

# Salvatore Nunnari

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## CURRENT EMPLOYMENT AND AFFILIATIONS

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Assistant Professor, Department of Economics, Bocconi University	September 2015 - <i>present</i>
Vice-Director, Bocconi Experimental Laboratory for the Social Sciences	September 2017 - <i>present</i>
Affiliate, Centre for Economic Policy Research (CEPR)	May 2017 - <i>present</i>
Affiliate, Innocenzo Gasparini Institute for Economic Research (IGIER)	September 2015 - <i>present</i>
Affiliate, Carlo F. Dondena Centre for Research on Social Dynamics	September 2015 - <i>present</i>

## PAST EMPLOYMENT AND AFFILIATIONS

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Visiting Associate in Economics, California Institute of Technology	Spring 2017
Associate Director, Columbia Experimental Laboratory for Social Sciences	July 2013 - June 2015
Assistant Professor, Department of Political Science, Columbia University	July 2013 - June 2015
Assistant Professor, Department of Political Science, UC San Diego	July 2012 - June 2013

## EDUCATION

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Ph.D. in Social Science, California Institute of Technology	June 2012
M.A. in Social Science, California Institute of Technology	June 2009
M.A. in Economics, Bocconi University	December 2006
B.A. in Economics, Bocconi University	July 2004

## RESEARCH INTERESTS

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Political Economy, Experimental Economics, Behavioral Economics, Microeconomic Theory

## PUBLICATIONS

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- Durable Coalitions and Communication: Public versus Private Negotiations, with David P. Baron and Renee Bowen, *Journal of Public Economics*, 2017, 156: 1–13.
- Dynamic Elections and Ideological Polarization, with Jan Zapal, *Political Analysis*, 2017, 25(4): 505–534.
- The Dynamic Free Rider Problem: A Laboratory Study, with Marco Battaglini and Thomas R. Palfrey, *American Economic Journal: Microeconomics*, 2016, 8(4): 268–308.
- Gambler’s Fallacy and Imperfect Best Response in Legislative Bargaining, with Jan Zapal, *Games and Economic Behavior*, 2016, 99: 275–294.
- 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.
- Turnout Across Democracies, with Helios Herrera and Massimo Morelli, *American Journal of Political Science*, 2016, 60(3): 607–624.

- Dynamic Free Riding with Irreversible Investment, with Marco Battaglini and Thomas R. Palfrey, *American Economic Review*, 2014, 104(9): 2858–2871.
- 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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- A Model of Focusing in Political Choice, with Jan Zapal, *CEPR Discussion Paper No. 12407*, *Submitted*
- Looking into Crystal Balls: A Laboratory Experiment on Reputational Cheap Talk, with Debrah Meloso and Marco Ottaviani
- Dynamic Legislative Bargaining with Veto Power: Theory and Experiments, *Submitted*
- Declared Support and Clientelism, with Simeon Nichter, *Submitted*
- The Political Economy of Public Debt: A Laboratory Study, with Marco Battaglini and Thomas R. Palfrey, *NBER Working Paper No. 22406*, *R&R at the Journal of the European Economic Association*

## CITATION METRICS

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Total Citation Count (Google Scholar, as of November 14th, 2017): 257  
 H-Index: 8 (Google Scholar, as of November 14th, 2017)

## TEACHING EXPERIENCE

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*Graduate*: Behavioral Political Economy (Bocconi, Spring 2018); Political Economy Colloquium (Columbia, Fall 2013, Fall 2014); Laboratory Experiments and Formal Theories in Political Science (Columbia, Fall 2013, Spring 2015); Game Theory II (UCSD, Fall 2012)

*Undergraduate*: Introduction to Microeconomics (Bocconi, Fall 2015, Fall 2016, Fall 2017); Laboratory Experiments in the Social Sciences (Bocconi, Fall 2017); Political Economics (Bocconi, Spring 2016); Political Economy of Institutions and Development (Columbia, Fall 2013, Spring 2015); Business and Politics (UCSD, Fall 2012)

## GRANTS AND FELLOWSHIPS

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*Grants*: Cariplo, Regione Lombardia, and Bocconi ERC Starting Grant Pilot Studies (2016), Unicredit & Universities Post Doctoral Fellowship (2015), UC San Diego Academic Senate Research Grant (Fall 2013; Spring 2014, Co-PI Simeon Nichter); Columbia University Junior Faculty Grant (Spring 2014); Columbia University Summer Research Support Program (Summer 2014).

*Fellowships and Scholarships*: Jerusalem Summer School in Economic Theory Scholarship 2010; Urrutia Elejalde Foundation Fellowship 2009; Institute Fellowship 2007-2008, California Institute of Technology; Graduate Merit Award, 2004-2006, Bocconi University

## INVITED TALKS AND CONFERENCES

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*Conferences (including scheduled)*: NYU Abu Dhabi Experimental Economics Workshop (2018), EPSA (2017), Bruxelles Political Economy Conference (ECARES & ULB, 2017), EIEF Workshop on Political Economy (2016), CSEF-IGIER Symposium on Economics and Institutions (2016); APSA (2010, 2011,

2013); MPSA (2009, 2010, 2011, 2012, 2014), SPSA (2014, 2016), Behavioral Models of Politics Conference (Pittsburgh, 2013; Duke 2014), Caltech Experimental Economics Conference (2014), ‘Political Economy: Theory Meets Experiments’ Workshop (CER-ETH Zurich, 2014), Washington Political Economy Conference (Georgetown, 2014), CRENoS Workshop on Institutions, Individual Behavior and Economic Outcomes (2013, 2014), Conference in Honor of Norman Schofield (WUSTL, 2013), Security Markets and Auctions Workshop (Northwestern, 2012), Petralia Sottana Applied Economics Workshop (2012), Erasmus Universiteit Workshop in Political Economy (2012), Southwest Economic Theory Conference (2012), Caltech Alumni Conference in honor of Gary Cox and Barry Weingast (2011), North-American ESA Conference (2010), The 21st Jerusalem School in Economic Theory (2010), Winter Meeting of the Econometric Society (2010), The Economics of Political Economics (Università Cattolica, 2009), Urrutia Elejalde Summer School (2009)

*Talks (including scheduled):* Aix-Marseille School of Economics (2018); Higher School of Economics Moscow (2018); Toulouse School of Economics (2018); University of Milano-Bicocca (Economics, 2018); Fondazione ENI Enrico Mattei (2017); European University Institute (Economics, 2017); University of Southern California (Economics, 2017); California Institute of Technology (Social Sciences, 2017); University of Rochester (Wallis Institute of Political Economy, 2017); University of Vienna (Economics, 2017); Pompeu Fabra University (Economics, 2017); University of Nottingham (Economics, 2017); WZB Berlin Social Science Center (2016); University of Padua (Economics, 2016); London School of Economics (Government, 2016); University of Warwick (Economics, 2016); University of Bologna (Economics, 2016); Bocconi University (Policy Analysis and Public Management, 2015; Economics, 2014), UC Berkeley (Political Science, 2014), New York University (Economics, 2014; Politics, 2012), Princeton University (Political Science, 2014), University of Chicago (Harris, 2014), Northwestern University (Kellogg MEDS, 2014), UC Santa Barbara (Economics, 2013), University of Pennsylvania (Economics, 2013), Pittsburgh University (Economics, 2013), Institute for Advanced Study (2013), Columbia University (Political Science, 2012), UC San Diego (Economics, 2012; Political Science, 2011), Boston University (Economics, 2012), UC Merced (Political Science, 2011), UCLA (Political Science, 2011)

## **PROFESSIONAL ACTIVITIES**

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*Conferences Organization:* MPSA 2014, Program Committee Member; Formal Modeling Section Head; Columbia Political Economy Conference Co-Organizer with Pietro Ortoleva (December 2014)

*Departmental Service:* Bocconi Experimental Laboratory for Social Sciences Seminar Co-Organizer with Joachim Vosgerau (Bocconi, 2017-18); Development, Labor and Political Economy Seminar Co-Organizer with Thomas Le Barbanchon (Bocconi, 2016–17); Political Economy Seminar Co-Organizer with Alessandra Casella (Columbia, Spring 2014, Spring 2015); Organizer of the Mini-APSA Conference (Columbia, Fall 2014); American Politics Workshop Co-Organizer with Seth Hill (UCSD, Spring 2013)

*Refereeing:* American Economic Review, American Economic Journal: Microeconomics, American Journal of Political Science, American Political Science Review, B.E. Journal of Economic Analysis and Policy, British Journal of Political Science, Econometrica, Economic Journal, Economic Theory, Economics and Politics, European Economic Review, European Journal of Political Economy, Games and Economic Behavior, International Economic Review, Journal of Conflict Resolution, Journal of Economic Behavior and Organization, Journal of Economic Theory, Journal of the European Economic Association, Journal of Law, Economics and Organization, Journal of Politics, Journal of Public Economic Theory, Journal of Public Economics, Journal of Theoretical Politics, Journal of Experimental Political Science, National Science Foundation (Economics and Political Science Programs), Public Choice, RAND Journal of Economics, Quarterly Journal of Economics, Review of Economic Studies, Social Choice and Welfare, Theoretical Economics