

CURRICULUM VITAE

Paola Demartini

Full Professor of Accounting and Management at Roma Tre University

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SHORT BIOGRAPHY

I was born in Genoa (Italy) the 31st of May 1962. I am a *Full Professor in Accounting and Management* at the University of Rome Tre, School of Economics and Business Studies.

In 1981. Bachelor in science score 60/60.

In 1986. I graduated *with laude* at the University of Genoa, School of Economics and the topic of my Thesis was on *Financial Market Integration*. In the same year, I was attending the Georgetown University (Washington D.C.) for specialisation.

ACADEMIC and PROFESSIONAL EXPERIENCES

1985. Stage at Chase Manhattan Bank – in M&A division

1986- 1988 - Arthur Andersen as junior auditor

1989-1990- Metis Consulting (a consulting firm dealing with Italian leader companies) as junior consultant

1990- I started to work at the University of Urbino as an *Assistant Professor in Accounting* and I specialised in *Small Business financial accounting and management*.

2001-2009. *Associate Professor in Accounting* at Urbino University. I have been responsible for *several research projects on the Small Business Sector* and I was appointed *Vice President Country Italy* for the European Council for Small Business and Entrepreneurship (ECSB), an academic network of experts on SMEs and Entrepreneurship up to 2017.

Since 2009 University of Rome Tre. *Full Professor in Management and Accounting* on February, 2012. Scientific Responsible of the Corporate Governance Lab and the Roma TREpress serie on Corporate Governance and Business Scenarios. My ultimate research focuses on *Extra-financial Information, Gender entrepreneurship, Territorial social responsibility and innovation*.

2012-2014 Member of the Board of the Bank Monte dei Paschi di Siena (member of the Risk Committee, Related Parties Committee and member of the Organismo di Vigilanza).

2013-2018 Member of the Board of Associazione Bancaria Italiana (ABI)

2014-2020 Widiba Sp.A. President (since July 2017), former Vice-president (2014- April 2017)

2014-2020 Member of the Board of MPS Capital service bank, former Vice-president (2014- April 2017) and responsible of the Organismo di Vigilanza.

2017- 2020 Member of the Board of MPS Leasing & Factoring.

February 2020-current Member of the Board of CARIGE

TEACHING ACTIVITIES

| Period | University/role | Courses |
|--------------|---|--|
| 2009-present | University of Rome Tre/ Full Professor in Accounting and Management | <ul style="list-style-type: none"> • Corporate Governance and Business Scenarios (in English language) • Cost Accounting (in English and Italian) • Risk and Accounting • Mergers & Acquisition • Financial Reporting |
| 2012-present | International Telematic University UniNettuno (Rome)/ / Full Professor in Accounting and Management | <ul style="list-style-type: none"> • Management Control for Tourism Business • Since 2015 Introduction to Business Administration (in English language) |
| 1990-2009 | University of Urbino/Associate Professor in Accounting and Management (former Assistan Professor) | <ul style="list-style-type: none"> • Business Economics • Financial Reporting • Advanced Financial Reporting • International Accounting Standards |
| 1987-1990 | University of Genoa/Tutor in Accounting | <ul style="list-style-type: none"> • Business Economics and Introduction to Accounting |

FORMAL INVITATIONS FROM OTHER UNIVERSITIES/RESEARCH ORGANISATIONS

2014 (November). Invited as Visiting Academic at **Macquarie University, Sydney (Australia)**

Macquarie University invited me to participate and hold the status and title of Visiting Academic, in the Accounting and Corporate Governance Department of the Faculty of Business and Economics.

2009 (April) . Invited as Visiting Academic at **Boston University (USA)** by Prof. Moshe Hagigi. I taught Financial Accounting together with Prof. Hagigi in his Phd and Master classes and we worked on Accounting standards for SMEs research project.

2009 (June). Invited as Visiting Professor at the **University of Pula (Republic of Croatia)**. My lectures were on Accounting Standards for SMEs. I was involved together with Prof. Lorena Mosnja Skare in a research project financed by The Croatian Ministry.

1995-2005 Teaching experiences in European Universities/Schools/Research Centres (such as Ecole de Commerce d'Ecully-Lyon, Confederacion Regional de Empresarios de Aragon-Zaragoza)

ACADEMIC ASSIGNMENTS/RESPONSIBILITIES

| Role | Organisation | Period |
|---|--|---------------|
| Expert Peer Reviewers for Italian and International Scientific Evaluation | MIUR (Italian Ministry of Education, University and Scientific Research) | 2012- present |
| Member of the Scientific Board for the Phd Course | University of Rome Tre, Department of Business Studies | 2010-present |
| Member of the Scientific Board for the Phd Course | University of Urbino, Faculty of Economics | 2000-2013 |
| Vice Head of The Department of Business and Law Studies | University of Urbino, Faculty of Economics | 2009 |
| Head of Quality Assurance System (ISO9001) for the Faculty of Economics | University of Urbino, Faculty of Economics | 2002-2009 |

LIST OF PUBLICATIONS:

ARTICLE IN INTERNATIONAL AND ITALIAN REFEREED JOURNAL, BOOKS AND CHAPTERS IN BOOKS

| Performance Summary | No. |
|---|---|
| Refereed academic journal articles in English language | 24 |
| Refereed academic journal articles in Italian/Spanish and Croatian language | 24 |
| Chapters in books | 18 |
| Books | 12 |
| Refereed international conference proceedings (in English language) | 60 |
| Journal Editor/member of Editorial boards of International Journals | Piccola Impresa-Small Business (scientific Editor) Chinese Business Review, China-USA Business Review, Economic Research (Ekonomiska Istrazivanja), Intellectual Economics, Journal of International Business and Economics (JABE), Business Ethics and Leadership (Sumy State University, Ucraina) |

| | |
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| Awards: | Journal of Intellectual Capital 2013 outstanding paper together with P. Paoloni: "Implementing an Intellectual Capital in practice" |
|---------|---|

Publication List

1. **Dameri, R.P. and Demartini, P.** (2020), "Knowledge transfer and translation in cultural ecosystems", *Management Decision*, ISSN: 0025-1747, <https://doi.org/10.1108/MD-10-2019-1505>.
2. **Corrado, Miriam, Paola Demartini, and John Dumay** (2019). "Assurance on integrated reporting: a critical perspective." In *Integrated Reporting*, pp. 199-217. Springer, Cham, 2019.
3. **Paoloni P., Cesaroni F.M., Demartini P.,** (2019) "Relational capital and knowledge transfer in universities", *Business Process Management Journal*, Vol. 25 Issue: 1, pp.185-201, <https://doi.org/10.1108/BPMJ-06-2017-0155>
4. **Demartini, P. and Marchegiani, L.,** (2019). Born to Be Alive? Female Entrepreneurship and Innovative Start-Ups. In *IPAZIA Workshop on Gender Issues* (pp. 219-235). Springer, Cham.
5. **Demartini, Paola and Bernardi Cristiana** (2018). A management control system for environmental and social initiatives: An intellectual capital approach. In: Guthrie, James; Dumay, John; Ricceri, Federica and Nielsen, Christian eds. *The Routledge Companion to Intellectual Capital*. Routledge.
6. **Tonino Pencarelli, Francesca Maria Cesaroni, Paola Demartini** (2018). Editorial: Renewal in continuity, in *Piccola Impresa/Small Business* no. 1, DOI 10.14596/pisb.298.
7. **Demartini, P.,** (2018). Innovative Female-Led Startups. Do Women in Business Underperform? *Administrative Sciences*, 8(4), p.70.
8. **Piber, M., Demartini, P. and Biondi, L.,** (2018). The management of participatory cultural initiatives: learning from the discourse on intellectual capital. *Journal of Management and Governance*, pp.1-24.
9. **Paoloni, P., & Demartini, P.** (2018). Relational Capital in Universities: The "Ipazia" Observatory on Gender Issues. In *Gender Issues in Business and Economics* (pp. 203-221). Springer, Cham.
10. **Demartini, P., & Monni, S.** (2017). Workers' buyout Corporate Governance e sistemi di controllo. *Workers' buyout Corporate Governance e sistemi di controllo*, Uniroma TRE press
11. **Demartini, P., Cesaroni, F. M., Del Baldo, M., & Paoloni, P.** (2017). Entrepreneurial, renewal capitals and financial performance. Evidences from an international research project. *Piccola Impresa/Small Business*, (2).
12. **Cesaroni, F. M., Demartini, P., & Paoloni, P.** (2017). Women in business and social media: Implications for female entrepreneurship in emerging countries. *African Journal of Business Management*, 11(14), 316-326.
13. **Marchiori, M., Demartini, P., Albano, V., & Barbini, F. M.** (2017). Occupational health and safety management system effectiveness: reflections from theory and insights from practice. *International Journal of Environment and Health*, 8(2), 164-184.
14. **Del Baldo, M., & Demartini, P.** (2017). Dalle politiche europee ai progetti del Governo locale per una responsabilità sociale di territorio. Il caso Regione Marche. *Argomenti*, (5), 105-133.
15. **Demartini, P., & Paoloni, P.** (2017). A Path Model "Why-What-How-When" to Implement an IC Reporting. *International Journal of Business and Management*, 12(6), 11.

16. **Demartini, P., Cesaroni, F. M., Baldo, M. D., & Paoloni, P. (2017).** Intellectual capital and financial performance. Evidences from Italian firms. *Global Business and Economics Review*, 19(4), 468-484.
17. **Dumay J., Bernardi C., Guthrie J., Demartini P. (2016),** Integrated reporting: A structured literature review, *Accounting Forum*, ISSN 0155-9982, <http://dx.doi.org/10.1016/j.accfor.2016.06.001>.
18. **Paoloni, P. and Demartini, P. (2016),** Women in Management: Perspectives on a Decade of Research (2005–2015). Palgrave Communications, Vol. 2, 2016.
19. **F.M. Cesaroni, Del Baldo M., Demartini P. Paoloni P., (2016)** “Entrepreneurial and renewal capitals as key resources of organisations”, in D. Rabar, K. Černe, R. Zenzerović (Eds) “European Union Future Perspectives: Innovation, Entrepreneurship and Economic Policy”, ISBN: 978-953-7320-24-9
20. **Del Baldo, M., & Demartini, P. (2016).** Responsabilità sociale di territorio, network sinergici e governo locale. *Piccola Impresa/Small Business*, (3).
21. **Del Baldo M., Demartini P. (2016),** “Regional Social Responsibility and Knowledge Economy: The Italian Case”, in W.D.Nelson, *Advances in Business and Management*. Volume 9, Chp. 2, pp.13-36, Nova Science Publisher, Hauppauge, NY ISBN: 978-1-63484-835-0.
22. **Demartini P., Graziani P., Monni S. a cura di (2016),** *Performance, Sistemi di Controllo, Made in Italy*, RomaTrePress Edizioni, ISBN: 978-88-97524-54-0
23. **Cesaroni F.M., Del Baldo M., Demartini P. and Paoloni P. (2015)** “Entrepreneurial, Renewal and Trust Capital of Italian Firms: Insights from an Empirical Study” in *International Journal of Management, Knowledge and Learning*, 4(1), 3–23
24. **Demartini P., Del Baldo M. (2015),** “Knowledge and Social Capital: Drivers for Sustainable Local Growth”, *Chinese Business Review*, February 2015, Vol. 14, No. 2, 106-117 doi: 10.17265/1537-1506/2015.02.001
25. **Demartini, P. , Paoloni, M., Paoloni, P. (2015).** Sustainability and Intangibles: Evidence of Integrated Thinking. *Journal of International Business and Economics*, 15(2), 107-122. dx.doi.org/10.18374/JIBE-15-2.9
26. **Demartini P., Aureli S. (2015),** Rethinking the cross-border acquisition process in terms of territorial social responsibility, *World Review of Entrepreneurship, Management and Sustainable Development*, Vol. 11, No. 4.
27. **Demartini P., Paoloni P., (2014),** Defining the Entrepreneurial Capital Construct, *Chinese Business Review*. *Chinese Business Review*, November 2014, Vol. 13, No. 11, 668-680 doi: 10.17265/1537-1506/2014.11.002
28. **Demartini, P., Paoloni, M., Paoloni, P., Bernardi, C. (2014),** “Managerial integrated reporting. Evidence from practice”, *Management Control Journal*, no 3. ISSN 2239-0391
29. **Demartini P. (2014),** “Alle radici del pensiero strategico cinese”, in Laghi E., Zanda Gianfranco (a cura di), *Scritti In Onore Di Pellegrino Capaldo* Egea, (pp. 246-261) ISBN/EAN: 9788823851252
30. **Demartini P. (2014),** *Medie imprese italiane e IAS/IFRS: opportunità, vincoli, effetti economici*, Montefeltro Editrice, Urbino. ISBN 978 88 85363 63 2
31. **Demartini, P., Bernardi, C., and Paoloni, M. (2014),** “Do socially responsible investors value integrated reporting?”, *Journal of Academy of Business and Economics*, Vol. 14 (3). ISSN: 1542-8710. dx.doi.org/10.18374/JABE-14-3.10

32. **Demartini, P. and Paoloni, P. (2014)**, "Human Capital Assessment: A Labor Accounting or a Management Control Perspective?" in M. Russ, ed. "Management, Valuation, and Risk for Human Capital and Human Assets: Building the Foundation for a Multi-Disciplinary, Multi-Level Theory", Palgrave MacMillan, ISBN: 9781137360946.
33. **Demartini, P. and Paoloni, P. (2013)**, "Awareness of your own Intangible Assets", *Journal of Intellectual Capital*, Vol. 14., No 3.
34. **Demartini P. Paoloni P. (2013)**, "Implementing an Intellectual Capital framework in practice", *Journal of Intellectual Capital*, Vol. 14 Iss. 1 pp. 69-83. DOI 10.1108/14691931311289020.
35. **Baldarelli, M. G., Demartini, P., Mošnja-Škare, L., & Paoloni, P. (2012)**. Accounting Harmonization for SME-s in Europe: Some Remarks on IFRS for SME-s and Empirical Evidences. *Ekonomika istraživanja*, (1), 1-26.
36. **Del Baldo, M. and Demartini, P. (2012)** 'Small Business Social Responsibility and the missing Link: the local Context', Chapter 3, in: W.D. Nelson (Ed.) *Advances in Business Management*, Vol. 4, Nova Science Publishers, New York, (pp.69-94).
37. **Cesaroni F., Demartini P. e Sentuti A. (2012)**, "The adoption of ICT in small and medium-sized family business. The role of young generations in *World SMEs news*, March.
38. **Del Baldo, M., Demartini P. (2012)**, "Values-based Public-private Networks. CSR Orientation in Local Government in Italy", in Arena, P. & Cardillo, E. *Social and Environmental Accounting. Research Advances and New Perspectives*, Aracne Editrice Srl, Roma, ISBN 978-88-548-4714-9, pp. 337- 366. DOI 10.4399/978885484714916 (marzo 2012)
39. **Demartini P., Paoloni P. (2012)**, "The Relational Capital in Female SMEs, *Journal of Academy of Business and Economics* (JABE), Vol. 12, no.1, pp.23-32 ISSN:1542-8710.
40. **Del Baldo M., Demartini P. (2012)**, "Bottom-Up or Top-Down: Which is the best approach to improve CSR and Sustainability in local contexts? Reflections from Italian experiences" *Journal of Modern Accounting and Auditing*, ISSN: 1548-6583.
41. **Ciambotti M., Demartini P. and Palazzi F. (2012)**, "The Rise of Medium-Sized Enterprises in Europe beyond the Dualistic Model: Small vs. Large Firms", *Journal of Marketing Development and Competitiveness*, Vol. 6 (3), Summer, ISSN: 2155-2843.
42. **Demartini P., Paoloni P. (2011)**, "Assessing human capital in knowledge intensive business services", *Measuring Business Excellence*, Vol. 15, No. 4, pp.116-26, ISSN: 1368-3047, DOI 10.1108/13683041111184071.
43. **Ciambotti M., Aureli S., Demartini P. (2011)**, « Italy: Demand for Social Responsibility in Mergers and Acquisitions », *The Journal of Corporate Accounting & Finance*, September/October, DOI 10.1002/jcaf.20721.
44. **Demartini P., Sascha K., Schulz A. (2011)**, « Sustainable Management of SMEs. A new approach to improve business and society », *International Journal of Strategic Management*, Vol. n.11, no.1, ISSN :1555-2411.
45. **Del Baldo Mara, Demartini P. (2011)**, Small Business Social Responsibility and the missing Link: the local Context", Chapter 3, in William D. Nelson (Ed.) *Advances in Business Management*, Vol. 4, Nova Science Publishers, Inc, NEW York, ISBN 978-1-61324-705-1, pp. 69-94
46. **Del Baldo Mara, Demartini P. (2011)**, Small Business Social Responsibility and the missing Link: the local Context", chapter / in *Entrepreneurship, Motivation, Performance and Risk*, pp. 125-150, ISBN 978-1-61470-148-4 **Editors:** Richard Fairchild (School of Management, University of Bath, UK), Novapublisher, Inc. New York, Series, Business Issues, Competition and Entrepreneurship
47. **Del Baldo M., Demartini P. (2010)**, "Values-based public-private networks. Best practices in Italian local government: the case of "Regione Marche", *Corporate Ownership & Control*, Vol. 8, Issue 1 Fall 2010, pp.772-784, ISSN: 1727-9232.

48. **Aureli S., Demartini P. (2010)**, Internationalization of Chinese firms in Europe: the role of cultural differences in the functioning of a M&A in the automotive industry, Quaderni di Economia Aziendale, Università degli Studi di Urbino Press, n. 13, ISBN 88-392-0902- 3.
49. **Ferrero G. Demartini P. (2010)**, “Continuità e rinnovamento. Editoriale 2010”, *Piccola Impresa/Small Business*, n.1.
50. **Aureli S., Demartini P. (2009)**, “Acquisizione d’impresa e fattori culturali: il caso benelli QJ”, in *Piccola Impresa/Small Business* n. 1.
51. **Calcagnini, G., Demartini P. (2009)**, a cura di, *Banche e PMI: <<Le regole dell’attrazione>>. Spunti di riflessione su vincoli e opportunità di Basilea 2 per lo sviluppo delle piccole e medie imprese*, FAngeli.
52. **Demartini (2009)**, “Responsabilità sociale d’impresa e attori del territorio: esiste una visione condivisa?” in Maticena A. e Del Baldo M., a cura di, *Responsabilità sociale d’impresa e territorio. L’esperienza delle piccole e medie imprese marchigiane*, FAngeli.
53. **Demartini P. (2008)**, “Basel 2 effects on SME financial reporting”, *Cyprus International Journal of Management*, Vol. 13, no.1.
54. **Demartini P., Paoloni P. (2008)**, “Applicabilità del progetto IAS for SMEs all’universo composito delle imprese familiari italiane”, in Devecchi C., Fraquelli G., *Dinamiche di sviluppo e internazionalizzazione del family business*, pubblicazione AIDEA, IL Mulino, Bologna.
55. **Cesaroni F., Demartini P. (2008)**, a cura di, *ICT e comunicazione economico-finanziaria*, Franco Angeli, Milano.
56. Baldarelli, M. G., Demartini, P., & Mošnja-Škare, L. (2007). International Accounting Standards for SMEs. *Piccola Impresa/Small Business*, (1).
57. **Cesaroni F., Corsi K, Del Baldo M., Demartini P. (2007)**, “L’impatto delle ICT sul controllo di gestione delle PMI”, in G. Ferrero, a cura di, *Le ICT per la qualificazione delle Piccole Imprese Marchigiane*, Carocci, Roma.
58. **Baldarelli, M. G., Demartini, P., & Mošnja Škare, L. (2007)**. Primjena računovodstvenih standarda u malim i srednjim društvima Italije i Hrvatske: izazovi međunarodne harmonizacije. *Ekonomika istraživanja*, 20(1), 8-25.
59. **Baldarelli M.G, Demartini P., Mosnya Skare L. (2007)**, *International Accounting Standards for SMEs: empirical evidences from SMEs in a Country in transition and a developed country facing new challenger*, MIKROKORAD D.O.D., Zagabria (Croazia).
60. **Demartini P. (2006)**, “Sul contributo delle nuove tecnologie dell’informazione e della comunicazione alla direzione delle imprese”, in AA.VV., *Scritti in onore di Isa Marchini*, Franco Angeli, Milano.
61. **Demartini P. (2006)**, “Accounting harmonisation for European small businesses”, in Capodaglio, Baldarelli, a cura di, *Atti del convegno di Rimini*, RIREA.
62. **Paoloni M., Cesaroni F.M., Demartini P. (2005)**, a cura di, *Internazionalizzazione e comunicazione economico-finanziaria delle Piccole Imprese*, Franco Angeli, Milano.
63. **Cesaroni F., Corsi K., Del Baldo M., Demartini P. (2005)**, “The use of ICTS for management control purposes in highly computerized manufacturing SMEs. Boundaries and opportunities”, Raffa M., Landoni L. (eds), *Entrepreneurship, competitiveness and local development*, RENT XIX, ESI.
64. **Aureli S., Cesaroni F., Demartini P., (2004)**, “Processi di internazionalizzazione e comunicazione economico-finanziaria delle Piccole Imprese”, *Piccola Impresa/Small Business*, n.1.
65. **Aureli S., Cesaroni F., Demartini P., Paoloni P., (2004)**, “La comunicazione economico-finanziaria via web delle piccole e medie imprese italiane”, e **Aureli S., Cesaroni F., Davico M., Demartini P., Paoloni P. Quagli A.**, “La comunicazione economico-finanziaria via Internet delle

- grandi società italiane non quotate”, in C. Teodori , a cura di, *I siti web e la comunicazione ai mercati finanziari*, Franco Angeli, Milano.
66. **Demartini P. (2004)**, a cura di, *Informazione, imprese e mercati finanziari efficienti*, Franco Angeli, Milano.
 67. **Paoloni M., Cesaroni F., Demartini P. (2003)**, *Upgrading SME Information Systems: The role of venture capitalist investors*, *Quaderni di Economia Aziendale n.7*, Centrostampa Università di Urbino, Urbino.
 68. **Paoloni M., Cesaroni F., Demartini P. (2003)**, “Piccole e medie imprese e investitori finanziari. Il ruolo della comunicazione economico-finanziaria”, in *La domanda di informazioni economico-finanziarie: un’analisi della realtà italiana*, a cura di D. Salvioni, Giappichelli, Torino.
 69. **Demartini P. Ferrero G., Marchiori M. (2003)**, a cura di, *ICT e Piccole Imprese, quali modelli di sviluppo*, numero monografico della rivista Piccola Impresa/Small Business, INS/EDIT, Genova.
 70. **Demartini P. (2003)**, “E-business e Piccole imprese. Aspetti teorici ed evidenze empiriche”, in *Piccola Impresa/Small Business*, numero monografico 3/2003.
 71. **Demartini P. (2002)**, *Il bilancio di esercizio nella dottrina, nella normativa e nella prassi aziendale*. Edizioni Quattro Venti, Urbino.
 72. **Demartini P. (2002)** “Superare le asimmetrie informative tra PMI e operatori del Private Equity”, in *Economia & Management*, marzo-aprile.
 73. **Paoloni M., Demartini P. (2002)** “The big gaap/little gaap debate: a European view”, *Piccola Impresa/Small Business* n. 2.
 74. **Paoloni M., Demartini P. (2002)**, *SMEs and venture capitalists’information needs. First findings of an empirical research*, *Quaderni di Economia Aziendale n.6*, Centrostampa Università di Urbino, Urbino.
 75. **Moneva J.M., Cuellar B., Paoloni M. and Demartini P. (2001)**, “El impacto de la informacion financiera para la pyme en la Union Europea: el caso de Italia y Espana”, *Tecnica Contable*, Febrero.
 76. **Demartini P. (2001)**, “La qualità della comunicazione delle PMI nei rapporti con gli Investitori Istituzionali nel Capitale di Rischio”, in AA.VV., *La comunicazione nell’economia d’azienda, Processi, strumenti, tecnologie*, Giappichelli, Torino.
 77. **Demartini P. (2000)**, “La Ragioneria Internazionale e le dinamiche evolutive dei sistemi contabili nazionali”, *Rivista dei Dottori Commercialisti*, n.1.
 78. **Paoloni M., Demartini P., Moneva J.M., Cuellar B. (2000)**, “Financial reporting by SMES in Italy and Spain”, *Quaderni di Economia Aziendale n.5*, Centrostampa Università di Urbino, Urbino.
 79. **Demartini P. (2000)**, “Prospettive e limiti dei nuovi principi contabili internazionali”, *Rivista Italiana di Ragioneria e di Economia Aziendale*, luglio-agosto 2000.
 80. **Paoloni M., Demartini P. (1999)**, “Harmonizing small business financial reporting in Europe: a missed opportunity?”, *Quaderni di Economia Aziendale n.3*, , Centrostampa Università di Urbino, Urbino.
 81. **Demartini P. (1999)**, “Environmental factors and financial reporting practices of small businesses. A classification of 12 member States of the European Union”, *Quaderni di Economia Aziendale n.4*, Centrostampa Università di Urbino, Urbino.
 82. **Demartini P. (1999)**, *Globalizzazione dei mercati ed aspetti evolutivi dell’informazione economico-finanziaria delle imprese*, Cedam, Padova.
 83. **Demartini P. (1999)**, “L’innovazione nell’informazione economico-finanziaria delle piccole imprese”, *Piccola Impresa/Small Business*, n.3.
 84. **Paoloni M., Demartini P. (1998)**, “What role for the annual report in small firms?”, *Quaderni di Economia Aziendale n.1*, Centrostampa Università di Urbino, Urbino.

85. **Paoloni M., Demartini P. (1998)**, "Small company financial reporting: users and information needs", *Quaderni di Economia Aziendale n.2*, Centrostampa Università di Urbino, Urbino.
86. **Paoloni M., Demartini P. (1998)**, "L'estensione del campo di applicazione della normativa europea sulla redazione dei conti annuali alle società di persone e alle imprese individuali. Un'analisi comparata delle soluzioni adottate nei principali Paesi dell'UE", *Rivista dei Dottori Commercialisti*, n.1.
87. **Demartini P. (1998)**, " Il nuovo sistema informativo degli Enti locali. Problemi aperti", in L. Marchi, M.Paoloni, *Il processo di trasformazione contabile e finanziaria dei Comuni e delle Province*, Maggioli, Rimini.
88. **Paoloni M., Demartini P. (1997)**, *Il bilancio della piccola impresa in Europa*, Ins/Edit - Aspi, Urbino.
89. **Paoloni M., Demartini P. (1997)**, "Le attese informative degli stakeholder della piccola impresa. Evidenze empiriche in Italia e nel Regno Unito", *Piccola Impresa/Small Business*, n.2.
90. **Cesaroni F.M., Demartini P. (1997)**, "Convegno SVIMAP: Il processo di trasformazione contabile e finanziario dei Comuni e delle Province", *Azienda Pubblica*, n. 2
91. **Demartini P., Moneva J. M. (1996)**, "European accounting framework for small businesses: a comparison between Spain and Italy", *Piccola Impresa/Small Business*, n.2.
92. **Demartini P. (1995)**, "Le analisi quali-quantitative ai fini dell'affidamento della piccola impresa", *Piccola Impresa/Small Business*, n.2.
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