

# Alex Turrini

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**Public Management**

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## Biography

Alex Turrini is an Associate Professor at the Department of Social and Political Sciences at Università Bocconi.

At SDA Bocconi he has been the Government, Health and Not for Profit Faculty Deputy. Until 2016, he directed the Master in Arts Management and Administration (MAMA) and co-directed the Master in International Arts Management (MIAMM). Between 2012 and 2014, he was the Director of the Executive Master in Management of Public Administration (EMMAP). He has conducted numerous research, education and consulting projects with various national and international public sector organizations.

His research activities focus on two main areas. The first is public policies and management in the arts and cultural sector; the second is public network leadership and change in governmental and nonprofit organizations.

He is the author of numerous books and articles on these topics. His works have been published in Public Administration Review, Governance, Public Administration, the International Journal of Arts Management, the Journal of Art and Law and Society, among others. He serves as a reviewer for national and international journals and he is the Associate Editor in Management for the International Journal of Arts Management.

Alex earned both his degree and his Ph.D. in Management from Università Bocconi. From 2018 to 2020 he was Chair of the Arts Management and Arts Entrepreneurship Division at Southern Methodist University, Dallas (US).

## Teaching domains

Public Network Design & Management

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## ARTICLES IN SCHOLARLY JOURNALS

MICACCHI M., CUCCINIELLO M., TRIVELLATO B., CRISTOFOLI D., TURRINI A., VALOTTI G., NASI G.

**How to organize in turbulence: Arrangements and pathways for robust governance**

Journal of Public Administration Research and Theory, 2025

TURRINI A., MASSI M., PIANCATELLI C.

**From Corporate Artification to Artification in the Third Sector**

Journal of Philanthropy and Marketing, 2024, vol.29, no. 4, pp.e1881

MASSI M., MION DALLE CARBONARE P., PROKUPEK M., TURRINI A.

**Exploring fundraising executives' careers in arts and culture: The role of tenure and career switching**

Journal of Philanthropy and Marketing, 2023, vol.28, no. 4, pp.e1804

LUCHETTI M., TURRINI A.

**It Takes Four to Tango: Designing E-D-I Practices in Cultural Districts**

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CRISTOFOLI D., CUCCINIELLO M., MICACCHI M., TRIVELLATO B., TURRINI A., VALOTTI G.

**"One, none, and a hundred thousand" recipes for a robust response to turbulence**

Public Administration, 2023, vol.101, no. 1, pp.106-123

LUCHETTI M., TURRINI A.

**A new organizational challenge for inclusive theaters: Who will manage the change?**

inTRAlinea, 2022, vol.Special Issue: Inclusive Theatre

DI GIOVANNI E., LUCHETTI M., TURRINI A., RAFFI F.

**Exploring how accessible cultural practices impact on community development: The case of at the Macerata Opera Festival in Italy**

Local Development & Society, 2022, vol.3, no. 1, pp.74-87

LUCCHETTI M., TURRINI A.

**Multiculturalismo, diversità e strategie di inclusione**

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MASSI M., TURRINI A.

**Prossimità virtuale o distanza fisica? Trasformazione digitale e co-creazione del valore ai tempi del COVID-19 / Virtual proximity or physical distance? Digital transformation and value co-creation in COVID-19 times**

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VALOTTI G., TURRINI A., CRISTOFOLI D.

**Quando burocrazia è sinonimo di velocità: l'Huoshenshan di Wuhan, il Javits Center Emergency Hospital a New York e l'Ospedale Fiera di Milano**

Mecosan, 2020, vol.113, pp.147-154

TURRINI A., CRISTOFOLI D., VALOTTI G.

**Sense or sensibility? Different approaches to cope with the COVID-19 pandemic**

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RICCIUTI E., TURRINI A.

**Foundations in Italy: What Roles and Challenges?**

American Behavioral Scientist, 2018, vol.62, no. 13, pp.1822-1832

TURRINI A., CANCELLIERI G.

**How God and King affect our musical tastes: shedding light on religiosity, political convictions and taste cultivation as drivers of eclectic vs. voracious music preferences**

International Journal of Arts Management, 2018, vol.21, no. 1, pp.91-104

CANCELLIERI G., TURRINI A.

**The phantom of modern opera: how economics and politics affect the programming strategies of opera houses**

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CANCELLIERI G., TURRINI A.

**Cultural factory fra iconicità e management: un benchmarking europeo**

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ORAZI D., TURRINI A., VALOTTI G.

**Public sector leadership: New perspectives for research and practice**

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SOSCIA I., TURRINI A., TANZI E.

**Non Castigat Ridendo Mores: Evaluating the effectiveness of humor appeal in printed advertisements for HIV/AIDS prevention in Italy**

Journal of Health Communication, 2012, vol.17, no. 9, pp.1011–1027

TURRINI A., SOSCIA I., MAULINI A.

**Web communication can help theatres attract and keep younger audiences**

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CRISTOFOLI D., NASI G., TURRINI A., VALOTTI G.

**Civil Service Reforms in Italy: The Importance of External Endorsement and Administrative Leadership**

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**Coming Back Soon: Assessing the Determinants of Absenteeism in the Public Sector**

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TURRINI A., NASI G., CRISTOFOLI D., FROSINI F.

**Networking Literature About Determinants Of Network Effectiveness**

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TURRINI A., NASI G., CRISTOFOLI D., SOSCIA I.

**Lifting the veil of Maya**

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SANCINO A., TURRINI A.

**The Managerial Work of Italian City Managers: An Empirical Analysis**

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TURRINI A., O'HARE M., BORGONOV F.

**The Border Conflict between the Present and the Past: Programming Classical Music and Opera**

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MONTANELLI R., TURRINI A.

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**L'implementazione delle riforme amministrative nei Comuni italiani: il caso del paysystem dei dirigenti**

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TURRINI A., CEDA C.

**I sistemi bibliotecari degli enti locali**

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TURRINI A.

**Measuring audience addiction to the arts: the case of an Italian theatre**

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TURRINI A.

**Finanziamenti alternativi nei servizi pubblici: i voucher per le istituzioni culturali**

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**La costituzione di aziende sociali: la terza via tra mercato e gerarchia. Il caso dell'Istituzione di Castel San Pietro**

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TURRINI A.

**Il caso come metodologia di ricerca in economia aziendale**

## RESEARCH MONOGRAPHS

PECORARO F., TURRINI A., VOLPE M.

**Fundraising per l'arte e la Cultura: Strumenti ed esperienze per una nuova cultura filantropica**

Egea, Milano, Italy, 2024

PECORARO F., TURRINI A., VOLPE M.

**Fundraising for the Arts**

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TURRINI A.

**La valutazione delle performance in ambito culturale**

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TURRINI A.

**Politiche e management pubblico per l'arte e la cultura**

Egea, Milano, Italy, 2009

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**Da burocrati a manager : una riforma a metà: primo rapporto sulla dirigenza pubblica italiana**

Egea, Milano, Italy, 2007

MONTANELLI R., TURRINI A.

**La governance locale nei servizi sociali**

Egea, Milano, Italy, 2006

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## EDITED BOOKS

CUCCINIELLO M., FATTORE G., LONGO F., RICCIUTI E., TURRINI A. (EDS.)

**Management Pubblico – II Ed.**

Egea, Milano, Italy, 2024

TURRINI A., MASSI M. (EDS.)

**The Artification of Luxury Fashion Brands**

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LIGUORI M., MACCIÒ M., ROTA S., SICILIA M., TURRINI A., VALOTTI G. (EDS.)

**OCAP 2/2011 - Leader in trasformazione. Identikit dei parlamentari italiani a confronto con altri Paesi**

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FOSTI G., TURRINI A. (EDS.)

**OCAP 2/2010. Leader nell'ombra. Il ruolo dei segretari negli enti locali italiani**

Egea, Milano, Italy, 2010

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# CONTRIBUTION TO CHAPTERS, BOOKS OR RESEARCH MONOGRAPHS

MELE V., TURRINI A.

**Le teorie sulle istituzioni pubbliche: burocrazia, New Public Management e governance** in *Management Pubblico – II Ed.*

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Robyn Keast, Joris Voets, Jack Wayne Meek, Christine Flynn (Eds), Edward Elgar Publishing, chap. 3, pp.33–52, 2023

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TURRINI A., CRISTOFOLI D., CUCCINIELLO M.

**Promuovere la reactivity degli “street level bureaucrats”: tra senso della missione ed entusiasmo** in *Reactive PA. Lezioni dalla Pandemia per il Cambiamento della Pubblica Amministrazione*

G. Valotti (Eds), Egea, chap. 4, pp.111–124, 2022

VALOTTI G., TURRINI A., CRISTOFOLI D., TRIVELLATO B.

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TURRINI A., GALLAGHER B. K., MASSI M.

**The impact of digital transformation on fundraising for the arts** in *Digital Transformation in the Cultural and Creative Industries*

Marta Massi, Marilena Vecco, Yi Lin (Eds), Routledge, chap. 14, pp.244–261, 2021

TURRINI A., VOSS Z.

**Strategic fundraising in the arts: the mistake of selling** in *Managing the Cultural Business: Avoiding Mistakes, Finding Success*

M. Addis, A. Rurale (Eds), Routledge, chap. 9, pp.280–310, 2020

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**Turning Crowds into Patrons: Democratizing Fundraising in the Arts and Culture** in *The Routledge Companion to Arts Management*

William J. Byrnes, Aleksandar Brkic (Eds), Routledge, chap. 27, pp.409–429, 2019

CANCELLIERI G., TURRINI A., SANZO PEREZ M. J., SALIDO-ANDRES N., KULLBERG J., COGNAT A. S.

**Social Innovation in Arts & Culture. Place-Regeneration Initiatives Driven by Arts & Culture to Achieve Social Cohesion** in *Social Innovation. Comparative Perspectives*

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FIGUEROA M., NAVRÁTIL J., TURRINI A., KRLEV G.

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**Il performance management e le amministrazioni pubbliche italiane** in *OCAP. Osservatorio sul cambiamento delle amministrazioni pubbliche (2014) vol.1 La PA che vogliamo. Proposte per un cambiamento possibile* AA.VV. (Eds), Egea, pp.85–103, 2014

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**Public sector leadership: a matter of style** in *Training for Leadership*

de Vries M., Bouckaert, G. (Eds), Bruylant, pp.39–51, 2013

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**Decisioni e leve di service management** in *Management delle istituzioni pubbliche*

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**E-government e innovazione nei servizi pubblici** in *E.Borgonovi, G.Fattore, F.Longo, Management delle istituzioni pubbliche*

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**L'evoluzione del sistema di pubblico impiego** in *Management delle istituzioni pubbliche*

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TURRINI A., NASI G., LEGA F.

**Organizzazione e cambiamento nelle amministrazioni pubbliche** in *Management delle istituzioni pubbliche*

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**Leader si nasce o si diventa?** in *OCAP. Osservatorio sul cambiamento delle amministrazioni pubbliche (2011) vol.2*

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VALOTTI G., TURRINI A.

**Quali leader politici per il futuro dell'Italia?** in *OCAP 2/2011 - Leader in trasformazione. Identikit dei parlamentari italiani a confronto con altri paesi*

AA.VV. (Eds), Egea, pp.99–105, 2011

TURRINI A., IRIGOYEN J. M.

**From pioneers to partners? Arts and cultural policies and the third sector in Italy** in *Third Sector*

*Organisations facing turbulent environments*

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NASI G., TURRINI A.

**Innovazione e cambiamento organizzativo** in *Management delle istituzioni pubbliche*

E. Borgonovi, F. Fattore, F. Longo (Eds), Egea, pp.217–228, 2009

MONTANELLI R., TURRINI A.

**Spesa sociale e governance dei servizi** in *Prendersi cura. Prima relazione sociale della Provincia di Milano*

AA.VV. (Eds), Provincia di Milano, 2009

CRISTOFOLI D., TURRINI A., VALOTTI G.

**Modernizzare la pubblica amministrazione italiana: misure, risultati e nodi irrisolti** in *OCAP. Osservatorio sul cambiamento delle amministrazioni pubbliche: Modernizzare i governi. La sfida per il futuro*

AA.VV. (Eds), Egea, pp.161–187, 2008

MERLO A., TURRINI A.

**L'impegno del nonprofit culturale** in *La valorizzazione del patrimonio culturale per lo sviluppo locale. Primo Rapporto Annuale Federculture*

AA.VV. (Eds), Touring University Press, pp.24–36, 2002

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## ARTICLES IN NATIONAL/INTERNATIONAL NEWSPAPERS

TURRINI A., PECORARO F.

**Come rilanciare l'antica tradizione italiana della filantropia culturale privata**

Il Sole 24 Ore, 28 June, 2023

TURRINI A., CANCELLIERI G.

**Un'opera da finanziare in privato**

lavoce.info, 28 September, 2012

TURRINI A., VALOTTI G.

**I dirigenti pubblici e l'importanza di chiamarsi onesto**

lavoce.info, 18 May, 2012

TURRINI A.

**Lo spettacolo? Un dramma**

lavoce.info, 10 December, 2010

TURRINI A.

**Finanziatori Privati in Scena**

lavoce.info, 11 September, 2009

TURRINI A.

**L'Opera da Tre Soldi. Pubblici?**

lavoce.info, 10 March, 2009

TURRINI A., VALOTTI G., CRISTOFOLI D.

**Aspettando il dirigente dell'avvenire**

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TURRINI A., MONTANELLI R.

**Chi si occupa dei non autosufficienti**

lavoce.info, 26 February, 2007

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## CASES IN INTERNATIONAL CASE COLLECTIONS

LARENZA O., TURRINI A., NASI G.

**“Oltre La Norma!” Collaborating for the Reconstruction of Teatro Petruzzelli in Bari**

2013, E-PARCC, Great Britain

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## COMMENTS, DISCUSSIONS, REPLIES IN JOURNAL

CRISTOFOLI D., TURRINI A., VALOTTI G.

**Non bastano i tagli alla spesa: occorre rinnovare la classe dirigente pubblica italiana**

2008, Economia & Management, Milano, Italy

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## ENTRY (IN DICTIONARY OR ENCYCLOPEDIA)

SAPORITO R., TURRINI A.

**Public Sector Leadership and Governance** in *Global Encyclopedia of Public Administration, Public Policy, and Governance*

Ali Farazmand (Eds), Springer International Publishing, pp.1-5, 2019

## OTHER

TURRINI A.

**Book Review - The Italian Legacy in Philadelphia: History, Culture, People, and Ideas Edited by Andrea Canepari and Judith Goode**

2024, International Journal of Arts Management

TURRINI A.

**Exploring historical roots of philanthropy for the arts in Europe**

2023, PhiLab – Université du Québec à Montréal, Canada

LUCHETTI M., TURRINI A.

**Il valore della cultura per la ripartenza**

2022, formaFuturi, Italy

BORGONOVI E., LUCCHETTI M., TURRINI A.

**Reinterpreting heritage to serve the community. Lessons learnt from museum practices in Italy**

2021, Arts Management Quarterly

CRISTOFOLI D., NASI G., TURRINI A., VALOTTI G.

**Much caffeine about nothing. Explaining local government responses to institutional reforms**

2007, Public – ESADegov e-bulletin, Spain

## PROCEEDINGS/PRESENTATIONS

CUCCINIELLO M., CRISTOFOLI D., TRIVELLATO B., TURRINI A.

**Collaborative innovation in turbulent times: the power of “spontaneity”**

*2022 TAD conference “Strategic Management of Public Sector Transformation in Turbulent Times: Enhancing Collaborative Governance and Co-creation of Public Value”, 9-11 June, 2022, Roskilde, Denmark*

CUCCINIELLO M., CRISTOFOLI D., TRIVELLATO B., TURRINI A., VALOTTI G.

**How to design response networks in turbulent times: necessary and sufficient conditions**

*2022 IRSPM Conference “Facing the future: Evolving social-political-administrative relations and the future of administrative systems” - 19-22 April, 2022, (online)*

GALLAGHER B. K., TURRINI A., RURALE A., WRIGHT N., LUCHETTI M., BACA J.

**Exploring ethnic diversity in collaborative arrangements: the case of Texas cultural districts**

*AIMAC 2022 - 16th International Conference on Arts and Cultural Management, June 24-29 2022, Mexico City, Mexico*

TURRINI A., VECCO M.

**On Positive Addiction to Arts: A Systematic Literature Review**

*AIMAC 2022 - 16th International Conference on Arts and Cultural Management, June 24-29 2022, Mexico City, Mexico*

MASSI M., TURRINI A., GALLITTO E.

**Virtual Proximity or Social Distance? Digital Transformation and Value Co-Creation in the Time of COVID-19**

*AIMAC 2022 - 16th International Conference on Arts and Cultural Management, June 24-29 2022, Mexico City, Mexico*

TURRINI A., CLARKSON DAVIS J., JILLSON J., RURALE A.

**Exploring Drivers for Multi-categorical Charitable Giving in the Arts**

*AIMAC 2019 - 15th International Conference on Arts and Cultural Management, June 23-26 2019, Venezia, Italy*

TURRINI A., SOSCIA I., FLACCO G.

**“Don’t Worry, Be Happy”: Artworks Eliciting Positive Emotions Increase Curiosity for the Arts Among Younger Audience**

*AIMAC 2019 - 15th International Conference on Arts and Cultural Management, June 23-26 2019, Venezia, Italy*

PIANCATELLI C., MASSI M., TURRINI A.

**Branding Museums: How Brand Trustworthiness, Perceived Quality and Satisfaction Impact Museum Visitors’ Behavior**

*EURAM 2018, June 19-22, 2018, Reykjavík, Iceland*

MION DALLE CARBONARE P., RURALE A., TURRINI A.

**Successful Community Outreach and Audience Development: Lincoln Centre, NYC**

*14th International Conference on Arts and Cultural Management AIMAC - June 24-28 2017, Beijing, China (PRC)*

BELLÈ N., VALOTTI G., TURRINI A., ORAZI D.

**The Importance of Being Earnest: Righteous Administrative Leaders Enhances Civil Servants’ Effort Propensity**

*AIDEA Convegno del Bi-Centenario Il ruolo dell’azienda nell’economia-Settembre 19-21, 2013, Lecce, Italy*

BELLÈ N., ORAZI D., TURRINI A., VALOTTI G.

**The Importance of Being Earnest: Righteous Administrative Leaders Enhances Civil Servants’ Effort Propensity**

*APPAM Fall Research Conference - Policy Analysis and Public Management in an Age of Scarcity: The Challenges of Assessing Effectiveness and Efficiency - November 8-10, 2012, Baltimore, United States of America*

BELLÈ N., VALOTTI G., TURRINI A., ORAZI D.

**The Importance of Being Earnest: The Effect of Different Leadership Styles on Public Employees Effort**

*APPAM Fall Research Conference - Policy Analysis and Public Management in an Age of Scarcity: The Challenges of Assessing Effectiveness and Efficiency -November 8-10, 2012, Baltimore, United States of America*

BELLÈ N., ORAZI D., TURRINI A., VALOTTI G.

**Investigating the link between public sector leadership and civil servants' performance**

*28th EGOS (European Group for Organizational Studies) Colloquium - July 5-7, 2012, Helsinki, Finland*

TURRINI A., CANCELLIERI G.

**Exploring determinants of programming contemporary music and opera: evidence from Italy**

*17th ACEI Research Conference - June 21-24, 2012, Kyoto, Japan*

BELLE N., VALOTTI G., TURRINI A.

**Exploring the link between public sector leadership and public service motivation in Italian local governments**

*11th National Public Management Research Conference -June 2-4, 2011, Syracuse, NY, United States of America*

BELLÉ N., SAPORITO R., TURRINI A., VALOTTI G.

**Exploring the link between public sector leadership and public service motivation in italian local governments**

*IASIA Annual Conference:"IASIA at 50:Challenges and Ways Forward for Public Administration Globally" - June 13-18 2011, Roma, Italy*

ORAZI C., TURRINI A.

**Public Sector Leadership: a Matter of Style**

*IASIA Conference - June 13-18, 2011, Roma, Italy*

TURRINI A., O'HARE M.

**Capitalizing art museum collections: awkward for museum but good for art and society**

*International Workshop - Il futuro prossimo dei musei: risultati e competenze - October 26-27, 2006, Firenze, Italy*

TURRINI A.

**Assessing determinants of effectiveness in public networks: integration and future directions**

*10th International Research Symposium on Public Management (IRSPM X) - April 12-14 2006, Glasgow, Great Britain*

## RESEARCH NOTES OR SHORT ARTICLES IN JOURNALS

TURRINI A., VALOTTI G.

**Public Management Reforms in Italy: A Renaissance Revival?**

2016, Public Administration Review

GALLI D., TURRINI A.

**Performance management**

2014, Economia & Management, Italy

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## Grants & Honors

Research Grant - FTP - European Commission , 2016

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