

Bocconi University  
Ettore Bocconi Department of Economics  
Via Roentgen 1  
20136 Milano, Italy

Website: [www.stefanofiorin.com](http://www.stefanofiorin.com)  
Email: [stefano.fiorin@unibocconi.it](mailto:stefano.fiorin@unibocconi.it)

# Stefano Fiorin

## Curriculum Vitae

### CURRENT EMPLOYMENT AND AFFILIATIONS

Assistant Professor, Ettore Bocconi Department of Economics, Bocconi University.	2020-
Affiliate, Innocenzo Gasparini Institute for Economic Research (IGIER), Bocconi University.	2020-
Affiliate, Laboratory for Effective Anti-Poverty Policies (LEAP), Bocconi University.	2020-
Affiliate, Bocconi's Experimental Lab for the Social Sciences (BELSS), Bocconi University.	2020-

### PAST EMPLOYMENT AND AFFILIATIONS

Postdoctoral Scholar, UCSD Rady School of Management.	2017-2020
Short Term Consultant, The World Bank.	2014-2015, 2017, 2020

### EDUCATION

Ph.D. in Global Economics and Management, UCLA Anderson.	2012-2017
Laurea Magistralis in Economics <i>cum laude</i> , University of Bologna.	2010-2012
Laurea Triennale in Economia e Commercio <i>cum laude</i> , University of Padova.	2007-2010

### FIELDS OF INTERESTS

Behavioral Economics, Development Economics, Political Economy, and Household Finance.

### PUBLICATIONS

1. "Status Goods: Experimental Evidence from Platinum Credit Cards", with Leonardo Bursztyn, Bruno Ferman, Martin Kanz, and Gautam Rao.  
*Quarterly Journal of Economics*, 133(3), August 2018, pp. 1561–1595.
2. "Moral Incentives in Credit Card Debt Repayment: Evidence from a Field Experiment", with Leonardo Bursztyn, Daniel Gottlieb, and Martin Kanz.  
*Journal of Political Economy*, 127(4), August 2019, pp. 1641–1683.
3. "From Extreme to Mainstream: The Erosion of Social Norms", with Leonardo Bursztyn and Georgy Egorov.  
*American Economic Review*, 110(11), November 2020, pp. 3522–3548.
4. "Corruption and Legislature Size: Evidence from Brazil", with Diogo Britto.  
*European Journal of Political Economy*, 65, December 2020.

**WORKING PAPERS**

5. “Reporting Peers’ Wrongdoing: Experimental Evidence on the Effect of Financial Incentives on Morally Controversial Behavior.”
6. “Perceptions of an Insufficient Government Response at the Onset of the COVID-19 Pandemic are Associated with Lower Mental Well-Being”, with Thiemo Fetzer, Marc Witte, Lukas Hensel, Jon Jachimowicz, Johannes Haushofer, Andriy Ivchenko, Stefano Caria, Elena Reutskaja, Christopher Roth, Margarita Gomez, Gordon Kraft-Todd, Friedrich Goetz, and Erez Yoeli.  
*Journal of Economic Behavior and Organization*, *Revise and Resubmit*.

**OTHER WORK**

“Taking Precautions Against the Spread of Covid-19 When Making Cash Payments to Rural Populations is Highly Effective”, with Michael Callen and Anastasiia Faikina.

“Evaluating COVID-19 Public Health Messaging in Italy: Self-Reported Compliance and Growing Mental Health Concerns”, with Soubhik Barari, Stefano Caria, Antonio Davola, Paolo Falco, Thiemo Fetzer, Lukas Hensel, Andriy Ivchenko, Jon Jachimowicz, Gary King, Gordon Kraft-Todd, Alice Ledda, Mary MacLennan, Lucian Mutoi, Claudio Pagani, Elena Reutskaja, and Federico Raimondi Slepici.

**SELECTED WORK IN PROGRESS**

“Using Mobile Salary Payments to Reduce Corruption and Promote Financial Development in Afghanistan”, with Joshua Blumenstock, Michael Callen, Anastasiia Faikina, and Tarek Ghani.

**RESEARCH GRANTS**

International Growth Center (IGC) Small Projects Facility, 2018 (£19,996).

Innovations for Poverty Action (IPA) Peace and Recovery Initiative, 2018 (\$202,752), with Joshua Blumenstock, Michael Callen, and Tarek Ghani.

Abdul Latif Jameel Poverty Action Lab (J-PAL) Governance Initiative, 2016 (\$49,050), with Aprajit Mahajan and Shekhar Mittal.

Center for Global Management (CGM) UCLA Anderson PhD Global Research Award, 2014-2016 (\$12,000).

**FELLOWSHIPS AND AWARDS**

Research Excellence Award, Bocconi University.	2021
Best Paper Award, KFUPM Islamic Banking and Finance Research Conference Riyadh.	2016
Siegfried W. Ulmer Dissertation Year Fellowship, UCLA Graduate Division.	2016-2017
Dean’s Award for Early Advancement to Candidacy, UCLA Anderson.	2015-2016
Anderson Fellowship, UCLA Anderson.	2012-2016
Laurea Magistrale in Economics Best Student Award, University of Bologna.	2012

**PRESENTATIONS (INCLUDING SCHEDULED)**

- 2021 *Seminars:* Georgia State, ENS de Lyon, Bocconi CLEAN, UPenn NobeC Talks Center for Social Norms and Behavioural Dynamics, Nottingham.  
*Conferences:* BREAD Conference on Behavioral Economics and Development (Stanford), SIOE Annual Conference of the Society for Institutional & Organizational Economics, ICDE International Conference in Development Economics (DIAL, GREThA and LAREFI).  
*Keynotes:* ASFEE Conference of the French Association of Experimental Economics (LESSAC).
- 2020 *Job Talks:* Harvard Business School NOM, World Bank DEVRG, Kellogg MEDS, Carnegie Mellon SDS, Bocconi, LSE Management, Queen Mary University of London, Johns Hopkins Carey, Warwick.  
*Seminars:* Cornell.  
*Conferences:* PacDev Pacific Conference for Development Economics (UC Berkeley), CSAE Conference on Economic Development in Africa (Oxford), Unintended Consequences of Regulation (Cambridge Judge).
- 2019 *Seminars:* UCLA Anderson, UC Davis ARE, Central European U, CERGE-EI, Masaryk.  
*Conferences:* NEUDC North East Development Consortium Conference (Northwestern), ECBE Early-Career Behavioral Economics Conference (UCSD Rady), Ammersee-Ohlstadt Workshop on Natural Experiments and Controlled Field Studies (LMU Munich), AEL Development Economics and Policy Conference (DIW Berlin), ESOC Empirical Study of Conflict Annual Meeting (UCSD), MWIEDC Midwest International Economic Development Conference (Wisconsin-Madison), SoCCAM Southern California Conference in Applied Microeconomics (Claremont McKenna College).
- 2018 *Seminars:* UCLA Anderson, UCSD Econ, UCSD GPS.
- 2017 *Seminars:* UCSD Rady.  
*Conferences:* PacDev Pacific Conference for Development Economics (UC Riverside), NTA National Tax Association Annual Conference, SIOE Annual Conference of the Society for Institutional & Organizational Economics (Columbia).
- 2016 *Seminars:* U Sydney.  
*Conferences:* Warwick Economics PhD Conference (Warwick), Baffi Carefin Annual International Banking Conference (Bocconi).

**REFEREE AND REVIEWER SERVICE**

Referee for *American Economic Journal: Applied Economics*, *American Economic Journal: Economic Policy*, *American Economic Review*, *American Economic Review: Insights*, *Econometrica*, *Economic Inquiry*, *Economic Journal*, *Experimental Economics*, *Journal of Development Economics*, *Journal of Economic Behavior and Organization*, *Journal of Public Economics*, *Journal of the European Economic Association*, *Management Science*, *Patterns*, *Quarterly Journal of Economics*, *Review of Economic Design*, *Review of Economics and Statistics*, *Review of Economic Studies*, and *World Bank Economic Review*.

Grant reviewer for *Chile Fondo Nacional de Desarrollo Científico y Tecnológico*, *Israel Science Foundation*, and *National Science Foundation*.

**TEACHING EXPERIENCE**

- 30065 Economics - Module 1 - Microeconomics, B.Sc., Bocconi University. 2020-
- 30145 Development Economics, B.Sc., Bocconi University. 2020-

40219 Development Economics, Ph.D., Bocconi University.	2020-
MGMT405 Managerial Economics (Teaching Assistant), FEMBA, UCLA Anderson.	2013-2017
37679 Statistics LM (Teaching Assistant), M.Sc., University of Bologna.	2011-2012
37292 Mathematics (Teaching Assistant), B.Sc., University of Bologna.	2010-2011