

EDOARDO FALCHI

born in S. Severino, ITALY (May 1, 1996)



Education

| | | |
|-----------------|---|-----------------------------------|
| 08/2018-07/2019 | University of Tilburg Msc in <i>Economics- Behavioral Economics track</i> , Cum Laude Dissertation in <i>"Too much luck perhaps? A framed field experiment on how economic incentives lead to dishonesty across religiosity dimensions"</i> , supervisor Prof. J. Potters On top of program, completed Experimental Economics 1&2 from the Research Master offered by CentER Graduate School for Economics and Business | Netherlands |
| 09/2015-07/2018 | Bocconi University, Milan Italy BSc in <i>"Economics and Social Sciences"</i> (107/110) Dissertation in <i>"Use of framing and reminders in the medical field"</i> , supervisor Prof. D. Grieco Awarded: "Francesco Rava foundation" Scholarship based on candidate's outstanding academic achievements | |
| 01/2018-05/2018 | University of Wisconsin – department of Economics (Madison) International Student Academic Excellence award | Exchange & Visiting USA |
| 09/2010-07/2015 | I.I.S. Filelfo High School, Economics and Technical Institute, Tolentino (Mc) High School Diploma in <i>"Administration, Finance and Marketing"</i> with 100/100 cum laude | Italy |

Work Experience

| | | |
|---------------------------------------|---|-------------------------------|
| 05/2020-08/2020 | Specter (Investment Data Analyst) Sourcing top investment opportunities and actionable insights for the best PE and VC firms (e.g. Accel, Leaders Fund, Norwest VP, Balderton). Main activities: scouting and performance tracking for millions of private companies, mapping out entire industry ecosystems and identifying the top performers; web scraping; Out of Stealth analysis; review of Twitter and LinkedIn profiles | Amsterdam, Netherlands |
| 10/2019-04/2020 | BNP Paribas - PerMicro S.p.a. (Credit Analyst & junior Loan officer) Perform the preliminary activity for microcredit practices to provide loans to individuals and financial funds to start-up companies; monitoring and meeting with clients; management of unpaid expired installments | Milan, Italy |
| 10/2018-07/2019 (8 hours per week) | XPO Logistics (Temporary employee) Perform logistical activities to support the flow of goods in the distribution center, assist with inventory control, sorter and manual packing station, induction, shipping | Tilburg, Netherlands |
| 07/2016-08/2016 | AIESEC Global Citizen (Voluntary work) Global Community Dev. Project InteGREAT: together with a team from all over the world, I organized activities (cultural, sport, language lessons) inside and outside the refugee center aiming at making asylum seekers feel part of the society and help them become active members of the community | Tampere, Finland |
| 02/2014 | Colin Moore Book-keeping Solutions (high school Intern) Management accounting, invoice's registration and entrusted to complete banking transactions for the firm's clients | Arklow, Ireland |

Languages

Italian: native speaker
English: fluent – **IELTS** 7.5 (2018); language study abroad at Ellesmere College (England) and at Dublin Griffith College (Ireland)
Spanish: fluent – obtained **DELE** Diploma de Espanol como Lengua Extranjera B2 (2015)
French: basic

Computer skills

fluent command **Microsoft Office** package - **ECDL** (European Computer Driving Licence); fluent command **STATA**; fluent command **Qualtrics**; fluent command **LyX** (LaTeX typesetting system); fluent command **Sony Vegas Pro** for video editing; basic command **z-Tree** for experiments design; good command **Python**; good command **R**

Interests and achievements

- Organizer and coordinator of **"Stand Up comedy - Night Live show"**; performing in Italy, New York, Chicago, Madison (2018)
- **Opera singer**, courses in classical singing at the music school N. Gabrielli; Street artist busking along Europe
- Member of: B.BIAS **"Bocconi Behavioural Insights Association of Students"**(2017), B.S.M. "Bocconi Students for Microfinance"(2016), "Green Light for Business"(2016), B.S.M.A. "Bocconi Students Music Association"(2015)
- **Football referee**, member of AIA (Italian Referees Association)

LETTER OF INTEREST
Student Assistant at ZEF
Program of Accompanying Research for Agricultural Innovation - PARI

August 10, 2020

Julia Machovsky-Smid
Center for Development Research ZEF
Genscherallee 3
53113 Bonn, Germany

Dear Mrs. Machovsky-Smid,

I am writing to express my interest in the Research Assistant position at ZEF (available up to 8 hours/week). I utterly admire and support PARI's objective to sustainable agricultural growth and hunger fighting in developing countries, and I feel that working with researchers that share my same principles is of paramount importance because it pushes me to do my best and go the extra mile. During the Environmental Economics course, I studied the Payment for Ecosystem Services mechanism to make privately unprofitable but socially desirable practices become feasible to cropland owners, trying to put into practice the Coase theorem. In addition, the voluntary experience as promoter of fair trade products from the Third World at Cooperative Mondo Solidale gave me the opportunity to get in contact with autochthonous realities.

I participated in several course projects that enhanced my attitude towards group collaboration and my analytical expertise by conducting surveys, lab/field experiments and analysing data with STATA. My advanced knowledge of STATA, acquired during the Econometric courses both in Europe and in USA, turned out to be a precious support for the results' analysis of my Msc dissertation through non-parametric tests and linear/non-linear regressions. Besides, during the course in Applied Economics, I gained basic command with Python programming language. I also took classes to learn the basics of R.

A traineeship at ZEF would allow me to deepen my understanding on topics related to social issues, and to increase my abilities on research, running analysis, and following up projects. I am a fast and diligent learner with strong critical analysis skills who excel in meeting objectives timely and with precision while maximizing outcomes, as my academic results and experiences demonstrate. I have always dreamt of spending my life doing something greater than myself and I have no doubt that I can give my personal contribution to your research activity thanks to my analytical and soft skills. I hope you will find my profile of your interest, and I thank you in advance for your time and consideration.

Sincerely yours,



Edoardo Falchi