili di ricerca, convegno “Ragioni e passioni della contrattazione collettiva di secondo livello. In ricordo di Mario Napoli”, University of Brescia, Dept. of Law, June 27 (spkr: M. Castellani).
- Brescia** Mercato del lavoro e contrattazione aziendale a Brescia, Università degli Studi di Brescia, Dip. di Economia e Management, May 17 (spkr: M. Castellani).
- 2015** **Milano** Intervento al seminario “Finanza sociale in Val Camonica: Messa alla prova nei territori. Le conclusioni del progetto Act Social”, Fondazione Sodalitas, July, 10 (spkr: M. Castellani).
- Londra** [co-authors F. Squazzoni, L. Alengoz] Is it always good to follow the mood? An experimental study on the impact of social mood on business strategies, 27th Annual Meeting of the Society for the Advancement of Socio-Economics (SASE), London, UK, July 2-4 (spkr: L. Alengoz).
- 2014** **Brescia** Local Programme Chair, 28th European Conference On Modelling Simulation, May 27-30.
- 2012** **Brescia** Intervento all’interno della tavola rotonda “I giovani tra vecchi e nuovi lavori”, Festival del Lavoro, June 2 (spkr: M. Castellani).
- 2011** **Nottingham** Report ‘Hybrid experiments in sociology’, Symposium at the Business School, Nottingham Trent University, November 24 (spkr: M. Castellani).
- 2009** **Gargonza** (co-authors Riccardo Boero, Giangiacomo Bravo and Flaminio Squazzoni) Third Party Reputation in Repeated Trust Games, ICORE09 - 1st International Conference on Reputation: Theory and Technology, March 18-20 (spkr: M. Castellani).

- Gargonza** (co-authors Riccardo Boero, Giangiacomo Bravo and Flaminio Squazzoni) Why Bother with What Others Tell You? An Experimental Data-Driven Agent-Based Model, ICORE09 - 1st International Conference on Reputation: Theory and Technology, March 18-20 (spkr: F. Squazzoni).
- 2008 Nijmegen** (co-authors Viviana Di Giovinazzo and Marco Novarese) Presentazione del paper 'Procedural Rationality and Happiness', Workshop on 'Happiness and capability: measurement, theory and policy', Radboud University, the Netherlands, August 22 (spkr: V. Di Giovinazzo).
- 2006 Brescia** Additional Referee, EPOS (Epistemological Perspectives on Simulation) - II Edition, October 5-6.
- Bologna** Oltre un modello dualistico della filiera. Riflessioni sul ruolo della governance territoriale nel distretto di Lumezzane, AIS-ELO National Conference, February 3-4 (spkr: M. Castellani).
- 2004 Ivrea** Dinamiche dei livelli di aspirazione: movimenti adattivi e controadattivi in un ambito socio economico simulato, 2nd Annual Conference of AISC (Associazione Italiana di Scienze Cognitive) - 'Lavoro e scienze cognitive: ambiente, tecnologie e attività', March 19-21 (spkr: M. Castellani).
- Ivrea** (co-authors: Riccardo Boero and Flaminio Squazzoni) Interdipendenza sistemica e interdipendenza cognitiva. Un modello astratto di simulazione ad agenti, 2nd Annual Conference of AISC (Associazione Italiana di Scienze Cognitive) - 'Lavoro e scienze cognitive: ambiente, tecnologie e attività', March 19-21 (spkr: F. Squazzoni).
- 2003 Torino** (co-authors: Riccardo Boero and Flaminio Squazzoni) Division of labor and organizational structure in an industrial district prototype. An agent-based simulation, Wild@Ace, Workshop on Industry and Labor Dynamics. The Agent-based Computational Economics Approach, October 3-4 (spkr: R. Boero).
- Augsburg** (co-authors: Riccardo Boero and Flaminio Squazzoni) Micro behavioural attitudes and macro technological adaptation in industrial districts. An agent-based simulation of a prototype, 3rd European Meeting of Applied Evolutionary Economics, EMAEE, April 10-12 (spkr: F. Squazzoni).
- 2002 Rovereto** (co-authors Riccardo Boero and Flaminio Squazzoni) La distrettualizzazione delle imprese come processo cognitivo. Simulazione di un sistema distrettuale tramite un prototipo computazionale basato su agenti, 1st Annual Conference of AISC (Associazione Italiana di Scienze Cognitive) - 'Scienze Cognitive ed Economia', September 20-21 (spkr: F. Squazzoni).
- 2002 Bologna** (co-authors: Riccardo Boero and Flaminio Squazzoni) Cognitive Identity and Social Reflexivity of the Industrial District Firms. Going beyond the Complexity Effect with an Agent-based Computational Prototype, RASTA 2002, International Workshop on Regulated Agent-Based Social Systems: Theories and Applications (organizzatori D. Modt, G. Lindermann and M. Paolucci), July 16 (spkr: F. Squazzoni).
- 2002 Aix-en-Provence** (co-authors Riccardo Boero e Flaminio Squazzoni): Growing Behavioral Attitudes, Reflexive Typification of Social Contexts and Technological Change in a Computational Industrial District Prototype, "8th International Conference of the Society for Computational Economics on Computing in Economics and Finance", June 27-29 (spkr: F. Squazzoni).

✓ PHD SCHOOLS COUNCIL

- 2015 → 2020** Member of the Council in the PhD Programme in "Economic Sociology and Labour Studies", GSSPS Network for the Advancement of Social and Political Studies in North West Italy - Nasp WEST.

● UNIVERSITY INSTITUTIONAL, ORGANIZATIONAL AND SERVICE ACTIVITIES

- 2019 → today** Coordinator in charge of the Master of Science in "Social Economy and Cooperative Enterprises" for the Department of Economics and Management of the University of Brescia.
- 2019 → today** President of the " Tutorship Commission", at the Department of Economics and Management of the University of Brescia.
- 2019 → today** Vice-Director of the University of Brescia Center for Research and Peace Services, in collaboration with CISP - Interdisciplinary Center for Peace Sciences - University of Pisa.
- 2015 → today** Member of the "Orientation Commission", at the Department of Economics and Management of the University of Brescia.
- 2014 → 2019** Member of the " Tutorship Commission", at the Department of Economics and Management of the University of Brescia.

● TEACHING

✓ TEACHING GIVEN IN UNIVERSITY COURSES IN THE LAST THREE YEARS

a.y. 2018-2019 → a.y. 2019-2020

Economic Sociology (9 CFU, 60 hours), given in Bachelor Degree courses of the Department of Economics and Management; University of Brescia;

Sociology of Organizations (6 CFU, 40 hours), given in Bachelor Degree courses of the Department of Economics and Management; University of Brescia;

Leadership and complex organizations (6 CFU, 40 hours), given in Bachelor Degree courses of the Department of Economics and Management; University of Brescia.

a.y. 2017-2018 **Economic Sociology** (9 CFU, 60 hours), given in Bachelor Degree courses of the Department of Economics and Management; University of Brescia;

Sociology of Innovation (6 CFU, 40 hours), given in Bachelor Degree courses of the Department of Economics and Management; University of Brescia;

a.y. 2012-2013 → today

Supervisor of 5 master's degrees and 27 Bachelor's degree theses at the Department of Economics and Management; University of Brescia.

a.y. 2015-2016 → a.y. 2017-2018

Sociology of Tourism (4,5 CFU, 30 hours), given in Bachelor Degree courses of the Department of Economics and Management; University of Brescia.

a.y. 2012-2013 → a.y. 2014-2015

Territories and Local Production Systems (9 CFU, 60 hours), given in Bachelor Degree courses of the Department of Economics and Management; University of Brescia.

a.y. 2013-2014 **Sociology of Organizations** (6 CFU), Master's Degree in Managing Engineering, Faculty of Engineering, University of Brescia.

Negotiations (2 CFU) SPS/09 – Economic Sociology, Faculty of Economics, University of Brescia

a.y. 2010-2011 → a.y. 2011-2012

Negotiation Processes within Organizations (9 CFU) (SPS/09 – Economic Sociology, Faculty of Economics, University of Brescia)

a.y. 2009-2010 → a.y. 2011-2012

Sociology (5 CFU) (SPS/07 - Sociology), Bachelor Degree in Industrial Design, Faculty of Engineering, University of Brescia

a.y. 2007-2008 → a.y. 2009-2010

Industrial Relations (3 CFU) (SPS/09 – Economic Sociology, Faculty of Law, University of Bergamo [Lecturer]).

a.y. 2003-2004 → a.y. 2009-2010

Additional teaching activities and extracurricular teaching tasks, at the Faculty of Economics of the University of Brescia. Referent for the teaching monitoring Commission of the Department of Social Studies of the University of Brescia – Faculty of Economics).

a.y. 2007-2008

Supervisor of 1 Bachelor's degree thesis at the Faculty of Law, Degree Course in Business Legal Operator, of the University of Bergamo.

a.y. 2006-2007

Teaching activity, modules and cycles of seminars for the courses of Industrial Relations, Sociology of Law and Sociology of work at the Faculty of Law of the University of Brescia.

a.y. 2005-2006

Additional teaching activities and extracurricular teaching tasks, for 15 hours, in support of the course "Sociology of Law" (SPS / 12), Faculty of Law, University of Brescia. Course title: "Arguing and negotiating in constituent assemblies".

Lecturer at MISP (International Master of Philanthropy and Socially Responsible Entrepreneurship) 2nd cycle - University of Bologna.

Additional teaching activities and extracurricular teaching tasks to support the course of Sociology of law, at the Faculty of Law of the University of Brescia).

a.y. 2002-2003 → a.y. 2003-2004

Additional teaching activities and extracurricular teaching tasks to support the courses of "Sociology of the information society", "ICT and new forms of organization"; Social Studies Department of the University of Brescia.

✓ EDUCATIONAL TEACHING ACTIVITIES BEYOND THE INSTITUTIONAL CHARGE

a.y. 2016-2017

Exercise cycle (3 meetings) given within the Course of Sociology of tourism, given within the Bachelor Degree Courses of the Department of Economics and Management; University of Brescia.

a.y. 2016-2017

Exercise cycle (3 meetings) given within the Course of Economic Sociology, given within the Bachelor Degree Courses of the Department of Economics and Management; University of Brescia

✓ TEACHING IN PHD COURSES

– COURSES

a.y. 2014-2015 → a.y. 2017-2018

Bounded Rationality and Social Action (CFU 3) PhD Programme in “Economic Sociology and Labour Studies”, GSSPS Network for the Advancement of Social and Political Studies in North West Italy - NASP WEST

a.y. 2011-2012 → a.y. 2012-2013

Bounded rationality and social action, PhD in Economic Sociology of the University of Brescia.

– PHD THESES

- 2019** Member of the Commission for the PhD dissertation of Juanfran Alvarado Valenzuela, part of the joint Doctoral Program of the University of Amsterdam and the University of Milan, April 8, at Agnietenkapel, Oudezijds Voorburgwal 231, Amsterdam.
- 2019** Co-supervisor (with Cinzia Meraviglia) of Yulia Dormidontova, for the PhD in Economic Sociology and Labor Studies (NASP-ESLS Program), press the Dept. of Social and Political Sciences, University of Milan: “Age discrimination in the labor market: a quantitative analysis”.
- 2016** Co-supervisor (with Flaminio Squazzoni) of Linda Alengoz, for the PhD thesis in Economic Sociology at the University of Brescia, Department of Economics and Management: “Social mood that matters: an analysis of social mood effects on business decision making and entrepreneurs”.

✓ AVERAGE EVALUATION ACHIEVED IN THE TEACHINGS REFERRED TO IN THE LAST THREE YEARS WITH REFERENCE TO THE TOTAL SATISFACTION OF THE ATTENDING STUDENT

	Average satisfaction rating		
	a.y. 2018-2019	a.y. 2017-2018	a.y. 2016-2017
Economic Sociology	8,3 (n=47)	8,3 (n=42)	-
Sociology of Organizations	8,6 (n=9)	-	-
Sociology of Innovations	-	7,4 (n=33)	-
Leadership and complex organizations	7,4 (n=35)	-	-
Sociology of Tourism	-	8,9 (n=16)	8,9 (n=12)

● OTHER INFO

✓ ASSIGNMENTS IN TEACHING AND RESEARCH

Jun2008 → May2009 Research fellow in SPS / 09, Economic Sociology, Department of Social Studies - University of Brescia.

Apr2006 → Sep2007 Research fellow in SPS / 09, Economic Sociology, Department of Social Studies - University of Brescia.

Feb2004 → Jul2005 Research fellow in SPS / 09, Economic Sociology, Department of Social Studies - University of Brescia, Faculty of Law.

2019 Teaching activity within the course in "Labor Law and Personnel Administration" (Conference Room of the ODCEC of Bergamo), on the following topics: 1) The National Collective Bargaining Agreement for Industrial and Industrial Relations, held with prof. Luciana Guaglianone, February 25; 2) Fundamentals of negotiation, given with the lawyer Daniela Manassero, April 16.

2018 Teaching activity within the training course for Destination Manager ("Tourist destinations: managing relationships"), Brescia, 17 May.

2015 Research activity within the project "Attracting communities towards social enterprise investment - ACT SOCIAL", Commissioner: Socialis.

2014 Teaching activity within the PhD for the Survey and Experimental Research Methodology course (XXIX - XXVIII- XXVII cycle), at Politecnico of Milan. Commissioner: Department of Management Engineering.

2013 Data processing and drafting of a socio-demographic research report on the areas of Franciacorta. Commissioner: Cogeme Onlus Foundation.

2013 Teaching activity for labor consultants on negotiation. Commissioner: Brescia Employment Consultants Order.

2010 Design and implementation of experimental protocols used for laboratory research within the project "Discrimination Norms Enforced and Disrupted by Social Networks: A Research Program Using Simulation and Experiments", n. 236953, presented to the European Union under the VII Framework Program, Framework SP3-PEOPLE-Support for Training and career development of researchers (Marie Curie) -Intra European Fellowship (IEF).

2008 Research activity within the project for training needs (RIFF) for the Province of Brescia. Client: Labor Sector of the Province of Brescia - AQM S.r.l. (Provaglio d'Iseo, BS).

2007 Research activity for the set-up of experiments at the University of Brescia, data processing and a summary report within the Socrates project "[Artificial companies for Competition and collaboration: Knowledge networks, organizational and cluster reputation of medium and small businesses. Construction of a user-enabling simulator "(FIRB 2003)]. Commissioner: Department of Social Studies of the University of Brescia.

Collaboration within the Eurocap project, drafting of business case studies - Brescia, within the framework of WP 2. Commissioner: Pietro Seveso Regional Foundation, Milan.

Collaboration within the AgirE project, territorial case study drafting, district of the Brescia Valleys. Commissioner: Pietro Seveso Regional Foundation, Milan.

Research activity for the drafting of a literature review with the proposal of an evaluation model on human capital in local systems. Commissioner: Department of Business Economics of the University of Brescia.

✓ LANGUAGES

Mother tongue: ITALIAN

Others: ENGLISH

Understanding		Spoken		Written
<i>Listening</i>	<i>Reading</i>	<i>Interaction</i>	<i>Oral</i>	
Advanced / efficacy (C1)	Advanced / mastery (C2)	Advanced / efficacy (C1)	Advanced / efficacy (C1)	Advanced / efficacy (C1)

✓ STATISTICS AND INFORMATICS SKILLS

- » Competence in the use of the main statistical processing packages, including SPSS and STATA (knowledge of programming through the “.ado” language).
- » Expertise in the management of the most used software for the development and conduct of laboratory experiments, such as "z-tree" (Zurich toolbox for readymade economic experiments), and ability to design experimental protocols through ad-hoc interfaces, such as NVivo or Noldus information technology, for interdisciplinary research.
- » Management of platforms for the recruitment of experimental subjects such as "Orsee" (online recruitment system for economic experiments) and related organization of layouts.
- » Design and implementation of the repertory grids, the main investigation tool on personal constructs, through dedicated software such as Ingrid, Coin, Prefan, Delta, Omnigird, Webgrid Plus, Idiogrid, Openregrid, Gridcor and related development of integration solutions with research tools on cognitive maps, such as Fcmapper, Mindmanager, or with qualitative analysis programs, such as NVivo.

✓ AFFILIATIONS

International Labour and Employment Relations Association (ILERA)
American Sociological Association (ASA)
Associazione Italiana Scienze Cognitive (AISC)
Society for Judgment and Decision Making (SJDM)
Research Group on Experimental and Computational Sociology (GECS) - Unibs
Osservatorio sul mercato del lavoro e sulle relazioni sindacali (OSMER) - Unibs
Brixia Accessibility Lab (BRAL) – Unibs
Centro di Ateneo University For Peace – U4P

● PUBLICATIONS

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- 2009** *La razionalità limitata nelle scienze sociali. Fondamenti, modelli e contesti decisionali*, Carocci, Roma [ISBN 9788843051397].

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- 2013** [co-author Michele Scalvenzi] *Analisi socio-demografica tra Franciacorta e Pianura. La rete territoriale* Fondazione Cogeme, Fondazione Cogeme Onlus, Rovato, [ISBN 9788890730801].
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✓ JOURNAL ARTICLES

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[co-author Ivana Pais], ‘Leaning against the wind’? Trajectories of restructuring processes and a framework proposal, Dept. of Social Studies, University of Brescia, 04-08.

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[co-authors Serafino Negrelli, Angelo Pichierri, Valentina Pacetti], Firms as conversion factors of local capabilities in the territories of Brescia and Turin, Dept. of Social Studies, University of Brescia, SOC 06-05.

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I livelli di aspirazione nel procedimento *search and satisficing*. Uno studio sperimentale di sociologia cognitiva, Working Paper, Dept. of Social Studies, University of Brescia, SOC 5-03.



I approve the treatment of my personal data processing according to the D. Lgs. 196/2003.

I declare that any information reported in this Curriculum Vitae with List of publications corresponds to the truth according to the D.P.R. 445/2000.

Brescia, June 24, 2020

A handwritten signature in black ink, appearing to read "Ulrico Castellani".