

# MASSIMILIANO BONACCHI

Full Professor of Accounting  
Free University of Bolzano  
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39100 Bozen-Bolzano  
Italy

SSRN Research Page: <http://ssrn.com/author=547435>

Google Scholar citation: <https://scholar.google.com/citations?user=TeH9z0oAAAAJ&hl=en>

Orcid: <https://orcid.org/0000-0002-8336-2394>

## ACADEMIC APPOINTMENTS

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**Full Professor**, University of Bolzano (2015 – present)

**Member Competence Center Sustainability**, University of Bolzano (2022 – 2023)

**Italian Representative European Accounting Association** (2024 – present)

**Director Competence Center Sustainability**, University of Bolzano (2022 – 2024)

**Appointments as a Visiting Professor:**

- INSEAD (2026)

- NYU-Stern School of Business (2012-2022)

- Baruch College City University of New York (2009-2012)

**Associate Professor of Accounting**, University of Naples “Parthenope” (2006 – 2015)

**Assistant Professor**, University of Florence (2001 – 2006)

## EDUCATION

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2006-09 - **Visiting Scholar** NYU-Stern School of Business

2002 - **Ph.D.:** Management Accounting, Department of Business Administration, University of Florence, Italy

1997 - **BA/MS:** Business Administration, University of Florence, Italy

## PROFESSIONAL ACTIVITIES

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2001 - **Certified Public Accountant and Auditor**, Italy

## RESEARCH INTEREST

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Financial Reporting and Disclosure, Valuation, Managerial Accounting, Financial Accounting, Financial Statement Analysis, Security Analysis and Valuation, ESG investing, Sustainability Reporting, Sustainability management, Capital Markets, Earning quality in private firms, Measurement and disclosure of Intangible assets, Customer Equity, Fashion Industry, Tech Industry, Customer Centricity.

## RESEARCH PAPERS and Book Review

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*Peer-reviewed publications*

(16) “Does Stock Market Listing Really Constrain Corporate Investment: Why US and EU Results Appear To Be Different?.” With Bogachek, O., and P. Zarowin. (2025). Journal of Business Finance & Accounting.

<https://doi.org/10.1111/jbfa.70041>

- (15) Unintended consequences of tax incentives on the accounting quality of private firms (with Menicacci, L.) (2025) in *Financial Reporting*, vol, 2 2025.
- (14) Replication & Re-examination of Empirical Research in Corporate Reporting and Accounting. (with Mattei, M.) (2024) in *Financial Reporting*, vol, 2 2024.
- (13) [The Effect of Fair Value Accounting on Firm Public Debt – Evidence from Business Combinations under Common Control](#). (with Antonio Marra and Ron Shalev). (2024) in **European Accounting Review**, Available at SSRN: <https://ssrn.com/abstract=2587270>
- (12) [Customer analytics in performance measurement and reporting systems](#), (with Paolo Perego). (2023) **Accounting Horizon**
- (11) [Governance mechanisms, accounting regulation, and corporate disclosure in the aftermath of Covid-19: Novel research questions and methodological opportunities](#). (with Botosan, C. A., Nanda, D., & Pugliese, A.). (2023) **Corporate Governance: An International Review**, 31(5), 786–794. <https://doi.org/10.1111/corg.12555>
- (10) [Organizational Structure and Earnings Quality of Private and Public Firms](#) (with Antonio Marra and Paul Zarowin). (2019), **Review of Accounting Studies**, Issue 3/2019
- (9) Customer Accounting. Creating Value with Customer Analytics (2019) (with Perego, P.), **SpringerBriefs in Accounting**, Springer, <https://www.springer.com/us/book/9783030019709>.
- (8) [Parents Use of Subsidiaries to 'Push Down' Earnings Management: Evidence from Italy](#) (with Fabrizio Cipollini and Paul Zarowin). (2018) in **Contemporary Accounting Research**. Issue 3 Vol 35
- (7) [Customer Franchise — A Hidden, Yet Crucial Asset](#) (with Kolev, Kalin and Lev, Baruch Itamar), **Contemporary Accounting Research**, 2015. DOI: 10.1111/1911-3846.12095
- (6) [“Measuring and Managing Customer Lifetime Value A CLV Scorecard and Cohort Analysis in a Subscription-based Enterprise”](#), (with Perego P.), **Management Accounting Quarterly**, Fall 2012.
- (5) “The Evolution of CSR in Gucci: From Risk Management to Stakeholder Engagement” (with Perego, P. & Ravagli, R.), In P. Kotler, A. Lindgreen, F. Maon & J. Vanhamme (Eds.), [A Stakeholder Approach to Corporate Social Responsibility: Pressures, Conflicts, Reconciliation](#). **Gower Publishing**, 2012.
- (4) [“Improving Profitability with customer-centric Strategies: The case of a Mobile Content Provider”](#), (with Perego P.), **Strategic Change**, Vol 20, p. 253-267, 2011
- (3) [“The Lifetime Value Scorecard: from E-Metrics To Internet Customer Value”](#) (with M. Ferrari and M.Pellegrini), in Epstein, M.J. and Manzoni, J.F. (Editors), **Studies in Managerial and Financial Accounting**, volume 18, Emerald, 2008.
- (2) [“Dashboards and Clovers as New Tools in Sustainability Planning and Control”](#), (with Rinaldi L.), in **Business Strategy and the Environment**, 16:7 2007. Cit. Google Scholar 135

- (1) "[A Performance Measurement System for Sustainability](#)", (with Rinaldi L.), in Epstein, M.J. and Manzoni, J.F. (Editors), *Studies in Managerial and Financial Accounting*, volume 16, ELSEVIER, 2006.

### Working Papers

- (3) The Consequences of Accounting-Based Regulation: Real Effects on European Football Players Transfer Market (with Ciaponi, Fabio and Marra, Antonio and Shalev, Ron). Available at SSRN: <https://ssrn.com/abstract=3978117>
  - Media Coverage: [Tutto Sport 9 Febbraio](#) 2023;
  - R&R at Journal Accounting Research (JAR) (I round major revision)
- (2) Going Dark: Incentives for Private Firms' Strategic Nondisclosure (with Atz, Ulrich and Guttman, Ilan,). Available at SSRN: <https://ssrn.com/abstract=4325834>
  - Reject and Resubmit at Journal Accounting Economics (JAE)
- (1) Did the Introduction of a Reputation Mechanism for Stewardship Code Voluntary Disclosures Improve Investor Engagement? (with April Klein, Sara Longo, Giovanni Strampelli)  
European Corporate Governance Institute - Law Working Paper No. 622/2022, Available at SSRN: <https://ssrn.com/abstract=4011957> or <http://dx.doi.org/10.2139/ssrn.4011957>. Paper presented: [LawFin Research Seminar](#)

### Book Review

- (2) Research, Standard Setting, and Global Financial Reporting, Foundations and Trends®, Mary E. Barth. 2011 Financial Reporting.
- (1) *Corporate Social Responsibility: readings and cases in a global context* Andrew Crane, Dirk Matten and Laura J. Spence. European Accounting Review, Vol. 18, No. 3, 641–652, 2009.

### Reports

- (2) *Exploring the role of management accounting in building sustainability and resilience*, CIMA-AICPA, with Rinaldi, L., Mazzola, L., Bonacchi, M., Dalla Via, N. and Perego, P. (2025), Available at: <https://www.aicpa-cima.com/about/download/exploring-the-role-of-management-accounting-in-building-sustainability-and-resilience>
- (1) Decarbonizzazione, governance e sostenibilità: Ecco come si comportano le Top 100 altoatesine. With: Menicacci, L., & Zanderigo Jona, F. (2024). Available at : <https://www.altoadigeinnovazione.it/decarbonizzazione-governance-e-sostenibilita-ecco-come-si-comportano-le-top-100-altoatesine/>

### TEACHING EXPERIENCE

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NYU Stern Average Evaluation of the Instructor 4.8/5  
2022 Core Accounting for Tech and Fashion MBA  
2021 Advance Managerial accounting

2021 Core Accounting for Tech and Fashion MBA  
2019 Measuring, Disclosing and driving sustainability  
2019 Core Accounting for Tech and Fashion MBA  
2016 3 sessions of Financial Statement Analyses  
2015 3 sessions of Financial Statement Analyses  
2013\_2<sup>nd</sup> session-Princ of Managerial Accounting (undergraduate):  
2013\_1<sup>st</sup> session-Princ of Managerial Accounting (undergraduate):  
2012-Princ of Managerial Accounting (undergraduate):

University of Bolzano (2015-current)  
Financial Statement Analyses  
Managerial Accounting  
Sustainability Accounting and Integrated Reporting  
Italian GAAP

*Baruch College*

2013-Cost Accounting (ACC3200/undergraduate):  
2011-Financial Accounting I (ACC3000/undergraduate):  
2010-Financial Accounting I (ACC3000/undergraduate):  
2009-Cost Accounting (ACC3200/undergraduate):

*University of Naples Parthenope (2006-2014)*

Contabilità e bilancio  
Analisi finanziaria e di Bilancio  
Strumenti per il Rating delle Imprese di Trasporto  
Responsible for the Ph.D. module in: “Comunicazione economico-finanziaria d’impresa” at  
University of Naples Parthenope

*University of Florence (2001-2006)*

Financial Statement Analysis  
Sustainability Management

*Other teaching experience*

Master Programs University of Florence: *Public Utilities Management*; University of  
Modena e Reggio Emilia: *Advanced Business Management*; University  
of Siena: *Water and Waste Management and Control and Innovation in  
Small-Medium Enterprises*.

Executive Education Contributed to a variety of company specific programs with sessions  
on financial statement analysis and management accounting (Alitalia,  
Banksiel, Institute of Chartered Accountants of Florence and Prato,  
Telecomitalia, TIM, Finsiel, Polimoda).

**CITATIONS IN THE FINANCIAL PRESS**

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(9) March 2024: [Die CO2-Bilanz der Südtiroler Top-Unternehmen](#), SWZ

- (8) Feb 2023 "[Plusvalenze, sistema Juventus o sistema Europa?](#)" Tutto Sport, 09.02.2023.
- (7) January 2015 "[Quando la responsabilità sociale è un lusso](#)" [Are Luxury and CSR Compatible?], Toscana24 il Sole24Ore.
- (6) July 2009 "[Pmi caute sugli investimenti](#)" [SME's investment are slowing down], Il Sole24Ore Centro Nord del 1 luglio 2009.
- (5) Dicembre 2007, [Alla scoperta del capitale circolante](#) [Discover Working capital], Credit Village.
- (4) Novembre 2007, "[I tempi di incasso frenano le imprese della moda](#)", [Account receivables restrain liquidity of fashion companies], Il Sole 24 Ore.
- (3) May 2006. "[Utility bocciate in trasparenza](#)" [Utilities Fail in Transparency], Il Sole 24 Ore.
- (2) March 2006. "[Il tessile di Prato supera l'esame S&P](#)" [Prato's Textile District Passes S&P Rating] , Il Sole 24 Ore.
- (1) February 2006. "[Nel tessile un nucleo di virtuosi](#)" [A Group of Virtuous Players in Prato's Textile district] , Il Sole 24 Ore.

## **ACADEMIC MEMBERSHIPS**

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American Accounting Association (AAA), British Accounting Association (BAA), Centre for Social and Environmental Accounting Research (CSEAR), European Accounting Association (EAA), European Corporate Governance Institute (ECGI), Accademia Italiana di Economia Aziendale (AIDEA/SIDREA).

## **ACCADEMIC PRESENTATIONS (keynote speaker, presenter, discussant)**

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- (39) April 2025. Invited seminar at Alliance Manchester Business School
- (38) Oct 2024. Invited seminar at Mannheim Business School
- (37) Sept 2024. Chair Doctoral Colloquium. Sidrea Conference. Ancona
- (36) Jun 2024. Invited seminar at IESE Business School
- (35) May 2024. EAA 2024, 46 Annual Congress of the European Accounting Association, Bucharest, Romania.
- (34) Oct 2023. Keynote at Doctoral Colloquium AIDEA National Conference 2023 in Salerno
- (33) May 2023. Keynote , Phd Presentation University Parthenope
- (32) March 2023. Invited seminar at University of Innsbruck.
- (31) Feb 2023. Swiss Accounting Research Alpine Camp (SARAC)
- (30) Oct 2022. Invited seminar at University of Lausanne.
- (29) Sept 2022. Invited seminar at Baruch College.
- (28) May 2017. America Accounting, Association Conference, Washington DC.
- (26) May 2017. EAA 2017, 40 Annual Congress of the European Accounting Association, Valencia, Spain.
- (25) August 2016. America Accounting, Association Conference, New York City.
- (24) June 2015. Invited presentation at Accounting, Governance and Accountability (AGA) Seminar Series, University of Newcastle. June 19, 2015
- (23) November 2014. "Invited presentation at University of Padua, November 28, 2014
- (22) October 2014. Invited presentation at NYU Stern, October 16, 2014
- (21) Feb 2014. Invited presentation at Royal Holloway, University of London, February 10, 2014
- (20) May 2013. "All in the Family': Earnings Management Through Non-Listed Subsidiaries, paper presented:
  - Bocconi April 17, 2013
  - to the EAA 2013, 37 Annual Congress of the European Accounting Association, *Paris*, France.
- (19) May 2011. EAA 2011, Rome 34 Annual Congress of the European Accounting Association, Rome, Italy.
- (18) Nov 2010. JAAF Conference NYU - Discussant of: "Carbon Emissions and Firm Value" by Ella Mae Matsumura, University of Wisconsin – Madison; Rachna Prakash, College of William and Mary & Sandra C. Vera-Muñoz, University of Notre Dame.

- (17) May 2010. EAA 2010, Istanbul 33 Annual Congress of the European Accounting Association, Istanbul, Turkey.
- (16) June 2009. *"Open research seminar Disclosure: Theory and Empirical Evidence."* Comment on: Akerlof, G. A. 1970. The Market For "Lemons": Quality Uncertainty And The Market Mechanism. Napoli, Italy
- (15) September 2008. *"Open research day. Future research avenues in accounting and finance: what is relevant and exciting, and how to get it published."* Comment on: Jensen, M.C. (2001), Value Maximization, Stakeholder Theory, and the Corporate Objective Function. Ferrara, Italy
- (14) August 2008. *"Strategising Customer Accounting: a Framework to Quantify Success in Subscription-Based Internet Companies"*, American Accounting Association 2008 Annual Meeting.
- (13) April 2008. 31st Annual Congress of the European Accounting Association, Rotterdam, Netherlands.
- (12) October 2007. New York University - Leonard N. Stern School of Business
- (11) September 2007. Darden School of Business, Charlottesville, Virginia.
- (10) August 2007. *"Accounting for Sustainable Development Performance: Beyond Triple Bottom Line Towards a Visualization of Sustainability"*, Doctoral programme, Yale school of management.
- (9) July 2007. Fifth Asia Pacific Interdisciplinary Research in Accounting Conference, Auckland, New Zealand.
- (8) July 2007. Emerging Scholars' Colloquium, held in conjunction with the Fifth Asia Pacific Interdisciplinary Research in Accounting Conference, Auckland, New Zealand.
- (7) June 2007. MAR 2007 - Cost and Performance in Services and Operations, Trento, Italia.
- (6) April 2007. 30th Annual Congress of the European Accounting Association, Lisbon, Portugal.
- (4) April 2007. Annual Congress of the British Accounting Association, Royal Holloway, University of London.
- (3) July 2006. Integrating Global Organizations: the Role of Performance Measurement Systems, Siena, Italia.
- (2) March 2006. 29th Annual Congress of the European Accounting Association, Dublin, Ireland.
- (1) September 2005. 3rd Conference on Performance Measurement and Management Control, Nice, France.

### **AWARDS, HONORS, ETC.:**

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- Excellence in Reviewing Recognition European Accounting Review (2022)
- VQR 2015-2019: All three submitted products have been awarded the rating of Excellent and extremely relevant with scores ranging from 29 to 30 (max is 30).

- Honorable mention by the Managing Editor in the RAST conference for the social impact of: The paper with A. Marra and P. Zarowin "Organizational structure and earnings quality of private and public firms" 2020
- Best paper Financial Reporting Workshop Parma 2017
- Research grant from the Institute of Management Accountants Foundation for Applied Research. Title of the research proposal: "The Impact of Customer Lifetime Value on Management Accounting Systems."
- 'Dean's Letter for Distinguished Performance in Teaching':
  - NYU Fall 2012 Princ of Managerial Accounting
  - NYU Spring 2015 and 2016 Financial Statement Analysis

## **RESEARCH PROJECTS with Funding**

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- 2025 – PI for Economic and Social Impact Analysis of the Pumped-Storage Power Plant in the Ulten Valley, South Tyrol
- 2025 – PI for Measuring and Evaluating the Economic Costs and Benefits of Sustainable Practices
- 2024 – PI for Planning and Control in Action: The case of designing a Management Accounting Systems for the Province of Bolzano
  - Extended and renewed for 2025-2026
- 2024 – PI for PNRR "The impact of greenwashing activities on corporate policies and security pricing" (300K)
- 2023 – Contract for research project: Sustainability reporting: new GRI standards and SDGs integration.
- 2023 - Chartered Institute of Management Accountants® (CIMA): Exploring the role of management accounting in building sustainability and resilience
- 2022 – Contract for research project: Business sustainability: competitive and financial advantages
- 2021 – Contract for research project: The evolution of the business model towards B Corp and benefit corporation in the IT industry
- 2021 – Research grant from unibz fund: Sustainable Accounting and Responsible Investment
- 2019 – Research grant from unibz fund: Measuring and reporting value creation in private firms
- 2019 – Contract for research project with Sparkasse: Creating value with Customer Analytics and Artificial Intelligence in banking
- 2018 – Research grant from unibz fund: The effect of governance structure on reporting quality in the Italian banking sector
- 2019 – Euregio Science Fund: Social Impact of Collective Ownership in Alpine Areas
- 2016 – Start-up fund unibz: Creating value with accounting: "new" information for "new" business models
- 2015 – Research grant from unibz fund: Fair Value Accounting and Firm Indebtedness – Evidence from Business Combinations under Common Control
- 2010-Research grant from the Institute of Management Accountants Foundation for Applied Research. Title of the research proposal: "The Impact of Customer Lifetime Value on Management Accounting Systems."

## **THIRD MISSION**

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- Launch of the Laurea Magistrale in Accounting & Finance in 2018.
  - This is the most successful LM in term of number of students
  - Dual degree program with STERN NYU and Baruch College
  - Scholarship from Sparkasse, Volksbank, Bureau Plattner of more than 100k every year
- Launch of Competence Centre in Sustainability
  - In the first 2 years raised 365k in third party funding
  - 13 events organized
  - Participation to the sustainability days organized by the province of BZ
- Participation in TV programs:
  - Zeppeling
  - Podcast Rai Terza missione
  - Podcast: Post-it
- Participation in Comitato scientifico dell'IRE - Istituto di ricerca
- Speaker for RYLA JUNIOR Environment and Digitalization
- Speaker for Confindustria
- Sustainability days Alto Adige 2022
- Guest speaker Assembly Bolzano CPA chapter on the following topic: “Le eccellenze del Nord-Est”.
- Webinar POST COVID: IMPRESE E SISTEMA FINANZIARIO
- Several Editorials for Alto Adige:
  - La nuova global minimum tax: un legge fiscale (davvero) possibile.
  - Il Bilancio di Sostenibilità un obbligo che aiuta il pianeta
  - Sostenibilità: tra il dire e il fare
  - Ripresa economica post-covid19: Bilanci trasparenti e orientati al futuro; Incentivi per favorire la capitalizzazione delle aziende.
  - Il vantaggio competitivo dell’Alto Adige nel fronteggiare la crisi da Covid-19: Imprese Familiari, Banche di Territorio, Governo Locale
  - Quale responsabilità sociale di impresa?
- La Voce.info: Calcio e plusvalenze: l’autogol della UEFA
- Several article for SWZ
  - Is Capital Market Myopia Just a Myth?
  - ESG: Bilanz mit grünen Daten
  - Aziende opache? Anzi!
  - Wie rentabel ist der Kunde?
  - Accounting is dead, long live accounting!

## **ACCADEMIC RESPONSABILITIES**

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2022 – 2024 Director Competence Centre Sustainability, University of Bolzano

2020 – present: Cluster Leader for the research cluster in Financial Markets and Regulation

2020 – present: Member of Ph.D. Committee in the “Economics and Finance” Ph.D. program at University of Bolzano

2018 – 2021 Director Laurea Magistrale (M.Sc.) in Accounting and Finance at University of Bolzano  
2017 – present: Organizer of the Bolzano-Padua Summer Camp: <https://bzpd-summercamp.events.unibz.it/>  
2017 – present: Member of Ph.D. Committee in the “MANAGEMENT AND ECONOMICS” Ph.D. program at University of Bolzano  
2012– 2015: Erasmus coordinator at University of Naples Parthenope since 2012  
2013 – 2015: Member of Ph.D. Committee in the “Governance, Management and Economics” Ph.D. program at University of Naples Parthenope since 2013  
2013 – to present: Referee for MIUR – PRIN research program  
2009 – Organizer of the “Open Research Seminar Disclosure: Theory and Empirical Evidence.” Napoli, June 2009

**Editorial Board of:** Associate Editor ; Journal of Management and Governance; The International Journal of Accounting (2016-19), Financial Reporting Journal; CREA; Member of the Scientific Committee of the EAA 2018-19 Annual Congress; Ad-hoc Editor, Special issue Corporate Governance: An International Review Special Issue on “Corporate Governance Mechanisms in light of the COVID-19 Crisis: How Financial Information and Regulation, Managerial Decision-Making, and Policy Intervention Can Shape the Economic Recovery”, Ad-hoc Editor Special issue FINANCIAL REPORTING – Journal of Financial Communication: “Replication & re-examination of empirical research in corporate reporting and accounting”

**Ad hoc reviewer for:** European Accounting Review, Journal of Accounting and Public Policy, Accounting and Business Research, Journal of Law Finance and Accounting, The International Journal of Accounting, Journal of Accounting, Auditing and Finance; Journal of Management and Governance; Financial Reporting; European Accounting Association Annual Conference, FARS-AAA conference, EAA conference.

**Tenure Evaluation Committee:** 2025 Nicholas Rudolf (External member tenure evaluation commission, HEC Lausanne);

**Phd Students:** 2025 Ulrich Atz (External member commission, NYU-STERN), 2024 Arianna Piscicella (External member commission, HEC Lausanne); 2023 Francesco Grazioli (External member commission, HEC Paris); 2023 Ambrosini Francesco and Longhin Federico (External member commission, University of Padua), 2013 Massimiliano Farina (Supervisor, University Parthenope Napoli).

## **REFEREED NATIONAL JOURNALS**

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- (7) Bonacchi, M., & Il reporting di sostenibilità alla luce della direttiva CSR: Il ruolo della relazione sulla gestione. With Menicacci, L. (2024). *Controllo di gestione (online)*, 2, 5-18.
- (6) Bonacchi, Massimiliano, F. Ciaponi, and A. Marra. "Calcio e plusvalenze: l'autogol della Uefa." *Lavoce.info* (2022).
- (5) La relazione fra struttura del capitale e modello di business delle imprese (with Ciaponi F) *Rivista Italiana di Ragioneria e di Economia Aziendale*, (sept-dic 2020)
- (4) Comunicazione finanziaria in tempi di COVID-19: il narrative reporting come fonte di vantaggio competitivo (with L. Menicacci), *Controllo di gestione* n.5/2020
- (3) PMI e reporting: il divenire prevedibile (2018) (with L. Menicacci), *Controllo di gestione* n.5/2018, IPSOA.
- (2) "Misurazione e comunicazione della sostenibilità nelle public utilities toscane" [The Diffusion Of Measurement Instruments and Communication Of Sustainability In The Tuscan Public Utilities] (with Rinaldi L. and Cresti E.), *Management delle Utilities*, n. 3, Maggioli, 2006.
- (1) "Il contratto di servizio: uno strumento per lo sviluppo sostenibile" [The Service Contract: a Tool for Sustainable Development] (with Rinaldi L.), *Management delle Utilities*, n. 3, Maggioli 2004.

### **Books, Book chapters and non-refereed publications**

- (21) "La sostenibilità entra in bilancio." *Il bilancio per le piccole e medie imprese: Principi contabili, sostenibilità e informativa non finanziaria*. Il (with Luca Menicacci), Sole 24 Ore, 2024. 32-37.
- (20) L'informazione «narrativa» di bilancio in tempi di Covid-19 (with Luca Menicacci (2020), *Il commercialista Veneto*, Vol.55(255), pp.5-8
- (19) La successione nelle imprese familiari. (with De Massis) *Il Commercialista veneto* (2017), 237, 9-10.
- (18) La redazione del Business Plan di un centro di fitness (with Menicacci). *Controllo di Gestione*, 2016.
- (17) Il controllo dei canali distributivi nelle aziende della moda. *Controllo di Gestione*, 2016.
- (16) Il customer accounting come strumento di misurazione gestione e comunicazione del valore dei clienti [Customer Accounting a managerial tool to measure and disclose customer base value], *Scritti in onore di Sergio Terzani*. Milano: Franco Angeli. 2010
- (15) Measuring Customer Profitability of Subscription-Based Services (with Perego P.), In CT Horngren, SM Datar, & MV Rajan (Eds.), *Cost Accounting*, pag. 540. Harlow: Pearson Education. 2011.
- (14) "Leasing finanziario: profili contabili, fiscali e gestionali" [Finance Leasing: Accounting, Fiscal and Managerial Issues] (with Ferrari M.), IPSOA, 2007.
- (13) "Rapporto economico e finanziario sul sistema industriale pratese (2001-2004)" [Report on Financial Statement Data from the Industrial

- District of Prato 2001-2004] (with Giunta F.), Franco Angeli, Milano, 2006.
- (12) “La dimensione economico finanziaria delle aziende toscane del gas” [A Financial statement Analysis of the Gas Industry in Tuscany] (with Rinaldi L.), in Mulazzani M. (Editor), I servizi pubblici locali di distribuzione del gas. Problemi economico-aziendali, Franco Angeli, 2006.
  - (11) “Le PMI garantite da Fidi Toscana” [SMEs guaranteed by Fidi Toscana] (with Giunta F.), Franco Angeli, Milano, 2005.
  - (10) “L'informazione economico-finanziaria: il divenire prevedibile” [Financial Disclosure: the Forseeable Future] (with Giunta F.), in Gualandi L. (Editor) Middle Market e Riforme, Clueb, 2005.
  - (9) “Aziende multi-utility e misurazione delle prestazioni”, [A Performance Management System for Multi-Utility Companies], Franco Angeli, 2004.
  - (8) “Investimenti in R&S nelle aziende del Tessile-Abbigliamento: misurazione e rappresentazione in bilancio”, [R&D in Textile Companies: Measurement and Reporting] Liuc Papers n. 119, Serie Piccola e Media Impresa n. 9, february 2003.
  - (7) “Una proposta di Business Intelligence per le imprese tessili” [A Business Intelligence System for Textile Companies] (with Ugolini L.), in Amministrazione & Finanza, n.23, 2002.
  - (6) “Il controllo dei costi di campionario nelle aziende del settore tessile-abbigliamento” [Sample Costs in Textile Companies] (with Giunta F.), in Rivista Italiana di Ragioneria e di Economia Aziendale, n. 7/8, 2002.
  - (5) “Il leasing in bilancio cambia il valore dell'azienda” [The Impact of leasing on Company Value] (with Giunta F.), in Amministrazione & Finanza, n.7, 2001.
  - (4) “La creazione di valore nel distretto tessile pratese: primi risultati di una ricerca” [Value Creation in the Textile District of Prato, an Exploratory Analysis] (with Giunta F. and Savaglio G.), Liuc Papers n. 86, Serie Piccola e Media Impresa n. 86, may 2001.
  - (3) “Il business model di una società Internet: redazione del bilancio preventivo e quadro di controllo” [The Business Model of Internet Companies: Business Plan and Performance Measures] (with Ugolini L.), in Amministrazione & Finanza, n.13, 2001.
  - (2) “L'innovazione nelle PMI del comparto Tessile-Abbigliamento-Calzature” [Innovation in SMEs in the Textile Industry] (with Ugolini L.), in Dinamiche competitive del settore moda: una rilettura delle politiche industriali, a cura di Paci A., DSA, Università degli Studi di Firenze, 2001.
  - (1) “Modello di governo della variabile fiscale nel capitale circolante netto” [Managing the Fiscal Component of Working Capital] (with Giunta F.), in Amministrazione & Finanza, n.3, 2000.