



Claudia PONGELLI
Affiliated Senior Researcher at IPAG Business School

Contact

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Biography

Claudia Pongelli holds a Ph.D. in Management from LUISS University where she has also been a Post-doctoral Research Fellow at the Department of Business and Management until 2021 and Adjunct Professor in international business until 2024. After two years (2022-2024) as Assistant Professor at European University of Rome, she is currently Associate Professor at Link Campus University (Rome). Her research focuses on international and strategic decision-making in family firms. Her studies have been published, among the others, on *Journal of Management Studies*, *Journal of World Business* and *Small Business Economics*.

Education

2015: LUISS University: Ph.D. Management

2011: LUISS University: MSc. in General Management

2008: LUISS University: BSc. in General Management

Teaching Areas

- International business
 - Business management
 - International marketing
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Research Areas

- Family business
 - International business
 - Supply chain management
 - Strategic management
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Selected publications

- Pinelli, M., Pongelli, C. (2025) Leading across generations: how succession can drive the family business growth. Palgrave, Cham, Switzerland. ISBN 978-3-031-95730-7
 - Calabrò, A., Torchia, M., Gomez-Mejia, L., Pongelli, C., Lohe, F. (2025) What are family firms all about? Advancing the family business field through Socioemotional Wealth Theory, *Journal of Management Studies*, in press.
 - Pinelli, M., Debellis, F., Pongelli, C., Vallone, T. (2025) Top management teams, work experience diversity and the speed of international entrepreneurship: an upper echelons perspective. *Review of Managerial Science*, in press.
 - Pongelli, C., Majocchi, A., Bauweraerts, J., Caroli, M., Sciascia, S., Verbeke, A. (2023) The impact of board of directors' characteristics on the internationalization of family SMEs, *Journal of World Business*, 58(2), 101412.
 - Bauweraerts, J., Pongelli, C., Sciascia, S., Minichilli, A., Mazzola, P. (2023) Transforming entrepreneurial orientation into performance in family SMEs: are nonfamily CEOs better than family CEOs?, *Journal of Small Business Management*, 61(4), 1672-1703.
 - Pongelli, C. (2022) Family firms into international markets: Research trajectories and empirical insights on entry mode decisions, Palgrave Pivot, Palgrave, Cham, Switzerland. ISBN 978-3-031-05398-6
 - Maggi, B., Pongelli, C., Sciascia, S. (2023) Family firms and international equity-based entry modes: a systematic literature review, *Multinational Business Review*, 31(1), 38-63.
 - Pongelli, C., Calabrò, A., Minichilli, A., Quarato, F., Corbetta, G. (2021) Out of the comfort zone! Family leaders' subsidiary ownership choices and the role of vulnerabilities. *Family Business Review*, 34(4), pp.404-424
 - Pongelli, C., Valentino, A., Calabrò, A., Caroli, M. (2021) Family-centered goals, geographic focus, and family firms' internationalization: a study on export performance. *Entrepreneurship and Regional Development*, 33(7-8), pp. 580-598.
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