

# Salvatore Nunnari

snunnari.github.io

## RESEARCH INTERESTS

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Behavioral Economics, Experimental Economics, Microeconomic Theory, Political Economy

## CURRENT EMPLOYMENT

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Associate Professor, Department of Economics, Bocconi University	2020 - <i>present</i>
Director, Bocconi Experimental Laboratory for the Social Sciences	2025 - <i>present</i>

## EDITORIAL ACTIVITIES

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Advisory Editory, Games and Economic Behavior	2024 - <i>present</i>
Editorial Board Member, Political Science Research and Methods	2023 - <i>present</i>

## AFFILIATIONS

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Fellow, CESifo Research Network	2021 - <i>present</i>
Fellow, Bocconi Institute for Data Science and Analytics (BIDSA)	2020 - <i>present</i>
Fellow, Centre for Economic Policy Research (CEPR)	2017 - <i>present</i>
Fellow, Innocenzo Gasparini Institute for Economic Research (IGIER)	2015 - <i>present</i>

## PAST EMPLOYMENT AND AFFILIATIONS

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Visiting Associate in Economics, New York University	May 2024
Visiting Associate in Economics, California Institute of Technology	April 2017, December 2022
Assistant Professor, Department of Economics, Bocconi University	2015 - 2020
Deputy Director, Bocconi Experimental Laboratory for the Social Sciences	2017 - 2024
Assistant Professor, Department of Political Science, Columbia University	2013 - 2015
Deputy Director, Columbia Experimental Laboratory for Social Sciences	2013 - 2015
Assistant Professor, Department of Political Science, UC San Diego	2012 - 2013

## EDUCATION

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Ph.D. in Social Sciences, California Institute of Technology	2012
M.Sc. in Economics, Bocconi University	2006
B.Sc. in Economics, Bocconi University	2004

## GRANTS AND AWARDS

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Bocconi University Senior Researchers' Grant, Principal Investigator, 2025, €10,000  
Bocconi University Senior Researchers' Grant, Principal Investigator, 2023, €10,000  
Italian Ministry of Education and Research PRIN Grant, Team Member, 2023, €166,850  
Italian Ministry of Education and Research FARE Grant, Principal Investigator, 2022, €224,128  
European Research Council Starting Grant, Principal Investigator, 2019, €1,415,760  
Italian Ministry of University and Research PRIN Grant, Co-Investigator, 2019, €632,600  
Cariplo Foundation Junior Researchers' Grant, Principal Investigator, 2016, €10,000  
UniCredit Foundation Top-Up Foscolo Europe Fellowship, Principal Investigator, 2015, €50,000  
Columbia University Summer Research Support Program, Principal Investigator, 2014, \$3,000

Columbia University Junior Faculty Grant, Principal Investigator, 2014, \$3,000  
 UC San Diego Academic Senate Research Grant, Co-Investigator, 2014, \$10,000  
 UC San Diego Academic Senate Research Grant, Principal Investigator, 2013, \$10,000  
 Bocconi University Excellence in Research Award, 2016, 2018, 2021, 2023  
 Bocconi University Excellence in Teaching Award, 2018, 2023

## PEER-REVIEWED PUBLICATIONS

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- [1] Audi Alteram Partem: An Experiment on Selective Exposure to Information, with Giovanni Montanari, *Journal of the Economic Science Association*, Forthcoming.
- [2] A Model of Focusing in Political Choice, with Jan Zapal, *Journal of Politics*, 2025, 87(4): 1465–1481.
- [3] Looking into Crystal Balls: A Laboratory Experiment on Reputational Cheap Talk, with Debrah Meloso and Marco Ottaviani, *Management Science*, 2023, 69(9): 4973–5693.
- [4] Positive Spillovers from Negative Campaigning, with Vincenzo Galasso and Tommaso Nannicini, *American Journal of Political Science*, 2023, 67(1): 5–21.
- [5] Declared Support and Clientelism, with Simeon Nichter, *Comparative Political Studies*, 2022, 55(13): 2178–2216.
- [6] A Theory of Power Wars, with Helios Herrera and Massimo Morelli, *Quarterly Journal of Political Science*, 2022, 17(1): 1–30.
- [7] Dynamic Legislative Bargaining with Veto Power: Theory and Experiments, *Games and Economic Behavior*, 2021, 126: 186–230.
- [8] The Political Economy of Public Debt: A Laboratory Study, with Marco Battaglini and Thomas R. Palfrey, *Journal of the European Economic Association*, 2020, 18(4): 1969–2012.
- [9] The Economic Effects of Electoral Rules: Evidence from Unemployment Benefits, with Vincenzo Galasso, *Quarterly Journal of Political Science*, 2019, 14(3): 259–291.
- [10] Durable Coalitions and Communication: Public versus Private Negotiations, with David P. Baron and Renee Bowen, *Journal of Public Economics*, 2017, 156: 1–13.
- [11] Dynamic Elections and Ideological Polarization, with Jan Zapal, *Political Analysis*, 2017, 25(4): 505–534.
- [12] The Dynamic Free Rider Problem: A Laboratory Study, with Marco Battaglini and Thomas R. Palfrey, *American Economic Journal: Microeconomics*, 2016, 8(4): 268–308.
- [13] Gambler’s Fallacy and Imperfect Best Response in Legislative Bargaining, with Jan Zapal, *Games and Economic Behavior*, 2016, 99: 275–294.
- [14] Quantal Response and Nonequilibrium Beliefs Explain Overbidding in Maximum-Value Auctions, with Colin Camerer and Thomas R. Palfrey, *Games and Economic Behavior*, 2016, 98: 243–263.
- [15] Turnout Across Democracies, with Helios Herrera and Massimo Morelli, *American Journal of Political Science*, 2016, 60(3): 607–624.
- [16] Dynamic Free Riding with Irreversible Investment, with Marco Battaglini and Thomas R. Palfrey, *American Economic Review*, 2014, 104(9): 2858–2871.
- [17] Legislative Bargaining and the Dynamics of Public Investment, with Marco Battaglini and Thomas R. Palfrey, *American Political Science Review*, 2012, 106(2): 407–429.

## WORKING PAPERS

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- [1] Cognitive Abilities and the Demand for Bad Policy, with Eugenio Proto and Aldo Rustichini  
*Revise and Resubmit at the Review of Economic Studies*
- [2] Meta-Analysis of Distributional Preferences Estimates, with Massimiliano Pozzi  
*Revise and Resubmit at the Economic Journal*
- [3] Coordination with Cognitive Noise, with Cary Frydman  
*Revise and Resubmit at the American Economic Journal: Microeconomics*
- [4] Negative Emission Technologies and Climate Cooperation, with Michela Boldrini and Valentina Bosetti  
*Reject and Resubmit at Journal of Public Economics*
- [5] Range Effects in Economic Choice, with Tommaso Bondi, Daniel Csaba, and Evan Friedman
- [6] Do Political Representation Gaps Cause Populism?, with Laurenz Guenther
- [7] Meta-Analysis of Prospect Theory Parameters, with Taisuke Imai, Ferdinand Vieider, and Jilong Wu
- [8] Reciprocity and Democratic Accountability, with Benjamin Blumenthal

## TEACHING

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*MBA*: Behavioral Economics and Decision-Making (Indian Institute of Management Indore, 2020)

*Graduate*: Behavioral and Experimental Economics (Bocconi, 2021, 2022, 2023, 2024, 2025, 2026); Economics and Politics (Bocconi, 2019); Behavioral Political Economy (Bocconi, 2018); Political Economy Colloquium (Columbia, 2013, 2014); Laboratory Experiments and Formal Theories in Political Science (Columbia, 2013, 2015); Game Theory II (UCSD, 2012)

*Undergraduate*: Introduction to Cognitive Science (Bocconi, 2019, 2021, 2022, 2023, 2024, 2025, 2026); Introduction to Microeconomics (Bocconi, 2015, 2016, 2017, 2018); Laboratory Experiments in the Social Sciences (Bocconi, 2017); Political Economics (Bocconi, 2016); Political Economy of Institutions and Development (Columbia, 2013, 2015); Business and Politics (UCSD, 2012)

## OTHER PROFESSIONAL ACTIVITIES

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*Conferences Organization*: CEPR & Warwick-Princeton-Yale Political Economy Symposium, Advisory Committee (2024, 2025, 2026); European Economic Association Annual Congress, Lead Coordinator for Behavioral and Experimental Economics (2021, 2022); Virtual Behavioral Economics Seminar (VIBES), Co-Organizer (2020-2022); European Meeting of the Econometric Society, Program Committee Member (2018); Midwest Political Science Association Annual Meeting, Program Committee Member (Formal Modeling Section Head, 2014); Columbia Political Economy Conference, Co-Organizer (2014).

*Service to Department and University*: Director B.Sc. in Economic and Social Sciences (Bocconi, 2023 - *present*); Department Executive Committee (Bocconi, 2022 - *present*); PhD Placement Director (Bocconi, 2022-23); CIVICA Research Committee (2021-2023); Deputy Director M.Sc. in Economic and Social Sciences (Bocconi, 2020-2021); Junior Job Market Committee (Bocconi, 2018-19, 2020-21); Experimental Laboratory for Social Sciences Seminar Organizer (Bocconi, 2017-18); Development, Labor and Political Economy Seminar Organizer (Bocconi, 2016-17); Political Economy Seminar Organizer (Columbia, 2013-2014, 2014-2015); PhD Admission Committee (Columbia, 2013-14, 2014-15); Graduate Student Conference Organizer (Columbia, 2014); American Politics Workshop Organizer (UCSD, 2012-2013).