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Employment

- 2021-Present Associate Professor, Department of Economics, Management and Quantitative Methods, Università degli Studi di Milano.
- 2017-2012 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 Head, Behavioral Economics Unit 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

- "Making Energy Costs Salient Can Lead to Low-efficiency Purchases", with Y. Gao and M. Tavoni, E2e Working Paper No. WP-045. *Conditionally accepted, Nature Energy*.
- "Intrahousehold Consumption Allocation and Demand for Agency: A Triple Experimental Investigation", with U. Afzal, M. Fafchamps and F. Said, NBER Working Paper No. 24977. *Forthcoming, AEJ: Applied Economics*.
- "Heterogeneity of social information programs: the role of identity and values", with J. Bonan, C. Cattaneo and M. Tavoni, Centro Studi Luca d'Agliano Working Paper No. 443/2019. *Forthcoming, Journal of Environmental Economics and Management*.
- "Just Words? Just Speeches? On The Economic Value of Charismatic Leadership", with J. Antonakis, R. Weber and C. Zehnder. *Forthcoming, Management Science*.
- "Home-bias among Female Entrepreneurs: Experimental Evidence on Preferences from Pakistan", with M. Mahmoud and F. Said. *Accepted, Economic Development and Cultural Change*.
- "The interaction of descriptive and injunctive social norms in promoting energy conservation", with J. Bonan, C. Cattaneo and M. Tavoni, *Nature Energy*, 5, 900-909, 2020.
- "Social Norms with Private Values: Theory and Experiments", with M Dufwenberg, F Passarelli and G Tabellini. *Games and Economic Behavior*, 124, 288-304, 2020.
- "Urgency and engagement: empirical evidence from a large-scale intervention on energy use awareness", with A. Galliera and M. Tavoni, *Journal of Economic Psychology*, 81, 2020.
- "It is not power, but how you use it: Experimental Evidence on altruism from households in Pakistan", with A. Chaudhry, M. Mahmoud and F. Said, *Applied Economic Letters*, 27(5), 426-431, 2019.
- "Adopting LEDs changes attitudes towards climate change: experimental evidence from China", with Y. Gao and M. Tavoni, *Environmental Research Letters*, 14(8), 2019.
- "On the Use of Nudges to Affect Spillovers in Environmental Behaviors", with V. Fanghella and M. Tavoni, *Frontiers in Psychology*, 10, 61, 2019.

“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*, 128(614), 2161-2190, 2018.

“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. Levely. *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

“Implicit and Explicit Commitment in Credit and Saving Contracts: A Field Experiment”, with U. Afzal, M. Fafchamps, S. Quinn and F. Said, NBER Working Paper No. 25802. *Reject and Re-Submit, Economic Journal*.

“Technological and behavioral interventions to save energy in the workplace”, with V. Fanghella and M. Tavoni. *Revise and Re-Submit, Journal of Environmental Economics and Management*.

“The Role of Flexibility and Planning in Repayment Discipline: Evidence from a Field Experiment on Pay-as-You-Go Off-Grid Electricity”, with J. Bonan, M. Mahmud and F. Said, RFF-CMCC Working Paper 20-14.

Submitted.

“Social norms and energy conservation: experimental evidence on strategic information avoidance and belief manipulation”, with Y. Gao, R. Golman and M. Tavoni. *Submitted.*

Work in Progress

“Business training and agency”, with M. Mahmoud, F. Said and D. Ufbal.

“Natural disasters and individual preferences”, with S. Constantino, M. Vranic and E. Weber.

“The direct and indirect effects of social information”, with J. Bonan, C. Cattaneo and M. Tavoni.

“Electricity Reliability and Small Business Performance: Evidence from Pakistan”, with J. Bonan, S. Quinn and F. Said.

Teaching Experience

2018-Present Global firms and markets, Master, University of Milan.

2018-Present Impact evaluation, PhD, University of Milan.

2019-2020 Orientation Seminars, Master, University of Milan.

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

2021	Principal Investigator, Transition Grant, <i>University of Milan</i> .
2020	Principal Investigator, "Weather, Media and Energy", <i>University of Milan</i> .
2018-2020	Research Fellow, Fondazione Pesenti
2018	Principal Investigator, "Electricity Reliability and Small Business Performance: Evidence from Pakistan", <i>International Growth Centre</i> .
2018	Co-Investigator, "Electricity Reliability and Small Business Performance: Evidence from Pakistan", <i>CEPR-PEDL</i> .
2018	Co-Investigator, "Breaking the cycle. Reducing non-payment for electricity: experimental evidence from Pakistan", <i>International Growth Centre</i> .
2017	Co-Investigator, "Constraints to Female Entrepreneurship in Pakistan: the role of women's goals and aspiration" <i>International Growth Centre</i> .
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", <i>International Growth Centre</i> .
2016	Principal Investigator, "Salience of the energy-efficiency trade-off and the purchase of energy efficient appliances", <i>E2e Berkeley</i> .
2016	Co-Investigator, "Access to solar electricity in rural Sindh: role of payment schedule and planning", <i>International Growth Centre</i> .
2016	Co-Investigator, "Psychological, social and financial barriers to energy efficiency (PENNY)", <i>European Commission, H2020 call on Energy Efficiency</i> .
2016	Co-Investigator, "Access to solar electricity in rural Pakistan: impacts and sustainability", <i>International Growth Centre</i> .
2015	Co-Investigator, "Barriers and drivers of adoption of innovative energy solutions in Pakistan", <i>International Growth Centre</i> .
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	Hera, on the design and evaluation of behavioral energy efficiency interventions.
2015-2018	Eni, on the design and evaluation of information interventions to foster energy efficiency.
2015-2018	ePrice, on the design and evaluation of information interventions to foster the purchase of energy efficient products.
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

2021 Ragensburg University (January), Bocconi University (October).
2020 RFF-CMCC (June).
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

2018 IAERE Summer School (University of Bologna)
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)