

CONTACT INFORMATION	University of Chicago Booth School of Business 5807 S Woodlawn Ave, Chicago IL 60637, USA	virginia.minni@chicagobooth.edu <u>Website</u> Mobile: +1 7732314616 Citizenship: Italy, US, UK
EMPLOYMENT	The University of Chicago Booth School of Business Assistant Professor of Economics, 2024- The Institute for Fiscal Studies (IFS) Post-Doctoral Fellow, 2023-2024	
EDUCATION	The London School of Economics and Political Science (LSE) Ph.D. in Economics, 2023 Universitat Pompeu Fabra (UPF) M.Res. in Economics, 2017 University of Warwick B.Sc. (Hons) in Philosophy, Politics and Economics (Bipartite with Economics Major), 2015 <i>First Class Honors, Top of the graduating class</i>	
FIELDS OF SPECIALIZATION:	Primary: Labor Economics Secondary: Organizational Economics, Development Economics Google Scholar Page	
AFFILIATIONS	Abdul Latif Jameel Poverty Action Lab (J-PAL), Jobs and Opportunity Initiative (JOI), 2025- Institute of Labor Economics (IZA), Research Affiliate, 2024- Institute for Fiscal Studies (IFS), Research Associate, 2024- Centre for Economic Policy Research (CEPR), Organizational Economics Programme, Research Affiliate, 2024- CEPR Inequality & the Role of Firms Research and Policy Network, Member, 2023- Suntory and Toyota International Centres for Economics and Related Disciplines (STICERD), Visiting Fellow, 2023- Centre for Economic Performance (CEP), Associate, 2023-	
REFEREED PUBLICATIONS	Leaders in Social Movements: Evidence from Unions in Myanmar (with Laura Boudreau, Rocco Macchiavello and Mari Tanaka) <i>Forthcoming</i> , American Economic Review	
NON-REFEREED PUBLICATIONS	Global Managers, Local Workers: Wage Setting Inside a Multinational Firm. <i>AEA Papers & Proceedings</i> (2024), 114: 586-91.	
WORKING PAPERS	Making the Invisible Hand Visible: Managers and the Allocation of Workers to Jobs <i>Best Job Market Paper Award, EEA and UniCredit Foundation;</i> <i>Dissertation Award Honorable Mention, W.E. Upjohn Institute for Employment Research;</i> <i>Labor Dissertation Prize, Italian Association of Labor Economics (AIEL);</i> <i>Ronald Coase Best Dissertation Award, Society for Institutional & Organizational Economics</i> <i>(SIOE)</i> <i>Revise and resubmit, Quarterly Journal of Economics</i>	

Gender Gaps across the Spectrum of Development: Local Talent and Firm Productivity (with Nava Ashraf, Oriana Bandiera and Victor Quintas-Martinez)

Meaning at Work (with Nava Ashraf, Oriana Bandiera and Luigi Zingales)

Managers and the Cultural Transmission of Gender Norms (with Kieu-Trang Nguyen and Heather Sarsons)

SELECTED WORK-IN-PROGRESS Automation, Unemployment, and Re-envisioning the Nature of Work (with Nava Ashraf, Oriana Bandiera and Martina Zanella)

POLICY WRITINGS Long-Term Unemployment, Volunteering, and Re-envisioning the Nature of Work (with Nava Ashraf, Oriana Bandiera, and Martina Zanella), 2025, *Nuffield Foundation Public Output*

Improving the allocation of talent by enabling Italian women to work, 2020, *Agenda (Treccani) Article*

Industrial relations and workplace communication in Myanmar garment sector (with Min Zar Ni Lin, Mari Tanaka, Hanh Nguyen, Khin Suu Thet, and Rocco Macchiavello), 2019, *IGC Working Paper*

TEACHING Field Experiments, Harvard University (PhD, Guest Lecturer), Spring 2025
 Development Economics, University of Chicago (PhD, Guest Lecturer), Fall 2024
 Political Economy, London Business School (PhD, Guest Lecturer), Spring 2023
 Applying Behavioral Economics for Social Impact: Design, Delivery and Policy, London School of Economics (Executive Master's Program, Guest Lecturer), Spring 2023
 Firms & Markets in Emerging Economies, London School of Economics (MSc, Guest Lecturer), Winter 2020 & Winter 2021

EC307 Development Economics, LSE (Undergraduate, Teaching Assistant), 2019-2020

- **2020 LSE Class Teacher Bonus Award** (based on student ratings)
- **2020 Nomination for 2020 LSE Students' Union Student-led Inspirational Teaching Award** (based on student nominations)

MG206 Business Strategy in International Markets, LSE Summer School (Undergraduate, Teaching Assistant), 2019

EC307 Development Economics, LSE Summer School (Undergraduate, Teaching Assistant), 2019

22097 Introduction to Macroeconomics, UPF (Undergraduate, Teaching Assistant), 2016-2017

SEMINAR PRESENTATIONS (INCLUDING SCHEDULED) **2025:** UCLA, University of Illinois Urbana-Champaign, University of Chicago (Becker Applied Workshop), University of Maryland, Booth Micro Workshop, Central European University, Global Challenges Seminar (Bocconi, Bicocca, LdA, University of Milan)

2024: University of Essex, HKU Business School, NUS Business School, Hertie School, LMU Munich, Wisconsin, UC Berkeley, Oxford University, IFS-UCL-IoE Human Capital and Labor Markets Seminar Series, IMF, New York Fed, MIT Sloan, Central Bank of Pakistan

2023: Microsoft Research, Harvard Business School, Columbia Business School, Michigan Ross, Carlson School of Management, The Wharton School, Yale School of Management, Kellogg Strategy, Chicago Booth, London Business School, Institute for International Economic Studies (IIES), Stockholm School of Economics (SSE), Stockholm University (SOFI), CSEF Naples, REStud North America Tour: Rice, WashU/St. Louis Fed and Brown, CREST-ENSAE, Warwick University, Institute for Fiscal Studies (IFS), European Bank for Reconstruction and Development (EBRD), IFS-UCL-LSE/STICERD Development Seminar

2022: University of Cologne

	<p>2021: LMU Munich Organizational Economics Seminar</p> <p>2020: LSE Management, IFS-UCL-LSE/STICERD Development Seminar</p>
CONFERENCE PRESENTATIONS (INCLUDING SCHEDULED)	<p>2026: AEA/ASSA Annual Meeting (discussant)</p> <p>2025: AEA/ASSA Annual Meeting (discussant & presenter), Columbia Junior Micro/Macro Labor Conference, Utah Winter Organizational and Political Economics Conference, Princeton NLSE Conference, NBER Organizational Economics Spring Meeting, Montreal Workshop on Markets with Frictions, Trans-Pacific Labor Seminar, Society for Economic Dynamics Meeting (SED), Becker Friedman Institute Latin America (BFI-LATAM)</p> <p>2024: AEA/ASSA Annual Meeting, Utah Winter Organizational and Political Economics Conference (discussant), NBER Organizational Economics Spring Meeting (discussant), MWIEDC Conference, BEAM, EIEF Junior Applied Micro Conference, CeMENT Workshop, SIOE, NBER Summer Institute (Labor Studies & Personnel Joint Session), AIEL Conference, CEPR IMO/ESF (Joint Session), Good Business Forum at UC San Diego's School of Global Policy and Strategy, Empirical Management Conference</p> <p>2023: CEPR Symposium in Labor Economics, BSE Summer Forum Workshop on Organizational Economics, Economics of Firms and Labor Workshop, Organizational Economics Summer Symposium (OESS), NBER Summer Institute (Personnel), CEPR IMO/ENT (discussant)</p> <p>2022: Institutional and Organizational Economics Academy (IOEA) Workshop, Annual Southern PhD Economics Conference (ASPEC), Young Economist Symposium (YES), Committee for Organizational Economics (OE) Annual Meeting</p> <p>2021: NBER Organizational Economics Meeting, CEPR Joint Workshop on Incentives, Management and Organization (IMO) & Entrepreneurship Economics (ENT), NBER Summer Institute (Labor Studies), NBER Summer Institute (Development Economics, lightening talk), Society for Institutional & Organizational Economics (SIOE) Conference (live-streamed session)</p>
REFeree SERVICE	<p>American Economic Review; American Economic Review: Insights; Econometrica; Economica; Economic Development and Cultural Change; Economic Journal; Journal of the European Economic Association; Journal of Labor Economics; Journal of Political Economy; Journal of Political Economy Microeconomics; Oxford Bulletin of Economics and Statistics; Quarterly Journal of Economics; Review of Economic Studies; The Journal of Law, Economics, and Organization</p>
OTHER SERVICE	<p><i>Peer Review:</i> STEG LRG Research Grants 2025; European Association of Young Economists Annual Meeting 2025; SIOE Coase Dissertation Award Selection Committee 2025</p> <p><i>Conference Organization:</i> Becker Friedman Institute Women in Empirical Microeconomics Conference 2024-</p> <p><i>Seminar Organization:</i> STICERD/CEP Application Seminar "meet with speaker phd coffee chat", Organizer (2020-2021)</p> <p><i>Mentoring:</i> Applicant Mentoring Program (AMP) to help applicants from underrepresented backgrounds apply to economics PhD programs, Mentor (2021); PhD Offer Holders Buddy Scheme to introduce offer holders to the Econ PhD life at the LSE, Buddy (2020, 2021); PhD Buddy Scheme to provide advice and mentoring to junior PhD students throughout the initial years of the Econ PhD program, Buddy (2020, 2021, 2022)</p>
RESEARCH GRANTS	<p><i>The nature of the firm revisited: Documenting relational contracts within and between firms in Uganda</i> (with Anna Vitali) STEG (2024), £25,000; IGC (2024), £30,000; IGC (2025), £60,000</p> <p><i>Automation, Unemployment, and Re-envisioning the Nature of Work</i> (with Nava Ashraf, Oriana Bandiera, and Martina Zanella) Nuffield Foundation Grant (2021), £100,000; Schmidt Futures (2022), \$94,649</p> <p><i>Leadership and Organizational Structure in Trade Unions in Myanmar</i> (with Laura Boudreau, Rocco Macchiavello, and Mari Tanaka)</p>

STICERD LSE Staff Grant (2020), £10,000; IER Hitotsubashi University (2020), £7,000; IGC Small Project Grant (2019), £40,000; IGC Scoping Visit Grant (2019), £8,000

FELLOWSHIPS AND AWARDS

2025: PEDL Workshop on AI, Finance and Entrepreneurship
2024: CASBS Summer Institute on Organizations and Their Effectiveness, Stanford University
2024: Ronald H. Coase Dissertation Award, Society for Institutional & Organizational Economics
2024: Labor Dissertation Prize, Italian Association of Labor Economics (AIEL)
2023: W.E. Upjohn Institute for Employment Research, Dissertation Award Honorable Mention
2023: ESRC Postdoctoral Fellowship, The Economic and Social Research Council
2023: REStud North America Tour
2022: Best Job Market Paper Award by the European Economic Association (EEA) and Uni-Credit Foundation 2022
2022: Michio Morishima Student Support, STICERD, London School of Economics
2017 - 2021: ESRC +4 Research Scholarship, The Economic and Social Research Council, for the PhD Program at the London School of Economics
2020: Young Economist, 7th Lindau Meeting on Economic Sciences
2016 - 2017: MRes Scholarship, Universitat Pompeu Fabra
2015: PPE Examiners' Prize, Department of Economics, University of Warwick, for outstanding performance in Philosophy, Politics and Economics
2014: PPE Examiners' Prize, Department of Economics, University of Warwick, for outstanding performance in Philosophy, Politics and Economics
2013: Undergraduate Research Support Scheme (URSS), Department of Economics, University of Warwick