

PERSONAL INFORMATION

Sayed Alireza Alerasoul

 Piazza Soldini, 5, 21053 Castellanza (Italy)

 (+39) 389 785 4883

 salerasoul@liuc.it

 <https://www.linkedin.com/in/alirezaalerasoul/>

EDUCATION AND TRAINING

10/2018–Present **Ph.D. Fellow in Management, Finance and Accounting**  
LIUC (Italy)  
*Taught in English*  
*1st ranked winner of the scholarship*

09/2016–10/2018 **M.S. Business Management (graduated with honors)**  
Sapienza University of Rome, Rome (Italy)  
*Taught in English*

2009–2012 **M.S. Executive Master of Business Administration (EMBA)**  
University of Isfahan, Isfahan (Iran)

WORK EXPERIENCE

01/2019–Present **Researcher and Consultant**  
Institute for entrepreneurship and competitiveness, LIUC (Italy)

Oct 2011–Mar 2016 **Researcher, Instructor, Consultant (part-time)**  
University of Isfahan (Management Research Institute), Isfahan (Iran)

03/2015–03/2016 **Sales and marketing department manager**  
SENJA CO., Isfahan (Iran)

PERSONAL SKILLS

Mother tongue(s) Persian

Foreign language(s)

|  | UNDERSTANDING |         | SPEAKING           |                   | WRITING |
|--|---------------|---------|--------------------|-------------------|---------|
|  | Listening     | Reading | Spoken interaction | Spoken production |         |
| English  | C2            | C2      | C2                 | C2                | C2      |
| Italian  | A2            | A2      | A1                 | A1                | A1      |
| German   | A2            | A2      | A2                 | A2                | A2      |
| German Language Institution (Isfahan) - Certificate (A2) |               |         |                    |                   |         |

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user  
[Common European Framework of Reference for Languages](#)

**Communication skills** Excellent communication skills developed through experience in research and industrial environments.

**Organisational / managerial skills** Proven time, people and project management abilities.

**Digital skills**

| SELF-ASSESSMENT        |                 |                  |                 |                  |
|------------------------|-----------------|------------------|-----------------|------------------|
| Information processing | Communication   | Content creation | Safety          | Problem solving  |
| Proficient user        | Proficient user | Independent user | Proficient user | Independent user |

**Digital skills - Self-assessment grid**

Microsoft Office, R, SPSS, Eviews, AMOS, LISREL, Primavera, MS Project, Expert Choice, Vosviewer, Histcite

**Other skills**

**Sports:**

- Chess
- billiards (Champion of local snooker championship, Isfahan, Iran, 2006)
- Basketball

**Arts:**

- Playing Daf, Setar and Santoor (Persian musical instruments)
- Movies (criticism experience)

**ADDITIONAL INFORMATION**

**Memberships**

- Member of "Industrial Engineering Association", Iranian specific association of industrial engineering
- Member of "Strategy Club", Iranian specific organization of strategic management
- Member of "Iranian Managers", network of Iranian managers and consultants
- Member of "Marketing Association of Iran", Iranian specific association of marketing
- Member of "IrExpert", center of Iranian graduates and experts in management and engineering branches

**Seminars**

- Seminar on "**Inequality**", Joseph Stiglitz (recipient of the Nobel Memorial Prize in Economic Sciences), Economics School, Sapienza University of Rome, Italy (3 May, 2017)
- Seminar on "**Digitization+Industry 4.0**", Prof. Dr. Ian Towers, Economics School, Sapienza University of Rome, Italy (2016)
- Seminar on "**Organizations Related to International Economics**", Dr. Jamshid Taghsimi, Isfahan Chamber of Commerce, Industries and Mines, Isfahan, Iran (22 February, 2012)
- Seminar on "**Strategic Supply Chain Management**", Dr. Nili, Isfahan Chamber of Commerce, Industries and Mines, Isfahan, Iran (29 February, 2012)
- Seminar on "**How to Achieve Return on Strategy**", Prof. Flemming Poulfelt, 8<sup>th</sup> International Conference on Strategic Management, Tehran, Iran (11 October, 2011)
- Seminar on "**The Innovation Honeymoon**", Prof. Kai-Alexander Schlevogt, 8<sup>th</sup> International Conference on Strategic Management, Tehran, Iran (12 October, 2011)
- Seminar on "**5% Gain Through Improving Efficiency or 500% Gain Through Innovation**", Prof. Behrokh Khoshnevis, 7<sup>th</sup> International Conference on Industrial Engineering, Isfahan, Iran (6 October, 2010)
- Seminar on "**Operational Research in Brazil**", Dr. Alistair Clark, 7<sup>th</sup> International Conference on Industrial Engineering, Isfahan, Iran (7 October, 2010)

- Seminar on **"Multi Objective Programming"**, Prof. Ferenc Szidarovszky, 7<sup>th</sup> International Conference on Industrial Engineering, Isfahan, Iran (7 October, 2010)
- Seminar on **"Organization Architecture"**, IT Course, Dr. Masoud Rohani, Engineering School, University of Tarbiat Modares, Tehran, Iran (2009)
- Seminar on **"Managing Marketing Information"**, Marketing Course, Dr. Amir Ekhlesi, Engineering School, University of Tarbiat Modares, Tehran, Iran (2009)
- Seminar on **"Behavioral Sciences in Service"**, Marketing Course, Dr. Amir Ekhlesi, Engineering School, University of Tarbiat Modares, Tehran, Iran (2009)

#### Workshops

- Workshop on **"Invention, Technology Development and Commercialization"**, Prof. Behrokh Khoshnevis, 7<sup>th</sup> International Conference on Industrial Engineering, Isfahan, Iran (October 7, 2010)
- Workshop on **"KSF-based Strategy Creation When Entering a Competitive Market"**, Hossein Jamali nasab and Adel Feyz, 8<sup>th</sup> International Conference on Strategic Management, Tehran, Iran (11 October, 2011)
- Workshop on **"OSM"**, Dr. Ali Taghizadeh and Masoud Chitgarha, 8<sup>th</sup> International Conference on Strategic Management, Tehran, Iran (11 October, 2011)
- Workshop on **"Point Meta Model"**, Dr. Mojtaba Lashkar Bolouki and Adel Feyz, 8<sup>th</sup> International Conference on Strategic Management, Tehran, Iran (12 October, 2011)
- Workshop on **"Organizational Syndromes"**, Dr. Hassan Yarigar Ravesh, 8<sup>th</sup> International Conference on Strategic Management, Tehran, Iran (12 October, 2011)

#### Presentations

- **"Self-Driving Car Market"**, Strategic Management Course, Sapienza University of Rome, Italy (2016)
- **"Defensive Strategy of Duplication"**, 8<sup>th</sup> International Conference on Strategic Management, Tehran, Iran (2011)
- **"Business Processes Management"**, IT Course, university of Tarbiat Modares, Tehran, Iran (2009)
- **"Strategic Management Information Systems"**, MIS Course, Mobarake branch of Azad university, Isfahan, Iran (2007)
- **"Human Capital Management"**, Organizational Behavior Course, Central Tehran branch of Azad university, Tehran, Iran (2004)
- **"Strategic Technology Management Systems"**, Organization and Management Principles Course, Central Tehran branch of Azad university, Tehran, Iran (2003) - presented in English

#### Publications

- ALERASOUL S.A., FULCO I., LOIA F., VITO P. (2018), **"The effect of cross-functional collaboration on technology commercialization performance. The mediating role of knowledge creation and organizational resilience"**, in Paniccia P.M.A., Barile S., (a cura di), *Evoluzionismo sistemico. Il fascino della precarietà*, pp. 159-164, Aracne editrice, Roma, ISBN 978-88-255-1664-7
- **"Proposing a Framework for Explaining the Effects of Intellectual Capital and Innovation on Organizational Performance in Knowledge-based Organizations"**, 1<sup>st</sup> International Conference on Knowledge Management, Tehran, Iran, 2015.
- **"Investigating the Impact of Immaterial Capital on Performance of Science-based Organizations"**, 1<sup>st</sup> National Conference on Science and Work, Yazd, Iran, 2015.
- **"Possibility Study of E-commerce System Implementation in Pishgaman Co."**, International Conference on Management and Industrial Engineering, Tehran, Iran, 2015.
- **"A Fundamental View to Infrastructure Approach as a Solution for Innovation Performance Improvement: in Big Organizations"**, 1<sup>st</sup> International Conference on Management, Tehran, Iran, 2014.
- **"The Role of Intellectual Capital in Performance of Knowledge-based Organizations"**, 1<sup>st</sup> National Conference on Knowledge Management, Tehran, Iran, 2014.
- **"A Strategic Framework for International Market Development"**, 10<sup>th</sup> International Conference on Strategic Management, Tehran, Iran, 2013.
- **"Possibility Study of International Market Development by Using the GE Matrix: Case Study"**

of Sekkeh Gaz Co.", Journal of Market Engineering Development, 5027/2012 ,90/م.م.

- "Implication of Financial Risk Indicators in IT Projects", Journal of Project Management (Persian Quarterly), (18), 40-46, 2012.

- "Designing the Generic Model of Social Marketing based on the Strategic Approach", Journal of Market Engineering Development (Persian bimonthly), /2011 ,903953/م.م.

- "Defensive Strategy of Duplication and It's Application logic in Prospectors Part of Markets ", 8<sup>th</sup> International Conference on Strategic Management, Tehran, Iran, 2011.

#### Working Papers

- Performance Evaluation of Kerman Department of Roads and Urban Development based on Performance Prism Model
- A Framework for Technology Development Assessment in Science Parks of Iran
- Investigating the Effects of Organizational Learning and Market Orientation on Organizational Performance with Use of Structural Equation Modeling

#### References

References available on request.