

# Andrea Pozzi

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## Employment

July 2018 - present	Associate Professor (with tenure), EIEF
January 2021 - present	CEPR Research Fellow
October 2013 - December 2020	CEPR Research Affiliate
June 2009 - June 2018	Assistant Professor, EIEF
January 2015 - June 2015	Visiting Scholar at the Wharton School of Business, Business Economics and Public Policy Department

## Education

June 2009	Ph.D. in Economics, Stanford University <i>Dissertation title:</i> Essays in E-commerce <i>Reading committee:</i> Liran Einav (chair), Tim Bresnahan, Jakub Kastl
October 2003	BA Economics <i>summa cum laude</i> , Università Bocconi, Milan

## Publications in refereed journals

From uniform to bespoke prices: Hotel pricing during EURO 2016, with Marcella Nicolini and Claudio Piga.

*Quantitative Marketing and Economics* 21(3), pp. 333-355, September 2023.

The Extensive Margin of Aggregate Consumption Demand, with Claudio Michelacci and Luigi Paciello.

*Review of Economic Studies* 89(2), pp.909-947, March 2022.

The Cost of Steering in Financial Markets: Evidence from the Mortgage Market, with Luigi Guiso, Anton Tsoy, Leonardo Gambacorta and Paolo Mistrulli.

*Journal of Financial Economics* 143(3), pp.1209-1226, March 2022.

Strategic Entry and Potential Competition: Evidence from Compressed Gas Fuel Retail, with Giulia Pavan and Gabriele Rovigatti.

*International Journal of Industrial Organization* 69, Article 102566.

Price Dynamics with Customer Markets, with Luigi Paciello and Nicholas Trachter  
*International Economic Review* 60(1), pp.413-446, February 2019.

Demand or Productivity: What Determines Firm Growth?, with Fabiano Schivardi  
*RAND Journal of Economics* 47(3), pp.608-630, July 2016.

The Effect of Internet Distribution on Brick-and-mortar Sales  
*RAND Journal of Economics* 44(3), pp.569-583, December 2013.

E-commerce as a Stockpiling Technology: Implications for Consumer Savings  
*International Journal of Industrial Organization* 31(6), pp.677-689, December 2013.

Shopping Cost and Brand Exploration in Online Grocery  
*American Economic Journal: Microeconomics* 4(3), pp.96-120, August 2012.

## **Chapters in books and other publications**

Entry Regulation in Retail Markets, with Fabiano Schivardi, November 2014.  
in E. Basker (ed.), “*Handbook on the Economics of Retail and Distribution*”, Ch. 10,  
pp. 233-249, Edward Elgar, 2016.

Comment to “Trade and Tasks: An Exploration over Three Decades in Germany” by  
S. Becker and M. Muendler, *Economic Policy*, 30(84), Oct. 2015, pp. 633-635.

Recent developments and relevant issues in evolutionary economics and industrial  
dynamics, *Economia e Politica Industriale*, fascicolo 123, 2004.

## **Working Papers**

What are the Aggregate effects of Foreign Housing demand?, with Claudio Michelacci.  
April 2023.

The Demography of an Early Mortality Transition, with Paul David and Sheila Johansson. October 2010.

Empirical Realities of Scientific Misconduct in Publicly Funded Research, with Paul David. August 2007.

## **Work in progress**

Quantifying the Benefits from Financial Innovation, with Matteo Benetton and Saul Lach

Rivalry and Rules in collective Problem-Solving, with Paul David and Matthijs den Besten.

## **Teaching and research experience**

Instructor for Empirical IO (master), LUISS-EIEF, 2020-2023  
 Instructor for Econometric theory (PhD in Management), LUISS, 2019  
 Instructor for Econometric theory (master), LUISS-EIEF, 2018-2019  
 Instructor for Applied Statistics and Econometrics (undergrad), LUISS, 2017-2022  
 Instructor for Empirical IO (PhD), EIEF, 2010-2016  
 TA for Intermediate Microeconomics (undergrad), Stanford University  
 TA for Innovation and Industrial Dynamics (undergrad), Università Bocconi  
 RA for Paul David, September 2006 - September 2007  
 RA for Liran Einav, June 2006 - December 2006  
 RA at CESPRI (now iCRIOS)-Bocconi, September 2003- July 2004

## Professional service

Co-organizer: CEPR VIOS Seminar, Spring and Fall 2022

Program committee: CEPR Applied IO Conference 2021  
 EARIE 2015-current  
 EEA 2020, 2022  
 ESEM 2019, 2022  
 ESWM 2019, 2022

Referee for: *AEJ: Applied Economics*, *AEJ: Macroeconomics*, *American Economic Review*, *Bank of Spain WP series*, *Econometrica*, *Economic Inquiry*, *Economic Journal*, *Economic Letters*, *Economic Notes*, *Energy Journal*, *European Economic Review*, *Giornale degli Economisti*, *Industrial and Corporate Change*, *International Economic Review*, *International Journal of Industrial Organization*, *Journal of Applied Econometrics*, *Journal of the European Economic Association*, *Journal of Economics and Management Strategy*, *Journal of Industrial Economics*, *Journal of Monetary Economics*, *Journal of Political Economy*, *Journal of Urban Economics*, *LABOUR*, *Marketing Science*, *MEF Working Papers Series*, *MIS Quarterly*, *Oxford Bulletin of Economics and Statistics*, *Quarterly Journal of Economics*, *RAND Journal of Economics*, *Research Policy*, *Review of Economic Dynamics*, *Review of Economic Studies*, *Review of Economics and Statistics*, *Statistical Methods and Applications*.

Grant evaluator for: *Agence Nationale de la Recherche*, *ANVUR*, *Carlo Alberto Research Grants*, *Czech Science Foundation*, *European Research Council*, *Israel Science Foundation*, *National Science Foundation*, *PRIN-MIUR*, *Swiss National Science Foundation*.

## Supervision of PhD students

Main advisor	Giulia Pavan (Tor Vergata, 2016)	Placement: Toulouse postdoc
Committee member	Vincenzo Mollisi (Tor Vergata, 2018)	Placement: Bolzano postdoc
External examiner	Mattia de Grassi (LUISS, 2013) Jorge Flores (Toulouse, 2015) Luca Gallorini (LUISS, 2021)	

## Awards and Honors

- 2019 Excellence in refereeing award, Journal of the European Economic Association
- 2015 International Journal of Industrial Organization Top 20 reviewers
- 2009 NET Institute Summer Grant
- 2008-09 B.F. Haley and E.S. Shaw fellowship, SIEPR
- 2008 Outstanding Teaching Assistant Award, Stanford University
- 2007-08 Schultz fellow, Stanford Institute for Economic and Policy Research
- 2004-06 Department of Economics fellowship, Stanford University
- 2004 Medal for best graduates of the year, Università Bocconi

## Invited Seminars and Conference presentations

**2022-23:** DICE, Warwick-Bristol IO workshop.

**2021-22:** IFN.

**2020-21:** Gothenburg University, Universitat Autònoma de Barcelona, SIEPI (invited session).

**2019-20:** Nazarbayev University, Stockholm School of Economics, Cambridge University (Judge).

**2018-19:** Paris School of Economics, University of Mannheim, INFORMS Marketing Science (Rome)

**2017-18:** Dynamic IO workshop (Amsterdam), IMT-Lucca, IDC Herzliya, Tel Aviv University, Hebrew University, Ben Gurion University, Stanford-SITE, CEA-UCHile

**2016-17:** 3<sup>rd</sup> CREST Conference “Economics of Antitrust and Consumer Protection”, WU Vienna, London School of Economics, AEA meetings (Chicago), CEPR European Workshop on Household Finance, Rotman, Bank of Canada-John Deutsch Institute Workshop on Financial Intermediation and Regulation, McGill University, MaCCI Summer Institute, NBER Summer Institute (IO), 44<sup>th</sup> EARIE Conference (Maastricht)

**2015-16:** Università di Bolzano, Toulouse School of Economics, MaCCI Mannheim, 14<sup>th</sup> IIOC (Philadelphia), 17<sup>th</sup> CEPR\JIE Applied IO (London), Tilburg University, Università Bocconi, Barcelona GSE Summer Forum, XXXI Jornadas de Economía Industrial (Palma de Mallorca, invited session)

**2014-15:** University of Pennsylvania (Wharton), Drexel University, Indiana University (Kelley), 13<sup>th</sup> IIOC (Boston), Johns Hopkins University (Carey), 42<sup>nd</sup> EARIE Conference (Munich)

**2013-14:** MaCCI (Mannheim), 12<sup>th</sup> IIOC (Chicago), Penn State University, Carlo Alberto Pricing Workshop, NBER Summer Institute (Price dynamics), 41<sup>st</sup> EARIE Conference (Milan)

**2012-13:** University of Mannheim, Conference on the Economics of Information and

Communication Technologies (Paris), Central European University, Paris School of Economics, Collegio Carlo Alberto, AEA Meeting (San Diego), University of Zurich, Tel Aviv University, Università di Roma “Tor Vergata”, Italian Competition Authority

**2011-12:** Productivity workshop (Università di Trento), EIEF-UNIBO workshop in Industrial Organization, Scuola Superiore Sant’Anna (Pisa), Management and Economics of ICT Conference (Munich), EIEF workshop on structural approaches to industry dynamics, SED Annual meeting (Cyprus), 39<sup>th</sup> EARIE Conference (Rome)

**2010-11:** IFN-Stockholm, 2<sup>nd</sup> Workshop on the Economics of ICT (Evora), 9<sup>th</sup> ZEW Conference on ICT (Mannheim), 38<sup>th</sup> EARIE Conference (Stockholm)

**2009-10:** European University Institute, Università di Cagliari, Universidad de Alicante, NET Institute Conference (NYU-Stern), BRICK-DIME-STRIKE Workshop (Collegio Carlo Alberto), 8<sup>th</sup> INRA-IDEI Conference on Industrial Organization of the Food Processing Industry (Toulouse)

**2008-09:** University of Toronto (Rotman), University of East Anglia, University of Mannheim, IMT-Lucca, Università Bocconi, EIEF, 7<sup>th</sup> IIOC (Boston), Santa Clara University (Leavy), 7<sup>th</sup> ZEW Conference on ICT (Mannheim), 36<sup>th</sup> EARIE Conference (Ljubljana)

**2007-08:** 34<sup>th</sup> EARIE Conference (Valencia), Università Bocconi (KITeS), 1<sup>st</sup> World Conference on Research Integrity (Lisbon)

**2006-07:** Università Bocconi (KITeS)

*Last updated: November 22, 2023*