






PERSONAL INFORMATION

Stefano Ciliberti



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 Skype: stecili
 Sex M | Date of birth 28/04/1988 | Nationality Italian

POSITION

Researcher /Consultant / Policy and economic advisor /external evaluator

INTENDED FUNCTION IN THE DELIVERY OF THE SERVICE

Researcher/policy analyses / project management/external evaluator

WORK EXPERIENCE

Current position

Post doc fellow

Dept. of Agricultural, food and agri-environmental sciences – University of Pisa

- Horizon 2020 project Digitization Economic and social impacts in rural areas (DESIRA)
- scientific consulting and coordination;
- set up and manage and open innovation environment (Living Lab) in the field of the forestry sector;
- create surveys;
- collecting data and information on previous experiences of digitization in forestry;
- review of scientific literature;
- perform statistic and econometric analyses;
- writing documents and articles.
- participation to webinar, scientific conferences and seminars;
- submission of peer-reviewed scientific papers.

[Business or sector](#) Research, Agriculture, Agri-food sector
External evaluator/advisor (part time free-lance)

Current position

ESA srl (RDP 14-20 technical assistance)

- Administrative and technical evaluation of projects related to Measure 16 (Cooperation) of the RDP 14-20

[Business or sector](#) Public Administration, Rural development policy, Innovation, Agri-food sector

From 02/20 – to 02/21

Post doc fellow

Dept. of Agricultural, food and environmental sciences – University of Perugia

- Horizon 2020 project Digitization Economic and social impacts in rural areas (DESIRA)

[Business or sector](#) Research, Agriculture, Agri-food sector

From 08/19 – to 01/20

Co-coordinator

Centre for Agricultural and Rural Development, Casalina di Deruta (PG) – IT
<http://www.cesarweb.com/en/>

- Economic and technical evaluation of alternative crops in farms producing tobacco for Philip Morris Italy

[Business or sector](#) Agri-food sector

From 07/18 – to 07/19

Post doc fellow

Dept. of Agricultural, food and environmental sciences – University of Perugia

- Pilot project for the implementation of a system of internal of the agri-food supply chain: Bio Manager

- From 02/17 – to 02/18
- Technical assistance to cooperatives, scientific support to partner, scientific activity (writing papers, participation to conference)
- Business or sector** Research, Agriculture, Agri-food sector
- Post doc fellow**
- Dept. of Agricultural, food and environmental sciences – University of Perugia
- Analysis of redistributive and distributional effect of CAP subsidies in Italy; study of drivers of innovation in the agri-food sector
 - Writing scientific papers, attendance at seminars, conferences
- From 11/17 – to 04/20
- Business or sector** Research, Agriculture, Agri-food sector
- External evaluator/advisor (part time free-lance)**
- Umbria Region – Innovation office
- Administrative and technical evaluation of projects related to Measure 16 (Cooperation) of the RDP 14-20
- Business or sector** Public Administration, Rural development policy, Innovation, Agri-food sector
- From 06/17 – to 07/17
- Consultant**
- Agriconsulting Europe S.A.
- Drafting of the technical proposal for the project “Building the basis for the reform of the tobacco sector”
 - Writing of the Organization and Methodology document
- Business or sector** Research, Agriculture, Agri-food sector
- From 03/17 – to 07/17
- Policy advisor**
- Consiglio dell’Ordine nazionale dei Dottori Agronomi e Dottori e dei Dottori Forestali, Via Po, 22 - Roma
- Preparation of position paper on the CAP after 2020
 - Attendance at focus groups and writing of position paper
- Business or sector** Research, Agriculture, Agri-food sector
- From 06/15 – to 05/17
- Policy and economic advisor**
- Interbranch Organization Tabacco Italia - Via Monte delle Gioie 1/C - 00199 - Roma
- Preparation of National Plan for Italian raw tobacco (2017-2019)
 - Attendance at focus groups and writing of Plan
- Business or sector** Research, Agriculture, Agri-food sector
- From 04/16 – to 05/17
- Project manager**
- Centre for Agricultural and Rural Development, Casalina di Deruta (PG) – IT
<http://www.cesarweb.com/en/>
- Innovation projects for innovation in the agri-food sector in Umbria
 - Writing a project proposal on organizational innovation in the Umbrian agro-food supply chain for the Umbria RDP (Measure 16 on the European Innovation Partnership on Agriculture - EIP Agri)
- Business or sector** Agriculture
- From 11/15 – to 04/16
- Research fellow/Policy advisor**
- Philip Morris Italia S.p.A., Roma - IT http://www.pmi.com/marketpages/Pages/market_en_it.aspx
- Analysis of the CAP impact on farm income of tobacco producers in Italy
- Business or sector** Tobacco
- From 11/15 – to 12/15
- Policy Advisor**
- Centre for Agricultural and Rural Development, Casalina di Deruta (PG) – IT
<http://www.cesarweb.com/en/>
- Economic analyses of the implementation of CAP reform in Italy
- Business or sector** Agriculture
- From 11/14 – to 12/14
- Policy Advisor**

Centre for Agricultural and Rural Development, Casalina di Deruta (PG) – IT
<http://www.cesarweb.com/en/>

- Economic analyses of the implementation of CAP reform in Italy

From 11/13 – to 12/14 **Business or sector** Agriculture
Policy Advisor

Coldiretti, Roma – IT <http://www.coldiretti.it/Pagine/default.aspx>

- Economic analyses and simulations of Italian Government decisions on CAP 1st Pillar

From 11/13 – to 12/13 **Business or sector** Agriculture
Policy Advisor

Centre for Agricultural and Rural Development, Casalina di Deruta (PG) – IT
<http://www.cesarweb.com/en/>

- Public speaker on the CAP Reform 2014-2020

Business or sector Agriculture

EDUCATION AND TRAINING

From 04/2019 to 04/2026 **National qualification to Associate Professor**

Sector 07a1 – Agricultural economics

Ministry of Education, Universities and Research

from 11/12- to 02/16 **Ph.D. in Internationalization of SMEs**

EQF level : 8

Department of Economics, University of Perugia, Perugia (IT)

- Microeconomics
- International economics
- Econometrics
- Statistics
- Common agricultural policy
- Innovation in the agro-food industry

from 04/14 - to 07/14 **Visiting Ph.D. student**

Institute for Food and resource Economics, University of Bonn (DE)

- Food and health policy
- Health claims Regulation
- Innovation in the agri-food sector
- Statistics
- Functional foods

from 11/10- to 07/12 **M.SC in Sustainable Rural Development (magna cum laude)**

EQF level : 7

Faculty of Agriculture, University of Perugia, Perugia (IT)

- Agricultural policy
- Environmental economics
- Business economics

from 09/07- to 11/10 **B.Sc. in Agricultural and Environmental Sciences (magna cum laude)**

EQF level : 6

Faculty of Agriculture, University of Perugia, Perugia (IT)

- Agricultural economics
- Agronomy
- Arboriculture

PERSONAL SKILLS

Mother tongue(s) Italian

Other language(s)

Other language(s)	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English(*)	C1	C2	C1	C1	C1
French	A2	B1	A2	A2	A2
German	A1	A1	A1	A1	A1

Levels: A1/2: Basic user - B1/2: Independent user - C1/2 Proficient user
Common European Framework of Reference for Languages

(*) IELTS score: 7 (October 22, 2016)

Communication skills

- good communication skills gained through my experience as policy advisor and project manager
- good public speaking ability through participation to scientific, academic and didactic seminars and conferences
- good contact skills with scholars as well as entrepreneurs and agri-food chain stakeholders matured during the Ph.D. experience

Organisational skills

- Strong team spirit matured thanks to participation in scientific working groups and coordinating private-public partnerships for project of innovation
- good organisational skills gained by combining scientific and professional activities
- good ability to work in international teams gained as visiting Ph.D. student
- good ability to organize seminars, conferences gained as member of the organizing committee of the Jean Monnet Seminar Project

Job-related skills

- Strong ability to work under pressure and to solve problems and address different issues related to EU policy (as Ph.D. student and policy advisor I was involved in many professional works, activities and researches)
- Good familiarity with public statistical databases to monitor economic trends gained as researcher
- Good ability to coordinate and manage research projects or lobbying activities gained as policy advisor for Coldiretti, Philip Morris and Interbranch Organization Tabacco Italia
- Good ability to match scientific contents with practical and political implications matured as policy advisor and writer of scientific papers
- Good networking skills gained as participant to many European and Italian conferences, seminars, meetings.

Computer skills

- good command of Microsoft Office™ tools
- good command of STATA
- basic knowledge of GIS software

Other skills

- football (experience in the Italian 4th division)
- member of cultural association (with role of secretary, counsellor)
- promoter of jazz concerts (member of organizational committee of the “Festival Jazz & Vento” held in Cortale (CZ))

Driving licence

- B (car owner)

ADDITIONAL INFORMATION

Main publications
(available at:
https://www.researchgate.net/profile/Stefano_Ciliberti2)

Institutional and organizational economics

Oliveira, G.M.d., Martino, G., Ciliberti, S., Frascarelli, A. and Chiodini, G. (2021), "Farmer preferences regarding durum wheat contracts in Italy: a discrete choice experiment", *British Food Journal*, Vol. ahead-of-print No. ahead-of-print. <https://doi.org/10.1108/BFJ-09-2020-0876>

Frascarelli, Angelo; Ciliberti, Stefano; Magalhães de Oliveira, Gustavo; Chiodini, Gabriele; Martino, Gaetano. 2021. "Production Contracts and Food Quality: A Transaction Cost Analysis for the Italian Durum Wheat Sector" *Sustainability* 13, no. 5: 2921. <https://doi.org/10.3390/su13052921>

Ciliberti, Stefano; Del Sarto, Simone; Frascarelli, Angelo; Pastorelli, Giulia; Martino, Gaetano. 2020. "Contracts to Govern the Transition towards Sustainable Production: Evidence from a Discrete Choice Analysis in the Durum Wheat Sector in Italy" *Sustainability* 12, no. 22: 9441. <https://doi.org/10.3390/su12229441>

Ciliberti, S., Frascarelli, A., Martino, G. 2020. Drivers of participation in collective arrangements in the agri-food supply chain. Evidence from Italy using a transaction costs economics perspective, *Annals of Public and Cooperative Economics*, 91(3), 387-409. <https://doi.org/10.1111/apce.12263>

Ciliberti, S., Martino, G., Frascarelli, A., & Chiodini, G. 2019. Contractual arrangements in the Italian durum wheat supply chain: the impacts of the "Fondo grano duro.". *Economia Agro-Alimentare / Food Economy*, 21(2), 235–254. doi:10.3280/ECAG2019-002004

Ciliberti S., Chiodini G., Frascarelli A., 2018. The role of the CAP in fostering the diffusion of institutional hybrid arrangements: three case studies from Italy. *Italian Review of Agricultural Economics*, 73(3), 17-35. doi: 10.13128/REA-25102

Ciliberti, S. and Frascarelli, A. 2017. Collective arrangements in the agro-food supply chain: the case of the interbranch organization Tabacco Italia (chapter 15), pp.283 - 302. In, Martino G. et al. (eds.), *It's a jungle out there – the strange animals of economic organization in agri-food value chains*. Wageningen academic publisher: The Netherlands.

Ciliberti S., & Frascarelli A., 2014. L'obbligo dei contratti di cessione dei prodotti agricoli e alimentari: una valutazione degli effetti dell'articolo 62 della legge n. 27/2012, *Economia agro-alimentare*, 4, 37-61. DOI:10.3280/ECAG2014-001003

Ciliberti S., & Frascarelli A., 2014. Mandatory rules in contracts of sale of food and agricultural products in Italy: an assessment of the Article 62 of law 27/2012, in *Proceedings of the 140th EAAE Seminar "Theories and empirical applications on Policy and Governance of Agri-food value chain"*, December 12-13, 2013, Perugia, Italy.

CAP and agricultural policy

Ciliberti S., Frascarelli A., 2019. The income effect of CAP subsidies: implications of distributional leakages for transfer efficiency in Italy. *Bio-based and applied journal*. doi: 10.13128/BAE-21887

Ciliberti S., Frascarelli A., 2018. Boosting the effectiveness of the Basic Payment Scheme in enhancing farm income: what really matters? *Evidences from Italy*. *Italian Review of Agricultural Economics* 73 (2), 171-186

Ciliberti S., Frascarelli A., 2018. The CAP 2013 reform of direct payments: redistributive effects and impacts on farm income concentration in Italy. *Agricultural and Food Economics*, Volume 6, Number 1.

Ciliberti S., Frascarelli A., 2015. A critical assessment of the implementation of CAP 2014-2020 direct payments in Italy, *Bio-based and applied economics*, 261-277.

Ciliberti S., Frascarelli A., 2015. The income effects of direct payments internal convergence model in Italy, *Rivista di economia agraria*, 69(1), 43-57. DOI: 10.13128/REA-16307

Ciliberti S., Frascarelli A., 2015. Assessing the impact of Reg. 1307/2013 on Italian farms: a comparison between three alternative convergence models, in *Proceedings of the LI Sidea Conference of studies "The CAP 2014-2020: Scenarios for European agri-food and rural systems"* Benevento, 18-19 September 2014.

Ciliberti S., Frascarelli A., 2013. Direct payments 2014-2020: a qualitative method for evaluating resource allocation scenarios in Italy, *Politica Agricola internazionale*, 4, 7-22.

Innovation in the agri-food sector

Ciliberti S., Carraresi, L., Bröring S., 2016. External Knowledge Sources as Drivers for Cross-Industry Innovation in the Italian Food Sector: Does Company Size Matter? *International Food and Agribusiness Management Review (IFAMR)*, 19 (3).

Ciliberti S., Carraresi, L., Bröring S., 2016. Drivers of innovation in Italy: food versus pharmaceutical industry, *British Food Journal*, 118 (6).

Ciliberti S., Bröring S. Martino G., 2015. Drivers of innovation across the Italian food industry: a comparative analysis using CIS10. Paper presented at the Research & Development management Conference “Fast(?) connecting R&D”, 24-26 June, 2015, Scuola Superiore Sant’Anna, Pisa.

Ciliberti S., Bröring S. , Martino G., 2015. Drivers of innovation in the European food industry: evidences from the Community Innovation Survey, *International journal on food system dynamics*, 6(2), 2015, 175-190.

Projects Principal Investigator for Research project financed by Philip Morris Italia S.r.l. e Intertaba S.p.A. and Emblema Foundation per il progetto “The impact of the CAP on the profitability of the tobacco sector in Italy: a benchmark analysis for the period 2000-2015” (*Mentor*: Prof. Angelo Frascarelli)

Member of the Organization Committee of the Jean Monnet Project “Governing and Organizing the Agri-food supply systems in the European Union – Countries: Institutional Environments, overnance modes and policy patterns”. Dept. of Agricultural, Food and Environmental Sciences, University of Perugia with the support of the LLP programme of the European Union and in collaboration with: Swedish University of Agriculture (Sweden), Wageningen University (The Netherlands), University of São Paulo (Brazil).

Referee • Referee for *British Food Journal*, *Journal of Small Business Management*, *International Food and Agribusiness Management*, *Journal of Cleaner Production*, *Bio-Based and Applied Economics*, *Sustainability*.

- Conferences**
- XVII Congresso Nazionale Dei Dottori Agronomi E Dei Dottori Forestali
Matera, 7-9 Novembre 2019
Organized by: CONAF
Presentation title:: “La Pac post 2020 e l’obiettivo 2 degli OSS”
- 174th EAAE Seminar “Economics of culture and food in evolving agri-food systems and rural areas”, Matera, 10-12 Ottobre 2019
Organized by: European Association of Agricultural Economists (EAAE), Società italiana di Economia Agraria (SIDEA)
Presentation title:: “The determinants of the use of contracts in the durum wheat sector: evidences from the Italy’s boot heel’.”
- 172nd EAAE Seminar “Agricultural policy for the environment or environmental policy for agriculture?”, 28-29 May, 2019 Bruxelles (Belgium)
Organized by: European Association of Agricultural Economists (EAAE)
Presentation title: “Public money for environmental public goods (that enhance farm incomes): a proposal for an evidence-based approach in Italy.”
- 170th EAAE Seminar “Governance of food chains and consumption dynamics: what are the impacts on food security and sustainability?”, 15-17 May, 2019 Montpellier (France)
Organized by: European Association of Agricultural Economists (EAAE)
Presentation title: “What drives the participation in cooperatives and producer organizations in the agro-food sector? Evidences from Italy based on a TCE approach”.
- “METAMORFOSI VERDE: Agricoltura, Cibo, Ecologia” - LV Convegno di Studi SIDEA
Perugia (PG) 13 – 15 settembre 2018
Organized by: SIDEA – Società italiana di economia agraria
Presentation title: Contractual arrangements in the Italian durum wheat supply chain: the impacts of the “Fondo grano duro”
- ICA 2018 Research Conference “Cooperatives in a rapidly changing world: innovation in enterprise and community”, Wageningen (The Netherlands) July 4th – July 6th.
Organized by: Wageningen University
Presentation title: “Coordination strategies in the Italian agri-food supply chain: cooperatives vs. Producer Organizations?”
- Research & Development management Conference “R&Designing Innovation: Transformational Challenges for Organizations and Society”, June, 30th -July, 4th, 2018, Milan, Italy
Organized by: Università di Milano.
Presentation title:: “Drivers of organizational innovation in the German food industry”.
- 162th EAAE Seminar “The evaluation of new CAP instruments: Lessons learned and the road ahead”, 26-27 April, 2018 Budapest (Hungary)
Organized by: da: European Association of Agricultural Economists (EAAE)
Presentation title:: “Does the basic payment efficiently enhance farm incomes? Evidences from Italy”
- Convegno “Strategie cooperative e creazione del valore in una filiera alimentare sostenibile”, Bisceglie/Trani (BAT) 13 – 16 settembre 2017
Organized by: SIDEA-SIEA
Presentation title: The impact of the CAP on organizational arrangement in Italy

- Seminars**
- 11th International European Forum (Igls-Forum) (144th EAAE Seminar) “System Dynamics and Innovation in Food Networks”, 13-17 February, 2017, Igls-Innsbruck, Austria..
Organized by: European Association of Agricultural Economists.
Presentation title: “What drives marketing and organizational innovation in the food industry? A comparison between SMEs and large companies in Italy and Germany.”
- 149th EAAE Seminar “Structural change in agri-food chains: new relations between farm sector, food industry and retail sector”, 27-28 October, 2016 Rennes (France)
Organized by: European Association of Agricultural Economists (EAAE)
- 153rd EAAE Seminar “New dimension of market power and bargaining in the agri-food sector: organizations, policies and models”, 9-10 June, 2016, Gaeta (Italy)
Organized by: European Association of Agricultural Economists (EAAE)
Presentation title: “Collective arrangement in the agro-food supply chain: the case of the Inetrbranch Organization ‘Tabacco Italia’”
- Research & Development management Conference “Fast(?) connecting R&D”, 24-26 June, 2015
Organized by: Scuola Superiore Sant’Anna di Pisa.
Presentation title: “Drivers of innovation across the Italian food industry: a comparative analysis using CIS10”.
- 4th AIEAA Conference “Innovation, productivity and growth: towards sustainable agri-food production” 11-12 June, 2015, Ancona, Italy.
Organized by: Associazione Italiana di Economia Agraria e Applicata.
Presentation title: “A critical assessment of the implementation of CAP 2014-2020 direct payments in Italy”.
- 9th International European Forum (Igls-Forum) (144th EAAE Seminar) “System Dynamics and Innovation in Food Networks”, 09-13 February, 2015, Igls-Innsbruck, Austria..
Organized by: European Association of Agricultural Economists.
Presentation title: “Drivers, effects and peculiarities of innovation activities in the food industry: a comparison across EU Member States using CIS data.”
- 147th EAAE Seminar “Theories and empirical applications on Policy and Governance of Agri-food value chain”, 13 December 2013, Perugia.
Organized by: University of Perugia
Presentation title: “Mandatory contracts for sale of food and agricultural products in Italy: an assessment of the article 62 of Law No.27/2012”.
- Honours and awards**
- Finalist in the Best Paper Competition at the 2016 IFAMA/Wicanem World Conference “Become the solution: food security 2050”, Aarhus, Denmark, June 19th-23rd. Title of the paper: “Exploring the cross-industry innovation potential in the Italian food sector: does company size matter?”.
 - Award: Philip Morris Italia Campus - Empowering Research Award. (Prize: 15.000 EUR)
 - Award: 2014 European award “Prosperitati Publicae Augendae” for the best M.Sc. thesis on issue concerning agriculture and related sectors - Academy of Georgofili (Florence, Italy). (Prize: 2.000 EUR)
- Memberships**
- European Association of Agricultural Economists (EAAE)
 - Italian Association of Agricultural and Applied Economics (AIEAA)
 - Italian Society of Agricultural Economics (SIDEA)
 - Agricultural Economics Society (AES)
 - Vicepresident of “Stiamo insieme agricoltura”, agricultural professional organization.

References

- Prof. Angelo Frascarelli, Associate Professor, Department of Agricultural, Food and Environmental Sciences, University of Perugia, Borgo XX giugno, 74 – 06122 (PG). Tel. +39 075 585 7134.
- Prof. Gaetano Martino, Full Professor, Department of Agricultural, Food and Environmental Sciences, University of Perugia, Borgo XX giugno, 74 – 06122 (PG). Tel. +39 075 585 7135.
- Prof. Dr. Stefanie Bröring, Full Professor, Institute for food and resource economics, University of Bonn, Meckenheimer Allee 174, D- 53115 Bonn, Phone: +49 (0) 228 73 3500
- Giuliano Polenzani, executive of the Service for Innovation, promotion, irrigation, livestock and pesticides of the Regione Umbria, Palazzo Broletto Via M. Angeloni, 61, 06124 Perugia PG, Perugia (PG) Tel. +39 0755046257

Place and date

Perugia, May 2021

Signature

