

ACADEMIC CURRICULUM VITAE

Dr Salvatore Tinervia



Personal contact details

Citizenship	Italian
University address	University of Palermo, Department of Agricultural and Forest Sciences, Viale delle Scienze, Building 4/A, Room P1-38, 90128, Palermo, Italy
Home address	Via Cappuccini, 174 - 90129 Palermo (PA), Italy
Telephone	(+39) 091 23896 623 - (+39) 327 1237 070
E-mail	salvatore.tinervia03@unipa.it

Biographic note

Salvatore Tinervia in 2011 earned a Bachelor's Degree in Agricultural Sciences and Technologies with a final grades of 107/110 at the University of Palermo, in 2013 obtained a Specialist Degree in Productions and Agricultural Technologies Sciences Cum maxima Laude at the University of Palermo. In 2017 his obtained a Ph.D. in Agricultural Forestry and Environmental Sciences at the University of Palermo.

His first research interests are on competitiveness in the agro-food industry, logistic organisation and marketing of production in these sectors, economics of production of some agro-food sectors at regional and national levels, including wine and floricultural.

Since 2017 he is Lecturer of the subject "Estimo Rurale" and "Agricultural Policy of EU" (SSD AGR/01) at the Department of Agricultural Science, Food and Forestry of the University of Palermo.

Since 2017 he started working as a reviewer for the International Journal of Wine Business Research and Sustainable Agriculture Research.

Education

February 2017	Ph.D. "Agricultural Forestry and Environmental Sciences"
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- Thesis: “Il ruolo delle certificazioni di qualità ed ambientali nel settore vitivinicolo. Un’analisi comparativa tra Italia e Grecia”
 Supervisor: Dr. Antonino Galati
 Co-Supervisor: Full Professor Maria Crescimanno
- July 2013 Degree in Productions and Agricultural Technologies Sciences
 University of Palermo, Faculty of Agricultural Sciences
 Thesis: “L’influenza dei costi di transazione nella scelta del canale di vendita: un’indagine empirica nel comparto florovivaistico siciliano”
 Supervisor: Dr. Antonino Galati
 Co-Supervisor: Dr. Giuseppina Migliore
- November 2011 Degree in Agricultural Sciences and Technologies
 University of Palermo, Faculty of Agricultural Sciences
 Thesis: “Indagine sugli acquisti di prodotti florovivaistici in Italia”
 Supervisor: Full Professor Emanuele Schimmenti
 Co-Supervisor: Dr. Antonino Galati

Publications

1. Galati, A., Tinervia, S., Crescimanno, M. and Spezia, F. (2017), “Changes in the international wine market competitiveness”, *International Journal Globalisation and Small Business*, Vol. 9, No. 4, pp. 277-293.
2. Galati, A., Tinervia, S., Tulone, A., Crescimanno, G. and Rizzo, G. (2017), “Label style and colour contribution to explain market price difference in Italian red wines sold in the Chinese wine market”, *Journal of International Food & Agribusiness Marketing*, Vol. 30, No. 2, pp. 175-190.
3. Migliore, G., Farina, V., Tinervia, S., Matranga, G. and Schifani, G. (2017), “Consumer interest toward tropical fruit: factor affecting avocado fruit consumption in Italy”, *Agricultural and Food Economics*, Vol. 5, No. 24, pp. 1-12.
4. Galati, A., Crescimanno, M., Tinervia, S., Iliopoulos, C. and Theodorakopoulou, I. (2017), “Internal resources as tools to increase the global competition: the Italian wine industry case”, *British Food Journal*, Vol. 119, No. 11, pp. 2406-2420.
5. Galati, A., Crescimanno, M. and Tinervia, S. (2017), “Italian red wine in the Japanese market: a hedonic price analysis” *Global Business and Economics Review*, Vol. 19, No. 6, pp. 760-770.
6. Galati, A., Gianguzzi, G., Tinervia, S., Crescimanno, M. and La Mela Veca, D.S. (2017), “Motivations and impact of voluntary environmental certification in the Italian

- Forest based industry: the case of FSC standard”, *Forest Policy and Economics*, Vol. 83, No. 1, pp. 169-176.
7. Galati, A., Crescimanno, M., Tinervia, S. and Fagnani, F. (2017), “Social media as strategic marketing tool in the wine industry: evidence from Facebook”, *Wine Economics and Policy*, Vol. 6, No. 1, pp. 40-47.
 8. Galati, A., Crescimanno, M., Abbruzzo A., Chironi, S. and Tinervia, S. (2017), “The premium price for Italian red wines in the new world wine consumers countries: the case of the Russian market”, *Journal of Wine Research*, Vol. 28, No. 3, pp. 181-193.
 9. Galati, A., Crescimanno, M., Tinervia, S. and Siggia, D. (2016), “Website quality and internal business factors: An empirical investigation in the Italian wine industry” *International Journal of Wine Business Research*, Vol. 28, No. 4, pp. 308-326.
 10. Fiore M., Galati A., Crescimanno M., Contò F., Giacomarra M. and Tinervia S. (2016), “Managerial suggestions to sustainable market choices: a business profitability assessment on the adoption of voluntary certification in the wine industry of the Italian “Mezzogiorno” regions”, *Quality – Access to Success*, Vol. 17, No. 154, pp. 71-79.
 11. Farruggia, D., Crescimanno, M., Galati, A. and Tinervia, S. (2016), “The quality perception of fresh berries: an empirical survey in the German market”, *Agriculture and Agricultural Science Procedia*, Vol. 8, pp. 566 - 575.
 12. Giacomarra, M., Galati, A., Crescimanno, M. and Tinervia, S. (2016), “The integration of quality and safety concern in the wine industry: the role of third party voluntary certifications”, *Journal of Cleaner Production*, Vol. 112, No. 1, pp. 267 - 274.
 13. Galati A., Crescimanno, M., Giacomarra, M. and Tinervia S. (2015), “Organisational Models in Sicilian Ornamental Firms: an Empirical Analysis Based on the Transaction Cost Theory”, *New Medit*, Vol. 14, No. 4, pp. 58 - 64.
 14. Galati A., Crescimanno M., Rossi M., Farruggia D. and Tinervia S. (2014), “The determinants affecting the internationalization of the Italian SMEs producing sparkling wines: an empirical study on the RBV of the firms”, *International Journal of Globalisation and Small Business*, Vol. 6, No. 2, pp. 100 - 118.
 15. Crescimanno, M., Galati, A., Migliore, G., Schimmenti, E., Tinervia, S. (2013), “Le imprese florovivaistiche siciliane e le relazioni con il mercato”, *Rivista di Frutticoltura e ortofloricoltura*, No. 12, pp. 48-52.
 16. Schimmenti, E., Galati, A., Borsellino, V., Lupi, C., Tinervia, S. (2013), “Behaviour of consumers of conventional and organic flowers and ornamental plants in Italy”, *Horticultural Science (Prague)*, Vol. 40 No. 4, pp. 162-171.

Articles in proceeding

1. Crescimanno, M., Galati, A., Tinervia, S. and Tulone, A. (2017),“Social Media technology use and managers perception. A preliminary study in the Italian wine industry”, in proceeding of 10th Annual Conference of the EuroMed Academy of Business (EMAB) Rome, Italy, September 13th-15th, 2017, pp. 471-482. (ISBN: 978-9963-711-56-7)
2. Crescimanno, M., Galati, A., Tinervia, S., Iliopoulos, C., Theodorakopoulou, I. and Tulone, A. (2017),“Successful organisational models in the Greek wine industry”, in proceeding of 10th Annual Conference of the EuroMed Academy of Business (EMAB) Rome, Italy, September 13th-15th, 2017, pp. 483-495. (ISBN: 978-9963-711-56-7)
3. Dazzi, C., Lo Papa, G., Tinervia, S., Crescimanno, M. and Galati, A. (2016), “Economic aspects of pedotechnique applications in large scale farming: a case study”, in proceeding of 3rd Conference of the World Association of Soil and Water Conservation Belgrade, Serbia, August 22th-26th, 2016, pp.144-144. (ISBN 978-86-7299-249-6).
4. Galati, A., Crescimanno, M., Tinervia, S., Iliopoulos, C. and Theodorakopoulou, I. (2016), “Export performance and organisational models: an empirical analysis based on the rbv approach”, in proceeding of 9th Annual Conference of the EuroMed Academy of Business (EMAB) Warsaw, Poland, September 14th-16th, 2016, pp. 802-813. (ISBN 978-9963-711-43-7).
5. Siggia, D., Battista, A. and Tinervia, S. (2016), “The role of indigenous knowledge in disasters and climate change resilience. A field study in Surkhet and Dailekh districts in the Mid-Western Region of Nepal”, in proceeding of 9th Annual Conference of the EuroMed Academy of Business (EMAB) Warsaw, Poland, September 14th-16th, 2016, pp. 1704-1722. (ISBN 978-9963-711-43-7).
6. Galati A., Crescimanno M. and Tinervia S. (2015), “The premium price for Italian red wine quality attributes in the Japanese market”, in proceeding of 8th Annual Conference of the EuroMed Academy of Business (EMAB) Verona, Italy, September 16th-18th, 2015, pp. 905-916. (ISBN 978-9963-711-37-6).
7. Galati A., Crescimanno M., Tinervia S., Spezia F. and Siggia D. (2015), “Patterns of comparative advantages and their change for the wine industry in the international scenario”, in proceeding of 8th Annual Conference of the EuroMed Academy of Business (EMAB) Verona, Italy, September 16th-18th, 2015, pp. 917-929. (ISBN 978-9963-711-37-6).

8. Giacomarra, M., Galati, A., Crescimanno, M. and Tinervia, S. (2015), “A fact-finding investigation on Sicilian wine firms attitude towards third party voluntary certifications: motivations and alternative impact assessment approaches”, in proceeding of Specialized conference of the EuroMed Academy of Business “Contemporary Trends and Perspectives in Wine and Agrifood Management”, Lecce, 16th - 17th January, 2015, pp. 197-211. (ISBN 978-9963-711-30-7).
9. Galati, A., Crescimanno, M., Chironi, S., Tinervia, S. and Abbruzzo A. (2015) “Italian wines in the new world wine consumers countries: the case of the Russian market”, in proceeding of Specialized conference of the EuroMed Academy of Business “Contemporary Trends and Perspectives in Wine and Agrifood Management”, Lecce, 16th - 17th January, 2015, pp. 175-186. (ISBN 978-9963-711-30-7).
10. Crescimanno, M., Galati, A., Siggia, D. and Tinervia, S. (2014), “Internationalisation of small and medium Sicilian wineries: an exploratory study based on the RBV approach”, in Proceeding del 7th Annual EuroMed Conference of the EuroMed Academy of Business “The Future of Entrepreneurship”, Kristiansand, Norway, 18th - 19th September, pp. 457-467. (ISBN 978-9963-711-27-7).
11. Crescimanno, M., Galati, A., Giacomarra, M. and Tinervia, S. (2014), “How transaction costs affect the sales channel choice: an empirical research in the Sicilian ornamental plant sector”, in Proceeding del 7th Annual EuroMed Conference of the EuroMed Academy of Business “The Future of Entrepreneurship”, Kristiansand, Norway, 18th - 19th September, pp. 442-456. (ISBN 978-9963-711-27-7).
12. Schimmenti, E., Galati, A., Borsellino, V. and Tinervia, S. (2012), “*Gli acquisti di prodotti florovivaistici biologici in Italia*”, in atti del 5° Workshop Nazionale GRAB-IT, a cura di Zanolì, R. e Vairo, D., GRAB-IT c/o D3A Dipartimento Scienze Agrarie, Alimentari ed Ambientali Università Politecnica delle Marche, Ancona, Italy.

Chapters of Books

1. Crescimanno, M., Galati, A., Siggia, D., Tinervia, S. (2015), “Web-sites quality and business performance: an empirical investigation in the sicilian wineries”, in Vrontis, Sakka and Amirkhanpour (Eds), “Management Innovation, Entrepreneurship and Human Resource Management Practices: A Global Perspective”, Cambridge Scholars Publishing (C.S.P.). (ISBN 978-1-4438-7464-9)

Followed thesis

He was the co-supervisor in the followings thesis:

- Giuseppe Romito. *L'Italian sounding* e le implicazioni per la filiera agroalimentare nazionale. Supervisor Professor Maria Crescimanno. University of Palermo, Department of Agricultural and Forest Sciences.
- Francesco Fagnani. L'impegno delle cantine vitivinicole siciliane nei *social media*: il caso di Facebook. Supervisor Dr. Antonino Galati. University of Palermo, Department of Agricultural and Forest Sciences.
- Francesco Barna. Indagine esplorativa sul consumo di carne. Focus nella provincia di Palermo. Supervisor Professor Maria Crescimanno. University of Palermo, Department of Agricultural and Forest Sciences.
- Nicola Lo Bue. Indagine di mercato sui vini biologici e biodinamici. Propensione all'acquisto da parte dei consumatori. Supervisor Professor Maria Crescimanno. University of Palermo, Department of Agricultural and Forest Sciences.

Conference, workshop and seminar presentations

- “Il sistema Agro-Alimentare italiano”, November, 8th, 2017, Palermo, Italy.
- “Il sistema Agro-Alimentare dell'Unione Europea”, October, 25th, 2017, Palermo, Italy.
- “Nuove prospettive per i boschi in Sicilia, March, 8th, 2017, Palermo, Italy.
- 9th Annual Conference of the EuroMed Academy of Business “Innovation, entrepreneurship and digital ecosystems” September 14th-16th, 2016 Warsaw, Poland.
- 8th Annual Conference of the EuroMed Academy of Business “Innovation, Entrepreneurship and Sustainable Value Chain in a Dynamic Environment”, September 16th - 18th, 2015 Verona, Italy.
- Florence SWIF “Sustainability of Well-Being International Forum” 2015: Food for Sustainability and not just food, June 4th - 6th, 2015 Florence, Italy.
- Specialized conference of the EuroMed Academy of Business “Contemporary Trends and Perspectives in Wine and Agrifood Management”, January 16th - 17th, 2015, Lecce, Italy.

Skills and Interests

Competitiveness of the agro-food industry

Agri-food management and logistic organisation

Agri-food marketing strategies

Rural development

Economics of agro-food production

Computer skills and competences

Wide knowledge of Windows and its main Microsoft applications, Internet, video capture and imaging software. Familiarity with modelling skill in STATA, SPSS.

March 29, 2018

A handwritten signature in black ink, appearing to read "John O'Connell". The signature is written in a cursive style with a large, prominent 'O'.