

## **Dr. CLAUDIO MARSILIO**

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### **Qualifications:**

2016

Spanish National scientific qualification (ANECA) to function as professor (*profesor de universidad privada, profesor ayudante doctor, profesor contratado doctor*)

2014

Italian National scientific qualification to function as *associate professor* in Italian Universities. Scientific field: Modern History and Economic History – Italian Ministry of Education, Universities and Research (MIUR)

### **Education:**

Sept. 2002 – Sept. 2005

Bocconi University, Milan (Italy)

Ph.D. by research (Economic and Social History)

Thesis: *“Dove il denaro fa denaro”. La “rete fiduciaria” degli operatori finanziari genovesi nelle fiere di cambio del XVII secolo (“Where money makes money”. Genoese bankers’ network of trust in the 17<sup>th</sup> Century exchange fairs)*

Sept. 1990 – Sept. 1994

University of Genoa (Italy)

BA in History, with Distinction

Dissertation: *Il libro dei conti della famiglia Sopranis (sec. XVII) (Sopranis family’s books of accounts)*

### **Prizes and scholarships:**

April 2011 – March 2017

Postdoc fellowship - *Fundação para a Ciência e a Tecnologia* (Lisboa, Portugal)

2010

Research grant - University of Parma (Italy)

2007-2010

Fellowship in Economic History, Bocconi University, Milan (Italy)

2002-2005

Doctoral fellowship, Bocconi University, Milan (Italy)

1994

Best student of the Faculty of History, University of Genoa (Italy)

### **CURRENT EMPLOYMENT**

Apr. 2011–present

**Postdoctoral research fellowship** - *Gabinete de História Económica e Social (GHES)/CSG – ISEG*; Universidade de Lisboa (Portugal)

Tutors: Leonor Freire Costa (GHES)/CSG – ISEG; Universidade de Lisboa (Portugal); Gaetano Sabatini – Università Roma III (Italy)

### **PREVIOUS EMPLOYMENT**

Dec.2010 – May 2011

**Research Fellowship, University of Parma (Italy)**

July 2007–June 2010

**Research Fellowship, Bocconi University, Milan (Italy)**

- Sept. 2010-Febr. 2011  
Teaching in the course “Institutions, Government and Society”
- Sept. 2010-Febr. 2011  
Teaching assistant in the course “History, Institutions and crises of the global financial system”
- Febr.2010-June 2010  
Teaching in the course “Economic History”
- Febr. 2010-June 2010  
Teaching assistant in the course “History, Institutions and crises of the global financial system”
- Sept. 2008-Febr. 2009  
Teaching assistant in the course “Economic History”

Febr. 2007-Sept. 2007

**Visiting professor, University Pablo de Olavide, Seville (Spain)**

- Teaching in the courses: “Historia Económica” (*Diplomatura en Ciencias Empresariales-DCA*) and “Historia Económica” (*Licenciatura en Administración y Dirección de Empresas-LADE*)

Jan. 2000 – Dec. 2001

**Grapes Telecommunications**

Sept. 1999-Dec. 2000

**Worldlink Communications**

## **PUBLICATIONS**

### **Books:**

(2016)

*El ahorro en perspectiva histórica. Una herramienta para el progreso de las personas y de la sociedad*, Madrid: Mapfre Seguros, 2016, ISBN: 978-84-9844-622-7.

(2012)

*“O dinheiro morreu. Paz à sua alma danada”. Gli operatori finanziari del XVII secolo tra investimenti e speculazioni*, Palermo: Associazione Mediterranea, 2012, ISBN: 978-88-96661-16-1.

See: <http://www.storiamediterranea.it/portfolio-category/ricerche/>

(2008)

*Dove il denaro fa denaro. Gli operatori finanziari genovesi nelle fiere di cambio del XVII secolo*, Novi Ligure (AL): Città del silenzio edizioni, 2008, ISBN: 88-902359-7-7.

### **Articles in peer reviewed journals:**

(2015) “The Genoese exchange fairs and the Bank of Amsterdam: Comparing two Financial Institutions of the 17<sup>th</sup> century”, *História Econômica & História de Empresas*, 18/1 (2015), pp. 39-59.

(2015) “Which way to turn?” The destinations of the Spanish silver (1621-1650): London, Lisbon, or Genoa, *Annales Mercaturae. Jahrbuch für internationale*

*Handelsgeschichte / Yearbook for the History of International Trade and Commerce*, 1 (2015), pp. 9-35.

(2012) "The Genoese and Portuguese Financial Operators' Control of the Spanish Silver Market (1627-1657)", *Journal of European Economic History*, XLI/3 (2012), pp. 67-89.

(2010) "Four times a year for so many years. The Italian Exchange Fairs during the XVI<sup>th</sup>-XVII<sup>th</sup> Centuries: Comparing Financial Institutions", *Bankhistorisches Archiv - Banking and Finance in Historical Perspective*, 36/2 (2010), pp. 151-165.

(2009) "Le Utopie dei Genovesi. Contabilità e skill professionale nelle fiere di cambio dei secoli XVI-XVII", *Cheiron. Materiali e strumenti di aggiornamento storiografico*, anno XXV, vol. 51 (2009), pp. 47-65.

(2008) "Debito pubblico milanese e operatori finanziari genovesi (1644-1656)", *Mediterranea. Ricerche Storiche*, vol. V, 12 (2008), pp. 97-120.

(2007) with Carlos Álvarez Nogal, Luca Lo Basso, "La rete finanziaria della famiglia Spinola: Spagna, Genova e le fiere di cambio (1610-1656)", *Quaderni Storici*, vol. 124/1 (2007), pp. 97-110.

(2005) "Nel XVII secolo dei genovesi. La corrispondenza commerciale di Paolo Gerolamo Pallavicini nel triennio 1636-1638", *Storia Economica*, vol. 8/1 (2005), pp. 101-119.

### **Book chapters:**

(2017) *Le fiere di cambio del XVI-XVII secolo: Medina del Campo un "caso a parte"*, in H. Casado Alonso (ed.), *Simón Ruiz y el mundo de los negocios*, Valladolid, (forthcoming 2017).

(2017) *The Genoese financial operators' professional skill under the spotlight. Exchange fairs, Spanish public debt, and International credit market (XVII century)*, in M. A. Denzel – W. Roberds (eds.), *Central banks and their role in financial and economic crises*, Proceedings of the XVII World Economic History Congress (Kyoto, Japan, 3-7 August 2015), (forthcoming 2017).

(2017) *The Italian exchange fairs and the International Payment system (XVI-XVII centuries)*, in M. A. Denzel (ed.), *International Fairs in Past and Present*, Leipzig (Germany), (forthcoming 2017).

(2017) "A Wise Man is always ready to face a Disaster." The Professional Skill of the Genoese, Florentine and Portuguese Financial Operators in the XVII<sup>th</sup> Century's Exchange Fairs, in *State Cash Resources and State Building in Europe 13th-18th centuries*, Paris: Institut de la gestion publique et du développement économique (IGPDE), (forthcoming 2017).

(2016) with L. Freire Costa, "Prata", entry in *Dicionário da Expansão Portuguesa (1415-1600)*, Vol. 2, de I a Z, Francisco Contente Domingues (ed.), Lisboa, 2016.

(2016) "Sono tempi che corrono accidenti non prevedibili". *Come gli hombres de negocios genovesi (re)agirono alle insolvenze della corona spagnola (1621-1648) tra speculazioni finanziarie e mercato del credito e dei metalli preziosi, in Le crisi finanziarie. Gestione, implicazioni sociali e conseguenze nell'età preindustriale = The Financial Crises. Their Management, Their Social Implications and Their Consequences in Pre-Industrial Times: selezione di ricerche = Selection of essays*, Firenze, Firenze University Press, 2016, pp. 359-375.

(2015) "Un homme avisé est capable de faire face à toutes les catastrophes". Les compétences professionnelles des opérateurs financiers génois, florentins et portugais à l'époque des foires de change du XVII<sup>e</sup> siècle, in *Ressources publiques et construction étatique en Europe XIII<sup>e</sup>-XVIII<sup>e</sup> siècle*, K. Béguin (ed.), Paris: Institut de la gestion publique et du développement économique (IGPDE), pp. 227-247.

(2014) "Pallavicino, Paolo Gerolamo", entry in *Dizionario Biografico degli Italiani*, Roma: Treccani.

(2013) "Lisbon, London, or Genoa? Three alternative destinations for the Spanish Silver of Philip IV (1627-1650)", in G. Depeyrot (ed.), *Three Conferences on International Monetary History*, Wetteren, pp. 399-413.

(2013) "Genoese Finance, 1348-1700", in G. Caprio (ed.), *Handbook of Key Global Financial Markets, Institutions, and Infrastructure*, Vol. 1, Oxford: Elsevier, pp. 123-132.

(2012) "Las ferias genovesas de cambio y el banco de Ámsterdam: reflexiones sobre dos instituciones financieras del siglo XVII", in B. Yun Casalilla – F. Ramos Palencia (eds.) *Economía política desde Estambul a Potosí. Ciudades estados, imperios y mercados en el Mediterráneo y en el Atlántico ibérico, c. 1200-1800*, Valencia: Publicacions de la Universitat de València, pp. 89-107.

(2011) "La lunga avventura delle fiere di cambio: da Lione a Novi" in A. Sisti – M. Balbi (eds.) *Libri italiani del Seicento nel fondo antico della Biblioteca Civica di Novi Ligure*, Novi Ligure: Città del silenzio edizioni, pp. 83-90.

(2011) "Gli Spinola di San Pietro protagonisti del sistema politico-finanziario internazionale (secc. XVII-XVIII)", in R. Santamaria (ed.) *Palazzo Doria Spinola a Genova: i Duchi di San Pietro e le loro collezioni da un inventario del 1727*, Recco: Le Mani, pp. 119-126.

(2011) "Cumplir con cuidado: il mercato del credito genovese negli anni 1630-1640. Vecchi protagonisti e nuove strategie", in M. Herrero Sánchez – Y. R. Ben Yessef Garfia – C. Bitossi – D. Puncuh (eds.), *Génova y la Monarquía Hispánica (1528-1713)*, Genova: Società Ligure di Storia Patria, pp. 801-818.

(2010) "Fiere di cambio italiane e mercato del credito europeo: la rivalità tra gli operatori finanziari genovesi e fiorentini nella prima metà del XVII secolo", in G. Sabatini (ed.), *Comprendere le monarchie iberiche. Risorse materiali e rappresentazioni del potere*, Roma: Viella, pp. 191-205.

(2008) "Le fiere di cambio nel XVI e XVII secolo. Piacenza centro nevralgico del mercato del credito europeo", in L. Mocarrelli (ed.) *Storia economica e sociale di Piacenza e del suo territorio, vol. I, L'età farnesiana (1545-1732)*, Piacenza: Tip.Le.Co, pp. 253-308.

(2007) "La frammentazione del network finanziario delle fiere di cambio genovesi (1621-1640 circa)", in G. De Luca – A. Moiola (eds.), *Debito pubblico e mercati finanziari in Italia. Secoli XIII-XX*, Milano: Franco Angeli S.r.l., pp. 103-118.

(2007) "Forza del denaro o debolezza della diplomazia? La querelle del sale di Finale e i nuovi equilibri politico-economici tra Finale, Madrid, Genova e Milano nel XVII secolo" in A. Peano Cavasola (ed.), *Finale spagnola: porto di Fiandra e briglia di Genova*, Finale Ligure: Centro Storico del Finale, pp. 233-261.

(2006) "Le fiere di cambio nella prima metà del XVII secolo: evoluzione di un'antica istituzione finanziaria", in C. Sanz Ayán – B. García García (eds.), *Banca, crédito y capital: la monarquía hispánica y los antiguos países bajos (1505-1700)*, Madrid: Fernando Villaverde Ediciones S.L., pp. 59-82.

(2006) "Los operadores financieros genoveses y la gestión de la deuda pública del ducado de Milán (1644-1656)", in *El Comienzo de la Banca de Inversiones y la Economía Financiera*, Madrid: Instituto de Empresa, pp. 49-82.

(2006) "Las ferias de Europa: da la Edad Media a la Edad Moderna", in *El Comienzo de la Banca de Inversiones y la Economía Financiera*, Madrid: Instituto de Empresa, pp. 41-47.

(2005) "Gli operatori finanziari genovesi del XVII secolo: mercato, comunicazione, "skill" professionale". In G. Revelli (ed.), *Da Ulisse a... La città e il mare. Dalla Liguria al Mondo*, Pisa: Edizioni ETS, pp. 429-437.

### **Book reviews:**

Review of Lodewijk Petram, *The world's first stock exchange*, New York: Columbia University Press, 2014, (ISBN: 978-0-231-16378-1), in *Bankhistorisches Archiv - Banking and Finance in Historical Perspective*, 40/1-2 (2014), pp. 82-83.

Review of Andea Caracausi - Christof Jeggle (eds), *Commercial networks and European cities, 1400-1800*, London: Pickering and Chatto, 2014. Pp. xvi+306. 33 figs. 11 tabs. (ISBN 9781848934504), in *Economic History Review*, 68/1 (2015), 374-375.

Review of Forrest Capie - Geoffrey Wood, *Money over Two Centuries: Selected Topics in British Monetary History*, Oxford: Oxford University Press, 2012. x + 367 pp. (ISBN: 978-0-19-965512-0), in *Journal of European Economic History*, 1 (2013), 249-252.

Review of Ângelo Alves Carrara, *Receitas e despesas da Real Fazenda no Brasil, século XVII*, Juiz de Fora, Editora Universidade Federal Juiz de Fora, 2010, pp. 209; *Receitas e despesas da Real Fazenda no Brasil, século XVIII: Minas Gerais, Bahia, Pernambuco*, Juiz de Fora, Editora Universidade Federal Juiz de Fora, 2010, pp. 284, in *Journal of European Economic History*, XLI/2 (2012), 149-151.

### **Working papers and other publications:**

(2015) “Which way to turn?”. *The destinations of the Spanish silver (1621-1650). London, Lisbon or Genoa?*, DT/WP n° 54, Série Documentos de Trabalho/Working Papers Series, GHES, Instituto Superior de Economia e Gestão (ISEG), Universidade de Lisboa.

“Le fiere di cambio tra il XVI e il XVII secolo: Piacenza nel cuore della finanza internazionale”, *Bollettino Storico Piacentino*, vol. 102/2 (2007), pp. 251-269.

“Che interesse tiri interesse. Un esempio di “continuazione de’ cambi” sulle fiere genovesi: 1600-1677”, *Balbisei. Ricerche Storiche Genovesi*, n. 0 (2004), pp. 173-201; tables and graphs, pp. I-XX, ([www.unige.balbisei.it](http://www.unige.balbisei.it)).

“Il Seicento genovese che non abbiamo amato”, in A. Valenti Durazzo (ed.), *I Durazzo. Da schiavi a dogi della Repubblica di Genova*, Roccafranca, 2004, pp. 64-66.

“Leggi di argomento militare nella raccolta *Leges Serenissimae Reipublicae Genuensis (1590-1778)* della Biblioteca Civica Berio”, in P. Giacomone Piana – R. Dellepiane (eds.), *Militarium. Fonti archivistiche e bibliografia per la storia militare delle Repubblica di Genova (1528-1787), delle Repubblica Ligure (1797-1805) e della Liguria napoleonica (1805-1814)*, Savona, E. Ferraris editore, 2003, pp. 231-248.

“Documenti di interesse militare nel fondo Antichi Notai (1746-1752)”, in P. Giacomone Piana – R. Dellepiane (eds.), *Militarium. Fonti archivistiche e bibliografia per la storia militare delle Repubblica di Genova (1528-1787), delle Repubblica Ligure (1797-1805) e della Liguria napoleonica (1805-1814)*, Savona, E. Ferraris editore, 2003, pp. 249-252.

## **INTERNATIONAL RESEARCH NETWORKS**

2013-2015

*Frontiere marittime nel Mediterraneo: quale permeabilità? Scambi, controllo, respingimenti (XVI-XXI secolo)* – [FIRB 2012 - Programma "Futuro in ricerca" protocollo RBFR12GBQZ] – dr. Valentina Favarò (Università degli Studi di Palermo, Italy).

2013-2014

*Los extranjeros y las reformas en la España borbónica: actitudes y respuestas de las naciones a las reformas carolinas desde una perspectiva comparada (1759-1793)* [HAR2012-36884-C02-02] - prof. Óscar Recio Morales (Universidad Complutense de Madrid, Spain).

2012-present

Programme DAMIN - *Silver Monetary Depreciation and International Relations* – prof. Georges Depeyrot (Centre National de Recherche Scientifique – CNRS, Paris, France).

2010

*Genova e il controllo del Mediterraneo: dalle crociate alle rotte dell'argento (secc. XIII-XVII). Fonti e interpretazioni*, prof. Luca Lo Basso (Università degli Studi di Genova, Italy).

2008-2010

*Banca, credito e cittadinanza in Italia dal XIII al XVII secolo* [PRIN – 2008 - 7FMAWS] - prof. Giacomo Todeschini (Università degli Studi di Trieste, Italy).

2007-present

Member of the International Research Project “Red Columnaria” - prof. Gaetano Sabatini (Università di Roma 3, Italy), prof. José Javier Ruiz Ibanez (Murcia, Spain) and prof. Pedro Cardim (Lisboa, Portugal).

2006-2007

*Echanges commerciaux: formes et infrastructures*, Programme cadre de recherche et de développement communautaire Ramses 2 – Network of excellence (2006-2007), working pannel (wps 3.1) - prof. Biagio Salvemini (Università degli Studi di Bari, Italy).

2006-2007

*Politica, finanza e commercio nei rapporti tra Genova e la Spagna (secc. XVII-XVIII)*, prof. Giovanni Assereto (Università degli Studi di Genova, Italy).

2004-2007

*Circulation de l'information et acteurs économiques en Méditerranée à l'époque moderne* - Ecole Française de Rome - prof. Wolfgang Kaiser (Université Paris 1 - Panthéon Sorbonne – Paris, France).



## **PROFESSIONAL ACTIVITIES**

### **Membership of the editorial board**

Since 2014: member of the Advisory Panel of the German peer-reviewed International journal

*Jahrbuch für internationale Handelsgeschichte/Yearbook for the History of International Trade and Commerce* (ISSN 2365-3973) published by Franz Steiner Verlag – Stuttgart (Germany)

### **Series Editor**

Since 2017: with Roberto Tufano (University of Catania – Italy) and Óscar Recio Morales (Universidad Complutense, Madrid - Spain)

*Colección Italia y el Mundo Ibérico en la Edad Moderna (Italy and the Iberian World in Early Modern times)* published by Albátros Ediciones – Valencia (Spain).

### **Memberships**

Member of SISE (Italian Economic History Association)

Member of APHES (Portuguese Economic and Social History Association)

Honorary Research Fellow, Department of History – University of Sheffield (April 2015)

### **Conference organisation**

(2014)

*Beyond the frontier, within the frontier. Movements and controls in the Mediterranean Sea and the Atlantic Ocean (XVI-XVIII century)*, International workshop, Lisbon (Portugal), 30 January 2014.

## Conference and seminar presentations

(2016)

*Las ferias de cambio de Medina del Campo en el siglo XVII: ¿un mundo aparte?*, paper presented at the International Conference “Simón Ruiz y el mundo de los negocios en la Europa de los siglos XVI y XVII”, Medina del Campo (Spain), June 2016.

*Mercato del denaro e debito pubblico spagnolo: strumenti e protagonisti*, paper presented at the Dipartimento di Economia e Impresa, University of Catania, Catania (Italy), May 2016.

*Strumenti del credito e istituzioni finanziarie: un lungo cammino verso la modernità*, paper presented at the Dipartimento di Economia e Impresa, University of Catania, Catania (Italy), May 2016.

*Los destinos de la plata española “reconsiderados”. Los asientos de Flandes y las cecas de Lisboa, Londres y Génova (1621-1665)*, paper presented at the Seminario de Investigación en Historia Económica ‘Ramón Carande’, Departamento de Economía e Historia Económica, University of Seville, Seville (Spain), April 2016.

*“È meglio perdere che mal spendere?”. Gli operatori finanziari portoghesi e genovesi ed i diversi destini dell’argento spagnolo: Lisbona, Genova e Londra (1621-1665)*, paper presented at the Doctoral School of the University of Genoa, Genoa (Italy), April 2016.

(2015)

*Los genoveses entre España y el Imperio turco (1650-1690): los problemas monetarios vinculados a el comercio de la plata española y a las “falsas monedas” entregadas en Estambul (Izmir)*, paper presented at the International seminar “La otra Europa: Individuos y grupos de la Europa Oriental y del Imperio Safarí en España”, Centro Ciencias. Humanas y Sociales (CSIC), Madrid, November 2015.

*‘Not mentioning my own interest’. The Italian exchange fairs: evidence from Public debt and private credit market (1535-1700)*, paper presented at the Economics & International Studies Seminar, University of Buckingham (UK), November 2015.

*International Fairs in the 16<sup>th</sup> Century*, paper presented at the International Conference “Internationale Messen in Vergangenheit und Gegenwart - International Fairs in Past and Present”, Universität Leipzig (Germany), June 2015.

*The Genoese and Portuguese bankers “sitting on the top of the world”. Exchange fairs, Spanish silver and the international payment system (1626-1647)*,

Università degli Studi di Bologna, Teaching Hub – Forlì Campus (Italy), May 2015.

*“Sono tempi che corrono accidenti non prevedibili”. Come gli hombres de negocios genovesi (re)agirono alle insolvenze della corona spagnola (1621-1648) tra speculazioni finanziarie e mercato del credito e dei metalli preziosi*, paper presented at 47<sup>th</sup> Week of Studies *The financial crises, their management, their social implications and their consequences in Preindustrial Times*, Istituto Internazionale di Storia Economica “F. Datini”, Prato (Italy), May 2015.

*For King, for Commonwealth, or for profit? The Genoese and Portuguese bankers and the Spanish silver in 17<sup>th</sup> century England*, paper to be presented at the Sheffield Centre for Early Modern Studies, University of Sheffield (UK), March 2015.

(2014)

*For the King, for the Commonwealth, or for the profit? The Genoese bankers and the Spanish silver & wool trades in 17<sup>th</sup> century England*, paper presented at Escuela de Estudios Hispano-Americanos, Seville (Spain), December 2014.

*Why weak ties were so strong? The Genoese financial operators and the International Payment system: money vs. silver (1620-1660)*, paper presented at Escuela de Estudios Hispano-Americanos, Seville (Spain), June 2014.

*The Spanish Silver Trade (1621-1651): from the Mediterranean Sea to the Atlantic Ocean*, paper presented at the International Workshop “Earl J. Hamilton: influence and legacy eight decades after American Treasure and the Price Revolution in Spain, 1501- 1650”, City College, London (UK), May 2014.

*The Spanish Silver trade (1621-1651): from the Mediterranean Sea to the Atlantic Ocean*, paper presented at the Gabinete de História Económica e Social (ISEG), Universidade de Lisboa, Lisboa (Portugal), January 2014.

(2013)

*The Atlantic “Silver Loop”: London and the Spanish Silver Trade (1620-1660)* – paper presented at the Institute of Historical Research, London (UK), December 2013.

*Mercato del denaro, metalli preziosi, speculazioni finanziarie e contrabbando nel “lungo” XVII secolo: un interminabile gioco senza frontiere dal Mediterraneo all’Oceano Atlantico*, paper presented at the International Congress *Frontiere. Rappresentazioni, integrazioni e conflitti tra Europa e America secoli XVI-XX*, Dipartimento di Studi Umanistici, Università degli Studi Roma Tre (Italy), June 2013

Invited discussant at the International Workshop *Commercial Networks and European Cities (XIVth-XVIIIth Centuries)*, Dipartimento di Scienze Storiche, Geografiche e dell’Antichità, Università degli -Studi di Padova (Italy), May 2013.

*Nuevas líneas de investigación sobre la plata española en el siglo XVII: genoveses, portugueses e ingleses en el corazón del mercado monetario español*, paper presented at the International Workshop *Los Extranjeros en la Europa Moderna: integración y diversidad. Estado de la cuestión, nuevos proyectos y perspectivas de investigación*, Centro de Ciencias Humanas y Sociales (CSIC), Madrid (Spain), May 2013.

*Lisbon, London, or Genoa? Three alternative destinations for the Spanish Silver of Philip IV (1627-1650)*, paper presented at the International Workshop *Transfers of precious metals and their consequences (XVII<sup>th</sup>-XX<sup>th</sup> centuries)*, Museo del Traje, Madrid (Spain), May 2013.

*"Prata em barras?" Genova e Lisboa: due diversi destini della plata española de Felipe IV*, Centro de História de Além-Mar, Universidade Nova de Lisboa (Portugal), March 2013.

(2012)

*"Standing in the English rain". The Genoese and Portuguese bankers and the English silver trade (1630-1650)* paper presented at the International Workshop *"Lisbon Fresh Meeting"*, Faculdade de Ciências Sociais e Humanas - Universidade Nova de Lisboa, Lisbon (Portugal), October 2012.

*"A wise man is always ready to face a disaster". The professional skill of the Genoese, Florentine and Portuguese financial operators in the XVII<sup>th</sup> Century's exchange fairs*, paper presented at the International Congress *Ressources publiques et construction étatique en Europe. Fiscalité et dette publique, XIII<sup>e</sup>-XVIII<sup>e</sup> siècle*, Université Paris 1 Panthéon-Sorbonne - Ministère économique et financier, Paris (France), July 2012.

*Portuguese and Genoese Financial operators challenging the silver market in the XVII<sup>th</sup> Century*, seminar at the Gabinete de História Económica e Social (ISEG), Universidade Técnica de Lisboa, Lisboa (Portugal), January 2012.

(2011)

*"Do not put water in my wine". 17<sup>th</sup> Century Genoese financial operators' business letters*, paper presented at XXXI Encontro da APHES (Portuguese Economic and Social History Association), Universidade de Coimbra (Portugal), November 2011.

Invited discussant at a panel *Reconsidering the Seventeenth Century through the public and private documentation of economic and diplomatic actors*, XXXI Encontro da APHES (Portuguese Economic and Social History Association), Universidade de Coimbra (Portugal), November 2011.

(2010)

*The XVII<sup>th</sup> Century: Was it really "el siglo de las quiebras"? The Genoese Financial network: exchange fairs, professional skills and European money market*, paper presented at XXX Encontro da APHES (Portuguese Economic and Social History Association), Instituto Superior de Economia e Gestão - Universidade Técnica de Lisboa (Portugal), November 2010.

(2009)

*“Cumplir con cuidado”*: il mercato del credito genovese negli anni 1630-1640. *Vecchi protagonisti e nuove strategie*, paper presented at the International Conference *Génova y la Monarquía Hispánica (1528-1713)*, Universidad Pablo de Olavide de Sevilla (Spain), September 2009.

*“Four times a year for so many years”*. *The Italian Exchange Fairs during the XVI<sup>th</sup>-XVII<sup>th</sup> Century: Comparing Financial Institutions*, paper presented at the XV<sup>th</sup> World Economic History Congress, Utrecht (The Netherlands), August 2009.

*Le fiere di cambio genovesi e il Banco di Amsterdam: due istituzioni finanziarie del XVII secolo a confronto*, Dipartimento di Studi Sociali, Facoltà di Economia, Università degli Studi di Brescia (Italy), May 2009.

*Storia di una crisi annunciata. Finanza ed economia reale all’ombra dell’Impero spagnolo (secoli XVI-XVII)*, Università degli Studi di Catania (Italy), March 2009.

(2008)

*Genova e la finanza europea del XV-XVII secolo*, Bocconi University, Milan (Italy), October 2008.

*The Genoese exchange fairs and the Bank of Amsterdam: a comparison between two Financial Institutions of the 17<sup>th</sup> Century*, Workshop *Institutions and Economic Growth in the Mediterranean, 1500-1800*, Villa Schifanoia, Department of History and Civilization, European University Institute, Firenze (Italy), April 2008.

(2007)

*Fiere di cambio italiane e mercato del credito europeo: la rivalità tra gli operatori finanziari genovesi e fiorentini nella prima metà del XVII secolo*, International Workshop *Comprendere le monarchie iberiche: seconda sessione: risorse materiali e rappresentazione del potere*, Dipartimento di Studi storici, geografici, antropologici, Università degli Studi di Roma 3, Rome (Italy), November 2007.

*Il mercato del credito europeo nel XVII secolo. Le fiere di cambio genovesi e le altre istituzioni finanziarie concorrenti a confronto*, International Congress *Il sistema imperiale spagnolo: dal centro alla periferia e viceversa. Nuove prospettive di ricerca*, Casale del Parco, Agrigento (Italy), October 2007.

*Los nuevos banqueros genoveses: entre Madrid, Génova y la feria de cambio (1600-1650)*, Il Ciclo Internacional de Conferencias *Métodos, Teorías y Nuevas Líneas de Investigación Histórica*, doctorado europeo en *The Social History of Europe and the Mediterranean: Building the Past*, Universidad Pablo de Olavide, Seville (Spain), April 2007.

(2006)

*La Sanità del porto di Genova nel XVIII secolo: primi risultati e future prospettive di ricerca*, International Congress *Piazze mercantili, mercanti e poteri sulle rotte*

*tirreniche. I traffici marittimi tra Francia e Italia nell'età della "grande trasformazione" (1700-1850)*, Bari (Italy), November 2006.

*Las ferias de cambio y los operadores financieros del siglo XVII*, seminar at Departamento de Economía, Métodos Cuantitativos e Historia Económica, Universidad Pablo de Olavide, Sevilla (Spain), October 2006.

*Il network finanziario della famiglia Spinola: Spagna, Genova e le fiere di cambio (1627-1656)*, International workshop *Informazioni e scelte economiche*, École Française de Rome, Roma (Italy), June 2006.

*La frammentazione del network finanziario delle fiere di cambio genovesi (1621-1640 circa)*, International Congress *Debito pubblico e mercati finanziari in età moderna ed età contemporanea*, Fondazione Famiglia Legler, Brambate di Sopra (Italy), May 2006.

*Las finanzas privadas genovesas y la ferias de cambio del siglo XVII*, conference at Round Table *El Comienzo de la Banca de Inversiones y la Economía Financiera*, Instituto de Empresa, Madrid (Spain), May 2006.

*Lo skill professionale degli operatori finanziari genovesi nelle fiere di cambio del XVII secolo*, paper presented at the workshop *Le forme del credito nell'Italia di Antiquo Regime*, Dipartimento di Scienze Economiche, Università "Cà Foscari", Venice (Italy), April 2006.

(2005)

*Le fiere di cambio nella prima metà del XVII secolo: evoluzione di un'antica istituzione finanziaria*, paper presented at VI Seminario Internacional *Historia, banca, crédito y capital: la monarquía hispánica y los antiguos países bajos (1505-1700)*, Fundación Carlos de Amberes, Madrid (Spain), December 2005.

*La red financiera de la familia Spinola: España, Génova y las ferias de cambio (1627-1656)*, paper presented at X Simposio de Historia Económica *Network Analysis in Economic History*, Universitat Autònoma de Barcelona, Bellaterra (Spain), January 2005.

## **Languages**

Italian (mother tongue); English (fluent); Spanish (fluent); Portuguese (intermediate); Latin (working knowledge)

## Most relevant scientific production in the last five years

My main research interest can be broadly described as the long-term development of European payments systems with a particular focus on the exchange fairs.

I would like to comment briefly some of my scientific publications (2011-2016) which I consider more relevant to this call.

1. SINGLE-AUTHORED MONOGRAPH: “*O dinheiro morreu. Paz à sua alma danada*”. *Gli operatori finanziari del XVII secolo tra investimenti e speculazioni*, Palermo: Associazione Mediterranea, 2012 (ISBN: 978-88-96661-16-1).

It is a collection of new and previously published essays. The principal topics of this book are:

- The exchange fairs seen in the long run (XVI-XVIII C.),
- The new born exchange banks of the XVII century (such as the *Wisselbank* in Amsterdam),
- The technical aspects linked to the international payments system in early modern Europe,
- The professional skills required by the professional brokers of that time,
- The silver trade and the international connections among the Iberian Peninsula, Italy and Great Britain.

The book included an appendix of more than 60 pages of archival documents and commented sources. This research produced a cluster of publications (articles and chapters of books) and papers presented at various seminars and conferences in Italy, France, Spain, Portugal, Germany and United Kingdom.

2. INTERNATIONAL PEER-REVIEWED CHAPTER OF BOOK: “Genoese Finance, (1348-1700)”, in G. Caprio (ed.), *Handbook of Key Global Financial Markets, Institutions, and Infrastructure*, Vol. 1, Oxford: Elsevier, 2013, pp. 123-132.

The most peculiar aspect to be underlined is that the Genoese state, in order to make the income from the ordinary revenues less uncertain and to regulate its cash flow, sold the right to collect a determined tax for a period of time that was pre-established by private investors. The House of Saint George allowed financiers to delegate to the administrators of that institution some very important tasks. These included the control of the solvency of the borrower, the prediction and management of economic and political shocks, and the management of information of both a political and economic nature. The

shareholders of Saint George enjoyed credit attained at a modest level of risk even if their performance was inferior to that enjoyed, on average, by foreign investments that lacked similar mechanisms for protecting creditors. The Republic of Genoa, conversely, could obtain at low cost the financing of its own public debt. The House of Saint George anticipated by decades, if not centuries, many modern banking operations. This led to the development of a citizenry with a technical knowledge of great value and indisputable modernity. This knowledge was perfected and imposed on International finance by a group of commercial and financial Genoese operators who were undoubtedly the leaders in the European markets.

3. INTERNATIONAL PEER-REVIEWED PAPER: "The Genoese and Portuguese Financial Operators' Control of the Spanish Silver Market (1627-1657)", *Journal of European Economic History*, XLI/3 (2012), pp. 67-89.

The Genoese bankers became the leaders of the Spanish Empire's credit market borrowing money to the Habsburgs for more than a century. The *quiebra* (decree of bankruptcy) of 1627 was a real turning point in the history of the Spanish Hacienda Real. Prime Minister Olivares' goal was to weaken the Genoese operators and to oblige the Portuguese bankers to take their risk serving their new king as 'good vassals'. A crucial problem was the payment of the Spanish troops, signally the Army of Flanders. This complex mechanism was based on the conversion from silver to gold. In 1630 Spain signed a peace treaty with England and this political agreement opened up new business opportunities for the Genoese and Portuguese bankers as well. In fact, the English Royal Mint bought a huge amount of bullion, and the *asentistas* obtained credit in Flanders through the bullion paid with bills of exchange in Antwerp.

4. INTERNATIONAL PEER-REVIEWED PAPER: "The Genoese exchange fairs and the Bank of Amsterdam: Comparing two Financial Institutions of the 17th century", *História Econômica & História de Empresas*, 18/1 (2015), pp. 39-59.

The prime mover of the Genoese exchange fairs was - more than International commerce - the huge volume of transactions generated by the Spanish Crown's public debt and the financial speculations of the most influential European financial operators (Genoese above all). The purpose of this article is to carry out a comparative analysis of the main dimensions of the Genoese exchange fairs and the Bank of Amsterdam seems to be the logic continuation of the Italian exchange fairs. The Dutch bank should be considered as the final point of a long process of evolution of the domestic monetary market. In fact, it was strongly backed by the merchant class in order to regulate not only the national monetary market, but also to support the International payments system for almost two centuries.



5. INTERNATIONAL PEER-REVIEWED PAPER: "Which way to turn?" The destinations of the Spanish silver (1621-1650): London, Lisbon, or Genoa, *Annales Mercaturae. Jahrbuch für internationale Handelsgeschichte / Yearbook for the History of International Trade and Commerce*, 1 (2015), pp. 9-35.

During the XVI and XVII centuries the public credit market of the Spanish Empire used the Genoese and Portuguese bankers' to intermediate on their behalf. They lent money to the Spanish Crown (*asientos*) and offered many other financial services all around Europe. The *asientos* was a typical form of short term borrowing which paid high rates of interest reimbursed in silver (bullion and coins), which could be sold to many different private economic agents and public mints all over Europe. The objective of this article is to analyse, within the environment of the international silver market, the role played by some of the European mints who were directly interested in this type of financial intermediation. While the production levels of the mints in Genoa and London depended more on the financial market that of Lisbon was derived from a purely commercial market.

In the last five years I have been an active member of various international research networks.

Linked to the project *Maritime borders in the Mediterranean: how permeable are they? Exchange, control, denial of access (16<sup>th</sup> to 21<sup>st</sup> century)* - coordinated by Dr. Favaro (University of Palermo) - I presented the first results of my research at the International Congress *Frontiere. Rappresentazioni, integrazioni e conflitti tra Europa e America secoli XVI-XX*, organized by the Università degli Studi Roma Tre (Italy) and at the Doctoral School of the University of Genoa (Italy). In 2014, I organized an international workshop at the *Instituto Superior de Económia e Gestão* (University of Lisbon) for which I secured € 11,000 funding from the University of Genoa.

As a member of the project *Foreigners in Eighteenth Century Spain: A Comparative Approach to the "Naciones"* coordinated by prof. Recio Morales (Complutense University, Madrid) I presented a first paper at the international workshop *Los Extranjeros en la Europa Moderna: integración y diversidad. Estado de la cuestión, nuevos proyectos y perspectivas de investigación* (Madrid, May 2013) and a second one at the international seminar *La otra Europa: Individuos y grupos de la Europa Oriental y del Imperio Safarí en España* (Madrid, November 2015).

Since 2012 I collaborate with the Programme DAMIN - *Silver Monetary Depreciation and International Relations* – coordinated by prof. Georges Depeyrot (Centre National de Recherche Scientifique – CNRS, Paris, France).

Linked to this project I presented a paper at the international workshop *Transfers of precious metals and their consequences (XVII<sup>th</sup>-XX<sup>th</sup> centuries)* (Madrid, May 2013).

My current research project also focuses on the international payment system and the silver trade in early modern Europe. I am also investigating the role of the Genoese, Portuguese, and English bankers as brokers in financial markets in several European cities (Genoa, Madrid, Lisbon, Amsterdam, Antwerp, London and Venice) in 17<sup>th</sup>-18<sup>th</sup> centuries.

Preliminary results can be found in the following forthcoming publications:

(2017) *Le fiere di cambio del XVI-XVII secolo: Medina del Campo un "caso a parte"*, in H. Casado Alonso (ed.), *Simón Ruiz y el mundo de los negocios*, Valladolid, (forthcoming 2017).

(2017) *The Genoese financial operators' professional skill under the spotlight. Exchange fairs, Spanish public debt, and International credit market (XVII century)*, in M. A. Denzel – W. Roberds (eds.), *Central banks and their role in financial and economic crises*, Proceedings of the XVII World Economic History Congress (Kyoto, Japan, 3-7 August 2015), (forthcoming 2017-2018).

(2017) *The Italian exchange fairs and the International Payment system (XVI-XVII centuries)*, in M. A. Denzel (ed.), *International Fairs in Past and Present*, Leipzig (Germany), (forthcoming 2017-2018).

As a historian, I am enthusiastic about engaging with a broader public beyond the university. In Genoa, as a member of local history deputations I put in place a programme of activities, which aimed to engage local teachers and students in secondary and further education. In 2005 in collaboration with the *Archivio Storico del Comune di Genova* (Historical Archive of Genoa) I organized a round table during the *Settimana della Cultura* (Week of the Culture) in order to present to an non-academic public the impressive collections of the books of accounts (16<sup>th</sup>-19<sup>th</sup> centuries) held by this public institution. In 2014 I have also organized an International Round Table on the Renaissance exchange fairs in occasion of the new 'Economic Books Fair' organized in Novi Ligure (Italy).

To confirm this informative and educational approach, last year I published a new book on the history of savings - *El ahorro en perspectiva histórica. Una herramienta para el progreso de las personas y de la sociedad*. In fact, this last book has been written for the general public using some interesting case studies as models for the development of this important economic attitude in a historical perspective.