



## Europass Curriculum Vitae

### Personal information

Surname(s) / First name(s) **Di Falco, Germana**  
Address(es) Via Borgo 1, IT 61010, Montecerignone (PU), Italy  
Telephone(s) +39 338 7995863 (Work)  
E-mail germana.difalco@gmail.com  
Nationality Italy  
Date of birth 4th September 1970  
Gender Female

Experience in EU projects **Expert on entrepreneurship. Project manager and coordinator of the following projects:**  
PROGRESS, WIT Project- Emerging skills and innovative training schemes for White Jobs in the perspective of Europe 2020  
Lead Partner: Metropolitan Area of Milan.  
ADRIATIC IPA CBC, Adristorical Lands, Innovative patterns for entrepreneurship in tourism and cultural industries  
Lead Partner: Regione Molise  
ENI CBC ITALY- TUNISIA, Courage, System actions and incubators in order to support new entrepreneurship  
Lead Partner: Municipality of Alcamo  
ERASMUS PLUS KA 2, HECTOR Project, Heritage and Cultural Tourism and related entrepreneurial skills.  
Lead partner: EICR (Luxembourg)

### Work experience

Dates **April 2005 Onwards**  
Occupation or position held General Director

Main activities and responsibilities	Organisational Management, including Personnel and Financial Management, Programme Development, Project Management and Implementation, including Thematic Research for DG Regio (Impact of Administrative Costs in Regional Policies: LP: SWECO), Strategic Support to URBACT Networks “Smart Cities” (Lead Partner: Coimbra, PT) and “E4C” (Lead Partner: Red Local, ES); Technical Assistance to Campania Region (Rural-Urban Development ERDF-EARDF integrated programmes), to Romanian Ministry of Education (ICT and Innovative Tools for Advanced Training); Sicilia Region (Italy-Tunisia ENPI CBC Programme); Independent Evaluation of ETC Programmes for Italy (Italian Ministry of Development); Independent Evaluation of EFRD and ESF Programmes for Lombardy Region and Friuli Venezia Giulia. Special thematic reports have been provided on the following issues: “Over-education and the risk of Human Capital depreciation in a crisis period”; “ Innovative youth engagement approach for young employment in the most advanced EU regions”; “Patterns for integrating ESF and other EU policies in the 2014-2020 regional agendas for development”. Strategic support to ANOFM Romania (National Employment Agency) on three main areas of interventions: “Drop-outs and strategies for improving employability”; “National/regional integrated employment observatories”; “ Evaluation models for measuring results and impacts of employment policies at national and regional level”
Name and address of employer	Expert Italia, via Benedetto Marcello 6, Milano IT
Type of business or sector	Private research institute
Dates	<b>January 2001 Onwards</b>
Occupation or position held	<u>Independent evaluator and trainer</u>
Main activities and responsibilities	Trainer in International Masters (ILO; LUM Jean Monnet- Bari; EM-Lyon)) on entrepreneurial finance and on entrepreneurship . Trainer in National Programmes on the behalf of Italian Ministry of Development ( <a href="http://www.progetto-opera.eu">www.progetto-opera.eu</a> ) and in several national master programmes on Employment Strategies, Local Development and National/Regional Visioning (Trento School of Management+OECD; IL Sole 24 Ore, etc.) Main topics: Employment Policies and International Labor Market, International Public Finance, Project Management, Participatory Planning, Regional Foresight, Innovation Management, EU Programme and Project Management; Strategic Evaluation for Smart Cities.
Name and address of employer	LUM Jean Monnet, Casamassima – Bari, IT as Adjunct Professor of International Finance
Type of business or sector	University
Dates	<b>April 2012 Onwards</b>
Occupation or position held	Thematic expert URBACT programme
Main activities and responsibilities	Evaluation and support of the activities of LSGs with a specific focus on Human Capital for Urban development
Name and address of employer	Secrétariat <i>URBACT</i> II 5, rue Pleyel 93283 Saint-Denis Cedex
Type of business or sector	EU Agency
Dates	<b>March 1993 to February 2002</b>
Occupation or position held	<u>Project Manager</u>
Main activities and responsibilities	Programme Management, Project Appraisal and Monitoring of ERDF Objective 1 and 2 projects in the area of Research and Innovation; Coordinator of technical assistance and training programme in several local development agency; National Expert for WEF World Competitiveness Index, National Coordinator of the Projects PITAGORA and SAPIENS (both regarding training and support in three-years national-wide 5-millions pilot-actions on local communities led development programmes)
Name and address of employer	Bocconi University, Management Department, via Bocconi 8, Milan IT
Type of business or sector	Higher Education Institution

Dates	July 1993 to February 2005
Occupation or position held	Professor
Main activities and responsibilities	Responsible of the MBA courses in “Entrepreneurship” and “Business and Government Relations” (special focus on Participatory Planning for Local and Urban Development; English and Italian classes) Coordinator of the Department “Territorial Marketing” and of the research area “Management and Finance of International Projects and Programmes for Public Administrations) at Bocconi School of Management
Name and address of employer	Bocconi University, School of management, via Bocconi, 8, Milano (IT)
Type of business or sector	Higher Education Institution

## Education and training

Dates	1993-1996
Title of qualification awarded	PhD
Principal subjects/occupational skills covered	Thesis Title: Institutional Governance and Participatory Planning in Local Development: towards a Managerial Approach
Name and type of organisation providing education and training	Catholic University of Sacred Heart, Higher Education Institution, Milan IT Supported by an Internship Period at Stern, NYU and at Nova Southern University, Fort Lauderdale, FL
Level in national or international classification	ISCED 6
Dates	1988-1993
Title of qualification awarded	University Degree
Principal subjects/occupational skills covered	Public Administration (Business - Government Relations)
Name and type of organisation providing education and training	Bocconi University, Higher Education Institution, Milan, IT
Level in national or international classification	ISCED 5

## Personal skills and competences

Mother tongue(s) Italian

Other language(s) English, French, Spanish, Romanian

Self-assessment

European level (\*)

Language

Language

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
EN	C2	EN	C2	EN	C2	EN	C2	EN	C2
FR	C1	FR	C1	FR	B2	FR	B2	FR	B1
ES	C2	ES	C2	ES	B2	ES	B2	ES	B1
RO	C2	RO	C1	RO	B2	RO	B2	RO	A2

(\*) Common European Framework of Reference for Languages

Social skills and competences	<p>Germana was appointed as Programmes Director at Archidata, Expert Italia, Cast consulting in early 2000s and from January 2006 is General Director with full company wide responsibilities. Currently, she is the lead senior expert for the EC PROGRESS Grant Agreement No VS/2012/0017 - FIRST STEP TO FIRST JOB - Innovative methods leading Youth to a solid career and involved in international networking and co-operation projects with partners in Bulgaria, Romania, Ireland, Switzerland, Poland, Israel, Germany, Italy and Sweden.</p> <p>In addition, she is currently Project Manager of the H2020 MSCA COFUNDREP-EAT Project. She supported a general agreement involving 30 different universities in Balkans and Adriatic area and is one of the Core Expert of the ASKFOOD Knowledge Alliance</p> <p>She is an expert to the Romanian Ministry of Industry in the development of their FDI Marketing Strategy. Historically, from September 1993 to July 2001, Germana has chaired the MBA courses of Bocconi University. Her teaching attitudes and Innovation in evaluation as well as training techniques have been tested in several projects, both at national and international level.</p>
Organisational skills and competences	<p>Germana is Director of Consultancy Firm Ltd with a team of 5 staff with an annual budget of 1 Meuro.</p> <p>Her operational responsibilities include international and national projects, consultancy and university related activities in the particular fields of pre-incubation and incubation support, innovation support for SMEs and regional economic development.</p>
Technical skills and competences	Germana is a recognised programme director, project development specialist and project manager operating within the fields of Regional Strategic Planning
Computer skills and competences	Competent with Microsoft Office and Mac apps
Artistic skills and competences	Poetry, Guitar
Other skills and competences	-
Driving licence	Full, Clean Driving Licence
Additional information	-

