

# ANDREA PATRUCCO, Ph.D.

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## *Bio and profile description:*

Andrea S. Patrucco, Ph.D. (Management, Economics and Industrial Engineering, Politecnico di Milano, 2014), is an Assistant Professor of Supply Chain Management in the Department of Marketing and Logistics at the Florida International University College of Business. His research interests are in the field of management of buyer-supplier relationships in both the private and public sectors. He has published over 60 peer-reviewed articles and research reports, which appeared in several academic journals such as the *Journal of Supply Chain Management*, *Public Administration Review*, *Public Management Review*, *International Journal of Production and Operations Management*, *International Journal of Production Economics*, *International Journal of Production Research*, *Supply Chain Management: an International Journal*, *Journal of Purchasing and Supply Management*, and *International Journal of Physical Distribution and Logistics Management*. He is one of the research leaders of the International Research Study of Public Procurement. He serves as Editor, Associate Editor, and Editorial Review Member for several supply chain management journals, including the *Journal of Supply Chain Management*, the *Journal of Purchasing and Supply Management*, and the *International Journal of Physical Distribution and Logistics Management*. Over the years, he has collaborated with several leading procurement organizations, including the National Association of State Procurement Officials (U.S.), NIGP: The Institute of Public Procurement (U.S.), the Institute of Supply Management (U.S.), the Publication Office of the European Union (Europe), the Chartered Institute of Purchasing and Supply Management (U.K.), the U.K. Department of Education (U.K.) and the Portugal Ministry of Health (Portugal).

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*Areas of expertise: private procurement; public procurement (E.U. and U.S.); supply chain management; project management; innovation management*

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## ACADEMIC APPOINTMENTS (fully authorized to work in the USA as a permanent resident)

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<i>August 2020 to date</i>	<b>Florida International University, College of Business</b> Assistant Professor, Department of Marketing and Logistics
<i>August 2017 to July 2020</i>	<b>The Pennsylvania State University, University College</b> Assistant Professor, Department of Project and Supply Chain Management
<i>November 2011 to date</i>	<b>Politecnico di Milano, Graduate School of Management</b> Adjunct Faculty, Supply Chain and Operations Management ( <i>July 2017 to present</i> ) Post-Doc and Lecturer, Supply Chain Management ( <i>January 2015 – July 2017</i> ) Teaching and Research assistant ( <i>November 2011 – December 2014</i> )
<i>March 2019 to date</i>	<b>Swiss School of Business and Management</b> Adjunct Faculty, Operations Management
<i>April 2018 to date</i>	<b>Universidad De Las Americas, Postgraduate School</b> Adjunct Faculty, Operations Management

## OTHER APPOINTMENTS

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<i>2022 to date</i>	<b>European Union Commission, Public Procurement Expert</b> Included in the public procurement expert task-force for advancing open data and transparency in public procurement.
<i>2018 to date</i>	<b>International Research Study of Public Procurement, Research Leader</b> Leading a research group of academics worldwide in bridging public procurement research with practitioners' needs
<i>2018 to date</i>	<b>NIGP: the institute of public procurement, Academic Board Member</b> Member of the Faculty Advisory Board; Ad-hoc collaborator in several government-related projects
<i>2019 – 2020</i>	<b>Paul Lawrence fellow, Case research foundation</b> Research Fellow, Case research in Operations Management
<i>2019 – 2020</i>	<b>Portugal Ministry of Health, external academic advisor</b> Member of the Health Procurement evaluation taskforce (with University of Lisbon) Design of an evaluation methodology for procurement in Portuguese health institutions

## EDUCATION

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December 2014, **Doctor of Philosophy in Management Engineering (degree with merit)**

Politecnico di Milano (Milan, Italy)

Dissertation: “*Creating Value through Public Procurement: organizational levers to improve procurement performance in the public sector*”

Dissertation Supervisors: Prof. Stefano Ronchi; Prof. Helen Walker

Dissertation Committee: Prof. Marika Arena, Prof. Arif Khurshed, Prof. Sebastian Mejer, Prof. Erik Van Raaij

July 2011, **Master of Science in Management and Industrial Engineering (110/110 cum laude)**

Dissertation: “*Achieving innovation through supplier collaboration: what is the role of the purchasing department?*”

Politecnico di Milano, Milan, Italy

Dissertation Supervisor: Prof. Stefano Ronchi

July 2009, **Bachelor of Science in Management and Industrial Engineering (106/110)**

Politecnico di Milano, Milan, Italy

Dissertation Supervisor: Prof. Maria Caridi

## TEACHING EXPERIENCE

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- Florida International University**
- 2020 to date*
- TRA 4721 – Global Logistics (Undergraduate)
  - SCM 6136 – Purchasing and Inventory Management (Master)
  - TRA 4203 – Principles of Logistics (Undergraduate)
- 2022 to date*
- Università degli Studi di Udine**
- Principles of Public Procurement (Master)
- Penn State University**
- 2017 - 2020*
- SCM 301 – Introduction to Supply Chain Management (Undergraduate)
  - SCM 460 – Purchasing and Supply Management (Undergraduate)
  - SCM 496 – Applied Topics in Supply Chain Management (Undergraduate)
  - MIS 404 – Supply Chain Processes Management with SAP-ERP (Undergraduate)
- 2018 to date*
- Universidad de las Americas**
- MDO 120 – Gestion de las Operaciones/Basics of Operations Management (MBA)
- Politecnico di Milano School of Management**
- 2013 to date*
- Supply Chain Management (MBA)
  - Decision making and negotiation (MBA)
  - Business Process management (MBA)
  - Project management (MBA)
  - Elements of Public Procurement (Specialized Master)
  - Basic of Business Management and Organization (Bachelor)
  - Business process management (Bachelor)
  - Supply Chain Management (Master)
  - Purchasing and Supply Management (Master)
  - Supplier Relationship Management LAB (Master)

## PUBLICATIONS

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### **Published peer-reviewed Articles**

1. Patrucco A.S., Bellis, P., Trabucchi, D., & Buganza, T. "Learning From Project Failures: Exploring Resource Orchestration Capabilities and Behavioral Biases in Buyer-Supplier Collaborations." *IEEE Transaction on Engineering Management*, <https://ieeexplore.ieee.org/document/10770288> (SJR: Q1; 3.6; AJG: 3, ABCD: A)
2. Patrucco A.S., Di Mauro C., Kappi K., Schotanus F. "Enhancing Strategic Public Procurement: a Public Service Logic Perspective." *Public Management Review*, <https://doi.org/10.1080/14719037.2024.2411630> (SJR: Q1; 6.6; AJG: 4, ABCD: A)
3. Patrucco, A. S., Trabucchi, D., Buganza, T., Muzellec, L., & Ronteau, S. (2024). Technology-enabled multi-sided platforms in B2B relationships: A critical analysis and directions for future research. *Industrial Marketing Management*. <https://doi.org/10.1016/j.indmarman.2024.08.012> (SJR: Q1; 8.2; AJG: 3, ABCD: A\*)
4. Patrucco A.S., Schoenherr T., Moretto A. (2024). "Driving supplier commitment in strategic buyer-supplier relationships: how can buyers keep their customer of choice status?". *International Journal of Production Economics*, 270, 109165. <https://doi.org/10.1016/j.ijpe.2024.109165> (SJR: Q1; 11.9; AJG: 3, ABCD: A)
5. Patrucco, A.S., Schoenherr, T., & Moretto, A. (2023). "The Value of Data-driven Category Management: A Case for Teaching Data Analytics to Purchasing and Supply Management Students." *Transportation Journal*, 62(4), 427-457 <https://doi.org/10.5325/transportationj.62.4.0427> (SJR: Q1; 1.1; AJG: NA, ABCD: B)
6. Patrucco, A. S., Marzi, G., & Trabucchi, D. (2023). The role of absorptive capacity and big data analytics in strategic purchasing and supply chain management decisions. *Technovation*, 126, 102814. <https://doi.org/10.1016/j.technovation.2023.102814> (SJR: Q1; 6.6; AJG: 3, ABCD: A)
7. Trabucchi D., Patrucco A.S., Buganza T., Marzi, G. (2023) "Is transparency the new green? How business model transparency influences digital service adoption." *Technovation*, 126, August 2023, 102803. <https://doi.org/10.1016/j.technovation.2023.102803> (SJR: Q1; 6.6; AJG: 3, ABCD: A)
8. Patrucco A.S., Luzzini D., Krause D., Moretto A. (2023) "What is the right purchasing strategy for your company? The fit between strategic intent, strategic purchasing and perceived environmental uncertainty", *International Journal of Physical Distribution and Logistics Management*, <https://doi.org/10.1108/IJPDLM-07-2021-0286> (SJR: Q1; 6.6; AJG: 2, ABCD: A)
9. Patrucco, AS, Dimand, AM, Klingler, DU. (2023). "Policies to Stimulate Industrial Innovation by Small and Medium-Sized Enterprises: Lessons Learned from the Public Procurement of Innovation during Emergencies." *European Procurement & Public Private Partnership Law Review*, 18(1), 65-76.
10. Hanfield R., Patrucco A. S., Wu Z., Yukins C., Slaughter T. (2023) "A new acquisition model for the next disaster: overcoming disaster federalism issues with a strategic application of the National Stockpile." *Public Administration Review*, <https://doi.org/10.1111/puar.13656> (SJR: Q1; 5.3; AJG: 4\*, ABCD: A)
11. Dimand A., Patrucco A.S., Rodriguez-Plesa E., Hirisciau A. (2023) "Social Equity in Federal Contracting During Emergencies: A Portfolio Management Perspective." *Public Administration Review*, <https://doi.org/10.1111/puar.13614> (SJR: Q1; 5.3; AJG: 4\*, ABCD: A)
12. Ciccullo F., Pero M., Patrucco A.S. (2023) "Designing circular supply chains in start-up companies: evidence from Italian fashion and construction start-ups." *International Journal of Logistics Management*, Vol. 34 No. 3, pp. 553-581. <https://doi.org/10.1108/IJLM-04-2022-0158> (SJR: Q1; 5.7;

**AJG: 1, ABCD: A)**

13. Kahkonen A. & Patrucco A. S. (2022). “A purchasing and supply management view of supply resilience for better crisis response.” *Journal of Purchasing and Supply Management*, <https://doi.org/10.1016/j.pursup.2022.100803> (SJR: Q1; 7.4; AJG: 3, ABCD: A)
14. Patrucco A.S., Dimand A., Neshkova M. (2022), “How can procurement create (sustainable) public value under the Bipartisan Infrastructure Deal?”. *Public Administration Review*. <https://doi.org/10.1111/puar.13575> (SJR: Q1; 5.3; AJG: 4\*, ABCD: A)
15. Agasisti T., Frattini F., Patrucco A.S., Pero M., Soncin M. (2022) "Quality and scalability of blended learning in post-graduate management education: conceptual issues and empirical evidence". *Journal of Management Education*. <https://doi.org/10.1177%2F10525629221103826> (SJR: Q2; 1.8; AJG: 2, ABCD: B)
16. Di Francesco, R., Luzzini, D., & Patrucco, A. S. (2022). Purchasing realized absorptive capacity as the gateway to sustainable supply chain management. *International Journal of Operations and Production Management*, 42(5), 603-636. <https://doi.org/10.1108/IJOPM-10-2021-0627> (SJR: Q1; 8.7; AJG: 4, ABCD: A)
17. Knight, L., Tate, W., Carnovale, S., Di Mauro, C., Caniato, F., Gualandris, J., Johnsen, T., Matopoulos, A., Meehan, J., Miemczyk, J., Patrucco, A. S., Schoenherr, T., Selviaridis, K., Toubolic, A., & Wagner, S. (2022). Future Business and the Role of Purchasing and Supply Management: Opportunities for ‘business-not-as-usual’ PSM research. *Journal of Purchasing and Supply Management*, 28(1), 100753 (SJR: Q1; 7.4; AJG: 3, ABCD: A)
18. Patrucco A. S., Canterino F. & Minelgaite I. (2022). “How do Scrum Methodologies Influence the Team’s Cultural Values? A Multiple Case Study on Agile Teams in Nonsoftware Industries”. *IEEE Transactions on Engineering Management*. <https://doi.org/10.1109/TEM.2022.3146717> (SJR: Q1; 3.6; AJG: 3, ABCD: A)
19. Patrucco A. S., Harland C., Luzzini D., & Frattini F. (2022). “Triadic supplier relationships in collaborative innovation projects: a relational view perspective”. *Supply Chain Management: an International Journal*, 27(7), 108-127 <https://doi.org/10.1108/SCM-05-2021-0220> (SJR: Q1; 7.9; AJG: 3, ABCD: A)
20. Patrucco A. S., Moretto A., Trabucchi D., & Golini R. (2022). “Beyond innovative business models: how do digital technologies boost buyer-supplier collaborations and supply chain performance?” *Research Technology Management*, 65(1), 48-58. <https://doi.org/10.1080/08956308.2021.1999131> (SJR: Q2; 1.6; AJG: 2, ABCD: 2)
21. Patrucco, A.S., Rivera, L., Mejía-Argueta, C. and Sheffi, Y. (2022). "Can you grow your supply chain without skills? The role of human resource management for better supply chain management in Latin America". *The International Journal of Logistics Management*, 33(1), 53-78. <https://doi.org/10.1108/IJLM-11-2020-0426> (SJR: Q1; 5.7; AJG: 1, ABCD: A)
22. Patrucco A., Frattini F., DiBenedetto A. (2022) “Performance measurement systems in buyer-supplier collaboration in innovation projects: the role of purchasing absorptive capacity”. *Supply Chain Management: An International Journal*, 27(2), 207-231. <https://doi.org/10.1108/SCM-11-2020-0551> (SJR: Q1; 7.9; AJG: 3, ABCD: A)
23. Patrucco A. S., Trabucchi D., Frattini F., & Lynch J. (2022). “The impact of Covid-19 on innovation policies promoting Open Innovation”. *R&D Management*, 52(2), 273-293. <https://doi.org/10.1111/radm.12495> (SJR: Q1; 6.7; AJG: 3, ABCD: A)
24. Harland C., Knight L., Patrucco A. S., Lynch J., Telgen J., Peters E., Tatrai T., & Ferk P. (2021). “Practitioners' learning about healthcare Supply Chain Management in the Covid-19 Pandemic: a public procurement perspective”. *International Journal of Operations and Production Management*, 41(13), 178-179. <https://doi.org/10.1108/IJOPM-05-2021-0348> (SJR: Q1; 8.7; AJG: 4, ABCD: A)

- Public Procurement Community Engagement paper with open access sponsored by NIGP: The Institute for Public Procurement
25. Ramos E., Patrucco A. S., & Chavez M. (2021). “Dynamic capabilities in the “new normal”: a study of organizational flexibility, integration, and agility in the Peruvian coffee supply chain”. *Supply Chain Management: An International Journal*, 33(1), 53-78. <https://doi.org/10.1108/SCM-12-2020-0620> (SJR: Q1; 7.9; AJG: 3, ABCD: A)
  26. Harland C., Essig M., Lynch J., & Patrucco A. S. (2021). “Policy-led public procurement: does strategic procurement deliver?”. *Journal of Public Procurement*, 21(3), 221-228 (SJR: Q1; 1.6; AJG: 1, ABCD: NA)
  27. Patrucco A. S., & Kahkonen A. (2021). “Agility, adaptability, and alignment: new capabilities for PSM in a post-pandemic world”. *Journal of Purchasing and Supply Management*, 27(4), 100719. (SJR: Q1; 7.4; AJG: 3, ABCD: A)
  28. Maestrini V., Luzzini D., Patrucco A.S., Caniato F., Maccarrone P. (2021) "Supplier performance measurement system use, relationship trust, and performance improvement: a dyadic perspective". *International Journal of Logistics Management*, 32(4), 1242-1263 (SJR: Q1; 5.7; AJG: 1, ABCD: A)
  29. Maestrini V., Luzzini D., & Patrucco A.S. (2021). Measuring performance beyond the company boundaries: more a need than a challenge. *Rutgers Business Review*, 6(1), 57-70 (SJR: Q3; 0.4; AJG: NA, ABCD: B)
  30. Patrucco, A. S., Moretto, A., & Knight, L. (2021). Does relationship control hinder relationship commitment? The role of supplier performance measurement systems in construction infrastructure projects. *International Journal of Production Economics*, 108000 (SJR: Q1; 11.9; AJG: 3, ABCD: A)
  31. Zasa F., Patrucco A.S., Pellizzoni E. (2021), “Managing the hybrid organization: how can agile and traditional project management coexist”. *Research-Technology Management Journal*, 64(1), 54-63 (SJR: Q2; 1.6; AJG: 2, ABCD: A)
  32. Patrucco A.S, Glas A., Agasisti T. (2020) "Structuring public procurement in local governments: the effects of centralization, standardization, and digitalization on performance". *Public Performance and Management Review*, 44(3), 630-656 (SJR: Q1; 3.4; AJG: 2, ABCD: B)
  33. Moretto A., Patrucco A.S., Walker H., Ronchi S. (2020) "Procurement organisation in project-based setting: a multiple case study of engineer-to-order companies". *Production Planning and Controlling* <https://doi.org/10.1080/09537287.2020.1837938> (SJR: Q1; 6.4; AJG: 3, ABCD: A)
  34. Román I., Ramírez M., Ramos E., Patrucco A. (2020). “The value of supply chain integration in the Latin American agri-food industry: trust, commitment, and performance outcomes”. *International Journal of Logistics Management*, 32(1), 281-301. (SJR: Q1; 5.7; AJG: 1, ABCD: A)
  35. Patrucco, A. S., Ciccullo F., Pero M. (2020). “Industry 4.0 and supply chain process reengineering: a co-production study of materials management in construction”. *Business Process Management Journal*, 26(5), 1093-1119 (SJR: Q1; 4.5; AJG: 2, ABCD: B)
  36. Moretto, A., Patrucco, A. S., Harland C. (2020) “The dynamics of reshoring decision-making initiatives: what is the role of the purchasing department?”. *International Journal of Production Research*, 58(19), 5929-5944 (SJR: Q1; 11.6; AJG: 3, ABCD: A)
  37. Patrucco A., Luzzini D., Moretto A., Glas A. (2020) “Obtaining supplier commitment: antecedents and performance outcomes”. *International Journal of Production Economics*, 220(107449) (SJR: Q1; 11.9; AJG: 3, ABCD: A)
  38. Patrucco A., Luzzini D., Moretto A., Ronchi S. (2019) “Organizational choices in public procurement: what public management can learn from the private sector?”. *Local Government Studies*, 45(6), 977-1000 (SJR: Q1; 2.5; AJG: 2, ABCD: B)
  39. Bianchi M., Marzi G., Zollo L., Patrucco A. (2019) “Beyond Customer Needs Software Development: An Empirical Investigation of Its Forms and Individual-Level Causes”. *International Journal of*

- Production Research* 57(22), 7189-7208 (SJR: Q1; 11.6; AJG: 3, ABCD: A)
40. Harland C., Telgen J., Callender G., Grimm R., Patrucco A.S. (2019) “Implementing government policy in supply chains: an international coproduction study of public procurement”. *Journal of Supply Chain Management*, 55(2), 6-25 (SJR: Q1; 6.2; AJG: 4, ABCD: A)
    - JSCM highly commended paper, 2021
  41. Patrucco, A., Luzzini, D., Moretto, A. and Ronchi, S. (2019), "Attraction in buyer–supplier relationships", *Business Process Management Journal*, Vol. 25 No. 2, pp. 347-367 (SJR: Q1; 4.5; AJG: 2, ABCD: B)
  42. Patrucco, A., Luzzini D., Ronchi S., Walker H. (2019) “Which shape fits best? Designing the organizational form of local government procurement”. *Journal of Purchasing and Supply Management*, 25(3), pp-1-17 (SJR: Q1; 1.75; AJG: 3, ABCD: A)
  43. Santandrea, M., Agasisti, T., Giorgino, M., & Patrucco, A. S. (2018). Business models in the search for efficiency: the case of public financial intermediaries. *Public Money & Management*, 38(3), 234-243 (SJR: Q1; 2.5; AJG: 2, ABCD: B)
  44. Moretto, A., Ronchi, S., & Patrucco, A. S. (2017). Increasing the effectiveness of procurement decisions: The value of big data in the procurement process. *International Journal of RF Technologies*, 8(3), 79-103 (SJR: Q3; 0.8; AJG: NA, ABCD: NA)
  45. Patrucco A.S., Luzzini D., Ronchi S., (2017) "Achieving innovation through supplier collaboration: the role of the purchasing interface", *Business Process Management Journal*, Vol. 23(6), pp.1270-1289 (SJR: Q1; 4.5; AJG: 2, ABCD: B)
    - Best Ph.D. paper award at the 2013 EUROMA conference
  46. Patrucco, A. S., Luzzini, D., & Ronchi, S. (2017). Research perspectives on Public Procurement: content analysis of 14 years of publications in the Journal of Public Procurement. *Journal of Public Procurement*, 17(2) (SJR: Q1; 1.6; AJG: 1, ABCD: NA)
  47. Patrucco, A. S., Pellizzoni, E., Buganza, T., (2017). The design process of corporate universities: a stakeholder approach. *Journal of Workplace Learning*, 29(4), 304-318 (SJR: Q2; 1.8; AJG: 1, ABCD: C)
  48. Patrucco, A. S., Luzzini, D., Ronchi, S., Essig, M., Amann, M., & Glas, A. H. (2017). Designing a public procurement strategy: lessons from local governments. *Public Money & Management*, 37(4), 269-276 (SJR: Q1; 2.5; AJG: 2, ABCD: B)
  49. Patrucco, A. S., Scalera, V. G., & Luzzini, D. (2016). Risks and governance modes in offshoring decisions: linking supply chain management and international business perspectives. *Supply Chain Forum: An International Journal*, 17(3), 170-182 (SJR: Q2; 4.3; AJG: 1, ABCD: NA)
  50. Patrucco, A. S., Luzzini, D., & Ronchi, S. (2016). Evaluating the effectiveness of public procurement performance management systems in local governments. *Local Government Studies*, 42(5), 739-761 (SJR: Q1; 2.5; AJG: 2, ABCD: B)

### **Published Peer-reviewed Book Chapters**

1. Dimand A., Patrucco A.S., Abutabenjeh S., and Brunjes B. (2024). “Insights Into Public Procurement: Principles, Processes, and Partnership Dynamics,” Reference Module in Social Sciences. <https://doi.org/10.1016/B978-0-443-13701-3.00350-9>
2. Patrucco A.S., and Carnovale S (2024). “Procurement Management,” Reference Module in Social Sciences. <https://doi.org/10.1016/B978-0-443-13701-3.00351-0>
3. Dimand A., Schwoerer K., Patrucco A.S., Murtazashvili I. (2023). “Design Principles for Responsible Use of AI to Enhance Customer Experience Using Public Procurement”, Chapter 8 in *Transforming the Business of Government: Insights on Resiliency, Innovation, and Performance*,

edited by Dan Chenok and Michael J. Keegan, IBM Center for the Business and the Government.

<https://www.businessofgovernment.org/sites/default/files/Chapter%208%20-%20AI%20CX%20Dimand.pdf>

4. Román I., Ramírez M., Ramos E., Patrucco A., Flanigan M. (2020) Modeling the Integration in the Peruvian Quinoa Supply Chain: A Sustainability Perspective. In: Mrugalska B., Trzcielinski S., Karwowski W., Di Nicolantonio M., Rossi E. (eds) *Advances in Manufacturing, Production Management and Process Control*. AHFE 2020. *Advances in Intelligent Systems and Computing*, vol 1216. Springer, Cham
5. Patrucco A.S., Glas A.H. (2020). “Procurement at the Local Level”. In: Farazmand A. (eds) *Global Encyclopedia of Public Administration, Public Policy, and Governance*. Springer, Cham
6. Patrucco, A., Harland, C., Lynch, J., Tatrai T., Telgen, J. (2018). “Collaborative Public Procurement: an initial conceptual framework”, in Thai K, Salia P., Mwakibinga F. Eds. *Advancing Public Procurement: theories and practices*. ISBN: 0-9668864-8-8 (Chapter 13), p. 285-302
7. Harland, C., Lynch, J., Telgen, J., Callender, G., Tatrai T., and Patrucco, A. (2018). “International Research Study of Public Procurement”, in Manunza, E., and Schotanus, F. Eds. *The Art of Public Procurement*. ISBN: 978-90-365-4561-7 (Chapter 2), p. 29-45.
8. Agasisti T., Marchio G., Patrucco A., Ronchi S. (2016). “L’organizzazione degli acquisti negli atenei: rilievi sperimentali”, in “Gli acquisti nelle Università: tra normative e competizione”. *Il Mulino*
9. Patrucco, A., Luzzini D., Ronchi S. (2015). “Improving new product development performance – the mediating effect of supplier involvement and the role of the purchasing function”. *Scholars press*

### **Research and practitioner reports**

1. Patrucco A.S., Dimand A. (2024). *AI-Powered Procurement: Harnessing AI’s Potential for More Efficient State Procurement Practices*. National Association of Chief Information Officers and National Association of State Procurement Officials. (**published online at:** <https://www.nascio.org/resource-center/resources/ai-powered-procurement-harnessing-ais-potential-for-more-efficient-state-procurement-practices/>)
2. Patrucco A.S., Dimand A. (2024). *Transparency and Open Data in Public Procurement: An Analysis of European Member States*. Publications Office of the European Union. (**published online at:** [https://ted.europa.eu/documents/d/ted/final\\_transparency-in-public-procurement\\_patrucco-dimand](https://ted.europa.eu/documents/d/ted/final_transparency-in-public-procurement_patrucco-dimand)).
3. Alkadry M., Patrucco A.S. (2023). *Public Procurement Workforce Study*. NIGP Library – Research Brief (**published online at:** <https://www.nigp.org/resource/research-papers/2023%20Workforce%20Competency%20Research%20Brief%20FINAL.pdf?dl=true>)
4. Peters E., Uenk N., Oortwijn A., Knight L., Telgen J., Harland C., Tatrai T., Patrucco A. S., Lynch J., Ferk P. (2022), “Material Supply Strategy in A Crisis. Supply strategies and their consequences in the Netherlands”. Private access (contact authors for the full report).
5. Patrucco A. S., Dimand A. (2021), “Job Order Contracting as A Project Delivery Method: Challenges and Opportunities”, NIGP-Gordian (**published online at:** <https://www.gordian.com/uploads/2021/11/2021-NIGP-Research-Report-JOC-Project-Delivery-Method.pdf>).
6. Hanfield R.B., Patrucco A. S., Zhaohui W., Yukins C., Kull T. (2021), “Assessing State PPE Procurement during COVID-19”, NASPO (**published online at:** <https://www.naspo.org/assessing-state-ppe-procurement-during-covid-19-a-research-report/>).
7. Patrucco A.S., Lynch J., Harland C., Telgen J., Tatrai T. (2019). “Exploring Collaborative Public Procurement practices”, NIGP: The Institute for Public Procurement (**published online at:** [https://www.nigp.org/docs/default-source/resource-library/uploads/art-exploring-collaborative-public-procurement-practices-cips-nigp-2018.pdf?sfvrsn=6b594760\\_0](https://www.nigp.org/docs/default-source/resource-library/uploads/art-exploring-collaborative-public-procurement-practices-cips-nigp-2018.pdf?sfvrsn=6b594760_0)).

8. Patrucco A.S., Luzzini D., Ronchi S. (2017). "How purchasing contributes to firms' competitive advantages? Enabling purchasing characteristics in supporting supplier collaborative innovation". *Excellence HA*, Vol. 9, pp. 10-14.

### **Publications in professional journals and magazines**

1. Dimand A., Schwoerer K., Patrucco A.S., Murtazashvili I. (2024). "Applying Design Principles for Responsible AI in Homeland Security", *GTSC Homeland Security Today.US*  
<https://www.hstoday.us/featured/applying-design-principles-for-responsible-ai-in-homeland-security/>
2. Patrucco A.S., Dimand A. (2023). "Unpacking the role of contracting professionals in strategic procurement management." *Contract Management Magazine*.
3. Brown A., Patrucco A.S., Horn R. (2022). "How job order contracting improves construction efficiency". *International Construction*. (published online at: <https://www.international-construction.com/news/how-job-order-contracting-improves-construction-efficiency/8020551.article>)
4. Patrucco A.S. (2020). "Una cadena de suministro resiliente". *Criterios Digital* (published online at: <https://criteriosdigital.com/empresa/apatrucco/comercio-internacional-suministros-crisis-mundial/>)
5. Yukins C., Handfield R., Kull T., Patrucco A. S. (2020). "Emerging From The Pandemic: U.S. Government Poised To Award 'Commercial Platforms' Contracts That Will Open Online Marketplaces To Federal Purchasers". *The Government contractor*, Vol. 62 No. 24, 171-176.
6. Patrucco A.S., Luzzini D., Ronchi S. (2017). "How purchasing contributes to firms' competitive advantages? Enabling purchasing characteristics in supporting supplier collaborative innovation". *Excellence HA*, Vol. 9, pp. 10-14.

### **Blogs, Interviews, podcasts, and media mentions**

- ScholarGPS, Top Scholars by Expertise in Procurement 2022, ranking available at [this link](#)
- Interview with State Scoop, "Generative AI is speeding procurement, but not without risks," available at <https://statescoop.com/generative-ai-government-procurement-risk-2024/>
- Interview with Construction Briefing, "Does disruption in the Red Sea mean more pain for construction supply chains?", available at <https://www.constructionbriefing.com/8034392.article?preview=1>
- Freightwave podcast, "Taking a deeper look at FIU's Supply Chain Management Program," <https://youtu.be/mgHEPj5FWzw?si=RelqVnfgs073H-mp>
- Interview for State Tech Magazine "The Power of E-Procurement: Revolutionizing State Procurement," available at <https://statetechmagazine.com/article/2023/08/power-of-e-procurement-revolutionizing-state-procurement-perfcon>
- Blog article written for LSE USA, "How 'disaster federalism' can be improved to create a more resilient response," available at <https://blogs.lse.ac.uk/usappblog/2023/07/10/how-disaster-federalism-can-be-improved-to-create-a-more-resilient-response/>
- Public Procurement Change Agents Podcast on the Strategic National Stockpile: <https://podcasters.spotify.com/pod/show/ppca/episodes/Change-Agent-Chat-Rob-Handfield-and-Andrea-Patrucco-on-the-Strategic-National-Stockpile-e262a7e/a-a4nnst0>
- Interview with Adam Stone for StateTech Magazine: "The Power of E-Procurement: Revolutionizing State Procurement," available at: <https://statetechmagazine.com/article/2023/08/power-of-e-procurement-revolutionizing-state-procurement-perfcon>
- Interview with Andy Brown for International construction: "construction's supply chain challenges"; available at: <https://www.international-construction.com/news/video-interview-constructions-supply-chain-challenges/8019433.article>
- Interview with Terri Parker for 25 WPBF News: "Shortages continue as supply chain struggles to keep up with demand"; available at: <https://www.wpbf.com/article/shortages-continue-as-supply->

- [chain-struggles-to-keep-up-with-demand/37763749](https://www.globenewswire.com/news-release/2022/02/08/2380931/0/en/Research-Indicates-Job-Order-Contracting-Saves-Time-Compared-to-Traditional-Construction-Project-Delivery.html)
- Gordian press release: “Research Indicates Job Order Contracting Saves Time Compared to Traditional Construction Project Delivery”; available at: <https://www.globenewswire.com/news-release/2022/02/08/2380931/0/en/Research-Indicates-Job-Order-Contracting-Saves-Time-Compared-to-Traditional-Construction-Project-Delivery.html>
- Procurated podcast - Episode 57: Job Order Contracting (JOC) as an Alternative Project Delivery Method; available at: <https://www.procurated.com/resources/episode-57-job-order-contracting-joc-as-an-alternative-project-delivery-method>
- Bicara supply chain podcast – Episode 140: The role of Human resources management for better SCM; available at: <https://podcasts.apple.com/us/podcast/140-the-role-of-human-resources-management-for-better-scm/id1481555420?i=1000529643905>

### **Papers under review**

1. Patrucco A.S., Dimand A., Agasisti T., Benedetti M., Gaeta M., Tangi L. “Solving Societal Challenges through Innovation Management in the Public Sector: The role of Public Procurement of Innovation.” Under 3<sup>rd</sup> round review (minor revision), *Production Planning and Control*.
2. Patrucco A.S., Dimand A., Murray B., “From Policy to Practice: A Collaborative Roadmap for AI Adoption in Public Procurement.” Under 1<sup>st</sup> round review, *International Journal of Physical Distribution and Logistics Management*.
3. Patrucco A. S., Wu Z., Hanfield, R., Hatton L., Finkenstadt D., “Advancing the Kraljic Matrix: An Updated Portfolio Model for Procurement in the Public Sector.” Under 3<sup>rd</sup> round review (minor revision), *Journal Supply Chain Management*.
4. Patrucco A.S., Gupta S., Hiriscau A., Dimand A. “If I bid, will I get it? Effectiveness of Government Strategies to Promote Supplier Diversity, Equity, and Inclusion During Emergencies”. Major Revision after 2<sup>nd</sup> round review, *Production and Operations Management*.
5. Patrucco A.S., Ciccullo F., Seilvaridis K., “Exploring Project Management Method Choices and Supply Chain Integration Strategies for Innovation Projects: Unraveling the Role of Project Complexity”. Under 3<sup>rd</sup> round review (minor revision), *Journal of Business Logistics*.
6. Gomes P., Graça S., & Patrucco A.S., “An Information Processing Theory Perspective on Supply Chain Digitalization, Circular Economy and Sustainable Outcomes”. Under 3<sup>rd</sup> round review (major revision), *Journal of Purchasing and Supply Management*.
7. Carnovale S., DuHaway S., Patrucco A.S., & Yenyurt, S. “THE EFFECT OF NETWORK CENTRALITY AND THE DIFFERENTIAL INFLUENCE OF RISK MANAGEMENT STRATEGIES ON SUPPLY CHAIN DISRUPTION RISK”. Under 2<sup>nd</sup> round review (major revision), *International Journal of Physical Distribution and Logistics Management*.
8. Patrucco, A.S., Mejía-Argueta, C., Picanco V., Fransoo J., “Resilience Amid Uncertainty: Does a Triple-A Supply Chain Mitigate the Effects of Global Disruptions?”. Major Revision after 1<sup>st</sup> round review, *Journal of Business Logistics*.
9. Gusmerotti N. M., Iannuzzi T., Testa F., Mecca D., Patrucco A.S. (2024). “Synergistic Effects of Strategic Sensitivity and Absorptive Capacity on Supply Chain Collaboration and Circular Economy Performance.” Under 2<sup>nd</sup> round review (Major Revision), *Journal of Purchasing and Supply Management*.
10. Patrucco A.S., Magistretti S., Frattini F., “Strategizing Open Innovation in Public Procurement: Pathways to Societal Value and Organizational Excellence.” Under 1<sup>st</sup> round review, *British Journal of Management*.
11. Patrucco A. S., Harland C., Knight L., Lynch J., Telgen J., Tatrai T. “Collaborative public procurement: a force for change.” Reject and resubmit after 1<sup>st</sup> round review, *Public Management Review*.

12. Russo I., Patrucco A.S., Klumpp M., Stanton D. “Platforms, Networks and Digital Interaction in Academia: The New Role of Social Media in Operations and Supply Chain Management Research” – Major revision after 1<sup>st</sup> round review, *International Journal of Physical Distribution and Logistics Management*.
13. Patrucco A.S., Roath A., Richey, G. “What is Policy in Supply Chain Management? A Review of the Supply Chain Policy Research Landscape.” Under 1<sup>st</sup> round review, *Journal of Supply Chain Management*.
14. Kamble S., Patrucco A.S. “Driving Social Sustainability in Supply Chains: The Synergy of Leadership, Supplier DEI Practices, and Stakeholder Influence,” Under 1<sup>st</sup> round review, *Journal of Business Logistics*.

### **Work-in-progress books**

1. Dimand A., Brunjes B., Patrucco A.S., “Teaching Public Procurement: Bridging Theory and Practice.” *Routledge*. Expected publication: Summer 2025.
2. Caniato F., Luzzini D., Moretto A., Patrucco A.S., “Procurement Management.” *Mondadori*. Expected publication: Summer 2025.

### **Work-in-progress papers**

1. Roath A., Patrucco A.S., Richey G., Morgan T. “The adjustment cycle: A dynamic view of resilience and responsiveness capabilities in supply chains.” In preparation to be submitted, *Journal of Supply Chain Management*.
2. Andrea S. Patrucco, Domenico Mecca, Ethan Nikokaar, Christian Durach, Robert Handfield, & Andreas Wieland “Mapping the supply chain management research landscape 10 years later” - In preparation to be submitted, *Journal of Business Logistics*.
3. Harland C., Knight L., Patrucco A. S., Lynch J., Telgen J., Peters E., Tatrai T., & Ferk. “Can public procurement be a transformational leader in improving supply network resilience?”. In preparation to be submitted – *Journal of Supply Chain Management*.
4. Patrucco A.S., Alkadry M., Moses E., Slater T. “Why do we need a competence model in public procurement?”. In preparation to be submitted – *Journal of Purchasing and Supply Management*.
5. Patrucco A.S., Carnovale S., Mecca D., Richey G. “A responsiveness view or buyer preferential treatment: does capabilities alignment lead to superior resource allocation?” - In preparation to be submitted – *Production and Operations Management*.
6. Patrucco, A.S., Dimand. A., & Darnall, N. “Supplier Diversity, Equity, and Inclusion in Procurement Strategies: A Comparative Review of Private and Public Sector Approaches” - In preparation to be submitted – *Production and Operations Management*.
7. De la Cruz, M., Neshkova M., Patrucco A.S. “Risk-taking, integration, & innovation: Delivering infrastructure projects in the United States” - In preparation to be submitted, *International Journal of Operations and Production Management*.

### **Work-in-progress research projects**

1. The role of AI in public procurement (with Ana Maria Dimand).
2. Delivering innovative infrastructure projects through advanced financing mechanisms (With De la Cruz M., Neshkova M., Patrucco A.S.)
3. Use of Flexible Automated Technologies for Warehouse Management (with Tea Castellucci and Elena Tappia)

## **Conference and workshop presentations**

1. Patrucco A.S., Carnovale S., & Zsidisin G. (2024). “Charting the Future: Advancing Research in Supply Chain Risk and Resilience” Book of abstracts - Decision Sciences Institute Annual Conference, Phoenix, AZ. (Panel session).
2. Patrucco A.S., Carnovale S., Mecca D., & Richey G. (2024). “A Responsiveness View of Buyer Preferential Treatment: Examining Capability Alignment Between Buyer and Supplier in Resource Allocation.” Book of abstracts - Decision Sciences Institute Annual Conference, Phoenix, AZ. (presented by Patrucco A.S.)
3. De la Cruz M., Neshkova M., Patrucco A.S. (2024). “Delivering innovative infrastructure projects through advanced financing mechanisms.” Accepted for presentation at the 2024 PMRC conference.
4. Patrucco A.S & Dimand A. (2024). “Artificial Intelligence in the public sector: a public procurement perspective.” Production and Operations Management Society Conference, Minneapolis (MI) (presented by Patrucco A.S.).
5. Patrucco A.S., Alkadry M., Slater T., & Moses E. (2024). “The State of the Public Procurement Workforce.” Production and Operations Management Society Conference, Minneapolis (MI) (presented by Patrucco A.S.).
6. Patrucco A.S., Carnovale S., & Carnovale J. (2024). “A Responsiveness View of Buyer Preferential Treatment: Examining Capability Alignment Between Buyer and Supplier in Resource Allocation.” International Purchasing and Supply Education Research Association Conference, Rio De Janeiro, Brazil (presented by Patrucco A.S.)
7. Peters E., Patrucco A. S., Harland C., Knight L., Lynch J., Telgen J., Tatrai T., & Ferk. (2024) “Can public procurement be a transformational leader in improving supply network resilience?” International Purchasing and Supply Education Research Association Conference, Rio De Janeiro, Brazil (presented by Peters E.)
8. Gusmerotti N. M., Iannuzzi T., Testa F., Mecca D., Patrucco A.S. (2024). “Do digital transformation, innovation, and collaboration shape supply chain resilience by adopting circular business models? A systems thinking perspective.” International Purchasing and Supply Education Research Association Conference, Rio De Janeiro, Brazil (presented by Mecca D.)
9. Peters E., Patrucco A. S., Harland C., Knight L., Lynch J., Telgen J., Tatrai T., & Ferk. (2024) “Achieving supply chain resilience through public procurement governance” (presented by Peters, E.), 20th International Research Seminar on Supply Chain Risk Management, February 14th to February 16th 2024, Florida Atlantic University, Boca Raton, Florida, USA
10. Patrucco A.S., Trabucchi, D., Buganza, T., Bellis, P. (2023) “Learning From Project Failures: Exploring Resource Orchestration Capabilities and Behavioral Biases in Buyer-Supplier Collaborations.” Book of abstracts - Decision Sciences Institute Annual Conference. (presented by Patrucco A.S.), Atlanta, GA.
11. Patrucco A.S., “Strategizing Open Innovation in Public Procurement: Pathways to Societal Value and Organizational Excellence,” 1<sup>st</sup> International Conference on Public Procurement and Innovation in Africa (2023)
12. Patrucco A.S., Ciccullo F., Seilvaridis K., “Supply chain integration for innovation projects: the role of project complexity and project management methods”. Book of abstracts – 2023 Production and Operations Management Society Annual Conference, Orlando, FL (presented by Patrucco A.S.).
13. Patrucco A. S., Wu Z., Hanfield, R., “An Update on Purchasing Portfolio for State Procurement”. Book of abstracts – International Purchasing and Supply Education Research Association Conference, Barcelona, Spain (presented by Patrucco A.S.).
14. Trabucchi D, Buganza T., & Patrucco A.S. (2022) The bright side of transparency: fostering trust in a

- world that seeks privacy. Book of abstracts - Decision Sciences Institute Annual Conference. (presented by Patrucco A.S.), Houston, TX.
15. Dimand A.M., Patrucco A.S, Rodriguez-Plesa E., & Hiriscau A. M. (2022). Social Equity in Federal Contracting: A Portfolio Management Perspective. Book of abstracts - Decision Sciences Institute Annual Conference. (presented by Patrucco A.S.), Houston, TX.
  16. Patrucco, A.S., Mejía-Argueta, C., Picanco V., Fransoo J., “Are supply chains moving toward AAA models? An empirical analysis of supply chain AAA capabilities in the new normal”, 32<sup>nd</sup> annual POMS conference, Online.
  17. Patrucco A.S., Dimand A., Neshkova M., “Enabling Hybrid Government to Create (Sustainable) Public Value under the Bipartisan Infrastructure Deal”, 32<sup>nd</sup> annual POMS conference, Online.
  18. Hanfield R.B., Patrucco A. S., Zhaohui W., Yukins C., Slaughter T. (2021), “Procurement to prepare for the next emergency: applying World War II mobilization efforts toward a more strategic use of the National Stockpile resources”, Public Administration Review Symposium *Redefining Public Administration* (November, 22<sup>th</sup>, online).
  19. Patrucco A. S., Trabucchi D., Marzi G. (2021), “The interplay between absorptive capacity and big data adoption: the case of purchasing and supply management”, Technovation workshop *Beyond data fads* (October, 28<sup>th</sup>, online).
  20. Patrucco A. S., Dimand A., Horn R. (2021), “Job Order Contracting as A Project Delivery Method: Challenges and Opportunities”, NIGP Virtual Forum (August 23<sup>rd</sup> – 25<sup>th</sup>, online).
  21. Hanfield R.B., Patrucco A. S., Zhaohui W., Yukins C., Kull T. (2021), “Assessing State PPE Procurement during COVID-19”, National Contract Management Association, World Congress (July, 25<sup>th</sup> – 28<sup>th</sup>, Denver, CO).
  22. Trabucchi D., Patrucco A.S., Buganza T. (2021), “The bright side of transparency: fostering trust in a world that seeks privacy”. 28<sup>th</sup> Innovation and Product Development Conference (Milan, 6<sup>th</sup>-8<sup>th</sup> June, online).
  23. Patrucco A.S., Harland C., Luzzini D., Frattini F. (2021), “Triadic supplier relationships in collaborative innovation projects: a relational view perspective”. 16<sup>th</sup> CSMP European Research Seminar – Supply Chains in the New Normal (Milan, June 10<sup>th</sup>-11<sup>th</sup>, online).
  24. Patrucco A.S., Ciccullo F., Seivaridis K. (2021), “Exploring the link between supply chain and project management strategies: opportunities and challenges”. 30<sup>th</sup> IPSERA conference (Knoxville, March 29<sup>th</sup> – April 1<sup>st</sup>, online).
  25. Patrucco A., Schoenerr T., Moretto A. (2021), “Driving supplier commitment in strategic buyer-supplier relationships: how can buyers keep their customer of choice status?”. 30<sup>th</sup> IPSERA conference (Knoxville, March 29<sup>th</sup> – April 1<sup>st</sup>, online).
  26. Lynch, J., Harland C., Telgen, J., Patrucco, A., Ferk P., Knight L., Peeters E., Tatrai T., Uenk N., “Living in a Constant Crisis: Lessons for Public Procurement”. 30<sup>th</sup> IPSERA conference (Knoxville, March 29<sup>th</sup> – April 1<sup>st</sup>, online).
  27. Patrucco A., Moretto A., Luzzini D., Krause D. (2020) "Strategic fit for purchasing value creation: how do status and maturity enable strategy execution?" 15<sup>th</sup> CSMP European Research Seminar – Rethinking Supply Chains (Barcelona, June 18<sup>th</sup>-19<sup>th</sup> - online)
  28. Patrucco A.S., Knight L., Lynch J., Harland C., Tatrai T., Telgen J. (2019). “Collaborative public procurement initiatives and government objectives: is there a missing link?”. In proceedings of: 50<sup>th</sup> Decision Science Institute, New Orleans.
  29. Rivera L., Patrucco, A. S., Mejia C., Sheffi Y. (2019). “Human capital management impact on supply chain performance: the role of working relationships, skills, and training”. In proceedings of: 50<sup>th</sup> Decision Science Institute, New Orleans.
  30. Patrucco A.S., Pellizzoni E., Frattini F., DiBenedetto A. (2019) “The role of performance measurement systems in buyer-supplier collaboration in innovation projects: a multiple case study

- analysis". In proceedings of: 50<sup>th</sup> Decision Science Institute, New Orleans.
31. Patrucco A.S., Moretto A. (2019). "Improving the company spending: the Savingtools case". In Proceedings of: 2019 NACRA conference, Tempe AZ.
  32. Trabucchi D., Buganza T., Patrucco A.S. (2019). " Do you care how digital platforms use your data? The role of transparency in Data-Driven Business Models". In Proceedings of: 2019 R&D Conference, Paris, pp. 1-15.
  33. Patrucco A.S., Agasisti T., Ronchi S. (2019). "The impact of centralization, standardization and information systems support on procurement performance in local governments: a comparative study between Italy and USA" In Proceedings of: 28<sup>th</sup> IPSESA Conference, Milan, pp.1-10
  34. Moretto A., Caniato F., Patrucco A.S., Ronchi S. (2019). "Supply Chain Finance and Public Healthcare Procurement: the Equipment Finance opportunities" In Proceedings of: 28<sup>th</sup> IPSESA Conference, Milan, pp.1-10
  35. Patrucco A.S., Golini R., Ronchi S. (2018). "The role of technology in supporting supply chain collaboration: what's next for purchasing and Industry 4.0?". In Proceedings of: 25<sup>th</sup> EUROMA Conference, Budapest, pp.1-10
  36. Harland, C., Patrucco, A.S., Lynch, J., Telgen, J., Callender, G., Tatrai T. (2018). "Collaborative Public Procurement: a conceptual framework" In Proceedings of: 27<sup>th</sup> IPSESA Conference, ATHENS, pp.1-10
  37. Patrucco A.S., Ronchi S. (2018). "The value of vendor rating for public institutions: the impact of supplier measurement systems on Italian public works performance" In Proceedings of: 27<sup>th</sup> IPSESA Conference, Athens, pp.1-10
  38. Moretto A., Patrucco A.S. (2018). "The dynamics of reshoring decision-making initiatives: what is the role of the purchasing department?" In Proceedings of: 27<sup>th</sup> IPSESA Conference, ATHENS, pp.1-10
  39. Patrucco A.S., Luzzini D., Moretto A., Ronchi S. (2017). "Attraction in Business Relationships: the strategic relevance of customer attractiveness to improve supply performance". Proceedings of the 48<sup>th</sup> Decision Sciences Institute Annual Meeting (DSI 2017) - Buyer Supply relationships: Supply Network (Vol. 1)
  40. Patrucco A.S., Pellizzoni E., Luzzini D., Frattini F. (2017). "Innovation from the triadic perspective: the impact of Supplier integration on New product development performance". Proceedings of the 48<sup>th</sup> Decision Sciences Institute Annual Meeting (DSI 2017) - Buyer Supply relationships: Supply Network (Vol. 1)
  41. Moretto A., Patrucco A.S., Ronchi S. (2017). "Procurement organization in ETO companies: the SMEs perspective". In Proceedings of: 26<sup>th</sup> IPSESA Conference, BALATONFUR, pp.1-10
  42. Patrucco, A.S., Luzzini D., Ronchi S., Walker H. (2016). "Organizational Configurations for Local Government Procurement". In Proceedings of: The 76<sup>th</sup> Annual Meeting of the Academy of Management, pp.1-10
  43. Patrucco, A.S., Luzzini D., Ronchi S. (2016). "Centralizing or not? the role of eProcurement technologies in local government centralization programs". In Proceedings of: 25<sup>th</sup> IPSESA Conference, DORTMUND, pp.1-10
  44. Patrucco, A.S., Luzzini D., Ronchi S., Walker H. (2015). "Designing Procurement Organization for Local Governments". In Proceedings of: 21<sup>st</sup> International EUROMA Conference, Palermo, pp.1-10
  45. Patrucco A.S., Ronchi S., Essig M., Amann M., Glas A. (2014). "Strategies in Public Procurement: is there a deficit?". In proceedings of 6<sup>th</sup> International Public Procurement Conference, pp. 1-10
  46. Patrucco, A.S., Luzzini D., Ronchi S. (2013). "Defining the purchasing strategy: an empirical exploration of its content and the relation with purchasing status and maturity". In Proceedings of: 20<sup>th</sup> International EUROMA Conference, Dublin, pp.1-10.
  47. Patrucco, A.S., Luzzini D., Ronchi S. (2013). "A systematic literature review on public procurement:

- past trends, future developments”. In Proceedings of: 20<sup>th</sup> International EUROMA Conference, Dublin, pp.1-10
48. Patrucco, A.S., Luzzini D., Ronchi S. (2012). “An overview of customer attractiveness: outcomes and antecedents”. In Proceedings of: 21<sup>st</sup> IPSERA Conference, NAPLES, pp.1-10
49. Patrucco, A.S., Luzzini D., Ronchi S. (2012). “Supplier and Purchasing Function involvement in NPD: what are the effects?”. In Proceedings of: 19<sup>th</sup> International EUROMA Conference, Amsterdam, pp.1-10.

## SEMINARS, WORKSHOPS, AND CONFERENCE ORGANIZATION

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### Conference organization

- Organizing committee: DSI Annual Pedagogy Conference June 25<sup>th</sup>-26<sup>th</sup>, 2024 (online).
- Session Organizer, Procurement and Supplier Management: POMS Conference Minneapolis, April 25<sup>th</sup> – 29<sup>th</sup>.
- Scientific Committee: IPSERA Conference Rio de Janeiro April 1<sup>st</sup> - April 3<sup>rd</sup> 2024.
- Scientific Committee: IPSERA Conference Barcelona April 3<sup>rd</sup> - April 5<sup>th</sup> 2023.
- Organizing committee: DSI Conference Houston 19<sup>th</sup>-21<sup>st</sup> November 2022.
- Scientific Committee: IPSERA Conference Knoxville March 29<sup>th</sup> - April 1<sup>st</sup> 2021.
- Scientific Committee: IPSERA Conference Knoxville 4-8<sup>th</sup> April, 2020 (postponed).
- Scientific Committee: IPSERA Conference Milan 14-17<sup>th</sup> April, 2019.
- Scientific Committee: IPSERA Conference Athens 25-28<sup>th</sup> March, 2018.

### Workshop organization

- Workshop organizer: 10<sup>th</sup> International Research Study on Public Procurement, in collaboration with NIGP and 2024 NIGP Forum, August 2024.
- Workshop organizer: 9<sup>th</sup> International Research Study on Public Procurement, Ljubljana 8-10<sup>th</sup> September 2022.
- Workshop organizer: 8<sup>th</sup> International Research Study on Public Procurement, Cardiff 9-11<sup>th</sup> September 2019.
- Workshop organizer: 7<sup>th</sup> International Research Study on Public Procurement, Milan 25-27<sup>th</sup> September 2017.

### Seminars/webinars/invited speeches

- January 2023 – “Revamping Multi-Tier Supply Chain Relationships,” Cranfield School of Management ([link](#)).
- December 2023 – “Enhancing green public procurement: Collaboration, innovation, and risk,” Presenter with Ana Maria Dimand for the webinar Series of the Government Outcomes Lab, University of Oxford ([link](#)).
- August 2023 – “The State of The Procurement Workforce: A Review of The Research and NIGP’s Future Educational Plana”, presenter with Mohamad G. Alkadry and Todd Slater; NIGP Forum 2023.

- February 2022 – Webinar “Job Order Contracting as a project delivery method: challenges and opportunities”, presenter with Ana-Maria Dimand and Randy Horn; Gordian and NIGP: The Institute of Public Procurement.
- July 2021 – Webinar “Estrategias de gestion de cadenas de abastecimiento post-pandemia”, presented with Mejia Argueta C. and Rodrigues V.P.; LOGYCA and MIT global scale network
- July 2021 – Webinar “Emergency State Procurement during COVID-19”, presenter with Hanfield R.B., Zhaohui W., Yukins C., and Kull T.; National Association of State Procurement Officers.
- February 2021 - Invited speech: “Organizing procurement in project-based setting: opportunities and challenges”; CIPS MENA.
- December 2020 – Invited speech: “Post Covid-19 Supply chains: is agile the new normal?”; Universidad de las Americas faculty seminar, Quito.
- June 2020 – Invited speech: “The role of online purchasing platforms in government institutions” (as part of the online webinar: Opening online marketplaces to government micro-purchases”).
- March 2020 – Invited speech: “Pandemic and government response: the role of procurement”; NASPO congress (online webinar).
- December 2019 - Invited Speech: Universidad de las Ciencias Aplicadas CSCMP meeting, Lima.
- November 2018 - Invited Speech: Universidad de las Americas faculty seminar, Quito.
- June 2018 - Invited speech: “Innovation and Sustainability in the Public Sector: Process and Tools for an Effective Public Procurement for Innovation (PPI)”; Monash Business School Sustainability development workshop, Prato 25-28<sup>th</sup> June, 2018.
- July 2017 – Invited speech: “Supply Chain Management in the Defense industry”; Cranfield center for Defence and Acquisition.

## GRANTS AND AWARDS

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### Grants and sponsored research

#### **2024 - International Research Study of Public Procurement (10<sup>th</sup> edition: 10<sup>th</sup> edition: Disruptive Technologies in Public Procurement and Grand Challenges)**

Funding Agency: NIGP: The Institute of Public Procurement

Amount Awarded: \$ 10,000

Activities: Workshop organization, technology for workshop management, software for data analysis

#### **2023 – Transparency and Open Data in Public Procurement**

Funding agency: European Union

Amount awarded: € 13,500

Activities: Analysis of procurement open data initiatives of EU member states and definition of best practices to promote transparency

#### **2023 – The State of the Public Procurement Workforce**

Funding agency: NIGP: The Institute for Public Procurement

Amount awarded: \$ 7,500

Activities: analysis and mapping of the competencies required for procurement professionals and the requirements in job posting

### **2022-2023 – CIBER Faculty Research Award**

Funding agency: FIU Business

Amount awarded: \$ 2,000

Activities: support for the research project “What is the right supply chain for your innovation project? An empirical exploration of the link between environmental uncertainty and innovation project management strategies”

### **2021-2022 – CIBER Faculty Research Award**

Funding agency: FIU Business

Amount awarded: \$ 2,000

Activities: support for the research project “Where does social equity stand? A portfolio approach to federal contracting strategies during a global emergency”

### **2022 - International Research Study of Public Procurement (9<sup>th</sup> edition: Public Procurement Resilience during Crises)**

Funding Agency: NIGP: The Institute of Public Procurement

Amount Awarded: \$ 10,000

Activities: Assisted in collection of data, analysis of data, connection for case studies and preparing final report

### **2021 - Job Order Contracting as a project delivery method**

Funding agency: Gordian

Amount awarded: \$ 5,000

Activities: analysis of the main characteristics of JOC use in governments compared to other project delivery methods; dissemination of results

### **2019-2020 - Penn State Oil&Gas research-industry connection**

Funding agency: Penn State Erie

Amount awarded: \$ 7,000

Activities: analysis of the plastic industry supply chain in PA; understanding of the shoring phenomena and opportunities for the players in the oil and gas industry

### **Paul R. Lawrence Fellowship in Case research (<https://caseresearchfoundation.org/fellowship>)**

Funding Agency: Case Research Foundation

Amount Awarded: \$ 2,000

Activities: Presentation and development of a teaching/research case to be published in HBR/Ivey/INSEAD

### **International Research Study of Public Procurement (8<sup>th</sup> edition: Public Procurement for Innovation)**

Funding Agency: NIGP: The Institute of Public Procurement; CIPS UK

Amount Awarded: \$ 5,000

Activities: Assisted in collection of data, analysis of data, connection for case studies and preparing final report

### **International Research Study of Public Procurement (7<sup>th</sup> edition: Collaborative Public Procurement)**

Funding Agency: NIGP: The Institute of Public Procurement; CIPS UK

Amount Awarded: \$ 5,000

Activities: Assisted in collection of data, analysis of data, connection for case studies and preparing final report

### **Penn State Affordable Course Transformation**

Amount awarded: \$ 1,000

Activities: adaptation of the course materials for SCM 301 – Introduction to Supply Chain Management

### **Awards**

- 2021 Journal of Purchasing and Supply Management – Outstanding Associate Editor Award
- 2020 Journal of Purchasing and Supply Management – Best Reviewer Award
- 2020 IPSERA conference – Best Reviewer Award
- 2019-2020 Penn State University – Advisory Board Faculty Excellence in Teaching Award
- 2020 Decision Science Institute – Best teaching case award (runner-up)
- 2018-2019 Penn State University – Advisory Board Faculty Research Award
- 2017 Politecnico di Milano Faculty Teaching Award
- 2013 EurOMA Best research paper award

## **SERVICE ACTIVITIES**

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### **Professional service:**

### **Editorial responsibilities**

- 2021 to date Editorial Review Board (2021-2024) Associate Editor (2024 to date *Journal of Supply Chain Management*),
- 2023 to date Social Media Editor and Editorial Review Board, *International Journal of Operations and Production Management*
- 2024 to date Editorial review board, *Emerald Emerging Markets Case Studies*
- 2024 to date Senior Editor, *International Journal of Physical Distribution and Logistics Management*
- 2023 to date Editorial Assistant, *International Journal of Physical Distribution and Logistics Management*
- 2024-2025 Lead Guest Editor, *International Journal of Production Economics* (special issue “Revamping Multi-Tier Supply Chain Relationships: a network perspective”)

- 2024-2025 Guest Editor, *Electronic Markets* (special issue “Supply Chain Automation”)  
Lead Guest Editor, *International Journal of Physical Distribution and Logistics Management* (special issue “The missing link between supply chain technologies and sustainability issues: advancing theory and practice”)
- 2024-2025 Lead Guest Editor, *Journal of Business Logistics* (special issue “Agile, Adaptive, and Aligned (AAA) Supply Chains for Enhanced Responsiveness: Implications for Theory and Practice”)
- 2023-2024 Lead Guest Editor, *Public Management Review* (special issue “Strategic public procurement: a public management perspective”)  
Lead Guest Editor, *Industrial Marketing Management* (special issue “Technology-enabled multi-sided platforms in B2B settings: challenges and opportunities for supply chain ecosystems”)
- 2022-2024 Guest Editor, *Journal of Purchasing and Supply Management* (special issues “PSM learning from the pandemic”; Full-Length papers)
- 2022-2024 Lead Guest Editor, *Journal of Purchasing and Supply Management* (special issues “PSM learning from the pandemic”; Notes & Debates)
- 2021-2022 Guest Editor, *Journal of Public Procurement* (special issue “Public procurement as a government policy lever”)
- 2020-2021 Associate Editor, *Journal of Purchasing and Supply Management*
- 2020 to date Editorial review board, *International Journal of Logistics: Research and Applications*
- 2021 to date

Reviewer for:

Operations and Supply Chain Management Journals

*International Journal of Operations and Production Management; Journal of Purchasing and Supply Management; Supply Chain Management: an international journal; International Journal of Production Research; International Journal of Production Economics; IEEE Transaction in Engineering Management; Industrial Marketing Management; Production Planning and Control; International Journal of Logistics Management; International Journal of Logistics: Research and Applications; Journal of Manufacturing Technology Management; Operations management research; Journal of Cleaner Production*

2013 to date

Public Administration and Management Journals

*Public Administration Review; Public Management Review; Public Administration; Public Performance and Management Review; Public Money and Management; International Journal of Public Administration; International Journal of Public Sector Management; Journal of Public Procurement*

Innovation Management Journals

*R&D Management; Journal of Knowledge Management; Technology Analysis and Strategic management; Journal of Workplace Learning*

**Other services to the discipline and profession**

- 2023 to date Strategic partner, Member, *NASPO*
- 2023 to date University Committee, Member, *Institute for Supply Management*
- 2022 Doctoral Consortium Coordinator, *DSI Conference*

## **University Service**

### **Florida International University**

- 2023-2024 FIU Undergraduate Research Fair, Organizing committee member
- 2023 to date Bylaws Policy Committee, Member, *Department of Marketing and Logistics*
- 2022-2023 TT Marketing Faculty Search Committee, Member, *Department of Marketing and Logistics*
- 2021 – 2022 Endowed Professorship Committee, Member, *College of Business*
- 2021 to date Graduate Faculty Evaluation Committee, Member, *Department of Marketing and Logistics*

### **Penn State University**

- 2017-2020 Program Coordinator, *Department of Project and Supply Chain Management*
- 2017-2020 Committee Member, EDGE, *PSU Commonwealth Campuses*
- 2017-2020 Academic coach for the Men soccer team, *PSU Beaver Campus*
- 2017-2020 Alternate Ombudsperson, *PSU Beaver Campus*
- 2017-2020 Advising Council Committee, *PSU Beaver Campus*

## **Student supervision**

Ph.D Students:

- Esmee Peters (2020 to date): foreign advisor
- Domenico Mecca (2023 to date): foreign supervisor
- Tea Castellucci (2024 to date): foreign supervisor

DBA students: 10 as Academic Mentor (2020 to date)

Master students: 12 as main supervisor, 36 as tutor (2013 – to date)

Bachelor students: 41 as Academic Advisor (2017 - to date)

## **Memberships in Professional Organizations**

Production and Operations Management Society (POMS)

International Purchasing and Supply Education Research Association (IPSERA)

Decision Science Institute (DSI)

NIGP: the Institute for Public Procurement (NIGP)

Institute for Supply Management (ISM)

## **INDUSTRY AND COMMUNITY ENGAGEMENT PROJECTS**

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Executive education teaching for companies (ABB, Astaldi, AXA, Danieli, Edison, Fincantieri, Ferragamo, Gucci, Mediaset, Pirelli, Salvagnini, Solvay, Unicredit)

**Executive education**

- Supply chain and purchasing management**  
 2015 – 2022 ABB, Astaldi, Fincantieri, Ferragamo, Gucci, Mediaset, Pirelli, Salvagnini,  
**Project management**  
 AXA, Danieli, Edison, Solvay, Unicredit

**Consultancy projects**

- 2023 **NIGP, external academic advisor**  
 Map and Analysis of procurement workforce competences
- 2021 – 2022 **Gordian, external academic advisor**  
 Evaluation of Job Order Contracting as a project delivery method
- 2019 – 2020 **Portugal Ministry of Health, external academic consultant**  
 Member of the Health Procurement evaluation taskforce (with University of Lisbon)  
 Design of an evaluation methodology for procurement in Portuguese health institutions
- 2018 – 2020 **Bechtel Corporation and Shell, external academic consultant**  
 SCM processes analysis and reengineering  
 Analysis and redesign of truck receiving and materials management processes for construction warehouse
- 2017-2018 **Salvagnini, external academic consultant**  
 Procurement process and organization redesign  
 Review of company spending and redesign of the procurement process and organization
- 2016-2017 **Astaldi, external academic consultant**  
 Purchasing organization redesign  
 Redesign of purchasing organization, level of centralization of purchasing category and supplier relationship improvement
- 2015-2017 **AXA, external academic consultant**  
 Corporate University Design  
 Design of the Corporate University structure and content for competences and career development of internal resources
- 2016 **Luxottica, external academic consultant**  
 Supply base relocation  
 Design of the supply strategy and network after the decision to relocate production in other Chinese regions
- 2015-2016 **Leonardo Helicopters, external academic consultant**  
 Vendor evaluation systems redesign

- Design and implementation of a vendor evaluation system, for qualification and vendor rating  
**Politecnico di Milano eGovernment Observatory, consultant**
- 2015-2016 Research collaborations for the Italian local government association  
 Exploratory analysis, case studies, survey of egovernment practices in Italian Regions and Local Government  
**IBM, external academic consultant**
- 2013-2015 CPO Innovation community  
 Virtual as well as physical community of purchasing officers. Workshops are organized about three times a year around most recent topics of interest  
**Moncler, external academic consultant**
- 2014 Spend optimization  
 Analysis, classification and rationalization of indirect spending, and design of action plan for purchasing improvement  
**Welsh Government, external academic consultant**
- 2013-2014 Procurement Fitness Check (Cardiff Business School)  
 Assessment and evaluation of procurement department and management of Welsh Local Governments  
**IBM, external academic consultant**
- 2012-2013 Eprocurement Value assessment  
 Financial and non-financial value assessment of electronic purchasing tools, from the point of view of the vendor.

## INDUSTRY EXPERIENCE

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- 2011 **Accenture Management Consulting**  
 Business Analyst – Supply Chain and Operations
- 2010 **McKinsey & Company**  
 Marketing analyst - Internship

## OTHER COMPETENCIES AND SKILLS

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### Language skills

Language	Reading	Speaking	Writing
Italian	Mother tongue		
English	C2	C2	C2
Spanish	C2	B2	B2
French	B1	A2	B1