

# Paola Castelli

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SENIOR LECTURER

**Insurance**

**PAOLA.CASTELLI@SDABOCCONI.IT**

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## Biography

Paola Castelli is a Senior Lecturer of Banking and Insurance at SDA Bocconi School of Management.

At SDA Bocconi, she is the director of the executive program for Insurance "Core Insurance Program" and of the Insurance Regulation Operational Transformation Observatory. She is the director of the international custom program "Compliance Academy" for Generali Group, of the "Actuarial Academy" program for BNP Paribas Cardif and of many other programs for banking and insurance companies. For Intesa Sanpaolo she has directed the Master in Banking and Business Administration, the Executive Program in Banking Management and the courses Risk Master Class and Compliance Master Class.

Her research activities focus on project management, change management, coaching, knowledge management, time management, organizational culture and behavior, in particular regarding the insurance and banking sectors. Since 2011, she has coordinated the Insurance Regulation Observatory, focusing in particular on the impact of the new regulatory frameworks on the organization and processes of insurance companies.

She is the author of numerous books and articles on the above subjects. Her works have been published in *Economia & Management*, *Insurance Review* and *Sviluppo e Organizzazione*, among others. She won the Best Innovative Custom Program (Executive Education Custom Programs) Banks and Financial Institutions Division in 2008 and 2012.

Paola earned a degree in Business Administration from Università Bocconi. She obtained PMP (Project Management Professional) international certification from the Project Management Institute, EMMC EQA Foundation international coaching certification and APAFORM certification (Formatore Manageriale Specialista –Specialized Managerial Trainer), EQF 7 level.

## Teaching domains

Insurance Regulation

Change Management

Agile Project Management

IT Project Management

Team Management

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## ARTICLES IN SCHOLARLY JOURNALS

CASTELLI P., PEROTTO P.

**Convertire gli stati d'animo in strategie con la Moods Matrix**

Economia & Management, 2025, no. 1, pp.93-104

CASTELLI P., MEOTTI N., PIANORSI M., SCRIBANO A.

**I risultati a un anno dall'applicazione della direttiva Solvency II**

Insurance Review, 2017, vol.42, pp.54-57

CASTELLI P., COCCORESE C.

**Come cambia la formazione nelle compagnie di assicurazione**

Economia & Management, 2014, no. 4, pp.65-80

CASTELLI P., PREVIATI D.

**L'utilizzo dei social media nelle banche e nelle assicurazioni italiane**

Economia & Management, 2011, no. 3, pp.11-19

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## Grants & Honors

Excellence in Innovation Award – SDA Bocconi School of Management , 2012

Excellence in Innovation Award – SDA Bocconi School of Management , 2008

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