

# Paolo Pasini

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## Biography

Paolo Pasini is an Associate Professor of Practice in Information Systems and IT/Digital Management at SDA Bocconi School of Management.

At SDA Bocconi, he served as the Director of the Information Systems Department from 2012 to 2016, and from 2004 to 2006, he was the Vice-Director. In 2017, he acted as the faculty deputy of the knowledge group for Information Systems. He currently holds the position of Scientific Director of the Digital Academy, an executive training program designed for IT&Digital talents. He served as the Scientific Director of the DRIIM project (2017-22), conducted in partnership with the ACIN innovation center of Accenture, focusing on digital technologies and relationships between retail and manufacturing companies in the consumer-packaged goods sector. Additionally, from 2007 to 2014, he was the Director of the Business Intelligence Observatory. He has led various initiatives for managers in Italian and international companies, managing research, training, and consulting projects for major companies in the food, retail, energy, banking, entertainment, pharmaceutical, and chemical sectors. He is a knowledgeable speaker at conferences and events related to ICT & Digital. Currently, he is the Scientific Director of the research program "Digital Maturity and Digital KPI of business impact" (2023-24).

His research focuses on IT/Digital Strategy and Organization, IT/Digital Performance and Value Measurement, Business Intelligence/Data Analytics, and CRM systems. His current research is concentrated on four fundamental areas: the digital transformation of IT organizations, digital strategy and the economic and organizational impact of new (and less new) digital technologies and cloud computing in businesses, the evolution of Corporate Digital Responsibility, Digital Sustainability, and Responsible Technology, and assessing and defining the main drivers of Digital Maturity & Readiness.

He is the author of numerous essays and articles on his research topics, published in various journals, including the European Management Journal, Economia & Management, and Sistemi e Impresa. He has received several SDA awards for his research. He is a member of the Advisory Board of various Italian and European CIO associations. Additionally, he works as a management consultant and advisor for many medium to large Italian and international companies.

Paolo earned his degree in Business Administration from Bocconi University and completed the International Teachers Programme (ITP) in Aix-en-Provence. He is married and has three children.

## Teaching domains

IT Organization

## ARTICLES IN SCHOLARLY JOURNALS

PASINI P.

**Un nuovo spazio alla Corporate Social Responsibility**

Economia & Management, 2023, no. 2, pp.95-100

PASINI P., STABILINI G.

**Digital Procurement made in Italy**

Economia & Management, 2020, no. 4, pp.97-107

PASINI P.

**Lo smart store tra esperienza fisica e digitale**

Economia & Management, 2019, no. 1, pp.91-98

PASINI P., GUARINI E., SOJ R.

**Quanto valgono le società ICT in-house**

Economia & Management, 2017, no. 5, pp.75-80

PASINI P.

**Una RoadMap digitale per le imprese**

Economia & Management, 2016, no. 5-6, pp.107-115

CORSO M., PASINI P.

**Le società ICT in house delle regioni e delle province autonome tra spending review e innovazione IT**

Sistemi & Impresa, 2013, no. 7, pp.39-43

BAGLIERI E., D'AMATO I., PASINI P., POZZOLI E.

**Le dimensioni del successo competitivo: la velocità aziendale delle ICT e delle operations**

Economia & Management, 2012, no. 5, pp.21-32

BAGLIERI E., D'AMATO I., PASINI P., POZZOLI E.

**Le dimensioni dell'eccellenza operativa e il ruolo delle ICT**

Economia & Management, 2011, no. 4, pp.9-17

PASINI P.

**IS Performance Management e IS Relationship Management**

Economia & Management, 2010, no. 3, pp.58-61

PASINI P., ERBA M.

**Web business intelligence. L'evoluzione della BI nel web e nel social web**

Sistemi & Impresa, 2010, vol.8, pp.44-52

ORDANINI A., PASINI P.

**Service co-production and value co-creation: The case for a service-oriented architecture (SOA)**

European Management Journal, 2008, vol.26, no. 5, pp.289-297

PASINI P.

**Misurazione delle performance dei sistemi informativi: nuovi metodi e indicatori**

Economia & Management, 2004, no. 6, pp.36-38

PASINI P.

**Decidere il decentramento dei sistemi informativi aziendali**

Economia & Management, 1996, no. 3, pp.95-110

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## RESEARCH MONOGRAPHS

PEREGO A., PASINI P., MARZOTTO M.

**La Misurazione Delle Prestazioni Dei Sistemi Informativi Aziendali. Nuovi Modelli Di Riferimento E Tecnologie Informatiche Di Supporto**

Egea, Milano, Italy, 2005

PASINI P., PEREGO A., ERBA M.

**L'evoluzione dei sistemi di business intelligence. Verso una strategia di diffusione e di standardizzazione aziendale**

Egea, Milano, Italy, 2004

PASINI P., PREVIATI D.

**Tecnologie Web e Intranet aziendali**

Etas Libri, Milano, Italy, 1999

BIFFI A., PASINI P.

**Groupware. Processi di acquisto e di diffusione nelle imprese**

Etas Libri, Milano, Italy, 1994

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## PRACTICE-ORIENTED BOOKS

MAURI C., POZZOLI E., PASINI P.

**Smart Grocery Retail. L'impatto delle nuove tecnologie**

Egea, Milano, Italy, 2021

PASINI P.

**I Sistemi Informativi Direzionali. Le Tecnologie dell'Informazione a supporto dei Processi Manageriali d'Azienda**

Egea, Milano, Italy, 2003

PASINI P.

**Tecnologie informatiche e conoscenza manageriale**

Etas Libri, Milano, Italy, 1998

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## EDITED BOOKS

PASINI P. (ED.)

**Information technology in azienda. Modelli di management**

Egea, Milano, Italy, 2013

PASINI P. (ED.)

**I servizi di ICT. I nuovi modelli di offerta e le scelte di «make or buy»**

Egea, Milano, Italy, 2002

PASINI P. (ED.)

**Informatica e innovazione. Il decentramento e il ridimensionamento dei sistemi informativi aziendali**

Etas Libri, Milano, Italy, 1994

PASINI P. (ED.)

**Sistemi di informatica individuale nelle imprese: opportunità e modelli gestionali**

Egea, Milano, Italy, 1992

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## TEXTBOOKS

BUSACCA B., COSTABILE M., PASINI P.

**Decidere il prezzo. Casi aziendali e software applicativi**

Etas Libri, Milano, , 1993

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## CONTRIBUTION TO CHAPTERS, BOOKS OR RESEARCH MONOGRAPHS

PASINI P.

**La misurazione delle Performance dei Sistemi Informativi Aziendali** in *Corporate Performance Management*.

*Misurare e gestire le performance aziendali*

A.Pistoni(Ed), Hoepli, chap. 5, 2009

PASINI P.

**Educating The Service Manager in Europe—Assessing Gaps And Opportunities** in *Service Science,*

*Management and Engineering Education for the 21st Century*

Bill Hefley, Wendy Murphy(Ed), Springer US, pp.123-127, 2008

PASINI P.

**I sistemi di CRM: un modello di riferimento e le possibili scelte architetturali** in *Il CRM in banca: strategie competitive, strumenti e sistemi informativi*

L.Munari(Ed), Bancaria Editrice, chap. 5, 2005

PASINI P., VULTAGGIO A.

**La Web Intelligence: l'analisi dei dati degli utenti Internet** in *Le nuove frontiere del marketing digitale*

A.Mandelli, T.Vescovi (Eds),Etas Libri, chap. 2, 2003

PASINI P.

**Le tecnologie e le architetture per il customer management** in *Il Customer Database*

M.C.Ostillio(Ed), Egea, chap. 4, 2002

PASINI P.

**Utenti, strutture e tecnologie** in *L'impiego efficiente delle tecnologie d'informazione*

A.Pontiggia(Ed), Egea, chap. 3, 2001

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## OTHER

PASINI P., ONDOLI C.

**The central role of behavioral skills in the IT function - La centralità delle behavioural skill nella funzione IT**

2021, SDA Bocconi Insight, Milano, Italy

PASINI P., PERFETTI S., ZANUTTO L.

**La farmacia come “nodo” della rete sanitaria territoriale: benefici per i pazienti**

2021, Agenda Digitale, Italy

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## OTHER IN JOURNALS

PASINI P., ONDOLI C.

**Attitudini e competenze IT. Perché servono nella crisi**

2021, Sistemi & Impresa, Italy

PASINI P.

**Dalla proprietà di asset al servizio. Trasformarsi in Cloud Enterprise**

2019, Sistemi & Impresa, Italy

PASINI P.

**ERP on premise e ERP in cloud. Vecchi problemi e nuovi vantaggi**

2019, Sistemi & Impresa, Italy

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## RESEARCH NOTES OR SHORT ARTICLES IN JOURNALS

PASINI P.

**Dalle tecnologie digitali sostenibili alla Corporate Digital Responsibility**

2020, Economia & Management Plus, Milano, Italy

PASINI P., PEZZINI M.

**Nuove architetture informatiche per la Digital Enterprise**

2018, Economia & Management Plus, Milano, Italy

PASINI P.

**I sistemi di BI in Italia: prime evidenze dell'Osservatorio SDA Bocconi**

2008, Economia & Management, Milano, Italy

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## RESEARCH REPORTS

PASINI P., STABILINI G.

**Digital Procurement. Lo stato dell'arte in italia**

2019, SDA Bocconi, Milano, Italy

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