

1. Family name: CASALE
 2. First name(s): ALESSIA PAOLA

Institution : Date from- Date to	Degree(s) or Diploma(s) obtained:
UNITAR-UN Institute For Training And Research & DESA -Dpt.. of Economic and Social Affairs January-April 2020	Certificate in "Strengthening stakeholders engagement for the implementation and review of 2030 Agenda" (e-course)
ESDC-European Security and Defence College November 2019	"Cross-Cultural Competence in CSDP Missions and Operations" (e-course)
ENTRI - Europe's New Training Initiative for Civilian Crisis Management October 2019	"Intercultural Competence in Civilian Crisis Management" (e-course)
UN WOMEN TRAINING CENTRE April 2019	"Gender equality in sustainable project management" (e-course)
EDX - HARVARD BUSINESS SCHOOL January-February 2019	"Entrepreneurship in emerging economies" (e-course)
UNIDO October-November 2018	"Diagnostics for Industrial Value Chain" (e-course)
GIZ- AIZ Academy for International Cooperation (Germany) 18-20 June 2018 25-29 June 2018	Certificate in "Policy Development Course- the transformation of our world and the Agenda 2030" Certificate in "Safety and Security Training Course" (HEAT Course)
Rochester Institute of Technology (USA) August-October 2017	"Certification in International Project Management" (e-course)
University of Adelaide (Australia) January-March 2017	"Introduction to Project Management" (e-course)
OSCE/ODIHR Warsaw (Poland) October – December 2016	Certificate in "Comprehensive E-learning Course for OSCE/ODIHR Observers"
Università Bocconi (Italy) and University of London (UK) November 2001- June 2002	Post-graduate Course in "On Line Education and Training"
European College (Parma - Italy) September-October 1995	Post-graduate Course in "EU law, politics and economics"
University of Turin (Italy) - European Studies Institute April-June 1995	Post-graduate Diploma in "International Trade Law"
Università Cattolica (Milan - Italy) November 1988- April 1993	Bachelor's Degree in Political Sciences - International Studies

3. Language skills:

Language	Reading	Speaking	Writing
ITALIAN	MOTHER TONGUE		
ENGLISH	C2	C2	C2
SPANISH (DELE Superior)	C2	C2	C2
FRENCH	B1	B1	B1

4. Membership of professional bodies:

Roster of Trainers assisting ITA –Italian Trade Agency – (former ICE)

9. Other skills:

Personal: flexibility, cross-cutting approach, networking

Relationship: partner/stakeholder trust building (empathy), coordination and negotiation capability in multi-stakeholder and cross-sector contexts

Organisational: team working, decision-making, problem-solving, capacity to create mutual consensus, ability to work well under pressure

Good knowledge of Microsoft Office programs; First Aid

10. Present position: Senior Private Sector Development & Capacity Building Expert, Freelance Consultant and Trainer

11. Years within the firm: 25 years of professional experience

12. Key qualifications:

- *Internationalization of SMEs:* international trade development consulting; tailored training courses aimed to upgrade managerial, technical and export skills; B2B missions abroad
- *Private Sector Development:* at firm level, technical advice; at institutional level, technical assistance in market intelligence and investment/entrepreneurial climate analysis
- *Entrepreneurship Ecosystem Development (especially with Academia):* design university incubators/innovation hub/entrepreneurship lab; analysis and upgrading of Business Support Services
- *Skills Development:* gap skills assessment and training courses design & implementation
- *Institutional Capacity Development:* local stakeholders capacities building, facilitating organizational development, Educational Tours, workshops
- *Public-Private Dialogue:* advocate private sector role, engaging and partnership public and private stakeholders

13. Specific experience in the country or specific mission:

Country	Date from - Date to
TANZANIA (Mbeya) Feed the Future NAFKA II Program (USAID funded)	10 th May- 10 th June 2019
IRAQ (Baghdad) GIZ "Private Sector Development and Employment Promotion/ Economic" Project	April-September 2018
IRAN (Tehran) B2B mission Clients: API member companies Contractor: ICE-Italian Trade Agency	15 th -18 th October 2016
UAE (Dubai) B2B mission Clients: API member companies Contractor: ICE-Italian Trade Agency	May 2006
BALTIC STATES B2B missions Clients: Milan Chamber of Commerce companies Contractor: foreign Chambers of Commerce	1996-1997-1998-1999-2000

14. Professional experience:

Date	Location	Company	Position	Description
Since September 2020	Milan	Secondary TVE School (Health and Social sector) Private School	Economy, Law and Global Citizenship Teacher	<ul style="list-style-type: none"> design and delivery of training courses design of cross cutting topics as SDG 2030, Environment Education, Global Citizenship
Since July 2020	Home based	SMEs	Trainer and Freelance Consultant Business Development Consultant	<ul style="list-style-type: none"> SMEs advisory services for export promotion, international marketing strategy consulting for access to local, regional, national and EU entrepreneurship finance tools: analysis, evaluation and assessment
Since June 2020	Milan	Università Cattolica (Milan) Master in Economics and Management of International Trade - XI° Edition <i>Reference: Mrs Federica Poli – Master Director</i>	Educational Coordinator Internship Coordinator	<ul style="list-style-type: none"> design and coordinating online and face-to-face calendar (in compliance with COVID 19 national and regional law provisions), design, draft, supervise and assess learning materials, syllabus & project work/final paper. Design & draft, learning module courses linkage with Professors, webpage and leaflet content assessment, social network supervisor, stakeholders management and engagement internships organisation, planning and implementation: creation/management of SMEs database; students and SMEs needs assessment design, coordination and management of webinars along Master course periodic reporting to Master Director
Since May 2020	Home based	Centro Studi Strategici e Giuridici Internazionali (Think Thank) Rimini (IT) <i>Reference: Mr Francesco Ventura, Founder</i>	Business Development Consultant	<ul style="list-style-type: none"> search, analysis & evaluation of bid, calls, request for proposal, terms of reference, EoI by multilateral institutions, UN agencies and UE institutions drafting check list /questionnaire to be submitted to SMEs, institutional stakeholders (foundations, NGO) whose activities were struck by COVID 19 in order to assess the constraints and highlight any key success factor
October 2019 - March 2020	Home based	Studio Padovan Legal firm & Academy Milan (IT) <i>Reference: Mr Marco Padovan, Legal firm owner</i>	Business Development Consultant Trainer	<ul style="list-style-type: none"> search, analysis & evaluation of bid, calls, request for proposal, terms of reference, EoI by multilateral institutions, UE, for legal services procurement trainer in Cross-Cultural Communication, International Business Negotiations
September 2019 - June 2020	San Giuliano Mil.se (Milan) - Italy	Fondazione Luigi Clerici	English Language Teacher – TVET Courses	<ul style="list-style-type: none"> design and delivery of training courses gap skills assessment teaching methods development and implementation upon students needs and abilities
Since July 2019	Home based	Global Mindset Development GMD Malta <i>Reference: Mrs Viviana Premazzi, GMD Malta owner</i>	Trainer and Freelance Consultant	<ul style="list-style-type: none"> Trainer in Business Negotiations, Soft Skills and Agenda 2030 consultant in SMEs Internationalization, Capacity Building, Private Sector Development & Engagement

April - June 2019	Home based and Mbeya (Tanzania)	ACDI/VOCA (US) Feed the Future NAFKA II Program Farmer-to-Farmer Cross Border Trade (USAID funded) <i>Reference: Mr Jim Flock Chief of Party</i>	Cross border Trade pro bono Consultant USAID NAFKA II Project Partner: TCCIA Mbeya - Tanzania Chamber of Commerce, Industry and Agriculture	<ul style="list-style-type: none"> maize/rice value chain desk search (data collection) cross-border export-oriented supply chain constraints analysis and government policy recommendations to facilitate export in EAC/SADC countries public-private agribusiness stakeholders mapping assessment local agribusiness stakeholders survey and interviews draft and conducting access to finance mapping & gap diagnostic study desk search <p><i>Key achievements:</i></p> <ul style="list-style-type: none"> strategic implementation plan drafting
October 2018 - February 2019	Home based	E.G.A.Management & Financial Solutions PLC Addis Ababa (Ethiopia)	Business Development Consultant - SMEs Expert	<ul style="list-style-type: none"> analysis of Ethiopian Private Sector environment, in particular SMEs, focus to assess SMEs constraints to business development (access to finance, etc.) conduct desk search to identify new business opportunities (terms of references, bid, expression of interests, etc.)
April – September 2018	home based and Baghdad (Iraq)	GIZ Germany “Private Sector Development and Employment Promotion/ Economic” Project <i>Reference: Mr Marcel Venhofen Project Director</i>	International Advisor - Private Sector Development -	<ul style="list-style-type: none"> technical advice to Iraqi business associations to set up Business Development Services aimed to increase SMES international competitiveness and innovation business association organizational capacity building technical advice business environment assessment and recommendation delivery to strengthen a conducive ecosystem also able to attract foreign investments mostly developing value chain desk search and analysis business Incubator and Accelerator mentoring activities design and delivery, hosted at Universities facilities aimed to foster the cooperation among university and industry <p><i>Key achievements:</i></p> <ul style="list-style-type: none"> public & private dialogue launch to boost job opportunities public& private stakeholders assessment private sector investment and export legal framework analysis
May 2005 - April 2018	Milan (Italy) Short assignments: UAE, Iran (see above)	Association of Small and Medium Size Enterprises - A.P.I.-(Business Association) <i>Reference: Mr Alberto Conte Deputy Director</i>	Head of Internationalization Department	<ul style="list-style-type: none"> technical assistance/consulting in international trade development design & implementation of training courses (international marketing, design & development of business plan and others) to upgrade SMEs' managerial, technical and export skills upon needs assessment analysis design/management of programs to boost international competitiveness, technology transfer and commercialisation, in partnership and networking with public & private strategic stakeholders (technological parks, universities, banks,etc.) develop, implement and monitor Business Development Services (BDS) to increase private sector international trade design, planning and organization of networking events to create a joint public-private platform aimed to bridge the gap among University and industry provide “Business Incubator start-up” training workshops, consulting activities to foster international competitiveness and facilitate linkages & networking, upgrading Science Park services business environment reform: review, editing, provide recommendations to enhance entrepreneurship policies, to promote SMEs international competitiveness and to facilitate sustainable foreign investments <p><i>Key achievements:</i></p> <ul style="list-style-type: none"> API selection as technical partner in PolimiparaRocinha Project (slum upgrading) led by Politecnico of Milan (http://www.polisocial.polimi.it/wpcontent/uploads/2016/07/14_Polimiporrocinha_tadi_finanziato.pdf) MOU signature with BBC Black Business Council (South African Business Association) aimed to provide capacity building support, training courses and B2B MOU signature with Lodi Science Technology Park to map, design and implement BDS and training course for start-up
October 2001 - April 2005	Milan (Italy)		SMEs Internationalization Freelance Consultant	<ul style="list-style-type: none"> SMEs international trade development technical assistance strategic consulting in international trade finance instruments analysis

November 1995 - October 2001	Milan (Italy) Short-assignments: Baltic States (see above)	Milan Chamber of Commerce Special Agency for International Activities- PROMOS -	Area Manager for Eastern Europe and former CIS countries	<ul style="list-style-type: none"> ▪ SMEs international trade development technical assistance ▪ entrepreneurship building: counselling and mentoring to support start up companies (including agribusiness firms) also through market assessment and firms interviews ▪ capacity building activities to support Eastern Europe and CSI local Chambers of Commerce to enhance Industrial Cluster based over Italian model <p><i>Key achievements:</i></p> <ul style="list-style-type: none"> ▪ foreign Chambers of Commerce MOUs
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15. Others information

Professional Academia/Training Experience	Date
<p>LUM LIBERA UNIVERSITA' MEDITERRANEA- School of Management – Master in International Business in China- VI Edition- AY 2020/2021 <i>Adjunct Professor in Cross Cultural Management</i> Due to COVID 19 lessons were delivered online (Google Meet)</p> <ul style="list-style-type: none"> • Design and implementation of learning modules • Design and monitoring learning objects • Readings and pre-readings assessment • Design and implementation of practical case studies in “How to empower a multicultural team?” 	March 2021
<p>Università Ca'Foscari Venezia – Ca' Foscari Challenge School -Master in “Global economics and social affairs” A.Y 2020/2021 <i>Guest Lecturer</i> “Global economics context: understanding the importance of cross cultural communication and international business negotiations” Due to COVID 19 lessons were delivered online (Zoom)</p> <ul style="list-style-type: none"> • Design and implementation of learning modules • Design and implementation of practical case studies in “How to empower a multicultural team?” 	12 nd March 2021
<p>Università Cattolica (Milan)- Master in Corporate Advisory and Intercultural Resources -CARINT <i>Guest Lecturer</i> “ Iraq: the challenges of an international project (private sector development focused) in a multicultural setting” Lessons were delivered in presence</p> <ul style="list-style-type: none"> • Design and implementation of learning modules • Design and implementation of practical case studies in “How to empower a multicultural team?” 	24 th February and 3 rd March 2021
<p>Università Cattolica (Milan)- Master in Economics and Management of International Trade - XI Edition -AY 2020/2021 <i>Adjunct Professor in International Business Negotiations</i> Due to COVID 19 lessons were delivered online (BlackBoard learning platform)</p> <ul style="list-style-type: none"> • Design and implementation of learning modules • Design and monitoring learning objects, weekly task & assignment students design and feedback • Readings and pre-readings assessment • Design evaluation criteria and examination type • Case study working group activities and class delivery 	February - June 2021
<p>Università di Modena e Reggio Emilia - international Management Master's Degree Course - A.Y. 2020/2021 <i>Guest Lecturer</i> “The international management context: understanding the importance of cross cultural communication and business negotiations leverage” Due to COVID 19 the lecture was delivered online (BlackBoard learning platform)</p> <ul style="list-style-type: none"> • Design and implementation of learning modules 	17 th and 19 th November 2020

<p>Università di Torino -Post Conflict & Peacebuilding Workshop - A.Y. 2020/2021 <i>Guest Lecturer: "Iraq: international cooperation project challenges in a post conflict multicultural society"</i> Due to COVID 19 the lecture was delivered online (Zoom)</p>	22 nd October 2020
<p>Università Cattolica (Milan)- Master in Economics and Management of International Trade - XI^o Edition Webinar "Africa Continental Free Trade Area": the opportunities for Italian enterprises" <i>Event planning, design, keynote speaker</i></p>	7 th September 2020
<p>IULM - Istituto Universitario Lingue Moderne (Milan)- Master in International Marketing & Sales - I Edition A.Y. 2020/2021 <i>Guest Lecturer in "Cross Cultural laboratories: EMEA & RUSSIA"</i> Due to COVID 19 the lecture was delivered online (Teams)</p> <ul style="list-style-type: none"> • Design and implementation of learning modules 	25 th and 28 th May 2020
<p>Università Cattolica (Milan)- Master in Economics and Management of International Trade - X^o Edition- AY 2019/2020 <i>Adjunct Professor in International Business Negotiations.</i> Due to COVID 19 lessons were delivered online (BlackBoard learning platform)</p> <ul style="list-style-type: none"> • Design and implementation of learning modules • Design and monitoring learning objects, weekly task & assignment students design and feedback • Readings and prereadings assessment • Design evaluation criteria and examination type 	February - April 2020
<p>SIETAR EUROPA webinar "Internationalisation: why do we need a Global Mindset? Lessons learned from Malta and Iraq" in cooperation with GMD https://www.youtube.com/watch?v=indCJ1ggpvU&t=46s</p>	23 rd March 2020
<p>CoESPU- Center of Excellence for Stability Police Units (CoESPU), Vicenza (Italy) Participation to 1st "International Conference on Strategic Advising in Police Capacity Building and Development - Lessons Learned and Best Practices" - <i>Certificate</i></p>	5 th -7 th November 2019
<p>Università di Torino - Post Conflict & Peacebuilding Workshop - A.Y. 2019/2020 <i>Guest Lecturer "Iraq: the challenges of economic development international project in a post conflict multicultural society"</i></p>	31 st October 2019
<p>Università Cattolica (Milan) - Master in International Marketing (Prof. Edoardo Staiti) <i>Guest Lecturer: "How to tackle global trade challenges: SMEs experience and lessons learned"</i></p>	June 2016, January 2017
<p>Università Guglielmo Marconi <i>Content Editing for "International Economics Course"</i></p>	Academic Year 2004-2005
<p>ICCROM- International Centre for the Study of the Preservation and Restoration of Cultural Property <i>Online Tutor in "Cultural heritage conservation materials"</i></p>	March-June 2003

DICHIARAZIONE RELATIVA A CARICHE, INCARICHI E ATTIVITA' PROFESSIONALI

Art. 15, co. 1, let. c), del D.Lgs. n. 33/2013

DICHIARAZIONE SOSTITUTIVA DI ATTO DI NOTORIETA'

(ex artt. 46 e 47 del DPR n. 445/2000)

La sottoscritta Alessia Paola CASALE nata [REDACTED] con attività professionale di PROFESSORE A CONTRATTO E COORDINATORE DIDATTICO, presso MASTER MEGSI -ECONOMIA E GESTIONI DEGLI SCAMBI INTERNAZIONALI- UNIVERSITA' CATTOLICA DEL SACRO CUORE DI MILANO

- consapevole delle sanzioni penali previste dall'art. 76 del DPR n. 445/2000 per le ipotesi di dichiarazioni mendaci rese nella presente dichiarazione;
- preso atto che la presente dichiarazione sarà pubblicata sul sito web dell'Arma dei Carabinieri,

DICHIARA

- di svolgere i seguenti incarichi presso enti di diritto privato regolati o finanziati dalla Pubblica Amministrazione:

N.	DENOMINAZIONE DELL'ENTE	INCARICO RICEVUTO
1		
2		
3		

(sbarrare la tabella in caso di assenza di incarichi)

- di ricoprire le seguenti cariche presso enti di diritto privato regolati o finanziati dalla Pubblica Amministrazione:

N.	DENOMINAZIONE DELL'ENTE	INCARICO RICEVUTO
1		
2		
3		

(sbarrare la tabella in caso di assenza di incarichi)

- di svolgere le seguenti attività professionali presso enti di diritto privato regolati o finanziati dalla Pubblica Amministrazione:

N.	DENOMINAZIONE DELL'ENTE	INCARICO RICEVUTO
1		
2		
3		

(sbarrare la tabella in caso di assenza di incarichi)

Dichiara inoltre di essere informato, ai sensi e per gli effetti di cui all'art. 13 del D.Lgs. 196/2003 e del GDPR (Regolamento UE 2016/679), che i dati personali raccolti saranno trattati, anche con strumenti informatici, esclusivamente nell'ambito del provvedimento per il quale la dichiarazione è resa e che saranno oggetto di pubblicazione, ai sensi dell'art. 53 del D.Lgs. n. 165/2001 e artt. 15 e 18 del D.Lgs. n. 33/2013 e s.m.i., sul sito istituzionale www.carabinieri.it alla sezione "Amministrazione Trasparente" e sul Portale "PerlaPA" (www.perlapa.gov.it) del Dipartimento della Funzione Pubblica alla sezione "Anagrafe delle Prestazioni".

Data 18 Maggio 2021

[REDACTED]
Firma del dichiarante

**ATTESTAZIONE DELL'AVVENUTA VERIFICA DELL'INSUSSISTENZA DI SITUAZIONI,
ANCHE POTENZIALI, DI CONFLITTO DI INTERESSI**

Art. 53, comma 14, del decreto legislativo n. 165/2001

Ai sensi dell'art. 53, comma 14, del D.Lgs. n. 165 del 30 marzo 2001 "*Norme generali sull'ordinamento del lavoro alle dipendenze delle Amministrazioni Pubbliche*" così come modificato dall'art. 1, comma 42, lettera h) e d), della Legge n. 190 del 6 novembre 2012 "*Disposizioni per la prevenzione e la repressione della corruzione e dell'illegalità nella Pubblica Amministrazione*",

SI ATTESTA

che, sulla base di quanto dichiarato da Alessia Paola CASALE, non sussistono situazioni, anche potenziali, di conflitto d'interesse per il conferimento dell'incarico di docente per il corso SA01, salvo eventuali ulteriori accertamenti.

Data Vicenza, 18/05/2021

IL CAPO SERVIZIO AMMINISTRATIVO
(*Cap. amm. Eleonora Quarta*)

Originale firmato e custodito agli atti di questo Ufficio ai sensi del D.P.R. 28 dicembre 2000, n. 445, "*Testo unico delle disposizioni legislative e regolamentari in materia di documentazione amministrativa*".