

**ANDREA ALATI**

LONDON SCHOOL OF ECONOMICS & POLITICAL SCIENCE

Department of Economics

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CITIZENSHIP: Italian

PRE-DOCTORAL STUDIES:

2014 – 2016 M.Res. in Economics, London School of Economics, (*with merit*)  
2010 – 2013 M.Sc. in Economics and Social Sciences, Bocconi University  
2007 – 2010 B.Sc. in Economics and Social Sciences, Bocconi University  
Visiting student at University of California – San Diego, Fall 2009

DOCTORAL STUDIES:

London School of Economics

DATES: September 2016 - present

THESIS TITLE: “Essays on Firms Heterogeneity and Business Cycles”

EXPECTED COMPLETION DATE: March 2021

THESIS ADVISOR AND REFERENCES:

Professor Wouter den Haan (Advisor)  
Department of Economics  
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**DESIRED TEACHING AND RESEARCH:**

Primary Fields: Macroeconomics

Secondary Fields: Firm Dynamics, Monetary Economics

**TEACHING EXPERIENCE:**

- 2018 - present    Micro and Macro Economics for public policy (PP440), LSE  
*Instructors: Ethan Iltzeski and Daniel Sturm*
- Summer 2018    Tools for Macroeconomists: The Essentials and Advanced  
(LSE Methods Summer School)  
*Instructors: Wouter den Haan, Petr Sedlacek and Pontus Rendahl*
- Summer 2017    Tools for Macroeconomists: The Essentials  
(LSE Methods Summer School)  
*Instructors: Wouter den Haan and Petr Sedlacek*
- 2016 - 2018    Macroeconomic Principles (EC210), LSE  
*Instructors: Ricardo Reis and Kevin Sheedy*

**RELEVANT POSITIONS HELD:**

2018 - present    Teaching Fellow, London School of Economics

**Research Assistant:**

- 2016 - 2018    to Ricardo Reis, LSE
- 2015 - 2016    to Silvana Tenreyro, LSE
- 03-06/2014    to Antonella Trigari, Bocconi University
- 2013 - 2014    to Chiara Fumagalli, Bocconi University

**PROGRAMMING:**

Matlab/Dynare; Python; Stata/Mata; Latex; Git. Use of R, Julia and Mathematica

**LANGUAGES:**

<i>Basic Spoken</i>	<i>Fluent Spoken</i>
Spanish	English; Italian

<i>Basic Written</i>	<i>Fluent Written</i>
Spanish	English; Italian

**HONORS, SCHOLARSHIPS AND FELLOWSHIPS:**

- 2020            Excellence in Education Award
- 2018 - present    LSE Teaching Fellowship
- 2018            Royal Economic Society, Easter Training School
- 2014 - 2018    ESRC Doctoral Training Award Grant

**COMPLETED PAPERS:**

*Job Market Paper:*

“Initial aggregate conditions and heterogeneity in firm-level markups”, October 2020 ([pdf](#))

**Abstract:** In this paper, I explore the role of aggregate fluctuations as a persistent determinant of heterogeneity in firm-level markups. To analyze how business cycles generate dispersion in markups, I used a reduced-form model to estimate the effects of aggregate conditions at key moments of firms’ lives on the age profiles of markups for a sample of U.S. listed companies and I use the estimates to calibrate a general equilibrium model that features heterogeneous product markets, customer base accumulation and firm dynamics. A novel feature of the model is that firms can accumulate customers both by increasing sales as well as by making direct investments in customer acquisition, which is important to match the empirical findings. As the value of operating in each product market fluctuates endogenously with business cycles, aggregate conditions generate a selection on the product market composition of the cohorts of listing firms that results in time-varying heterogeneity in the cross-section of active companies. This heterogeneity is persistent and is able to significantly affect the response of the economy to future aggregate shocks and the co-movements of aggregate markups with output.

**RESEARCH IN PROGRESS:**

“Leveraging on human capital: labor rigidities and sorting over the business cycle”, September 2020, *with Edoardo Acabbi and Luca Mazzone*

**Description:** This paper introduces a structural model of the labor market that features both worker and firm heterogeneity and where workers accumulate human capital and can search on the job. In our framework, insurance incentives and contractual rigidities are crucial in determining the pattern of job matches and separations along the business cycle. In particular, we show that aggregate fluctuations can alter the sorting between workers and firms by affecting workers' search strategies and, as a consequence, distort their human capital accumulation. In addition, we show that we can represent the optimal contracting problem using both the promised utilities framework and the more computationally feasible recursive Lagrangean approach. We are currently working to estimate the model on micro-data using the administrative matched employer-employee databases provided by the Italian social security institute (INPS).

“The public-and private-debt channel of monetary policy”, *with Silvana Tenreyro and Gregory Thwaites*

**Description:** The project investigates empirically how different levels of public and private debt influence the transmission of monetary policy shocks. To do so, we evaluate the impact of monetary policy shocks for different levels of public and household debt using panel local projections and exploiting time and cross-country variations for a panel of OECD countries. Preliminary results indicate that private debt levels seem to be affecting the transmission of monetary policy more than public debt ones.

“Financial shocks and collateral accumulation”

**Description:** The project investigates how financial shocks can induce firms to rebalance their portfolios towards assets that can be used more easily as collateral, potentially crowding out more productive investments.