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EDUCATION

2015 – Present	Associate Professor of Business Administration and Accounting Studies
2005 – 2014	Assistant Professor of Business Administration and Accounting Studies
2000 – 2004	Ph.D., University of Chieti and Pescara.
1996 – 2000	Full Degree <i>cum laude</i> , University of Chieti and Pescara.

INTERNATIONAL ACADEMIC EXPERIENCE

2008	Visiting Research Fellow (September – February), Centre for Business Performance, Cranfield School of Management, University of Cranfield, UK.
2007	Visiting Research Fellow (September – December), Centre for Business Performance Cranfield School of Management, University of Cranfield, UK.
2006	Visiting Research Fellow (October – December), Department of Accounting & Finance, Bristol Business School, University of West the of England (U.W.E.), UK.
2005	Visiting Research Fellow (September – December), Department of Accounting & Finance, Bristol Business School, University of the West of England (U.W.E.), UK.
2003	Ph.D. visiting student (January – March), Department of Artificial Intelligence, University of Edinburgh, UK.

TEACHING EXPERIENCE

2015 – Present	Management and Accounting
2014 – Present	Merger and Acquisitions
2014 – 2015	Financial Statement Analysis
2008 – 2010	Financial Accounting
2005 – 2014	Auditing
2004	Cost Accounting

PROFESSIONAL MEMBERSHIPS

2006 Accounting Auditor
2005 Chartered Accountant (CPA)

ACADEMIC AFFILIATIONS

EAA – European Accounting Association

SIDREA – Società Italiana dei Docenti di Ragioneria e di Economia Aziendale

AIDEA – Accademia Italiana di Economia Aziendale

CURRENT RESEARCH INTERESTS

Managerial Accounting, Organizational Behavior, Performance Management, Organizational performance, Individual performance.

REFERRED JOURNAL PUBLICATIONS

1. Migliori S., Pittino D., Consorti A., Lucianetti L. (2018). The relationship between Entrepreneurial Orientation, Market Orientation and Performance in University Spin-Offs **International Entrepreneurship and Management Journal**. (Forthcoming)
2. NG W.H., Lucianetti L. (2018). Are Embedded Employees Active or Passive? The Roles of Learning Goal Orientation and Preferences for Wide Task Boundaries and Job Mobility in the Embeddedness-Voice Link. **Human Resource Management**. (Forthcoming) **(TOP 50 FT journal ranking)**
3. Shafer W., Lucianetti L. (2018). Machiavellianism, Stakeholder Orientation And Support For Sustainability Reporting. **Business Ethics: A European Review**, 27, pp. 272–285.
4. Lucianetti L., Chiappetta C., Gunasekaran A, Latan H. (2018). Contingency factors, complementary effects of adopting advanced manufacturing and management practices, measurement systems, and firms' performance. **International Journal of Production Economics**, Vol. 200, pp. 318 – 328.
5. Lee D.J., Yu G., Singhapakdi M., Sirgy J., Lucianetti L. (2018). The Effects of Explicit and Implicit Ethics Institutionalization on Employee Life Satisfaction and Happiness: The Mediating Effects of Employee Experiences in Work Life and Moderating Effects of Work-Family Life Conflict, **Journal of Business Ethics**, 147, pp. 855–874. **(TOP 50 FT journal ranking)**
6. Curtis M., Vinson J., Conover T., Lucianetti L., Battista V. (2018). National Culture and Ethical Judgment: A Social Contract Approach to the Contrast of Ethical Decision-Making by Accounting Professionals and Students from the U.S. and Italy. **Journal of International Accounting Research**, 16(2), pp. 103-120.
7. LU G., Koufteros X., Lucianetti L., (2017). Supply chain security: A classification of practices and an empirical study of differential effects and complementarity. **IEEE Transactions on Engineering Management**, Vol. 64 (2), pp. 234 – 248.
8. NG W.H., Lucianetti L. (2016). Within-Individual Increases in Innovative Behavior and Creative, Persuasion, and Change Self-Efficacy Over Time: A Social Cognitive Theory Perspective. **Journal of Applied Psychology**, vol. 101(1), pp 14-34. **(TOP 50 FT journal ranking)**
9. NG W.H., Lucianetti L. (2016). Goal Striving, Idiosyncratic Deals, and Job Behavior. **Journal of Organizational Behavior**, vol. 37, Issue 1, 1, pp. 41-60. **(TOP 50 FT journal ranking)**
10. Barnes C., Lucianetti L., Bhave D., and Christian M. (2015). You Wouldn't Like Me When I'm Sleepy: Leader Sleep, Daily Abusive Supervision, and Work Unit Engagement. **Academy of Management Journal**, 58, 5, 1, pp 1419-1437. **(TOP 50 FT journal ranking)**
11. Koufteros X. A., Verghese, A. J., Lucianetti L. (2014). The Effect Of Performance Measurement Systems On Firm Performance: A Cross-Sectional And A Longitudinal Study. **Journal of**

Operations Management, Volume 32, Issue 6, September 2014, pp. 313–336. **(TOP 50 FT journal ranking)**

12. Bourne M., Pavlov A., Franco M., Lucianetti L., Mura M. (2013). Generating Organisational Performance: The Contributing Effects of Performance Measurement and Human Resource Management Practices. **International Journal of Operations and Production Management**, Vol. 33 No. 11/12, 2013 pp. 1599-1622.
13. Franco M., Lucianetti L., Bourne M. (2012). Contemporary performance measurement systems: A review of their consequences and a framework for research. **Management Accounting Research**, 23, pp. 79-119 (*The most cited paper from 2010*).
14. Lucianetti L. (2010). The impact of strategy maps on balanced scorecard performance. **International Journal of Business Performance Management**, Vol. 12, 1, pp. 21-36.

PRACTITIONER JOURNAL PUBLICATIONS

1. Curtis M, Conover T., Lucianetti L., Battista V. (2016). Business Judgements and National Culture: A comparison of US and Italian Management Accountants, **Management Accounting Quarterly**, Fall, Vol 18 (1), pp. 11-17.
2. Lucianetti L., Roster C. A., & Albaum G. (2016). Exploring Topic Sensitivity and Managers' Likelihood to Participate in Internet Surveys: A Research Note, **Journal of Marketing Development and Competitiveness**, 10(1) (ISSN# 2155-2843).
3. Roster C. A., Lucianetti L., & Albaum G. (2015). Exploring slider vs. categorical response formats in web-based surveys. **Journal of Research Practice**, 11(1). (ISSN online: 1712851X).

BOOK CHAPTERS

1. Kujala J., Battista V., Lucianetti L., Paavilainen A. (2018). Legitimizing managerial moral decisions: A Comparison between the Finnish and the Italian cases. In Dey, A. K. & Thatchenkery, T. (eds.) *Advances in Social Change, Leadership & Organizational Decision Making*. **New Delhi: Bloomsbury**, pp. 265–283.
2. Battista V., Verna I., Lucianetti L., Sargiacomo M. (2016). The interrelations between Personnel Burn Out and Financial Distress in Italian Public Universities, *Financial Distress in Italian Public Administrations*, in *Contemporary Issues in Accounting and Auditing*, **McGraw-Hill International** pp 187-214, ISBN 978-00-771-8000-3.
3. Lucianetti L., Franco M. (2013). Human Resource Performance Management In Italian Universities, in Sargiacomo M. (Ed.), *Public Sector Management in Italy*, Chapter 10, 243-274, **McGraw Hill Education (UK)**.

REPORTS

1. Lucianetti L. (2010). The design of strategy maps and balanced scorecard effectiveness, **Perspectives on Performance**, 8, 1.
2. Lucianetti L. (2008). Performance Measures in a Balanced Scorecard setting, **Perspectives on Performance**, 6, 2.
3. Bourne M., Franco-Santos M., Pavlov A., Lucianetti L., Martinez V., Mura M. (2007). The Impact of the Investors in People Standard on people management practices and firm performance, **Centre for Business Performance**, Cranfield School of Management.

REFEREED CONFERENCE PRESENTATIONS

1. DeGhetto K., Holmes M., Lucianetti L., Kasapoglu M., New Ventures Going Global: The Role of the Domestic Mind set, **the 38th SMS Annual Conference**, Paris (FRA).
2. Loignon A.C., Janaki G., Rogelberg S., Lucianetti L. (2018). Reciprocity in Leader-Follower Dyadic Relationships: The Role of Satisfaction and Investment, **78th Annual Meeting of the Academy of Management**, Chicago (USA).
3. Ulhaner L., Kammerlander N., Kermen, K., Lucianetti L. (2018). The influence of business model design on innovation: an explanation based on the mediating role of human capital, **25th International EurOMA Conference**, Budapest (Hungary).
4. Allen J., Lewandosky N., Rogelberg, S., Lucianetti, L., Madrid, H., Meinecke, A., & Tong, J. (2017). Time is Money or Better Late Than Never? A Cross-Cultural Comparison of Meeting Lateness, **The 12th Annual INGRoup Conference**, Saint Louis, Missouri, (USA).
5. Dimotakis N., Tepper B.J., Lucianetti L. (2017). Follower Performance as a Moderator of the Effects of Abusive Supervision, **Annual Meeting of the Academy of Management**, Atlanta, USA.
6. Resick C.J., Lucianetti L., Choi J.Y. (2017). Bottom-Line Mentality Climate And Unit Ethical Misconduct, **Annual Meeting of the Academy of Management**, Atlanta, USA.
7. Colquitt J.A., Rodell J.B, Lucianetti L., Zipay K.P. (2017). Justice and Regulatory Focus: An Investigation Using a Full-Range Measure, **Annual Meeting of the Academy of Management**, Atlanta, USA.
8. Su E., Holt D., Pearson A., Lucianetti L. (2017). An Empirical Assessment of the Validity and Reliability of the Socioemotional Wealth (SEW) Concept, **Family Enterprise Research Conference (FERC)**, Asheville, USA.
9. Brazel. J.F., Lucianetti L., Schaefer T.J. (2016). Reporting Concerns about Earnings Quality: An Examination of Corporate Managers. **Accounting, Behavior and Organizations Section Section Midyear Conference**, Albuquerque, New Mexico, (USA).
10. Chen L., Lill J.B., Lucianetti L. (2016) Carrots or Sticks? The Effect of Incentive Framing on Radical and Incremental Innovation. **American Accounting Association**, New York, (USA).
11. Brazel. J.F., Lucianetti L., Schaefer T.J. (2016). Reporting Concerns about Earnings Quality: An Examination of Corporate Managers. **American Accounting Association**, New York, (USA).
12. Kessler S., Lucianetti L., Pindek S., Spector P.E. (2016). Safety-Supporting Factors: A Multisource, Multilevel Approach, **SIOP Annual Conference**, Anaheim (USA).
13. Chen L., Lill J.B., Lucianetti L. (2016). Carrots or Sticks? The Effect of Incentive Framing on Radical and Incremental Innovation. **AAA – Management Accounting Section (MAS)**. Dallas (USA).
14. Park, S., Sturman, M.C., Lucianetti, L. (2015). Taking a closer look: Individual Perceptions of Pay-For-Performance Plans in Multi-PFP Plan Environments. **Fifth European Reward Management Conference (RMC)**, Brussels (Belgium).
15. Kessler S., Lucianetti L., Pindek S., Spector P.E. (2015). Supervisors and Subordinates: Shared Stress at Play, **SMA Annual Meeting**, TradeWinds Island Resort in St. Pete Beach, Florida (USA).
16. Calantone R.J., Castel M., Lucianetti L., Vickery S.K. (2015). Antecedents and Consequences of Measuring Quality in a Balanced Scorecard Framework: Does Measurement Matter?, **Annual Meeting of the Decision Sciences Institute**, Seattle (USA).
17. Brazel. J.F., Lucianetti L., Schaefer T.J. (2015). Reporting Concerns about Earnings Quality: An Examination of Corporate Managers, **EARNet Conference**, University of Lausanne (SWITZERLAND).
18. Franco M., Battista V., Lucianetti L. (2015). Managing the unmanageable: a closer look at the relationship between control systems and the performance of universities, accepted for the **8th Conference on Performance Measurement and Management Control**, Nice (FRANCE).

19. Curtis M., Conover T., Lucianetti L., Battista V. (2015). A Contrast of Ethical Decision-Making by Accounting Professionals and Students from the U.S. and Italy, accepted for **2015 Annual Meeting of the American Accounting Association**, Chicago, (USA).
20. Loignon A.C., Janaki G., Rogelberg S., Lucianetti L., (2015). The Measurement and Substantive Validity of Leader-Member Exchange at the Dyadic Level, accepted for **Annual Meeting of the Academy of Management**, Vancouver, (CANADA).
21. Barnes C., Awtrey E., Lucianetti L., Spreitzer G. (2015). Sleep Depriving Leader Behavior, Subordinate Sleep, and Unethical Behavior, accepted for **Annual Meeting of the Academy of Management**, Vancouver (CANADA).
22. Shafer W., Lucianetti L. (2015). Machiavellianism, stakeholder orientation and views toward social and environmental reporting, accepted for **Cambridge Business & Economics Conference**, Cambridge (UK).
23. Battista V., Lucianetti L., Kujala J. (2015) Cultural differences in moral decision-making: A comparative analysis of Finnish and Italian managers' attitudes, accepted for **EBEN Annual Conference**, Istanbul (TURKEY).
24. Kessler S., Lucianetti L., Pindek S., Spector P.E. (2015). Do Workload and Safety Climate Interact? **Work, Stress and Health 2015: Sustainable Work, Sustainable Health, Sustainable Organizations**, Atlanta, (USA).
25. Franco M., Battista V., Lucianetti L. (2015). Managing the unmanageable: a closer look at the relationship between control systems and the performance of universities, **38th Annual Congress of the European Accounting Association**, Glasgow (UK).
26. Kessler S., Lucianetti L., Pindek S., Spector P.E. (2015). Safety Climate: A Multilevel Moderated Mediation Model, **The 29th Annual Conference of the Society for Industrial and Organizational Psychology (SIOP)**, Philadelphia, (USA).
27. Tepper B.J., Park H.M., Duffy M.K., Lucianetti L., Mitchell M.S., Haggard D.L. (2015). Examining The Phenomenology Of Abusive Supervision, **The 29th Annual Conference of the Society for Industrial and Organizational Psychology (SIOP)**, Philadelphia, (USA).
28. Verghese, A. J., Koufteros X. A., Lucianetti L., (2014). The Effect Of Performance Measurement Systems On Firm Performance: A Cross-Sectional And A Longitudinal Study, **Annual Meeting of the Decision Sciences Institute (DSI)**, Tampa, FL, (USA).
29. Robertson C., Rojas-Mendez J., Pipoli G., Buitrago R. and Lucianetti L. (2014). Perceptions Of Country Image And Product Marketing: A Study Of Wine Brands From Chile And Argentina, **Academy of Marketing Science (AMS), World Marketing Congress Conference**, Lima, (PERÙ).
30. Kathuria, R. and Lucianetti, L. (2014). Alignment Between Performance Metrics And Business Strategy: Does It Impact Organizational Performance?, **19th Annual Conference of the Asia-Pacific Decision Sciences Institute (APDSI)**, Yokohama (JAPAN).
31. Barnes C., Lucianetti L., Bhave D., Christian M. (2014). A Dynamic Multilevel Model of Sleep and Abusive Supervision, **The 29th Annual Conference of the Society for Industrial and Organizational Psychology (SIOP)**, Honolulu, Hawaii (USA).
32. Rouse P., Lucianetti L., Yung C., (2013). Implementations of the Balanced Scorecard and their impact on organisation efficiency. Paper presented at the **11th International Conference on Data Envelopment Analysis**, Samsun (TURKEY).
33. Errore A., Linderman K., Lucianetti L. (2013). The use of financial and non-financial performance measures: a contingency perspective. Paper presented at the **30th Quality and Productivity Research Conference**, Niskayuna, NY (USA).
34. Kathuria R., Lucianetti L., (2012) Performance Measurement Systems: Nature, Objectives, and Organizational Performance. Paper presented at the annual meeting of the **43rd Decision Sciences Institute Annual Meeting (DSI)**, San Francisco (USA).
35. Consorti A., Lucianetti L., Migliori S. (2011). Entrepreneurial Orientation, Market Orientation and Innovation Capability: the effects on University Spin-Off, **Research in Entrepreneurship and Small Business (RENT) – Bodo** (NORWAY).

36. Lucianetti L., Perozzi D. (2011). An empirical analysis of balanced scorecard design. Paper presented at the **6th Conference on performance measurement and management control (EIASM)**, Nice (FRANCE).
37. Lucianetti L., Perozzi D. (2011). The performance consequences of the balanced scorecard. Paper presented at the **34th Annual Congress European Accounting Association (EAA)**, Rome (ITALY).
38. Lucianetti L., Cocco A., Minunno F., Perozzi D. (2010). R&D Change and Value Relevance of Earnings and Book Value. Paper presented at the **6th Interdisciplinary Workshop (EIASM) on Managing, Measuring and Visualizing Intangibles, Intellectual Capital & Extra-Financial Information**, Catania (ITALY).
39. Lucianetti L., Cocco A., Minunno F., Perozzi D. (2010). R&D Change and Value Relevance of Earnings and Book Value. Paper presented at the **5th Workshop on Accounting and Regulation (EIASM)**, Siena (ITALY).
40. Lucianetti L., Perozzi D. (2010). The impact of Balanced Scorecard on organizational performance. Paper presented at the **American Accounting Association (AAA)**, San Francisco, CA (USA).
41. Lucianetti L., Perozzi D. (2010). An empirical analysis of organizations' implementation experiences with balanced scorecard. Paper presented at the **33rd Annual Congress European Accounting Association (EAA)**, Istanbul (TURKEY).
42. Lucianetti L., Cocco A., Minunno F., Perozzi D. (2009). Measuring the Intangible assets: a value relevance perspective. Paper presented at the **5th Workshop on visualing, measuring and managing intangible assets and intellectual capital**, Dresden (GERMANY).
43. Lucianetti L. (2009). Does the development of the strategy maps enhance the effectiveness of the Balanced Scorecard?. Paper presented at the **32nd Annual Congress of European Accounting Association (EAA)**, Tampere (FINLAND).
44. Bourne M., Mura M., Franco-Santos M., Pavlov A., Martinez V., Lucianetti L. (2009). Performance management practices and the drivers of business performance. Paper presented at the **6th PMA Conference**, Otago (NEW ZEALAND).
45. Lucianetti L., Perozzi D. (2008). Improving corporate governance through a balanced risk management approach. Paper presented at the **5th Workshop on Corporate Governance (EIASM)**, Brussels (BELGIUM).
46. Lucianetti L. (2008). Performance measures from a contingency perspective: field evidence. Paper presented at the **31st European Accounting Association (EAA)**, Erasmus University of Rotterdam (NETHERLAND).
47. Lucianetti L. (2007). An empirical analysis of performance measures and management accounting practices in large Italian manufacturing firms. Paper presented at the **4th Conference on performance measurement and management control (EIASM)**, Nice (FRANCE).
48. Lucianetti L. (2007). The relationship between perceived environmental uncertainty, centralization, management accounting techniques, type organization strategy and performance measures. Some empirical evidences from an Italian perspective. Paper presented at the **8th Management Accounting Research (EIASM)**, Trento (ITALY).

PUBLICATIONS IN ITALIAN LANGUAGE

RESEARCH MONOGRAPHS

1. Lucianetti L., Cocco A. (2011). **Risorse immateriali e value relevance dell'informativa contabile**, FrancoAngeli, Milano, pp. 194, ISBN: 978-88-568-4018-6.
2. Lucianetti L. (2008). **Profili economico aziendali delle Banche locali – Ricerca sul campo**, Giappichelli, Torino, pp. 220 – ISBN: 978-88-348-8699-1.
3. Lucianetti L. (2005). **La nuova realtà cooperativa nella dimensione economico aziendale**, Quaderni monografici Rirea, n. 43, pp. 96 – ISBN: 978-88-96004-47-0.

4. Lucianetti L. (2004). **Balanced Scorecard e Controllo Aziendale**, Aracne Editrice, pp. 464 – ISBN: 88-7999-854-4.

ITALIAN REFEREED PUBLICATIONS

1. Lucianetti L., Battista V. (2015), La manipolazione dei valori di bilancio: l'importanza della pressione del management e dei tratti personali nell'attività del controller, **Management Control**, 1, 101-132, ISSN 2239-0391.
 2. Lucianetti L., (2013). Antecedents and consequences of Balanced Scorecard, **Economia Aziendale Online 2000 Web**, 4, 1, 19-32, ISSN 2038-5498.
- Lucianetti L., (2011).