



## curriculum vitae

### PERSONAL INFORMATION

Surname	CATERINA
Name	ALESSANDRO
Telephone	
Fax	
E-mail	alessandro.caterina@polimi.it
Skype	

Nationality	Italian
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Date of birth	30-12-1997
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Education and training	[Please describe the whole study path done]
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• Date (from – to)	11/2022 - present
• Name and type of organisation providing education and training	Politecnico di Milano
Duration of the program of study	3 years
• Title of qualification awarded	PhD Candidate

• Date (from – to)	03/2020 - 10/2022
• Name and type of organisation providing education and training	Politecnico di Milano
Duration of the program of study	2 years
• Principal subjects/occupational skills covered	Strategy & Marketing, Accounting, Finance & Control, Leadership & Innovation, International Economics, Business and Industrial Economics, Invest in Foreign Markets
• Title of qualification awarded	Master's degree in Management Engineering <i>Major: International Business</i>
Final mark obtained	105/110L

### graduation thesis

Title	The Proximity-Based Selection Tool: a map in the jungle of partner selection
Language	English
Supervisor	Kotlar Josip
Thesis Summary	<p>Research has identified many of the tiles composing the mosaic of partner selection, failing, in most cases, to satisfy the need for firms to utilize a more complete and systematic analysis in selecting partners, especially in the domain of Open Innovation and technological transfer. Therefore, the purpose of this study was to fill this gap, by developing a theoretical framework and an operational tool founded on the combination of the partner selection and proximity streams of literature. The Proximity-Based Selection Tool was created following the path beaten by Boschma (2005) and Hansen (2014). The experimental studies conducted demonstrated that:</p> <ol style="list-style-type: none"> <li>1. the introduction of the dimensions of proximity, in the investigation of partner selection criteria, makes them interconnected components of the same system, rather than independent factors;</li> <li>2. the notion of optimal proximity not only allows to understand which criteria should be satisfied for the success of the collaboration, but also to what extent;</li> <li>3. a partner selection process strongly linked to characteristics and objective of the project favours the adoption of a more rigorous, detailed, and versatile approach.</li> </ol>

• Date (from – to)	10/2016 - 03/2020
• Name and type of organisation providing education and training	Politecnico di Milano
Duration of the program of study	3 years
• Principal subjects/occupational skills covered	Economics and business organization, Business process reengineering, Business management, Organizational systems, Economics
• Title of qualification awarded	Bachelor's degree in management engineering
Final mark obtained	95/110L

<b>publications and articles submitted</b>	NA
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Author(s) and title	NA
Language	NA
Publication place	NA
Date of publication	NA

#### certifications

GRE	NA
GMAT	NA
Certifications of language knowledge	Cambridge English Level 3 Certificate in ESOL International (Advanced), 20/07/2016, Grade A

#### Work experience, stages, studies abroad

• Date (from – to)	NA
• Name and address of firm/university	NA
• Type of business or sector	NA
• Type of employment	NA
• Main activities and responsibilities	NA

**Personal skills and competences**

*Acquired in the course of life and career but not necessarily evidenced by formal certificates and diplomas.*

Mother tongue

ITALIAN

Other language(s)

**ENGLISH**

- reading
- writing
- speaking

Excellent  
Excellent  
Excellent

**SPANISH**

- reading
- writing
- speaking

Elementary  
Elementary  
Elementary

**Social skills and competences**

*Living and working with other people, in multicultural environments, in positions where communication is important and situations where teamwork is essential (e.g., Culture and sports), etc.*

Curiosity has always been one of my characteristics, heavily helping me also in social situations. Indeed, my desire to expand and deepen my knowledge relatively to a huge variety of themes, ranging from politics to arts, has contributed to my openness to dialogue and debate. From a more emotional perspective, I consider myself empathetic and a good listener, elements which usually push me to “put myself in the shoes of others”, to understand them and the best way to relate them.

**Organisational skills and competences**

*E.g., coordination and management of people, projects and budgets; at work, in voluntary work (e.g., culture and sports) and at home, etc.*

During the development of the several group projects which were part of my academic formation, I usually put my analytical and critical thinking skills at the service of the group. This tendency has led me to always adopt a proactive attitude and support my team in the definition and coordination of tasks to perform. In the private sphere, I like to take an active role in the organization of trips or other “events” with my group of friends, to share with them interesting new experiences.

**Technical skills and competences**

*With computers, specific kinds of equipment, machinery, etc.*

Good knowledge of Microsoft Office.

**Additional information**

My main interests are reading, football, art, and traveling.

**annexes**

Certification of evaluation tests passed with mark, date, and weighted average.