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ACADEMIC APPOINTMENTS

Assistant Professor of Economics, Sciences Po, 2019 –

EDUCATION

1. Ph.D. in Economics, University of Southern California, 2013 – 2019
Committee: Geert Ridder (Chair), Giorgio Coricelli, Hyungsik Roger Moon, Sha Yang
2. M.A. in Economics, University of Southern California, 2013 – 2015
3. M.P.A. in European Political Economy, London School of Economics, 2009 – 2011
4. B.A. in Business, Università Bocconi, 2006 – 2009

WORKING PAPERS

1. “Caring or Pretending to Care? Social Impact, Firms' Objectives and Welfare”
[*Best Applied Paper at the 2018 Econometric Society European Meeting*]
2. “Dynamic Regret Avoidance” (with A. Vostroknutov and G. Coricelli)
Revised and Resubmitted to: **American Economic Journal: Microeconomics**
3. “Performance Pay in Insurance Markets: Evidence from Medicare” (with H. Wang)
[*Best Paper Award Finalist at INFER 2020*] [[VoxEU Column](#)]
4. “Two-Sided Market Power in Firm-to-Firm Trade” (with V. Alviarez, K. Kikkawa, M. Morlacco)

WORK IN PROGRESS

5. “Altruism and Firm Profits” (with K. Chuk)
6. “Complementarities Between Teacher, School, and Student Inputs” (with E. Manresa, O. Namen and P. Thiemann)
7. “How Do You Build a Bank? Evidence from Colombia” (with J. A. Tamayo)
8. “Production Synergies and Cost Shocks: Hydropower Generation in Colombia” (with J. A. Tamayo)

PUBLICATIONS

1. “Suboptimal Dishonesty: Rationality in the Absence of Strategic Behavior in Honesty Experiments” (with. S. Marden), **Journal of Neuroscience**, 35(5), February 2015, 1817-1818

SEMINARS AND CONFERENCES

2021 ASSA 2021 Virtual Annual Meeting*; 2nd KIT - Paris2 - ZEW Workshop on Market Design; University of Hong Kong*; SAET (Seoul)*; Sciences Po Trade Workshop*

- 2020 CEPR/JIE School on Applied Industrial Organisation; Bar-Ilan University; Econometric Society World Congress (x2) ; INFER 2020; NYU/Columbia*; WIEN Trade Workshop*; Sciences Po
- 2019 Economics of Social Sector Organizations (London School of Economics & CEPR); 2019 APIOC* (Hitotsubashi University); 8th International Conference on Social Responsibility, Ethics and Sustainable Business (University of Minho, Braga); European Association for Research in Industrial Economics Conference (Barcelona GSE); Barcelona Summer Forum (Barcelona GSE); International Industrial Organization Conference (Boston); Sciences Po (x2); Imperial College; Warwick University; Universidad Carlos III
- 2018 Caltech Applied Micro Seminar; International Industrial Organization Conference (Indianapolis); Cal State Long Beach Seminar; American Society of Health Economists* (Atlanta); European Economic Association-Econometric Society European Meeting (Cologne); California Econometrics Conference (UC Irvine); Economics Graduate Student Conference (Washington University in St. Louis); USC Econometrics Seminar; CESR Brown Bag Seminar (USC); USC Institute for New Economic Thinking Seminar; Econometric Society Winter Meeting (Naples); 8th EIEF-UNIBO-IGIER Bocconi Workshop on IO (Rome)
- 2017 Caltech Applied Micro Seminar; Empirics in Economics Conference (U. Chicago); North American Meeting of the Econometric Society (Washington University in St. Louis); Asian Meeting of the Econometric Society (Hong Kong); Maastricht Behavioral and Experimental Economics Symposium*; George Mason University*; ESA World Meeting* (San Diego); ESA European Meeting* (Vienna); Conference of the Western Economic Association* (San Diego); Alicante*
- 2016 California Econometrics Conference (Brigham Young U.); International Association for Applied Econometrics (Bicocca U., Milan); International Industrial Organization Conference (Drexel U.)
- 2015 Università degli Studi di Trento
- 2011 Global Social Venture Competition (London Business School)

* Presentation by co-author

HONORS AND AWARDS

1. Bourses Banque de France / BdF Flash Grants (€ 9,000)
2. Best Paper Award Finalist, INFER 2020
3. Final Year Fellowship and Travel/Research Award, University of Southern California, 2018
4. Award for Best Applied Economics Paper by a Young Researcher at the 2018 Econometric Society Summer European Meeting in Cologne, 2018
5. Summer Research Grant Award, University of Southern California Graduate School, 2018
6. Best Third Year Paper Award, University of Southern California, 2016
7. International Association for Applied Econometrics 2016 Travel Grant, IAAE, 2016
8. Best Second Year Paper Award, University of Southern California, 2015
9. Institute for New Economic Thinking Graduate Fellowship, USC Dornsife INET, 2015
10. USC Dornsife College Graduate Merit Award, University of Southern California, 2013
11. Etwoo.it ranked top 12 at the EMEA stage of the Global Social Venture Competition, 2011
12. INPDAP scholarship, INPDAP, 2008
13. Study abroad at UNC Chapel Hill Kenan Flagler Business School, 2008

REFEREE SERVICE

Journal of Policy Analysis and Management, Review of Economic Studies

TEACHING

Main Instructor (Sciences Po)

1. Applied Data Analysis for Public Policy Studies, MPA
2. Public Economics – Level 2, Master in Public Policy
3. Managerial Economics, Master in International Management and Sustainability (x2)

Teaching Assistant (University of Southern California)

4. Intermediate Microeconomics (undergraduate)
5. Principle of Microeconomics (undergraduate)

DISSERTATION SUPERVISION

Yulin Hao (MSc Econ at Sciences Po, PhD in Marketing at Rochester)

Pre-Ph.D. EMPLOYMENT

1. BNP Paribas, Investment Banking, Mergers and Acquisition, London, UK, 2011 – 2012
2. Etwoo, Jesi, Italy (social impact start-up), 2010 – 2011
3. Deloitte, Public Sector Consulting, London, UK, 2010 – 2011
4. Open Europe, Brussels, Belgium, Summer 2010

SEMINAR ORGANIZATION

1. USC Economics Brown Bag Seminar, 2015 – 2018

LANGUAGES

Italian, English, French (beginner)

SOFTWARES

Mathematica, Matlab, Python, R, Stata, z-Tree, Bloomberg, Datastream

Paris, 01/11/2020