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ASSOCIATE PROFESSOR OF PRACTICE

**Digital Transformation**

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# Biography

Gianluca Salviotti is an Associate Professor of Practice of Information Systems at SDA Bocconi School of Management. Since January 2018, he has been the Information Systems Faculty Deputy at SDA Bocconi School of Management. He is the Course Director of Strategy and Governance for Cyber Risk at Università Bocconi. He is part of the Faculty of the SDA Bocconi School of Management Asia Center.

At SDA Bocconi, he is the coordinator of the research Lab “Digital Enterprise Value and Organization” (DEVO Lab), Professor of Management Information Systems and Digital Transformation for the MBA, EMBA, EMBAWE, MFB, MISA, IEMB (Mumbai) programs. He is the Program Director of the Executive Education programs “Mastering Digital Evolution”, “IT Governance” and “IT Risk Management”. He has managed several custom research and education programs for companies such as ABB, ENI, IBM, Samsung, SAP, TIM, Vodafone.

His research activities focus on technologies for digital transformation, links between business complexity and IT Governance and IT risk management. Currently, he is working with the Design Lab of the Massachusetts Institute of Technology (MIT) on the identification and assessment of high impact digital technologies.

He is the author of numerous books and articles on Information Systems and Digital Transformation. His works have been published in *Economia & Management*, *Il Sole 24 Ore* and *Computerworld*, among others. He has also authored several books, including “The Blockchain Journey, a guide to practical business applications” and “Digital Manufacturing”. He won the SDA Best Coordinator Award in 2011 for Executive Education (Custom Programs) and in 2012 for Research. In 2013 he received the award for the best innovation project from the Claudio Demattè Research Division. In 2014, he won the Google Faculty Research Award with a study on digitalization in small and medium enterprises. In 2015 and 2016 he received the Sedin-Bocconi Teaching Award for the university program “Computer Skills for Economics”. In 2018 he was the co-author of the award winning paper for the category “Move the Field Forward” thanks to a work on the application of Blockchain technology on corporations.

Gianluca earned a degree and a Ph.D. in Business Administration & Management both from the Università degli Studi di Pavia. He received the International Teachers Program diploma from the China Europe International Business School (CEIBS, Shanghai-Beijing). He is married to Lorena, he has two sons, Francesco Jacopo and Alessandro Ludovico.

## Teaching domains

Digital Innovation

High Impact Technologies

Technology Scouting

IT Governance

Cyber Risk Governance

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## ARTICLES IN SCHOLARLY JOURNALS

DIAFERIA L., SALVIOTTI G.

**Intelligenza artificiale cosa c'è dietro**

Economia & Management, 2021, vol.2, pp.8-12

ABBATEMARCO N., SALVIOTTI G.

**5G: infrastruttura in cerca d'autore**

Economia & Management, 2019, vol.4, pp.65-71

SALVIOTTI G., SAVIOZZI F., AUTERA S.

**Networked digitization. L'unione fa la forza**

Economia & Management, 2016, vol.3, pp.20-26

SAVIOZZI F., SALVIOTTI G., ZAMBONI S.

**Le regole del gioco degli enterprise social network: il caso Reply**

Economia & Management, 2014, vol.6, pp.84-100

SALVIOTTI G., BIFFI A.

**Standardizzare l'innovazione, la storia di Bay Barb**

Economia & Management, 2011, vol.4, pp.67-90

SALVIOTTI G.

**Sistemi informativi integrati e Web 2.0: dal make al buy al mash-up delle applicazioni software?**

Economia & Management, 2009, vol.3, pp.71-73

SALVIOTTI G., ZERBINI F.

**I sistemi di CRM nel retail: centralizzazione o decentramento?**

Economia & Management, 2008, vol.1, pp.91-117

SALVIOTTI G., ZAMBONI S.

**L'eccellenza nei processi di innovazione aziendali. Best Innovation Award 2007**

Economia & Management, 2008, vol.3, pp.60-64

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## RESEARCH MONOGRAPHS

MEREGALLI S., SALVIOTTI G.

**Complessità aziendale e valore dei sistemi informativi**

Egea, Milano, Italy, 2014

MEREGALLI S., SALVIOTTI G.

**La governance dei sistemi informativi: un vademecum per il consiglio di amministrazione**

Egea, Milano, Italy, 2012

MEREGALLI S., SALVIOTTI G.

**Sistemi ERP e gestione delle complessità: casi di aziende italiane in crescita**

Egea, Milano, Italy, 2011

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## PRACTICE-ORIENTED BOOKS

SALVIOTTI G., DE ROSSI L., ABBATEMARCO N.

**The Blockchain Journey. A guide to practical business applications.**

Bocconi University Press - BUP, Milano, Italy, 2018

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## EDITED BOOKS

SALVIOTTI G., MEREGALLI S. (EDS.)

**High Impact Technologies Radar, General Report, 3rd Edition**

Egea, Milano, Italy, 2019

SALVIOTTI G., MEREGALLI S. (EDS.)

**High Impact Technologies Radar, General Report, 2nd Edition**

Egea, Milano, Italy, 2018

SALVIOTTI G., MEREGALLI S. (EDS.)

**Digitale e Manifatturiero. Impatti, prospettive e stato dell'arte per le aziende italiane**

Egea, Milano, Italy, 2017

SALVIOTTI G., MEREGALLI S. (EDS.)

**High Impact Technologies Radar, General Report**

Egea, Milano, Italy, 2017

CLERICI A., DE PRA M., SALVIOTTI G. (EDS.)

**Comunicare 2.0 : lavorare con gli strumenti del nuovo web**

Apogeo Editore, Italy, 2012

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## TEXTBOOKS

CLERICI A., SALVIOTTI G., BALLERINI M., DEBERNARDI C., DEL CORNO D., DE PRA M., REZZANI A., SAMPIETRO M. (EDS.)

**Eserciziario di Excel**

Egea, Milano, Italy, 2015

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## CONTRIBUTION TO CHAPTERS, BOOKS OR RESEARCH MONOGRAPHS

SALVIOTTI G.

**ICT, digitalization and the Information Society** in *A. Clerici, Computer skills handbook for economics*

A. Clerici(Ed), Egea, 2015

SALVIOTTI G.

**Web, Web 2.0 and online information** in *Computer skills handbook for economics*

A. Clerici(Ed), Egea, 2015

SALVIOTTI G.

**L'evoluzione dell'ICT** in *Manuale di informatica per l'economia*

A.Clerici(Ed), Egea, pp.3-26, 2014

SALVIOTTI G.

**Web 2.0: logiche, opportunità e rischi** in *Manuale di informatica per l'economia*

A.Clerici(Ed), Egea, pp.57-88, 2014

SALVIOTTI G.

**La gestione dei rischi dei sistemi informativi** in *Information technology in azienda. Modelli di management*

P.Pasini(Ed), Egea, pp.143-164, 2013

SALVIOTTI G.

**Il web 2.0 per connettersi, comunicare, collaborare, condividere** in *Comunicare 2.0 : lavorare con gli strumenti del nuovo web*

A.Clerici, M.De Pra, G.Salviotti(Ed), Apogeo Editore, pp.1-45, 2012

SALVIOTTI G.

**Search 2.0 : la ricerca di informazioni nel web 2.0** in *Comunicare 2.0 : lavorare con gli strumenti del nuovo web*

A.Clerici, M.De Pra, G.Salviotti(Ed), Apogeo Editore, pp.167-200, 2012

SALVIOTTI G.

**Verso la enterprise 2.0** in *Comunicare 2.0 : lavorare con gli strumenti del nuovo web*

A.Clerici, M.De Pra, G.Salviotti(Ed), Apogeo Editore, pp.201-226, 2012

SALVIOTTI G.

**Il Sistema Informativo Aziendale** in *Manuale di Informatica per l'economia*

A.Clerici(Ed), Egea, pp.43-70, 2011

SALVIOTTI G.

**Il Web 2.0** in *Manuale di Informatica per l'economia*

A.Clerici(Ed), Egea, pp.117-170, 2011

SALVIOTTI G.

**Introduction to ICT** in *Computer Skills for Economics*

A.Clerici(Ed), Egea, pp.3-42, 2011

SALVIOTTI G.

**Introduzione all'ICT** in *Manuale di Informatica per l'economia*

A.Clerici(Ed), Egea, pp.3-40, 2011

SALVIOTTI G.

**The corporate information system** in *Computer Skills For Economics*

A.Clerici(Ed), Egea, pp.43-69, 2011

SALVIOTTI G.

**Web 2.0** in *Computer Skills for Economics*

A.Clerici(Ed), Egea, pp.113-166, 2011

SALVIOTTI G.

**I sistemi informativi per il supply chain management (SCM)** in *Management Volume 7 - Innovazione e tecnologie informatiche*

F. Pennarola(Ed), Il Sole 24 Ore - Università Bocconi Editore - La Repubblica, pp.379-407, 2006

BIFFI A., SALVIOTTI G.

**Store information system: informazioni e tecnologie per la gestione delle piattaforme relazionali** in *Store management: il punto vendita come piattaforma relazionale*

S.Castaldo, C.Mauri (Eds),Franco Angeli, pp.314-343, 2005

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## CASES IN INTERNATIONAL CASE COLLECTIONS

MANDELLI A., SALVIOTTI G., PIANCATELLI C., ABBATEMARCO N.

**Vibram: Customer Centricity at the Core of Digital Transformation and New Business Model**

2020, The Case Centre, Great Britain

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## ENTRY (IN DICTIONARY OR ENCYCLOPEDIA)

SALVIOTTI G.

**Information System Application** in *Dizionario enciclopedico di Informatica, ICT e Nuovi Media*  
Treccani, 2012

SALVIOTTI G.

**Logistic information System** in *Dizionario enciclopedico di Informatica, ICT e Nuovi Media*  
Treccani, 2012

SALVIOTTI G.

**Marketing Information System** in *Dizionario enciclopedico di Informatica, ICT e Nuovi Media*  
Treccani, 2012

SALVIOTTI G.

**OLRT** in *Dizionario enciclopedico di Informatica, ICT e Nuovi Media*  
Treccani, 2012

SALVIOTTI G.

**Oracle Finance** in *Dizionario enciclopedico di Informatica, ICT e Nuovi Media*  
Treccani, 2012

SALVIOTTI G.

**Production Information System** in *Dizionario enciclopedico di Informatica, ICT e Nuovi Media*  
Treccani, 2012

SALVIOTTI G.

**R&D Information System** in *Dizionario enciclopedico di Informatica, ICT e Nuovi Media*  
Treccani, 2012

SALVIOTTI G.

**SAP** in *Dizionario enciclopedico di Informatica, ICT e Nuovi Media*  
Treccani, 2012

SALVIOTTI G.

**SRM supplier relationship management** in *Dizionario enciclopedico di Informatica, ICT e Nuovi Media*  
Treccani, 2012

SALVIOTTI G.

**Seat reservation system** in *Dizionario enciclopedico di Informatica, ICT e Nuovi Media*  
Treccani, 2012

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**Sistemi ERP** in *Dizionario enciclopedico di Informatica, ICT e Nuovi Media*  
Treccani, 2012

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**Sistemi Informativi Integrati** in *Dizionario enciclopedico di Informatica, ICT e Nuovi Media*  
Treccani, 2012

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**Sistemi Interattivi Transaction Oriented** in *Dizionario enciclopedico di Informatica, ICT e Nuovi Media*  
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**Sistemi offline** in *Dizionario enciclopedico di Informatica, ICT e Nuovi Media*  
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**Sistemi online** in *Dizionario enciclopedico di Informatica, ICT e Nuovi Media*  
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**Sistemi real time** in *Dizionario enciclopedico di Informatica, ICT e Nuovi Media*  
Treccani, 2012

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**Trading Information System** in *Dizionario enciclopedico di Informatica, ICT e Nuovi Media*  
Treccani, 2012

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## PROCEEDINGS/PRESENTATIONS

CENNAMO C., DIAFERIA L., GAUR A., SALVIOTTI G.

**Digital Transformation and Incumbent Businesses: How to Understand and Assess Platform Disruption**  
*3rd Competitive Renaissance Through Digital Transformation Conference, February 18-19, 2021, Pavia, Italy*

ABBATEMARCO N., DE ROSSI L., GAUR A., SALVIOTTI G.

**Beyond a Blockchain Paradox: How Intermediaries Can Leverage a Disintermediation Technology**  
*53rd Hawaii International Conference on System Sciences, January 7-10, 2020, Maui, Hawaii, United States of America*

SALVIOTTI G., GAUR A., PENNAROLA F.

**Strategic factors enabling digital maturity: an extended survey**  
*Mediterranean Conference on Information Systems (MCIS), 21-23 September, 2019, Naples, Italy*

SALVIOTTI G., ABBATEMARCO N., DE ROSSI L.

**Towards a Comprehensive Blockchain Architecture Continuum.**  
*Proceedings of the 52nd Hawaii International Conference on System Sciences, 2019, Grand Wailea, Maui, United States of America*

SALVIOTTI G., DE ROSSI L., ABBATEMARCO N.

**An econometric model to estimate the value of a cryptocurrency network: the Bitcoin case.**  
*Proceedings of 26th European Conference on Information Systems, 2018, Portsmouth, Great Britain*

SALVIOTTI G., DE ROSSI L., ABBATEMARCO N.

**A Structured Framework to Assess the Business Application Landscape of Blockchain Technologies**  
*The 51st Hawaii International Conference on System Sciences - January 2-6, 2018, Waikoloa Village, Hawaii, United States of America*

SALVIOTTI G.

**Information Technology and the transformation of wine industries. A cross-country comparison**  
*Proceedings of the 6th AWBR International Conference - June 9-11, 2011, Bordeaux, FRANCE*

MANDELLI A., SALVIOTTI G., VIANELLO S.

**ICT & Organization Performance: uncovering the mediating role of organizational learning and social capital**  
*38th EMAC Conference - May 26-29, 2009, Nantes, France*

SALVIOTTI G., MANDELLI A., BIFFI A., CANATO A.

**Network organization in digital economy: evidence from the Italian case**  
*Business and Information Technologies Conference - June 2, 2006, Lugano, Switzerland*

SALVIOTTI G., PASINI P.

**Ripensare i sistemi di CRM nelle imprese italiane. Prime evidenze da una action research**  
*3rd Conference of the Italian Chapter of AIS - 26-27 October, 2006, Milano, Italy*

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## RESEARCH REPORTS

SALVIOTTI G., GAUR A., CENNAMO C., DIAFERIA L.

**A guide to Platform Economy for Incumbents**

2020, DEVO Lab – SDA Bocconi School of Management, Milan, Italy

DOSSI A., SALVIOTTI G., DIAFERIA L.

**Digital Enabled Finance Evolution. La prospettiva dei CFO**

2020, NTT DATA – SDA Bocconi DEVO Lab, Milan, Italy

SALVIOTTI G., DIAFERIA L.

**High Impact Technologies, 7th General Report**

2020, DEVO Lab – SDA Bocconi School of Management, Milan, Italy

SALVIOTTI G.

**Artificial Intelligence for Enterprises, Capabilities, Market Overview, Business Applications and Organizational Impacts**

2019, DEVO Lab – SDA Bocconi School of Management, Milan, Italy

SALVIOTTI G., CAVALLAZZI S., ABBATEMARCO N.

**HIT Radar Application Focus: Back Office**

2019, Economia & Management Plus, Milano, Italy

SALVIOTTI G., DE ROSSI L.

**HIT Radar Application Focus: Finance**

2019, Economia & Management Plus, Milano, Italy

SALVIOTTI G., ABBATEMARCO N.

**HIT Radar Application Focus: HR**

2019, Economia & Management Plus, Milano, Italy

SALVIOTTI G., DE ROSSI L., ABBATEMARCO N.

**HIT Radar Application Focus: Industrial Operations**

2019, Economia & Management Plus, Milano, Italy

SALVIOTTI G., DE ROSSI L.

**HIT Radar Application Focus: Information Technology**

2019, Economia & Management Plus, Milano, Italy

SALVIOTTI G., CAVALLAZZI S., ABBATEMARCO N.

**HIT Radar Application Focus: Legal & Security**

2019, Economia & Management Plus, Milano, Italy

SALVIOTTI G., CAVALLAZZI S.

**HIT Radar Application Focus: Marketing & Sales**

2019, Economia & Management Plus, Milano, Italy

SALVIOTTI G., DE ROSSI L., MARINO V.

**HIT Radar Sector Focus: Manufacturing**

2018, Economia & Management Plus, Milano, Italy

ABBATEMARCO N., DE ROSSI L., SALVIOTTI G.

**Exploiting Blockchain**

2017, DEVO Lab – SDA Bocconi School of Management, Milan, Italy

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## Grants & Honors

Move the Field Forward Best Paper Award – The Center for Business Analytics (CBA) at Milgard School of Business, 2018

Top 3 Best Professors – Università Commerciale Luigi Bocconi, 2016

Teaching Award for the university program “Computer Skills for Economics” – Università Commerciale Luigi Bocconi , 2015

Faculty Research Award with a study on small and medium enterprises digitalization – Google , 2014

Award for the best innovation project from Claudio Demattè Research Division – SDA Bocconi School of Management , 2013

Best Coordinator Award for Research Projects – SDA Bocconi School of Management , 2012

Best Coordinator Award for Executive Education (Custom Programs) – SDA Bocconi School of Management , 2011

CASE-IT Case Competition – Simon Fraser University , 2010

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