

# Salvatore Nunnari

snunnari.github.io

## RESEARCH INTERESTS

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Behavioral Economics, Experimental Economics, Microeconomic Theory, Political Economy

## EMPLOYMENT

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

## EDITORIAL ACTIVITIES

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

## AFFILIATIONS

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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>
Visiting Associate in Economics, New York University	May 2024
Visiting Associate in Economics, California Institute of Technology	April 2017, December 2022

## EDUCATION

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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

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Bocconi University Senior Researchers' Grant, Principal Investigator, 2024, €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  
Cariplo Foundation Young 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

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- [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 Nichter, *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

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

## TEACHING

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*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)

## INVITED SEMINARS AND CONFERENCES

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*Seminars (Including Scheduled)*: Berlin School of Economics (2023), Bilkent University (2025), Bocconi University (2014, 2015), Boston University (2012), California Institute of Technology (2017), Carnegie Mellon University (2019), Central European University (2024), Colegio Universitario de Estudios Financieros en Madrid (2019), Collegio Carlo Alberto (2017), Columbia University (2012, 2024), École Polytechnique (2018), European University Institute (2017), Florida State University (2021), Fondazione ENI Enrico Mattei (2017), Harvard University (2019), Indiana University (2021), Institute for Advanced Study in Princeton (2013), Institute for Advanced Study in Toulouse (2018), Insubria University (2021), LMU Munich (2021, 2024), London School of Economics (2016), MiddelExLab Virtual Seminar (2021), Nazarbayev University (2021), New York University (2012, 2014, 2024), Northwestern University (2014), Paris School of Economics (2026), Pennsylvania State University (2019), Pompeu Fabra University (2017), Princeton University (2014, 2021), Sciences Po (2023), Texas A&M University (2022), Toulouse School of Economics (2019), UC Berkeley (2014), UCLA (2011), UC Merced (2011), UC San Diego (2011, 2012), UC Santa Barbara (2013), Universidad Carlos III de Madrid (2021), University of Amsterdam (2024), University of Bergamo (2025), University of Bologna (2016), University of Chicago (2014), University of Glasgow (2021), University of Mannheim (2019), University of Milano-Bicocca (2018), University of New South Wales (2020), University of Nottingham (2017), University of Padua (2019), University of Pennsylvania (2013), University of Pittsburgh (2013), University of Rochester (2017), University of Southern California

(2017), University of Vienna (2017), University of Warwick (2016), University of Zurich (2021), Vanderbilt University (2025), WZB Berlin Social Science Center (2016).

*Conferences (Including Scheduled):* Bocconi-Columbia Conference on Political, Social, and Economic Inequality (2025), CESifo Area Annual Conference on Behavioral Economics (2022, 2024), Wallis Institute Annual Conference in Political Economy (2024), CRENoS Workshop on Institutions, Individual Behavior and Economic Outcomes (2013, 2014, 2019, 2022, 2024), POLECONUK Annual Conference (2024), LSE Behavioural Political Economy Conference (2023, 2024), RISLab Workshop on Cognitive Economics (2023), European Meeting of the Economic Science Association (2022), Barcelona School of Economics Summer Forum (2022), Arne Ryde Workshop on Attention in Decision Making (2021), Stanford Institute for Theoretical Economics (2021), ETH Workshop on Democracy (2021), Virtual Formal Theory Workshop (2020), Global Online Meeting of the Economic Science Association (2020), UCSD Conference on Rational Inattention and Political Economy (2019), NYUAD 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), Southern Political Science Association Annual Meeting (2014, 2016), Midwest Political Science Association Annual Meeting (2009, 2010, 2011, 2012, 2014), Behavioral Models of Politics Conference (2013, 2014), Caltech Experimental Economics Conference (2014), ‘Political Economy: Theory Meets Experiments’ Workshop (CER-ETH Zurich, 2014), Washington Political Economy Conference (2014), American Political Science Association Annual Meeting (2010, 2011, 2013), WUSTL Conference in Honor of Norman Schofield (2013), Northwestern Security Markets and Auctions Workshop (2012), Petralia Sottana Applied Economics Workshop (2012), Erasmus Universiteit Workshop in Political Economy (2012), Southwest Economic Theory Conference (2012), Caltech Conference in Honor of Gary Cox and Barry Weingast (2011), North-American Meeting of the Economic Science Association (2010), North-American Winter Meeting of the Econometric Society (2010), Università Cattolica del Sacro Cuore Political Economics Workshop (2009).

## OTHER PROFESSIONAL ACTIVITIES

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*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 of Bachelor of Science in Economic and Social Sciences (Bocconi, 2023 - *present*); Economics Department Executive Committee (Bocconi, 2022 - *present*); PhD Placement Director (Bocconi, 2022-23); CIVICA Research Committee (Work Package 3, Sub-Task 3.3.1, 2021-2023); Deputy 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 (Bocconi, 2017-18); Development, Labor and Political Economy Seminar Co-Organizer (Bocconi, 2016-17); Political Economy Seminar Co-Organizer (Columbia, 2013-2014, 2014-2015); PhD Admission Committee (Columbia, 2013-14, 2014-15); Graduate Student Conference Organizer (Columbia, 2014); American Politics Workshop Co-Organizer (UCSD, 2012-2013).

*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 Political Economy: Microeconomics, 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).