

# GIACOMO CALZOLARI

Department of Economics  
UNIVERSITY OF BOLOGNA

## RESEARCH CURRICULUM VITAE

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### Personal Details

Marital status: married with three children  
Nationality: Italian  
Born: Bologna, August 5<sup>th</sup>, 1969  
Residence: Bologna (Italy)  
Languages: Italian (native), English (fluent), French (fluent)

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### Current Employment

Professor, Faculty of Economics, University of Bologna, Italy.

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### Education

2000: Ph.D. in Economics, University of Toulouse, thesis: "Essays of Information Economics" (Supervisor Prof. Jean-Charles Rochet)  
1998: Diplôme Européenne d'Economie Quantitative Approfondie (Master in advanced economics), University of Toulouse  
1998: Doctorate degree in Economics, University of Bologna, Italy  
1994: Laurea (B.A.) in Economics, University of Bologna (Summa cum laude)  
1992: Erasmus student, University of Cardiff, Wales  
1989: General Certificate of Education on Classical Studies, Lycée "M. Mingetti", Bologna, Italy.

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## Research Interests

Auctions and Procurement, Economics of Regulation, Experiments and Behavioral Economics, Game Theory, Incentives and Contract Theory, Industrial Organization, Information Economics, International Trade and Multinational Enterprises, Banking Regulation, Mechanism Design, Two-Sided-Markets.

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## Publications

- **Competitive quantity discounts**, with V. Denicolò, INTERNATIONAL JOURNAL OF INDUSTRIAL ORGANIZATION, Volume 29, Issue 3, May 2011, Pages 337-341
- **Multinational Banking in Europe: Financial Stability and Regulatory Implications Lessons from the Financial Crisis** with G. Barba Navaretti, M. Levi and A. F. Pozzolo, ECONOMIC POLICY, Volume 25, Issue 64, pages 703–753, October 2010
- **On the Regulation of Multinational Banks: a theoretical inquiry**, with G. Loranth (University of Vienna), JOURNAL OF FINANCIAL INTERMEDIATION, Volume 20, Issue 2, April 2011, Pages 178-198
- **Truthful Revelation Mechanisms for Simultaneous Common Agency Games**, with A. Pavan (Northwestern University), AMERICAN ECONOMIC JOURNAL: MICROECONOMICS, Volume 2, Number 2, May 2010 , pp. 132-190(59)
- **Footloose monopolies: regulating a national champion**, with C. Scarpa, JOURNAL OF ECONOMICS AND MANAGEMENT STRATEGY vol. 18(4), pages 1179-1214, December 2009
- **Sequential Contracting with Multiple Principals**, with A. Pavan (Northwestern University), JOURNAL OF ECONOMIC THEORY, vol. 144(2), pages 503-531, March 2009
- **On the Robustness of Menu Theorems to Sequential Contracting**, with A. Pavan (Northwestern University) forthcoming GAMES AND ECONOMIC BEHAVIOR Volume 64, Issue 1, September 2008, Pages 329-334
- **Export restraints in a model of trade with capital accumulation**, with L. Lambertini JOURNAL OF ECONOMIC DYNAMICS AND CONTROL, Volume 31, Issue 12, December 2007, Pages 3822-3842
- **Monopoly with Resale**, with A. Pavan (Northwestern University), THE RAND JOURNAL OF ECONOMICS, 2006, Volume 37, No. 2
- **On the Optimality of Privacy in Sequential Contracting**, with A. Pavan, JOURNAL OF ECONOMIC THEORY, 2006, Volume 130, No. 1
- **Hormone Beefs, Chlorinated Chickens and International Trade**, with G. Immordino (University of Salerno), EUROPEAN ECONOMIC REVIEW, 2005, Volume 49, Issue 1, pp: 145-172 (winner of the Young Economist Award)

- **Incentive Regulation of Multinational Enterprises**, *International Economic Review*, Volume 45, Issue 1, February 2004, pp:257-282
- **Theory and practice of regulation facing multinational enterprises**, JOURNAL OF REGULATORY ECONOMICS, 20 (2):191-211, September 2001
- **Tariffs vs Quotas in a model of trade with capital accumulation**, with L. Lambertini, (University of Bologna), REVIEW OF INTERNATIONAL ECONOMICS VOL. 14, NO. 4, PP. 632-644, September 2006
- **On the Regulation of Multinational Banks**, with G. Loranth (University of Cambridge), in *Rivista di Politica Economica*, n. 91, 2001, also published in *Antitrust, Regulation and Competition: Theory and Practice*, Palgrave (Macmillan-StMartin's Press) Lambertini, L. (2002, ed.)

### In Italian

- **Organismi geneticamente modificati ed incertezza scientifica**, 2000, con G. Immordino, in *Mercato, Concorrenza e Regole*, 2/2001, Il Mulino
- **Gli accordi commerciali preferenziali**, with G. Basevi and G. Ottaviano, online supplement to *Economia internazionale*, P. R. Krugman, M. Obstfeld, Hoepli, 2003, <http://www.liuc.it/krugmanobstfeld/accordi/default.htm>
- **La regolazione del prezzo in presenza di concorrenza estera: uno schema teorico**, , with C. Scarpa, in Bulckaen, Cambini eds. *I Servizi di Pubblica Utilità*, 2000, Franco Angeli Editore
- **La regolamentazione delle imprese Multinazionali**, with C. Scarpa, in Bulckaen, Cambini eds. *I Servizi di Pubblica Utilità*, 2000, Franco Angeli Editore.

### Books

- **Industrial Organization**, by Lynne Pepall, Daniel J. Richards, George Norman, The McGraw-Hill Companies, (Italian version)
- **Teoria e Politica del Commercio Internazionale**, 2001, with G. Ottaviano and G. Basevi, Carocci Editore. Handbook on international trade.

### Papers submitted and Working papers

- **When the baby cries at night. Uninformed and hurried buyers in non-competitive markets**, with A. Ichino, F. Manaresi, V. Nellas 2011, mimeo.
- **Nudging consistent plans with information: a randomized field experiment on feedbacks and reminders**, with M. Nardotto 2011, mimeo.

- **Competition with exclusive contracts and market-share discounts** with V. Denicolò 2009 WP CEPR DP7613 and University of Bologna
- **On regulation and competition: pros and cons of a diversified monopolist** with C. Scarpa, 2009 WP University of Bologna
- **Relational Contracting and Competitive screening**, 2009, with G. Spagnolo University of Bologna
- **Relational Procurement**, 2006, with G. Spagnolo, mimeo, University of Bologna and CONSIP.
- **Regulating a Multiutility Firm**, 2005, with C. Scarpa (University of Brescia), mimeo, University of Bologna, under review.
- **A Markovian Revelation Principle for Common Agency Games**, 2001, with A. Pavan (Northwestern University).
- **Optimal Design of Privacy Policies**, 2000, with A. Pavan (Northwestern University), mimeo, Northwestern University and of Toulouse.
- **Non-intrinsic common agency**, 1999, with C. Scarpa (University of Brescia), ENI-FEEM Nota di lavoro 84.99, under review.
- **Regulation at Home, Competition Abroad: A Theoretical Analysis**, 2000 with C. Scarpa (University of Brescia), ENI-FEEM Nota di lavoro 39.01, under review.
- **Regulatory Competition and Exclusion in an International Context**, with K. Diaw and J. Pouyet. 1999, mimeo, University of Toulouse.
- **Regulation in an international setting, the case of a Multinational Enterprise**, 1998, mimeo, University of Toulouse;
- **A concise survey on Multinational Enterprises**, 1997, l'Universiteè de la Mediterranèe, Aix en Provence et Marseille. Workshop "Théorie des organisations et les firmes multinationales".
- **International trade and property rights: a theory of South-North trade**, 1996, ENI-FEEM Nota di lavoro 62.96, 1996.

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## Teaching Experience

Undergraduate	2000-2003	Microeconomics
Undergraduate	2000-2011	International trade
Undergraduate	2001-2003	Internet and Information Economics
Undergraduate	2003-2011	Industrial Organization
Master	2004-2008	International trade, theory and policy
Master	2009-2011	Advanced Industrial Organization and game theory
Master	2004-2008	Second year student seminar in Economic Theory

PhD	2003-2011	Economics of Regulation and Advanced Industrial Organization
PhD	-2009	Behavioral economics: seminar course
Graduate	2004-2010	Contract theory and Mechanism design (graduate)

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## Academic and Research Activity

### Papers presented at

European Economic Association various meetings; Econometric Society: European, American and World meetings; ASSET meetings; Auctions and Market Design I, Milan, EARIE and CEPR various meetings, University of Florence, Venice, Padua, Trento, Bocconi, Milan Cattolica, Milan Bicocca, Salerno, Bologna, Bolzano, Sassari, Bonn, FEEM, Groningen, CONSIP, WZB Berlin, London Business School, New York University, Oxford University, Tel Aviv, Toulouse, Rotterdam, Ente Luigi Einaudi Rome, European University Institute, Bergen University, Humboldt University Berlin, Università Autonoma de Barcelona, Bonn University, University of British Columbia, Berkeley University, Bocconi University, Cambridge University, University of Chicago, Chicago GSB, ECARES-Brussels, Harvard University, LSE, University of Maryland, University of Michigan, Minneapolis FRB, MIT, NYU Economics, Tilburg University, University of Toronto, University College of London, Universite' Catholique de Leuven, UCLA Columbia University, London School of Economics, Stockholm School of Economics, Said Business School, The Judge Institute, Boston College, University of Istanbul Koç University; Mannheim University., MIT-NBER meeting, Spanish Central Bank – Madrid, Sorbonne University Paris.

### Editorial Boards:

Member of the Editorial Board of the INTERNATIONAL JOURNAL OF INDUSTRIAL ORGANIZATION, 2011-

Member of the scientific committee of the *Rivista di politica economica*, 2008-

### Referee Activity for the following reviews:

*American Economic Journal: Microeconomics*  
*American Economic Review*,  
*Bulletin of Economic Research*,  
*Berkeley Electronic Press Journal of Theoretical Economics*,  
*B.E. Journal of Economic Analysis & Policy*,  
*Econometrica*,  
*Economic Journal*,  
*Economia Politica*,  
*Economic Notes*,  
*Emerging Markets Finance and Trade*,  
*Energy Journal*,  
*Energy Economics*,  
*European Economic Review*,  
*European Journal of Comparative Economics*,  
*Games and Economic Behavior*,

*International Economic Review,*  
*International Journal of Industrial Organization,*  
*International Review of Economics and Finance,*  
*International Tax And Public Finance,*  
*Journal of Banking and Finance,*  
*Journal of Development Economics,*  
*Journal of Economic Behavior and Organization,*  
*Journal of Economics and Management Strategy,*  
*Journal of Economic Theory,*  
*Journal of the European Economic Association,*  
*Journal of Financial Stability,*  
*Journal of Industrial Economics,*  
*Journal of Institutional and Theoretical Economics,*  
*Journal of International Economics,*  
*Journal of Mathematical Economics,*  
*Journal of Public Economics,*  
*Journal of Public Economic Theory,*  
*Journal of Regulatory Economics,*  
*Mathematical Social Science,*  
*Management Science,*  
*Oxford Economic Papers.*  
*Rand Journal of Economics,*  
*Review of Economic Dynamics,*  
*Research in Economics,*  
*Review of Economic Studies,*  
*Review of Law and Economics,*  
*Rivista Italiana di Economia,*  
*Rivista di Politica Economica,*  
*Small Business Economics.*

Member of the *Program Committee* for the *Econometric Society* 2006 and 2007 meetings; ASSET 07, 08 meetings, EARIE 2011.

Reviewer for the *National Science Foundation* (NSF USA) 2008.

Since 2006 I am member of the Italian Steering Committee of the Italian Association of Competition Economics (ACE).

Director of the Doctorate in Economics, University of Bologna, Nov. 2010-.

#### Seminar organization

Department of Economics, University of Bologna, lunch and regular seminars organizer, 1999-2002.

Organizer of study groups in Experimental Economics and Behavioral Economics at the Department of Economics, University of Bologna.

Organizer of the workshop "Competition with non-linear pricing and loyalty discounts" University of Bologna Nov. 2010.

#### Reports and invited speaker

- June 1999, CEPR report for the Conference on "Psychology and Economics" Toulouse.

- Invited speaker ABLP UBI Bank May 2008 workshop on Federal Banks: "Local information and decentralized decisions in banks".
  - Invited speaker Unicredit forum on banking regulation 2009.
  - Invited speaker to the conference "Contracts, Procurement and Public-Private Agreements, SORBONNE UNIVERSITY, PARIS, Monday 14th and Tuesday 15th, June 2010
  - Invited speaker with V. Denicolò at the European Association for Research in Industrial Economics (EARIE), August 2010 Istanbul congress.
  - Invited speaker 1<sup>st</sup> INTERDISCIPLINARY SYMPOSIUM ON PUBLIC PROCUREMENT, 2011 Villa Mondragone Rome.
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## Grants, Awards, Recognitions and Scholarships

- B.A. Dissertation Prize ANDAF 1994 "Giovanni De Fornaris"
  - Scholarship Bonaldo Stringher 1997 Bank of Italy
  - Scholarship Bonaldo Stringher 1998 Bank of Italy
  - Post-Doc proposal Ente L. Einaudi (Rome), 1999
  - Jean Monnet Fellowship proposal European University Institute, 1999
  - Mention of Italian Doctorate Thesis from the Italian Economists Society, 1999
  - Research Fellowship, Department of Economics, University of Bologna, 1999
  - Young Economist Award, European Economic Association, 2000
  - Since 2007 I have been appointed research affiliate of CEPR (the Centre for Economic Policy Research) London.
  - Classified A for research productivity 2006 University of Bologna.
  - Classified A for research productivity 2007 University of Bologna.
  - Classified A for research productivity 2008 University of Bologna.
  - Classified A for research productivity 2009 University of Bologna.
  - National coordinator for a research project on two-sided markets financed by the Italian Ministry of Research (PRIN 2007).
  - 2009 EIEF Einaudi Institute for Economics and Finance Grant for a project on behavioral economics
  - 2009 Participant in a FIRB project with other members of the Department funded by the Italian Ministry of Research.
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## Consulting

Head of research team on Distance Learning technologies and methodologies for MAEM European interuniversity network, 2004.

Last update, 3/07/2011