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EDUCATION

- 2018 **PhD in Business Administration**, Jönköping International Business School, Sweden. Developing Trust among Family Owners in Multiple Branches Family Firms, Supervisors: Professor Leif MELIN, Professor Mattias NORDQVIST, and Professor Lloyd STEIER
- 2014 **MBTI 1&2 certification**
- 1994 **DEA (Research Master) in Management**, I.A.E. University of Nice Sophia Antipolis
- 1993 **Master in Business Economy**, University of Nice Sophia Antipolis

TEACHING EXPERIENCE

- Sept 2019 to present **Associate Professor of Management & Strategy**, EDHEC Business School, Nice, France
- Sept 2018 – Aug 2019 **Visiting researcher** at the University of Adolfo Ibanez, Santiago, Chili and the University of Melbourne, Melbourne, Australia
- Sept 2014 – Aug 2018 **Associate Professor of Management & Strategy**, EDHEC Business School, Nice, France
Courses coordinated and taught: Management, Professional project development, Leadership, Corporate governance & Corporate Social Responsibility
- Sept 2013 - Aug 2014 **Associate Professor of Management & Strategy**, EDHEC Business School, Nice, France
Head of Management & Strategy Courses for Espeme (Edhec Bachelor programme)

- Sept 2006 - Aug 2013 **Assistant Professor of Management & Strategy**, EDHEC Business School, Nice, France
Head of Management & Strategy Courses for (Edhec Master Programme) & Espeme (Edhec Bachelor programme)
- Aug 2005 - Aug 2006 **Assistant Professor of Management & Strategy**, EDHEC Business School, Nice, France
Head of Management & Strategy department – Espeme (Edhec Bachelor Programme)
- Aug 2004 - July 2005 **Visiting researcher** at the Australian Graduate School of Management, Sydney, Australia
- 2001 - July 2004 **Assistant Professor of Management & Strategy**, EDHEC Business School, Nice, France
Head of Management & Strategy department – Espeme (Edhec Bachelor Programme)
- 1999 - 2001 **Adjunct faculty, Department of Management & Strategy**, Edhec (Edhec Master Programme) & Espeme (Edhec Bachelor programme), EDHEC Business School, Nice
- 1996 – 1999 **Assistant Professor of Accounting Management**, University of Nice Sophia Antipolis

PUBLICATIONS

Articles

J-L. Arregle, I. Mari, 2010, Avantages ou désavantages des entreprises familiales ?, *Revue Française de Gestion*, 200, 87-109.

J-L. Arregle, M. Hitt, and I. Mari, 2019, A missing link in family firms' internationalization research: Family structures, *Journal of International Business Studies*, 1-17.

Chapter in Books

I. Mari, 2010, The Dynamics of Trust across Cultures, in Saunders MNK, Skinner D, Gillespie N, Dietz G and Lewicki R (eds) *Organizational trust: a cultural perspective*, Cambridge University Press.

Research reports

I. Mari, M-J. Parada and L. Melin, 2011, Strategizing in a Context of Colliding Logics: Building Legitimacy among Actors through Sense-Making, in Netz J, Ek Lopes M, Brundin E and Nordqvist M, *In Search of Practice*, JIBS Research Report Series No 2011-1.

Case studies

I. Mari, 2016, Corporate Governance: Christophe BONDUELLE at the family-owned business, *CCMP*, 11p (G1889).

I. Mari, 2015, The Bonduelle Family Enterprise, *The Case Centre (ECCH)*, 16p (315-320-1).

Conference presentations

I. Mari, 2015, *Maintaining Identity-Based Trust over Generations in Multiple Family Branches Family Firms: A Group- Based Approach*, EIASM, 11th Workshop on Family Firms Management Research, May 28-30, Lyon, France.

I. Mari, 2014, *Understanding How Trust Can Be Maintained over Generations in Family Firms: A Group Identification- Based Trust Approach*, EIASM, 10th Workshop on Family Firms Management Research, May 22-24, Bergamo, Italy.

I. Mari, 2012, *How Family Leaders Develop Trust among Family Owners in Family Firms: Applying Convention Theory*, Fourth seminar of the Nordic Research Network on Trust Within and Between Organizations, November 6-7, Chalmers University of Technology, Sweden.

I. Mari, 2012, *How Family Leaders Develop Trust among Family Owners in Family Firms: Applying Convention Theory*, EIASM, 8th Workshop on Family Firms Management Research, May 31-June 2, Jönköping, Sweden.

I. Mari, 2012, *How Family Leaders Develop Trust among Family Owners in Family Firms: Applying Convention Theory*, Third seminar of the Nordic Research Network on Trust Within and Between Organizations, May 8-9, Harstad University College, Norway.

I. Mari, 2011, *Understanding the Dynamics of Trust and Control in Family Firms: Applying Convention Theory*, First seminar of the Nordic Research Network on Trust Within and Between Organizations, May 24-25, University of Eastern Finland, Joensuu, Finland.

I. Mari, M-J. Parada and L. Melin, 2010, *Strategizing in a Context of Multiple Conflicting Logics: Building Legitimacy among Actors*, 26th EGOS Colloquium, July 1-3, Lisbon, Portugal.

I. Mari, M-J. Parada and L. Melin, 2010, *Strategizing in Family Firms: Making Sense in a Context of Colliding Logics*, EIASM, 6th Workshop on Family Firms Management Research, June 6-8, Barcelona, Spain.

I. Mari, 2010, *Understanding the Dynamics of Trust and Control in Pluralistic Contexts: A Comparison of Institutional Theory and Conventional Theory*, EIASM, 5th Workshop on trust within and between organizations, January 28-29, 2010, Madrid, Spain.

J-L. Arregle, M. Nordqvist, I. Mari, and L. Melin, 2009, *An Additional Role of the Board for Family-owned Firms: Mitigating Conflicts among Family-Owners*, Paper, presented at EIASM, Fifth Workshop on Family Firms Management Research, June 7-9, Hasselt, Belgium.

I. Mari, V Petit, JL Arregle, 2008, *“Managerial legitimacy of top executives: a way to reconsider executive power in corporate governance”*, 24th EGOS Colloquium, PhD Pre-Colloquium Workshop, 10-12 July, Amsterdam, The Netherlands.

I. Mari, 2008, “*Understanding Trust in Corporate Governance Relationships in Family Businesses’ Strategy Making*”, 24th EGOS Colloquium, PhD Pre-Colloquium Workshop, 7-9 July, Amsterdam, The Netherlands.

I. Mari, 2007, “*Creating, Maintaining or Repairing Trust through Multicultural Norms of behaviour in the Family Firm*”, 23rd EGOS Colloquium, 5-7 July, Vienna, Austria.

I. Mari, 2007, “*Family Firms’ Corporate Governance System and Trust: New Research Perspectives*”, EIASM Family Firm Management Research Workshop, 3, 4 & 5 June, Jönköping, Sweden.

I. Mari, 2006, “*The Dynamic of Trust in Ceo, Board of Directors and Shareholders Relationships in Family Firms’ Strategy Decision Making: Applying Convention Theory*”, 22nd EGOS Colloquium, 6-8 July, Bergen, Norway.

JL Arregle, A.Hall, I. Mari, L. Melin, M. Nordqvist, P. Very, 2006, “*Strategy-Making in Social Capital Contexts: Evidence from European Family Firms Cases*”, EIASM workshop on Family Firms, Edhec Business School, June, Nice, France.

JL Arregle, A.Hall, I. Mari, L. Melin, M. Nordqvist, P. Very, 2005, “*Family Involvement in Strategy processes as a Competitive Advantage: Evidence from European Family Firms*”, EIASM workshop on Family Firms, Jönköping International Business School, June, Jönköping, Sweden.

JL.Arregle, K. Affes, M. Marchesnay, L. Lassaâd, I.Mari, 2003, « *Les stratégies des firmes familiales* » (Family Firms’ Strategies), Association Internationale de Management Stratégique, June, Tunis, Tunisia.

I. Mari, 1999, « *La dynamique des organisations en réseau : une construction en spirale, source de création de valeur* » (The Network organizations’ dynamic: building spiral value creation), proceedings, 2nd conference on La métamorphose des organisations, October, Nancy, France.

I. Mari, 1998, « *La valeur au cœur des organisations en réseau : une analyse en terme de quasi-rente* » (The value at the heart of network organizations: a quasi-rent analysis), 14th Annual National Conference, Instituts d’Administration des entreprises, April, Nantes, France.

I. Mari, 1996, « *Quelques pistes sur les leviers de la création de valeur au sein des organisations en réseau* » (Some propositions about value creation levers in network organizations), 2nd International Conference on Networks Management, September, Lausanne, Switzerland.

Position paper

V. Petit, et I. Mari. *La légitimité des équipes dirigeantes : une dimension négligée de la gouvernance d'entreprise*, EDHEC publications, janvier 2009.

RESEARCH INTERESTS

- Trust
- Social Identity and Self-categorization Theory
- Economy of Conventions
- Family firms
- Corporate Governance

PROFESSIONAL ASSOCIATIONS

- Member, JIBS' Centre for Family Enterprise & Ownership (CeFEO).
- Member, FINT (First International Network of Trust)

TEACHING SPECIALITIES

- Leadership
- Management and Team-Building Skills
- Corporate governance
- Family business