



## Europass Curriculum Vitae

### Personal information

First name(s) / Surname(s) **Enrico Testi**

Address(es)

Telephone(s)

E-mail

Nationality

Date of birth

Gender

enrico.testi@pin.unifi.it

### Occupational field

**Management, Business Development, Research and Evaluation**

### Work experience

Dates

Occupation or position held

Main activities and responsibilities

From January 2011 to present

Director of the Yunus Social Business Centre University of Florence

*Under this position (only most relevant experiences listed):*

- Managing and setting the strategic development of the Centre
- Relations with Prof. Muhammad Yunus and the Yunus Centre in Dhaka (Bangladesh)
- Lead writer, implementer and evaluator of the Social Business City Program, a program aimed at creating an enabling ecosystem for Social Enterprises active in Pistoia (Italy).
- Coordinator of projects aimed at creating social enterprises in Liberia, Palestine and Senegal.
- Technical support to the Social Business City Barcelona (Spain)
- Technical support to the set up of the Yunus Social Business Centre at the University of Bethlehem (Palestine)
- Technical support to the Social Business City Taoyuan (Taiwan)
- Chief consultant for CSR activities of medium and large companies in the field of Social Business
- Consultant on Social Business start-ups
- Speaker in more than 30 national and international events on Social Business
- Strategic development of the Yunus Social Business Centre University of Florence, from the start-up to reaching sustainability
- Organizer and judge of 9 Social Business Plan Competitions and of 4 incubation program cycles in Pistoia
- Research leader of research teams on Social Business and Social Enterprises

Name and address of employer

PIN S.c.r.l. - Yunus Social Business Centre University of Florence - Piazza G. Ciardi 25, 59100, Prato, Italy

Type of business or sector

Research and Consultancy on Social Business

Dates

Occupation or position held

Main activities and responsibilities

From May 2009 to present

Executive Director of research lab

- Managing and setting the strategic development of the research Centre
- HR selection and management
- Scientific coordinator and team leader of research and evaluations, market researches, business design and business plans of organizations, research and consulting on social enterprises and inclusive businesses, strategic planning for organizations in Italy and abroad

*Under this position (only most relevant experiences listed):*

- (2023-2024) Scientific coordinator of the final and ex-post evaluation of the Naseji project on Social Enterprise development in Lebanon implemented by Oxfam Italy and COSV and financed by the EU Commission
- (2022-2024) Scientific Coordinator and Team leader of the creation of the Social Enterprise Platform in Azerbaijan financed by UNDP-Azerbaijan
- (2022) Scientific Coordinator of the final evaluation of RESTART project to promote social enterprises in Tunisia, implemented by COSPE and financed by AICS
- (2022-2023) Scientific Coordinator for PIN S.c.r.l. of the DIMCARE (Digital Missions for Care Social Economy's Resilience) project financed by the European Union.
- (2021-2022) Scientific Coordinator of the study on Cooperative Practices financed by Fondazione Finanza Etica
- (2021-2023) Scientific Coordinator for ARCO's work packages in the SIRCLES (Supporting Circular Economy Opportunities for Employment and Social Inclusion) project financed by ENI-CBCMED
- (2020-2022) Scientific Coordinator for the evaluation of two projects financed by Fondazione Un Cuore si Scioglie and Unicoop Firenze
- (2021-2023) Scientific Coordinator of the cooperatives and social enterprise component of the EMI: Empower, Mainstream, Include: Promozione dei diritti delle persone con disabilità in Palestina project implemented by EducAid and financed by AICS
- (2020-2024) Scientific Coordinator of the SB-Agroin project to promote social enterprises in Senegal and financed by AICS
- (2020-2023) Scientific Coordinator for PIN S.c.r.l. of the SEVERE (Social Enterprise through Virtual Environment and Remote Entrepreneurship) project financed by the Erasmus+ program.
- (2020-2022) Scientific Coordinator of the SPEED project to promote social enterprises in Nepal, financed by AICS
- (2021) Scientific Coordinator of the final evaluation of the JOIN-Up project to promote social enterprises in Jordan, implemented by Oxfam and financed by the European Union
- (2020-2023) Scientific Coordinator of the feasibility Study of the RigenERPrato project, aimed at setting up a Pay-By-Result system to finance Social Economy organizations' innovative emergency housing interventions in Prato and of the construction of the financial instrument
- (2020-2022) Scientific Coordinator of the intermediate and final evaluation of the project Med-UP- Promoting Social Entrepreneurship in the Mediterranean Region coordinated by OXFAM Italy and financed by the European Union
- (2020) Team leader of the intermediate evaluation of the project "Peace steps, esperienze di economia sociale e solidale per la crescita sostenibile in Palestina" financed by AICS and implemented by Vento di Terra NGO aimed at promoting Social Enterprises and the Social Economy in Palestine
- (2020) Scientific coordinator of the final evaluation of the Badael "Building Alternative Development Assets and Entrepreneurial Learning" Project in Lebanon financed by the European Union, implemented by Oxfam.
- (2019) Team leader of the research and training activities in the project "AID 11516 Disabilità e Start up. Quando la società civile diventa protagonista dello sviluppo inclusivo in Liberia", financed by AICS. Aimed at promoting social enterprises in Liberia.
- (June-July 2018) Team leader of the "Improving sustainability in the cherry supply chain in Turkey and Bulgaria: Baseline Assessment" contracted by GIZ and Ferrero
- (2018-2017-2016-2015) Co-organizer of ARCO's Summer School on Impact Evaluation Methodologies with Prof. Donald B. Rubin and Prof. Fabrizia Mealli
- (2018) Team leader of the evaluation on the Educational structures of Don Bosco Schools in Egypt financed by Fondazione Intesa San Paolo (Baseline construction, M&E strategy and evaluation)
- (2018) Team coordinator on M&E and Impact Evaluation of the Oxfam-Burberry initiative in Tuscany financed by Burberry Foundation (baseline construction, M&E strategy and tools, evaluation and impact evaluation).
- (2018) Team coordinator for the M&E, baseline and Impact Evaluation Activities on 5 projects financed by "Impresa Sociale Con I Bambini" on Educational Poverty
- (2018) Technical support to ARCO's team involved in Fondazione Giovanni Paolo II project on cherry sector value chain in Lebanon financed by AICS.
- (2017) Technical support to ARCO's team in charge of the M&E of the local development projects of CTM Altromercato and Ferrero on small sugar cane producers in Mauritius.
- (2017) Technical support to ARCO's team in charge of evaluating the Social Return on Investment (SROI) of Ronald Mc Donald Foundation in Italy.
- (2017) Technical support to ARCO's team in charge of the evaluation of the Oxfam's project on Inclusion of vulnerable people in Agricultural Value Chains in Bosnia and Albania financed by

	<p>Fondazione Intesa San Paolo.</p> <p>-(2017) Leader of the Mid term Evaluation of the ECO-BOMA project in Northern Tanzania funded by the EU Commission and implemented by OIKOS institute on increasing vulnerable Tanzanian communities' capacity to adapt to the adverse effects of climate change and contribute to poverty reduction in rural areas.</p> <p>-(2017) Team leader of the market analysis for Altromercato of two Social Enterprises in Tanzania and Mozambique.</p> <p>-(2016-2013) Writer and coordinator of the EFSEIIS "Enabling the Flourishing and Evolution of Social Entrepreneurship for Innovative and Inclusive Societies" research project 2014-2016. The project received a 2.476.000 € financing from the 7<sup>th</sup> Framework program of the EU.</p> <p>-(2014) Team leader of the evaluation of the Micro-credit program of the Sardinia Region financed by the European Social Fund</p> <p>-(2013) Team leader of the evaluation of the effects of a shelter house in Kiev (Ukraine). The evaluation was performed for Soleterre NGO and Zaporuka Foundation using the Human Development Approach</p> <p>-(2013) Technical support to the Impact Evaluation of the Agricultural Value Chain Project in Oromia for the Italian Ministry of Foreign Affairs and the German Development Institute.</p> <p>-(2012) Technical backup to Prof. Biggeri and consultants Mr. Marmo and Mr. Agostinucci on the evaluation of the UNDP/ART Global Initiative. The case studies of the evaluation were on Morocco, Colombia and Ecuador</p> <p>-(2010) Team leader of the evaluation in the Dominican Republic of an OXFAM project on small coffee producers financed by the Ministry of Foreign Affairs</p> <p>-(2010) Consultant on the market analysis and business opportunities of traditional artisan women in Morocco in the project "A quatre mains et plus" funded by the Sardinia Region</p>
Name and address of employer	PIN S.c.r.l. - ARCO (Action Research for CO-development) - Piazza G. Ciardi 25, 59100, Prato, Italy
Type of business or sector	Research and Consultancy on Economic Development and International Cooperation
Dates	From May 2023 to present
Occupation or position held	Member of the board
Main activities and responsibilities	Taking part to board meetings
Name and address of employer	ICA, International Consulting Alliance C/O IBF Avenue Louise 209A, 1050, Brussels, Belgium
Type of business or sector	Consulting
Dates	From April 2022 to present
Occupation or position held	Member of the board
Main activities and responsibilities	Taking part to board meetings
Name and address of employer	Social Value Italia, Via Bruxelles 59, 00198. Rome, Italy
Type of business or sector	Evaluation, Impact Evaluation
Dates	Academic year 2018/2019 ; 2019/2020 ; 2020/2021; 2021/2022
Occupation or position held	Adjunct Professor of Social Economy and Sustainable Development
Main activities and responsibilities	Teaching Social Economy, Social Enterprises, Social Business and Social Impact Evaluation
Name and address of employer	Department of Economics and Business - University of Florence
Type of business or sector	Research and education
Dates	16 <sup>th</sup> March 2020 – 31 <sup>st</sup> October 2022
Occupation or position held	Consultant
Main activities and responsibilities	Research activities on Social Enterprises in Palestine
Name and address of employer	Department of Economics and Management University of Florence
Type of business or sector	Research
Dates	10 <sup>th</sup> August 2020 – 10 <sup>th</sup> December 2020

Occupation or position held	Consultant
Main activities and responsibilities	Creation of an analytical framework on SDGs and the Social Economy, selection and analysis of best practices and writing of guidelines for replication
Name and address of employer	UNDP-ART
Type of business or sector	Consulting
Dates	18 <sup>th</sup> -30 <sup>th</sup> November 2018
Occupation or position held	Consultant
Main activities and responsibilities	Consultancy to support the Ministry of Social Economy and Microfinance of Senegal in the drafting of the "Lettre de Politique Sectorielle de Développement de l'Economie Sociale et Solidaire"
Name and address of employer	AICS Senegal
Type of business or sector	Consulting
Dates	19 <sup>th</sup> October 2018 -18 <sup>th</sup> February 2019
Occupation or position held	Researcher
Main activities and responsibilities	Research on the Social Enterprise ecosystem in the Kaolack Region in Senegal for the project DOOLEL
Name and address of employer	Department of Economics, University of Modena
Type of business or sector	Research
Dates	From November 2012 to November 2019
Occupation or position held	Research bursar
Main activities and responsibilities	Research on Social Business, Social Housing, Social Innovation and Social Inclusion
Name and address of employer	Department of Economics, University of Florence, Via delle Pandette 9, 50127, Firenze, Italy
Type of business or sector	Research
Dates	From May 2010 to May 2012
Occupation or position held	Research bursar
Main activities and responsibilities	Research on a measurement and evaluation method of Social Added Value for Social Enterprises in public tenders
Name and address of employer	Department of Economics, University of Florence, Via delle Pandette 9, 50127, Firenze, Italy
Type of business or sector	Research
Dates	From February 2007 to April 2009
Occupation or position held	Research assistant on the evaluation methodologies for social and solidarity economy organizations
Main activities and responsibilities	<ul style="list-style-type: none"> <li>- Group leader of the research assistants</li> <li>- Co-Drafting of the methodology</li> <li>- Testing of the methodology on a Microcredit Project of the city of Venezia</li> <li>- Writing of the evaluation manual</li> </ul>
Name and address of employer	Fondazione Culturale Responsabilità Etica, Via N. Sauro 15, 35139, Padova
Type of business or sector	Research
Dates	From May 2005 to September 2005 and from November 2006 to June 2007
Occupation or position held	Junior Executive
Main activities and responsibilities	<ul style="list-style-type: none"> <li>- Project Management of European Projects for the internationalization of SMEs</li> <li>- Reporting to the European Commission</li> <li>- Running the activities for SMEs support of the Euro Info Centre IT361</li> <li>- Reporting on a Microcredit Project in partnership with the Chamber of Commerce of Casablanca</li> </ul>
Name and address of employer	Promofirenze Azienda Speciale della Camera di Commercio, host of EIC IT 361 (now changed into Metropoli Via del Castello d'Altafronte 11, 50122, Firenze)

Type of business or sector European Projects for SMEs

## Education and training

Dates From 2012 to 2017

Title of qualification awarded PhD in Economics and Management of Local Development at the University of Florence. Title of the dissertation: "Analysing Social Enterprises and their Ecosystem"

Principal subjects/occupational skills covered Economic Development, Local Development, Enterprises, Social Innovation, Innovation, Marketing, Internationalization

Name and type of organisation providing education and training University of Florence

Dates From 2006 to 2009

Title of qualification awarded Graduate Degree in Advanced Development Economics

Principal subjects/occupational skills covered Economic Development, International Cooperation, Sociology, Micro and Macro Economics, Anthropology

Name and type of organisation providing education and training University of Florence

Dates From 2006 to 2007

Title of qualification awarded Expert in International Development Cooperation

Principal subjects/occupational skills covered Project Management, International Cooperation actors, microcredit, field analysis, operational instruments, Monitoring and Evaluation

Name and type of organisation providing education and training Tuscany Region

Dates From 2003 to 2006

Title of qualification awarded Undergraduate Degree in Economic Development and International Cooperation

Principal subjects/occupational skills covered Economic Development, International Cooperation, Sociology, Micro and Macro Economics, Anthropology

Name and type of organisation providing education and training University of Florence

## Personal skills and competences

Mother tongue(s) Italian

Other language(s)

Self-assessment

European level (\*)

English

French

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
C2	Proficient User	C2	Proficient User	C2	Proficient User	C2	Proficient User	C2	Proficient User
C1	Independent user	C1	Independent user	C1	Independent user	C1	Independent user	C1	Independent user

(\*) [Common European Framework of Reference for Languages](http://europass.cedefop.europa.eu)

Social skills and competences

- Team work: developed during my work as director of two research labs
- Intercultural skills: developed during field work in: Dominican Republic, Egypt, Ethiopia, Romania, Bangladesh, Brasil, Bulgaria, Morocco, Palestine, Ukraine, Tanzania, Taiwan, Turkey and during frequent relations with project partners from different countries
- Conflict management: I developed mediating skills and on how to build win-win situation during

	<p>my strategic planning activity for ARCO and the Yunus Social Business Centre University of Florence</p> <ul style="list-style-type: none"> <li>- Networking: I developed skills on how to build an efficient and sustainable network during my work for ARCO and the Yunus Social Business Centre University of Florence</li> <li>- Communicating skills: I developed good communicating skills both in Italian and English thanks to speeches in seminars and events and giving classes to students</li> </ul>
Organisational skills and competences	<ul style="list-style-type: none"> <li>- Managing research lab (24 researchers) and consultancy teams during my work as Executive Director of ARCO research lab and Director of international relations of the Yunus Social Business Centre University of Florence</li> <li>- Coordinating big partnerships (up to 18 institutions) and a big number of enterprises (approx 120) during my work on European funded Projects at Promofirenze</li> <li>- Strategic planning for developing the research lab ARCO and the Yunus Social Business Centre University of Florence</li> </ul>
Computer skills and competences	Knowledge of Microsoft Office and Mac OS System
Other skills and competences	<ul style="list-style-type: none"> <li>- Entrepreneurial and business design skills developed by setting up the Yunus Social Business Centre University of Florence and through consulting work at ARCO and the Yunus Social Business Centre University of Florence</li> </ul>
Driving licence	A and B driving license
<b>Publications</b>	<p>Tomei, G., Terenzi, L., Testi, E., (2024). Using Outcome Harvesting to evaluate socio-economic development and social innovation generated by Social Enterprises in complex areas. The case of BADAEL project in Lebanon. <i>Evaluation and Program Planning</i>, 106, 102475, ISSN 0149-7189, <a href="https://doi.org/10.1016/j.evalprogplan.2024.102475">https://doi.org/10.1016/j.evalprogplan.2024.102475</a>.</p> <p>Yunus, M., Biggeri, M., Testi, E. (2021). Social Economy and Social Business Supporting Policies for Sustainable Human Development in a Post-COVID-19 World. <i>Sustainability</i>, 13(21), 12155.</p> <p>Bagnoli, L., Bellucci, M., Biggeri, M., Nitti, C., Testi, E. (2020). Evaluating Human Development (EHD): una metodologia per la valutazione di impatto sociale nel Terzo Settore. In: <i>Terzo rapporto sul Terzo Settore in Toscana</i>, pp. 121-130 Regione Toscana, ISBN:9788894269598.</p> <p>Borsacchi, L., Testi, E., Pinelli, P. (2020). Medjool dates cultivation in Jericho: re-organisation of farmers' cooperative and implementation of qms. in: xxix congresso nazionale di scienze merceologiche 2020, Salerno, 13-14 Febbraio 2020, FrancoAngeli, pp. 105-112, ISBN:978-88-351-0527-5</p> <p>Bellucci M., Nitti C., Franchi S., Testi E., Bagnoli, L. (2019). Accounting for social return on investment (SROI): the costs and benefits of family-centred care by the Ronald McDonald Foundation. <i>Social Enterprise Journal</i></p> <p>Biggeri, M., Testi, E., Bellucci, M., Roel, D., Persson, T. (Eds.) (2018). <i>Social Entrepreneurship and Social Innovation: Ecosystems for Inclusion in Europe</i>. London, Routledge. ISBN: 9780815375791.</p> <p>Bellucci, M., Testi E., Franchi S., Biggeri M. (2018). Emerging managerial aspects of social entrepreneurship in Europe. In: M. Biggeri, E. Testi, M. Bellucci, R. During, T. Persson. <i>Social entrepreneurship and social innovation: ecosystems for inclusion in Europe</i>, London: Routledge, ISBN:9780815375791</p> <p>During, R., Persson, T., Biggeri, M., Testi, E., Bellucci, M. (2018). Research background, theoretical frameworks and methodologies for social entrepreneurship. In: M. Biggeri, E. Testi, M. Bellucci, R.</p>

During, T. Persson. *Social entrepreneurship and social innovation: ecosystems for inclusion in Europe*, London: Routledge, ISBN:9780815375791

Persson T., Biggeri M., Testi E., Bellucci M., During R. (2018). Remarks and policy implications on social entrepreneurship in Europe. In: M. Biggeri, E. Testi, M. Bellucci, R. During, T. Persson. *Social entrepreneurship and social innovation: ecosystems for inclusion in Europe*, London: Routledge, ISBN:9780815375791

Testi, E., Biggeri, M., Bellucci, M., During, R., Persson, T., (2018). An introduction to social entrepreneurship in Europe. In: M. Biggeri, E. Testi, M. Bellucci, R. During, T. Persson. *Social entrepreneurship and social innovation: ecosystems for inclusion in Europe*, London: Routledge, ISBN:9780815375791

Biggeri, M., Testi, E., Ferrannini, A. (2018). A framework to understand enabling ecosystems for Social Enterprises. In: M. Biggeri, E. Testi, M. Bellucci, R. During, T. Persson. *Social entrepreneurship and social innovation: ecosystems for inclusion in Europe*, London: Routledge, ISBN:9780815375791

Testi, E., Biggeri, M., Colucci, D., Doni, N., Valori, V. (2018), Are decision makers in Social Enterprises more pro-social than their peers? An analysis of production and consumption choices. In: M. Biggeri, E. Testi, M. Bellucci, R. During, T. Persson. *Social entrepreneurship and social innovation: ecosystems for inclusion in Europe*, London: Routledge, ISBN:9780815375791

Biggeri, M., Testi, E., Bellucci, M., (2017) "Enabling ecosystems for social enterprises and social innovation: a capability approach perspective", *Journal of Human Development and Capabilities*, 18(2), pp. 299-306

Testi, E., Bellucci, M., Serena F., Biggeri, M. (2017) "Italian social enterprises at the crossroads: their role in the evolution of the welfare state" *VOLUNTAS: International Journal of Voluntary and Nonprofit Organizations*, pp. 1-20.

Federico V., Russo D., Testi E. (2012), *Social Enterprise and added value: a European approach*, Cedam, (Italian)

Bellucci M., Biggeri M., Testi E., (2011), "Economic and Social Efficiency of Social Cooperatives" in IRPET-Unioncamere, "Cooperative enterprises in the Tuscan economic system, fifth report", (Italian)

Testi E., Bellucci M. (2011), "Measuring an organisation's Social and Economic Performance for Public Tenders", 2011, paper presented at the ECPR Conference in Rejkiaivik

Tognetti M., Testi E., Biggeri M., Bagnoli L., (2011), "From charity non profit to entrepreneurial non profit: features for the development of social enterprises and social businesses in development and developing countries" Scientific annual speech on social enterprise,

Testi, E., Biggeri, M. and Libanora, R. (2011), *Evaluating the impact of international cooperation projects using the human development approach*, UmanamEnte: Politiche per uno sviluppo umano e sostenibile, LitografEditor, Cerbara-Città di Castello, (italian)

Testi E. (2011) "Between formal and informal: avenues for upgrading of informal artisan activities in OUed Laou" in Lotti G., Kabbaj K, Serpente I., *A quatre mains et plus*, Edizioni Ets, (Italian and French)

Testi E. (2010), "Aid and basic social services" in Biggeri M., Canitano G., *Advanced topics of economics and politics of international development cooperation*, FrancoAngeli, Milano, (Italian)

Testi E., Tognetti M. (2010), "Continuous monitoring analysis: feedback loops in aid projects" in Biggeri M., Canitano G., *Advanced topics of economics and politics of international development cooperation*,

FrancoAngeli, Milano, *(Italian)*

Testi E. (2010), "Aid and emergency", in Biggeri M., Canitano G., in *Advanced topics of economics and politics of international development cooperation*, FrancoAngeli, Milano, *(Italian)*

Bellanca N., Libanora R., Testi E. (2009), "The Polo Lionello as district of the Civil Economy? " *Impresa Sociale* N°3, pp.156-179 *(Italian)*

Bellanca N., Libanora R., Testi E. (2009), "An experiment of districtualization of the civil economy", *Working paper N°14/2009*, Dipartimento di Scienze Economiche, Università di Firenze, *(Italian)*

Autorizzazione al trattamento dei dati personali ai sensi del Regolamento UE n. 679/2016 e del Dlgs 2003 n. 196 e successive modificazioni

Firenze, 12/01/2025