

Mario Pagliero

1 Contact Information

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Dipartimento di Scienze Economico-Sociali
e Matematico-Statistiche (ESOMAS)
Università di Torino
C.so Unione Sovietica 218bis, 10134 Torino, Italy

2 Education

- Ph.D. in Economics, London Business School, 2005
- Master of Science in Economics, University College London, 1999
- Laurea in Economics, University of Turin, 1998

3 Academic and Professional Activities

- Professor of Economics, Università di Torino, 2015-
- Research Fellow, CEPR (Centre for Economic Policy Research), 2013-
- Research Fellow, Collegio Carlo Alberto, 2007-
- Research Fellow, CHILD (Centre for Household, Income, Labour and Demographic Economics), 2007-
- Associate Professor of Economics, Università di Torino, 2014-2015
- Assistant Professor of Economics, Università di Torino, 2006-2014
- Assistant Professor of Economics, Universitat Pompeu Fabra, 2005-2006

4 Publications in Journals

- “The Impact of Markup Regulation on Prices”, *Journal of Industrial Economics*, Vol. 66, No. 2, 2018, with Christos Genakos and Pantelis Koutroumpis
- “When pressure sinks performance: Evidence from diving competitions”, *Economics Letters*, Vol. 132, 5-8, 2015, with Christos Genakos and Eleni Garbi

- “Beneath the Surface: The Decline in Gender Injury Gap”, *Labour Economics*, Vol. 30, 282-288, 2014, with Tiziano Razzolini, Roberto Leombruni, and Giovanni Mastrobuoni
- “The Impact of Potential Labor Supply on Licensing Exam Difficulty”, *Labour Economics*, Vol. 25, 141-152, 2013
- “Occupational Regulation in the European Legal Market”, *European Journal of Comparative Economics*, Vol. 10, No.2, 243-265, 2013, with Edward Timmons
- “Interim Rank, Risk Taking and Performance in Dynamic Tournaments”, *Journal of Political Economy*, Vol. 120, No. 4, 782-813, 2012, with Christos Genakos
- “The Impact of Price Discrimination on Revenue: Evidence from the Concert Industry”, *The Review of Economics and Statistics*, Vol. 94, No. 1, 359-369, 2012, with Pascal Courty
- “What is the Objective of Professional Licensing? Evidence from the US Market for Lawyers”, *International Journal of Industrial Organization*, Vol. 29, No. 4, 473-483, 2011
- “Does responsive pricing smooth demand shocks?”, *Applied Economics*, Vol. 43, No. 30, 4707-4721, 2011, with Pascal Courty
- “Frictional matching: Evidence from Law Schools”, *Economics Letters*, Vol. 108, No. 2, 208-211, 2010, with Pascal Courty
- “Licensing Exam Difficulty and Entry Salaries in the US Market for Lawyers”, *British Journal of Industrial Relations*, Vol. 48, No. 4, 2010
- “Price Variation Antagonism and Firm Pricing Policies”, *Journal of Economic Behavior & Organization*, Vol. 75, No. 2, 235-249, 2010, with Pascal Courty
- “Responsive Pricing”, *Economic Theory*, Vol. 34, No. 2, 235-259, 2008, with Pascal Courty
- “Do consumers care about how prices are set?”, *International Journal of the Economics of Business*, Vol. 15, No. 1, 27-43, 2008, with Pascal Courty
- “Strategic Interaction on the UK Gas Transportation System: the St. Fergus and Bacton Constraints”, *Energy Economics*, Vol. 25, No. 4, 2003
- “Are Italians also fiscal conservatives?”, *Journal of Public Finance and Public Choice*, XVII, 1999, with Kenneth Greene

5 Book Chapters

- “The Pricing of Art and the Art of Pricing: Pricing Styles in the Concert Industry”, in *Handbook of the Economics of Art and Culture*, Volume 2, edited by V. Ginsburgh and D. Throsby, 2013, 299-355, Elsevier, with Pascal Courty
- “What’s the Right Price? Three Views on Why Firms Price Discriminate”, in *Economics Writing*, edited by S. E. Hume and B. Ahmadi, 2012, 1-6, Pearson, with Pascal Courty

6 Working Papers and Work in Progress

- “Book Price Regulation”, with Christos Genakos, Lorien Sabatino, and Tommaso Valletti
- “Competition and Pass-Through: Evidence from Greek Islands”, with Christos Genakos
- “The Demand for Adoption”, with Aleksey Tetenov
- “Identity and Pricing”, with Pascal Courty
- “Price Discrimination in the Concert Industry”, with Pascal Courty. CEPR Discussion Paper 7143, 2009
- “Does Responsive Pricing Increase Efficiency? Evidence from Pricing Experiments in an Internet Café”, CEPR Discussion Paper No. 4149, December 2003, with Pascal Courty.

7 Policy Papers

- “Measuring Prevalence and Labour Market Impacts of Occupational Regulation in the EU”, in *Reforming regulation of professions: results of mutual evaluation and way forward*, Brussels, May 2016.
- “Occupational regulation in the EU and UK: prevalence and labour market impacts”, with Maria Koumenta, Amy Humphris, and Morris Kleiner, Research Report, UK Department for Business, Innovation, and Skills, August 2014
- “Professioni sotto esame”, Lavoce.info, October 2013
- “Musicians are Leaving Money on the Concert Floor”, with Pascal Courty, VOX, February 2009
- “Weightlifting competitions: lessons for performance management”, CentrePiece, Winter 2009

8 Other Academic and Professional Activities

- Organizer, “Occupational Licensing Workshop”, Collegio Carlo Alberto, October 2017
- Chair of the Hiring Committee, Collegio Carlo Alberto, 2015
- Organizer, “Pricing Workshop”, Collegio Carlo Alberto, May 2014
- Co-organizer, 2013 MOOD Workshop, EIEF
- Teaching Committee, Vilfredo Pareto Doctorate in Economics, 2013-
- Executive Committee, ESOMAS, 2012-
- Hiring Committee, Collegio Carlo Alberto, 2010-
- Co-organizer of the seminar series in Economics, Collegio Carlo Alberto, 2007-
- Scientific Committee, annual meeting of the Association of Southern European Economic Theorists (ASSET 2008), 2008
- Visiting student, Toulouse Summer Institute on Economics and Psychology, Institut d’Economie Industrielle, University of Toulouse, 2005
- Visiting student, University of Chicago, Graduate School of Business, 2002

9 Grants, Fellowships, and Awards

- Co-investigator, “Improving Jobs? Stability of EU Youths”, Addressing Horizon 2020, Univeristà di Torino
- Fernand Braudel Fellow, European University Insititute, Fall 2014
- Abilitazione Scientifica Nazionale, Prima Fascia, Economia Politica, 2013
- Abilitazione Scientifica Nazionale, Seconda Fascia, Politica Economica, 2013
- Principal Investigator, Collegio Carlo Alberto Grant, “Behavioral Price Discrimination: Theory and Evidence”, 2011-2014
- Co-Investigator, “Changing Families and Sustainable Societies: Policy Contexts and Diversity over the Life Course and across Generations”, FP7 SSH-2012 large-scale integrated project n. 320116, coordinator: University of Stockholm
- Co-Investigator, Collegio Carlo Alberto Grant, “Parental and Public Investments and Child Outcomes”, 2010-2013

- Award for Outstanding Research in Economics, University of Turin, 2007
- Economic & Social Research Council Ph.D. Studentship, 2000-2004
- Scholarship for graduate studies in economics, University of Turin, 1998-1999

10 Referee

British Journal of Industrial Relations, Canadian Journal of Economics, Eastern Economic Journal, Economic Inquiry, Economic Journal, Energy Economics, European Economic Review, German Economic Review, Industrial and Labor Relations Review, Journal of Economic Behavior and Organization, Journal of Economic Literature, Journal of Economics and Management Strategy, Journal of Human Resources, Journal of Industrial Economics, Journal of Labor Economics, Journal of Labor Research, Journal of the European Economic Association, Labour Economics, Journal of Sports Economics, Management Science, Managerial and Decision Economics, Mind and Society, Review of Economic Studies, Resource and Energy Economics, Rivista Italiana degli Economisti, Scandinavian Journal of Economics, The Manchester School, Theory and Decision, Ministero dell'Università e della Ricerca Scientifica

11 Seminars and Conference Presentations

- 2018: Università di Bolzano (invited); Hohenheim University (invited); 2018 NERI Workshop
- 2017: Center for Applied Economics, University of Chile, June 2017 (invited); Brucchi Luchino Workshop; Università di Bolzano, March 2017; Occupational Licensing Workshop, Collegio Carlo Alberto
- 2016: Università di Milano, December 2016 (invited); Single Market Forum 2016 - Reforming Regulation of Professions, Brussels, 2016 (invited); LERA Annual Meeting, Minneapolis, 2016; ASSA Meetings, San Francisco, 2016
- 2015: Barcelona Summer Forum, June 2015; CERGE-EI, May 2015 (invited); ICEEE Conference in Econometrics and Applied Economics, Salerno, January 2015
- 2014: EU Commission, DG Markets, November 2014 (invited); EUI, November 2014 (invited); Single Market Forum, Warsaw, October 2014; CEPR/JIE School on Applied Industrial Organization, May 2014 (discussant)
- 2013: European Employment Research Dialogue, DG EMPL, December 2013 (invited); New Directions in Applied Microeconomics, Caltech,

November 2013; University Paris Ouest Nanterre La Défense, September 2013; EALE Annual Conference, Turin, September 2013; Barcelona GSE Summer Forum, June 2013 (discussant); Workshop on Parental and Public Investments and Child Outcomes, Collegio; Carlo Alberto, June 2013 (discussant); ICEEE Conference in Econometrics and Applied Economics, Genova, January 2013

- 2012: EIEF Workshop in Industrial Organization, Rome, December 2012; EALE Annual Conference, Bonn, September 2012; CEPR Workshop on Incentives, Management and Organization, Milan, September 2012 (discussant); CHILD-RECent Workshop on the Economics of the Family, Modena, March 2012; ASSA Meetings, Chicago, January 2012
- 2011: EEA congress, Oslo, August 2011; AEA Meetings, Denver, January 2011
- 2010: SASE Annual Meeting, Temple University, Philadelphia, July 2010; Society of Labor Economists/European Association of Labor Economists World; Conference, University College London, June 2010
- 2009: International Symposium on the Government Regulation of Occupations, London School of Economics, March 2009
- 2008: Congress of the European Economic Association, Milan, Aug. 2008
- 2007: XLVIII Riunione Annuale della Società Italiana degli Economisti, Torino, Oct. 2007; Congress of the European Economic Association, Budapest, Aug. 2007; Tilburg University, Law and Economics Center, June 2007; INFORMS 2007 Pricing and Revenue Management Conference, Barcelona, June 2007; Third annual Competition & Regulation Meeting, The Amsterdam Center for Law & Economics (ACLE), University of Amsterdam, March 2007; Italian Congress of Econometrics and Empirical Economics, Rimini, Jan. 2007
- 2006: Jornadas de Economia Industrial, IESE Business School, Barcelona, Sept. 2006; European Association for Research in Industrial Economics Annual Meeting, Amsterdam, Sept. 2006; LBS Workshop on Dynamic Pricing and Revenue Management, June 2006
- 2005: European Association for Research in Industrial Economics Annual Meeting, Porto, Sept. 2005; European University Institute, June 2005

12 Membership in Academic Organizations

American Economic Association, European Association for Research in Industrial Economics, European Association of Labor Economists, European Economic Association, Royal Economic Society

13 Teaching

- Professor, Labor Economics II, 2015-
- Professor, Competition Economics and Policy, 2015-
- Professor, Microeconomics, University of Turin, 2006-
- Professor, Scuola di Studi Superiori, University of Turin, 2011-2014
- Professor, Master in Public Procurement, International Labor Organization, 2010-
- Senior Tutor in Economics, International Ph.D. Programme in Institutions, Economics and Law, CLEI, 2007- 2010
- Professor, Financial Economics, Universitat Pompeu Fabra, 2005-2006
- Class Instructor, London School of Economics, Interdisciplinary Institute of Management, 2001-2002

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