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# Stefano Fiorin

## EMPLOYMENT

Assistant Professor, Ettore Bocconi Department of Economics, Bocconi University.	2020-
Postdoctoral Scholar, UCSD Rady School of Management.	2017-2020
Short Term Consultant, The World Bank.	2014-2015, 2017, 2020

## AFFILIATIONS

Affiliate, Abdul Latif Jameel Poverty Action Lab (J-PAL).	2022-
Member, European Development Research Network (EUDN).	2022-
Affiliate, Development Econ and Political Economy, Center for Economic Policy Research (CEPR).	2021-
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-

## 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

## PUBLICATIONS

“Status Goods: Experimental Evidence from Platinum Credit Cards”, with Leonardo Bursztyn, Bruno Ferman, Martin Kanz, and Gautam Rao. **Quarterly Journal of Economics**, *133(3)*, 2018, pp. 1561–95.

“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)*, 2019, pp. 1641–83.

“From Extreme to Mainstream: The Erosion of Social Norms”, with Leonardo Bursztyn and Georgy Egorov. **American Economic Review**, *110(11)*, 2020, pp. 3522–48.

“Corruption and Legislature Size: Evidence from Brazil”, with Diogo Britto. **European Journal of Political Economy**, *65*, 2020, 101940.

“Global Behaviors, Perceptions, and the Emergence of Social Norms at the Onset of the COVID-19 Pandemic”, 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**, *193*, 2022, 473–96.

“Reporting Peers’ Wrongdoing: Evidence on the Effect of Incentives on Morally Controversial Behavior.” **Journal of the European Economic Association**, *21(3)*, 2023, 1033–1071.

## WORKING PAPERS

“How do Borrowers Respond to a Debt Moratorium? Experimental Evidence from Consumer Loans in India”, with Joseph Hall, and Martin Kanz.

“Strengthening Fragile States: Evidence from Mobile Salary Payments in Afghanistan”, with Joshua Blumenstock, Michael Callen, Anastasiia Faikina, and Tarek Ghani.

“The Role of Job Benefits in Job Search: Evidence from a Large-Scale Online Field Experiment”, with Andreas Beerli, Andreas Gulyas, Daniel Kopp, Mahsa Khoshnama, and Michael Siegenthaler.

## OTHER RESEARCH PROJECTS

“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 Fetzner, 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.

“Reproducibility in Management Science”, with Miloš Fišar, Ben Greiner, Christoph Huber, Elena Katok, Ali I. Ozkes, and the Management Science Reproducibility Collaboration. *Management Science*, 70(3), 2024, 1343–56. Note: Member of the Management Science Reproducibility Collaboration.

## POLICY BRIEFS

“Is Nepal on a Path Towards Caste Inclusive Political Leadership? An Analysis of the 2022 Local Level Elections”, with Rohini Pande, Michael Callen, Soledad Artiz Prillaman, Binod Paudel, and Sarah Danner.

“Is Nepal on a Path Towards Gender Inclusive Political Leadership? An Analysis of the 2022 Local Level Elections”, with Rohini Pande, Michael Callen, Soledad Artiz Prillaman, Binod Paudel, and Sarah Danner.

“Political Social Networks and Women’s Political Representation”, with Rohini Pande, Michael Callen, and Soledad Artiz Prillaman.

“Coalition and Women’s Political Representation in Nepal”, with Rohini Pande, Michael Callen, Soledad Artiz Prillaman, and Aayushma Manandhar.

## RESEARCH GRANTS

International Growth Center (IGC) Full Research Grant, 2024 (£100,000), with Michael Callen, Soledad Prillaman, and Rohini Pande.

Bocconi LEAP Faculty Grant, 2024 (€24,973), with Alexia Delfino.

Ministero dell’Università e della Ricerca, Programma Nazionale di Ricerca e Progetti di Rilevante Interesse Nazionale (PRIN), 2023 (€241.530), with Lucia Corno and Alexia Delfino.

Abdul Latif Jameel Poverty Action Lab (J-PAL), Gender and Economic Agency Initiative, 2023 (\$242,000), with Alexia Delfino.

World Bank DEC Research Support Budget Grant, 2022 (\$99,654), with Jonathan Hall and Martin Kanz.

Yale-NUS Bridging Grant, 2022 (SGD\$41,000), with Eliana La Ferrara and Naila Shofia.

Bocconi Junior Researchers’ Grant, 2022 (€10,000), with Jonathan Hall and Martin Kanz.

The Weiss Fund for Research in Development Economics, 2021 (\$15,000), with Alexia Delfino.

Bocconi LEAP Faculty Grant, 2021 (€10,000), with Alexia Delfino.

Structural Transformation and Economic Growth (STEG), 2021 (£24,995), with Michael Callen and Rohini Pande.

Abdul Latif Jameel Poverty Action Lab (J-PAL), Gender and Economic Agency Initiative, 2021 (\$74,964), with Alexia Delfino.

Abdul Latif Jameel Poverty Action Lab (J-PAL), Indonesia Research Fund, 2021 (\$38,681), with Eliana La Ferrara and Naila Shofia.

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

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

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

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

## FELLOWSHIPS AND AWARDS

Exeter Prize Finalist for Research in Experimental Econ, Decision Theory and Behavioural Econ.	2021
Research Excellence Award, Bocconi University.	2021
Nominated Junior Faculty, Weiss Fund for Research in Development Economics.	2020-2023
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)

<i>Seminars:</i> Luxembourg Institute of Socio-Economic Research, Toulouse School of Economics, Paris School of Economics.	2024
<i>Conferences:</i> Inaugural Workshop on the Economics of Breastfeeding (Zürich), Dutch Development Economics Workshop (Tilburg & Utrecht).	
<i>Seminars:</i> Hertie School, ETH Zürich.	2023
<i>Conferences:</i> Kuznets Mini-Conference: Norms, Gender, and Development (Yale EGC), iSEE International Symposium in Experimental Economics (NYU Abu Dhabi), the Economic Analysis of Critical Junctures (CESifo Venice Summer Institute), CSEF-IGIER Symposium on Economics and Institutions (Capri), CEPR European Summer Symposium in Financial Markets ESSFM (Gerzensee), European Finance Association (Amsterdam), European Economic Association (Barcelona).	

- Seminars:* Hamburg, Cologne, Montpellier, Tehran IAS. 2022  
*Conferences:* Workshop in Economics and Psychology (Zürich), BREAD-CEPR-IFS-TCD-UCL Workshop in Development Economics (IFS), CEPR European Conference on Household Finance (European Commission), CEPR WEFIDEV Workshop in Finance and Development (Warwick), CEPR-Misum-SITE Development Economics Conference (Stockholm), French Experimental Talks – Incentives and Morally Controversial Behaviors, LEAP Conference in Development Economics (Bocconi).
- Seminars:* Georgia State, ENS de Lyon, Bocconi CLEAN, UPenn NobeC Talks Center for Social Norms and Behavioural Dynamics, Max Plank Institute Bonn, Kyoto, Nottingham. 2021  
*Conferences:* BREAD Conference on Behavioral Economics and Development (Stanford), SIOE Annual Conference of the Society for Institutional & Organizational Economics, EUDN Scientific Conference (Amsterdam), ICDE International Conference in Development Economics (DIAL, GREThA and LAREFI).  
*Keynotes:* ASFEE Conference of the French Association of Experimental Economics (LESSAC).
- 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. 2020  
*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).
- Seminars:* UCLA Anderson, UC Davis ARE, Central European U, CERGE-EI, Masaryk. 2019  
*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), SoC-CAM Southern California Conference in Applied Microeconomics (Claremont McKenna College).
- Seminars:* UCLA Anderson, UCSD Econ, UCSD GPS. 2018
- Seminars:* UCSD Rady. 2017  
*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).
- Seminars:* U Sydney. 2016  
*Conferences:* Warwick Economics PhD Conference (Warwick), Baffi Carefin Annual International Banking Conference (Bocconi).

## TEACHING EXPERIENCE

- 50240 Economia, B.Sc., Bocconi University. 2024-  
 30145 Development Economics, B.Sc., Bocconi University. 2020-  
 40219 Development Economics, Ph.D., Bocconi University. 2020-  
 30065 Economics - Module 1 - Microeconomics, B.Sc., Bocconi University. 2020-2023  
 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

**REFEREE AND REVIEWER SERVICE**

Referee for: *American Economic Journal: Applied Economics*; *American Economic Journal: Economic Policy*; *American Economic Journal: Microeconomics*; *American Economic Review*; *American Economic Review: Insights*; *Econometrica*; *Economica*; *Economic Inquiry*; *Economic Journal*; *Experimental Economics*; *European Economic Review*; *Journal of Development Economics*; *Journal of Economic Behavior and Organization*; *Journal of Human Resources*; *Journal of Labor Economics*; *Journal of Money, Credit and Banking*; *Journal of Political Economy*; *Journal of Political Economy: Microeconomics*; *Journal of Public Economics*; *Journal of the European Economic Association*; *Management Science*; *Patterns*; *Poverty and Public Policy*; *Proceedings of the National Academy of Sciences*; *Public Choice*; *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*; *Czech Science Foundation*; *International Growth Center*; *Israel Science Foundation*; *National Science Foundation*; and *Social Sciences and Humanities Research Council of Canada*.

Program committee reviewer for: *Annual Congress of the European Economic Association (2023)*.

**UNIVERSITY SERVICE**

Organizing committee member of: LEAP Conference in Development Economics (2022), Workshop on Networks and Development (2022, 2023, 2024).

Hiring committee member for: Bocconi Econ Junior Market (2020-21, 2023-24), LEAP Postdoc (2021-22, 2022-23).

Organizer of LEAP PhD & Faculty Lunches (2023-).

**ADVISING**

*Current PhD advisees:* Timm Gries, Jacopo Lughini, Jack Melbourne, Yongwei Nian. 2020-

*Undergraduate advisees:*

Marco D'Isidoro, Gleb Kolotvin, Leyla Jalili, Pietro Valletto, Luca De Carolis. 2021

Michela Mondovì, Isacco Bertè, Beatrice Ettorre. 2022

Alessandra Nicolò, Diego Paroli. 2023

Kenisha Kshirsagar, Giovanni Scognamiglio. 2024

*IGIER-BIDSA Visiting Students Initiative:* Filippo Raschia, Zhengyang Zhou. 2021