

# Giuseppe Musillo

Ph.D. Candidate in Economics

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## Education

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<b>Ph.D. in Economics</b>	2022–	Tilburg University
<i>Advisors: Dr. David Schindler; Dr. Mery Ferrando</i> <i>Visiting Ph.D. (Spring 2024): LMU Munich (Host: Dr. Davide Cantoni)</i>		
<b>MRes in Economics</b>	2020–2022	Tilburg University
<b>M.Sc. in Economics</b>	2019–2020	Tilburg University
<b>B.Sc. in International Economics and Finance</b>	2016–2019	Bocconi University

## Research Interests

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Political Economy, Labor Economics, Media Economics, Economic History

## Research Papers

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### Working Papers

#### Media Narratives and the Rise of Civil Rights

*Submitted*

*with A. Armand, P. Atwell, J. F. Gomes, and Y. Schenk*

*Abstract:* We examine the power of media narratives to counter racial prejudice by analyzing the emergence of socially inclusive motifs in post-WWII U.S. media. We exploit an unprecedented natural experiment: in 1946, amid widespread and entrenched racial divisions, the popular children's radio series *The Adventures of Superman* abruptly began promoting equality by re-framing plots around progressive themes. This shift generated exogenous variation in exposure to progressive narratives across cohorts and locations. We find that exposure to these narratives significantly contributed to the advancement of civil rights in subsequent decades, increasing support for civil rights, pushing political preferences towards progressive positions, and reducing voting in favor of segregation. However, the effects on racial assimilation remain limited.

#### Labor Market Signals: The Role of Large Language Models

*Revise & Resubmit, Journal of Labor Economics*

*with K. Abbas Nejad, T. Wicker, and N. Zaccaria*

*Abstract:* Large Language Models (LLMs) are transforming the labor market, including hiring. This paper assesses their impact on signals that job-seekers send to potential employers and how this affects labor market matching. Through two field experiments, focusing on cover letters and involving job-seekers and recruiters, we document that LLMs enhance the quality of signals, particularly benefiting lower-quality applicants. However, these improvements do not translate into increased interview invitations because the improvements are concentrated in standardized, less influential sections of the cover letters. When recruiters are explicitly informed of candidates' use of LLMs, they place greater value on high-quality cover letters

crafted without AI assistance. Our findings indicate that LLMs reduce the informativeness of signals, potentially leading to increased inefficiencies in labor market matching.

## Work in Progress

### Law & Order and Social Capital

*In progress*

*with F. Capozza and M. Giugovaz*

*Abstract:* State repression has been surging in the western world in recent years, with wide effects on communities and the economy. In this paper, we examine the impact of violent state repression on social capital and political participation in a mature democracy. In particular, we focus on the events surrounding the 2001 G8 summit in Genova, Italy, when approximately 200,000 people joined an authorized protest against the meeting. During the event, police violently cracked down on the protests, resulting in one protester's death, hundreds of injuries, and torture. We exploit variation in exposure to police brutality by leveraging the geographical distribution of associations adhering to the GSF, which served as the primary channel for protest participation, to assess the effects of the repression on social capital. Our preliminary results suggest that proximity to GSF associations significantly reduced voter turnout in subsequent national elections. We interpret this effect as a decrease in civic engagement due to exposure to state repression, potentially driven by reduced trust in political institutions and law enforcement.

## Presentations

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2025	Internal Workshop (Tilburg University), 18th Workshop on Social Economy for Young Economists (University of Bologna), ENTER Jamboree (SSE)
2024	Empirical Student Seminar (LMU), Media Bias Workshop (Cologne), ENTER Jamboree (ULB), mEETing (Tilburg University), Applied Micro Chat (Tilburg University), MPE Brown-bag Research Seminar (Maastricht University), Economic Insights for Creating Inclusive Labor Markets: Learning from Europe and Japan (University of Tokyo)
2023	Spanish Economic Association (Salamanca), Applied Seminar (Universitat Autònoma de Barcelona), Internal Workshop (Tilburg University), Inaugural Essex Ph.D. Conference in Applied Economics (University of Essex)

## Awards

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### Jenny Ligthart Award

2023

*CentER*

Best Research Master thesis: *The Persistent Effect of Entertainment Radio on Racial Attitudes: Superman and the Ku Klux Klan*

## Research Assistance

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| <b>2022</b> | Research Assistant, TiSEM (Dr. David Schindler) | Digitized historical documents from the U.S. National Archive. |
| <b>2021</b> | Research Assistant, TiSEM (Dr. David Schindler) | Assisted in designing and running a laboratory experiment.     |

## Teaching Assistance

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Course	Term	Eval. Scores
Public Sector for Economics (B.Sc. in Economics)	2024–Present	4.5, 4.6
Econometrics (B.Sc. in Economics)	2022–Present	4.4, 4.2, 3.6
Microeconomics: Markets and Games	2022–2023	4.3
Skills: Visualizing Data & Writing for Policy Makers	2022–2023	4.3, 4.9
B.Sc. Thesis Supervision (B.Sc. in Economics)	2022–Present	—

## Academic Service

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- Applied Micro Meeting Organizer, Tilburg University, Jun 2023 - Present
- ENTER Seminar Series Coordinator, Tilburg University, Oct 2022 - Present
- GSS Seminar Coordinator, Tilburg University, Oct 2021 - Present
- Member of the Education Committee, TiSEM, Tilburg University, Nov 2021 - Sep 2022
- Host of GSS Interview Series, Tilburg University, Apr 2021 - Jul 2022
- Member of the Sounding Board, TiSEM, Tilburg University, Sep 2019 - Jul 2020
- Course Committee Representative, B.Sc. International Economics and Finance, Bocconi University, Oct 2017 - Nov 2018

## Skills

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**Computer Skills:** Python, R, Stata, ArcGIS, Qualtrics, Prolific, OpenAI  
**Languages:** Italian (native), English (fluent)

## References

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### Dr. Mery Ferrando

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