

Salvatore Nunnari
snunnari.github.io

RESEARCH INTERESTS

Behavioral Economics, Experimental Economics, Microeconomic Theory, Political Economy

CURRENT EMPLOYMENT

Associate Professor, Department of Economics, Bocconi University Director, Bocconi Experimental Laboratory for the Social Sciences	2020 - <i>present</i> 2025 - <i>present</i>
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EDITORIAL ACTIVITIES

Advisory Editorial, Games and Economic Behavior Editorial Board Member, Political Science Research and Methods	2024 - <i>present</i> 2023 - <i>present</i>
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AFFILIATIONS

Fellow, CESifo Research Network	2021 - <i>present</i>
Fellow, Bocconi Institute for Data Science and Analytics (BIDSA)	2020 - <i>present</i>
Fellow, Centre for Economic Policy Research (CEPR)	2017 - <i>present</i>
Fellow, Innocenzo Gasparini Institute for Economic Research (IGIER)	2015 - <i>present</i>

PAST EMPLOYMENT AND AFFILIATIONS

Visiting Associate in Economics, New York University	May 2024
Visiting Associate in Economics, California Institute of Technology	April 2017, December 2022
Assistant Professor, Department of Economics, Bocconi University	2015 - 2020
Deputy Director, Bocconi Experimental Laboratory for the Social Sciences	2017 - 2024
Assistant Professor, Department of Political Science, Columbia University	2013 - 2015
Deputy Director, Columbia Experimental Laboratory for Social Sciences	2013 - 2015
Assistant Professor, Department of Political Science, UC San Diego	2012 - 2013

EDUCATION

Ph.D. in Social Sciences, California Institute of Technology	2012
M.Sc. in Economics, Bocconi University	2006
B.Sc. in Economics, Bocconi University	2004

GRANTS AND AWARDS

Bocconi University Senior Researchers' Grant, Principal Investigator, 2025, €10,000
Bocconi University Senior Researchers' Grant, Principal Investigator, 2023, €10,000
Italian Ministry of Education and Research PRIN Grant, Team Member, 2023, €166,850
Italian Ministry of Education and Research FARE Grant, Principal Investigator, 2022, €224,128
European Research Council Starting Grant, Principal Investigator, 2019, €1,415,760
Italian Ministry of University and Research PRIN Grant, Co-Investigator, 2019, €632,600
Cariplò Foundation Junior Researchers' Grant, Principal Investigator, 2016, €10,000
UniCredit Foundation Top-Up Foscolo Europe Fellowship, Principal Investigator, 2015, €50,000
Columbia University Summer Research Support Program, Principal Investigator, 2014, \$3,000

Columbia University Junior Faculty Grant, Principal Investigator, 2014, \$3,000
UC San Diego Academic Senate Research Grant, Co-Investigator, 2014, \$10,000
UC San Diego Academic Senate Research Grant, Principal Investigator, 2013, \$10,000
Bocconi University Excellence in Research Award, 2016, 2018, 2021, 2023
Bocconi University Excellence in Teaching Award, 2018, 2023

PEER-REVIEWED PUBLICATIONS

- [1] Audi Alteram Partem: An Experiment on Selective Exposure to Information, with Giovanni Montanari, *Journal of the Economic Science Association*, Forthcoming.
- [2] A Model of Focusing in Political Choice, with Jan Zapal, *Journal of Politics*, 2025, 87(4): 1465–1481.
- [3] Looking into Crystal Balls: A Laboratory Experiment on Reputational Cheap Talk, with Debrah Meloso and Marco Ottaviani, *Management Science*, 2023, 69(9): 4973–5693.
- [4] Positive Spillovers from Negative Campaigning, with Vincenzo Galasso and Tommaso Nannicini, *American Journal of Political Science*, 2023, 67(1): 5–21.
- [5] Declared Support and Clientelism, with Simeon Nicter, *Comparative Political Studies*, 2022, 55(13): 2178–2216.
- [6] A Theory of Power Wars, with Helios Herrera and Massimo Morelli, *Quarterly Journal of Political Science*, 2022, 17(1): 1–30.
- [7] Dynamic Legislative Bargaining with Veto Power: Theory and Experiments, *Games and Economic Behavior*, 2021, 126: 186–230.
- [8] The Political Economy of Public Debt: A Laboratory Study, with Marco Battaglini and Thomas R. Palfrey, *Journal of the European Economic Association*, 2020, 18(4): 1969–2012.
- [9] The Economic Effects of Electoral Rules: Evidence from Unemployment Benefits, with Vincenzo Galasso, *Quarterly Journal of Political Science*, 2019, 14(3): 259–291.
- [10] Durable Coalitions and Communication: Public versus Private Negotiations, with David P. Baron and Renee Bowen, *Journal of Public Economics*, 2017, 156: 1–13.
- [11] Dynamic Elections and Ideological Polarization, with Jan Zapal, *Political Analysis*, 2017, 25(4): 505–534.
- [12] The Dynamic Free Rider Problem: A Laboratory Study, with Marco Battaglini and Thomas R. Palfrey, *American Economic Journal: Microeconomics*, 2016, 8(4): 268–308.
- [13] Gambler’s Fallacy and Imperfect Best Response in Legislative Bargaining, with Jan Zapal, *Games and Economic Behavior*, 2016, 99: 275–294.
- [14] Quantal Response and Nonequilibrium Beliefs Explain Overbidding in Maximum-Value Auctions, with Colin Camerer and Thomas R. Palfrey, *Games and Economic Behavior*, 2016, 98: 243–263.
- [15] Turnout Across Democracies, with Helios Herrera and Massimo Morelli, *American Journal of Political Science*, 2016, 60(3): 607–624.
- [16] Dynamic Free Riding with Irreversible Investment, with Marco Battaglini and Thomas R. Palfrey, *American Economic Review*, 2014, 104(9): 2858–2871.
- [17] Legislative Bargaining and the Dynamics of Public Investment, with Marco Battaglini and Thomas R. Palfrey, *American Political Science Review*, 2012, 106(2): 407–429.

WORKING PAPERS

- [1] Cognitive Abilities and the Demand for Bad Policy, with Eugenio Proto and Aldo Rustichini
Revise and Resubmit at the Review of Economic Studies
- [2] Meta-Analysis of Distributional Preferences Estimates, with Massimiliano Pozzi
Revise and Resubmit at the Economic Journal
- [3] Coordination with Cognitive Noise, with Cary Frydman
Revise and Resubmit at the American Economic Journal: Microeconomics
- [4] Negative Emission Technologies and Climate Cooperation, with Michela Boldrini and Valentina Bosetti
Reject and Resubmit at Journal of Public Economics
- [5] Range Effects in Economic Choice, with Tommaso Bondi, Daniel Csaba, and Evan Friedman
- [6] Do Political Representation Gaps Cause Populism?, with Laurenz Guenther
- [7] Meta-Analysis of Prospect Theory Parameters, with Taisuke Imai, Ferdinand Vieider, and Jilong Wu
- [8] Reciprocity and Democratic Accountability, with Benjamin Blumenthal

TEACHING

MBA: Behavioral Economics and Decision-Making (Indian Institute of Management Indore, 2020)

Graduate: Behavioral and Experimental Economics (Bocconi, 2021, 2022, 2023, 2024, 2025, 2026); Economics and Politics (Bocconi, 2019); Behavioral Political Economy (Bocconi, 2018); Political Economy Colloquium (Columbia, 2013, 2014); Laboratory Experiments and Formal Theories in Political Science (Columbia, 2013, 2015); Game Theory II (UCSD, 2012)

Undergraduate: Introduction to Cognitive Science (Bocconi, 2019, 2021, 2022, 2023, 2024, 2025, 2026); Introduction to Microeconomics (Bocconi, 2015, 2016, 2017, 2018); Laboratory Experiments in the Social Sciences (Bocconi, 2017); Political Economics (Bocconi, 2016); Political Economy of Institutions and Development (Columbia, 2013, 2015); Business and Politics (UCSD, 2012)

OTHER PROFESSIONAL ACTIVITIES

Conferences Organization: CEPR & Warwick-Princeton-Yale Political Economy Symposium, Advisory Committee (2024, 2025, 2026); European Economic Association Annual Congress, Lead Coordinator for Behavioral and Experimental Economics (2021, 2022); Virtual Behavioral Economics Seminar (VIBES), Co-Organizer (2020-2022); European Meeting of the Econometric Society, Program Committee Member (2018); Midwest Political Science Association Annual Meeting, Program Committee Member (Formal Modeling Section Head, 2014); Columbia Political Economy Conference, Co-Organizer (2014).

Service to Department and University: Director B.Sc. in Economic and Social Sciences (Bocconi, 2023 - present); Department Executive Committee (Bocconi, 2022 - present); PhD Placement Director (Bocconi, 2022-23); CIVICA Research Committee (2021-2023); Deputy Director M.Sc. in Economic and Social Sciences (Bocconi, 2020-2021); Junior Job Market Committee (Bocconi, 2018-19, 2020-21); Experimental Laboratory for Social Sciences Seminar Organizer (Bocconi, 2017-18); Development, Labor and Political Economy Seminar Organizer (Bocconi, 2016-17); Political Economy Seminar Organizer (Columbia, 2013-2014, 2014-2015); PhD Admission Committee (Columbia, 2013-14, 2014-15); Graduate Student Conference Organizer (Columbia, 2014); American Politics Workshop Organizer (UCSD, 2012-2013).