

Curriculum Vitae

PERSONAL INFORMATION

Surname(s) / First name(s) Francesco Testa
E-mail **f.testa@sssup.it**

WORK EXPERIENCE

- Dates (from – to) March 2006 – to date
- Name and address of employer **Scuola Superiore di Studi Universitari e di Perfezionamento Sant'Anna** – Institute of Management Piazza Martiri della Libertà, 33, 56125, Pisa (Italy)
Public University.
- Type of business or sector Associate Professor (since December 2014)
- Occupation or position held Responsible of research projects on Corporate Environmental Management; Life-Cycle Management; Economics and Management of Voluntary Certification Schemes; Green procurement e Sustainable supply-chain management; Environment & Competitiveness; Stakeholder engagement; Sustainable marketing and Environmental reporting; Environmental Innovation and green technologies; Corporate Social Responsibility; Health and Safety Management; Public Policies for Sustainable Local Development:
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- Dates (from – to) May 2007 – to date
- Name and address of employer ERGO srl
- Type of business or sector Consultancy
- Occupation or position held Member of the Board
- Main activities and responsibilities Senior Consultant, Manager in the field of environmental management systems, due diligence, compliance audit; Health & safety and CRS management systems; life cycle assessment; Organizational systems ex d.lgs. 231/2001
- Dates (from – to) October 2005 – February 2006
- Name and address of employer IEFE Bocconi - Via Roentgen 1
- Type of business or sector University
- Occupation or position held Junior researcher
- Main activities and responsibilities Research activities in international projects aiming to implement innovative solutions of environmental management in firms and industrial districts.
- Dates (from – to) March 2005 – June 2005
- Name and address of employer Business Bank Monte dei Paschi di Siena Spa - Viale Mazzini 46, Firenze (Italy)
- Type of business or sector Financial allocation and advisory services to business companies
- Occupation or position held Short-term contract, project based
- Main activities and responsibilities Implementing an Integrated Management System for Environment and Social Responsibility in accordance with the requirements of the international standard ISO 14001:2004, the EU Regulation 761/2001 (EMAS), and the SA8000: 2001 (Environmental Analysis and Initial Self Analysis SA8000; definition of the Integrated Policy, the Objectives, Targets and Program; definition of system procedures, training and awareness, internal audit, drafting of the Environmental Declaration).
- Dates (from – to) December 2004 – March 2005
- Name and address of employer Formez, Training and Study Centre, Via Campi Flegrei 34, Pozzuoli (Naples), Italy
- Type of business or sector Association of Technical and Training Assistance for Local Authorities
- Occupation or position held Junior researcher

<ul style="list-style-type: none"> • Main activities and responsibilities 	<p>Analysis of the accountability tools for Local Authorities, development of a methodology for an accountable budget, analysis and development of tools for improvement of local governance according to the principles of sustainable development (environmental management systems, green public procurement, Agenda 21).</p>
<ul style="list-style-type: none"> • Dates (from – to) 	<p>June 2004 - October 2004</p>
<ul style="list-style-type: none"> • Name and address of employer 	<p>SCS Azioninnova SPA, Via della Cooperazione 21, Bologna, Italy</p>
<ul style="list-style-type: none"> • Type of business or sector 	<p>Consultancy Agency</p>
<ul style="list-style-type: none"> • Occupation or position held 	<p>Internship</p>
<ul style="list-style-type: none"> • Main activities and responsibilities 	<p>Analysis of the CLEAR methodology (City and Local Environmental Accounting and Reporting) for the implementation of an environmental accounting system for local authorities; Analysis of environmental indicators used in the financial budgets prepared by the public authorities according to the CLEAR method, definition of benchmarks and drafting of a methodology of calculation sheets for each indicator;</p>

EDUCATION AND TRAINING

<ul style="list-style-type: none"> • Dates (from – to) 	<p>January 2007 – January 2010</p>
<ul style="list-style-type: none"> • Name and type of organisation providing education and training 	<p>Scuola Superiore di Studi Universitari e di Perfezionamento Sant’Anna – Institute of Management Piazza Martiri della Libertà, 33, 56125, Pisa (Italy)</p>
<ul style="list-style-type: none"> • Principal subjects/occupational skills covered 	<p>Title of Doctor of Philosophy (Ph. D) in Management, Competitiveness and Development - Department of Economics, Faculty of Social Sciences at the School of Postgraduate Studies University of St. Anna of Pisa; thesis entitled “The Link Between Environment and Competitiveness: An Analysis of the Relationship Among Regulatory Pressures, environmental practices and competitive performance at the firm level”, mark 100/100 cum laude. During the Ph.D. I attended the following courses: Data Management and Statistical Methods (16 hours) Policy Analysis and Evaluation: an introduction to key concepts (6 hours); Managerial accounting (8 hours) Organizational Economics (16 hours); The Management of High-Tech Start-Ups (6 hours); Organization Theory and Information Systems Studies (OTISS): New Perspectives and Emerging Approaches (15 hours); English Course (40 hours with final examination) Spanish Course (40 hours with final examination); Economics and Management of services (4 hours) Introduction to STATA (16 hours), <i>Topics and Research Methods in applied industrial organization</i> (24 hours); Economics and management of energy (8 hours).</p>
<ul style="list-style-type: none"> • Title of qualification awarded 	<p>(Ph. D) in Management, Competitiveness and Development</p>
<ul style="list-style-type: none"> • Dates (from – to) 	<p>November 2003 – December 2004</p>
<ul style="list-style-type: none"> • Name and type of organisation providing education and training 	<p>Scuola Superiore di Studi Universitari e di Perfezionamento Sant’Anna Piazza Martiri della Libertà, 33, 56125, Pisa (Italy)</p>
<ul style="list-style-type: none"> • Principal subjects/occupational skills covered 	<p>Environmental Law; Industrial ecology; business organization, environmental accounting</p>
<ul style="list-style-type: none"> • Title of qualification awarded 	<p>Master degree in Environmental Management</p>
<ul style="list-style-type: none"> • Dates (from – to) 	<p>5th April 2004 – 9th April 2004</p>
<ul style="list-style-type: none"> • Name and type of organisation providing education and training 	<p>BSI British Standards Institution</p>
<ul style="list-style-type: none"> • Principal subjects/occupational skills covered 	<p>Environmental and Quality Management System according to standards ISO 14001 and ISO 9000</p>
<ul style="list-style-type: none"> • Title of qualification awarded 	<p>Environmental and Quality Management Systems</p>
<ul style="list-style-type: none"> • Dates (from – to) 	<p>January 1999 – March 2003</p>
<ul style="list-style-type: none"> • Name and type of organisation providing education and training 	<p>University of Naples, Parthenope, Italy</p>
<ul style="list-style-type: none"> • Principal subjects/occupational skills covered 	<p>Thesis entitled "The role of consumers in the process of implementing sustainable development (“Il ruolo del consumatore nel processo di attuazione di uno sviluppo sostenibile”)</p>
<ul style="list-style-type: none"> • Title of qualification awarded 	<p>Mark 110/110 cum laude Degree in Business Management</p>

- Dates (from – to) September 1994 – June 1998
- Name and type of organisation providing education and training Scientific High School “Ettore Majorana”, Pozzuoli (Naples), Italy
- Principal subjects/occupational skills covered Italian Literature, Latin, Mathematics, Physics, Chemicals, History, English Language.
- Title of qualification awarded **Degree from High School, mark 54/60**

PERSONAL SKILLS AND COMPETENCES

MOTHER TONGUE(S) **ITALIAN**

OTHER LANGUAGE(S)

Self-Evaluation <i>European Level</i> (*)	Understanding				Spoken				Written	
	Listening		Reading		Verbal Interaction		Verbal Interaction			
English	C1	Fluent	C1	Fluent	C1	Fluent	C1	Fluent	C1	Fluent
Spanish	B1	Threshold	B1	Threshold	B1	Threshold	B1	Threshold	B1	Threshold

TECHNICAL SKILLS AND COMPETENCES

Fluent use of Microsoft Office applications and Windows operating systems; very good knowledge of software for statistical processing STATA; Good knowledge of SAS software for statistical processing and analysis and Bousted for life-cycle.

DRIVING LICENSE

Driving Licenses A and B (European level)

ANNEXES

ANNEX I - RESEARCH EXPERIENCE

ANNEX II TEACHING ACTIVITIES

ANNEX III PUBLICATIONS

ANNEX IV OTHER ACTIVITIES

ANNEX I RESEARCH EXPERIENCE

The main research fields in which Francesco Testa operates are the following:

Corporate Environmental Management: several researches on the design and implementation of environmental management systems and the greening of corporate strategies, involving both SMEs and multinational corporations.

Life-Cycle Management: research projects on operational application of LCA (use of software tools and databases such as Bousted, Simapro and others), product design based on LCA, Life Cycle Costing and communication tools based on Life Cycle Thinking.

Economics and Management of Voluntary Certification Schemes: experience in the area of environmental certifications at EU and international level (involved as expert in ISO 14001 and EMAS – related initiatives by governments and private organizations managing certification schemes).

Green procurement and Sustainable supply-chain management: empirical studies and support activities to private and public organizations in the development of tools and management solutions for purchasing goods and services on the basis of environmentally sound criteria.

Environment and Competitiveness: several projects investigating the relationship between environmental policies and management and competitive performances.

Stakeholder engagement: development of innovative methodologies for stakeholder engagement on environmental issues to be effectively used by companies and public administrations for consensus-building.

Sustainable marketing and Environmental reporting: pioneer research projects on the definition and implementation of environment- and sustainability most significant industrial sectors in the EU and studies on the diffusion of Environmental Reports.

Environmental Innovation and Green technologies: research projects related to the application of the Integrated Pollution Prevention and Control – IPPC European Directive. Several researches on the innovation dynamics (e.g.: motivation process and barriers) tackled by companies for the development and adoption of green technologies.

Corporate Social Responsibility: participation in research projects funded by the European Commission on the adoption of CSR practices and tools by SMEs and in the supply-chain management.

Health and Safety Management: front-running research on the development of health and safety management tools and organizational solutions, especially related with the occupational H&S management system defined by OHSAS 18001 standard

Public Policies for Sustainable Local Development: relevant research experience in Local Agenda 21 projects carried out by local governments, and in the implementation of environmental management projects within industrial clusters and homogeneous productive territorial areas.

In detail, Francesco Testa has been responsible for the research-design and implementation of the following international projects (all funded through public call for tenders):

Project PIONEER funded by the EU LIFE-Environment Programme (2004-2005). Experimental application of an environmental management system to the industrial paper district of the Province of Lucca; development of a methodological tool for the implementation of planning instruments and land management at the district level; technical support for their implementation in 18 organizations. [Position: junior researcher]

- Project "MARRAKEMAS" (Marrakesh with EMAS) (2005-06), Project funded by the EU Program Life-Third Countries. Italian-Moroccan international project for the implementation of an ISO14001 certified environmental management system to the Urban Community of Marrakech (Morocco). [Position: junior researcher]

- Project ESEMPLA (Esperienza Sperimentale di Emas per il Monitoraggio e la Pianificazione Locale dell'Ambiente) funded by the European Commission under the Programme Interreg IIIC (2004 -2006). Experimental application of an environmental management systems to leather organizations operating in the industrial district of Santa Croce sull'Arno. [Position: junior researcher].

- Project INTER.ECO.TOUR (Interreg Eco-tourism) funded by the European Programme Interreg IIIC (2005 - 2006): Design of a sustainable development plan at regional scale in the areas of Galicia, the Balearic Islands, the Province of Lucca, the Nebrodi Park, and the Island of Crete in relation to the pressures exerted by tourism. [Position: junior researcher];

- Project COOPERATE (COmpanies OPERating in a Responsible Area and with Transparent Ethics) financed by the European Commission (DG Enterprise & Industry) by the funding programme "Mainstreaming CSR amongst SMEs" (2006-2008). Research on the experimental implementation of Corporate Social Responsibility and stakeholders' engagement among SMEs operating in three industrial districts [Position: Senior Researcher]

- "PROGRESLAND" (PROGramme of REStoration of LANDscape) funded by INTERREG III C Programme (2007-2008). Research on the development of a local marketing plan based on the ISO 14063 standard, to enhance scientific tourism in the Circeo National Park [Position: Senior Researcher]

- Project PAMLED (Partnerships Among European and Mediterranean Municipalities for Local Economic Development) (2007-2008) funded by the EU MED-PACT Programme. Its aim was to implement of actions for a sustainability management by three participating Mediterranean cities: Bodrum (Turkey), Marrakech (Morocco), Sin El Fil (Lebanon) [Role: Researcher Senior]

- Project COSMIC (Corporate Social Responsibility Oriented Supply-chain Management to Improve Competitiveness in the textile / clothing sector), financed by the European Commission (DG Enterprise & Industry) by the funding programme "Responsible Competitiveness fostering CSR in European industrial sectors" (2008-2010). The project aimed to analyze the relationship between CSR and competitiveness along the supply chain of textile/apparel, through the study of the role played by the demand pressures (market and consumers), and organizational field [Role: Senior Researcher]

- Project IPPC-MED-NET funded by the EU MED Programme (2009-2012). The project focused on the implementation of the IPPC Directive in 7 EU regions and its effect of firms' management as well as on their competitive performance. [Position: Senior Researcher]

- Project EMPIRE (Environmental regulation and Market-forces Providing Incentives for Resource Efficiency) (2008-2009) funded as a sub project through a call for tender launched within a FPVI programme. The project aimed to study the relationship between competitiveness and environmental regulation in relation

to the building & construction sector through an in depth analysis on the effects of innovative environmental policies on competitiveness and on behavior of firms and consumers (Position: Project Manager)

- Project ECCELSA (Environmental Compliance based on Cluster and Local Experiences SME-oriented Approaches) co-financed by the LIFE + Programme (2009-2012). Research aiming to implement the principles of environmental management in 10 Italian districts [Position: Project Manager].

-Project IMAGINE (Innovations for a MAde Green in Europe) co-funded by the European CIP-Ecoinnovation programme (2009-2012). The project aimed to analyze the design and management of products and their competitive valorization by enhancing the external communication of their environmental features by a "life cycle thinking" perspective. [Position: Senior Researcher].

- Project BAT4MED (Boosting Best Available Techniques in the Mediterranean Partner Countries) funded by the VII Framework Programme for research (2011-2014). The project aimed to evaluate the innovation capabilities of firms located on Southern Mediterranean compared to the potentialities of so called BAT – Best Available [Position: Senior Researcher].

- Project LAIKA (Local Authorities Improving Kyoto Actions) (2010-2013) financed by the LIFE + Programme. The project aimed to realize Climate Action Plans in large municipalities according with the implementation of the Kyoto Protocol. [Position: Senior Researcher].

- Project ROADTIRE (Integration of end-of-life tires in the life cycle of road construction) co-financed by the LIFE + Programme (2010- 2013) . It aimed to develop innovative methods of waste management. In particular, the project includes the study of the reuse of car tires for the replacement of public pavement [Position: Senior Researcher].

Project RES MAR (Resau pour l'Environnement dans l'Espace Maritime) – funded by the European funding programme Italia-Francia "Marittimo" (2010-2013)- The project aimed to develop innovative and approaches in SMEs operating in territorial clusters [Position: Project Manager].

Project BRAVE (Better Regulation Aimed at Valorizing EMAS), co-financed by the LIFE + Programme (2012- 2014). Research on incentives and simplifications mechanisms for firms adopting innovative environmental management tools that are able to reduce their administrative burdens and improve their competitiveness [Position: Project Manager]

Project GOESE (Global Observatory on the Evolution of the Sustainable Enterprise), funded by PRIN programme –(2012-2015). The project coordinated by Bocconi University within Sant'Anna School as partner, aims to investigate the relationship between sustainability and MNE strategies [Position: Senior Researcher]

SCP - Sustainable Consumption and Production Impact assessment Study (2012), selected for a consultancy service with European Commission – DG Environment. The project aimed to analyze and evaluate the effectiveness of policy instruments for the implementation of the European Strategy on sustainable consumption and production [Position: Senior Researcher]

GPP- Green Public Procurement Impact Assessment Study (2012), selected for a consultancy service with European Commission – DG Environment. The project aimed to analyze and evaluate the effectiveness of policy instruments for the implementation of the European Strategy on green public procurement [Position: Project Manager]

Project PREFER (PProduct Environmental Footprint Enhanced by Regions), co-financed by the LIFE + Programme (2013- 2016). The project aims to test a new

European methodology to assess the environmental footprint of products and services. PEF – Product Environmental Footprint" is a Life Cycle Assessment (LCA) based methodology approved by European Commission and will be tested to assess the environmental impacts of 8 products selected in 8 clusters and provide a source of stimulus of eco-design and communication initiatives [Position: Project Manager]

EMAS- Impact Assessment Study (2014), selected for a consultancy service with European Commission – DG Environment. The project aimed to analyze and evaluate the effectiveness of voluntary environmental management tools [Position: Senior Researcher]

2015, VERINET (Verification in Italy for Innovative Environmental Technologies) – The project aims at promoting the diffusion of the ETV scheme in Italy on behalf of the European Commission DG Environment. Within the project, Sant'Anna school is responsible for a study on the state of the art and development of green technologies at the national level and on the drivers that can prompt the success of a voluntary verification of the greener technologies. [Role: Senior Researcher]

2015, IRIS (Improving the Resilience of the Industrial Sector) – The aim of the study is to support industrial companies to cope with the consequences of climate change. During the project, a methodology for the climate-related risks for companies has been developed and tested as a decision-making support tool. The methodology is tested to help companies involved in the project to define and carry out adaptation management strategies to prevent risks related to business continuity, asset integrity, market response, legal compliance, etc. The project is funded by the European Commission DG Environment LIFE Programme and is to be completed in 3 years. [Role: designer of the proposal and scientific coordinator of the project]

2015, Life Cycle Costing calculation tool - The life cycle cost of a product or a service includes purchasing and functioning costs, as well as costs related to the end-of-life phase (e.g. recycling costs, dismantling costs) and to environmental externalities, such as greenhouse gases and other polluting substances. The objective of the 1-year project "Life Cycle Costing (LCC) calculation tool", financed by the European Commission and coordinated by Studio Fieschi with the support of the Institute of Management at Scuola Superiore Sant'Anna of Pisa, is to design, and test in-field, a tool to facilitate the application of life cycle costing by companies participating in public tenders. [Role: designer of the proposal and scientific coordinator of the project]

2016, BRAVER (Boosting Regulatory Advantages Vis à vis Emas Registration) - The study has been funded under the LIFE programme of the European Commission – DG Environment, it is a 3-year project and it involves partners from Spain, Check Republic and Ciprus. The main expected result of the BRAVER Project is to favor an effective environmental management by companies, by way of identifying and developing actions for Better Regulation and Regulatory Relief. The study also aims to practically adopt and experiment these actions in order to test their usefulness and efficiency (and related benefits) from the corporate management point of view. [Role: coordinator of the Sant'Anna project tasks].

ANNEX II TEACHING ACTIVITIES

- Lecturer at the University Master's Degree in Environmental Management at Sant'Anna School, from a.y. 2008-2009 (including tutoring) (Evaluation 2013 = 90.28/100);
- Lecturer, from a.y. 2011-2012, in "Management of Sustainability" course at the Ph.D in Management at Sant'Anna School, and member of PhD faculty;
- Undergraduate Course in "Environmental Management" at Sant'Anna School in a.y. 2013-14; 2014-2015 and 2016-2017

- Undergraduate Course in “Questionnaire design” at Sant’Anna School in a.y. 2015-2016
- Phd Course in “Research Methodology” at Sant’Anna School from a.y. 2015-2016
- Master Course in “Sustainability Management” at Sant’Anna School from a.y. 2015-2016
- Lecturer at the Executive Master's Degree in Innovation & Environmental Management at LUISS Business School (2013-2014);
- Advisor for undergraduate & phd students students in Management at Sant’Anna School from a.y. 2012-2013;
- Admission Committee Member at GECA Master's Degree and PhD in Management at Sant’Anna School;
- Dissertation Committee Member at MAIN Master's Degree and GECA Master's Degree at Sant’Anna School;
- Support in the preparation of thesis for the Ph.D. students in Management at Sant’Anna School: Sara Tessitore and Maria Rosa De Giacomo; Margherita Macellari; Niccolò Todaro
- Support in the research activities (tutorship) of PhD candidates in Management at Sant’Anna School: Ajla Cosic , Benedetta Nucci. Silvia Sarti; Jacopo Cerri; Chiara Berti; Fabio Iannone

In addition to the courses mentioned above, I have been teaching in several other Master's Degrees and professional courses organized, for example, by the Università Cattolica del Sacro Cuore, Scuola Internazionale di Alta Formazione SIAF, trade associations such as Assolombarda, Confindustria, Confcommercio, Coldiretti. In all, more than 20 teaching contracts between 2007 and 2014, and several participations to scientific conferences as a speaker.

ANNEX III PUBLICATIONS

Bibliometric Indicators (January 2017)

Source	h-index	Number of documents	Number of citations
<i>Scopus</i>	10	43	527
<i>Google Scholar citations</i>	14	100	1140

Peer reviewed Journal

1. NM Todaro, F Testa, T Daddi, F Iraldo. 2020. The influence of managers' awareness of climate change, perceived climate risk exposure and risk tolerance on the adoption of corporate responses to climate change Business Strategy and the Environment
2. E Passetti, M Battaglia, F Testa, I Heras-Saizarbitoria. 2020 Multiple control mechanisms for employee health and safety integration: effects and complementarity. Accounting, Auditing & Accountability Journal
3. F Testa, R Iovino, F Iraldo. The circular economy and consumer behaviour: The mediating role of information seeking in buying circular packaging. Business Strategy and

- the Environment
4. F Testa, G Pretner, R Iovino, G Bianchi, S Tessitore, F Iraldo. 2020 Drivers to green consumption: a systematic review. *Environment, Development and Sustainability*, 1-55
 5. F. Vizzoto, S. Tessitore, F. Iraldo, F. Testa, (2020). Passively concerned: Horeca managers' recognition of the importance of food waste hardly leads to the adoption of more strategies to reduce it. *Waste Management*, 107, 266-275
 6. Testa, F, Todaro, N, Gusmerotti, NM, Frey, M.(2019) Embedding corporate sustainability: An empirical analysis of the antecedents of organization citizenship behavior. *Corp Soc Resp Env Ma.* 2019; 1– 15. <https://doi.org/10.1002/csr.1875>
 7. NM Todaro, F Testa, T Daddi, F Iraldo (2019) Antecedents of environmental management system internalization: Assessing managerial interpretations and cognitive framings of sustainability issues, *Journal of Environmental Management* 247, 804-815
 8. NM Gusmerotti, F Testa, M Macellari Frey (2019) Corporate social responsibility embeddedness through a social network analysis: The case of an Italian multiutility company *Corporate Social Responsibility and Environmental Management* DOI: 10.1002/csr.1812
 9. Todaro, NM, Daddi, T, Testa, F, Iraldo, F. Organization and management theories in environmental management systems research: A systematic literature review. *Bus Strat Dev.* 2019; 1– 16. <https://doi.org/10.1002/bsd2.77>
 10. Tessitore, S, Testa, F, Iraldo, F, Daddi, T. Isomorphic or dissimilar implementation among environmental management scheme adopters? Empirical evidence from the European context. *Bus Strat Dev.* 2019; 2: 290– 302. <https://doi.org/10.1002/bsd2.61>
 11. Natalia Marzia Gusmerotti, Francesco Testa, Filippo Corsini, Gaia Pretner, Fabio Iraldo, 2019. Drivers and approaches to the circular economy in manufacturing firms, *Journal of Cleaner Production*, 230, Pages 314-327, <https://doi.org/10.1016/j.jclepro.2019.05.044>
 12. Jacopo Cerri, Francesco Testa, Francesco Rizzi, Marco Frey, (2019) "Factorial surveys reveal social desirability bias over self-reported organic fruit consumption", *British Food Journal*, <https://doi.org/10.1108/BFJ-04-2018-0238>
 13. M Macellari, NM Gusmerotti, M Frey, F Testa. 2018. Embedding biodiversity and ecosystem services in corporate sustainability: A strategy to enable Sustainable Development Goals, *Business Strategy & Development* 1 (4), 244-255
 14. E Allur, I Heras-Saizarbitoria, O Boiral, F Testa, 2018. Quality and Environmental Management Linkage: A Review of the Literature, *Sustainability* 10 (11), 4311
 15. Testa, F., Sarti, S., Frey, M. 2018 Are green consumers really green? Exploring the factors behind the actual consumption of organic food products *Business Strategy and the Environment*

16. Cerri, J., Thøgersen, J., Testa, F. 2019 Social desirability and sustainable food research: A systematic literature review *Food Quality and Preference* 71, 136-140
17. F Corsini, NM Gusmerotti, F Testa, F Iraldo, 2018. Exploring waste prevention behaviour through empirical research, *Waste Management* 79, 132-141
18. De Giacomo, M.R., Testa, F., Iraldo, F., Formentini, M. 2018. Does Green Public Procurement lead to Life Cycle Costing (LCC) adoption? *Journal of Purchasing and Supply Management*
19. T. Daddi F. Iraldo, F. Testa, M. R. De Giacomo 2018. The influence of managerial satisfaction on corporate environmental performance and reputation. *Business Strategy and the Environment* doi.org/10.1002/bse.2177)
20. F. Testa O. Boiral I. Heras-Saizarbitoria. 2018. Improving CSR performance by hard and soft means: The role of organizational citizenship behaviours and the internalization of CSR standards. *Corporate Social Responsibility and Environmental Management* <https://doi.org/10.1002/csr.1502>
21. S Sarti, N Darnall, F Testa 2018. Market segmentation of consumers based on their actual sustainability and health-related purchases. *Journal of Cleaner Production*,
22. Testa, F., Miroshnychenko, I., Barontini, R., Frey, M. (2018) Does it pay to be a greenwasher or a brownwasher? *Business Strategy and the Environment* DOI: 10.1002/bse.2058
23. F. Testa, M. V. Russo, T. B. Cornwell, A. McDonald, and B. Reich. 2018. Social Sustainability as Buying Local: Soft Policy, Meso Level Actors and Social Influences on Purchase Intentions. *Journal of Public Policy & Marketing* <https://doi.org/10.1509/jppm.16.215>
24. Cerri J., Testa F.; Rizzi F. 2018. The more I care, the less I will listen to you: how information, environmental concern and ethical production influence consumers' attitudes and the purchasing of sustainable products. *Journal of Cleaner Production*, 175, Pages 343–353 <https://doi.org/10.1016/j.jclepro.2017.12.054>
25. Testa F., Gusmerotti NM, Corsini F., Iraldo F., 2018 Predictors of organizational citizenship behavior in relation to environmental and health & safety issues. *International Journal of Human Resource Management*. <https://doi.org/10.1080/09585192.2017.1423099>
26. F. Iraldo, F. Testa, P. Lanzini and M. Battaglia 2017. Greening competitiveness for hotels and restaurants. *Journal of Small Business and Enterprise Development*. , <https://doi.org/10.1108/JSBED-12-2016-0211>
27. F Testa, B. Nucci, F. Iraldo, A. Appolloni, T. Daddi, 2017. Removing obstacles to the implementation of LCA among SMEs: A collective strategy for exploiting recycled wool. *Journal of Cleaner Production* 156 (2017) 923-931
28. Miroshnychenko I., Barontini R., Testa F., 2017. Green

- practices and financial performance: A global outlook. *Journal of Cleaner Production* 10.1016/j.jclepro.2017.01.058
29. Testa F., Iraldo F., Daddi T., 2017. The effectiveness of EMAS as a management tool: a key-role for the internalization of environmental practices. *Organization & Environment*. 10.1177/1086026616687609
30. Boiral, O., Heras-Saizarbitoria, I., & Testa, F. (2017) SA8000 as CSR-washing? The role of stakeholder pressures. *Corporate Social Responsibility and Environmental Management*, 24, pp 57-70
31. Daddi, T., Testa, F., Frey M., Iraldo, F., 2016. Exploring the link between institutional pressures and environmental management systems effectiveness: An empirical study. *Journal of Environmental Management*, 183(3), 647–656
32. F.Testa, B. Nucci, S. Tessitore, F. Iraldo, T.Daddi, 2016 Perceptions on LCA implementation: evidence from a survey on adopters and non-adopters in Italy. *International Journal of Life Cycle Assessment*, 10.1007/s11367-016-1106-9
33. Testa F., Heras, I., Daddi, T., Iraldo F., Boiral O.,. (2016) Public Regulatory Relief and the Adoption of Environmental Management Systems: A European Survey. *Journal of Environmental Planning & Management*. forthcoming
- 34. Gusmerotti NM, Corsini F. Testa F., Rizzi F., Frey M. Outsourcing environmental services: new insights into the factors influencing the circular economy**
Environmental Engineering and Management Journal forthcoming
35. Gusmerotti NM, Corsini F., Testa F., Borghini A., Iraldo F. (2016) Predicting behaviours related to marine litter prevention: an empirical case based on junior high school students in Italy *International Journal of Sustainable Society* 8, 1-21
36. Daddi T., Nucci B., Iraldo F., Testa F (2015). Enhancing the adoption of LCA by SMEs grouped in an industrial cluster: a case study of the tanning cluster in Tuscany (Italy). *Journal of Industrial Ecology*. DOI: 10.1111/jiec.12379
37. Testa F., Boiral O., Iraldo F. (2015) Internalisation of environmental practices and institutional complexity: can stakeholders pressures encourage greenwashing? *Journal of Business Ethics*. DOI: 10.1007/s10551-015-2960-2
38. Lanzini P., Testa F., Iraldo F., (2015) Factors affecting drivers' Willingness To Pay for biofuels: the case of Italy *Journal of Cleaner Production*, doi:10.1016/j.jclepro.2015.10.080
39. Testa F., Gusmerotti NM, Corsini F., Passetti E., Iraldo F., 2015. Commitment to the environment by small firms: The role of institutional pressures, internal motivations and entrepreneurs' attitudes. *Corporate Social Responsibilities & Environmental Management*, DOI: 10.1002/csr.1382
40. Annunziata E, Testa F, Iraldo F, Frey M, (2015). Environmental responsibility in building design: an Italian regional study, *Journal of Cleaner Production* (2015), doi:

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ANNEX IV OTHER ACTIVITIES

Since 2008, support and member of the scientific secretariat of the "RETE CARTESIO", a network consisting of six Italian Regions (Tuscany, Lombardy, Emilia Romagna, Liguria, Lazio and Sardinia), with the aim of spreading environmental management in districts, clusters, and homogeneous territorial systems;

Reviewer for the following international journal: *Journal of Environmental Management* (Elsevier, Fascia A ANVUR settore 13B2), *Journal of Cleaner Production* (Elsevier, Fascia A ANVUR settore 13B2); *Transportation and Research part E: Logistics and Transportation Review* (Elsevier, Fascia A ANVUR settore 13B2); *Resource, Conservation & Recycling* (Elsevier); *Business Strategy & Environment* (Wiley, Fascia A ANVUR settore 13B2); *Journal of Environmental Planning and Management* (Taylor and Francis); *International Journal of Sustainable Development and World Ecology* (Taylor and Francis); *Environmental Engineering and Management Journal*, *International Journal of Technology Management* (Inderscience), *International Journal of Engineering, Science and Technology* (ENGG).

Member of 'Editorial Board of *Business Strategy and Environment Journal* (Wiley & sons) *Corporate Social Responsibility & Environmental Management Journal* (Wiley & sons), *Organization & Environment* (Sage)

Member of the Italian Marketing Academy

Member of the Italian Management Academy

In accordance with Decree 196/2003 I authorize the use of the data herein provided. I declare to be aware that under Article. 26 of Law 15/68, false statements, false acts and use of false acts are punishable under the Penal Code and its special laws.

In witness,

Pisa, December 2020

Francesco Testa