

PERSONAL INFORMATION	Paolo Sospiro
	
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WORK EXPERIENCE	
7/2019 - present	<p><b>Lecturer of Economy of Firms and research Associate at Center for Innovation and Entrepreneurship – Polytechnic University of Marche</b></p> <p>Teaching and research on entrepreneurship, youth and VET</p>
	<p><b>Education</b></p>
4/2018 to 7/2018	<p><b>Visiting Scholar at ICS University of Lisbon, Lisbon (Portugal)</b></p> <p>Visiting Researcher on African Development Studies in Portugal on vulnerable people such migrants and refugees– teaching and research on VET and Employability.</p> <ul style="list-style-type: none"> <li>▪ Development and implementation of a report on VET employability methodology in Africa on migrants and refugees;</li> <li>▪ Gathering data on VET;</li> <li>▪ Report on VET.</li> </ul>
	<p><b>Education</b></p>
4/2017 to 7/2017	<p><b>Visiting Scholar at Institute for Work and Technology (IAT)</b></p> <p>Visiting Researcher on VET in Germany on vulnerable people such migrants and refugees– teaching and research on VET and Employability.</p> <ul style="list-style-type: none"> <li>▪ Development and implementation of a report on VET employability methodology in Germany on migrants and refugees;</li> <li>▪ Gathering data on VET;</li> <li>▪ Report on VET.</li> </ul>
	<p><b>Education</b></p>
5/2016 to 3/2017	<p><b>Visiting Scholar at Beijing Normal University (BNU)</b></p> <p>Visiting Scholar (7FP Marie Curie project) at the Faculty of Business School of the Beijing Normal University (BNU) – teaching and research on VET and Employability.</p> <ul style="list-style-type: none"> <li>▪ Development and implementation of a report on Chinese and regional policies on VET and employability;</li> <li>▪ Gathering data on VET;</li> <li>▪ Report on VET.</li> </ul>
	<p><b>Education</b></p>
1/2016 - present	<p><b>Founder and Director of “EUAbout” Brussels</b></p> <p>In EUAbout I am founder, director and coordinator of VET, Entrepreneurship, PESs and migration policies analysis</p>
2015 to 2015	<p><b>Economic researcher on Continuing VET on Job</b></p> <p>Fondimpresa</p> <p>Fondimpresa is a company set up by Confindustria with CGIL, CISL and UIL in order to support, financially and technically, the companies affiliated to Confindustria to organize training course to their employees. Fondimpresa launches some calls per year to award financial support to the affiliated companies or specific sectors. Since 2011 Fondimpresa set up a research and methodology to monitoring and analyse the effects fo CVET course granted.</p>

	<ul style="list-style-type: none"> <li>Development and implementation of Focus Groups;</li> <li>Data analysis on Continuing VET on Job organized by Fondimpresa;</li> <li>Report on Continuing VET on Job.</li> </ul>
	Education
2011 to 2014	<b>Focus Group, Educational, Pedagogical Resources, and Consumers and Italian National Team Coordinators</b> Federconsumatori, Consumer classroom Consortium and Chafea
	<ul style="list-style-type: none"> <li>Development and implementation of Focus Groups in cooperation with IPSOS and EUN;</li> <li>Preparation of Pedagogical resources, moderation, factsheets, partnership methodologies;</li> <li>Participation at the activities of development of <a href="http://www.consumerclassroom.eu">www.consumerclassroom.eu</a> website;</li> <li>Participation at the activities of moderation, search and evaluation of pedagogical resources, research of partners;</li> <li>Preparation of technical and financial RfS proposal..</li> <li>Tender financed by Chafea/DGSANCO.</li> </ul>
	Education
2011 - 2016	<b>Founder and Deputy Director of ECEPAA Brussels</b> I was founder, director and coordinator of VET, Entrepreneurship, PESs policies analysis
	Policy analysis
2010 to 2018	<b>European, Consumer Education and Economic Advisor</b> Federconsumatori and ECU (European Consumers Union)
	<ul style="list-style-type: none"> <li>Policy Recommendations;</li> <li>Research on services of general interest (Energy, Transport, Waste Management and Water Supply)..</li> </ul>
	Consumer Affairs
2012 to present	<b>Research on “The effects of the transnational mobility programme (EVS and Leonardo) on young people employability”</b> University of Macerata and Department for the Civic Service of the Prime Minister Office (PMO), <a href="http://www.eu4youth.eu">www.eu4youth.eu</a>
	<ul style="list-style-type: none"> <li>Development and implementation of a research on the effects of the Italian civic services on the young people labour inclusion;</li> <li>Scientific Coordinator of a long-term survey on Non Formal Education (VET) with online questionnaire (entry questionnaire, final questionnaire, one year questionnaire and three year questionnaire).</li> <li>The consortium is starting the research in Germany, is planned in France and UK.</li> </ul>
	Education
2009 to present	<b>Research on “The effects of the civic services on young people employability”</b> University of Macerata and Department for the Civic Service of the Prime Minister Office (PMO), Regions: Veneto and Valle d’Aosta ( <a href="http://www.eu4youth.eu">www.eu4youth.eu</a> )
	<ul style="list-style-type: none"> <li>Development and implementation of a research on the effects of the Italian civic services on the young people labour inclusion;</li> <li>Scientific Coordinator of a long-term survey on Non Formal Education (VET) with online questionnaire (entry questionnaire, final questionnaire, one year questionnaire and three year questionnaire).</li> <li>The consortium is starting the research in Germany, is planned in France and UK.</li> </ul>
2009 to present	<b>Research on “European sentiment on Development Aid”</b> University of Macerata
	<ul style="list-style-type: none"> <li>Development and implementation of a research on the sentiment of the European on Development and Humanitarian Aid;</li> <li>Descriptive and Econometrics Analysis of the EuroBarometer surveys on Development and Humanitarian Aid;</li> <li>Policy recommendation on DE/AR (Development Education and Awareness Raising);</li> <li>Project financed by EuropeAid - NSA/LA (Non State Actors and Local Authorities) programme.</li> </ul>

	<b>Education and Economics</b>
2006 to present	<p><b>Lecturer and Researcher on Development Economics</b></p> <p>University of Macerata, Piaggia della Torre 1 <a href="http://www.unimc.it">www.unimc.it</a></p> <ul style="list-style-type: none"> <li>▪ Professor of Development Economics, International Economics, Economics of Globalization. Undergraduate and graduate Thesis supervision.</li> <li>▪ Research on services of general interest, consumers protection, Consumers Education, Development Education, Non Formal Education, Poverty, Inequality and socio-labour inclusion of vulnerable groups</li> </ul>
	<b>Economics</b>
2005 to present	<p><b>Lecturer Professor and Researcher on Public Economics</b></p> <p>University of Florence, Faculty of Engineering, Department of Energy, Via Santa Marta 8 Firenze (Italy), <a href="http://www.unifi.it">www.unifi.it</a></p> <ul style="list-style-type: none"> <li>▪ Researcher on Energy and services of general interest (Professor of Development Economics, International Economics, Economics of Globalization. Undergraduate and graduate Thesis supervision.</li> <li>▪ Research on services of general interest, consumers protection, Consumers Education, Development Education, Non Formal Education, Poverty, Inequality and socio-labour inclusion of vulnerable groups</li> </ul>
	<b>Economics</b>
2001 to 2005	<p><b>External Researcher</b></p> <p>CeSPI, Piazza Margana 39 Roma (Italy), <a href="http://www.cespi.it">www.cespi.it</a></p> <ul style="list-style-type: none"> <li>▪ Research on the relationship between migration-remittance-development between Italy (Europe) and Africa;</li> <li>▪ Country reports and strategic papers preparation;</li> <li>▪ Fieldwork in different Italian regions, European and African countries.</li> </ul>
	<b>Economics</b>
2001 to 2013	<p><b>Founder and EVS and Leonardo coordinator at</b></p> <p>Circolo Culturale Africa Ancona, at ECEPAA and EUABOUT</p> <ul style="list-style-type: none"> <li>▪ Coordinator of youth activities such as EVS hosting and Sending activities, Exchanges, Training and Seminars and Leonardo.</li> <li>▪ Accreditation: "Making Future Together" and "Building Up Migrant Associations' Awareness";</li> <li>▪ Leonardo project "<b>LLP-LdV-PLM-10-IT-152 ISGTLP</b>"</li> </ul>
	<b>Economics</b>
1995 to 2000	<p><b>Project coordinator</b></p> <p>CISP, Via Germanico 198 Roma (Italy), <a href="http://www.sviluppodeipopoli.org/Italiano/Home/Frameset.html">http://www.sviluppodeipopoli.org/Italiano/Home/Frameset.html</a></p> <ul style="list-style-type: none"> <li>▪ Research on the relationship between migration-remittance-development between Italy (Europe) and Africa;</li> <li>▪ Preparation of country reports and strategic papers;</li> <li>▪ Fieldwork in different Italian regions, European and African countries.</li> </ul>
	<b>Economics</b>
1990 to 2000	<p><b>Professor</b></p> <p>High School ICT Professor</p> <ul style="list-style-type: none"> <li>▪ Professor of Computer lab at different high school in Ancona;</li> <li>▪ Accounting using computer software packages: lotus, DBIV, Excel, Spiga;</li> <li>▪ Pascal, BASIC and C.</li> </ul>
	<b>Education</b>

**EDUCATION AND TRAINING**

	<b>PhD in Development Economics</b>	
	Department and Faculty of Economics of University of Florence	
	<ul style="list-style-type: none"> <li>▪ Macroeconomics, Microeconomics, Development Economics, International Economics, Econometrics and Statistics</li> </ul>	

	<b>Bachelor in Political Economy</b>	
	Polytechnic University of Ancona (former University of Ancona)	
	<ul style="list-style-type: none"> <li>Private and Public Law, Macroeconomics, Microeconomics, Development Economics, International Economics, Statistics, Economic of Environment and Monetary Economics</li> </ul>	
	<b>Erasmus Visiting Student</b>	
	Faculty of Economics and Management of ICTE (Lisbon – Portugal)	
	<ul style="list-style-type: none"> <li>Marketing, International Monetary Economics, Portuguese, English and Development Economics</li> </ul>	
	<b>MoS on Development Economics</b>	
	Faculty of Economics and Management of ICTE (Lisbon – Portugal)	
	<ul style="list-style-type: none"> <li>Macroeconomics, Microeconomics, Development Economics, International Economics and African Studies</li> </ul>	
	<b>MoS on International Aid</b>	
	Polytechnic University of Ancona (former University of Ancona)	
	<ul style="list-style-type: none"> <li>Macroeconomics, Microeconomics, Development Economics and International Economics</li> </ul>	
	<b>Econometrics PhD Summer Schools</b>	
	CiDe – Scuola di Econometria di Bertinoro - University of Bologna	
	<ul style="list-style-type: none"> <li>Time Series, Cross Section, Pooled data and Panel Data</li> <li>Micro and Macro Econometrics</li> </ul>	
	<b>Econometrics Summer Schools</b>	
	CiDe – Scuola di Econometria di Bertinoro - University of Bologna	
	<ul style="list-style-type: none"> <li>Time Series, Cross Section, Pooled data and Panel Data</li> <li>Micro and Macro Econometrics</li> </ul>	
	<b>LIS (Luxembourg Income Studies) Summer School</b>	
	LIS (Luxembourg)	
	<ul style="list-style-type: none"> <li>Micro data Analysis on poverty, Inequality and Wealth</li> </ul>	
	<b>Social Network Analysis Lipari Summer School</b>	
	Lipari Summer School – University of Catania	
	<ul style="list-style-type: none"> <li>Mathematics, Statistics, Sociology, Network theories and Network analysis</li> </ul>	

## PERSONAL SKILLS

Mother tongue(s)	Italian				
Other language(s)	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1	C1	C1	C1	C1
Portuguese	B2	B2	B2	B2	B2
French	B2	B2	B2	B2	B2
Amharic	A1	A1	A1	A1	A1
Arabic	A1	A1	A1	A1	A1
Chinese	A1	A1	A1	A1	A1
<b>Communication skills</b>	<ul style="list-style-type: none"> <li>good communication skills gained through: Teaching, Writing, Presenting and Advising</li> </ul>				
<b>Organisational / managerial skills</b>	<ul style="list-style-type: none"> <li>managing team of European projects and researchers;</li> <li>PhD, Graduate and under Graduate Thesis supervisor;</li> <li>Coordinator of different EU projects and tenders.</li> </ul>				
<b>Job-related skills</b>	<ul style="list-style-type: none"> <li>good command of quality control processes (currently responsible for quality audit)</li> </ul>				
<b>Computer skills</b>	<ul style="list-style-type: none"> <li>good command of Microsoft Office™ tools</li> <li>STATA, SPSS, GAMS, E-VIEWS and RETSCREEN</li> </ul>				
<b>Other skills</b>	<ul style="list-style-type: none"> <li>I worked in several International Aid and Rehabilitation projects in: Bosnia, Albania, Kosovo, East Timor, Indonesia, Thailand, Ethiopia and Tunisia.</li> <li>I did research and field work in Ethiopia, Tunisia and Kosovo.</li> </ul>				
<b>Driving licence</b>	B				

## ADDITIONAL INFORMATION

## Conferences/Events/training

- Speaker and mentor at the PD Spring Summer School on Non Formal Education in Novara (Italy – 2015).
- Speaker and Mentor at AMESCI Forum on Non Formal Education, supported by Erasmus+ Agenzia Nazionale Giovani, Napoli (Italy - 2015).
- Auditor at EuroBarometer Symposium GESIS (Koln, Germany – 2015).
- Auditor at the CEDEFOP Expert Workshop on “The Role of credit transfer systems in opening access, admission, exemption between VET & HE” (Thessaloniki 2014).
- Speaker at 2<sup>nd</sup> European Youth Conference (2014): Strengthening the Recognition of Non-Formal Education in European Work, Weimar (Germany) with financial support by Salto Youth.
- Speaker at Camera dei Deputati (2014). Presentazione del volume “Servizio Civile: un programma di educazione non formale, Rome (Italy).
- Speaker at EU Italian Delegation (2014). Presentation of the results of International Aid research under the Italian EU Presidency Events, Rome (Italy).
- Speaker at Training Course (2014). “Digital Society and Youth”, Weimar (Germany). Training course supported by Salto Youth.
- Speaker and Mentor at Stati Generali del Servizio Civile (2014). Presentation of the results of the research on civic service. Conference within the Italian EU Presidency Events, Vicenza (Italy - 2014).
- Speaker at the Official presentation at the Italian EU Delegation of [www.consumerclassroom.eu](http://www.consumerclassroom.eu) (Rome, Italy – 2013).

## Publications

**Books**

- P. Sospiro (Forthcoming, 2018). Energy in China: Smart Grid and Smart Metering, a CBA analysis, LAP Lambert Academic Publishing, Saarbrücken, Germany.
- P. Sospiro (Forthcoming, 2018). Energy in China: Feed-in-Tariff policy effect analysis through a CGE-SAM, LAP Lambert Academic Publishing, Saarbrücken, Germany.
- P. Sospiro (Forthcoming, 2018). Energy in China: Forecasting Coal Transition, LAP Lambert Academic Publishing, Saarbrücken, Germany.
- P. Sospiro (Forthcoming, 2018). Energy in China: Energy Consumption, Energy Poverty and Fuel Poverty, LAP Lambert Academic Publishing, Saarbrücken, Germany.
- P. Sospiro (Forthcoming, 2018). A comparative study on VET: Civic Service, EVS and Leonardo, LAP Lambert Academic Publishing, Saarbrücken, Germany.
- P. Sospiro (Forthcoming, 2018). EuropeAid: The Europeans sensitivity on International and Humanitarian Aid(s). LAP Lambert Academic Publishing, Saarbrücken, Germany.
- P. Sospiro (Forthcoming, 2018). Gli effetti dell'educazione non formale: SVE, Leonardo e Servizio Civile. Aracne Editrice, Roma.
- P. Sospiro (2017). English version of "Case Pro.P.Ri.E: Proposta di un Piano di Ristrutturazione Energetica del Patrimonio Immobiliare Italiano". EU Energy Regulation and National and Local Implementation, LAP, Saarbrücken, Germany (ISBN 978-620-2-09560-0).
- P. Sospiro (2017). "Migration-Remittances-Development: Two case studies". LAP Lambert Academic Publishing, Saarbrücken, Germany (ISBN 978-620-2-07238-0).
- P. Sospiro et al. (2017). Analisi dell'efficacia della comunicazione istituzionale e aziendale nei servizi pubblici locali: trasporti, acqua e rifiuti, Aracne Editrice, Rome, ISBN 9788825506259.
- P. Sospiro (2017). Migrants and Refugees: A Social Labour Inclusion Methodology, Experimentation and Outcomes", LAP Lambert Academic Publishing, Saarbrücken, Germany, Germany, ISBN 9783659793868.
- P. Sospiro (2016). Waste Management System in the main EU countries and methodology and Evaluation of Local WMS, LAP Lambert Academic Publishing, Saarbrücken, Germany, ISBN 9783330055940.
- P. Sospiro (2016). Case Pro.P.Ri.E: Proposta di un Piano di Ristrutturazione Energetica del Patrimonio Immobiliare Italiano. Aracne Editrice, Roma (ISBN 9788854888265).
- P. Sospiro (2015). Percorsi di reinserimento lavorativo: metodologia, sperimentazione e risultati. Aracne Editrice, Roma (ISBN 9788854888401).
- P. Sospiro (2015). Le origini dell'uomo indebitato: quali strategie per informare e tutelare il debito. Aracne Editrice, Roma (ISBN 9788854884755).
- P. Sospiro (2014). Il servizio civile: un programma di educazione non formale alla cittadinanza. Aracne Editrice, Roma (ISBN 9788854872356).

**Federconsumatori Publication**

- P. Sospiro (2012). "Households Energy saving: an experiment". Federconsumatori.
- P. Sospiro (2012). "A methodology to analyze the state of the art and services offered by Local Authorities Public Companies on Energy, Transport, Water Supply and Waste Management". Federconsumatori.

**Reports**

- Fondimpresa (2016). La formazione continua finanziata.
- EuropeAid project (2012). Research report on "Europeans and International Aid. An Analysis through EuroBarometer data from 1984 to 2012".
- Fondazione CariVerona – Provincia di Ancona (2012). Research Report "Cont..Tatto: an experimental project of socio-labour inclusion of vulnerable targets".
- European Parliament (2012). Research report on "Online Consumers Information, Communication and Education on Energy and Water Supply".
- DGSANCO – [www.consumerclassroom.eu](http://www.consumerclassroom.eu) (2012). Preparation of the Methodology on online consumer education through consumer classroom website.
- - (2011). Research report on "Europeans' teachers Needs Analysis on Consumers Education at School Through Focus Groups activities".
- Regione Marche (2010). Research report on "The households economic and poverty conditions in Region Marche. An Analysis of EU-SILC data from 2007 to 2011".
- Europe for citizens (2013). Research report on "Households energy conditions after market liberalization".
- Camera di Commercio di Siena (2008). Research report on "Consumers condition after the advent of the euro currency".
- - (2009). Research report on "Waste Management conditions in Province of Siena".
- - (2010). Research report on "Transport and Water supply conditions in Province of Siena".
- - (2011). Research report on "Local Authorities Public companies analysis in Province of Siena: Transport, Waste Management and Water Supply".

**Working Papers (Department of Economics, Faculty of Economics, University of Florence)**

- Sospiro, P. (2003). "**Migration Chain, Remittances and Development or Crisis. Fluctuations of Remittances and Output in Host and Home Country: the Case of Tunisian Workers in France**".
- Sospiro, P. (2002). "**Import-Substitution Policy: A state of the art**".
- Sospiro, P. (2001). "**Poverty and Famine: A. K. Sen's Entitlement approach**".

**Working Papers (CeSPI)**

- Sospiro, P. (2004). "**Migration-Development nexus: the Case of Nigerian workers in the Marche region**". CeSPI's WP. In IOM-CeSPI research on African diasporas' in Italy.
- Sospiro, P. (2004). "**Migration - Development nexus: the Case of Ethiopian workers in the Marche region**". CeSPI's WP. In IOM-CeSPI research on African diasporas' in Italy.

## Publications

**Conferences' Papers** (submitted, accepted and published)

- Sospiro, P. (2005). "**Determinants of Remittances: the role of remittances of Tunisian workers residing in Ancona (Italy)**". AIEL electronic Journal, Rome, Italy  
(<http://www.aiel.it/bacheca/ROMA/Migration/Sospiro.pdf> ).
- Sospiro, P. (2003). "**Migration Chain, Remittances and Development. The Fluctuations of Remittances and Output in Host and Home Countries: the Case of Tunisian Workers in France**". Mediterranean Program electronic journal, European University Institute, Florence, Italy, (<http://www.iue.it/RSCAS/RestrictedPapers/conmed2003free/200302Sospiro06.pdf> ).

**Chapters in Books**

- Sospiro, P. (2004). "**Remittances: another point of view: relatives of Tunisian workers in Ancona. Synthesis of results of a qualitative research**". Sospiro P.(2004). "**Remittances of Tunisians working in Ancona: Synthesis of results of a quantitative and qualitative research**". In Amoroso, B. (2004). "**A favourable macroeconomic environment, innovative financial instruments and international partnership to channel workers' remittances towards the promotion of local development. Two case studies in Morocco and Tunisia**". Femise Research Project "Federico Caffè Centre Department of Social Sciences Roskilde University".

**Articles on review**

- Sospiro, P., (2002). "**Famine in A. K. Sen**". Le Testimonianze, Florence, Italy.