Rosalia SANTULLI
Associate Professor in Corporate Finance | Affiliated Senior Researcher at IPAG Business School

Contact

Email: rosalia.santulli@ipag.fr

https://economia.unige.it/rosalia.santulli@unige.it

Biography

Rosalia Santulli, Ph.D., is Associate Professor of Corporate Finance at the University of Genoa - Genova (Italy) and Affiliated Researcher at IPAG Business School - Paris (France).

Rosalia completed her Ph.D. at the University of Salerno in 2014. The following year, she was a Visiting Researcher at the Witten Institute for Family Business at the University of Witten/Herdecke in Germany. In 2018, she continued her research as a Visiting Researcher at the IPAG Business School's Nice Campus.

She is involved in several funded projects and is a member of three international research groups and Bifelab – Laboratorio di Ricerca Banca, Impresa, Finanza e Etica.

She has received several recognitions and awards, including Best Paper Award at the ICSB Global Entrepreneurship Conference 2018, Best Conference Paper Award for First-Time Presenter at the IFERA Conference 2015, Best Foreign Contribution Award at the Grand Prix de l'Economie PME 2015

Her research interests include family business, corporate governance, corporate finance, and social finance. She has authored two books and numerous chapters and articles in prestigious journals such as *Entrepreneurship Theory & Practice, International Review of Financial Analysis, European Journal of Finance,* and *Business Strategy and the Environment.*

Education

2014: Ph.D in Marketing and Communication, University of Salerno, Italy

2011: Master's Degree in Business Consulting and Management, University of Salerno, Italy

2009: Bachelor's Degree in Economics and Business Administration, University of Salerno, Italy

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Teaching Areas

- Corporate Finance
- Family Entrepreneurship
- Enterprise Risk Management

Research Areas

- Corporate Finance
- Corporate Governance
- Family Business
- Social and Sustainable Finance

Professional experiences

- **Training**

2024 - Teaching Activities (15 hours) in the course IFTS Business Data Analyst - MCG Consulting srl, Salerno.
2022/2023 - Teaching Activities (49 hours) in the course Credit Quality Analyst - MCG Consulting srl, Salerno.
2019/2020 - Corporate Trainer, Project Small Entrepreneurs Grow, organized by the Department of Business Sciences at the University of Salerno and the Salerno Chamber of Commerce
2019 - Teaching Activities conducted within the Postgraduate Course in Fintech & Corporate Finance – Modules “Financial Statement Analysis and Management Control,” “Financial Modelling” – organized by Master&Skills Sapienza University of Rome and Banca Sella Salerno.
2019 - Training Activities within the Design Drive Innovation Project - FinanceLab Module - Confindustria Salerno; Jobiz Training, Salerno
2018 - Training Activities within the Design Drive Innovation Project - FinanceLab Module - Confindustria Salerno, Jobiz Training, Salerno
since July 2014 - Collaborator as a Trainer for Adecco and Virvelle

- **Last Conference Participations**

2024 - World Finance Conference 2024, July 30th - August 2nd 2024, European University of Cyprus, Nicosia (Cyprus)
2023 - Yunus Social Business Centre Conference in Sustainable and Socially Responsible Finance,

November 2nd - 3rd - 4th 2023, Alma Mater Studiorum – University of Bologna, Imola Campus (Italy)
2023 - Convegno Estivo ADEIMF, September 22nd – 23rd, Florence (Italy)
2023 - Essex Finance Centre (EFiC) 2023 Conference in Banking and Corporate Finance, July 6th – 7th, Gaeta (Italy)
2023 - 1st Conference on Sustainable Banking & Finance - CSBF 2023, June 23rd, University of Naples "Parthenope" (Italy)
2023 - Global Family Business Summit 2023, April 27th -28th , 2023, Valencia (Spain)
2022 - IFABS 2022 Naples Conference, September 7th – 9th, Naples (Italy)
2022 - World Finance Conference, August 1st to 3rd, Turin (Italy)
2021 - 14th IRMC-International Risk Management Conference 2021 "Risk management during and after the pandemic storm: recovery, resilience and sustainability", October 1st -2nd, Cagliari (Italy)
2021 - 3rd CGRM (Corporate Governance & Risk Management in Financial Institutions) International Conference 2021 "Climate risk and sustainability: the emerging impacts and future perspectives for the financial intermediaries", September 24th 2021, Rome (Italy)

- **Organization of National and International Conferences**

2024 - Member of the Organizing Committee of Convegno Estivo ADEIMF 2024, October 4th-5th, Genova (Italy)
2024 - Co-chair and Membro Member of the Organizing Committee 2024 SPGC Global Family Business SUMMIT, Chair of Track 14: Family Firms' Financing and Asset Management, May 15th-17th, Vietri sul Mare (SA) (Italy)
2023 - Member of the Organizing Committee of Essex Finance Centre (EFiC) 2023 - Conference in Banking and Corporate Finance, July 6th – 7th, Gaeta (Italy)

- **Editorial positions**

2023 - Guest Editor Special Issue "Digital entrepreneurial finance and new approaches to venture funding" – Journal of Small Business and Enterprise Development

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Selected publications

1. Gallucci, C., Santulli, R., & Tipaldi, R. (2025). ESG Disclosure and Access to Credit: A Configurational Analysis of European Listed Firms. Business Strategy and the Environment, https://doi.org/10.1002/bse.4274.
2. Gallucci, C., Salvi, A., Santulli, R., & Tipaldi, R. (2025). The use of positive language in equity crowdfunding pitches and fundraising success: The moderating role of punctuation. Research in International Business and Finance, 73, 102532.
3. Girardone, C., Nieri, L., Piserà, S., & Santulli, R. (2024). Does FinTech credit affect firms' cost of capital and capital structure?. The European Journal of Finance, 1-21.
4. Gallucci, C., Giakoumelou, A., Santulli, R., & Tipaldi, R. (2023). How financial literacy moderates the relationship between qualitative business information and the success of an equity crowdfunding campaign: Evidence from Mediterranean and Gulf Cooperation Council countries. Technology in Society, 75, 102401.
5. Lagasio, V., Brogi, M., Gallucci, C., & Santulli, R. (2023). May board committees reduce the probability of financial distress? A survival analysis on Italian listed companies. International Review of Financial Analysis, 87, 102561.
6. Gallucci, C., Santullli, R., Modina, M., & Formisano, V. (2023). Financial ratios, corporate governance and bank-firm information: A Bayesian approach to predict SMEs' default. Journal of Management

and Governance, 27(3), 873-892.
7. Gallucci, C., Santulli, R., & Lagasio, V. (2022). The conceptualization of environmental, social and governance risks in portfolio studies A systematic literature review. Socio-Economic Planning Sciences, 84, 101382.
8. Santulli, R., Gallucci, C., Torchia, M., & Calabrò, A. (2022). Family managers' propensity towards mergers and acquisitions: the role of performance feedback. Journal of Small Business and Enterprise Development, 29(2), 293-310.
9. Gallucci, C., Del Giudice, A., & Santulli, R. (2022). How to attract professional investors in developing countries? An evidence-based structure for development impact bonds. Finance Research Letters, 46, 102816.
10. Calabrò, A., Santulli, R., Torchia, M., & Gallucci, C. (2021). Entrepreneurial orientation and family firm performance: The moderating role of TMT identity-based and knowledge-based faultlines. Entrepreneurship theory and Practice, 45(4), 838-866.