

ALLEGATO B

UNIVERSITA' DEGLI STUDI DI MILANO selezione pubblica per n.1 posto di Ricercatore a tempo determinato in tenure track (RTT) per il settore concorsuale 13/A1 - ECONOMIA POLITICA, settore scientifico disciplinare SECS-P/01 - ECONOMIA POLITICA presso il Dipartimento di Economia, Management e Metodi Quantitativi, (avviso bando pubblicato sulla G.U. n. 93 del 05/12/2023) Codice concorso 5438.

Matilde Giaccherini

Curriculum vitae

University of Rome "Tor Vergata"
Centre for Economic and International Studies
Via Columbia 2, 00133 Roma - Italy

Phone: +39 - 339 70 29 424
Email: matildegiaccherini@gmail.com
Website: sites.google.com/view/matildegiaccherini

Personal information

Place and date of birth: Roma (Italy), 2 May 1983.

Citizenship: Italian

Maternity leave: April 2020 - October 2020

Current Appointments

- Sept. 2021 – Present **Post-doc Research Fellow**, SECS-P/01 (Assegnista di Ricerca - 2^a fascia).
H2020 LONGITOOLS "*Dynamic longitudinal exposome trajectories in cardiovascular and metabolic Non-communicable diseases*".
Centre for Economic and International studies (CEIS) - University of Rome "Tor Vergata".
- Dec. 2022 – Present **CESifo Research Affiliate** (Economic of Digitization Area)
- Dec. 2023 – Present **National Scientific Qualification** as Associate professor in the scientific sector 13/A1 (from 06/12/2023 to 06/12/2034)

Past Positions

- Sept 2023 - **Visiting Scholar**, University of Chicago - Dept of Economics
- Mar. 2018 – Sept. 2021 **Post-doc Research Fellow**, SECS-P/01 (Assegnista di Ricerca - 1^a fascia).
Centre for Economic and International studies (CEIS) - University of Rome "Tor Vergata".
- Oct. 2014 – April 2018 **Phd Student**
Dept. Economics and Finance - University of Rome "Tor Vergata"

Research fields

Applied Microeconomics, Environmental Economics, Health Economics, Experimental Economics, Media Economics.

Education

October 2014 – April 2018 **PhD in Economics, Law and Institutions**, University of Rome "Tor Vergata" - Dept. of Economics and Finance. Dissertation Thesis: "*Which factors influence green habits? Essays on the pro-environmental consumer behavior.*" Supervisor Prof. Alessio D'Amato and Prof. Mariangela Zoli.

March 2017 – June 2017 **Visiting Research Program**, University of Chicago - Dept. of Economics. Supervisor Prof. John List.

October 2014 – October 2015 **Graduate Program**, Einaudi Institute for Economics and Finance (EIEF) - Central Bank of Italy.

January 2007 – November 2008 **M.Sc. in Environmental and Development Economics** (110 cum laude), University of Rome "Roma Tre" - Faculty of Economics "Federico Caffè".

July 2008 International study experience: Development Economics Course, Lusaka (Zambia).

September 2002 – December 2006 **B.Sc. in Economics**, University of Rome "Roma Tre" - Faculty of Economics "Federico Caffè".

Publications and working paper

2023 Beccari G., Giaccherini M., Kopinska J. and G. Rovigatti " *Refueling a quiet fire: old truths and new discontent in the wake of Covid-19*" **CESifo working paper n 10184** (R&R Demography)

2022 – Giaccherini M., Kopinska J. and G. Rovigatti "Vax populi: the social costs of Online Vaccines skepticism." **CESifo working paper n 10803** (Submitted)
- invited paper at the Women in Empirical Microeconomics Conference in Chicago (September 2023); EEA-ESEM Barcelona 2023 (August 2023); CESifo Area Conference on the Economics of Digitization (November 2022); AEA 2023 Annual Conference in New Orleans (January 2023).

2021 – Giaccherini M., Kopinska J., Palma A. "When a particulate matter strikes the city: the social disparities in the health costs of pollution." **Journal of Health Economics** : 102478.

2021 – Giaccherini M., Gilli M., Mancinelli S., Zoli M. "Nudging food waste decisions at restaurants." **European Economic Review** 135, 103722.

2019 – Giaccherini M., Herberich D.H., Jimenez-Gomez D., List J., Ponti G., Price M. K. "The Behavioralist Goes Door-To-Door: Understanding Household Technological Diffusion Using a Theory-Driven Natural Field Experiment." **National Bureau of Economic Research** NBER No. w26173 – *Reject&ResubmitExperimentalEconomics*

2019 – D'Amato A., Giaccherini M., Zoli M. "The role of information sources and providers in shaping green behaviors. Evidence from Europe" **Ecological Economics** 164: 106292.

2018 – Giaccherini M., Ponti G. "Preference Based Subjective Beliefs". **Games** 9(3), 50.

Other publications

- 2023 – **"Outpatient healthcare costs associated with overweight and obesity in Italy"** with V. Atella, F. Belotti, G. Medea, A. Nicolucci, P. Sbraccia, A. Piano Mortari. - *BMC Health Services Research* 23.1 (2023): 1-12.

Selected work in progress

"The effect of early childhood exposure to Chernobyl accident on female fertility." with J. Kopinska

"The Greenest, the Greener and the Green. Evidence from an online field experiment of adaptation to climate change." with C. Castaldo, G. Pallante, A. Palma and M.K. Price.

"Lifetime BMI costs" with V. Atella, F. Belotti, G. Medea, A. Nicolucci, P. Sbraccia, A. Piano Mortari. - *R&R Economics and Human Biology*

"Message in a bottle: could information drives waste minimization? Evidence from an online field experiment." with G. Ponti

Management or involvement in national or international research group

- 2021 – present – Participation as a researcher in H2020 Project LONGITOOLS *"Dynamic Longitudinal Exposure Trajectories in Cardiovascular and Metabolic Non-Communicable diseases"*
- 2021 – 2022 – Participation as a researcher in *"Morocco jobs study: Analysis of the Informal Sector"* funded by the World Bank. Analysis of Morocco's informal sector with the goal of eradicating the country's informal sector.
- 2018 – 2020 – Participation as a researcher, coordinating the economic and econometric analysis within the framework of the agreement between the Center for Economic and International Studies (CEIS, University of Rome Tor Vergata) and the Ministry of Health for carrying out the research project *"Analysis of the effects of air pollution on Italian population health. Analysis based on microdata and microsimulation models to obtain useful evaluations for the monitoring of the National Plans"*
- 2015 – 2016 – Participation as a researcher, coordinating the economic and econometric analysis within the framework of the agreement between UnionCamere and the Ministry of Environment for carrying out the research project related to the *"Marine Strategy Directive"* (2008/56/CE).
- 2013 – 2015 – Participation as a researcher, coordinating the economic and econometric analysis within the framework of the agreement between the Consorzio Universitario per la Ricerca Socioeconomica e l'Ambiente (CURSA), the University of Ferrara and the Ministry of Environment for carrying out the research project *"International integrated tools and Socio-Economic Aspects to implementing the European Marine Strategy in the Italian marine regions (INTERSEA)"*
- 2013 – 2015 – Participation as a researcher, coordinating the economic and econometric analysis within the framework of the agreement between the Consorzio Universitario per la Ricerca Socioeconomica e l'Ambiente (CURSA), and the Ministry of Environment for carrying out the research project *"Project for implementing the National Renewable Energy and Decarbonization Strategies during the Italian EU Presidency"*.
- 2013 – 2015 – Participation as a researcher, coordinating the economic analysis within the framework of the agreement between the Consorzio Universitario per la Ricerca Socioeconomica e l'Ambiente (CURSA), the University of Ferrara and the Ministry of Agriculture for carrying out the research project *"Proposal for fishing and fish farming policies for a sustainable use of the Italian coasts"*.

Teaching experiences

- 2022 – 2024 Lecturer **Behavioral Economics and Consumer Decision Making**, SECS-P/01, M.Sc. Marketing Analytics & Metrics, University LUISS Guido Carli, Rome - Italy
- 2022 – 2023 Lecturer **Microeconomics**, SECS-P/01, B.Sc. Business Administration & Economics, University of Rome Tor Vergata, Rome - Italy
- 2022 – 2023 Teaching Assistant **Microeconomics**, SECS-P/01, B.Sc. Business Administration & Economics, University of Rome Tor Vergata, Rome - Italy
- 2022 – 2023 Lecturer **Introduction to Latex** M.Sc. of Economics, University of Rome "Tor Vergata", Italy
- 2021 – 2022 Teaching Assistant **Economia dell'informazione e dell'incertezza**, SECS-P/01, M.Sc. Economia e Finanza, University LUISS Guido Carli, Rome - Italy
- 2019 – 2023 Teaching Assistant **Managerial economics: theories and marketing applications**, SECS-P/01, M.Sc. Marketing Analytics & Metrics, University LUISS Guido Carli, Rome - Italy
- 2020 – 2021 Lecturer **Introduction to Latex** M.Sc. of Economics, University of Rome "Tor Vergata", Italy
- 2017 – 2019 Teaching Assistant **Economic Policy**, SECS-P/02, B.Sc. Economia dei mercati e degli intermediari finanziari, University of Rome "Tor Vergata", Italy
- 2017 – 2018 Teaching Assistant **Behavioral Economics and Consumption Theory**, SECS-P/01, M.Sc. Marketing Analytics & Metrics, University LUISS Guido Carli, Rome - Italy
- 2016 – 2017 Teaching Assistant **Macroeconomics** SECS-P/01, B.Sc. Business & Economics, University of Rome "Tor Vergata", Italy

Professional experiences

- Aug. 2021 – Dec 2021 Consultant, World Bank.
- Apr. 2020 – May 2020 Researcher, Centre for Economic and International Studies (CEIS) - University of Rome "Tor Vergata".
- Dec. 2017 – Feb. 2018 Researcher, Centre for Economic and International Studies (CEIS) - University of Rome "Tor Vergata".
- Jan. 2016 – Dec. 2016 Researcher and Consultant in Environmental Economics and Policy, Fondazione Istituto Tagliacarne (Unioncamere) - Roma.
- June 2013 – Dec. 2015 Researcher in Environmental Economics and Policy, Consorzio Universitario per la Ricerca Socioeconomica e l'Ambiente (CURSA) - Rome.
- May 2011 – March 2013 Administrative and logistic Coordinator, Comitato Internazionale per lo Sviluppo dei Popoli (CISP) - Kinshasa (D.R.Congo).
- Sept. 2010 – April 2011 Junior Researcher, Consorzio Universitario per la Ricerca Socioeconomica e l'Ambiente (CURSA) - Rome.
- April 2010 – Oct. 2010 Junior Researcher, Centro ricerche applicate per lo sviluppo sostenibile - CRAS srl - Rome.
- Oct. 2007 – Oct. 2009 Junior Researcher, Comune di Roma - Dip. X Politiche ambientali ed agricole I U.O, Rome.

Awards, Grants and fellowship

Research grant:

2019 – EIEF GRANT 2018 - Giaccherini M. (P.I.), Kopinska J. (Co.I.) "*Vax populi: social costs of fakenews on childhood vaccines*".

2017 – MISSION: SUSTAINABILITY , University of Rome Tor Vergata - D'Amato A. (P.I.), Castano-Serna A.(Co.I.), Giaccherini M. (Co.I.), Mirra L. (Co.I.), Zoli M.(Co.I.) "*What Drives Sustainable Consumption in Emerging Countries? Experiments in Colombia (WDSC)*".

Grants:

2022 - Contributi premiali per i ricercatori e assegnisti di ricerca per rafforzarne la condizione professionale e potenziare il sistema della ricerca del Lazio - Regione Lazio.

Fellowship:

2014-2017 – Full Ph.D. Scholarship awarded by the Italian Ministry of Education, University and Research.

Conferences and seminars

2023 – Women in Empirical Microeconomics Conference

2023 – Advances with Field Experiments Conference.

2023 – Women in Economics Retreat

2023 – EEA-ESEM Annual Conference

2023 – 2023 AEA ASSA Annual conference - New Orleans

2022 – 6th CESifo Area Conference on the Economics of Digitization

2022 – Internal seminar - University of Rome "Tor Vergata"

2022 – 10th Italian Association of Environmental and Resource Economists (IAERE) Annual Conf.

2021 – 9th Italian Association of Environmental and Resource Economists (IAERE) Annual Conf.

2020 – 25th European Association of Environmental and Resource Economists (EAERE) Annual Conf.

2020 – 8th Italian Association of Environmental and Resource Economists (IAERE) Annual Conf.

2019 – Advances with Field Experiments Conference.

2019 – 24th European Association of Environmental and Resource Economists (EAERE) Annual Conf.

2019 – 7th Italian Association of Environmental and Resource Economists (IAERE) Annual Conf.

2019 – 24th Italian Health Economics Association (AIES) Annual Conf.

2018 – 23rd Italian Health Economics Association (AIES) Annual Conf.

2018 – 5th EuHEA PhD Student-Supervisor and Early Career Researcher Conf.

2017 – 58th Italian Economist Association (SIE) Annual Conf.

2017 – 23rd European Association of Environmental and Resource Economists (EAERE) Annual Conf.

2017 – 5th Italian Association of Environmental and Resource Economists (IAERE) Annual Conf.

Invited talks

2023 – Internal Seminar - DISP University of Urbino

2023 – Internal Seminar - DISEI University of Florence

2017 "Workshop on Economic and Social Analysis and Programmes of Measures in accordance with the MSFD - Italian Case study" - MARinTURK Project (Ankara).

Referee and Editorial Board Experience

Referee - *EER, JPubE, JHE, JEEM, HealthEcon, JAERE, PLOS one, Economia Politica.*

Review Editor - *Circular Economy* specialty section of *Frontiers in Sustainability* (ISSN: 2673-4524).

Membership

European Economic Association (EEA) since 2022, American Economic Association (AEA) since 2021, European Health Economics Association (EuHEA) since 2018, Italian Health Economics Association (AIES) since 2018, European Association of Environmental and Resource Economists (EAERE) since 2016, Italian Association of Environmental and Resource Economists (IAERE) since 2015.

Languages

Italian (native), English (fluent), French (fluent).

IT skills

OS: Microsoft Windows, Unix (Mac, GNU/Linux)
Stat-programming: STATA, Mathematica, MatLab, R
Geographical Information Systems: QGIS (Geographic Information System)
Programming skills: Python, L^AT_EX, zTree and oTree Experiment Software
Computer system: MS Office, Adobe Photoshop Family

References

Prof. John A. List
Kenneth C. Griffin Dept. of Economics
University of Chicago
✉ jlist@uchicago.edu

Prof. Michael K. Price
Dept. of Economics, Finance, and Legal Studies
University of Alabama
✉ mkprice2@cba.ua.edu

Prof. Mariangela Zoli
Dept. of Economics and Finance
University of Tor Vergata
✉ zoli@uniroma2.it

PERSONAL DATA

In compliance with Article 13 of the Italian Legislative Decree no. 196 dated 30/06/2003 and Article 13 of the EU GDPR 679/16 (General Data Protection Regulation), I hereby authorize the recipient to use and process my personal data and details contained in this document.

DICHIARAZIONE SOSTITUTIVA DI CERTIFICAZIONE (art. 46 e 47 D.P.R. 445/2000)

La sottoscritta Matilde Giaccherini, ai sensi e per gli effetti degli articoli 46 e 47 e consapevole delle sanzioni penali previste dall'articolo 76 del D.P.R. 28 dicembre 2000, n. 445 nelle ipotesi di falsità in atti e dichiarazioni mendaci, dichiara che le informazioni riportate nel presente curriculum vitae, corrispondono a verità.

Roma, 5 gennaio 2024

Research statement

Matilde Giaccherini

University of Rome Tor Vergata -CEIS

sites.google.com/view/matildegiaccherini

Dear Committee members,

I am writing to express my interest in the full-time Assistant Professorship at University of Milan.

I am currently working as a postdoctoral researcher at the Centre of Economic and International Studies (CEIS) in the Department of Economics and Finance at the University of Rome Tor Vergata. I obtained my Ph.D. from the University of Rome Tor Vergata in April 2018. Since then, I have dedicated most of my energy to pursuing my research interests, which have always guided my goals.

I am an applied microeconomist, and the core element of my research revolves around health economics, environmental economics and media economics. I explore cutting-edge microeconomic methods and experimental techniques to understand the relationship between individuals and society and answering relevant policy questions. In my key publications, I have sought to offer important insights on the broad concept of individual behavior with several policy implications (see my publications in the *Journal of Health Economics*, *European Economic Review*, *Ecological Economics*, and the NBER and CESifo working papers). My future research activities are well-structured and based upon grants and partnerships that foster the potential for high-quality academic publications.

In my job market paper *Vax Populi: the social costs of Online Vaccines skepticism* with Joanna Kopinka and Gabriele Rovigatti, we aim to measure how the anti-vax movement in the context of social media harms public health endeavors and generates negative spillovers. We focus our analysis in Italy on pediatric vaccines for the period 2013-2018, before the onset of the COVID-19 pandemic and the associated anti-COVID vaccine debate.

Our study examines the effect of online vaccine skepticism on local public health outcomes such as immunization, vaccine-preventable hospitalizations, and relative costs. In analyzing vaccine skepticism spread, we leverage Twitter data. In order to analyze how individual social media vaccine stances evolved in Italy, we borrow a model of opinion dynamics in social networks. The mechanics of the model allow us to formalize the sources of endogeneity that pervade the relationship between the spread of anti-vax opinions on social media and vaccine hesitancy. On the one hand, direct exposure to extreme-stances influences users' stances (exposure effect). On the other hand, users tend to form links with like-minded peers, especially when topics are controversial (link formation effect). In order to measure the exposure effect, net of the link formation effect, we leverage network connections to build a valid instrumental variable. We thus exploit the fact that users' "friends of friends" are not their direct linkages. Under certain assumptions that we carefully scrutinize, exposure to "friends of friends" vaccine-related stances is likely to represent an exogenous source of variation for individual stances. Findings of our mixed two-stage approach show that an increase of 10 pp in the municipality's anti-vax stance causes a 0.43 pp decrease in coverage of the Measles-Mumps-Rubella vaccine, 2.1 additional hospitalizations every 100k residents among individuals untargeted by the immunization (newborns, the immunosuppressed, pregnant women) and an excess expenditure of 7,311 euro, representing an 11% increase in health expenses.

Finally, on top of the network structure, randomly occurring events related to epidemics, scientific findings, policies, and sentences are likely to mitigate or reinforce the effect of vaccine stances exposure on user stances. Our estimates suggest that informative campaigns about vaccines may be an easy intervention that can ultimately shape public health awareness.

To the best of my knowledge, this project might be the first to use detailed data on the geographical distribution of no-vax misinformation diffusion using Twitter data about costs derived from micro data on daily hospitalizations for vaccine-preventable problems. The project results aim to be published in a top general-interest economic journal and are likely to have cross-national relevance. This project is funded by the EIEF Grant that I won as P.I. in 2019 with Joanna Kopinska. The paper has been submitted to a top economic journal for review.

Recently, in the same research avenue of my JMP, I have started another project, *"Refueling a quiet fire: old truthers and new discontent in the wake of Covid-19"* in collaboration with Gabriele Beccari, Joanna Kopinska and Gabriele Rovigatti, based on Twitter and different administrative data from Italian provincial and municipality levels (e.g., hospitalizations, deaths, number of workers, mobility). The key question is to understand the origins and consequences of online misinformation, conspiracy theories, and fake news on Twitter in the onset of the COVID-19 pandemic in Italy. As the coronavirus spreads across the globe, killing millions of people, thousands

of people worldwide fall prey to cognitive biases, therefore sharply increasing coronavirus misinformation. In the conflict between personal beliefs and public health endeavors, it is crucial to understand the origins of mistrust to mitigate the information biases and the individual propensity to shirk responsibilities. This, in turn, could inform policymakers and help design more effective measures to counteract the polarization effects of unpopular decisions.

We examine COVID skepticism spread throughout Italy in relation to the pandemic's evolution and the government's restrictive measures. First, in a pure correlation analysis, we look at the determinants of COVID conspiracy across municipalities, examining the contribution of socioeconomic and political determinants. We also test whether municipalities showing stronger anti-vax sentiment pre-COVID were more COVID-skeptical. Second, in order to quantify the causal effects of restrictive policies on COVID mistrust, we leverage the spatial heterogeneity in the impact of restrictive measures. For local communities, in fact, the severity of economic consequences of the lockdown depended on the share of workers and activities in sectors deemed essential-whose variation across municipalities is "as good as random". Thus, we exploit this natural experiment to identify how much the measure-induced discontent fueled conspiracy theories, mistrust, and, ultimately, vaccine hesitancy. Finally, we analyze to what extent the local spread of online COVID skepticism was associated with actual differences in the uptake of COVID vaccine shots. We use first doses as the main outcome in our analysis because they most directly reflect the decision to be immunized.

The implications of analyzing the determinants of COVID skepticism are mixed. Encouragingly, we find that the higher rate of excess mortality combined with the extent of individual movement significantly decreases COVID skepticism. These effects could be explained by the fact that witnessing the danger and the impact of COVID firsthand leads to a lower degree of skepticism. Looking at the political background, we observe that a sense of personal discontent and political alienation represented by the local government are linked to conspiracy ideas. Besides, our estimates find discouraging evidence that an existing pre-COVID anti-VAX movement and the higher share of suspended workers positively influence COVID skepticism. This last result leads us to study the incidence of national mandate on the suspension of non-essential economic activities. Our results show that the sentiment of COVID skepticism was likely stronger in municipalities where the share of suspended workers was greater than the national average. Finally, our results on the impact of the first-dose vaccinations in Italy can be helpful to public health authorities in other countries looking for an effective strategy to increase vaccine uptake. Indeed, our framework is a step towards understanding the origins and consequences of online conspiracy theories on Twitter despite the COVID-19 health crisis and the substantial risks posed by misinformation in the near term. While the temporary policy remedy is the legal coercion imposing costs on decisions to opt out of vaccine obligation, accurate management of information biases holds the promise of enabling people to make better choices in their own and the public best interest. The paper has been submitted to a top field economic journal for review.

Moreover, I continue to be interested in environmental issues. In particular, I am interested in social problems of important economic value to understand how health and environmental phenomena intersect.

In the paper *"The effect of early childhood exposure to Chernobyl accident on female fertility."* with Joanna Kopinska, we investigate the long-term effects on female fertility exposed in embryonic or early childhood stage to radiation caused by the Chernobyl accident. Several features of the Chernobyl disaster form the basis for the identification strategy of our paper. Firstly, the Chernobyl disaster was costly and led to significant public health concerns. Secondly, we can consider it an exogenous and unanticipated event that impacted the population in a non-selective manner. Finally, contamination was not a monotonic function of distance to the damaged power plant. Indeed, there was a varying correlation between contamination levels and distance from the Chernobyl plant. We disentangle the fertility-abortion and fertility-stillbirth puzzle by combining administrative data of the universe of all Italian hospitalization for spontaneous abortion diagnoses for 2004-2016 and stillbirth diagnoses for 2004-2019. We constructed a pseudo panel data at the cohort municipality yearly level where outcomes are counts expressed per 10000 women for 18 cohorts of women born between 1976 and 1993, at the yearly Italian municipality level to address the consequences of women's fertility due to the exposure of Chernobyl radiation in embryonic and fetal stages. We link this data with the radioactivity environmental monitoring database provided by the European Environmental Agency via National Environmental agencies. The database collects information on the radionuclide concentrations in both environmental and foodstuffs samples. Using a diff-in-diff methodology, our results show an increase in spontaneous abortion hospitalizations for cohorts of women burned between 1985 and 1987, while the effect is less evident for stillbirth hospitalizations. In conclusion, the radiation that reached Italy was relatively moderate compared to other countries, so the added value of our work is to underline that relatively mild early-life shocks can have substantial negative long-term impacts.

I'm also continuing to analyze how non-pecuniary interventions could drive pro-environmental behavior. In particular, in a new online field experiment *"The Greenest, the Greener and the Green. Evidence from an online field experiment of adaptation to climate change."*

Matilde Giaccherini

carried out with Cecilia Castaldo, Giacomo Pallante, Alessandro Palma, and Michael K. Price, we quantify the demand for low-input and water-efficient organic products as a substitute for higher-input, though still organic products using online purchases. Many studies have explored the elasticity of consumers' demand in substituting higher-impact products with "green" ones. Still, little evidence exists on how the expansion of the information set on the environmental impacts of consumed products can incentivize the willingness to substitute the purchase of "green" products with "greener" ones among already conscious consumers. In our experiment, the characteristics of the products that make them greener are the provision of ecosystem services in agriculture. The interventions to modify natural landscapes and ecosystems to meet agricultural needs represent costs in terms of energy, natural resources, and biological diversity. This translates into a scarcity of goods and services that so far were free and abundant. A major motivation for our analysis is to contribute to the recent debate on the environmental costs of food. Indeed, price mismatching between green and non-green products often reflects the trade-off between productivity and sustainability. However, the same is true among products with a lower ecological footprint, such as organic products, as organic products may safeguard environmental services more effectively than others under conditions of high climate stress while maintaining a more quality and resilient performance. Moreover, the literature points out that consumers often associate organic products with healthy, tasty, and nourishing products, while environmental concern is often undervalued. Our experiment focuses on the latter aspect and tests whether a consumer's deeper knowledge of organic farmers' decisions to invest in more sustainable practices.

Finally, looking to the future, there are several areas I am eager to explore in my research. With a deep interest in the study of violence against women, I have two ideas: firstly, I aim to investigate the repercussions of local government policies that impose restrictions on access to legal abortions on the prevalence of violence against women. Secondly, while previous studies have focused on the positive impact of having female mayors in reducing violence against women I am intrigued by the flip side of the coin. Specifically, I intend to examine how events of violence against women, such as femicide, can potentially influence voting patterns in local elections. It is conceivable that municipalities witnessing such tragic events may demonstrate voting tendencies that reflect a heightened concern for women's well-being, leading to increased support for female mayoral candidates or political parties that prioritize women's welfare in their manifestos.

Institutionally, I have been involved in research projects affiliated with both international organizations (WB) and national stakeholders (the Italian Ministry of Health and the Ministry of the Environment). Working as a Research Fellow, I have learned how to formulate research projects, conduct quantitative analysis, develop and manage databases, and write scientific publications. Being involved in various research projects has reinforced my interpersonal skills, where dialogue, team synergies, and managing institutional aspects of research are fundamental.

Overall, my recent research efforts have allowed me to create a network of prestigious collaborations, where joint work with high-quality researchers has presented me with new professional challenges. At this stage, I am looking for a stimulating environment to develop my professional experience, capitalize on my academic interests, share and expand my research network and boost my teaching skills. My creativity, personal commitment, and strong motivation have always guided my achievements. As a result, I believe that at this stage I am particularly well-suited for the Assistant Professorship at University of Milan.

Thank you for considering my application.

Sincerely,

Matilde Giaccherini

5 gennaio 2024

Teaching Statement

Matilde Giaccherini (matilde.giaccherini@uniroma2.it)

My approach to teaching has evolved with my experience as an instructor and teaching assistant over the last seven years. I frequently interact with national and international Bachelor's and Master's students.

The main pillar of my teaching approach is student involvement in order to encourage them to participate in discussions and stimulate their curiosity and interest in the subject with an open and welcoming approach and students reacted with great performance. I always try to show students my passion for the topic I teach and how academic research relates to that. I provide the intuition behind even the most basic concepts, looking at problems from different points of view. In order to fix ideas, I use examples that are as close as possible to themes they are interested in, usually concerning their everyday life. Finally, I strive to adapt my lectures to be understandable to students with different cultural and educational backgrounds. The satisfaction of seeing students learning and appreciating my effort was priceless.

I believe I would be able to teach the courses at the undergraduate and graduate levels. I am particularly keen to give lectures in Microeconomics, Environmental Economics, and subjects with a substantial content of empirical applications such as Media Economics.

In addition to teaching, I enjoyed mentoring a Ph.D. student and a Master's student in writing their thesis and evaluating their dissertations in Environmental economics. Both candidates appreciated my continuous feedback and my availability and received the highest grade by the committee. Guiding students in their transition from learners to independent researchers was extremely rewarding.

THE UNIVERSITY OF CHICAGO
KENNETH C. GRIFFIN DEPARTMENT OF ECONOMICS
1126 EAST 59TH STREET
CHICAGO • ILLINOIS 60637

JOHN A. LIST
KENNETH C. GRIFFIN
DISTINGUISHED SERVICE PROFESSOR

TELEPHONE: (773) 702-9811
FACSIMILE: (773) 702-8490
EMAIL: JLIST@UCHICAGO.EDU

31 August 2021

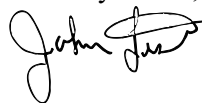
Dear Colleague:

I have been asked to write a letter of recommendation for Matilde Giaccherini concerning a position in your department and I am honored to do so. I have known Matilde since she visited University of Chicago in 2019 and participated in my experimental group's activities. Over the past two years I have worked closely with Matilde as a co-author. In short, I have very high expectations on her future contributions to economics, as I envision her work opening up several important branches of economics research within behavioral, experimental, and theoretical economics. Please allow me to elaborate on our joint work.

We worked together on a paper titled, "The Behavioralist Goes Door-To-Door: Understanding Household Technological Diffusion Using a Theory-Driven Natural Field Experiment." This paper uses a field experiment to estimate the effects of prices and social norms in the decision to adopt an efficient technology. We find that prices and social norms influence the adoption decision along different margins: while prices operate on both the extensive and intensive margins, social norms operate mostly through the extensive margin. As a whole, our findings highlight that the design of optimal technological diffusion policies will require multiple instruments and a recognition of household heterogeneity. Matilde has been a full participant on every aspect of this research. As an example, Matilde worked out a much smarter way to carry out the reduced-form analysis that takes into account the possible correlation structure across actions and the fact that observations come from a gradually reducing subject pool. This made the empirical analysis much more consistent with the experimental design—something that had been weighing heavily on the paper up to that point. I fully anticipate that she will continue to perform research with tightly linked theory and field experimental data. Given that I envision an important area of experimental economics will be field experimental identification of key parameters within a theoretical model, I find Matilde situated well to make important scientific contributions for years to come.

This letter ends where it began. I strongly endorse Matilde to your department. She is already on a highly-productive trajectory, and I see nothing but great things in her future. Further, Matilde fits in nicely with others I know at the same stage of professional development who have recently been hired at top universities. I therefore strongly recommend Matilde without a negative or neutral observation. Please call me if you should have any questions— 708.704.4035.

Sincerely Yours,



John A. List
Professor, University of Chicago
Research Associate, NBER
University Fellow, RFF

Michael K. Price
Professor and Dwight-Harrigan Fellow in Natural Resource Economics
Department of Economics, Finance, and Legal Studies
University of Alabama and NBER

23 August 2021

To Whom It May Concern:

Matilde Giaccherini has asked me to write a letter in support of her application for your job opening and I am delighted to do so. I have known Matilde since the Spring 2017 when she was a visiting scholar at the University of Chicago. While she was visiting Chicago, we started working together on a project designed to understand the effect of behaviorally motivated policies (social nudges) and price changes on the diffusion of a new technology, energy efficient lightbulbs. Since then, I have continued to work with Matilde as a co-author on this project and have discussed her broader research interests/agenda. I thus feel as if I am well positioned to comment on her abilities and promise as a scholar.

Based on these interactions, I have no doubt that Matilde will prove to be a quality scholar and colleague. I would recommend her without reservation for any position outside the top 5-10 Universities in Europe. Matilde is amongst the very best students and post-doctoral scholars that I have had the opportunity to work with in my fifteen plus year career. I believe that she will develop a reputation as one of the top experimental and behavioral economists in her cohort. However, the impact of her Matilde's work will extend beyond the experimental and behavior community; her work will ultimately influence the thinking of environmental and health economists – particularly those interested issues surrounding resource conservation and the health effects of pollution.

For perspective, I view Matilde's potential as a scholar to be comparable or exceed that of past students or junior co-authors such as Bruno Wichmann who was recently tenured at the University of Alberta, Anomitra Chatterjee who is a Post-Doctoral fellow at the Grantham Institute at the London School of Economics, Andreas Gerster who is a Post-Doctoral fellow at the University of Mannheim, or Luigi Butera who is an Assistant Professor in the Business School at the University of Copenhagen. However, the best comparison for Matilde is Alec Brandon who was a PhD student at the University of Chicago and is now an Assistant Professor in the Business School at Johns Hopkins University. Alec has built his reputation as a scholar who combines theoretical models and experimental methods to identify the impact of public policies and uncover the behavioral mechanisms driving those impacts. Matilde's work has a similar focus; she combines behavioral theory with experimental methods to understand whether and why a given policy/intervention works.

Yet, Matilde has a broader set of skills and interests. In addition to her experimental work, she is building a portfolio of high-quality papers using quasi-experimental methods to estimate the effects of pollution on health-related outcomes such as hospitalization or female fertility. The breadth of her skill set is rare for junior scholars and bodes well for her future success. Matilde's research will not be limited by the availability of administrative (or survey) data or the opportunity to generate new data via a field experiment or RCT. This will expand the set of questions that Matilde can explore and the breadth with which she can explore any given question.

Rather than focus the remainder of my comments on Matilde's overall research interests and abilities, I would like to discuss her contributions to a project on which we are co-authors. For this project, we use data from a field experiment whereby households were visited by a paid solicitor and offered the opportunity to purchase up to two packets of energy efficient lightbulbs. Experimental treatments included variation at different stages of the interaction amongst the solicitor and household.

In the first stage of the interaction – the door opening phase – households were randomly assigned to either a control group or one of two treatment conditions designed to vary the opportunity for households to sort and avoid interacting with the solicitor. Households in the control group were not provided any warning that a solicitor would be visiting their home. Households in the treatment groups were provided a door hanger that included information on the approximate time (one-hour window) when the solicitor would visit the home and the purpose of the visit – to discuss energy efficiency in the home and provide the household the opportunity to purchase energy efficient lightbulbs. By informing the household about the pending visit, the door hanger introduced the possibility to avoid the interaction by either leaving the home or refusing to answer a knock on the door during the indicated time window. To lower the costs of avoid the ask, flyers for half of the treatment group included an additional feature, an opt-out box. If the opt-out box were checked, the solicitor would refrain from knocking on the household's door. Hence, the household could avoid the ask without having to leave the home or ignore a knock on the door.

The second stage of the interaction, households were provided information about energy efficient lighting and asked if they would like to purchase a package of four energy efficient bulbs. Treatments varied two dimensions of this decision; (i) the price of the bulbs and (ii) whether or not the household was provided information about the proportion of others in the local area that owned energy efficient lightbulbs. For households that purchased a package of bulbs, they were then asked if they would like to purchase a second package of bulbs.

While the basic structure of the experiment followed DellaVigna et al. (2012), there were a number of differences in the interaction amongst the solicitor and household. Specifically, prices and the descriptive norm were not revealed to the household until they opened the door and talked with the solicitor. Moreover, whereas households in the DellaVigna et al. (2012) study could contribute any amount to the underlying charitable cause, actions in our setting were discrete – purchase 0, 1, or 2 packages of efficient lightbulbs. As such, we had to rethink the theoretical model and estimation of the resulting structural model.

Matilde played an integral role in both of these efforts. She worked closely with Giovanni Ponti and David Jimenez-Gomez in developing the theoretical model – a multi-stage game with incomplete information where, at each stage, the agent is forming expectations over choices by her future self. Relative to the model developed in DellaVigna et al. (2012), the key innovation of our approach is the introduction of a “curiosity parameter” which captures the desire of the agent to open the door to acquire information about energy efficient technologies. Moreover, we allow a correlation amongst curiosity and the agent's sensitivity to social pressures and normative appeals.

For the empirical analysis, was responsible for estimation of the reduced form models and worked closely with Giovanni on estimation of the structural model. She also developed many of the policy counterfactuals included in the structural analysis and was involved in writing the initial draft of the theory and results sections of the paper. Matilde's contribution to the paper were invaluable and showcase her skills and promise as an academic – she is a strong applied econometrician which allows her to tackle deep and challenging problems.

In summary, I have the utmost confidence that Matilde will prove an excellent colleague and a valuable addition to any department that values high quality research. She is a creative thinker with a true passion for research; characteristics I associate with successful researchers and look for in co-authors. Matilde is building a portfolio of interesting papers that tackle important questions. To date, her work has been accepted for publication in leading general interest (*European Economic Review*) and field (*Journal of Health Economics* and *Ecological Economics*) journals. Her working papers are of similar quality and I anticipate that they will publish equally well. I have no doubts that Matilde will continue to mature as a scholar and her work will influence both economic science and public policy.

In closing, I would like to reiterate that I have thoroughly enjoyed collaborating with Matilde; she has made fundamental contributions that enhanced the quality of the paper and the underlying lessons learned from the work. I look forward to watching her career develop and hope that we will be able to collaborate on future projects. If we were in the market for an applied microeconomist this year, I would push for Matilde to be at the top of our candidate list. I would love to have her as a colleague and believe she would significantly improve the overall quality of our Department.

I invite you to contact me directly via email (mkprice2@cba.ua.edu) if there is anything else I can do to support Matilde's application. I thank you in advance for considering her application. I have no doubts that Matilde will be an excellent colleague and prove a great addition to whatever group ultimately hires her.

Sincerely

A handwritten signature in dark ink, appearing to read 'M. K. Price', with a long horizontal flourish extending to the right.

Michael K. Price



Prof. Mariangela Zoli
e-mail: zoli@uniroma2.it

Tel. +39 06 7259 5929
Fax +39 06 204 02 19

Re: Reference letter for Matilde Giaccherini, applicant for the position of Assistant Professor (RTT) in Political Economy at the University of Rome Sapienza.

To Whom It May Concern:

It is my great pleasure to recommend Matilde Giaccherini for the position of **Assistant Professor (RTT) in Political Economy at the University of Rome Sapienza**.

Matilde is an applied micro-economist working in the field of experimental, health/environmental and media economics.

I have known Matilde for several years. I met her for the first time in 2014 when she started her PhD programme in Economics, Law and Institutions at Tor Vergata University of Rome. Given her interests in environmental problems and policies, together with my colleague Alessio D'Amato, I have guided Matilde throughout her PhD, co-supervising her PhD dissertation. During this period, she started showing her passion for research and great skills for conducting empirical work.

During her PhD, she spent a visiting period at the University of Chicago under the supervision of John List and Giovanni Ponti, where she contributed with her methodological skills to the development of a research project on households' energy conservation. This paper, which was part of her PhD thesis, is currently an NBER WP.

After her PhD programme, I had several opportunities to interact with Matilde on a daily basis, to discuss her interests, passions, and career plans and to appreciate her natural curiosity and intellectual maturity. Furthermore, I had the opportunity to follow Matilde's progress on several promising research projects she was working on, which have been subsequently developed into completed papers, and published in important international journals.

I have collaborated with her on two projects. I will focus my attention on the two papers I am most familiar with, as we co-authored them.

The article "The role of information sources and providers in shaping green behaviours. Evidence from Europe" originates from a chapter of Matilde's PhD thesis and is now published in Ecological Economics. It explores the impact of information provided by different sources and with different levels of trust on four behaviours related to waste management and resource efficiency. It is well-known that information provision about environmental problems and policies is essential to stimulate changes in consumers' behaviours in the socially desired direction. The idea behind the paper, however, is that the source of information provision makes the difference in determining the impact of the information itself. In the environmental domain, there are several providers of information: besides public institutions, environmental information is often communicated by other actors, such as private companies, and environmental and consumer organizations, which on the one hand contribute to the dissemination of information, but on the other hand, contribute to information overload and the risk of confusion and distraction from more authoritative information sources. Different providers also rely on different communication tools which may affect individual actions of the various socio-economic groups of the population in different ways, due to their specificities in terms of frequency of access, usability and proximity. Given these premises, the article explores the relevance of the sources of eco-information and the degree of trust in its providers in shaping behaviours relevant to the implementation of the circular

Prof. Mariangela Zoli
e-mail: zoli@uniroma2.it

Tel. +39 06 7259 5929
Fax +39 06 204 02 19

economy transition. Given the importance of capturing the differential impact that information provision and sources may have, the empirical analysis would have required the use of a panel dataset, which however is not available to study pro-environmental behaviours. The lack of data has been overcome by adopting a "pseudo-panel" approach, with cohorts, defined by the year of birth and country, as units of analysis and exploiting three waves of the Special Eurobarometer surveys (EBs) on attitudes of European citizens towards the environment (years 2008, 2011 and 2014). The results of the empirical analysis confirm that information is a positive driver of pro-environmental behaviours but that information policies have heterogeneous effects on consumers of different ages and socio-economic conditions. Concerning the role of trust in the information provider, results show that confidence in institutions does not significantly drive environmental behaviours, except for water-saving actions, suggesting an important role for public bodies' campaigns to stimulate water conservation. On the contrary, trusting companies as one of the main providers of eco-information has a negative impact on recycling and energy-saving decisions, suggesting the potential existence of a 'rebound effect'. In other terms, a consumer may decide to react by increasing her energy consumption, or recycling less, when companies announce that they are taking the responsibility for such an effort. It is worth remarking that, since the very start of the project, Matilde took a leading role in the collection of the datasets, as well as in the estimation of the results.

The second project led to the publication "Nudging food waste decisions at restaurants" in the European Economic Review. This article presents the result of a field experiment run at 14 restaurants, with the aim of evaluating the impact of two behavioural interventions on stimulating the use of doggy bags. The first intervention aims to inform customers that the prevailing social norm about the use of doggy bags is changing towards increased adoption. The second intervention reverses the default option in restaurants and automatically provides a doggy bag in the case of leftovers. To investigate the causal effect of the treatments we have used a difference-in-differences analysis, supported by several robustness checks, and a linear probability model which estimates the probability of taking the doggy bag at an individual level. The empirical results show that activation of the social norm has a statistically significant positive impact on the use of doggy bags, while the second treatment, which reverts the default option, is not statistically significant. Quite interestingly, the estimated coefficient of the social norm manipulation suggests a sizeable economic effect, increasing by 100% the number of doggy bags in treated restaurants compared with non-treated ones. While since this may seem to be a small effect, by implying the distribution of about 1 doggy bag each day on average in each treated restaurant, by performing a back-of-the-envelope calculation of the treatment effect in our 5 social norm restaurants in 1 year we have the nonnegligible result of an increase of almost 800 doggy bags compared with the pre-intervention trend, about 29 million more doggy bags per year if we could extend the treatment to all Italian restaurants. A more careful consideration of the impact of the second treatment, instead, reveals that, even though the treatment did not significantly increase the uptake of doggy bags, it encouraged clients to consume the entire meal. A possible interpretation of the result is that the default nudge has worked as a behavioural prescription by the restaurant, i.e. suggesting that in those restaurants leaving food uneaten is considered inappropriate behaviour and clients choose to reduce leftover production. In this case, also, Matilde contributed greatly to the construction of the dataset and the subsequent empirical analyses.

Her passion for research has resulted in other papers, one of them already well-published in a top journal of health economics. The others, which deal with the impact of social networks on vaccine take-up and health consequences for individuals, have the potential to have an important impact on the field.

Overall, I can say that Matilde is a very serious, hardworking person, and a careful empirical researcher. I am most impressed by her ability to identify relevant, interesting, and fashionable research questions. Matilde is also very motivated and committed to her work tasks. I am confident that these qualities and her work ethic will allow Matilde to be a valuable contribution to your institution.

Please do not hesitate to contact me with any additional questions you may have.

Sincerely,
Mariangela Zoli



THE UNIVERSITY OF CHICAGO
DEPARTMENT OF ECONOMICS
1126 EAST 59TH STREET
CHICAGO • ILLINOIS 60637

JOHN A. LIST
CHAIRMAN AND KENNETH C. GRIFFIN
DISTINGUISHED SERVICE PROFESSOR

TELEPHONE: (773) 702.3478
FACSIMILE: (773) 702-8490
EMAIL: JLIST@UCHICAGO.EDU

30 September 2023

To whom it may concern:

This is to certify that Matilde Giaccherini spent the days from 09/20/2023 to 09/30/2023 visiting the Department of Economics at the University of Chicago.

Sincerely,

A handwritten signature in black ink, appearing to read "John List". The signature is fluid and cursive, with the first name "John" being more prominent than the last name "List".

John List
Professor, University of Chicago
Research Associate, NBER

THE UNIVERSITY OF CHICAGO
DEPARTMENT OF ECONOMICS
1126 EAST 59TH STREET
CHICAGO • ILLINOIS 60637

JOHN A. LIST
CHAIRMAN AND KENNETH C. GRIFFIN
DISTINGUISHED SERVICE PROFESSOR

TELEPHONE: (773) 702-9811
FACSIMILE: (773) 702-8490
EMAIL: JLIST@UCHICAGO.EDU

31 May 2017

To whom it may concern:

This is to certify that Matilde Giaccherini spent the days from 3/10/2017 to 6/7/2017 visiting the Department of Economics at the University of Chicago, working with me and my collaborators on the joint research entitled "How Many Economists does it take to Change a Light Bulb? A Natural Field Experiment on Technology Adoption" and attend the seminars series.

Sincerely Yours,



John A. List
Professor, University of Chicago
Research Associate, NBER
University Fellow, RFF

Matricola 280500

N. Registro 2009202122/M841

Si certifica che GIACCHERINI MATILDE, nata a ROMA (RM) il 02/05/1983, ha conseguito in data 25/11/2008 la LAUREA SPECIALISTICA in ECONOMIA DELL'AMBIENTE, DELLO SVILUPPO E DEL TERRITORIO (64/S - CLASSE DELLE LAUREE SPECIALISTICHE IN SCIENZE DELL'ECONOMIA, D.M. 509/1999) , con voti 110/110 e lode.

La durata normale del corso di studi è di due anni, per un totale di 120 crediti formativi universitari.

Il presente certificato si rilascia in carta semplice, per l'uso consentito dalla legge.

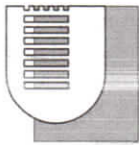
Il presente certificato è stato rilasciato telematicamente al diretto interessato dal sistema informatico di questo Ateneo..

ROMA, 07/02/2010

IL RESPONSABILE DELLE SEGRETERIE STUDENTI
DOTT.SSA ROBERTA EVANGELISTA

I DATI DEL PRESENTE CERTIFICATO SONO ESTRATTI DALL'ARCHIVIO INFORMATIZZATO DI QUESTA UNIVERSITA' (DECR. LEGISLATIVO 12/02/1993, N.39).

LA FIRMA E' OMESSA AI SENSI DELL'ART.3, DEL DECR. LEGISLATIVO 12/02/1993, N.39.



ATTESTATO DEL TITOLO DI DOTTORATO DI RICERCA IN ECONOMIA DIRITTO E ISTITUZIONI

Si certifica che il Dott. MATILDE GIACCHERINI
nato a ROMA (RM) il 02/05/1983 - cittadinanza ITALIA
ammesso a frequentare il dottorato di ricerca in ECONOMIA DIRITTO E ISTITUZIONI
con sede amministrativa presso l'Universita' degli Studi di Roma "Tor Vergata"

ha sostenuto con esito positivo l'esame finale per il conseguimento del titolo di dottore di ricerca con la commissione
giudicatrice composta dai Prof.ri:

Prof. GIOVANNI MARIN,
Prof. STEFANO GORINI
Prof. MARIANGEA ZOLI

Roma li, 20/04/2018

La Commissione

Mariangea Zoli
Stefano Gorini
Giovanni Marin



Il Responsabile del Settore Dottorati
(Giovanni La Rosa)

Giovanni La Rosa



REPUBBLICA ITALIANA

Noi

Giuseppe Novelli

MAGNIFICO RETTORE DELL'UNIVERSITÀ DEGLI STUDI DI ROMA
"TOR VERGATA"

A.A. 2017/2018

VISTI I RISULTATI DEGLI STUDI COMPIUTI
E DELL'ESAME FINALE DI DOTTORATO

IN VIRTÙ DEI POTERI DI LEGGE
ABBIAMO CONFERITO A

Matilde Giaccherini

nata a Roma il 2 Maggio 1983

IL DOTTORATO DI RICERCA IN

Economia Diritto e Istituzioni

QUALIFICA ACCADEMICA DI

Dottore di Ricerca

(AI SENSI DEL D.M. 270/04)

IL PRESENTE DIPLOMA VIENE RILASCIATO A TUTTI GLI EFFETTI DI LEGGE

ROMA, *15 Maggio 2019*

REG. DR-001

FGL. 121

IL DIRETTORE GENERALE

Giuse Capri

IL RETTORE

Giovanni

Stampa: Roma 2019

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