
Alberto Zanzi

Professor - Management

INTELLECTUAL CONTRIBUTIONS:

Refereed Articles

- Adams, S. & Zanzi, A. (2006). Developing Political Intelligence for Making Feasible Decisions. *Journal of Management Development*, 25 (4), 350 - 367.
- Adams, S. & Zanzi, A. (2005). The consulting career in transition: From partnership to corporate. *Career Development International*, 10 (4), 325 - 338.
- Adams, S. & Zanzi, A. (2004). Academic Development for Careers in Management Consulting. *Career Development International*, 9 (6 & 7), 559-577.
- Adams, S. & Zanzi, A. (2004). Course Preparation for Management Consultants. *Journal of Management Education*, 28 (9), 655-673.
- Zanzi, A. & O'Neill, R. (2001). Sanctioned versus Non-sanctioned Political Tactics. *Journal of Managerial Issues*, XIII (2), 243-262.
- Dumas, C., Goel, S., & Zanzi, A. (2000). Trough the Eyes of the Beholder: Determinants of Positive Perception of the Board's Contribution in Family-Owned Firms. *International Journal of Entrepreneurship and Innovation*, 1 (3), 137-147.
- Zanzi, A. & Dumas, C. (1999). Succession and Governance Across Generations: a Comparative Study of the United States and Italy. *New England Journal of Entrepreneurship*, 2 (2), 47-56.
- Rahman, M. & Zanzi, A. (1995). A Comparison of Organizational Structure, Job Stress, and Satisfaction in Audit and Management Advisory Services (MAS) in CPA Firms. *Journal of Managerial Issues*, VII (9), 290-305.
- Zanzi, A. & Rahman, M. (1992). Influence of Structural Orientations on Productivity and Management Advisory Services and Audit Functions in U.S. Based CPA Firms. *Economia Aziendale*, XI (3), 523-438.
- Zanzi, A., Arthur, M., & Shamir, B. (1991). The relationship between career concerns and political tactics in organizations. *Journal of Organizational Behavior*, 12 (13), 219-234.
- Mitroff, I. & Zanzi, A. (1990). Crisis Management. *Sviluppo e Organizzazione* (120), 50-60.
- Zanzi, A. (1989). A Three Step Model for the Analysis of Power and Politics in Organizations. *Journal of Management Education*, XIII (1), 68-84.
- Zanzi, A. (1987). How Organic is your Organization? Determinants of Organic/Mechanistic Tendencies in a Public Accounting Firm. *Journal of Management Studies*, 24 (2), 125-142.
- Zanzi, A. (1986). Psychological Contract and Cafeteria Style Assignments. *Journal of Management Education*, X (2), 80-91.
- Greiner, L. & Zanzi, A. (1986). Determining the Mechanistic Versus Organic Qualities of Organizations. *Economia Aziendale*, V (2), 293-215.

Refereed Proceedings

Full Paper

- Adams, S. & Zanzi, A. (2004). The Future of University Level Courses in Management Consulting. *Second International Conference on Management Consulting, Academy of Management, Mgt. Consulting Division.*
- Adams, S. & Zanzi, A. (2001). The Role of Academia in Developing Management Consultants: a Study of U.S. Business Schools Course Offering. *First International Conference, Management Consulting Division, Academy of Mgt. Lyon, France 2001 (ISBN 2-9503583-4-9)*, ISEOR, 469-477.
- Zanzi, A. (1992). Business Intelligence as an Effective Tool of Crisis Management. *Proceedings of the 1992 Annual Conference New Avenues of Risk and Crisis Management*, Center for the study of Crisis management, 78-85.

Invited Articles/Reviews

- Zanzi, A. (1989). Fortress Europe: a Look from the Inside. *Business Forum, 14 (4)*, 32-36. (Invited)

Manual

- Zanzi, A. (2001). *MBA 710 W manual and reading package for WEB based course*, New York ed. al.: McGraw Hill.

Book Chapters

Not Refereed

- Adams, S. & Zanzi, A., (2001). Are We Producing Information Age Consultants?. In Anthony F. Buono (Ed.) *Current Trends in Management Consulting*, (pp. 189-205). Greenwich, CT: IAP, Information Age Publishing.
- Zanzi, A., (1997). Il Potere (Organizational Power). In Costa, G. & Naccamulli, R. (Ed.) *Manuale di Organizzazione Aziendale, Vol. 2 (in Italian)*, (pp. 253-283). Turin, Italy: UTET.

Cases

- Zanzi, A., (2000). The Anstrichero of Infrared Coating Corporation (AICC). In Mendenhall, M. and Oddou, G. (Ed.) *Readings and Cases International Human Resource management, Third Ed., Instructor manual*, (pp. 18-20). Cincinnati et al.: South-Western College Publishing.
- Zanzi, A., (2000). The Anstrichero of Infrared Coating Corporation- AICC. In Mendenhall, M. and Oddou, G. (Ed.) *Readings and Cases International Human Resource management, Third Ed.*, (pp. 95-102). Cincinnati et al.: South-Western College Publishing.

Presentation of Refereed Papers

International

- Adams, S. & Zanzi, A. (2004, July). *The Future of University Level Courses in Management Consulting*. Presented at Second International Conference on Management Consulting, Academy of Management, Mgt. Consulting Division, Lousanne, Switzerland.
- Zanzi, A. (1989, May). *Intercultural Difference between American and European Managers*. Presented at Bocconi University and Emerson University, Milan, Italy.
- Zanzi, A. (1988, July). *Organic vs. Mechanistic Qualities of Organizations*. Presented at Standing Conference on Organizational Culture (SCOS), Istanbul, Turkey.

National

- Adams, S. & Zanzi, A. (2005, August). *The Consulting Career in Transition: From Partnership to Corporate*. Presented at Academy of Management annual conference, Honolulu, Hawaii.

- Zanzi, A. (2003, August). *A Democratic Approach to Conducting Field based Student Consulting Projects*. Presented at Academy of Management, Seattle, Washington.
- Zanzi, A. (2003, June). *Connecting with Students in a Virtual World: Teaching O.B Courses on the Web*. Presented at Organizational Behavior National Conference, Springfield, Massachusetts.
- Zanzi, A. (2002, August). *Developing the Discipline of Consulting Challenges, Pedagogy, Research and Reflections*. Presented at Academy of Management, Denver, Colorado.
- Zanzi, A. (2001, August). *The Role of Academia in Developing Management Consultants*. Presented at Academy of Management, Washington, District of Columbia.
- Zanzi, A. (2000, August). *International, Comparative Perspectives in Learning and Development*. Accepted for Academy of Management, Toronto, Canada.
- Zanzi, A. (2000, August). *The Age of Consulting - Consulting's role in the Development of Modern Enterprise*. Presented at Academy of Management, Toronto, Canada.
- Zanzi, A. (1999, August). *New Perspectives on Consulting Interventions*. Presented at Academy of Management, Chicago, Illinois.
- Zanzi, A. (1997, August). *Consulting in a Contextual Perspective*. Presented at Academy of Management, Boston, Massachusetts.
- Zanzi, A. (1996, August). *The benchmarking of Training and Applications of Best Practices*. Presented at Academy of Management, Cincinnati, Ohio.
- Zanzi, A. (1995, October). *Using Case Studies in Family Business Interventions: How to Write Them and How to Use Them Effectively*. Presented at Family Firm Institute National Conference, St. Louis, Missouri.
- Zanzi, A. (1994, August). *Interpretations of the Quantitative Meaning of REsponse-Scale Anchors Across Languages*. Presented at Academy of Management, Dallas, Texas.
- Zanzi, A. (1994, July). *Teaching Family Business Management: Bridging the Gap Between Organizational Behavior and Family Dynamics*. Presented at Organizational Behavior National Conference, Windsor, Unknown.
- Zanzi, A. (1993, June). *TQM Comes to O.B.: As Start-up Exercise for the Total Quality of O.B. Teaching*. Presented at Organizational Behavior National Conference, Lewisburg, Pennsylvania.
- Zanzi, A. (1992, August). *Business Intelligences as an Effective Tool of Crisis Management*. Presented at New Avenues of Crisis Management conference, Las Vegas, Nevada.
- Zanzi, A. (1992, August). *How Can We Teach Management Consulting to MBAs ? ... Very, Very Carefully*. Presented at Academy of Management, Las Vegas, Nevada.
- Zanzi, A. (1992, June). *Writing Global Cases: How to expand the International, Gender, and Cultural Diversity Components in New Case Studies Development*. Presented at Organizational Behavior National Conference, Calgary, Canada.
- Zanzi, A. (1991, June). *Teaching O.B. Overseas*. Presented at Organizational Behavior National Conference, Bellingham, Washington.
- Zanzi, A. (1990, June). *Conflict Diagnosis and Negotiation*. Presented at Organizational Behavior National Conference, Richmond, Virginia.
- Zanzi, A. (1989, May). *A Political Behavior Simulation Case*. Presented at Organizational Behavior National Conference, New York, New York.
- Zanzi, A. (1989, March). *The Marshall Plan: Cooperating to Rebuilt Europe*. Presented at Conference at the JFK Library, Boston, Massachusetts.
- Zanzi, A. (1988, August). *Organizational Structure as Moderator of the Relationship between Career Concerns and Political Tactics*. Presented at Academy of Management annual conference, Anaheim, California.

