

Renzo A. Cenciarini

Associate Professor of Practice



Knowledge Group: Finance

Research Domains: Entrepreneurial Finance

Teaching Domains: Venture Capital & Private Capital (Debt & Equity), Asset Pricing, Corporate Valuation, M&A, Turnaround

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Biography

Renzo Cenciarini is Associate Professor of Practice in Corporate Finance and Real Estate, SDA Bocconi and a Contract Professor at the Department of Management and Technology, Università Bocconi.

His collaboration with SDA Bocconi began in 1990. He has coordinated several meaningful research projects and education activities for large Italian and international companies which operate in diverse industrial sectors. He is a member of the faculty of: Master in Business Administration (MBA) (both full-time and part-time), Master in Corporate Finance (MCF), Executive MBA, Global Executive MBA, Executive Master in Finance (EMF), among others. His teaching covers entrepreneurship, asset restructuring, valuation, M&A. He teaches the same topics in custom programs for large multinational corporations and in executive programs.

His research activities have always focused on value creation through uniqueness, be it entrepreneurial, disruptive behavior or values. Most recently, his interests have focused on entrepreneurial topics, which have led to the launch of a new course, "Managing the Growing Entrepreneurial Venture" at Università Bocconi. In the past, he has concentrated his research on corporate restructuring, mostly of invested capital.

He is the author of several books, book chapters, articles and keynote speeches on the subject of corporate restructuring and the growth of industrial companies.

In 1998 he founded Cenciarini & Co., a boutique investment bank operating in equity investments and corporate finance consultancy. In the last 20 years, investments have been focused mainly on companies in need of restructuring, business building and, more recently, start-ups. Cenciarini & Co. has invested on behalf of more than 20 companies, and advised on over 100 M&A deals.

He has held several positions as a Board member and Chairman of banks and companies, both listed and privately held, in Italy and abroad. He has carried out several assignments for the Italian Ministry of Economic

Development, as well as for international institutions and entities. He is a member of several international networks.

He earned a degree in Economics magna cum laude from Università Bocconi, where he was the recipient of the Nestlé prize and gold medal winner for his outstanding dissertation. He then earned a Master in Business Administration (MBA) degree from Harvard Business School, where he was the recipient of a JP Morgan Fellowship .

Articles in Scholarly Journals

Lo scaling-up è il vero ostacolo delle start-up

CENCIARINI, R. A., I. CAVALLERI, "Lo scaling-up è il vero ostacolo delle start-up", *Economia & Management*, 2021, no. 3, pp. 75-79

Cases in International Case Collections

Socotherm Group

CENCIARINI, R., I. CAVALLERI - "Socotherm Group" - 2013, The Case Centre, Great Britain

Termozeta Corporation

CENCIARINI, R. A., G. LUCCHINI - "Termozeta Corporation" - 2005, The Case Centre, Great Britain

Softech

CENCIARINI, R. A., M. L. LOMBARDI, G. LUCCHINI - "Softech" - 2005, The Case Centre, Great Britain

Toiletries: Analysis of a Leveraged Buy-in

CENCIARINI, R. A., G. LUCCHINI - "Toiletries: Analysis of a Leveraged Buy-in" - 2005, The Case Centre, Great Britain

Contribution to Chapters, Books or Research Monographs

Le acquisizioni in special situation

CENCIARINI, R. A., V. CONCA, "Le acquisizioni in special situation" in *Economia aziendale & management*. Scritti in onore di V.Coda., G.Airoldi, G.Brunetti, G.Corbetta, G.Invernizzi (Eds.), Egea, pp. 2199-2230, 2010

Andamento mondiale di produzione e scambi

CENCIARINI, R. A., O. PETTINATO, "Andamento mondiale di produzione e scambi" in *Un ponte per lacrescita. Imprese, banche e finanza per il futuro del Sistema Italia.*, R.Cenciarini, M.Dalocchio, A.Dell'Acqua, L.Etro (Eds.), Gangemi Editore, pp. 143-169, 2006

I processi di delocalizzazione produttiva

TETI, E., R. A. CENCIARINI, "I processi di delocalizzazione produttiva" in L'impresa Veneta; Finanza, Internazionalizzazione e Crescita., Cenciarini R.A., Dallochio M., Dell'Acqua A., Etro L. (Eds.), Confindustria, chap. 2, 2006

La valutazione delle internet start up

CENCIARINI, R. A., F. PERRINI, M. SPISNI, "La valutazione delle internet start up" in E-valuation. La valutazione delle imprese internet based., F.Perrini (Ed.), McGraw-Hill, chap. 10, 2000

Research Reports

Eccellenza imprenditoriale: il valore dell'internazionalizzazione per le imprese italiane - Confindustria Monza e Brianza

CENCIARINI, R. A., M. DALLOCCHIO, A. DELL'ACQUA, L. L. ETRO - "Eccellenza imprenditoriale: il valore dell'internazionalizzazione per le imprese italiane - Confindustria Monza e Brianza" - 2008, Confindustria, Italy

Top Performer: un'analisi empirica sulla crescita delle imprese lombarde

CENCIARINI, R. A., M. DALLOCCHIO, A. DELL'ACQUA, L. L. ETRO - "Top Performer: un'analisi empirica sulla crescita delle imprese lombarde" - 2007, Confindustria Lombardia, Italy

Finanza agevole per l'impresa globale. Proposte di sviluppo in Emilia Romagna per vincere le sfide future

CENCIARINI, R. A., M. DALLOCCHIO, A. DELL'ACQUA, L. L. ETRO - "Finanza agevole per l'impresa globale. Proposte di sviluppo in Emilia Romagna per vincere le sfide future" - 2007, Artioli Editore, Italy

L'impresa Veneta: finanza, internazionalizzazione e crescita

CENCIARINI, R. A., M. DALLOCCHIO, A. DELL'ACQUA, L. L. ETRO - "L'impresa Veneta: finanza, internazionalizzazione e crescita" - 2006, Confindustria, Verona, Italy

Finanza e crescita della piccola e media impresa in Lombardia: stato dell'arte e idee per il futuro

CENCIARINI, R. A., M. DALLOCCHIO, A. DELL'ACQUA, L. L. ETRO - "Finanza e crescita della piccola e media impresa in Lombardia: stato dell'arte e idee per il futuro" - 2005, Confindustria, Milano, Italy

Edited Books

Un ponte per la crescita – Imprese, banche e finanza per il futuro del sistema Italia

CENCIARINI, R. A., A. DELL'ACQUA, L. L. ETRO, M. DALLOCCHIO (Eds.), "Un ponte per la crescita – Imprese, banche e finanza per il futuro del sistema Italia" - 2006, Gangemi Editore, Roma, Italy

Ristrutturazione e crescita – le strategie adottate dalle imprese di successo

CENCIARINI, R. A. (Ed.), "Ristrutturazione e crescita – le strategie adottate dalle imprese di successo" - 1998, A.Giuffrè Editore S.p.A., Milano, Italy

Magneti Marelli. La storia e la business transformation

CENCIARINI, R. A., S. LICINI (Eds.), "Magneti Marelli. La storia e la business transformation" - 1996, A.Giuffrè Editore S.p.A., Milano, Italy