

The logo features a stylized globe in the background with white outlines of continents and latitude/longitude lines. In the foreground, there are several light blue wavy lines that flow from the left side towards the globe. Three of these lines end in arrowheads pointing towards the right side of the globe. The entire design is set against a dark blue gradient background.

Equilibri®

1. Introduction to Equilibri

- Who are we?
- Our activities
- Our products
- Structure
- References

2. About us

- The Board of Directors
- The Advisory Committee
- Researchers

Introduction to Equilibri

Our Activities

6. Information
7. Professional Education
8. Economic Intelligence
9. Intelligence “on demand”

Equilibri

1. INFORMATION



What do we mean by 'information'?

- By information we intend the production of analyses regarding current international events and dynamics. Our analyses are divided into four distinct categories; politics, economy, social, and security.

What purpose does it serve?

- Timely and well balanced information can be defined as an agile, clear and simple tool for all of those requiring an analysis of events characterising the international scenario.

Who are the end users?

- End users include; Large corporations, SME's, Banks and Financial Institutes, Media, Public Institutions, NGO's, Centres for Strategic and International Studies, and Universities.
- End users can be defined as all those requiring well sourced, studied and developed analyses and information regarding international social, political, and economic realities.

2. PROFESSIONAL EDUCATION



What is 'Professional Education'?

- Equilibri's Professional Education programs have the objective of supplying the instruments necessary to conducting research and interpreting international political, economic, and social scenarios.

The benefits?

- Equilibri's courses aim to supply the instruments necessary to formulating strategic decisions.
- Working closely with academic institutions and specialised professionals Equilibri is a trait-d'union between university studies and the professional world.

Who is Pro-Ed aimed at?

- Equilibri's Professional Education programs are tailored to improving the professional capacities of analysts, economic and financial researchers, private sector and institutional managers, and, more in general, all of those who work in international contexts or have a requirement to evaluate international scenarios.

3. ECONOMIC INTELLIGENCE

What is 'Economic Intelligence'?

- Economic Intelligence is the sourcing, analysis and evaluation of information. Proficiency in this sector allows for the creation of the basis upon which to operate in diverse sectors, markets and contexts.

Why is it important ?

- Future challenges will be won above due to intimate knowledge of the diverse operating environments and of the realities of which they are composed.
Equilibri's Economic Intelligence is able to assure real competitive advantages and risk mitigation through research and interpretation of information coming directly from specific markets.

Who is it aimed at?

- The activities of Equilibri's Economical Intelligence Unit have the scope of supporting and assisting those operating abroad. Through a process of research, analysis, and evaluation the unit can assist in the definition and implementation of international strategies.

4. INTELLIGENCE “ON DEMAND”

What is “Intelligence on demand”?

- It is the sourcing and organising of particular data and information in accordance with a client’s specific requests and necessities.

What purpose does it serve?

- **Equilibri’s ‘Intelligence on demand’** permits clients to adapt in a rapid and efficient fashion to international changes, to evaluate developing scenarios, and to adapt to the changing requirements of the market places in which they are operating.

Who is it aimed at

- **Equilibri’s intelligence activities** are aimed at supplying solutions to all those who wish to optimise their ‘core businesses’ through knowledge and information.

OUR PRODUCTS

- 
1. **Information**
 2. **Professional Education**
 3. **Consulting**
 4. **Corporate development and internationalisation**

1. INFORMATION

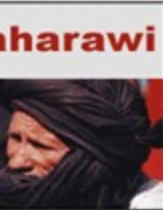


a) **Equilibri Analytica (Equilibri.net)**

- Country and Thematic Analysis (100 analyses a month)
- Informative Reports and Weekly Forecasts
- In-depth and Forecast Dossiers
- Thematic Maps
- On-line publications

b) **Media support**

- Information, analysis and comments for media organisations (Press, Radio, Web, and Television).



Yemen: l'anno della svolta?

Il 2006 si preannuncia come il punto chiave nella storia recente del paese: le elezioni di settembre, le incertezze legate alle dinamiche della politica interna e regionale e le inquietudini istituzionali sembrano indicare forse l'inizio di una nuova era per Sanaa: forse.

Gianmaria Vermetti
(21 novembre 2005)

Israele: la discussione in Parlamento della Legge Finanziaria

La proposta di Legge Finanziaria per l'anno 2006, che sarà discussa in Parlamento (Knesset) a dicembre, ha fatto riemergere un dibattito in seno ai partiti politici presentandosi come uno strumento di contrapposizione e di confronto in anticipazione dell'appuntamento elettorale del 2007.

Emanuela Sardellitti
(18 novembre 2005)

Libano: Hizbullah, fra resistenza armata ed istituzionalizzazione

Hizbollah rappresenta un'organizzazione estremamente potente e strutturata, capace di influire notevolmente sulle dinamiche libanesi e su quelle dell'intera regione mediorientale. Tuttavia, le sempre più forti pressioni a cui è sottoposta dagli attori internazionali e locali sembrano imporre una difficile scelta fra lotta armata ed istituzionalizzazione politica.

Doris Zaccaria
(17 novembre 2005)

Medio Oriente: l'importanza strategica dello stretto di Hormuz

Il sistema economico attuale è fortemente legato al petrolio, lo stretto di Hormuz assume quindi una centralità strategica per l'enorme transito delle esportazioni di greggio del Golfo Persico. A causa dei forti interessi internazionali e delle tensioni tra Iran e UAE, esiste un problema per la sicurezza e la stabilità dell'area.

Federico Tavasci
(16 novembre 2005)

Stati Uniti: i rapporti con l'ANP

L'incontro del 20 ottobre scorso tra il Presidente degli Stati Uniti e quello palestinese pare essersi concluso con dichiarazioni ottimistiche non supportate, però, da impegni concreti. I rapporti tra la Nazione americana e l'ANP (Autorità Nazionale Palestinese) sembrano restare in una fase di stallo. Passato e futuro si intrecciano, tra continuità e cambiamenti.

Emanuele Salé
(15 novembre 2005)

Egitto: la comunità cristiana

Cerca
ricerca avanzata
login
registrati

**Da lunedì
21 novembre
Abbonati
per accedere
all'Archivio**

**Corso per
Analista in
Relazioni
Internazionali**

**Tirocini
Stage
Progetti
Formativi**

Libri

2. PROFESSIONAL EDUCATION

Courses and Workshops

a) International Relations Analyst (Level I)

The analysis of international relations is a challenge that is at the same time fascinating and complex. In order for an 'Analyst in International Relations' to understand and define the subject of their research and studies not only are specific and detailed technical capacities required, but also precise 'cognitive and methodological instruments'
Duration (27 hours, 9 weeks).

b) International Relations Analyst (Level II)

This second-level course is intended as an opportunity to further develop the skills learned during the first 9 week course.

c) Workshops and seminars on specific themes

Equilibri organises and promotes seminars and workshops, both open to the public and by invitation. The subject areas covered include geopolitics, global development, macro-economics, and internationalisation of companies and markets.

d) Courses for managers and international operators

Equilibri has developed a series of courses specifically aimed at those operating at international level in the economic and financial areas and the security and defence sectors.

3 – INTELLIGENCE "ON DEMAND"



Country Analyses

Sourcing and analysing information

Analysis of micro tendencies and global, regional and local scenarios

Country risk studies

White papers

Organisation of seminars, conferences, and round tables

Country Analyses



- **Country Analyses** help to gather a better understanding of current and future political situations, the economy, productive sectors. They are also necessary to identifying investment opportunities.
- Domestic Politics
 - Society and context
 - The political situation and security
 - Power and decision making centres
 - Short-medium term developments
- Foreign Policy
 - The principal political and diplomatic relations
 - External security risks
- Domestic economy and commercial relations
 - General economic situation (macro-economic indicators)
 - Analysis of productive sectors and development policies
 - Foreign commerce
 - Identification of investment opportunities
 - Unemployment
 - Infrastructure
 - Useful information

4. Business Intelligence



Business & Financial Intelligence

Business Tutor Project

The BT project was devised to respond to the ever increasing necessity for instruments that would facilitate the challenges of globalisation

Sector Analysis are the result of in-depth studies and the elaboration of official data coming from reliable sources. Specialist consultants and expert local operators guarantee the quality of reports and analyses.

Sector Analyses



- **Sector Analyses** are the study and elaboration of information and data concerning a determined economic, commercial, or productive sector.
- **General Analysis**
 - Analysis of economic sectors in single countries
 - Analysis of development potential
 - Import/Export trends and data
- **Markets**
 - General single country economic analysis
 - Unemployment
 - Infrastructure
 - Useful information
- **Goods and Productive Sectors**
 - Consumer analysis
 - Consumers
 - Bulk distribution
 - Customer distribution
 - Contacts with local companies and distributors
 - Security, transport, and logistics
- **Analysis and choices**
 - Analysis of economic and environmental factors.
 - Identification of the best investment opportunities

References

- Gianluca Ansalone – Press Officer for Minister Rutelli and ex External Relations Officer of Finmeccanica
- Simone Pasquazzi – ex ENI analyst
- Edgardo Curcio – President of AIEE (Associazione Italiana Economist dell’Energia)
- Marco Minoretti – Country Risk Analyst SACE
- Riccardo Redaelli – Università Cattolica di Milano
- Maurizio Martellini – General Secretary of the Landau Network
- Gen. Carlo Bellinzona – Ex Director of the Military Centre for Strategic Studies
- Nicola Pedde – Globe Research
- Carlo Biffani – Administrator Start Sicurezza
- Michele Andalini – ex Presso Officer of the Under Secretary for Foreign Affairs, Margherita Boniver
- Donatella Invernizzi – Strategic Marketing Alenia Aeronautica
- Roberto Brambilla – Director Aseri
- Sara Cavelli – Vice Director SIOI
- Stefano Marguccio – Ministry of Foreign Affairs
- Enrico Dall’Oglio – Manager, Lombardy Region
- Guelfo Guelfi – Director of Communications Toscana Promozione
- Francesca Gori – ex Secretay General of UNIDEA-Unicredit
- Emiliano Cardoni – CIIM Confederazione degli Imprenditori Italiani nel Mondo
- Christian Benna –Free Lance Journalist
- Federico Bordonaro – Senior Analyst Power and Interest News Report (PINR)
- Ottorino Cappelli – Università Orientale Napoli
- Emanuele Giordana – Radio 3
- Raffaele Palumbo – Radio Popolare Network
- Flavio Mogni – Bain & Company
- Giovanna Lio – Chief Editor Sky TG 24

The People



1. **The Board of Directors**

- Riccardo Ferretti, President
- Andrea Rasca, Managing Director
- Francesco Barbavara, Advisor
- Giacomo Goldkorn Cimetta, Editorial Director
- Aldo Pigoli, Director of Professional Education and Vice Editorial Director

3. **The Board of Advisors**

- Numerous personalities from the worlds of politics, economy, security and defence (Italian and international), international institutions, academics and research.

5. **Researchers**

- 35 associates
- 150 consultants

CV

Riccardo Ferretti - Executive Editor, Manager Asian and Pacific Desk

- **Riccardo Ferretti**: professional journalist and coordinator of the monthly publication “Panorama Difesa”, he is the author of a number of articles and studies published by the Italian Military Centre for Strategic Studies and the Italian Institute of Foreign Affairs. His particular areas of expertise are Eastern Asia and military strategic affairs. Riccardo has been a consultant to the Italian Parliament’s Defence Commission and is a consultant in the field of international relations specialising in Strategic Military Affairs and the Defence Industry.
- **Riccardo Ferretti** is one of the founders of Equilibri.net, of which he has held the role of Executive Editor since January 2004.
- As the Manager of the Asian and Pacific Desk, **Riccardo Ferretti** coordinates the relevant analysis, training and services activities. The Desk’s research activities include the publication of analyses, reports, and dossiers relative to regional politics and diplomacy, economical and commercial relations, management of natural and energy resources, defence and security, and social trends and dynamics.
- **Riccardo Ferretti** also manages Equilibri’s defence and security network of consultants and collaborators.

CV

Andrea Rasca – Managing Director

- Degree in Business from the University Cattolica of Sacro Cuore in Milan and the Universidad Pontificia Comillas in Madrid
- Master on Japanese Market at Sophia University of Tokyo (ETP, Executive Training Program, Master in International Relations at Fletcher School of Law and Diplomacy of Boston.
- Founder of Paralleli.
- Andrea Rasca has a vast and deep international experience among which some at important Japanese organizations such as: JMAC (Japan Management Association Consultants), JPC-SED (Japan Productivity Center for SocioEconomic Development), APO (Asian Productivity Organization), KINTETSU Kinki Nippon Tourism.
- His experience also includes the role of General Director in a Hi-Tech manufacturing company.

CV

Giacomo Goldkorn Cimetta – Editor, Manager Middle East Desk

- **Giacomo Goldkorn:** Country Risk Analyst to private Institutions, banks, legal offices. Expert in the sector of socioeconomics. Giacomo conducts training programs and coordinates information and research activities in the field of International Relations. For some time he has collaborated with the Landau Network-Centro Volta.
- **Giacomo Goldkorn** has been the Editor of Equilibri.net since February 2002. His role includes the definition and assurance of editorial standards and the development of content published by the Equilibri.net review. In addition to this he is the Manager of the Research Desk. Giacomo is responsible for programming and coordinating Equilibri's activities and also for the identification of company guidelines.
- In the quality of Manager of the Middle East Desk **Giacomo Goldkorn** coordinates analysis activities, training, and services.
The Middle East Desk's research activities include the publication of analyses, reports, and dossiers relative to regional politics and diplomacy, economical and commercial relations, management of natural and energy resources, defence and security, and social trends and dynamics.
- **Giacomo Goldkorn** also coordinates Equilibri's activities in the fields of Country Risk analysis, Business Opportunity analysis, and Market analysis.

CV

Aldo Pigoli – Deputy Editor, Manager American and African Desks

- **Aldo Pigoli:** expert on African matters and Security and Defence privatisation. He has been an analyst for APRI Spa, ISGeo (Italian Institute for Geo-strategic and Geo-economical Studies), CeSI (Centre for International Studies), and was the coordinator of the Italian Senate's Mediterranean and Middle East Observatory. He is currently the African Program Director for the Landau Network-Centro Volta. Amongst his publications is the book "Il Mestiere della Guerra. Dai mercenari ai manager della sicurezza" (Angeli, Milano, 2004).
- **Aldo Pigoli** has been the Deputy Editor of Equilibri.net since May 2003. His role includes the definition and assurance of editorial standards and the development of content published by the Equilibri.net review. In addition to this he is the Manager of the Research Desk. Aldo is responsible for programming and coordinating Equilibri's activities and also for the identification of company guidelines.
- In the quality of Manager of the African and American Desks **Aldo Pigoli** coordinates analysis activities, training, and services. The African and American Desk's research activities include the publication of analyses, reports, and dossiers relative to regional politics and diplomacy, economical and commercial relations, management of natural and energy resources, defence and security, and social trends and dynamics.
- **Aldo Pigoli** also coordinates the training sector in the double role of organiser and lecturer



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