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Education

Ph.D. in Economics, *University of Chicago, Department of Economics*, Chicago, IL. June 2007. Committee: Derek Neal (chair), Canice Prendergast, Luigi Zingales, Michael Gibbs.

M.A. in Economics, *University of Chicago, Department of Economics*, Chicago, IL. August 2003.

Laurea (B.A.) cum laude in Economics and Social Sciences, *Bocconi University*, Milan, Italy. October 2000.

Employment

August 2007- : Assistant Professor, Business Economics and Public Policy, *University of Michigan Ross School of Business*.

Other Affiliations

IZA, Bonn, Research Fellow; *Fondazione Rodolfo Debenedetti*, Milan, Research Fellow.

Fields of Interest

Labor and Personnel Economics, Health Economics, Experimental Economics.

Research

Completed papers

“Do Unemployment Benefits Promote or Hinder Job Turnover?” [forthcoming **Journal of Development Economics**], *IZA Discussion Paper 3371*, 2008 (with T. Boeri).

“Motivating Altruism: A Field Study”, *IZA Discussion Paper 3770*, 2009 (with N. Lacetera), submitted.

“Social Image Incentives in Pro-Social Behavior”, *IZA Discussion Paper 3771*, 2009 (with N. Lacetera), submitted.

“Do All Material Incentives for Prosocial Activities Backfire? The Response to Cash and Non-Cash Incentives for Blood Donations”, University of Michigan, mimeo, 2009 (with N. Lacetera), submitted.

“Will there be Blood? Incentives and Substitution Effects in Pro-Social Behavior” (with N. Lacetera and R. Slonim)

“Wage Dynamics and Insurance”, University of Michigan, mimeo, 2009.

“Labor Regulations in Developing Countries”, *World Bank SP Discussion Paper 0833*, 2009 (with T. Boeri and B. Helppie).

“Employment and Welfare Consequences of Compressing the Wage Structure”, University of Michigan, mimeo, 2008.

Work in progress

“Incentives to Blood Donation: Evidence from a Field Experiment” (research funded by *NSF grant*; with N. Lacetera and R. Slonim)

“Female CEOs and Gender Wage Differentials” (with L. Flabbi and F. Schivardi)

“Export and Wages: Evidence from Matched Employer-Employee Data” (with F. Schivardi)

“In-kind Pay and Minimum Wages: Evidence from Thailand” (with W. Kilenthong)

“Mobility Incentives from Unemployment Benefits” (with F. Mazzolari)

In Italian

“Il mercato del lavoro e la giurisprudenza in materia di licenziamenti”, **Diritto delle Relazioni Industriali**, N. 02/2001, Associazione Lavori e Ricerche, Milano, Giuffrè, 2001.

“Principi di Microeconomia e Macroeconomia: Esercizi e temi d’Esame svolti”, *Microeconomics Exercises Book* (in Italian), with Giacomo DeGiorgi, **Casa Editrice EGEEA**, Bocconi University, Milan, 2004.

Professional Experience

Invited Seminars (non-job market)

2009: Universidad de Chile (Santiago, Chile), UC Santa Barbara (Santa Barbara, CA), The World Bank (Washington, DC), Georgetown University (Washington, DC), Stockholm School of Economics (Stockholm, Sweden), University of Cagliari (Cagliari, Italy). 2008: Indiana University (Bloomington, IN), Northwestern University (Evanston, IL), University of Rochester (Rochester, NY), UC Irvine (Irvine, CA), University of Michigan (Ann Arbor, MI), University of Edinburgh (Edinburgh, Scotland), Oxford University (Oxford, England), University of Chicago (Chicago, IL).

Conferences

2009: American Economic Association Meeting (session chair) (San Francisco CA); IZA-World Bank Workshop on Active Labor Market Policies (Bonn, Germany); Association for Public Economic Theory Annual Conference (Galway, Ireland). 2008: American Economic Association Meeting (New Orleans, LA); Econometric Society (discussant) (New Orleans, LA); American Society of Health Economists (Durham, NC); 2007: IZA-World Bank Conference on Employment and Development (Bonn, Germany); Society of Labor Economists (Chicago, IL); 2006: Society of Labor Economists (Boston, Mass); Midwest Economics Association (Chicago, IL); Eastern Economics Association (Philadelphia, PA). 2005: American Economic Association Meeting (Philadelphia, PA).

Referee Reports

Journal of Political Economy (2), *Journal of Labor Economics*, *Journal of Economics & Management Strategy* (2), *Journal of Law, Economics, and Organization*, *The B.E. Journal of Economic Analysis and Policy*, *Labour Economics*.

Awards and Grants

National Science Foundation grant for “Field Experiments on Incentives and Altruism” (\$320K) (with Nicola Lacetera and Robert Slonim), 2009-2010.

Mitsui Life Financial Research Center special award for “Trade and Wages” (\$5K), 2008-2010.

Ross School of Business Small Grant for “Incentives and Pro-Social Behavior” (\$10K), 2008-2009.

E. and T.W. Schultz Endowment Fund Dissertation Fellowship, University of Chicago, 2006-2007.

University of Chicago Unendowed Scholarship, 2003-2005.

Ente Luigi Einaudi Scholarship for Graduate Studies, 2003-2004.

Bocconi University Scholarship for Graduate Studies, 2001-2002.

Best Graduates Award, Bocconi University, 2001.

Teaching Experience

Instructor

Winter 2009 and 2010 (scheduled): *Incentives and Productivity (personnel economics for managers)*, *Full-time MBA*, University of Michigan Ross School of Business.

Fall 2007, 2008 and 2009 (scheduled): *Applied Microeconomics*, *BBA*, University of Michigan Ross School of Business.

Teaching Assistant

Microeconomics (MBA and Executive MBA); *Managing the Workplace* (MBA and executive MBA); *Competitive Strategy* (Executive MBA); University of Chicago Economics Department and University of Chicago Graduate School of Business, years 2003-2006.

Updated, August 2009