

Alberto Zanzi PhD

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Professor of Management and Entrepreneurship
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Professional Interests

Research: Political and Power Structures in Organization, Family Business Governance, Career development in Management Consulting

Teaching: O.B., Power & Politics, Fam. Buss., Mgt. Consulting, International Mgt.

Academic Background

Ph.D. University of Southern California, Los Angeles, CA, Organizational Behavior, 1981
M.B.A. Utah State University, Logan, UT, 1970
B.S.B.A. Utah State University, Logan, UT, Personnel and Human Relations, 1969
Harvard Business School, Cambridge, MA, International Teachers Program, 1972
Harvard business School, Cambridge, MA, Program in Individual Studies in Business Adm., 1974

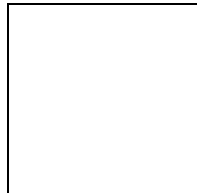
Refereed Articles 1999-2009

- Zanzi, A. & Susan, A. (in press, 2008). Mapping the Client's Political Terrain: a Model of Analysis for Consultants. *Research in Management Consulting, 10th vol.*
- 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.

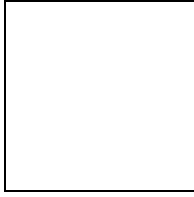
Refereed Proceedings 1999-2009

Full Paper

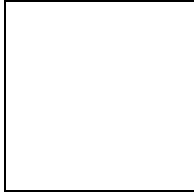
 Zanzi, A. & Adams, S. M. (2007). Mapping the Client's Political Terrain: a Model of analysis for Consultants. *Academy of Management National Conference, Philadelphia, PA, Aug. 2007.*



Zanzi, A. & Adams, S. M. (2007). Examining the Political Side of Decisions: a model of Analysis for Consultants and Their Clients. *Third International Conference of the Management Consulting Division of the Academy of Management, Copenhagen, Denmark, May - June 2007.*



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.*

Book Chapters

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.

Cases

Zanzi, A. (2000). The Anstricherof 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 Anstricherof 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 1999-2009

International

Zanzi, A. & Susan, A. (2007, May). *Examining the Political Side of Decisions: a Model of Analysis for Consultants and Their Clients*. Presented at Third International Conference of the Management Consulting Division of AoM, Copenhagen, Denmark.

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.

National

Zanzi, A. (2008, August). *The Design and Teaching of a Management Consulting Course - Discipline Courses Are Not Sufficient*. Presented at Academy of Management, Anaheim, CA, United States of America.

Zanzi, A. & Susan, A. (2007, August). *Mapping the Client's Political Terrain: a Model of Analysis for Consultants*. Presented at Academy Of Mgmt, Philadelphia, Pennsylvania.

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.

Working Papers

Zanzi, A. & Adams, S. (2009). "The Design and Teaching of Management Consulting Courses: Trends and Developments" targeted for Academy of Management Learning and Education.