



## PERSONAL INFORMATION

Surname, First name	<b>SPANO, Davide</b>	
Address	4, Via Regina Margherita – 09020 SIDDI (VS), Italy	
Telephone	Mobile: +39 347 90 85 989	Home:
E-mail	davide.spano@gmail.com	
Nationality	Italian	
Date of birth	November 27 <sup>th</sup> , 1975	
Gender	Male	

## WORK EXPERIENCE

**Dates:** from April 2006 to September 2006

**Name and address of employer:** S.A.R.IM S.r.l. c/o Holiday Inn Cagliari  
Viale Umberto Ticca – 09122 – CAGLIARI, Italy

**Type of business or sector:** Hotel Industry

**Occupation or position held:** Hotel receptionist.

**Main activities and responsibilities:** Smooth hotel front office operations, rooms assignment.

**Dates:** from September 2004 to June 2005

**Name and address of employer:** Holiday Inn Courtalin, c/o Holiday Inn at Disneyland Resort Paris  
20, Avenue de La Fosse des Pressoirs – 77703 – MAGNY LE HONGRE, France

**Type of business or sector:** Hotel Industry

**Occupation or position held:** Hotel receptionist

**Main activities and responsibilities:** Smooth hotel front office operations, rooms assignment. Personal cash box responsible. Night audit, daily closing operations, data collection, data entry and management reporting.

**Dates:** from June 2004 to September 2005

**Name and address of employer:** Euro Disney S.C.A. – 77777 – MARNE LA VALLÉE, France

**Type of business or sector:** Tourism and Theme parks

**Occupation or position held:** boutique employee;

**Main activities and responsibilities:** Customer welcoming and counselling, personal cash box responsible, vending surface reorganization.

**Dates:** from July 2003 to November 2003

**Name and address of employer:** Comune di Siddi – 09020 – SIDDI (VS), Italy

**Type of business or sector:** Public administration.

**Occupation or position held:** Team co-ordinator.

**Main activities and responsibilities:** EU Interreg III B Program – CIMPA Project. Gathering information about archaic to modern varieties of hard wheat; their cultivation techniques, semi finished (flour, meal, bran) and finished, products (typical and artistic types of bread, noodles, pasta) and traditional dishes obtained from these last in the entire sub-region of “Marmilla”(Sardinia). Within that project I have been charged of: interviewing and gather testimonials from the 60+ years old population of my village; co-ordinate the team of 10 people, final report redaction and represent the community at the Cimpa event at Arzachena (OT), Italy.

## EDUCATION AND TRAINING

April 2007-March 2008 (2000 hours including 500 hours of internship)

**INTERNATIONAL MASTER PROGRAM IN TOURISM MANAGEMENT** - 6<sup>th</sup> edition

**Name and type of organisation providing organization and training:**

**AILUN** – Associazione Istituzione Libera Università Nuorese

Via Pasquale Paoli – 08100 Nuoro (ITALY)

Phone: 0039 0784 226 226 – Fax: 0039 0784 203 158

Email: masters@ailun.it – www.scienze sociali.ailun.it

**Program Description & Goals:**

The International master program in Tourism Management provides a high level and advanced professionalism in the tourism field founded on a thorough training program, appropriate to innovative and managerial roles, crucial for the sustainable development of the tourism industry:

- It presents the tourism as a phenomenon characterized by a tight interdependence among the economic, psychological and sociological components;
- It offers the students a complete overview of the theoretical and applied issues concerning the planning and management of the tourism operations and policies.

**Curriculum:**

- **Basic Instruction:** Experimental Analysis of Behavior; Theoretical and Experimental Language of Science; Mathematical Logic; Set Theory; Statistics.
- **Social Sciences:** Psychological and Sociological Analysis of Tourist's Behavior; Anthropological and Cultural Aspects of Tourism; Tourism Market; Tourism, Economic Growth and Sustainable Development.
- **Management:** Tourism Businesses, Services and Products Planning; Resort Planning; Human Resource Management; Budgeting and Accounting; Yield Management; Total Quality and Customer Satisfaction Information Technology and E-Commerce.
- **Marketing:** Marketing Research; Segmentation, Targeting and Competitive positioning; Strategy and marketing policies for tourism destination; Promotion, Advertising and Communication in the tourism industry; Marketing Information Systems.
- **Planning:** Destination Management; The role of institutions in the Tourism Industry; Tourism Supply Strategic Planning; Tourism Legislation.

**Chair and Dean of the Master:** Professor Giulio Bolacchi, Professor of Sociology and Social Psychology

**Foreign Faculty**

*Eugenio Aguiló Pérez* (Universidad de las Islas Baleares, Spain) • *Donald J. Anderson* (Purdue University, USA) • *Nicole W. Biggart* (School of Management, University of California at Davis, USA) • *Bernhard Giesen* (University of Konstanz, Germany) • *Charles R. Goeldner* (Leeds School of Business, University of Colorado at Boulder, USA) • *Zheng Gu* (William F. Harrah College of Hotel Administration, University of Nevada at Las Vegas, USA) • *Donald E. Hawkins* (George Washington University, USA) • *Jafar Jafari* (University of Wisconsin at Stout, USA) • *Carson L. Jenkins* (University of Strathclyde, United Kingdom) • *Brian King* (Victoria University, Australia) • *Matthew W. Lonam* (Florida Campus, Mountain State University, USA) • *Dean MacCannell* (University of California at Davis, USA) • *Alastair Morrison* (Purdue University, USA) • *David C. Palmer* (Smith College at Northampton, USA) • *Philip L. Pearce* (James Cook University, Australia) • *Richard H. Penner* (School of Hotel Administration, Cornell University, USA) • *Jonathan H. Turner* (College of Humanities, Arts, and Social Sciences, University of California, Riverside, USA) • *Muzaffer Uysal* (Virginia Polytechnic Institute and State University, USA) • *Gary K. Vallern* (Northern Arizona University, USA).

**Dates:** from 1999 to 2004

**Name and type of organisation providing organization and training:**

**University of Cagliari** - Faculty of Economics

**Title of qualification awarded:** Doctor in Economics and tourism management

**Principal subjects/Occupational skills covered:** Economics, Finance, Management, Tourism policy, Tourism legislation, Marketing, Geography of tourism, Quality management, Mathematics, Statistics, Business control, Public, private and commercial law, English and Spanish languages

**Socrates/Erasmus program** from September 2001 to March 2002 at FUCaM (*Facultés Univarsitaires Catholiques de Mons*), Mons, Belgium.

**Passed exams:** *Finance, Marketing, Statistics, Business control, Human resources management, Credit and banking, European policies, International organisations analysis.*

**Level in national or international classification:** Degree

<p><b>Dates:</b> from 1989 to 1994</p> <p><b>Name and type of organisation providing organisation and training</b> Liceo Scientifico “G. Marconi”, San Gavino Monreale (VS), Italy</p> <p><b>Title of qualification awarded:</b> Scientific High School</p> <p><b>Principal subjects covered:</b> Mathematics, Physics, Chemistry, Biology, Latin, Philosophy, History, Italian language, French language</p> <p><b>Level in national or international classification:</b> High school Diploma</p>
<p><b>Dates:</b> from November 2005 to September 2006</p> <p><b>Name and type of organisation providing organisation and training</b> Marne la Vallée (Paris Est) University - Ile de France Institute of Engineering Cité Descartes 5, Bld Descartes, Champs sur Marne – 77454 – MARNE LA VALLEE – CEDEX 2, France</p> <p><b>Title of qualification awarded:</b> Master in “<i>New technologies of information and communication for the development of enterprises</i>”, first year of master in “<i>Information, decision and knowledge engineering</i>”.</p> <p><b>Main aims:</b> Build professional abilities in order to prevent, detect and face internal and external threats for the enterprises.</p> <p><b>Principal subjects covered:</b> Information collection and elaboration and production, knowledge of ploys and threats, strategic and geo-political knowledge, evaluation of enterprise vulnerability, legal boundary of investigation, use of office automation software, creation and manipulation of web-sites and databases, project management.</p>
<p><b>Dates:</b> from May 2006 to September 2006</p> <p><b>Name and type of organisation providing organisation and training</b> FOR. COM Consortium – Training for Communication. Interuniversity consortium. Via Virgilio Orsini 17/A – 00192 – Rome, Italy</p> <p><b>Title of qualification awarded:</b> TALAS Project (Tourism Management e-learning solutions) – Leonardo Program.</p> <p><b>Principal subjects covered:</b> Administration and management of training contents in tourism field using e-learning and m-learning solutions.</p>
<p><b>Dates:</b> from 22 February 2005 to 24 February 2005</p> <p><b>Name and type of organisation providing organisation and training</b> Intercontinental Hotels Group training Centre c/o Holiday Inn Amsterdam De Boelelaan, 2; 1083 HG AMSTERDAM, The Netherlands</p> <p><b>Title of qualification awarded:</b> Holidex Plus Basic Training</p> <p><b>Principal subjects covered:</b> Pricing and availability rooms policy, reservation policy, data entry (hotel and destination description, general informations).</p>
<p><b>Dates:</b> from February 2004 to June 2004</p> <p><b>Name and type of organisation providing organisation and training</b> “Associazione Culturale Italia – Inghilterra”. 97, Via Macchiavelli – 09131 – CAGLIARI, Italy</p> <p><b>Title of qualification awarded:</b> ESOL PET Certificate by Cambridge University</p> <p><b>Principal subjects covered:</b> English Language – Listening, Speaking, Writing and Reading.</p>

<b>PERSONAL SKILLS AND COMPETENCES</b>											
Native language	<b>Italian</b>										
Other Languages	<b>English, French, Spanish.</b>										
Self-assessment	<b>Understanding</b>				<b>Speaking</b>				<b>Writing</b>		
European level (*)	Listening		Reading		Spoken interaction		Spoken production				
<b>English</b>	C1	Advanced	C1	Advanced	B2	Intermediate	B2	Intermediate	B2	Intermediate	
<b>French</b>	C2	Advanced	C2	Advanced	C2	Advanced	C1	Advanced	C1	Advanced	
<b>Spanish</b>	A2	Elementary	B1	Intermediate	A2	Elementary	A2	Elementary	A2	Elementary	
<i>(*) Common European Framework of Reference (CEF) level: (min) A1, A2, B1, B2, C1, C2 (max)</i>											
<b>Social skills and competences</b>	Friendly, open minded, collaborative, reflexive and rigorous. Willing to learn and to teach. I have used to improve those abilities in multicultural work environments (Holiday Inn, Eurodisney and Erasmus) and in high technological environments (use of web based tools for on-line teamwork) during the first year of I IDC master (Marne										

	la Vallée – France).
<b>Organizational skills and competences</b>	<p>Normally I prefer to work independently but I also like to work within a team. During the Ailun postgraduate program I worked constantly within a little team. Working in a such environment gave me the opportunity to evaluate his strengths and weaknesses. It gave me also the opportunity to accept the challenge of his leadership.</p> <p>Organisation is very important in my life. The actual worlds needs pertinent information and appropriate decisions respecting deadlines. A rigorous allocation of time between hotel front-office work and master’s degree studies let me succeed in both the challenges.</p>
<b>Computer skills and competences</b>	<p>Advanced user of Microsoft OS and Office package (Word, Excel, Powerpoint, Access), web browsers (Mozilla Firefox and Internet Explorer). I am also building my knowledge of web sites creation technologies and open source content management systems. I’m very interested in open source exploitation systems.</p> <p>Working knowledge of Micros Systems’ Opera and IHG’s HRS Holidex Plus.</p> <p>I have used to work with different business control software packages (Sage Winforecast and Orenbourg Ressources’ Board M.I.T.).</p>
<b>Driving licence(s)</b>	B level
<b>Additional information</b>	Military service accomplished at Genio Guastatori squadron “Sassari”. Now in temporary discharge without limit.