

## EDUCATION

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- From 2015 PhD candidate in Economics, London School of Economics (LSE)  
Thesis Title: "Essays in Development, Gender and Personnel Economics"  
Expected Completion Date: May 2020
- 2013/15 MRes in Economics *with Merit*, LSE, London
- 2008/14 Diploma in Economics, Scuola Superiore Sant'Anna, Pisa
- 2011 Exchange Student, École Normale Supérieure, Department of Social Sciences, Paris
- 2008/13 Bsc and Msc in Economics *cum laude*, University of Pisa

## RESEARCH AND WORK EXPERIENCE

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- 2017/19 Project Officer, LSE - Executive Global Master in Management
- 2016/17 Project Manager, LSE - Research on altruism in the banking sector (Principal Investigators: N. Ashraf & O. Bandiera)
- 2015 Research Assistant, LSE - Girls' Negotiation project, Zambia (Principal Investigators: N. Ashraf & C. Low)
- 2013 Internship, Max Planck Institute for Human Development, Berlin - Research on social choices
- 2012/13 Experimental data collection, Cognitive and Experimental Economics Laboratory, Trento
- 2009/10 Research Assistant, Institute of Cognitive Sciences and Technologies, Rome

## TEACHING

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- 2018/19 EC102 Economics B - LSE Teaching Assistant
- 2017/19 Executive Master in Public Administration and Policy - LSE Teaching Assistant
- 2017/18 EC201 Intermediate Micro - LSE Teaching Assistant Summer School
- 2014/18 EC201 Microeconomic Principles I - LSE Teaching Assistant

## GRANTS AND AWARDS

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### Research grants

- 2019 J-PAL Post-Primary Education Initiative, research grant (with N. Ashraf, G. Bryan, E. Holmes, L. Iacovone and A. Pople)  
IGA-Rockefeller Research & Impact Fund, main grant (with N. Ashraf, G. Bryan, E. Holmes, L. Iacovone and A. Pople)
- 2018 International Development Research Centre, research grant (with N. Ashraf, E. Glaeser & A. Voena)
- 2017 Innovation for Poverty Action Peace and Recovery, exploratory grant (with A. Pople)  
Private Enterprise Development in Low Income Countries, exploratory grant (with N. Ashraf & E. Glaeser)  
International Growth Centre, small project grant (with N. Ashraf & E. Glaeser)
- 2016 International Growth Centre, main grant (with N. Ashraf & E. Glaeser)

### Fellowships and Honors

- 2019 Class Teacher Bonus - Department of Economics, LSE
- 2018 Scholarship for Studies in Labor and Development - Centro Studi Luca D'Agliano (Tutors: G. Barba Navaretti & G. Bertola)
- 2016 Selected participant - Russell Sage Behavioral Summer Camp
- 2015 Class Teacher Award - Department of Economics, LSE
- 2013/17 PhD Scholarship - Economic and Social Research Council, LSE Doctoral Training Center
- 2011 LSE Summer School - "AF255 Financial Markets"
- 2009 Exchange grant funded by the Chinese Ministry of Education - Chongqing University
- 2008/13 Scholarship Bsc and Msc - Scuola Superiore Sant'Anna

## PUBLICATIONS AND WORKING PAPERS

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### Working Papers

- “Breaking gender barriers: bringing men into the pink-collar jobs of the future”
- “Rule of law and female entrepreneurship” (with N. Ashraf and E. Glaeser)
- “Value Dissonance at Work”

### Publications

- Ashraf, N., Bandiera, O., Delfino, A. (2020). The distinctive values of bankers. *AER Papers & Proceedings* (forthcoming)

### Policy publications

- Ashraf N., Delfino A., Glaeser E. (2019). Is the rule of law good for women? Evidence from micro-entrepreneurs in Lusaka. *IGC Blog Post*
- Ashraf N., Chiu C., Delfino A., Glaeser E., Swanson N. (2017). Urban density, trust, and knowledge sharing in Lusaka. *IGC Policy Brief*

### Pre-PhD publications

- A'Hearn B., Delfino A., Nuvolari A. (submitted). Age heaping in a newly unified country: Italy, 1861-1881
- Antoci A., Delfino A., Paglieri F., Sabatini F. (2016). Civility vs. Incivility in online social interactions: An evolutionary approach. *PlosOne*, 11
- Delfino A., Marengo L., Ploner M. (2016). I did it your way. An experimental investigation of peer effects in investment choices. *Journal of Economic Psychology*, 54, 113-123
- Paglieri F., Addressi E., Sbaffi A., Tasselli M. I., Delfino A. (2014). Is it patience or motivation? On motivational confounds in intertemporal choice tasks. *Journal of the Experimental Analysis of Behavior*, 103, 196-217
- Addressi E., Bellagamba F., Delfino A., De Petrillo F., Focaroli V., Macchitella L., Maggiorelli V., Pace B., Pecora G., Rossi S., Sbaffi A., Tasselli M.I., Paglieri F. (2014). Waiting by mistake: Symbolic representation of rewards modulates intertemporal choice in capuchin monkeys, preschool children and adult humans. *Cognition*, 130, 428-441
- Delfino A. (2011). Percepire il tempo e scontare il valore. Un'analisi critica dei modelli di sconto temporale. *Sistemi Intelligenti*, 3, 505-541

## RESEARCH IN PROGRESS

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- “Altruistic Capital in Banking” (with N. Ashraf & O. Bandiera). Status: in progress
- “Transformative Finance for Women Entrepreneurs in Zambia” (with N. Ashraf, E. Glaeser, T. Siwale & A. Voena). Status: piloting
- “Unlocking Entrepreneurial Potential” (with N. Ashraf, G. Bryan, E. Holmes, L. Iacovone & A. People). Status: in progress

## CONFERENCES AND SEMINARS

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- 2020 Harvard Business School; Bocconi University; Sciences Po; Oxford University; Universitat Pompeu Fabra; Universidad Carlos 3 Madrid; UCLouvain; IESE; Cornell University; University of Rochester, Simon Business School; UCSD, Rady School of Management; IZA Institute for Labour Economics
- 2019 EALE Conference, Uppsala University; ECBE Conference, Rady SOM at UCSD; Ohlstadt/Ammersee Workshop, LMU (poster); Warwick Economics PhD Conference, University of Warwick; QMUL PhD Workshop, Queen Mary University; TADC, LBS; Whitebox Advisors Graduate Student Conference, Yale SOM; Workshop in Entrepreneurship and Development, HEC
- 2018 PEDL-IGC Conference on Firms and the Private Sector in Low-Income Countries, LSE; SIOE Annual Conference, HEC Montreal; Second Workshop on Entrepreneurship and Experimental Economics, CBS; BDRM Conference, HBS
- 2017 IGC Cities That Work, LSE
- 2015 Workshop on Entrepreneurship and Experimental Economics, University of Florida; EHS Annual Conference, Wolverhampton (poster)

## LANGUAGES AND ICT

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- Languages
  - Mother tongue: Italian
  - Proficient: English. Certifications: TOEFL iBT (2012), FIRST CERTIFICATE (2007)
  - Intermediate: Spanish. C1 level
- ICT
  - Proficient: Microsoft Office, Stata, LaTeX, LyX, Qualtrics
  - Intermediate: R, E-Prime, z-Tree, surveyCTO

## PROFESSIONAL ACTIVITIES AND SERVICE

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- **Referee** for: *Economica*, *Journal of Development Economics*, *Journal of Urban Economics*, *Scandinavian Economic History Review*, *Sistemi Intelligenti*, *Structural Change and Economic Dynamics*
- **Representative** of Economics PhD students - LSE (2015/2016)
- **Representative** of Economics students - Scuola Superiore Sant'Anna and University of Pisa (2009/2012)

## THESIS ADVISORS AND REFERENCES

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Prof. Nava Ashraf  
Department of Economics - London School of Economics  
Houghton Street, WC2A 2AE  
London  
[n.ashraf1@lse.ac.uk](mailto:n.ashraf1@lse.ac.uk)

Prof. Oriana Bandiera  
Department of Economics - London School of Economics  
Houghton Street, WC2A 2AE  
London  
[o.bandiera@lse.ac.uk](mailto:o.bandiera@lse.ac.uk)

Dr. Matthew Levy  
Department of Economics - London School of Economics  
Houghton Street, WC2A 2AE  
London  
[m.r.levy@lse.ac.uk](mailto:m.r.levy@lse.ac.uk)

Prof. Robin Burgess  
Department of Economics - London School of Economics  
Houghton Street, WC2A 2AE  
London  
[r.burgess@lse.ac.uk](mailto:r.burgess@lse.ac.uk)

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