

# LORENZO PESSINA

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Citizenship: Italy

## EDUCATION

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### 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

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### VAT withholding and firms' trade relations

This paper tests whether a change in the responsibility to remit Value Added Tax (VAT) causes a real response among firms, exploiting a quasi-experimental design and administrative data on firm-to-firm links from Italy. Analyzing confidential data for nearly 100,000 firms, I present two main findings. First, losing the responsibility to remit VAT creates a large increase in the credit position vis-à-vis the tax authority among treated firms. The reform increases the proportion of firms that report a tax credit at the end of the year by 6 percentage points, a 10 percent increase. Second, I find that firms are more likely to stop dealing with their clients that are subject to the remittance regime. After the reform, firm-to-firm transactions subject to VAT withholding are 5 percentage points more likely to be severed, compared to links not affected by the reform. This paper provides empirical evidence against the canonical proposition that remittance responsibility is irrelevant to the consequences of a tax and describes the behavioral response of firms.

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

## RESEARCH PAPERS IN PROGRESS

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**Behavioral Response to Taxation of Foreign Income: Evidence from the UK's Non-doms** (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)

## FELLOWSHIPS, GRANTS & HONORS

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Dissertation Fellowship, Department of Economics, Columbia University	2020-2021
NSF Doctoral Dissertation Research Improvement Grant, SES-1919322	2019-2020
Data Purchase Support, Program for Economics Research (PER)	2019
Wueller Pre-Dissertation Award (runner-up), Columbia University	2018
Vickrey Prize for Best Third Year paper, Columbia University	2018

Student Research Grant, Center for Development Economics and Policy	<i>2017</i>
Wueller Teaching Award (runner-up), Columbia University	<i>2017</i>
Dean's Fellowship, Columbia University	<i>2015-2020</i>
Graduate Merit Award, Bocconi University	<i>2012-2015</i>

## TEACHING EXPERIENCE

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### Instructor

Intermediate Macroeconomics	<i>Summer 2018</i>
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### Teaching Assistant

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

## RESEARCH EXPERIENCE AND OTHER EMPLOYMENT

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PhD Student Affiliate, CAGE, University of Warwick	<i>2019 - present</i>
Research Assistant for Francois Gerard, Columbia University	<i>2017</i>
Research Intern, Global Investment Research, Goldman Sachs	<i>2014-15</i>

## INVITED PRESENTATION

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- 2019: NTA's Annual Conference (poster session)
- 2018: Young Economist Symposium

## PROFESSIONAL ACTIVITIES

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Invited Attendance: NBER Business Tax Graduate Workshop and Meeting	<i>2018</i>
Reading Groups at Columbia: Public Economics and Taxation	<i>Summer 2018</i>
Student Organizer: Lunch with the Applied Micro Speaker	<i>2018-2020</i>

## PERSONAL

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

## REFERENCES

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### Wojciech Kopczuk

Department of Economics  
Columbia University  
wk2110@columbia.edu

### Michael Best

Department of Economics  
Columbia University  
michael.best@columbia.edu