

Gianluca Salviotti

Associate Professor of Practice



Knowledge Group: Leadership, Human Resources and Digital Technologies

Research Domains: Digital Transformation

Teaching Domains: Digital Innovation, High Impact Technologies,
Technology Scouting, IT Governance, Cyber Risk Governance

gianluca.salviotti@sdabocconi.it

Biography

Gianluca Salviotti is an Associate Professor of Practice in Information Systems and Digital Transformation at SDA Bocconi School of Management. Since January 2018, he has been appointed as the Information Systems Faculty Deputy. He is also responsible for teaching Governance and Strategy for Cyber Risk at Bocconi University. Gianluca is a member of the Faculty at the Asia Center of SDA Bocconi. He is part of the AI Commission established at the Presidency of the Council of Ministers, Department for Information and Publishing, focusing on studying the impacts of Artificial Intelligence in the editorial and media context.

At SDA Bocconi, Gianluca is the co-founder of the DEVO Lab research laboratory, which, over the last 8 years, has engaged more than 40 organizations actively involved in conceiving strategies and tools for governing digital transformation. He teaches Digital Transformation and Digital Innovation in major programs at SDA Bocconi, including MBA, Executive MBA, MISA, EMMIO, IMB, and IEMB (Mumbai). He has directed open Executive Education programs and led numerous research initiatives and customized training programs for large Italian and international groups.

His research focuses on high-impact digital technologies for businesses, the relationship between corporate complexity and information systems governance, and the management of IT and Cyber risks. Currently, he is working with the Computer Science and Artificial Intelligence Laboratory (CSAIL) at the Massachusetts Institute of Technology (MIT) on identifying business impacts of technological clusters. He has authored numerous essays and articles on Information Systems and Digital Transformation, published in practice-oriented journals such as MIS Quarterly Executive. He is also a co-author of books such as "The Blockchain Journey, a guide to practical business applications" and "The post-digital Enterprise."

Gianluca has received numerous awards, including the Excellence Award for Coordination at SDA Bocconi in 2011 and 2012. In 2013, he was awarded for the best innovation project by the Research Division Claudio Demattè. In 2014, he won the Google Faculty Research Award for his research on the digitalization of small and medium-sized enterprises. In 2015 and 2016, he received the teaching award from the Sedin-Bocconi

Institute for the course "Informatics for Economics." In 2018, he won the Best Paper Award at the HICSS conference in the category "Move the Field Forward" with a work on business applications of Blockchain technology. In 2021 and 2023, he received the award for excellence in innovative teaching from Bocconi University.

Gianluca earned his Bachelor's and Ph.D. in Business Administration from the University of Pavia. He completed the International Teachers Program (ITP) at the China Europe International Business School (CEIBS Shanghai-Beijing, 2016). Married to Lorena, he has two sons, Francesco Jacopo and Alessandro Ludovico.

Other

Esplorare il mercato e comprendere gli utilizzi dell'AI

DIAFERIA, L., L. DE ROSSI, G. SALVIOTTI, "Esplorare il mercato e comprendere gli utilizzi dell'AI", Economia & Management Plus, 14 January 2025

AI in azienda: come identificare aree di intervento e iniziative

DIAFERIA, L., L. DE ROSSI, G. SALVIOTTI, "AI in azienda: come identificare aree di intervento e iniziative", Economia & Management Plus, 24 April 2025

AI in azienda: valutare e prioritizzare le aree di intervento

DIAFERIA, L., L. DE ROSSI, G. SALVIOTTI, "AI in azienda: valutare e prioritizzare le aree di intervento", Economia & Management Plus, 14 July 2025

Portare l'AI in azienda: una roadmap in cinque fasi

DIAFERIA, L., L. DE ROSSI, G. SALVIOTTI, "Portare l'AI in azienda: una roadmap in cinque fasi", Economia & Management Plus, 29 October 2024

AI in azienda: guida a un cambiamento graduale e sostenibile

DE ROSSI, L., L. DIAFERIA, G. SALVIOTTI, "AI in azienda: guida a un cambiamento graduale e sostenibile", Agenda Digitale, 7 October 2024

Proceedings/Presentations

A Metaverse Typology: Exploring the Role of Immersivity and Centralization in Driving Value Creation

SALVIOTTI, G., L. DE ROSSI, N. ABBATEMARCO, L. DIAFERIA, "A Metaverse Typology: Exploring the Role of Immersivity and Centralization in Driving Value Creation" in Proceedings of the 57th Annual Hawaii International Conference on System Sciences, January 3-6, 2024, Honolulu, Hawaii, United States of America

Understanding Leadership Competencies in Cyber Crisis Management: Insights from the Maersk Global Supply Chain Meltdown

ABBATEMARCO, N., G. SALVIOTTI, C. D'IGNAZIO, L. DE ROSSI, "Understanding Leadership Competencies in Cyber Crisis Management: Insights from the Maersk Global Supply Chain Meltdown" in Proceedings of the 57th Annual Hawaii International Conference on System Sciences, January 3-6, 2024, Honolulu, Hawaii, United States of America

Understanding the Role of Leadership Competencies in Cyber Crisis Management: A Case Study

SALVIOTTI, G., N. ABBATEMARCO, L. DE ROSSI, K. BJØRNLAND, "Understanding the Role of Leadership Competencies in Cyber Crisis Management: A Case Study" in Proceedings of the 56th Annual Hawaii International Conference on System Sciences, January 3-6, 2023, Maui, Hawaii, United States of America

When Standard Is Not Enough: a Conceptualization of AI Systems' Customization and its Antecedents

DIAFERIA, L., I. BLOHM, L. DE ROSSI, G. SALVIOTTI, "When Standard Is Not Enough: a Conceptualization of AI Systems' Customization and its Antecedents" in Proceedings of the International Conference on Information Systems, December 11-14, 2022, Copenhagen, Denmark

Digital Transformation and Incumbent Businesses: How to Understand and Assess Platform Disruption

CENNAMO, C., L. DIAFERIA, A. GAUR, G. SALVIOTTI, "Digital Transformation and Incumbent Businesses: How to Understand and Assess Platform Disruption" in 3rd Competitive Renaissance Through Digital Transformation Conference, February 18-19, 2021, Pavia, Italy

Beyond a Blockchain Paradox: How Intermediaries Can Leverage a Disintermediation Technology

ABBATEMARCO, N., L. DE ROSSI, A. GAUR, G. SALVIOTTI, "Beyond a Blockchain Paradox: How Intermediaries Can Leverage a Disintermediation Technology" in Proceedings of the 53rd Hawaii International Conference on System Sciences, January 7-10, 2020, Maui, Hawaii, United States of America

Towards a Comprehensive Blockchain Architecture Continuum.

SALVIOTTI, G., N. ABBATEMARCO, L. DE ROSSI, "Towards a Comprehensive Blockchain Architecture Continuum." in Proceedings of the 52nd Hawaii International Conference on System Sciences, 2019, Grand Wailea, Maui, United States of America

Strategic factors enabling digital maturity: an extended survey

SALVIOTTI, G., A. GAUR, F. PENNAROLA, "Strategic factors enabling digital maturity: an extended survey" in Mediterranean Conference on Information Systems (MCIS), 21-23 September, 2019, Naples, Italy

A Structured Framework to Assess the Business Application Landscape of Blockchain Technologies

SALVIOTTI, G., L. DE ROSSI, N. ABBATEMARCO, "A Structured Framework to Assess the Business Application Landscape of Blockchain Technologies" in The 51st Hawaii International Conference on System Sciences - January 2-6, 2018, Waikoloa Village, Hawaii, United States of America

An econometric model to estimate the value of a cryptocurrency network: the Bitcoin case.

SALVIOTTI, G., L. DE ROSSI, N. ABBATEMARCO, "An econometric model to estimate the value of a cryptocurrency network: the Bitcoin case." in Proceedings of 26th European Conference on Information Systems, 2018, Portsmouth, Great Britain

Information Technology and the transformation of wine industries. A cross-country comparison

SALVIOTTI, G., "Information Technology and the transformation of wine industries. A cross-country comparison" in Proceedings of the 6th AWBR International Conference - June 9-11, 2011, Bordeaux , FRANCE

ICT & Organization Performance: uncovering the mediating role of organizational learning and social capital

MANDELLI, A., G. SALVIOTTI, S. VIANELLO, "ICT & Organization Performance: uncovering the mediating role of organizational learning and social capital" in 38th EMAC Conference - May 26-29, 2009, Nantes, France

Ripensare i sistemi di CRM nelle imprese italiane. Prime evidenze da una action research

SALVIOTTI, G., P. PASINI, "Ripensare i sistemi di CRM nelle imprese italiane. Prime evidenze da una action research" in 3rd Conference of the Italian Chapter of AIS - 26-27 October, 2006, Milano, Italy

Network organization in digital economy: evidence from the italian case

SALVIOTTI, G., A. MANDELLI, A. BIFFI, A. CANATO, "Network organization in digital economy: evidence from the italian case" in Business and Information Technologies Conference - June 2, 2006, Lugano, Switzerland

Practice-Oriented Books

AI Management. Strategie e Approcci in Azienda

DIAFERIA, L., L. DE ROSSI, G. SALVIOTTI - "AI Management. Strategie e Approcci in Azienda" - 2024, Egea, Milano, Italy

The Blockchain Journey. A guide to practical business applications.

SALVIOTTI, G., L. DE ROSSI, N. ABBATEMARCO - "The Blockchain Journey. A guide to practical business applications." - 2018, Bocconi University Press - BUP, Milano, Italy

Articles in national/international newspapers

La transizione tech in cinque mosse

SALVIOTTI, G., "La transizione tech in cinque mosse", La Repubblica - Affari&Finanza, 23 September 2024

Articles in Scholarly Journals

Metaversi possibili. Archetipi e casi d'uso per andare oltre la bolla

DE ROSSI, L., G. SALVIOTTI, "Metaversi possibili. Archetipi e casi d'uso per andare oltre la bolla", Economia & Management, 2023, no. 3, pp. 67-71

Assessing Incumbents' Risk of Digital Platform Disruption

CENNAMO, C., L. DIAFERIA, A. GAUR, G. SALVIOTTI, "Assessing Incumbents' Risk of Digital Platform Disruption", MIS Quarterly Executive, 2022, vol. 21, no. 1, pp. 55-74

Intelligenza artificiale cosa c'è dietro

DIAFERIA, L., G. SALVIOTTI, "Intelligenza artificiale cosa c'è dietro", Economia & Management, 2021, no. 2, pp. 8-12

5G: infrastruttura in cerca d'autore - 5G: an infrastructure seeking for an author

ABBATEMARCO, N., G. SALVIOTTI, "5G: infrastruttura in cerca d'autore - 5G: an infrastructure seeking for an author", Economia & Management, 2019, no. 4, pp. 65-71

Networked digitization. L'unione fa la forza

SALVIOTTI, G., F. SAVIOZZI, S. AUTERA, "Networked digitization. L'unione fa la forza", Economia & Management, 2016, no. 3, pp. 20-26

Le regole del gioco degli enterprise social network: il caso Reply

SAVIOZZI, F., G. SALVIOTTI, S. ZAMBONI, "Le regole del gioco degli enterprise social network: il caso Reply", Economia & Management, 2014, no. 6, pp. 84-100

Standardizzare l'innovazione, la storia di Bay Barb

SALVIOTTI, G., A. BIFFI, "Standardizzare l'innovazione, la storia di Bay Barb", Economia & Management, 2011, no. 4, pp. 67-90

Sistemi informativi integrati e Web 2.0: dal make al buy al mash-up delle applicazioni software?

SALVIOTTI, G., "Sistemi informativi integrati e Web 2.0: dal make al buy al mash-up delle applicazioni software?", Economia & Management, 2009, no. 3, pp. 71-73

L'eccellenza nei processi di innovazione aziendali. Best Innovation Award 2007

SALVIOTTI, G., S. ZAMBONI, "L'eccellenza nei processi di innovazione aziendali. Best Innovation Award 2007", Economia & Management, 2008, no. 3, pp. 60-64

I sistemi di CRM nel retail: centralizzazione o decentramento?

SALVIOTTI, G., F. ZERBINI, "I sistemi di CRM nel retail: centralizzazione o decentramento?", Economia & Management, 2008, no. 1, pp. 91-117

Contribution to Chapters, Books or Research Monographs

Rediscovering the Fundamentals of Value Creation

SALVIOTTI, G., "Rediscovering the Fundamentals of Value Creation" in The Post-Digital Enterprise., Gianluigi Castelli, Severino Meregalli, Ferdinando Pennarola (Eds.), Springer International Publishing, chap. 3, pp. 33-54, 2022

Il sistema informativo del punto di vendita: informazioni e tecnologie nella prospettiva della store experience

SALVIOTTI, G., "Il sistema informativo del punto di vendita: informazioni e tecnologie nella prospettiva della store experience" in Store Management. Il punto vendita come luogo di esperienze e di relazioni - IV Ed., S. Castaldo, C. Mauri (Eds.), Franco Angeli, chap. 9, pp. 307-334, 2017

ICT, digitalization and the Information Society

SALVIOTTI, G., "ICT, digitalization and the Information Society" in A. Clerici, Computer skills handbook for economics., A. Clerici (Ed.), Egea, 2015

Web, Web 2.0 and online information

SALVIOTTI, G., "Web, Web 2.0 and online information" in Computer skills handbook for economics., A. Clerici (Ed.), Egea, 2015

L'evoluzione dell'ICT

SALVIOTTI, G., "L'evoluzione dell'ICT" in Manuale di informatica per l'economia., A.Clerici (Ed.), Egea, pp. 3-26, 2014

Web 2.0: logiche, opportunità e rischi

SALVIOTTI, G., "Web 2.0: logiche, opportunità e rischi" in Manuale di informatica per l'economia., A.Clerici (Ed.), Egea, pp. 57-88, 2014

La gestione dei rischi dei sistemi informativi

SALVIOTTI, G., "La gestione dei rischi dei sistemi informativi" in Information technology in azienda. Modelli di management., P.Pasini (Ed.), Egea, pp. 143-164, 2013

Il web 2.0 per connettersi, comunicare, collaborare, condividere

SALVIOTTI, G., "Il web 2.0 per connettersi, comunicare, collaborare, condividere" in Comunicare 2.0 : lavorare con gli strumenti del nuovo web., A.Clerici, M.De Pra, G.Salviotti (Eds.), Apogeo Editore, pp. 1-45, 2012

Search 2.0 : la ricerca di informazioni nel web 2.0

SALVIOTTI, G., "Search 2.0 : la ricerca di informazioni nel web 2.0" in Comunicare 2.0 : lavorare con gli strumenti del nuovo web., A.Clerici, M.De Pra, G.Salviotti (Eds.), Apogeo Editore, pp. 167-200, 2012

Verso la enterprise 2.0

SALVIOTTI, G., "Verso la enterprise 2.0" in Comunicare 2.0 : lavorare con gli strumenti del nuovo web., A.Clerici, M.De Pra, G.Salviotti (Eds.), Apogeo Editore, pp. 201-226, 2012

Il Sistema Informativo Aziendale

SALVIOTTI, G., "Il Sistema Informativo Aziendale" in Manuale di Informatica per l'economia., A.Clerici (Ed.), Egea, pp. 43-70, 2011

Il Web 2.0

SALVIOTTI, G., "Il Web 2.0" in Manuale di Informatica per l'economia., A.Clerici (Ed.), Egea, pp. 117-170, 2011

Introduction to ICT

SALVIOTTI, G., "Introduction to ICT" in Computer Skills for Economics., A.Clerici (Ed.), Egea, pp. 3-42, 2011

Introduzione all'ICT

SALVIOTTI, G., "Introduzione all'ICT" in Manuale di Informatica per l'economia., A.Clerici (Ed.), Egea, pp. 3-40, 2011

The corporate information system

SALVIOTTI, G., "The corporate information system" in Computer Skills For Economics., A.Clerici (Ed.), Egea, pp. 43-69, 2011

Web 2.0

SALVIOTTI, G., "Web 2.0" in Computer Skills for Economics., A.Clerici (Ed.), Egea, pp. 113-166, 2011

I sistemi informativi per il supply chain management (SCM)

SALVIOTTI, G., "I sistemi informativi per il supply chain management (SCM)" in Management Volume 7 - Innovazione e tecnologie informatiche., F. Pennarola (Ed.), Il Sole 24 Ore - Università Bocconi Editore - La Repubblica, pp. 379-407, 2006

Store information system: informazioni e tecnologie per la gestione delle piattaforme relazionali

BIFFI, A., G. SALVIOTTI, "Store information system: informazioni e tecnologie per la gestione delle piattaforme relazionali" in Store management: il punto vendita come piattaforma relazionale., S.Castaldo, C.Mauri (Eds.), Franco Angeli, pp. 314-343, 2005

Edited Books

High Impact Technologies Radar, General Report, 4th Edition

SALVIOTTI, G., S. MEREGALLI (Eds.), "High Impact Technologies Radar, General Report, 4th Edition" - 2022, Egea, Milano, Italy

High Impact Technologies Radar, General Report, 3rd Edition

SALVIOTTI, G., S. MEREGALLI (Eds.), "High Impact Technologies Radar, General Report, 3rd Edition" - 2019, Egea, Milano, Italy

High Impact Technologies Radar, General Report, 2nd Edition

SALVIOTTI, G., S. MEREGALLI (Eds.), "High Impact Technologies Radar, General Report, 2nd Edition" - 2018, Egea, Milano, Italy

Digitale e Manifatturiero. Impatti, prospettive e stato dell'arte per le aziende italiane

SALVIOTTI, G., S. MEREGALLI (Eds.), "Digitale e Manifatturiero. Impatti, prospettive e stato dell'arte per le aziende italiane" - 2017, Egea, Milano, Italy

High Impact Technologies Radar, General Report

SALVIOTTI, G., S. MEREGALLI (Eds.), "High Impact Technologies Radar, General Report" - 2017, Egea, Milano, Italy

Comunicare 2.0 : lavorare con gli strumenti del nuovo web

CLERICI, A., M. DE PRA, G. SALVIOTTI (Eds.), "Comunicare 2.0 : lavorare con gli strumenti del nuovo web" - 2012, Apogeo Editore, Italy

Research Reports

High Impact Technologies, 7th General Report

SALVIOTTI, G., L. DIAFERIA - "High Impact Technologies, 7th General Report" - 2020, DEVO Lab - SDA Bocconi School of Management, Milan, Italy

Digital Enabled Finance Evolution. La prospettiva dei CFO

DOSSI, A., G. SALVIOTTI, L. DIAFERIA - "Digital Enabled Finance Evolution. La prospettiva dei CFO" - 2020, NTT DATA - SDA Bocconi DEVO Lab, Milan, Italy

A guide to Platform Economy for Incumbents

SALVIOTTI, G., A. GAUR, C. CENNAMO, L. DIAFERIA - "A guide to Platform Economy for Incumbents" - 2020, DEVO Lab - SDA Bocconi School of Management, Milan, Italy

Artificial Intelligence for Enterprises, Capabilities, Market Overview, Business Applications and Organizational Impacts

SALVIOTTI, G. - "Artificial Intelligence for Enterprises, Capabilities, Market Overview, Business Applications and Organizational Impacts" - 2019, DEVO Lab - SDA Bocconi School of Management, Milan, Italy

HIT Radar Application Focus: Industrial Operations

SALVIOTTI, G., L. DE ROSSI, N. ABBATEMARCO - "HIT Radar Application Focus: Industrial Operations" - 2019, Economia & Management Plus, Milano, Italy

HIT Radar Application Focus: Finance

SALVIOTTI, G., L. DE ROSSI - "HIT Radar Application Focus: Finance" - 2019, Economia & Management Plus, Milano, Italy

HIT Radar Application Focus: Information Technology

SALVIOTTI, G., L. DE ROSSI - "HIT Radar Application Focus: Information Technology" - 2019, Economia & Management Plus, Milano, Italy

HIT Radar Application Focus: Legal & Security

SALVIOTTI, G., S. CAVALLAZZI, N. ABBATEMARCO - "HIT Radar Application Focus: Legal & Security" - 2019, Economia & Management Plus, Milano, Italy

HIT Radar Application Focus: Back Office

SALVIOTTI, G., S. CAVALLAZZI, N. ABBATEMARCO - "HIT Radar Application Focus: Back Office" - 2019, Economia & Management Plus, Milano, Italy

HIT Radar Application Focus: HR

SALVIOTTI, G., N. ABBATEMARCO - "HIT Radar Application Focus: HR" - 2019, Economia & Management Plus, Milano, Italy

HIT Radar Application Focus: Marketing & Sales

SALVIOTTI, G., S. CAVALLAZZI - "HIT Radar Application Focus: Marketing & Sales" - 2019, Economia & Management Plus, Milano, Italy

HIT Radar Sector Focus: Manufacturing

SALVIOTTI, G., L. DE ROSSI, V. MARINO - "HIT Radar Sector Focus: Manufacturing" - 2018, Economia & Management Plus, Milano, Italy

Exploiting Blockchain

ABBATEMARCO, N., L. DE ROSSI, G. SALVIOTTI - "Exploiting Blockchain" - 2017, DEVO Lab - SDA Bocconi School of Management, Milan, Italy

Cases in International Case Collections

Vibram: Customer Centricity at the Core of Digital Transformation and New Business Model

MANDELLI, A., G. SALVIOTTI, C. PIANCATELLI, N. ABBATEMARCO - "Vibram: Customer Centricity at the Core of Digital Transformation and New Business Model" - 2020, The Case Centre, Great Britain

Textbooks

Eserciziario di Excel

CLERICI, A., G. SALVIOTTI, M. BALLERINI, C. DEBERNARDI, D. DEL CORNO, M. DE PRA, A. REZZANI, M. SAMPIETRO - "Eserciziario di Excel" - 2015, Egea, Milano, Italy

Research Monographs

Complessità aziendale e valore dei sistemi informativi

MEREGALLI, S., G. SALVIOTTI - "Complessità aziendale e valore dei sistemi informativi" - 2014, Egea, Milano, Italy

La governance dei sistemi informativi: un vademecum per il consiglio di amministrazione

MEREGALLI, S., G. SALVIOTTI - "La governance dei sistemi informativi: un vademecum per il consiglio di amministrazione" - 2012, Egea, Milano, Italy

Sistemi ERP e gestione delle complessità: casi di aziende italiane in crescita

MEREGALLI, S., G. SALVIOTTI - "Sistemi ERP e gestione delle complessità: casi di aziende italiane in crescita" - 2011, Egea, Milano, Italy

Entry (in Dictionary or Encyclopedia)

Information System Application

SALVIOTTI, G., "Information System Application" in Dizionario enciclopedico di Informatica, ICT e Nuovi Media., Treccani, 2012

Logistic information System

SALVIOTTI, G., "Logistic information System" in Dizionario enciclopedico di Informatica, ICT e Nuovi Media., Treccani, 2012

Marketing Information System

SALVIOTTI, G., "Marketing Information System" in Dizionario enciclopedico di Informatica, ICT e Nuovi Media., Treccani, 2012

OLRT

SALVIOTTI, G., "OLRT" in Dizionario enciclopedico di Informatica, ICT e Nuovi Media., Treccani, 2012

Oracle Finance

SALVIOTTI, G., "Oracle Finance" in Dizionario enciclopedico di Informatica, ICT e Nuovi Media., Treccani, 2012

Production Information System

SALVIOTTI, G., "Production Information System" in Dizionario enciclopedico di Informatica, ICT e Nuovi Media., Treccani, 2012

R&D Information System

SALVIOTTI, G., "R&D Information System" in Dizionario enciclopedico di Informatica, ICT e Nuovi Media., Treccani, 2012

SAP

SALVIOTTI, G., "SAP" in Dizionario enciclopedico di Informatica, ICT e Nuovi Media., Treccani, 2012

Seat reservation system

SALVIOTTI, G., "Seat reservation system" in Dizionario enciclopedico di Informatica, ICT e Nuovi Media., Treccani, 2012

Sistemi ERP

SALVIOTTI, G., "Sistemi ERP" in Dizionario enciclopedico di Informatica, ICT e Nuovi Media., Treccani, 2012

Sistemi Informativi Integrati

SALVIOTTI, G., "Sistemi Informativi Integrati" in Dizionario enciclopedico di Informatica, ICT e Nuovi Media., Treccani, 2012

Sistemi Interattivi Transaction Oriented

SALVIOTTI, G., "Sistemi Interattivi Transaction Oriented" in Dizionario enciclopedico di Informatica, ICT e Nuovi Media., Treccani, 2012

Sistemi offline

SALVIOTTI, G., "Sistemi offline" in Dizionario enciclopedico di Informatica, ICT e Nuovi Media., Treccani, 2012

Sistemi online

SALVIOTTI, G., "Sistemi online" in Dizionario enciclopedico di Informatica, ICT e Nuovi Media., Treccani, 2012

Sistemi real time

SALVIOTTI, G., "Sistemi real time" in Dizionario enciclopedico di Informatica, ICT e Nuovi Media., Treccani, 2012

SRM supplier relationship management

SALVIOTTI, G., "SRM supplier relationship management" in Dizionario enciclopedico di Informatica, ICT e Nuovi Media., Treccani, 2012

Trading Information System

SALVIOTTI, G., "Trading Information System" in Dizionario enciclopedico di Informatica, ICT e Nuovi Media., Treccani, 2012