

# Salvatore Nunnari

---

Bocconi University  
Via Roentgen 1, Office 5-C2-05  
20136 Milano, Italy

Website: <http://snunnari.github.io>  
Email: [salvatore.nunnari@unibocconi.it](mailto:salvatore.nunnari@unibocconi.it)  
Phone: +39 02 58363389

---

## CURRENT EMPLOYMENT AND AFFILIATIONS

---

Associate Professor, Department of Economics, Bocconi University	2020 - <i>present</i>
Co-Director, Bocconi Experimental Laboratory for the Social Sciences	2017 - <i>present</i>
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, California Institute of Technology	April 2017, December 2022
Assistant Professor, Department of Economics, Bocconi University	2015 - 2020
Co-Director, Columbia Experimental Laboratory for Social Sciences	2013 - 2015
Assistant Professor, Department of Political Science, Columbia University	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.A. in Social Science, California Institute of Technology	2009
M.A. in Economics, Bocconi University	2006
B.A. in Economics, Bocconi University	2004

## RESEARCH INTERESTS

---

Political Economy, Experimental Economics, Behavioral Economics, Microeconomic Theory

## PUBLICATIONS

---

- [1] Looking into Crystal Balls: A Laboratory Experiment on Reputational Cheap Talk, with Debrah Meloso and Marco Ottaviani, *Management Science*, Forthcoming.
- [2] Positive Spillovers from Negative Campaigning, with Vincenzo Galasso and Tommaso Nannicini, *American Journal of Political Science*, 2023, 67(1): 5–21.
- [3] Declared Support and Clientelism, with Simeon Nichter, *Comparative Political Studies*, 2022, 55(13): 2178–2216.
- [4] A Theory of Power Wars, with Helios Herrera and Massimo Morelli, *Quarterly Journal of Political Science*, 2022, 17(1): 1–30.
- [5] Dynamic Legislative Bargaining with Veto Power: Theory and Experiments, *Games and Economic Behavior*, 2021, 126: 186–230.
- [6] 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.

- [7] The Economic Effects of Electoral Rules: Evidence from Unemployment Benefits, with Vincenzo Galasso, *Quarterly Journal of Political Science*, 2019, 14(3): 259–291.
- [8] Durable Coalitions and Communication: Public versus Private Negotiations, with David P. Baron and Renee Bowen, *Journal of Public Economics*, 2017, 156: 1–13.
- [9] Dynamic Elections and Ideological Polarization, with Jan Zapal, *Political Analysis*, 2017, 25(4): 505–534.
- [10] The Dynamic Free Rider Problem: A Laboratory Study, with Marco Battaglini and Thomas R. Palfrey, *American Economic Journal: Microeconomics*, 2016, 8(4): 268–308.
- [11] Gambler’s Fallacy and Imperfect Best Response in Legislative Bargaining, with Jan Zapal, *Games and Economic Behavior*, 2016, 99: 275–294.
- [12] 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.
- [13] Turnout Across Democracies, with Helios Herrera and Massimo Morelli, *American Journal of Political Science*, 2016, 60(3): 607–624.
- [14] Dynamic Free Riding with Irreversible Investment, with Marco Battaglini and Thomas R. Palfrey, *American Economic Review*, 2014, 104(9): 2858–2871.
- [15] 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] Coordination with Cognitive Noise, with Cary Frydman
- [2] Meta-Analysis of Distributional Preferences Estimates, with Massimiliano Pozzi
- [3] A Model of Focusing in Political Choice, with Jan Zapal.
- [4] Audi Alteram Partem: An Experiment on Selective Exposure to Information, with Giovanni Montanari.

## TEACHING EXPERIENCE

---

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

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

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

## AWARDS, GRANTS AND FELLOWSHIPS

---

*Grants and Fellowships:* Italian Ministry of University and Research, Framework per L'Attrazione e il Rafforzamento delle Eccellenze per la Ricerca in Italia (PI, 2022, €224,128); European Research Council Starting Grant (PI, 2019, €1,415,760); Italian Ministry of University and Research, Progetti di Rilevante Interesse Nazionale (Co-Investigator with Marco Casari and Massimo Tavoni, 2019, €632,600); Cariplo Foundation, Regione Lombardia, and Bocconi Young Researcher Grant (PI, 2016, €10,000); UniCredit Foundation Top-Up Foscolo Europe Fellowship (PI, 2015, €50,000); UC San Diego Academic Senate Research Grant (PI, 2013, \$10,000; Co-Investigator with Simeon Nichter, 2014, \$10,000); Columbia University Junior Faculty Grant (PI, 2014, \$3,000); Columbia University Summer Research Support Program (PI, 2014, \$3,000; PI, 2015, \$3,000, declined); EUI Max Weber Fellowship for Post Doctoral Studies (2012, declined).

*Awards:* Excellence in Research Award, Bocconi University (2016, 2018, 2021); Excellence in Teaching Award, Bocconi University (2018).

## INVITED SEMINARS AND CONFERENCES

---

*Conferences (Including Scheduled):* RISLab Workshop on Cognitive Economics (2023), LSE Behavioural Political Economy Conference (2023), CESifo Area Conference on Behavioral Economics (2022), Economic Science Association European Meeting (2022), CRENoS Workshop on Institutions, Individual Behavior and Economic Outcomes (2013, 2014, 2019, 2022), Barcelona School of Economics Summer Forum (2022, Coordination and Social Interaction Workshop), Arne Ryde Workshop on Attention in Decision Making (2021), Stanford Institute for Theoretical Economics (2021), NBER Summer Institute (2021, Behavioral Macro Workshop), ETH Workshop on Democracy (2021), Virtual Formal Theory Workshop (2020), Economic Science Association Global Online Meeting (2020), UCSD Conference on Rational Inattention and Political Economy (2019), NYU Abu Dhabi Experimental Economics Workshop (2018), European Political Science Association Annual Meeting (2017), Bruxelles Political Economy Conference (ECARES & ULB, 2017), EIEF Workshop on Political Economy (2016), CSEF-IGIER Symposium on Economics and Institutions (2016), University of Padua Workshop in Political Economy (2016), American Political Science Association Annual Meeting (2010, 2011, 2013), Midwest Political Science Association Annual Meeting (2009, 2010, 2011, 2012, 2014), Southern Political Science Association Annual Meeting (2014, 2016), Behavioral Models of Politics Conference (Pittsburgh, 2013; Duke 2014), Caltech Experimental Economics Conference (2014), 'Political Economy: Theory Meets Experiments' Workshop (CER-ETH Zurich, 2014), Washington Political Economy Conference (Georgetown, 2014), Conference in Honor of Norman Schofield (WUSTL, 2013), Security Markets and Auctions Workshop (Northwestern, 2012), Petralia Sotana Applied Economics Workshop (2012), Erasmus Universiteit Workshop in Political Economy (2012), Southwest Economic Theory Conference (2012), Caltech Alumni Conference in Honor of Gary Cox and Barry Weingast (2011), North-American Economic Science Association Conference (2010), 21st Jerusalem School in Economic Theory (2010), North-American Winter Meeting of the Econometric Society (2010), The Economics of Political Economics (Catholic University of Milan, 2009), Urrutia Elejalde Summer School (2009).

*Seminars (Including Scheduled):* Sciences Po (Economics, 2023), Berlin School of Economics (2023), Texas A&M University (Economics, 2022), Nazarbayev University (Economics, 2021), Universidad Carlos III de Madrid (Economics, 2021), LMU Munich (Economics, 2021), University of Zurich (Economics, 2021), MidExLab Virtual Seminar (2021), Insubria University (Economics, 2021), Indiana University (Economics, 2021), University of Glasgow (Adam Smith Business School, 2021), Princeton University (Economics, 2021), Florida State University (Economics, 2021); University of New South Wales (Economics, 2020), Colegio Universitario de Estudios Financieros en Madrid (2019), Toulouse School of Economics (2019), University of Mannheim (Economics, 2019), Carnegie Mellon University (Center for Behavioral and Decision Research, 2019), Pennsylvania State University (Smeal College of Business, 2019), Harvard University (Government, 2019), University of Padua (Economics, 2019), École Polytechnique (Economics, 2018), Institute for Advanced Study in Toulouse (2018), University of Milano-Bicocca (Economics, 2018), Fonda-

zione ENI Enrico Mattei (2017), University of Turin (Collegio Carlo Alberto, 2017), European University Institute (Economics, 2017), University of Southern California (Economics, 2017), California Institute of Technology (Social Sciences, 2017), University of Rochester (Wallis Institute of Political Economy, 2017), University of Vienna (Economics, 2017), Pompeu Fabra University (Economics, 2017), University of Nottingham (Economics, 2017), WZB Berlin Social Science Center (2016), London School of Economics (Government, 2016), University of Warwick (Economics, 2016), University of Bologna (Economics, 2016), Bocconi University (Economics, 2015, Policy Analysis and Public Management, 2015, Decision Sciences, 2014), UC Berkeley (Haas School of Business, 2014), New York University (Economics, 2014, Politics, 2012), Princeton University (Politics, 2014), University of Chicago (Harris School of Public Policy, 2014), Northwestern University (Kellogg School of Management, 2014), UC Santa Barbara (Economics, 2013), University of Pennsylvania (Economics, 2013), University of Pittsburgh (Economics, 2013), Institute for Advanced Study (Social Science, 2013), Columbia University (Political Science, 2012), UC San Diego (Economics, 2012, Political Science, 2011), Boston University (Economics, 2012), UC Merced (Political Science, 2011), UCLA (Political Science, 2011).

## PROFESSIONAL ACTIVITIES

---

*Conferences Organization:* Virtual Behavioral Economics Seminar (VIBES) Co-Organizer with Aniol Llorente-Saguer (Spring 2020-Spring 2022); 2022 and 2021 European Economic Association Annual Congress, Lead Coordinator for Behavioral and Experimental Economics; 2018 European Meeting of the Econometric Society, Program Committee Member; 2014 Meeting of the Midwest Political Science Association (MPSA), Program Committee Member: Formal Modeling Section Head; Columbia Political Economy Conference Co-Organizer with Pietro Ortoleva (December 2014)

*Service:* Director of Bachelor of Science in Economic and Social Sciences (Bocconi, 2023-2025); PhD Placement Co-Director with Luigi Iovino (Bocconi, 2022-23); CIVICA Research Committee (Work Package 3, Sub-Task 3.3.1, 2021-2023); Vice-Director of Master of Science in Economic and Social Sciences (Bocconi, 2020-2021); Junior Job Market Committee (Bocconi, 2018-19, 2020-21); Bocconi Experimental Laboratory for Social Sciences Seminar Co-Organizer with Joachim Vosgerau (Bocconi, 2017-18); Development, Labor and Political Economy Seminar Co-Organizer with Thomas LeBarbanchon (Bocconi, 2016-17); Political Economy Seminar Co-Organizer with Alessandra Casella (Columbia, Spring 2014, Spring 2015); PhD Admission Committee (Columbia, 2013-14, 2014-15); Annual Graduate Student Conference Organizer (Columbia, Fall 2014); American Politics Workshop Co-Organizer with Seth Hill (UCSD, Spring 2013)

*Refereeing:* American Economic Review, American Economic Review: Insights, American Economic Journal: Microeconomics, American Journal of Political Science, American Political Science Review, B.E. Journal of Economic Analysis and Policy, British Journal of Political Science, Comparative Political Studies, Econometrica, Economic Journal, Economic Theory, Economics and Politics, European Economic Review, European Journal of Political Economy, European Research Council (Panels SH1 and SH3), Experimental Economics, Games and Economic Behavior, International Economic Review, Journal of Conflict Resolution, Journal of Economic Behavior and Organization, Journal of Economic Theory, Journal of the European Economic Association, Journal of Experimental Political Science, Journal of Law, Economics and Organization, Journal of Politics, Journal of Public Economic Theory, Journal of Public Economics, Journal of Theoretical Politics, Management Science, Political Science Research and Methods, Public Choice, RAND Journal of Economics, Quantitative Economics, Quarterly Journal of Economics, Review of Economic Studies, Social Choice and Welfare, Swiss National Science Foundation (Humanities and Social Sciences Division), Theoretical Economics, US National Science Foundation (Economics and Political Science Programs)