

SALVATORE ZAPPALÀ

Faculty of Psychology, University of Bologna, P.zza A. Moro 90, 47023 Cesena

1. Degree in Psychology (June, 1986) at Salesian Pontifical University of Rome

Degree in Psychology (July, 1988) at the University of Rome

Doctorate in Psychology at the University of Bologna

2. Position in the University

Associate Professor, in the field of Work and Organizational Psychology, at the Faculty of Psychology, University of Bologna

3. Teaching experiences:

Has been teaching courses and seminars in WOP Psychology regularly since 1996 at the University of Bologna, in particular:

1996 – 2002: “Psycho-social research methods”, Faculty of Psychology (undergraduate)

2001 – 2004: “Work and Organizational Psychology”, Faculty of Arts (undergraduate)

2001 – today: “Organizational and group decision making”, Master in “Public Administration Sciences” (postgraduate)

2004 – today: “Psychology of Economic Behavior”, Faculty of Psychology (postgraduate)

from 2003: member of the post-graduate doctoral studies in “Social, Developmental and Organization Psychology” of the University of Bologna

4. Research

a) Interest.

The main research area concerns ‘Decision making processes’ at the “organizational” (strategic decision making), ‘group’ (information sharing) and “individual” level (saving and pensions).

As a member of the W.O.P. Research Unit at the Faculty of Psychology, has participated in about seven research programmes granted by both local (universities) and national (Ministry for Scientific Research) funding agencies for scientific research.

Personally received grants:

1999 from the University of Bologna for a research on group decision making,

2001 from the National Research Council, within a “Short-time mobility”, for a research on savings and pensions

Organization of scientific events and networks

1999 Organizes the Third Summer School in Economic Psychology, promoted by I.A.R.E.P. (International Association for Research in Economic Psychology) and the University of Bologna, attended by researchers and Ph.D. students from 10 European countries and a teaching staff from British, Swedish and Dutch Universities;

2003 Organizes the workshop on “Firms and consumers facing e-commerce”, promoted by I.A.R.E.P. and the University of Bologna.

b) Main publications from 1997

- Mariani M., Zappalà S. (2004) Percezione del rischio e possibilità di proteggersi da eventi negativi negli acquisti online, *Rassegna di Psicologia*, 21, 2, 11 – 31.
- Mariani M., Zappalà S. (2003). Online shopping: a web research on risk perception, trust and usability. In S. Zappalà (eds.) *Firms and Consumers Facing E-Commerce: Strategies to Increase ITs Adoption and Usage*, Rimini workshop, pp. 153 – 161.
- Pombeni M.L., Zappalà S., Guglielmi D. (2002) Experience scolaire et developpement psychosocial: une recherche sur les adolescents, *Orientation Scolaire et Professionnelle*, 31 (3), 307-326.
- Zappalà S. (2002) Scelte cruciali o scelte irrilevanti? Le decisioni individuali e collettive nella scuola, *Psicologia dell'educazione e della formazione*, 4 (3), pp. 297 – 322.
- Zappalà S. (2002) Psychological and organisational influences on e-commerce adoption in small firms, *Proceedings of the 25th ISBA National Small Firms Policy and Research Conference*, Brighton (U.K.), 13-15 november, pp. 705 – 718.
- Zappalà S., Rosetti L., Sansavini B. (2002) Information sharing and accountability in group decision making. In S. Lahteenmaki (eds.) *Stability and dynamics of power*, Turku (Finland), pp. 462-467.
- Zappalà S., Sarchielli G. (2001) (a cura di) *Prospettive di psicologia economica. Le decisioni sul denaro nella vita quotidiana delle famiglie*. Milano: Guerini Editore. (*Economic psychology perspectives. Money decision making in daily life of households*).
- Zappalà S. (2001) Social representations of economics across cultures, in C. Roland-Levi, E. Kirchler, E. Penz, C. Gray (eds.) *Everyday representations of the economy*. Vienna: WUV Universitätsverlag.
- Zappalà S., Sarchielli G., Lalla B., Mezzadri B. (2000) Making a decision on behalf of the group: does accountability reduce the information sampling effect? In E. Hoelzl (ed.) *Fairness & cooperation, XXV Annual colloquium on Research in Economic psychology*, Baden-Vienna (Austria), pp. 534 –538.
- Zappalà S. (1998) *Decidere nelle organizzazioni. Per una psicologia dei processi decisionali*. Roma: Carocci Editore. (*Decision making within organizations. For a psychology of decision making processes*).

5. Professional activities

1990 – 1993 Employed at the ‘Labos Institute for Social Research’, manages two training programs on “Public services for youths” and participates at a research on “Organisational aspects of therapeutic communities for drug addicts”.

From 1995 to 2000 has been member of Scientific Committees and Research leader in projects of some regional vocational training institutions concerning ‘Occupational entry of young people’, ‘Professional roles in the vocational system’, ‘School drop-outs and work entry’.

6. Staff mobility

During the Ph.D. program spent three month at the University of Vienna, in 1993. Has carried out a research visit at the School of Psychology (University of Exeter - UK), in 2001 for a two months period.