

LORENZO PESSINA

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EDUCATION

Columbia University

Ph.D. in Economics	(expected) 2021
M.Phil. in Economics	2018
M.A. in Economics	2017

Bocconi University, Milan

M.Sc. in Economics and Social Sciences, <i>summa cum laude</i>	2015
B.A. in International Economics, Management, and Finance, <i>summa cum laude</i>	2012

RESEARCH PAPERS

Who Writes the Check to the Government Does Matter: Evidence from Firm-to-Firm Links

This paper provides empirical evidence against the irrelevance proposition and quantifies the behavioral response of firms to a change in the responsibility to remit Value Added Tax (VAT). Combining administrative data on firm-to-firm links from Italy and a quasi-experimental design, I find that inverting statutory incidence of VAT from the buyer to the seller worsened the buyer's outcomes and distorted its choice of trading partners. Firms that had pre-reform relations with affected clients are more likely to become inactive, experienced a decline in revenues and purchases, while their tax base remained broadly unchanged. Moreover, these businesses were more likely to sever links that are subject to new rules on VAT remittance. Consistent with a response triggered by a combination of evasion or cash-flow considerations, smaller firms reacted more strongly and exhibited worse outcomes after the introduction of the reform, while outcomes of larger firms are unchanged.

Importing Inequality: The Rise of Foreign Top Earners in the UK (joint with Arun Advani, Felix Koenig, and Andy Summers)

Top incomes have risen dramatically in Anglo-Saxon countries in recent decades, while such growth was modest in most continental European countries. This paper studies the extent to which growth in UK top income shares is explained by the sorting of top earners across countries. Income tax returns on the full population of UK top earners are used to account for selection effects at the top of the income distribution. Accounting for migration of top earners sheds light on the cause of top income growth, can explain differences in top income growth across countries, brings models of top income inequality closer in line with the data, and alters the optimal design of tax schedules.

RESEARCH PAPERS IN PROGRESS

Taxation and International Relocation of Top Earners: Estimates from UK Tax Records
(joint with Arun Advani, Felix Koenig, and Andy Summers)

The Saved and the Probate: The Trade-off between Control and Inheritance Tax Minimization (joint with Cameron LaPoint)

RESEARCH GRANTS

NSF Doctoral Dissertation Research Improvement Grant, SES-1919322, \$19,877	2019-2020
Data Purchase Support, Program for Economics Research, Columbia University, \$5,000	2019
Student Research Travel Grant, CDEP, Columbia University, \$600	2017

FELLOWSHIPS & AWARDS

Dissertation Fellowship, Department of Economics, Columbia University	2020-2021
Wueller Pre-Dissertation Award (runner-up), Columbia University	2018
Vickrey Prize for Best Third Year paper, Columbia University	2018
Wueller Teaching Award (runner-up), Columbia University	2017
Dean's Fellowship, Columbia University	2015-2020
Graduate Merit Award, Bocconi University	2012-2015

TEACHING EXPERIENCE

Instructor

Intermediate Macroeconomics	Summer 2018
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Teaching Assistant

Public Economics, TA for Wojciech Kopczuk	Fall 2018
Intermediate Macroeconomics, TA for Xavier Sala-i-Martin	Fall 2016, 2017, 2018
Wueller Teaching Award (Fall 2017)	
Urban Economics, TA for Jason Barr	Fall 2018

RESEARCH EXPERIENCE

Research Assistant for Francois Gerard, Columbia University	2017
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PROFESSIONAL EXPERIENCE

PhD Student Affiliate, CAGE, University of Warwick	2019 - present
Research Intern, Global Investment Research, Goldman Sachs, London UK	2014-15

CONFERENCE PRESENTATIONS

2020: Econometric Society World Congress (planned online), IIPF Annual Congress* (planned online), ifo CEMIR Workshop on Migration Research (canceled due to Covid-19), APPAM DC Regional Student Conference (canceled due to Covid-19)

2019: NTA's Annual Conference (poster session)

2018: Young Economist Symposium

**presented by co-authors.*

PROFESSIONAL ACTIVITIES

Invited Attendance: NBER Business Tax Graduate Workshop and Meeting	<i>2018</i>
Co-organizer of reading group: Public Economics and Taxation	<i>Summer 2018</i>
Student Organizer: Lunch with the Applied Micro Speaker	<i>2018-2020</i>

PERSONAL

Citizenship: Italy
US status: F-1 Visa
Languages: English (fluent), Italian (native), French (basic)

REFERENCES

Wojciech Kopczuk

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Columbia University
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Michael Best

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