

## **Lorenzo Sacconi , short CV and selected recent publications**

Laureate cum laude in philosophy of economics at the University of Pisa, after having studied also at Milan University; he specialized in game theory while he was a visiting scholar at LSE (London school of economics) as a member of the Italian interuniversity research group on “game theory and applications”.

Currently full professor of economics and Unicredit Chair in economic ethics and corporate social responsibility at the Department of economics of the University of Trento, where he leads the LaSER - Laboratory of research in Social responsibility, Ethics and Rationality and the two-years graduate program in “economic decisions, enterprises and corporate social responsibility” (DEIRS).

Since the end of 2004 he has been appointed as the scientific director of EconomEtica, the interuniversity centre of research sponsored by the Accenture Foundation, placed at the Milano Bicocca University and joining over 25 Italian Universities having research and teaching activities in the fields of ethics & economics, business ethics and corporate social responsibility .

Currently also a member of the scientific committee of the PhD program in Law & Economics run jointly by the Universities of Siena and Trento, and faculty of the PHD program in “economics and management” at the University of Trento

Moreover a member of SIDE-ISLE (Italian society for law & economics), ISNIE (international association of new institutional economics), EBEN (European Business Ethics Network) and IEA (international economic association).

During the last few years he has been coordinator of a national research project funded by the Ministry of University on “CSR and corporate governance” involving research units from five Italian universities.

He has been also the Italian national representative in the advisory group on “A Europe of shared responsibility” of the Conseil de l’Europe Direction Générale III, Division de la Recherche et du Développement de la Cohésion sociale (Strasbourg).

Other positions: member of the Culture Commission of Confindustria, the scientific board of GBS, association for social reporting and accountability, a member of the ethical committee of the SRI fund “Paribas-BNL for Telethon” and CertiQuality, one of the main third-party quality-certification body in Italy, member of the board of guarantors of the “Patti Chiari” banks consortium (ABI) .

Past positions: past president of the Italian Business Ethics Network and past member of the EBEN (European business ethics network) Executive Committee.

From 1986 to 1989 professor on contract of methodology of social sciences at the University of Pavia, School of political sciences.

From 1990 to 1999 professor on contract at the Bocconi University (Milan), where he taught courses in the “History and epistemology of economic science” and “public choice economics”.

From 1992 to 1996 director of the Center of research in Business, Professional and Political Ethics at the HSR research institute (University Vita and Salute), Milan.

From 1997 to the end of 2004 he was the director of the CELE, centre for ethics, law and economics at the University Cattaneo LIUC of Castellanza, where he taught “business ethics” and “public economics”, led for seven years the Master program in “economic decisions, social responsibility and corporate ethics”, and was the scientific director of Q-RES project, (1998-2004) a multistakeholder project aimed to the development of a European standard for the management system of socially and ethically responsible enterprises.

During the years 2007-2008 coordinator of a national working group on “CSR and corporate governance” appointed by the Italian Ministry of Welfare in preparation of the Italian Government Conference on CSR.

As a **Business ethics consultant** along the last twenty-five years he consulted many Italian companies and business association for the development of their own codes of ethics. Amongst them: GlaxoWellcome Italy, ENEL, Lega Nazionale Cooperative and Mutue (the League of the Italian Co-operative companies), Confindustria (the Italian Association of privately owned enterprises), AIDDA (the association of the Italian women entrepreneurs), Sogin, Banca etica (Ethics Bank), UBI Bank, the “charter of donations” for the IID (Italian institute of donations). He helped also the Italian government in reframing the Code of Ethics for Italian Public Servants (1997-1999)

- **Books in Italian**

- Etica degli affari. Individui, imprese e mercati nella prospettiva dell’etica razionale”, Il Saggiatore, Milano 1991 (Business ethics. Individuals, Enterprises and Markets in the Perspective of Rational Ethics), pp. 395
- “Cooperazione benessere e organizzazione economica” (with Elena Granaglia) Franco Angeli, Milano, 1992 (Cooperation, welfare and economic organization), pp.255
- “Economia, etica e organizzazione”, Laterza, Roma-Bari, 1997 (Economics, Ethics and Organisation), pp. 225
- “Etica della pubblica amministrazione”, Milano, Guerini, 1998 (Ethics of public administration), pp.320
- Guida critica alla responsabilità sociale e al governo di impresa, Editrice Bancaria, Roma 2005, (A critical guide to corporate social responsibility and corporate governance) pp.750

- **Books authored and edited in English**

2000, *The social contract of the firm*, Springer Verlag, Berlin, pp. 230

2010, *Corporate Social Responsibility and Corporate Governance: The Contribution of Economic Theory and Related Disciplines*, (ed. by Lorenzo Sacconi, Margaret Blair, R. Edward Freeman), Palgrave Mcmillan, Basingstoke, pp. 430

2010, *Social Capital, Corporate Social Responsibility, Economic Behaviour and Performance*, (edited by Lorenzo Sacconi and Giacomo Degli Antoni), Palgrave Macmillan, Basingstoke, pp. 380

- **Selected recent publications (scientific journal articles and book chapters) in English**

1999, “Codes of Ethics as Contractarian Constraints on the Abuse of Authority within Hierarchies: A Perspective from the Theory of Firm” in *Journal of Business Ethics*, 21, pp.189-202.

2000, "Ethics, Corporate Culture and Economic Modelling", in Koslowski P. (ed.), *Contemporary Economic Ethics and Business Ethics*, Series: Studies in Economic Ethics and Philosophy, Springer Verlag, Berlin-Heidelberg, pp. 80-116.

2003, (with S. De Colle and E. Baldin) “The Q-RES Project: The Quality of Social and Ethical Responsibility of Corporations”, in Wieland, Josef (ed.), *Standards and Audits for Ethics Management Systems, The European Perspective*, Series: Studies in Economic Ethics and Philosophy, Springer Verlag, Berlin, pp.60-117

- 2004, (with Stefano Moretti) “A fuzzy logic and default reasoning model of social norm and equilibrium selection in games” in J.Delgrade and T. Shaub (eds.), *Non-Monotonic Reasoning*, proceedings of NMR 04 International Conference, Pacific Institute for the mathematical sciences, ISBN 92-990021-0-X, pp. 350-360.
- 2004, “Efficiency of the non profit Enterprise: Constitutional Ideology, Conformist Preferences and Reputation” in B.Hodgson (ed.) *The Invisible Hand and the Common Good*, Series in Economic Ethics and Philosophy. Springer-Verlag, Berlin, pp. 207-256.
- 2005, (with Gianluca Grimalda) “The Constitution of the Not-For-Profit Organization: Reciprocal Conformity to Morality” in *Constitutional Political Economy* Vol. 16(3), September, 2005, pp.249-276
- 2006 “A Social Contract Account For CSR as Extended Model of Corporate Governance (I):Rational Bargaining and Justification” in *JOURNAL OF BUSINESS ETHICS*, v. 68, n. 3, p. 259-281,, Note: ISSN:0167-4544
- 2006 “CSR as a model of extended corporate governance, an explanation based on the economic theories of social contract, reputation and reciprocal conformism”, in F. Cafaggi (ed.), *Reframing self-regulation in European private Law*, , Kluwer Law International , London , [http://papers.ssrn.com/sol3/papers.cfm?abstract\\_id=514522](http://papers.ssrn.com/sol3/papers.cfm?abstract_id=514522)
- 2007 , “A Social Contract Account for CSR as Extended Model of Corporate Governance (II): Compliance, Reputation and Reciprocity”. *JOURNAL OF BUSINESS ETHICS*. N. 75 pp.77-96.
- 2007, “Contractarianism and Personalisms in a dialogue on the ethical foundation of CSR” in *OIKONOMIA*. vol. 2 ISSN: 1720-1691. [http://papers.ssrn.com/sol3/papers.cfm?abstract\\_id=1164834](http://papers.ssrn.com/sol3/papers.cfm?abstract_id=1164834)
- 2007, “Incomplete contracts and corporate ethics: a game theoretic model under fuzzy information”. In: Cafaggi, F., Nicita A., Pagano, U., (eds) *Legal orderings and economic institutions*. London, New York: Routledge.
- 2007, with G. Grimalda, “Ideals, conformism and reciprocity: A model of Individual Choice with Conformist Motivations, and an Application to the Not-for-Profit Case”. In: P.L. Porta and L.Bruni (eds), *Handbook of Happiness in Economics*, Edward Elgar. London
- 2008, with M. Faillo. “Norm Compliance: The contribution of Behavioral Economics models”. In: Innocenti and Sbriglia P.(eds). *Games, Rationality and Behavior*, Palgrave Mcmillan, London.
- 2008, with S.Moretti . “A Fuzzy Logic and Default Reasoning Model of Social Norms and Equilibrium Selection in Games under Unforeseen Contingencies”. in *International Journal of Uncertainty, Fuzziness and Knowledge Based Systems*. Vol. 16, No. 1 (February),
- 2008 , with Faillo, M., e Ottone, S., “Compliance by Believing: An Experimental Exploration on Social Norms and Impartial Agreements”, working paper N. 10,/ 2008 del Dipartimento di economia dell’Università di Trento (under review in *Games and Economic Behavior*). [http://papers.ssrn.com/sol3/papers.cfm?abstract\\_id=1151245](http://papers.ssrn.com/sol3/papers.cfm?abstract_id=1151245)
- 2008, “CSR as Contractarian Model of Multi-Stakeholder Corporate Governance and the Game-Theory of its Implementation” discussion paper N. 18/ 2008 del Dipartimento di economia, Università di Trento [http://papers.ssrn.com/sol3/papers.cfm?abstract\\_id=1163704](http://papers.ssrn.com/sol3/papers.cfm?abstract_id=1163704)
- 2009, with Degli Antoni G., “A theoretical analysis of the relationship between social capital and corporate social responsibility: concepts and definitions”, in Sacchetti S. and Sugden R.

- (eds.), *Knowledge in the Development of Economies. Institutional Choices under Globalization*, Edward Elgar, London
- 2009, “Corporate Social Responsibility: Implementing a Contractarian Model of Multi-stakeholder Corporate Governance through Game Theory”, in *Does Company Ownership Matter?*, Jean-Philippe Touffut and Robert Solow (eds), Cournot Centre for Economic Studies Series, Edward Elgar Publishing Ltd, London
- 2010, with M. Faillo ‘Conformity, Reciprocity and the Sense of Justice. How Social Contract-based Preferences and Beliefs Explain Norm Compliance: the Experimental Evidence’, *Constitutional Political Economy*, **21** (2), pp. 171–201
- 2010, “A Rawlsian view of Corporate social responsibility (part I): the multistakeholder model of corporate”, in *Corporate Social Responsibility and Corporate Governance: The Contribution of Economic Theory and Related Disciplines*, edited by Lorenzo Sacconi, Margaret Blair , Edward Freeman , Alessandro Vercelli, Palgrave Macmillan Basingstoke . pp.155-191.
- 2010, “A Rawlsian view of CSR and the Game Theory of its Implementation (Part II): Fairness and Equilibrium”, in *Corporate Social Responsibility and Corporate Governance: The Contribution of Economic Theory and Related Disciplines*, edited by Lorenzo Sacconi, Margaret Blair , Edward Freeman , Alessandro Vercelli, Palgrave Macmillan, Basingstoke, pp.192-250.
- 2010, “A Rawlsian View of CSR and the Game Theory of its Implementation (Part III): Conformism and Equilibrium Refinement and Selection” in *Social Capital, Corporate Social Responsibility, Economic Behaviour and Performance* edited by Lorenzo Sacconi and Giacomo Degli Antoni , Palgrave Macmillan, Basingstoke, pp.42-79
- 2010, with G. Degli Antoni , “ Modeling cognitive social capital and CSR as preconditions for sustainable networks of cooperative relations” in *Social Capital, Corporate Social Responsibility, Economic Behaviour and Performance* edited by Lorenzo Sacconi and Giacomo Degli Antoni , Palgrave Macmillan, Basingstoke, pp.162-240
- 2010, “Good Law & Economics needs appropriate microeconomic models: the case against the application of standard principal-agent models to the professions” in *Class Action for Europe: Perspectives from Law and Economics*, edited by A. Cassone, J. Backhaus e G. Ramello, Edward Elgar, London
- 2011, “From individual responsibility to ‘shared’ social responsibilities: concepts for a new paradigm”, in *Towards an Europe of shared social responsibilities. Challenges and strategies*, special issue of *Trends in social cohesion* Series, European Council Publ. , Strasbourg.
- 2011, “Multistakeholder governance for effectively sharing social responsibility.”, in *Towards an Europe of shared social responsibilities. Challenges and strategies*, special issue of *Trends in social cohesion* Series, European Council Publ., Strasbourg.