



Associate Professor Stefano VALDEMARIN

Academic Department: Strategy, Entrepreneurship
and International Business

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RESEARCH INTERESTS

- International Business
- Networking Strategies
- Relationship Management
- Multinational Corporations
- International Organizations

TEACHING DOMAINS

- International Business
- Strategic management
- International Business and Management
- Networking strategies
- Sustainable development

EDUCATION

Highest degree :

2019	Doctorate/PhD, Management Sciences, IAE Lyon, France
2016	Master degree in International Trade, IAE Lyon, France
2016	Master degree in International Economics, University of Turin, Italy

PROFESSIONAL EXPERIENCE

Academic experience and positions

Since 2023	Associate Professor, ESSCA School of Management, France
Since 2019	Associate researcher, Laboratoire Magellan, France
Since 2017	Visiting professor, University of Turin, Italy
2019 - 2023	Assistant Professor, ESSCA School of Management, France
2016 - 2019	Adjunct Lecturer, IAE Lyon, France

Professional experience

Since 2017	Professional Speaker & Mentor, OPE, France
Since 2017	Strategic Ambassador in Charge of the Development of the Italian Network, Only Lyon, France

GRANTS AND HONORS

- 2021 VALDEMARIN, S. 2nd prize for the Best Paper Award 2021: "Sustaining the Development of New Science-based Firms: The Role of Entrepreneurial Ecosystems", MASCIK Workshop, MASCIK, France
- 2021 VALDEMARIN, S. Finalistes prix du meilleur cas : ONLYLYON, un réseau international d'ambassadeurs (avec Mayrhofer U.), Atlas AFMI, France
- 2020 VALDEMARIN, S. Atlas AFMI Thesis Award, Atlas AFMI, France

INTELLECTUAL CONTRIBUTIONS

Peer-reviewed Articles

- VALDEMARIN, S. (2024). Back to Origins: Rediscovering the Role of Individuals in the Uppsala Model. *Management International*, 28(Numéro spécial), pp. 112–131.
- VALDEMARIN, S. and MAYRHOFFER, U. (2022). Successful reconfiguration and network evolution within the multinational company. *Journal of Organizational Change Management*, 35(3), pp. 527-540.
- SETTI, A. and VALDEMARIN, S. (2022). Sustaining the development of new science-based firms: The role of the entrepreneurial ecosystem. *Gestion 2000*, Volume 39(1), pp. 71-101.
- VALDEMARIN, S. (2021). The international development of network organizations: The case of ONLYLYON. *Management International*, 25(special issue), pp. 39-57.
- VALDEMARIN, S. (2018). The Successful Internationalization of Intesa Sanpaolo Bank in Central and Eastern Europe: Acquisitions, Insidership and the Uppsala Model. *Central European Business Review*, 7(1), pp. 46-57.
- VALDEMARIN, S. (2015). Analysis regarding the growing presence of Italian firms in Romania. *Central European Business Review*, 4(4), pp. 58-70.

Scholarly Books

- VALDEMARIN, S. and LUCIA, M.G. (2022). *Geografia dell'attrattività territoriale*. 1 ed. New York: Pearson, 256 pages.
- VALDEMARIN, S. and LUCIA, M.G. (2018). *Integrazioni Verticali di Successo e Riorganizzazione dei Network Relazionali. Il Caso del Gruppo Solvay*. 1 ed. Franco Angeli, 128 pages.

Books Editor

- HOERBER, T., BOHAS, A. and VALDEMARIN, S. [Eds] (2023). *The EU in a Globalized World*. 1 ed. Abingdon: Routledge, pp. 206.
- LUCIA, M.G. and VALDEMARIN, S. [Eds] (2022). *International Strategy - Managing companies in the global economic system*. 1 ed. Bocconi: Bocconi University Press, pp. 240.
- VALDEMARIN, S. and LUCIA, M.G. [Eds] (2020). *L'Impresa nel sistema economico mondiale*. 1 ed. Milan: Egea, La casa editrice dell'Università Bocconi, pp. 276.

Textbooks

- LUCIA, M.G., EPASTO, S., MAGLIO, M. and VALDEMARIN, S. (2024). *Geografia Finanziaria*. New York: Mc Graw-Hill Education, United States of America.

Chapters in book

- VALDEMARIN, S. (2024). L'altrove della Ricchezza Globale: I Paradisi Fiscali. In: Lucia, M. G., Epasto, S., Margio, M., & Valdemarin,, S. eds. *Geografia Finanziaria: Temi e Scenari Emergenti nel Mondo in Cambiamento*. 1st ed. New York: Mc Graw-Hill Education.

BOVETTI, M. and VALDEMARIN, S. (2022). Misurare l'Attrattività Territoriale: Una Prospettiva d'Impresa. In: Valdemarin, S., Lucia, M.G. eds. *Geografia dell'attrattività territoriale*. 1 ed. New York: Pearson.

SETTI, A. and VALDEMARIN, S. (2022). Attrattività Territoriale e Innovazione: Gli Ecosistemi Imprenditoriali. In: Valdemarin, S., Lucia, M.G. eds. *Geografia dell'attrattività territoriale*. 1 ed. Bocconi: Bocconi University Press.

VALDEMARIN, S. (2022). International Strategies and Foreign Market Entry Modes. In: Maria Giuseppina Lucia, Stefano Valdemarin eds. *International Strategy: Managing companies in the global economic system*. 1st ed. Bocconi: Bocconi University Press, pp. 49-64.

SERRAVALLE, F. and VALDEMARIN, S. (2022). The Strategic Analysis: Evaluating Opportunities and Threats in Foreign Countries. In: Maria Giuseppina Lucia, Stefano Valdemarin eds. *International Strategy: Managing companies in the global economic system*. 1st ed. Bocconi: Bocconi University Press, pp. 65-76.

SERRAVALLE, F. and VALDEMARIN, S. (2022). The Strategic Analysis: Assessing the International Potential of a Company. In: Maria Giuseppina Lucia, Stefano Valdemarin eds. *International Strategy: Managing companies in the global economic system*. 1st ed. Bocconi: Bocconi University Press, pp. 77-92.

PIGNET-FALL, L. and VALDEMARIN, S. (2022). Intercultural Management in a Globalized World. In: Maria Giuseppina Lucia, Stefano Valdemarin eds. *International Strategy: Managing companies in the global economic system*. 1st ed. Bocconi: Bocconi University Press, pp. 181-198.

SERRAVALLE, F. and VALDEMARIN, S. (2020). L'Analisi dei Paesi Esteri nel Processo di Internazionalizzazione. In: Valdemarin S., Lucia M-G. eds. *L'Impresa nel Sistema Economico Mondiale. Dalla Conquista dei Mercati Internazionali al Radicamento all'Esteri*. 1st ed. Milan: Egea, La casa editrice dell' Università Bocconi, pp. 103-119.

VALDEMARIN, S. (2020). Dall'impresa locale alla multinazionale: le decisioni legate all'internazionalizzazione. In: Valdemarin S., Lucia M-G. eds. *L'Impresa nel Sistema Economico Mondiale. Dalla Conquista dei Mercati Internazionali al Radicamento all'Esteri*. 1st ed. Milan: Egea, La casa editrice dell' Università Bocconi, pp. 79-100.

SERRAVALLE, F. and VALDEMARIN, S. (2020). Valutare il Potenziale Internazionale dell'Impresa. In: Valdemarin S., Lucia M-G. eds. *L'Impresa nel Sistema Economico Mondiale. Dalla Conquista dei Mercati Internazionali al Radicamento all'Esteri*. 1st ed. Milan: Egea, La casa editrice dell' Università Bocconi, pp. 121-139.

VALDEMARIN, S. (2018). Creatori di insidership: Il ruolo di Crédit Agricole nell'internazionalizzazione delle PMI italiane In Francia. In: M. Fuschi (ed.). *Barriers*. 1st ed. Firenze: Società di Studi Geografici, pp. 69-76.

VALDEMARIN, S. (2018). La sfida del cambiamento: Imprese Multinazionali, Change Management e Network dinamici – Il caso Sanofi-Pasteur. In: M. G. Lucia, S. Duglio, P. Lazzarini eds. *Verso un'economia della sostenibilità. Lo scenario e le sfide*. 1st ed. Milan: Franco Angeli, pp. 57-80.

Conference paper (with selection committee)

BORSI, B., GORJI, Y. and VALDEMARIN, S. (2025). Evolution of Thrash Metal Bands: A Network Perspective for Entrepreneurial Survival. In: AMD Publishing and Paper Development Workshop. Zurich.

VALDEMARIN, S., SALOMONE, V. and SHOMALI, A. (2025). Supporting Startups Developing their International Network: The Role of Entrepreneurial Support Systems. In: Conférence annuelle d'Atlas AFMI. La Rochelle.

- VALDEMARIN, S. and BLESBOIS, P. (2025). Importing Coca-Cola: A Journey Through Incoterms, Customs and Logistics. In: Conférence annuelle d'Atlas AFMI. La Rochelle.
- VALDEMARIN, S. and MAYRHOFER, U. (2024). Developing Network Organizations in Home and Host Countries: Which Liabilities Matter? In: EIBA 2024. Aalto University.
- SALOMONE, V., VALDEMARIN, S. and SHOMALI, A. (2024). The role of Entrepreneurial Support Systems in the Development of International Network of Startups. In: 4e édition du MASCIK. Angers et Lyon.
- VALDEMARIN, S. and MAYRHOFER, U. (2023). The V-Wave, a two-level model for studying international network development. In: JAMI-EIBA Workshop - How to craft an IB paper. Nice.
- VALDEMARIN, S. and MAYRHOFER, U. (2022). The V-Wave, a two-level model for studying international network development. In: 3e Journées automnales du management international. ESSCA School of Management, Aix-en-Provence.
- SALOMONE, V. and VALDEMARIN, S. (2022). H7: A business incubator developing its international strategy. In: 12e Conférence Atlas-AFMI. Nice.
- VALDEMARIN, S. (2022). Back to origins: Rediscovering the Micro-foundations of the Uppsala Network Evolution Mode. In: 12e Conférence AFMI. Nice.
- SETTI, A. and VALDEMARIN, S. (2021). Sustaining the Development of New Science-based Firms: The Role of Entrepreneurial Ecosystem. In: MASCIK Workshop 2021, Approches plus durables pour évaluer l'innovation ouverte dans un monde complexe. ESSCA School of Management, campus de Lyon.
- VALDEMARIN, S. and MAYRHOFER, U. (2021). ONLYLYON, un réseau international d'ambassadeurs. In: 11e Conférence Atlas-AFMI. Online.
- VALDEMARIN, S. and MAYRHOFER, U. (2020). The V-Wave, a two-level model for studying international network development. In: European International Business Academy (EIBA) Annual conference.
- VALDEMARIN, S. (2020). Le développement international des organisations en réseau : le cas d'ONLYLYON. In: 10e Conférence Atlas-AFMI. Poitiers.
- VALDEMARIN, S. and MAYRHOFER, U. (2018). Internal networks, successful evolution and integration within the multinational enterprise. In: 8e Conférence Atlas AFMI. Paris.
- VALDEMARIN, S. (2018). The role of institutions in the creation of international business networks. In: 8e Conférence Atlas AFMI. Paris.

Published Case Studies

- VALDEMARIN, S. and BLESBOIS, P. (2025). Importing Coca-Cola: A Journey Through Incoterms, Customs, and Logistics. GI0071(GB). Paris. CCMP.
- VALDEMARIN, S. and BLESBOIS, P. (2025). Importer du COCA-COLA : Entre Incoterms, douane et logistique. GI0070. Paris. CCMP.
- SALOMONE, V. and VALDEMARIN, S. (2021). Incubateur H7. Comment développer sa stratégie internationale. CCMP, pp. 17.
- SALOMONE, V. and VALDEMARIN, S. (2021). H7: A business incubator developing its international strategy. CCMP, pp. 16.
- VALDEMARIN, S. and MAYRHOFER, U. (2021). ONLYLYON, un réseau international d'ambassadeurs. CCMP, pp. 17.

RESEARCH ACTIVITIES

Editorial activities

Reviewer for an academic or professional publication

Since 2019 Ad-hoc reviewer, European Journal of International Management

Service to the institution

Active participation in an event organised by the institution

2024 - 2024 Workshop "European Multinationals", ESSCA EU*Asia Institute, France

Service to the academic discipline

Reviewing activities for an academic conference

Since 2020 Ad-hoc reviewer, Atlas AFMI, France

Since 2020 Ad-hoc reviewer, Innovation Creativity Settings (InCreaSe), Italy

Membership in an academic association

Since 2019 Member, European International Business Academy (EIBA), Belgium

Since 2017 Member, Atlas AFMI, France

Since 2017 Member, Society for Geographical Studies, Italy

Participation in a research consortium

Since 2017 Scientific Committee member, Innovation Creativity Settings (InCreaSe), Italy

Service to professional community

Participation in professional events, roundtables

2021 - 2021 Mon entreprise ne décolle pas à l'international: est-ce un problème de réseau ?, La Fabrique de l'Exportation, France

2021 - 2021 Forum "Regards croisés sur les bouleversements de l'environnement international". Table ronde "Accompagner" : L'importance des réseaux dans le processus de développement international , avec le CCEF (Conseillers du Commerce Extérieur de la France), Atlas AFMI, France

2020 - 2020 Les réseaux : clés de réussite à l'international - AURA Entreprises - Le commerce international et les PME: clés de réussite (Team France Export), Région Auvergne-Rhône-Alpes, France