
Alberto Zanzi

Intellectual Contributions:

Refereed Articles

- 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.
- 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

- 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.*
- 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 edt 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. 1`8-20). Cincinnati et al.: South-Western College Publishing.
- Zanzi, A. (2000). The Anstrichero of Infrared Coating Corporatio- 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

- 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 Dvision 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.
- 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

- 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.
- 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 RResponse-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.

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