

Francesco Grillo

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EDUCATION

PHD IN POLITICAL ECONOMY **2008-2012**

The London School of Economics and Political Science - European Institute

Dissertation thesis on *Public investments in innovation as a tool for economic development - Under which circumstances do Public investments on research achieve their objective to contribute to regional economic development?*

Scholarship from the London School of Economics and Political Science

Courses in Econometrics and Models

MASTER OF BUSINESS ADMINISTRATION **1990 - 1991**

Boston University, Boston, Graduate School of Management

High Honours - Grade point Average 4.0/4.0.

Fulbright Scholar.

General Management, specialization in Finance and Strategy. Co-author of a research paper on “Project of institutional reform of the capital markets for the small and medium enterprises in Europe”; in collaboration with The Massachusetts Institute of Technology

LAUREA IN ECONOMIA E COMMERCIO **1986 - 1990**

Libera Università Internazionale degli Studi Sociali (LUISS) Roma

110/ 110 e lode (Magna Cum Laude)

Laurea in Economia e Commercio, specialization in Companies Management and Fiscal Law.

Dissertation thesis on “The effectiveness of tax expenditures as a tool within the economic development policy”

Prize for the thesis from the Ministry of Treasury

MATURITA' CLASSICA **1981 - 1986**

Liceo - Ginnasio “P. Giannone” - Caserta

Grade 60 / 60.

MANAGEMENT CONSULTING EXPERIENCE

EUROPEAN COMMISSION

DG REGIO

ADVISOR ON INNOVATION POLICIES

since May 2012

Assessing the consistency between Development Programs and Regional Innovation Strategies of Regions; Advising on how institutional capabilities and organizations processes are needed to draft and implement regional strategies; Assessing Regional Innovation Strategies.

MINISTRY OF LABOUR - ITALY

SCIENTIFIC COMMITTEE FOR THE MONITORING OF LABOUR MARKET REFORM

since May 2013

Appointed by the Minister

Design of instruments for the evaluation of reform implementation and re-organization of active labor policies, in order to estimate effects and consider potential revisions of the reform.

VISION & VALUE (ROME – BRUSSEL - LONDON) since 2002
MANAGING DIRECTOR

Strategic and Management Consulting to Private Companies and Public Sector Organizations.

Development and management of projects in Italy and Europe among which more recently:

- Team Leader, “Developing a model to evaluate immigration policies”, Ministry of Interior, 2011-2012; in partnership with University of Trento
- Team Leader, “Comparison of European countries’ public procurement procedure and identification of improvements to processes for selecting consulting firms”, Italian Government - Ministry for reforms of Public Administration, 2010-2011;
- Team Leader, “Ex-post evaluation of the (European Social Fund) European Commission labour market policies related programs (overall financial value of approximately 80 bio Euro), 2000-2006”; European Commission- Dg Employment and Social Affairs; in partnership with The London School of Economics, 2009 – 2010;
- Team Leader, “Mid-term evaluation of the community programme for employment and social solidarity – PROGRESS, 2007-2013”, European Commission- Dg Employment and Social Affairs; in partnership with the Slovak Governance Institute and the London School of Economics; 2009– 2010;
- Team Leader of the “Evaluation of the Monitoring Systems supporting labour market policies related programmes in EU Member States 2000/ 2006”, European Commission - DG Employment; in partnership with The London School of Economics; 2008–2010;
- Team Leader of the “Independent Evaluation of Italy’s Community Support Framework (European Social Funds and European Regional Development Fund) 2000/2006 (overall financial value of approx. 80 bio Euro)”, Italian Government – Ministry of Economy; in partnership with The London School of Economics; 2008- 2010;

McKINSEY& CO. (NEW YORK - MILAN) 1996 – 2002
ASSOCIATE

Management of assignments, both in Italy and abroad, focused on the following areas:

- Evaluations of synergies and identification of the success factors associated to the merger of large financial institutions;
- Definition of action plan for a Bank in order to gain leadership in the up-scale customer segment;
- Management of the pilot project for streamlining operations at a headquarter of a financial institution;
- Organization diagnosis of a number of city councils;
- Development of indicators for public organizations and *no profit*.

BANK OF TOKYO (LONDON) 1991 - 1995
ASSISTANT MANAGER

- Assistant to the General Manager of the International Finance Team;
- Director of the Italian desk and responsible for the marketing of “Capital Markets” products to Italian clients. Main products: “private placements”, “structured finance”, “bond issues”, syndicated loans”. Also responsible of “pricing” with Italian clients and Japanese institutional investors. Co-development of “risk management” tools.
- Development of the “risk management” of swaps.

RESEARCH, TEACHING AND PUBLICATIONS

OXFORD UNIVERSITY, UK

OXFORD INTERNET INSTITUTE, BALLIOL COLLEGE

VISITING FELLOW

January-June 2014

Research on the impact of the Internet on business concentration in different sectors and countries

ISTITUTO SUPERIORE SANT'ANNA DI PISA

Since June 2013

- Master in “Smart Solutions - Smart Communities” (2014-2105 edition) – Lecture on “*What is a Smart City after all?*” (14-sep-2014)
- Master in “Management, Innovazione e Ingegneria dei servizi – MAINS” (2013/2014 edition) – Tutorship related to “*Innovation Lab: Open Data*” (from 14-mar-14 to 18-jul-14)
- Master in “Smart Solutions - Smart Communities” (2012-2103 edition) – Lecture on “*The socio-economic analysis of smart cities: the case of congestion in urban area*” (13-sep-2013)

Books

- “**Innovation, efficiency and democracy**” - PALGRAVE MCMILLAN, (forthcoming May 2015) – - Research on relationship among democracy, innovation and economic growth
- “**Public investments in R&D as a tool for regional economic development, The case of European Cohesion Policies**” - LAP LAMBERT, Academic Publishing, December 2012 – A dissertation on the conditions for successful regional innovation strategies (PHD at LSE)
- “**La Macchinache cambiò il Mondo**” – Fazi, Rome, 2004 – A research on the future of the car and on the impact of the Internet on the automotive industry and on the transportation system
- “**Il Sonno della Ragione**” – Marsilio, Venice, 2003 – A collection of essays on the crisis of rationality with contributions of A. Sen, G. Chiesa, P. Melograni, J. Gray, G. Riotta, card. E. Tonini.
- “**Il Ritorno della Rete**” – Fazi, Rome, 2002 – A research on the impact of the Internet on the Pharmaceutical Industry and the Health Care systems.

Peer – reviewed journal articles; Commissioned paper

- *How to institutionalize the Entrepreneurial Discovery Process* – European Commission’s Institute for Prospective Technological Studies, Seville (forthcoming February 2015)

- F. Grillo e J. Laperrouze, - *Measuring the cost of congestion on urban area and the flexible congestion rights*, Journal of Management and Sustainability, June 2013, Vol. 3, No. 2
- F. Grillo e O. Pasquali- *Identify Areas of Improvement in the Universities Ranking, policies*, Evaluation of Higher Education, June 2012, Volume 6, Issue 1
- F. Grillo e M.Landabaso- *Merits, problems and paradoxes of regional innovation policies*, Local Economy, November 2011; Volume 26, Issue 6-7: pp. 544 - 561
- F. Grillo, F. Iannacci, T. Cornford, A.Cordella- *Evaluating Monitoring Systems in the European Social Fund context: a socio-technical approach*, Evaluation Review, October 2009; 33(5):419-45.

Columnist

“The Guardian” (UK), since December 2013

“Il Messaggero” (ITALY), since December 2012

Most recent articles are on “Open data”, “Future of car industry”, “Internet bill of rights”, “Labour market regulations in an internet era”, “State reforms”, “Euro crisis”, “Democratic deficit in Europe”, “Italian spending review”, “European structural funds and regional innovation strategies”, “Crisis of automobile industry and cities of the future”.

Think Tank

Since 2000 President of Vision Think Tank (Vision is a think tank, a charity registered at the Register of the Charity Commission in England and Wales and a no profit association in Italy; details of below mentioned projects are available at www.visionwebsite.eu).

Vision’s focus is the investigation of the impact of technologies on societies and more specifically on the value chain through which public goods (health, mobility, education, security) are produced and delivered, and on the mechanisms through which individual preferences are transformed into collective choices (democracy).

More recent projects (2013 - 2012). Co-author of papers, project leader of projects (and fund raising strategy):

- “How to change the eternal city”, Presentation to the Mayor of Rome of a paper on an hypothesis of innovation strategy for the Capital; Rome, 9th September 2013
- “Will ever the sleeping beauty wake up?”, Presentation of a Vision paper on the future of Italy in the aftermath of the general election; London, Europe House, 21st March 2013
- “Do we need credit rating agencies?”, The Festival of Economics, Trento, 1st June 2013; World Economic Forum, Krynica (Poland), 5th September 2012;
- “The cities of the future”, London, House of Lords, 16th October 2012;
- “Talents without borders”, Vedrò, Drò (TN), 26th – 28th August 2012;
- “Accountability and public happiness”, Happiness Festival, Urbino, 26th May 2012

Previous years: co-author of papers and project leader of projects (and fund raising strategy) in the following practices:

- [*The end of the Leviathan and the rise of the Big Society*](#): “[The end of the Leviathan and the rise of the Big Society](#)” (2011) presented at the British Council – Vision event held at British School at Rome (May 13th);
- [*The future of Universities*](#): “[Ranking of Italian universities](#)” (2010) to be presented at the International Conference organized by IREG in Bratislava - October 2011; “[The internationalization imperative](#)” (2011) presented at the International Journalism Festival in Perugia (April 14th); “[Rankings and Internationalization as triggers of change](#)” (2010) presented at Vision 4th Annual Conference in Turin (October 18th);
- [*The Politics and Economics of happiness*](#): “[The Pursuit of Happiness. Ethics, politics, globalization and economics of well-being](#)” (2010) presented at British Council – TN2020 event in Rome (May 13th); “[Vision Sustainability Index](#)” (2011) presented at Festival of Happiness in Pesaro (June 3rd);
- [*Kyoto of the Cities*](#): “[Intelligent Cities Program](#)” (2009) presented at the international conference organized by Vision in Naples (March 26th-28th).

Francesco has been interviewed and mentioned several times by international media including The Guardian, The Economist and BBC. Wrote number of articles for the UK web based newspaper Open Democracy.

The book "**McKinsey Mind**" introduces Francesco as a success case of application of McKinsey problem solving methodologies to public sector and political questions.

OTHER INFORMATIONS

Corporate Finance Representative Exam - January 92

The Securities and Futures Authority, London

Charter Accountant Certification (Italian Publicly Qualified Accountant) – 1990

Foreign Languages Proficiency: English, French, Spanish, Japanese

Software Proficiency Word, Excel, Powerpoint