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Employment

- 2017-present Assistant Professor (RTD-b), Department of Economics, Management and Quantitative Methods, Università degli Studi di Milano.
- 2015-2017 Assistant Professor (RTD-a), Department of Management and Economics, Politecnico di Milano.
- 2014-2015 Post-Doc, Department of Management and Economics, Politecnico di Milano.
- 2012-2014 Lecturer, Department of Economics, University of Birmingham.
- 2011-2012 Visiting researcher, University of Zurich, Chair of Behavioral Economics.

Other Affiliations

- 2018-Present Research Fellow, Fondazione Pesenti
- 2018-Present Research affiliate at Fondazione CMCC - CMCC-RFF European Institute for the Economy and the Environment (EIEE)

Education

- PhD, Economics, Bocconi University, Milan, 2012.
- MSc, Development Management, Development Studies Institute, LSE, London, 2004.
- BA, Economic and Social Sciences, Bocconi University, Milan, 2003.

Research Interests

Environmental Economics, Development Economics, Behavioral Economics, Experimental Economics

Publications

- "Decentralization, Elite Capture, and Private Contributions: Evidence from a field experiment in the Solomon Islands", with A. Beath, A. BenYishay, P. Grosjean and R. Weber, *Journal of Public Economics*, 160, 117-131, 2018.
- "Two Sides of the Same Rupee? Comparing Demand for Microcredit and Microsaving in a Framed Field Experiment in Rural Pakistan", with U. Afzal, M. Fafchamps, S. Quinn and F. Said. *Economic Journal*, doi:10.1111/eoj.12512, 2017.
- "Do Leaders Affect Ethical Conduct?", with D. Darai, N. Pavanini and R. Weber. *Journal of the European Economic Association*, 15(6), 1177-1213, 2017.
- "Relative Social Status and Conformism: Experimental Evidence on Local Public Good Contributions". *Economic Letters*, 157, 31-35, 2017.
- "Push, don't nudge: behavioral spillovers and policy instruments", with V. Capraro and M. Tavoni. *Economic Letters*, 154, 92-95, 2017.
- "Historical Legacy and Policy Effectiveness: the Long-Term Influence of pre-Unification Borders in Italy", with G. De Blasio. *Journal of Regional Studies*, 57(2), 319-341, 2016.
- "Norm Elicitation in Within-Subject Designs: Testing for Order Effects", with D. Nosenzo and M. Drouvelis. *Journal of Behavioral and Experimental Economics*, 62, 1-7, 2016.
- "Social Preferences and Environmental quality: Evidence from School Children in Sierra Leone", with I. Lively. *Journal of African Economies*, November, 1-41, 2015.
- "Italy 2013: Monitoring the Effectiveness of Alternative Electoral Strategies through Sentiment Analysis of Twitter posts", with A. Ceron. *New Media and Society*, February 2015.
- "Institutional Quality, Culture and Norms of Cooperation: Experimental Evidence from Italy and Kosovo", with A. Cassar and P. Grosjean. *Journal of Law and Economics*, 57, 821-863, 2014.
- "Environmental Degradation and Conservation Among the Rural Poor: A Charitable Contributions Experiment", with D. Karapetyan. *Ecological Economics*, 99, 1-130, 2014.
- "Social Norms and Motivation Crowding in Environmental Conservation: Evidence from an Artefactual Field Experiment". *Ecological Economics*, 70, 2083-2097, 2011.

“ARV Treatment and Time Allocation to Household Tasks: Evidence from Kenya”, with M. Goldstein, J. Graff Zivin, M. Nangami and H. Thirumurthy. *African Development Review*, 21, 180-208, 2009.

Working Papers

“It's so Hot in Here: Information Avoidance, Moral Wiggle Room, and High Air Conditioning Usage”, with Y. Gao, R. Golman and M. Tavoni, FEEM Working Paper No. 07/2018.
“Intrahousehold Consumption Allocation and Demand for Agency: A Triple Experimental Investigation”, with U. Afzal, M. Fafchamps and F. Said.
“It is not power, but how you use it: Experimental Evidence on hiding and control from Pakistan”, with A. Chaudhry, M. Mahmoud and F. Said.
“Just Words? Just Speeches? On The Economic Value of Charismatic Leadership”, with J. Antonakis, R. Weber and C. Zehnder.
“Inattention or Ignorance? A Field Experiment on Energy-Efficient Lightbulb Adoption in China”, with Y. Gao and M. Tavoni.

Work in Progress

“The role of consumer behaviour and heterogeneity in the integrated assessment of energy and climate policies (COBHAM)”, with M. Tavoni.
“Microcredit and Microsaving for Small Enterprises in Pakistan”, with U. Afzal, M. Fafchamps, S. Quinn and F. Said.
“Empowerment and Gender in Pakistan”, with U. Afzal, M. Fafchamps and F. Said.
“Business Training and Agency”, with M. Mahmoud, F. Said and D. Ufbal.
“Leaders’ effectiveness across contexts”, with D. Cooper and R. Weber.

Teaching Experience

2015-2017 Environmental Economics with Prof. Tavoni, Undergraduate, Milan Polytechnic.
2015-2017 Teaching Assistant to Prof. Tajoli, Economics, Undergraduate, Milan Polytechnic.
2014-2017 Impact Evaluation and Experimental Methods, within the PhD course in Survey and Empirical Methods, Milan Polytechnic.
2012-2013 Development Economics, Undergraduate, University of Birmingham.
2011-2012 Teaching Assistant to Prof. La Ferrara, Development Economics, Master, Bocconi University.
2010-2012 Teaching Assistant to Prof. Pellizzari, Personnel and Labor Economics, Master, Bocconi University.
2010-2012 Teaching Assistant to Prof. Polo, Microeconomics, Undergraduate, Bocconi University.
2011-2012 Teaching Assistant to Prof. Fumagalli, Industrial Organization, Masters, Bocconi University.

Grants, Fellowships and Awards

2018 Co-Investigator, “Breaking the cycle. Reducing non-payment for electricity: experimental evidence from Pakistan”, *International Growth Centre*.
2017 Co-Investigator, “Constraints to Female Entrepreneurship in Pakistan: the role of women's goals and aspiration” *International Growth Centre*.
2017 Abilitazione Scientifica Nazionale, Professore II Fascia, Settore 13/A1 – Economia Politica
2017 Fellowship for the Summer Institute in “Organizations and their Effectiveness,” Center for Advanced Study in the Behavioral Sciences (CASBS, Stanford University),
2017 Co-Investigator, “Constraints to Female Entrepreneurship in Pakistan: the role of women's goals and aspirations”, *International Growth Centre*.
2016 Principal Investigator, “Salience of the energy-efficiency trade-off and the purchase of energy efficient appliances”, *E2e Berkeley*.
2016 Co-Investigator, “Access to solar electricity in rural Sindh: role of payment schedule and planning”, *International Growth Centre*.
2016 Co-Investigator, “Psychological, social and financial barriers to energy efficiency (PENNY)”, *European Commission, H2020 call on Energy Efficiency*.
2016 Co-Investigator, “Access to solar electricity in rural Pakistan: impacts and sustainability”, *International Growth Centre*.
2015 Co-Investigator, “Barriers and drivers of adoption of innovative energy solutions in Pakistan”, *International Growth Centre*.

2014	Co-Investigator, "Pressures from peers and spouses and self-control problems as constraints to microenterprise growth: Experimental evidence from Pakistan", <i>International Growth Centre</i> .
2014	Co-Investigator, "Microsavings and Microcredit for Microenterprises in Pakistan", <i>International Growth Centre and DFID/ESRC</i> .
2011	Co-Investigator, "Leadership across Economic Contexts", <i>SNSF</i> .
2010-2011	Candidate Ph.D. Fellowship, <i>Bocconi University</i> .
2011	Co-Investigator, "Culture, Institutions and Economic Exchange", <i>Title VIII Competition for the project, University of Delaware</i> .
2009	Early Stage Marie Curie ITN Fellowship under the program "Actors, Markets, and Institutions in Developing Countries: A Micro-Empirical Approach (AMID)", Paris School of Economics.
2008-2009	Giorgio Ruffolo Doctoral Fellowship in Sustainability Sciences, Harvard Kennedy School
2006-2010	Graduate Fellowship, Bocconi University.
2005-2006	Political Economy Fellowship, Bocconi University.

Consulting and Professional Experience

2015-present	Eni, on the design and evaluation of information interventions to foster energy efficiency.
2015-present	ePrice, on the design and evaluation of information interventions to foster the purchase of energy efficient products.
2015-present	Hera, on the design and evaluation of behavioral energy efficiency interventions.
2014-present	Eni, on the design and evaluation of behavioral energy efficiency interventions.
2013	The World Bank, on evaluation of the Solomon Islands' Rural Development Program.
Summer 2009	Fundaciòn Natura Bolivia, on evaluation of payment for environmental services schemes.
Summer 2008	TechnoServe Rwanda, on evaluation of agricultural training and marketing services.
Fall 2007	Innovation for Poverty Action Kenya, assistant to Profs. Michael Kremer and Tavneet Suri, conducted randomized evaluation of multiple-use water systems.
Summer 2007	The World Bank, on the socio-economic impact of ARV treatment.
2004-2005	ESRC funded project "The impact of ARV Treatment on Socioeconomic Status" (Kenya), Project Supervisor.

Seminars

2017	Heriot-Watt University (February), European University Institute (March).
2015	Global Challenges Seminar Series, jointly organized by Milan Polytechnic, Università di Milano Bicocca and Università Cattolica di Milano.
2014	Università di Milano Bicocca (January), Oxford Social Networks Workshop (March), FEEM (April)
2012	Oxford (September), Bank of Italy (October), Nottingham University (November)
2011	Bocconi University (October), University of Zurich (October)
2009	Paris School of Economics (December), Harvard Kennedy School (May)

Invited Presentations

2016	Behavioural Data Linking Workshop (London School of Economics)
2012	Experiments in Development Economics Workshop 2012 (Oxford), Social Networks Workshop 2012 (Oxford)
2011	Development Economics Conference 2011 (BREAD/CEPR/AMID/Paris School of Economics), Summer School in Evolution of Social Preferences 2011 (CEEL/University of Trento), AEL Conference in Development Economics (DIW Berlin), Florence Workshop in Behavioral and Experimental Economics
2009	Development Economics Conference (BREAD/CEPR/ AMID/LSE), Summer School "An Introduction to field surveys in LDCs" (CEPR/AMID/Namur University), Summer School in Development Economics 2008 (BREAD/CEPR/University of Verona)