

Francisco Pareschi

CONTACT INFORMATION	Department of Economics Northwestern University 2211 Campus Drive Evanston, IL 60208	fpireschi@u.northwestern.edu fpireschi.github.io Citizenship: Uruguayan, Italian
EDUCATION	Ph.D. in Economics, Northwestern University (<i>in progress</i>) Committee: Igal Hendel (chair), Mar Reguant, Vivek Bhattacharya, Gaston Illanes M.A. in Economics, Northwestern University, 2019 M.sc. in Economics, Universidad Carlos III de Madrid, 2018 B.A. in Economics, Universidad de la República Uruguay, 2014	
WORKING PAPERS	“Reducing Consumer Inertia in Tobacco Markets” (JMP) , with Gaston Lopez We explore the effects of reducing addiction and brand loyalty on tobacco consumption. Our study responds to the Federal Drug Administration and the World Health Organization’s initiatives to decrease consumer state dependence through nicotine caps and plain packaging. Our research shows that policies aiming at reducing consumer state dependence can backfire by increasing consumption through lower prices and making taxes less effective at reducing smoking prevalence. To reach this conclusion, we first develop a novel model of dynamic price competition that considers entry, exit, and consumer inertia. Crucially, we illustrate how to make this model empirically tractable by adopting a computationally efficient equilibrium solution. Solving the model for several consumer inertia parameters, we note that the relationship between inertia and consumption is non-monotonic and concave. We then leverage unique variation from the Uruguayan tobacco industry to show that both addiction and brand loyalty are relevant, and that firms consider consumers’ inertia while making business decisions. Finally, we show that modest drops in consumer state dependence from our baseline estimates tend to decrease prices and increase aggregate consumption. However, completely eliminating inertia leads to higher prices without a substantial effect on the number of available products, which reduces aggregate consumption. “Industry Dynamics in Markets with Inertia” “Bounding Outcomes in Counterfactual Analysis” , with Mar Reguant “Price Discrimination in State-Owned Enterprises: Evidence from a Nationalization in the Argentina Gasoline Industry” , with Gaston Lopez	
WORK IN PROGRESS	“Insurance under information frictions in the electricity market” , with Mar Reguant	
RESEARCH EXPERIENCE	Research Assistant, Mar Reguant, Northwestern University Research Assistant, Centro de Investigaciones Económicas Uruguay	2019-2020 2012-2016
TEACHING EXPERIENCE	Teaching Assistant, Northwestern University Intermediate Industrial Organization, Igal Hendel Graduate Microeconomics III, Wojciech Olszewski Math camp (graduate), Wojciech Olszewski	2020 2019 2020

	Teaching Assistant, Universidad Carlos III de Madrid Econometrics (undergraduate, graduate), Industrial Organization (graduate)	2017
	Teaching Assistant, Universidad de la República Uruguay Algebra, Calculus, Statistics, Econometrics (undergraduate)	2015
FELLOWSHIPS & AWARDS	Robert Eisner Graduate Fellowship, Northwestern University. 2021 <i>The department's highest honor bestowed on a graduate student entering fourth year.</i> Graduate Fellowship, Northwestern University. 2018-2023 Graduate Fellowship, Universidad Carlos III de Madrid. 2016-2018 Fellowship for Masters Abroad, Agencia Nacional de Investigación e Innovación, Uruguay. 2016 (Declined) Introduction to Research Scholarship. Agencia Nacional de Investigación e Innovación, Uruguay. 2013	
REFEREEING	International Journal of Industrial Organization	
LANGUAGES	English (fluent), Spanish (native), Italian (basic)	
PROGRAMMING	Julia, Python, Stata	
References	Professor Igal Hendel (chair) Department of Economics Northwestern University 2211 Campus Drive Evanston, IL 60208 847.491.3491 igal@northwestern.edu	Professor Mar Reguant Department of Economics Northwestern University 2211 Campus Drive Evanston, IL 60208 847.491.8213 mar.reguant@northwestern.edu
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