

# Curriculum Vitae of **Antonio Mastrogiorgio**



**University of Rome “Unitelma Sapienza”**

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## **Bio**

Antonio Mastrogiorgio is Assistant Professor of Business Organization at the University of Rome “Unitelma Sapienza” and possesses the Abilitazione Scientifica Nazionale as Associate Professor in Organizzazione Aziendale (ECON-08/A, ex SECS-P/10)

His research interests deal with organizational behavior & decision making, organizational neuroscience, behavioral economics, behavioral strategy, and evolutionary innovation. He investigates decision-making in organizational settings, through modern behavioral, psychological, and neuro-cognitive paradigms.

## **Academic work experience**

### **Academic qualifications:**

- Abilitazione Scientifica Nazionale as Associate Professor (Professore di II Fascia) in Organizzazione Aziendale (ECON-08/A, ex SECS-P/10) in the Italian academic system.

### **Directorial roles:**

- (1 December 2019 – 30 November 2021) Scientific Editor of the Neuroscience Lab (in partnership with Intesa Sanpaolo Innovation Center) at the IMT School for Advanced Studies Lucca.
- (September 2020 – 30 November 2021) General Secretary of the Scientific Committee of the Neuroscience Lab (in partnership with Intesa Sanpaolo Innovation Center) at the IMT School for Advanced Studies Lucca.

### **Academic positions:**

- (June 2024 – in progress) Assistant Professor of Business Organization (RTDA), Department of Law and Economics, University of Rome “Unitelma Sapienza”.
- (Spring 2024) Adjunct Professor of Organizational Neuroscience and of Judgment and Decision Making, John Cabot University.

- (1 April 2022 – 31 March 2023) Senior Research Collaborator (Assegnista di Ricerca) at AXES, IMT School for Advanced Studies Lucca. Project title: “Business Dynamics and Organization, Dynamic Capabilities, Applied Neuroscience”.
- (1 December 2019 – 30 November 2021) Senior Research Collaborator (Assegnista di Ricerca) at AXES, IMT School for Advanced Studies Lucca. Project title: “Research activity in business organization and organizational behavior”.
- (1 August 2017 – 31 July 2018) Research fellow (Assegnista di Ricerca) at the Department of Neuroscience, Imaging and Clinical Sciences, “G. d'Annunzio" University of Chieti-Pescara, Italy. Project title: “Forms of uncertainty in individual and collective behavior”.
- (1 May 2016 – 31 July 2017) Research Grant at the Department of Neuroscience, Imaging and Clinical Sciences, “G. d'Annunzio" University of Chieti-Pescara, Italy. Project topic: “Financial Contagion in the Abruzzo region”.
- (23 July 2014 – 30 April 2016) Member of MEFORM Unit (Formal and computational methods for research and experimentation into the fields of natural and social sciences), at CIRPS (Interuniversity Research Centre on Sustainable Development) in Rome.
- (a.a. 2008 – 2010) Adjunct Professor of Business Organization, University of L’Aquila.
- (a.a. 2009 – 2010), Teaching Assistant of Business Organization, University of Bologna.
- (2006 – 2008), Teaching Assistant of Business Organization, LUISS Guido Carli and University of L’Aquila.

## **Education**

- Visiting Scholar at the Konrad Lorenz Institute for Evolution and Cognition Research, Austria, ref: Prof. Werner Callebaut.
- Visiting Scholar at Centre for Computational Analysis of Social and Organizational Systems (CASOS) of the Carnegie Mellon University, USA, ref: Prof. Kathleen Carley.
- PhD in Management, University of Bologna:
  - Dissertation about behavioural dynamics of exploration studied by means of a simulation model of analogical reasoning.
  - Title: “Dinamiche Comportamentali dell’Esplorazione”.
  - Supervisor: Prof. Lucio Biggiero.
- BSc (grade: 110/110 *cum laude*) in Business Economics, University of Molise:
  - Dissertation in Statistics about Auto-Regressive Integrated Moving Average (ARIMA) models and Vectorial Auto-Regressive (VAR) models.

## **Publications**

### **Articles published on international peer-reviewed journals (in chronological order):**

1. Mastrogiorgio A., Mastrogiorgio M., Felin T. & Kauffman S., (2024). Quantum cognition in management research: A novel methodological framework with an application to causal ambiguity, *European Management Review*, 21(4), 939-962.  
DOI: 10.1111/emre.12688
2. Mastrogiorgio M., Mastrogiorgio A. (2024). A pluralistic perspective on the evolution of technological artifacts: the history of the electric guitar. *Academy of Management Proceedings*, 2024(1).  
ISSN (online): 2151-6561
3. Mastrogiorgio A. (2024). Meta-learning: Bayesian or Quantum? *Behavioral and Brain Sciences*, 47:e154.  
DOI:10.1017/S0140525X24000220
4. Gallagher, S. & Mastrogiorgio A. (2024), Economic interactions that are beyond simulation, *Journal of Economic Interaction & Coordination*, 19:553-577  
DOI: 10.1007/s11403-024-00410-6
5. Mastrogiorgio, A. & Lattanzi, N. (2023). Opaque Decision-Making in Organizations, *International Journal of Organizational Analysis*, 31(5), pp. 1243-1256.  
DOI: 10.1108/IJOA-12-2022-3523
6. Mastrogiorgio A. (2022). A Quantum Predictive Brain: Complementarity between top-down predictions and bottom-up evidence, *Frontiers in Psychology*. 13:869894.  
DOI: 10.3389/fpsyg.2022.869894
7. Bossi F., Di Gruttola F., Mastrogiorgio A., D'Arcangelo S., Lattanzi N., Malizia A.P. & Ricciardi E. (2022). Estimating successful internal mobility: A comparison between Structural Equation Models and Machine Learning algorithms, *Frontiers in Artificial Intelligence*. 5:848015.  
DOI: 10.3389/frai.2022.848015
8. Cristofaro M., Giardino, P. L., Malizia A. & Mastrogiorgio A. (2022). Affect and Cognition in Managerial Decision Making: A Systematic Literature Review of Neuroscience Evidence, *Frontiers in Psychology*. 13:762993.  
DOI: 10.3389/fpsyg.2022.762993
9. Mastrogiorgio A., Felin T., Kauffman S. & Mastrogiorgio M. (2022). More thumbs than rules: Is rationality an exaptation? *Frontiers in Psychology*. 13:805743.  
DOI: 10.3389/fpsyg.2022.805743
10. Malizia A.P., Bassetti T., Menicagli D., Patuelli A., D'Arcangelo S., Lattanzi N., Bossi F. & Mastrogiorgio A. (2021). Not all sales performance is created equal: personality and interpersonal traits in inbound and outbound marketing activities, *Archives Italiennes de Biologie*. 159, pp. 107-122.  
DOI: 10.12871/000398292021341
11. Mastrogiorgio A. (2021), Vigor and aspiration levels in neuroeconomics, *Behavioral and Brain Sciences*, 44, E129.  
DOI:10.1017/S0140525X21000182

12. Mastrogiorgio A., Zaninotto F., Maggi F., Ricciardi E., Lattanzi N. & Malizia P. A. (2021). Enhancing Organizational Memory Through Virtual Memoryscapes: Does It Work?. *Frontiers in Psychology*, 12:683870.  
DOI: 10.3389/fpsyg.2021.683870
13. Gallagher, S., Mastrogiorgio, A., & Petracca E. (2019). Economic reasoning and interaction in socially extended market institutions. *Frontiers in Psychology*, 10:1856.  
DOI: 10.3389/fpsyg.2019.01856
14. Mastrogiorgio, A., & Petracca, E. (2018). Satisficing as an alternative to optimality and suboptimality in perceptual decision making. *Behavioral and Brain Sciences*, 41, pp. 28-29.  
DOI: 10.1017/S0140525X18001358
15. Felin T., Kauffman S., Mastrogiorgio, A., & Mastrogiorgio M. (2016). Factor Markets, Actors and Affordances. *Industrial and Corporate Change*, 25(1) (Special Section: Exaptation as Source of Creativity, Innovation, and Diversity), pp. 133-147.  
DOI: 10.1093/icc/dtv049
16. Mastrogiorgio, A., (2015). Commentary: Cognitive Reflection Versus Calculation in Decision Making. *Frontiers in Psychology*, 6:936.  
DOI: 10.3389/fpsyg.2015.00936
17. Mastrogiorgio, A., & Petracca, E. (2015). Razionalità Incarnata. *Sistemi Intelligenti*, 27(3), pp. 481-504.  
DOI: 10.1422/82223
18. Mastrogiorgio, A., & Petracca, E. (2014). Numerals as triggers of System 1 and System 2 in the ‘bat and ball’ problem. *Mind & Society*, 13 (Special Issue: Bounded Rationality updated), pp. 135-148.  
DOI: 10.1007/s11299-014-0138-8
19. Barberio V., Mastrogiorgio, A., & Lomi, A. (2011). Individuals’ use of e-mail communication genres in open source software community building. *Human Technology*, 7(1), pp. 30-48.  
DOI: 10.17011/ht/urn.201152310898

### **Books:**

20. Mastrogiorgio A. & Di Nauta P. (2024). *Il Comportamento Esplorativo nell’Organizzazione*, Minerva Editore. In Collana STUDI MOA (foreword of Marcello Martinez).  
ISBN: 978-88- 98-85448-6
21. Carena, A., & Mastrogiorgio, A. (2012). *La trappola del Comandante. Alla scoperta degli errori cognitivi che ci impediscono di decidere correttamente*. Rizzoli-Etas (foreword of Massimo Egidi).  
ISBN: 978-88-17-05889-6

### **Chapters on books (in chronological order):**

22. Malizia, A. & Mastrogiorgio, A. (2021). The Cognitive-Emotional interactions in the brain: an organizational neuroscience perspective. In Cristofaro M., *Emotion, Cognition and Their Marvellous Interplay in Managerial Decision Making*, Cambridge Scholars.  
ISBN: 1-5275-6720-6

23. Mastrogiorgio, A. Petracca, E., Palumbo, R., (2021). Extended cognition and the innovation process. In Cattani G., Mastrogiorgio M., *New developments in evolutionary innovation: Novelty creation in a serendipitous economy*. Oxford University Press.  
ISBN: 9780198837091
24. Gallese V., Mastrogiorgio A., Petracca E. & Viale R., (2021). Embodied Bounded Rationality. In Viale R. (Ed), *Handbook of Bounded Rationality*. London: Routledge.  
ISBN: 9781138999381
25. Mastrogiorgio, A. & Mastrogiorgio M. (2020). The Role of Affordance Landscapes in Exaptive Innovations. In La Porta, C., Zapperi, S., Pilotti L., *Understanding innovation through exaptation*. Springer Nature.  
ISBN: 978-3-030-45784-6
26. Mastrogiorgio, A., & Petracca, E. (2016). Embodying Rationality. In Magnani L. & Casadio C. (Eds), *Model-Based Reasoning in Science and Technology*. Springer, pp. 219-237.  
DOI: 10.1007/978-3-319-38983-7
27. Biggiero, L., & Mastrogiorgio, A. (2016). A methodology to measure the hierarchical degree of formal organizations. In Biggiero L. (Ed), *Relational Methodologies and Epistemology in Economics and Management Sciences*. IGI Global pp. 206-231.  
DOI: 10.4018/978-1-4666-9770-6.ch007

**Conferences** (in chronological order):

28. Mastrogiorgio A., Di Nauta P., Martinez M (2024). Algorithmic transparency and algorithmic accountability in organizations, *itAIS2024, The XXI Conference of the Italian Chapter of Association for Information Systems*, Catholic University of the Sacred Heart, Piacenza, 11-12 October 2024.
29. Cattani G., Mastrogiorgio M., Mastrogiorgio A. (2024). A pluralistic perspective on the evolution of technological artifacts: the history of the electric guitar. *Druid 2024 Conference*, 11-13 June 2024, Nice, France.
30. Mastrogiorgio A., & Ooms F. (2023). Intrinsic brain activity in organizations. *Academy of Management, Conference in Organisational Neuroscience*, Rotterdam Business School 16-17 June 2023.
31. Mastrogiorgio, A., & Lattanzi N. (2022). Phasic and tonic alertness in opportunity recognition. *EURAM 2022 Conference*. ZHAW School of Management and Law, Winterthur, Switzerland, 15-17 June 2022.
32. Menicagli, D., & Mastrogiorgio A. (2022). Rethinking affordances as embodied nudging. *XII CONGRESSO NAZIONALE SIE 2022*. 2-3-4 Maggio 2022, IMT School for Advanced Studies Lucca.
33. Mastrogiorgio A., Adamo A., Lattanzi R., Ricciardi E, (2022 – forthcoming). Neuroscienze e governo delle aziende, *Convegno SIDREA 2022*, IMT School for Advanced Studies Lucca, 20-21 October 2022, Lucca.
34. Mastrogiorgio A. (2020). Opaqueness as a mark of minimal intelligence, *ZI Conference*, Yale School of Management, Yale University, 22-24 October 2020.

35. Mastrogiorgio, A., Gallagher S. & Petracca E., (2019). Economic reasoning and interaction in socially extended market institutions. *From brain to behavior: neuroscience and the social sciences, AISC midterm conference 2019*. IMT School for Advanced Studies, Lucca, 22-24 May 2019.
36. Mastrogiorgio, A., & Palumbo, R., (2018). Insight unwelcome. *Second International Conference on Exaptation and Inverse Question-Driven Innovation*. Palazzo Feltrinelli, Gargnano sul Garda, 26-27-28 April 2018.
37. Mastrogiorgio A. (2016). An Ecology of Nudges. *Fourth International Workshop of Herbert Simon Society: Behavioral Economics Nudges and Heuristics for Public Policies*. Turin, 15 October 2016.
38. Mastrogiorgio, A., & Petracca, E. (2015). Which embodiment for a theory of rationality? *Model-Based Reasoning Conference 2015*. Sestri Levante, 25-27 June 2015.
39. Mastrogiorgio, A., & Petracca, E. (2013). The embodiment of slow and fast thinking. *1st Conference Herbert Simon Society: Bounded Rationality Updated*. New York, 8-10 April 2013.
40. Mastrogiorgio, A., & Petracca, E. (2012). Rationality beyond Cognitivism: the hypothesis of embodied rationality. *Integration Potential of Modern Psychology and Directions of its Development*. Zaporizhzhya, 10-12 October 2012.
41. Mastrogiorgio, A., & Petracca, E. (2012). Setting the ground for a theory of embodied rationality. *LAREP Conference 2012*, Wroclaw, 5-8 September 2012.
42. Mastrogiorgio, A. (2011). The embodied dimension of rationality: a hypothesis. *LAREP/SABE/ICABEEP Conference 2011*. University of Exeter, 12-16 July 2011.
43. Biggiero, L., & Mastrogiorgio, A. (2011). Firms' absorptive capacity and industrial cluster dynamics: an application of Boolean networks. ARS 2011. *Third International Workshop on Social Network Analysis ARS'11 - Collaboration Networks and Knowledge Diffusion: Theory, Data and Methods*, (p. 45), Napoli, 23-25 June 2011.
44. Biggiero, L., & Mastrogiorgio, A. (2011). On the nature of exaptation and the complex co-generation of objects and functions. *10th International Conference of Sociocybernetics: Sociocybernetics and the increasing complexity of social life*, (pp. 22-23), Cracow University of Economics, Cracow, 20-25 June 2011.
45. Mastrogiorgio, A., & Carena, A. (2010). Epistemic Framing Effect: A hypothesis. *LAREP/SABE/ICABEEP Conference*. Cologne, 5-8 September 2010.
46. Barberio, V., Mastrogiorgio, A., Lomi, A. (2009). Coordination and discussion in a virtual community of production: a semantic network analysis. *X workshop dei Docenti e Ricercatori di Organizzazione Aziendale*. University of Cagliari, Cagliari, 29-30 Aprile 2009.
47. Del Gatto, S., & Mastrogiorgio, A. (2006). Stimoli olfattivi e preferenze del consumatore: un'analisi empirica nel settore turistico. *International Congress "Marketing Trends"*. University of Venice "Ca' Foscari", 20-21 January 2006.

**Conference proceedings, with ISBN (in chronological order):**

48. Menicagli, D., & Mastrogiorgio A. (2022). Rethinking affordances as embodied nudging. In Bellandi T., Frangioni G., *Atti del XII CONGRESSO NAZIONALE SIE 2022*. 2-3-4 Maggio 2022, IMT School for Advanced Studies Lucca.

ISBN: 979-12-210-1456-3

49. Mastrogiorgio, A., & Lattanzi, N. (2022). Phasic and tonic alertness in opportunity recognition. *Proceedings of the EURAM 2022 Conference*. ZHAW School of Management and Law, Winterthur, Switzerland, 15-17 June 2022.  
ISBN 978-2-9602195-4-8
50. Mastrogiorgio, A., & Petracca, E. (2012). Rationality beyond Cognitivism: the hypothesis of embodied rationality. In Bondarevskaya I., Tkalych M. (Eds), *Proceedings of the International Scientific and Practical Conference: Integration Potential of Modern Psychology and Directions of its Development*, Zaporizhzhya National University, Zaporizhzhya, Ukraine, October 2012 (pp. 44-46).  
ISBN: 978-966-599-388-9
51. Mastrogiorgio, A., & Petracca, E. (2012). Setting the ground for a theory of embodied rationality. In Gasiorowska A., Zaleskiewicz T. (Eds), *Microcosm of Economic Psychology, Proceedings of LAREP Conference 2012*, Wroclaw, 5-8 September 2012 (p. 201).  
ISBN: 978-83-935288-1-3
52. Mastrogiorgio, A., & Carena, A. (2010). Epistemic Framing Effect: A hypothesis. In Fetchenhauer D., Pradel J., Hoelzl E. (Eds), *A boat trip through economic change, Proceedings of the LAREP/SABE/ICABEEP Conference*, Cologne, 2010 (pp. 166-167).  
ISBN: 978-3-89967-651-8

#### **Paper on scientific repositories**

53. Marchetti J. & Mastrogiorgio A. (2023). Becoming Fake: An Evolutionary-Behavioral Framework on Fake News (January 27, 2023). Working paper available at SSRN: <https://ssrn.com/abstract=4340222> or <http://dx.doi.org/10.2139/ssrn.4340222>
54. Di Gruttola F., Mastrogiorgio A., Orfei M.D., D’Arcangelo S., Lattanzi N., Ricciardi E., Malizia P.A. (2023). Cognitive load dissonance and personality factors: an empirical analysis in organizational settings, bioRxiv, doi: <https://doi.org/10.1101/2023.12.05.570254>

#### **Selected seminars and academic talks (in chronological order):**

55. Mastrogiorgio A. Does money make us happier? *Brain Awareness Week, John Cabot University*, 13 March 2024.
56. Mastrogiorgio A., (2023). A quantum cognitive framework on causal ambiguity, *Department of Mechanics, Mathematics and Management, Politecnico di Bari* (6 September 2023).
57. Mastrogiorgio A. & Lattanzi N. (2022). Opaque decision-making in organizational settings. Virtual Workshop for the Special Issue on “Beyond Rationality in Organizations’ Choices: Exploring the Dark and the Bright Sides of Non-rational Decision-making” on the International Journal of Organizational Analysis, 3 November 2022.
58. Mastrogiorgio, A (2015). A methodology to measure the hierarchical degree of formal organizations. *Italian Systems Society (AIRS)*. Rome, 11 December 2015.

59. Mastrogiorgio, A., & Petracca, E. (2013). Slow and fast thinking: what can Embodied Cognition reveal? *Vienna Center for Experimental Economics, University of Vienna*, 18 January 2013.
60. Mastrogiorgio, A. (2012). Embodied Rationality. *Konrad Lorenz Institute for Evolution and Cognition Research (KLI)*. 13 December 2012.
61. Mastrogiorgio, A. (2009). La memoria nell'agire organizzativo. VII Ciclo di Seminari sull'Agire Organizzativo, *University of Milan*, 2009.

**Technical reports (in chronological order):**

62. Mastrogiorgio A. (2022). *Business Game e Neuroscienze Organizzative*, In Report: New Frontiers in Gaming, A cura di Intesa Sanpaolo Innovation Center. ISBN: 978-88-946906-0-6
63. Mastrogiorgio A., (2021). *Il benessere organizzativo: tra passato e presente*. Innovation Trend Report (Volume 4), Intesa Sanpaolo.
64. Orfei M.D. & Mastrogiorgio A. (2021). *Lo smart working nella società digitale. Impatto su società e individuo in una prospettiva neuropsicologica e comportamentale*. Technical Report – Neuroscience Lab - Intesa Sanpaolo Innovation Center.
65. Di Bernardino C., Mastrogiorgio A., Monaco E. & Palumbo R. (2016). *Le forme di contagio finanziario nella Regione Abruzzo. Evidenze empiriche e sviluppo di un modello di analisi*. Progetto finanziato da Abruzzo Sviluppo SpA in qualità di ente gestore dell'accordo programma "Abruzzo 2015", scheda progettuale "AS2 - Sistema anticrisi".
66. Mastrogiorgio, A., & Barberio, V. (2007). Cluster Culturali e Sviluppo Locale. In *Azioni e politiche delle autonomie locali per la competitività dei sistemi economici e territoriali*, Forum delle Autonomie Locali per la Competitività del sistema Paese. Dipartimento della Funzione Pubblica, Ministero per le Riforme e le Innovazioni nella Pubblica Amministrazione; Formez; FormAutonomie (pp. 133-150).

**Public talks, newspapers publications and scientific divulgation:**

67. <https://www.agendadigitale.eu/cultura-digitale/smart-working-e-transizione-ecologica-cose-e-come-funziona-loptione-smart/>
68. Collaboration with the Italian blog on behavioral economics [www.economicomportamentale.it](http://www.economicomportamentale.it) since April 2019 to December 2019.
69. An interview about psychology of decision making appeared on the mass circulation Italian newspaper *Oggi* in 2013.
70. A presentation of the book *La trappola del comandante* appeared on the mass circulation Italian newspaper *Panorama* in 2013.
71. *Gli errori della ragione*. Talk at the Festival Comportamenti Umani, Lodi, 12 May 2013.
72. Mastrogiorgio, A., & Barberio, V. (2007). *Cluster Culturali e Sviluppo Locale*. FORUM Pubblica Amministrazione, 2007, Italian Ministry for Reforms and Innovation in Public Administration. Bari.



## PhD Dissertation

73. *Dinamiche Comportamentali dell'Esplorazione* (2010), Department of Management, University of Bologna.

## Scientometrics

### Co-authorship network:

The co-authorship network of Antonio Mastrogiorgio includes about 30 scholars.

### Citations on main scientific journals:

List of main international journals, citing the articles of Antonio Mastrogiorgio (the list does not include secondary journals, chapters on books, books, conferences and white papers): *Academy of Management Annals; Academy of Management Review; Advances in experimental social psychology; AI & Society; Behavioral and Brain Sciences; Cognition; Cognitive Semiotics; Current Opinion in Environmental Sustainability; Decision; Economics Affairs; Entrepreneurship & Regional Development; European Management Journal; Frontiers in Artificial Intelligence; Frontiers in Human Neuroscience; Frontiers in Psychology; Harvard Kennedy School Misinformation Review; Industrial and Corporate Change; Information Technology and People; Integrative Psychological and Behavioral Science; Innovation and Development; Intelligence; International Business Review; International Journal of Management Reviews; International Journal of Academic Research in Business and Social Sciences; Journal of Behavioral Decision-Making; Journal of Behavioral and Experimental Economics; Journal of Business Research; Journal of Economic Interaction and Coordination; Journal of Economic Methodology; Journal of Experimental Psychology: General; Journal of Institutional Economics; Journal of Management; Journal of Management Studies; Journal of Management Inquiry; Journal of Neuroscience, Psychology, and Economics; Journal of Rural Studies; Journal of Small Business and Enterprise Development; Judgment and Decision Making; Kybernetes; Logos & Episteme; Organization Science; Management Decision; Management Research Review; Management Science; Mind & Society; Personality and Individual Differences; Phenomenology and the Cognitive Sciences; Philosophical Psychology; PlosOne; Psychology and Aging; Philosophy & Technology; Psychonomic Bulletin & Review; Regional Studies; Research Policy; Social Psychology; Social Psychology of Education; Strategic Change; Strategic Management Journal; Strategic Organization; Strategy Science; Sustainability; Synthese; Technovation; The Journal of Ethics; The Southern Journal of Philosophy; Thinking and Reasoning; Thinking Skills and Creativity; Trends in Cognitive Sciences; Vocations and Learning.*

Google Scholar profile, available at [Antonio Mastrogiorgio - Google Scholar](#)

## Research activities

### Research Projects (with indication of Project Funds):

- Topic: Cognitive load and the autonomic nervous systems in organizational settings  
Role: Antonio Mastrogiorgio with the role of *co-investigator*  
Period: since 01-04-2022 to 30-03-2023  
Research Position: Senior Research Collaborator (Assegnista di Ricerca) in “Business Dynamics and Organization, Dynamic Capabilities, Applied Neuroscience”  
Project Funds: [omitted]  
Project internal acronym: [omitted]
- Topic: Entrepreneurial alertness and opportunity recognition  
Role: Antonio Mastrogiorgio with the role of *principal investigator*  
Period: since 01-04-2022 to 31-03-2023

Research Position: Senior Research Collaborator (Assegnista di Ricerca) in “Business Dynamics and Organization, Dynamic Capabilities, Applied Neuroscience”  
Project Funds: [omitted]

3. Topic: Internal mobility in organizations  
Role: Antonio Mastrogiorgio with the role of *co-investigator*  
Period: since 01-12-2021 to 30-11-2022  
Research Position: Senior Research Collaborator (Assegnista di Ricerca) in “Research activity in business organization and organizational behavior”.  
Project Funds: [omitted]  
Project internal acronym: [omitted]
4. Topic: Organizational well-being and neuroscience  
Role: Antonio Mastrogiorgio with the role of *co-investigator*  
Period: since 01-12-2021 to 30-11-2022  
Research Position: Senior Research Collaborator (Assegnista di Ricerca) in “Research activity in business organization and organizational behavior”.  
Project Funds: [omitted]
5. Topic: Inbound and outbound marketing: Interpersonal traits of salesforce  
Role: Antonio Mastrogiorgio with the role of *co-investigator*  
Period: since 01-12-2019 to 30-11-2020  
Research Position: Senior Research Collaborator (Assegnista di Ricerca) in “Research activity in business organization and organizational behavior”.  
Project Funds: [omitted]  
Project internal acronym: [omitted]
6. Topic: Organizational memory and virtual reality  
Role: Antonio Mastrogiorgio with the role of *co-investigator*  
Period: since 01-12-2019 to 30-11-2020  
Research Position: Senior Research Collaborator (Assegnista di Ricerca) in “Research activity in business organization and organizational behavior”.  
Project Funds: [omitted]  
Project internal acronym: [omitted]
7. Topic: Salespeople’s empathy in the metaverse  
Role: Antonio Mastrogiorgio with the role of *co-investigator*  
Period: since 01-12-2019 to 30-11-2020  
Research Position: Senior Research Collaborator (Assegnista di Ricerca) in “Research activity in business organization and organizational behavior”.  
Project funds: [omitted]  
Project internal acronym: [omitted]
8. Project Title: “Forme di incertezza nel comportamento individuale e collettivo Behavioral economics for management” SSD SECS-P/07/08/10  
Role: Antonio Mastrogiorgio with the role of *principal investigator*  
Period: since 01-08-2017 to 31-07-2018  
Research Position: Assegnista di Ricerca in “Forme di incertezza nel comportamento individuale e collettivo”

## Research Grants (with indication of Project Funds):

9. Project Title: “Social Network Analysis (SNA) per lo studio delle relazioni tra imprese abruzzesi in funzione dei loro attributi” – SECS-P/10 Organizzazione Aziendale  
Role: Antonio Mastrogiorgio with the role of *co-investigator*  
Period: since 01-05-2016 to 31-07-2017  
Project Funds: [omitted]

## Other Research Collaborations:

10. Topic: Resource Based View, causal ambiguity and quantum cognition  
Role: Antonio Mastrogiorgio with the role of *principal investigator*
11. Topic: Behavioral strategy and evolutionary innovation  
Role: Antonio Mastrogiorgio with the role of *co-principal investigator*
12. Topic: Affect and cognition in managerial decision-making  
Role: Antonio Mastrogiorgio with the role of *co-investigator*
13. Topic: Embodied Bounded Rationality  
Role: Antonio Mastrogiorgio with the role of *co-principal investigator*
14. Topic: Cognitive biases and CEOs decision-making  
Role: Antonio Mastrogiorgio with the role of *co-investigator*  
Note: the project was conducted in collaboration with the Associazione Italiana Amministratori Delegati (AICEO) and LUISS Guido Carli.
15. Topic: General research activities for MEFORM Unit at the CIRPS (Centro Interuniversitario di Ricerca per lo Sviluppo Sostenibile), in Roma.  
Role: Antonio Mastrogiorgio with the role of *co-investigator*
16. Topic: Computational methods for organizational analysis  
Role: Antonio Mastrogiorgio with the role of *co-investigator*
17. Topic: Social and semantic networks in organizations  
Role: Antonio Mastrogiorgio with the role of *co-investigator*

## Teaching

### Undergraduate-level teaching:

- (June 2024 – in progress) Professor of Nuovi Modelli Organizzativi per la Sostenibilità (12 CFU), Organizzazione e Gestione delle Risorse Umane nella Transizione Digitale (5 CFU), Organizzazione Aziendale e Sistemi di Controllo Interno (6 CFU), Organizzazione Aziendale per le Imprese Sostenibili (5 CFU) at the University of Rome “Unitelma Sapienza”.
- (Spring 2024), Lecturer in Management and Psychology, Course: Organizational Neuroscience (Course in English language) — 45 hours course — at the John Cabot University.

- (Spring 2024), Lecturer in Management and Psychology, Course: Judgment and Decision Making (Course in English language) — 45 hours course— at the John Cabot University.
- (a.a. 2009 – 2010), Teaching Assistant of the Course: Human Resources Development and Leadership (Course in English language) at the University of Bologna.
- (a.a. 2009 – 2010), Adjunct Professor of Business Organization (II module) — 40 hours course — at the University of L’Aquila.
- (a.a. 2009 – 2010), Adjunct Professor of Business Organization (Course in English language) — 40 hours course — at the University of L’Aquila.
- (a.a. 2008 – 2009), Adjunct Professor of Business Organization (Course in English language) — 40 hours course — at the University of L’Aquila.
- (2006 – 2008), Teaching Assistant of the courses of Business Organization at LUISS Guido Carli and at the University of L’Aquila.

**Master-level teaching:**

- (December 2017), Course: *Healthcare Marketing*, at the Master in Nursing Management at the University of Chieti-Pescara.
- (12 February 2013), Seminar: *Cognitive Errors and Biases in Decision-Making* at the MBA (Master in Business Administration) at Luiss “Guido Carli”, Rome, Italy.

**PhD-level teaching:**

- (April 2017), Course: *Models of rationality*. PhD programme in Business and Behavioral Sciences, Department of Neurosciences, Imaging e Clinical Science at the University of Chieti-Pescara, Italy.
- (March 2016 – April 2016), Course: *Laboratory of Social Network Analysis*, PhD programme in Business and Behavioral Sciences, Department of Neurosciences, Imaging and Clinical Science at the University of Chieti-Pescara, Italy.
- (April 2016), Course: *Rationality and Decision-Making*. PhD programme in Business and Behavioral Sciences, Department of Neurosciences, Imaging e Clinical Science at the University of Chieti-Pescara, Italy.

**Executive-level teaching:**

- (March 2017), Course: *Decision Making & Problem Solving* in Performance Additives Italia Spa.
- (July 2013), Course: *Cognitive errors and biases in managerial and professional decision-making* for the managers of Telecom Italia Spa.
- (May 2013), Course: *Cognitive errors and biases in managerial and professional decision-making* for the managers of Telecom Italia Spa.

- (April 2013), Course: *Cognitive errors and biases in managerial and professional decision-making* for the managers of Telecom Italia Spa.
- (February 2013), Course: *Cognitive errors and biases in managerial and professional decision-making* for the managers of Telecom Italia Spa.
- (November 2012), Course: *Cognitive errors and biases in managerial and professional decision-making* for the managers of Telecom Italia Spa.

## **Academic services**

### **Membership in Editorial Boards of scientific journals:**

- Member of the Editorial Board of the *International Journal of Business Research and Management* (since 10-12-2020 and still in progress)
- Member of the Editorial Board (as Reviewer Editor) of the *Organizational Psychology* section of *Frontiers in Psychology* (since 16-2-2021 and still in progress)
- Member of the Editorial Board of the *Journal of NeuroPhilosophy* (since 12-8-2022 and still in progress)

### **Scientific Review activities:**

- Scientific Journals (in alphabetical order):
  - o *European Journal of Neuroscience*;
  - o *Evolutionary Human Sciences*;
  - o *Frontiers in Communication*;
  - o *Frontiers in Psychology — Organizational Psychology*;
  - o *International Journal of Business Research and Management*;
  - o *International Journal of Organizational Analysis*;
  - o *Management Decision*;
  - o *Technological Analysis and Strategic Management*.
- Scientific Books:
  - o *Routledge*.
- Scientific International Conferences:
  - o *EURAM 2022*.

### **Organization of Academic Conferences:**

- Member of the Organizing Committee of the *SIDREA 2022 Conference: Digitalizzazione e tecnologie intelligenti per il governo delle aziende. Il contributo dell'economia aziendale al Sistema Paese*. IMT School of Advanced Studies, 20-21 October 2022.

### **Design of Academic Courses:**

- Design of the course of Organizational Neuroscience, John Cabot University.
- Support to the design and writing activities for the institution of the *Laurea Magistrale in Economics and Behavioral Sciences* at the University of Chieti-Pescara, in collaboration with Prof. Riccardo Palumbo, (since 01-05-2016 to 30-11-2019).

### **Writing of Research Projects:**

- Support to the design and writing activities of several successful PON (Programma Operativo Nazionale) research projects within the PhD of Business and Behavioral Sciences at the University of Chieti-Pescara, in collaboration with Prof. Riccardo Palumbo, (since 01-05-2016 to 30-11-2019).
- Support to the design and writing of several research project for the MEFORM Unit at the CIRPS (Centro Interuniversitario di Ricerca per lo Sviluppo Sostenibile), in Roma, in collaboration with Prof. Lucio Biggiero, (since 23-07-2014 to 30-04-2016).

### **Activities related to Scientific Awards**

- Invited Nominator for the BBVA Foundation Frontiers of Knowledge Awards (17th Edition) – 400,000 Euros.

### **Methodological expertise**

Methodological expertise of Antonio Mastrogiorgio is heterogenous and markedly multidisciplinary. It includes the following domains (in alphabetical order):

- agent-based simulations - multi agent systems;
- case studies;
- laboratory and field experiments;
- semantic network analysis;
- statistics and psychometrics;
- social network analysis;
- systematic literature reviews.

All the domains, present in the list above, are included in the published contributions.

### **Computer skills & programming**

- Tools for statistics and data analysis: R, SPSS, JASP.
- Tools for relational data (network analysis): Ora, AutoMap, Ucinet, Pajek.
- Tools for simulation (agent-based models): NetLogo, LSD, Construct.

- Programming: MatLab, Python (basic level).

## **Languages**

- English: fluent.
- Italian: mother tongue.

## **Awards**

- A. Premio Forum delle Autonomie Locali per la Competitività del sistema Paese (Value: 5000 Euros, shared with Vitaliano Barberio). Title of the winning contribution “Cluster Culturali e Sviluppo Locale”

Competition organized within the FORUM PA 2007, Dipartimento della Funzione Pubblica, Ministro per le Riforme e l’Innovazione nella Pubblica Amministrazione. The competing contributions were evaluated by a scientific Committee composed of three professors of Italian Universities.

- B. Philip Morris Marketing Prize, winner (2001 Edition).

## **Referee**

[omitted]

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*January 2025*

*Antonio Mastrogiorgio*