

Martina Raffaglio

FELLOW

Organizational Behavior

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Biography

Leadership, Human Resources and Digital Technologies

SDA Fellow

Leadership

Martina Raffaglio is an SDA Fellow in the Knowledge Area of 'Leadership, Human Resources, and Digital Technologies' at SDA Bocconi School of Management, where she has been responsible for open market training programs in HR Management, as well as executive management training programs and custom Master's programs for private companies, banks, and public institutions. She has extensive experience in designing tailored executive programs for organizations.

She is also an Executive Coach for MBA programs, specialized Executive Master's programs, and custom corporate programs. She teaches in both custom and open market training programs on topics such as leadership, neuroleadership, public speaking, interpersonal communication, assertiveness, self-efficacy, emotional intelligence, conflict management, feedback, coaching, team management, diversity, equity & inclusion, performance management system design, training, and recruitment.

Additionally, she is an expert in the design and management of teaching methodologies and experiential training, using creative formats linked to painting, theater, cinema, cooking, martial arts, fairy tales, and storytelling.

Her work has been published in journals such as *Economia & Management* and *Sviluppo & Organizzazione*. She has also authored educational case studies published internationally in The Case Centre ECCH Collection and volumes published by Egea.

Martina holds a degree in Philosophy with a focus on Psychology from the University of Milan, an MBA from SDA Bocconi School of Management, a Master's in Coaching from In Coach Academy in Milan, and a Master's in Neuromanagement for Organizations: Neuroassessment, Neuropower, and Innovation from the Catholic University of the Sacred Heart.

She also has several years of experience in the HR department of a large organization undergoing change and restructuring.

Teaching domains

Leadership

ARTICLES IN SCHOLARLY JOURNALS

BAGDADLI S., CAPORARELLO L., CUOMO S., MAGNI M., MANZONI B., ONDOLI C., RAFFAGLIO M.

Il group coaching: quando il metodo favorisce la creatività

Harvard Business Review Italia, March, 2022

CUOMO S., RAFFAGLIO M.

Il coaching per lo sviluppo delle competenze di leadership

Economia & Management, 2018, no. 3, pp.61-73

BALDASSARRE G., RAFFAGLIO M.

Al di là degli obblighi di legge: l'inserimento al lavoro di persone con disabilità intellettuale

Economia & Management, 2013, no. 6, pp.31-48

RAFFAGLIO M.

Mature people: una risorsa da valorizzare

Economia & Management, 2011, no. 1, pp.49-66

CUOMO S., MAPELLI A., RAFFAGLIO M.

Oltre l'aula: i servizi one-to-one per lo sviluppo individuale. Counseling, mentoring, coaching, tutoring

Economia & Management, 2005, no. 6, pp.79-96

EDITED BOOKS

CUOMO S., RAFFAGLIO M. (EDS.)

Essere leader al femminile. Costruire nuovi modi di fare impresa

Egea, Milano, Italy, 2017

MANZONI B., RAFFAGLIO M. (EDS.)

HR management. Far crescere le persone per far crescere il business

Egea, Milano, Italy, 2014

CONTRIBUTION TO CHAPTERS, BOOKS OR RESEARCH MONOGRAPHS

RAFFAGLIO M.

Uno strumento one-to-one: il coaching in *B.Manzoni, M.Raffaglio, (a cura di), HR management. Far crescere le persone per far crescere il business*

Egea, pp.97-114, 2014

CUOMO S., RAFFAGLIO M.

I membri dei consigli di amministrazione: la centralità delle competenze in *Un posto in CDA, costruire valore attraverso la diversità di genere*

S.Cuomo, A.Mapelli (Eds),Egea, pp.61-88, 2012

CUOMO S., RAFFAGLIO M.

Storie di vita in *Oltre il collocamento obbligatorio. Valorizzazione professionale delle persone con disabilità e*

CASES IN INTERNATIONAL CASE COLLECTIONS

BAGDADLI S., CAPORARELLO L., CUOMO S., MAGNI M., MANZONI B., ONDOLI C., RAFFAGLIO M.

Making Hybrid Teams Work in a Phygital World: The Case of the Bank of Italy (A, B)

2022, The Case Centre, Great Britain

MANZONI B., RAFFAGLIO M., BIFFI I.

The Performance Management System of Autoguidovie (A): 'Pay and Use' - A Cultural Change and Its Strategic-organizational Implications

2016, The Case Centre, Great Britain

MANZONI B., RAFFAGLIO M., BIFFI I.

The Performance Management System of Autoguidovie (B): System Design: From Pilot to Full Implementation

2016, The Case Centre, Great Britain

OTHER

BAGDADLI S., CAPORARELLO L., CUOMO S., MAGNI M., MANZONI B., ONDOLI C., RAFFAGLIO M.

A new organization of work after Covid-19: the Bank of Italy case - Una nuova organizzazione del lavoro dopo il Covid-19: il caso Banca d'Italia

2023, SDA Bocconi Insight, Milano, Italy

PROCEEDINGS/PRESENTATIONS

ABRAMO F., BUSACCA B., DI BATTISTA M., LIBENZI R., MAGNI M., PANZERA E., RAFFAGLIO M., ROMANO R.

Ri-Energizzare le Organizzazioni: il ruolo dell'HR leader

Convegno: "Ri-energizzare le organizzazioni: il ruolo dell'HR leader" - 27 Febbraio 2014, Milano, Italy
