

## LUCA SAVORELLI

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Date of birth:	18/5/1981 Sex: Male	<b>Address</b>
Citizenship:	Italian	<i>School of Economics and Finance, U. of St Andrews</i>
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### **CURRENT POSITION AND AREAS OF INTEREST**

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Lecturer in Economics, *School of Economics and Finance, U. of St Andrews*.

Health economics. Field experiments. Innovation. Industrial Organization.

### **EMPLOYMENT HISTORY**

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Sep 2012 - present	Lecturer in Economics, <i>School of Economics &amp; Finance, U. of St Andrews, UK</i> .
2011 – Aug 2012	Postdoc Fellow (stipendiary). <i>Department of Economics, U. of Bologna, Italy</i> . Project “Internationalization of R&D activity”.
Oct 2009 – Oct 2010	RA, Prof. O. Bandiera and Dr. G. Fischer. <i>The London School of Economics, UK</i> . Project “Culture and Incentives: A Cross-Country Field experiment”.
2008 – 2010	Research Fellow (stipendiary). <i>Department of Economics, U. of Bologna, Italy</i> . Project “Behavioral Economics and Social Enterprise”. Supervisor: Prof. G. Ecchia.

### **EDUCATION**

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Oct 2005 - Feb 2011	PhD in Economics, <i>International PhD Programme, U. of Siena, Italy</i> . 17/2/2011. Thesis: “Three essays on social pressure, nonmonotonic network effects, and asymmetric market demands”. Supervisor: Prof. Vincenzo Denicolò.
Oct 2009 – Oct 2010	Visiting Research Student, <i>The London School of Economics, United Kingdom</i> . Advisor: Prof. Oriana Bandiera.
Oct 2004 – Oct 2005	Master of Science in Economics, <i>U. of Siena, Italy</i> .
Sept 2000 – Oct 2004	School of Excellence (Collegio Superiore), <i>U. of Bologna, Italy</i> . Rank: 1 <sup>st</sup> in the admission process for the Humanities and Social Sciences area.
Sept 2000 – Oct 2004	Bachelor in Economics, grade 110/110 and magna cum laude (4-year degree). Thesis: “Sequential innovations and patent design”, <i>U. of Bologna, Italy</i> .

## PEER-REVIEWED PUBLICATIONS

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Obesity and smoking: can we kill two birds with one tax?, 2015 Forthcoming in *Health Economics*. DOI: <http://dx.doi.org/10.1002/hec.3231>(with D. Dragone and F. Manaresi).

Thinness and obesity: a model of food consumption, health concerns, and social pressure, 2012.  
*The Journal of Health Economics*, Vol. 31:1, pp. 243 - 256. (with D. Dragone)

Asymmetric cross-price effects and collusion, 2012. *Research in Economics*, Vol. 66:4, pp. 375-382.

## REVISE&RESUBMIT

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The Inventor Balance and the Functional Specialization in Global Inventive Activities, (with L. Picci).

## UNDER SUBMISSION

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Price competition when behaviour is characterized by conformity or vanity: A comment.

(with J. Seifert)

## WORKING PAPERS

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Bottom-up rules and non-monetary incentives: a natural field experiment. [SIRE grant]

(with G. Ecchia, R. Orsini)

Experimental evidence on the role of workers' participation in determining work practices is hard to be found. We fill this gap by designing a natural field experiment on the effects of participation and recognition of workers on quality provision. Our framework is novel, as it studies complex tasks performed by permanent employees in an industrial country. Our methodology leverages on the geographical remoteness of three twin facilities of the same firm. In two facilities we exogenously introduce a recognition scheme based on an accurate and continuous record of mistakes. In the first facility (bottom-up treatment), the workers choose the scheme. In the second facility (top-down), the manager introduces the scheme. Our results show that the bottom-up treatment has a significant and persistent positive effect on quality provision with respect to the top-down group. Further evidence suggests that in the top-down group procedural justice concerns and a less favourable attitude towards the management might be the drivers of effort withdrawal and increased mistakes.

JEL classification:D23, J32, I19, M52,

Keywords: natural field experiment, bottom-up, top-down, recognition, incentives, persistence.

Tobacco taxes and smoking bans impact differently on obesity and eating habits, *Working papers DSE*, Department of Economics, U. of Bologna, n. 878, 2013 (with D. Dragone, F. Manaresi).

The technological specialization of countries: an analysis of patent data, *School of Economics & Finance Discussion Papers*, University of St Andrews, n. 1301 (with L. Picci).

The Structural Changes of Internationalized R&D Activities: An Analysis of Patent Data, SSRN Working Paper, 2012 (with L. Picci).

Multiple rational addictions and the effect of price on consumption, *FarmaFactoring Foundation Working Papers*, 2012 (with D. Dragone and F. Manaresi).

## WORK IN PROGRESS

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- 1) A field experiment on the Hawthorne effect. [SIRE grant] - primary data collection completed March 2015. (with G. Ecchia, R. Orsini)
- 2) Man and machine: a field experiment on workers and technology in the workplace. – running Oct – Dec 2015.
- 3) Self-determination and bottom-up rules in the workplace: a quasi-field experiment. [British Academy Grant] – planned Feb 2016.
- 4) Self-determination and workers welfare in the workplace – planned 2016.
- 5) Intercultural cooperation and inventive activities. (with L. Picci)

## GRANTS

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| 2015-2017 | British Academy/Leverhulme Trust. £ 8135. Project: <i>Self-determination and bottom-up rules in the workplace: a quasi-field experiment.</i> (PI: Dr L. Savorelli).                |
| 2014-2016 | Scottish Institute for Research in Economics (SIRE). £ 24000. Project: <i>Bottom-up rules and intrinsic motivation in the workplace: a field experiment</i> (PI: Dr L. Savorelli). |
| 2011-2012 | Italian Association of Health Economics (AIES) and FarmaFactoring Foundation grant. Project: <i>Can antismoking policies increase obesity?</i> (PI: Dr D. Dragone).                |
| 2009-2011 | National research grant (FIRB), Project: <i>Social norms and intertemporal choices: a behavioral approach</i> (PI: Prof. M. Casari ).  |
| 2010      | Royal Economic Society, Conference Grant.  |

## AWARDS

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- 2010 London Research and Consulting Group Prize, *London School of Economics*. 1<sup>st</sup> LSE Poster Exhibition & LSESU (visitors' poll) Prize, *London School of Economics*. 1<sup>st</sup> LSE Poster Exhibition.
- 2009-2010 Marco Polo Scholarship (for the visiting position at the LSE), *U. of Bologna*.
- 2004-2008 PhD in Economics Scholarship, *U. of Siena*.
- 2000-2004 School of Excellence Scholarship, *U. of Bologna*.

## IMPACT

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- 1 impact case: intermediate stage (the firm is planning some organizational changes as consequence of the field experiment **Bottom-up rules and non-monetary incentives: a natural field experiment [SIRE grant]**). Report to be sent by SIRE to Scottish Government by end of October 2015.
- 1 impact case: initial stage (the firm may plan some organizational changes as consequence of the field experiment **Man and machine: a field experiment on workers and technology in the workplace.**)
- Potential interest for policy makers for health and innovation policy: **The Inventor Balance and the Functional Specialization in Global Inventive Activities** (target: European Commission); **Tobacco taxes and smoking bans impact differently on obesity and eating habits** (target: NHS).

## TEACHING

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Sept 2012 – present	Lecturer, <i>School of Economics and Finance, ca. 300 students per year.</i> <i>University of St Andrews.</i>
2015 – 2016	EC2008 <b>Money, banking, and financial markets</b> (Topics in Finance), Taught twice: semester 1 & semester 2 (Principal Module Teacher)  EC4023 <b>Contemporary issues</b> (Principal Module Teacher)
2014 – 2015	EC2008 <b>Money, banking, and financial markets</b> (Topics in Finance), Taught twice: semester 1 & semester 2 (Principal Module Teacher)  EC4205/EC4510 <b>Economic Policy</b> (Principal Module Teacher) EC4023 <b>Contemporary issues</b> (Lecturer)
2013 – 2014	EC2008 <b>Money, banking, and financial markets</b> (Topics in Finance), Taught twice: semester 1 & semester 2 (Principal Module Teacher)  EC4023 <b>Contemporary issues</b> (Lecturer)
2012 – 2013	EC2008 <b>Money, banking, and financial markets</b> (Topics in Finance), Taught twice: semester 1 & semester 2 (Principal Module Teacher)  EC4023 <b>Contemporary issues</b> (Lecturer) EC2001 <b>Intermediate Microeconomics</b> (Tutorials)

Oct 2013	Lecturer, seminar cycle: "Obesity and economics", <i>School of Excellence, U. of Bologna.</i>
Mar 2012 – Jun 2012	TA, Microeconomics, <i>School of Economics, U. of Bologna.</i>
2006 – present	Subject expert – Industrial Organization (Cultore della materia), <i>U. of Bologna.</i>
2010 – 2011	TA, Industrial organization. <i>School of Economics, U. of Bologna.</i>
2006 – 2009	Lecturer, Economics of Innovation (UG module). TA, (300 hrs/year) <i>U. of Bologna.</i>

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## **SUPERVISION**

Supervision: Undergraduate, Postgraduate.

PhD students: Sinan Corus, second supervisor.

Internal examiner and convener, Ph.D. dissertation: Jacob Seifert. Dimitrios Alexakis.

External examiner, Ph.D. dissertation: University of Cape Town.

Research Assistants: Federico Fornasari, Kelly McCoy.

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## **ADMINISTRATIVE DUTIES**

2015 – present. Adviser.

2013 – present. Orientation-Visiting Days, school delegate.

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## **REFEREE & REVIEWER**

The Journal of Health Economics (3). European Journal of Health Economics. The B.E. Journal of Theoretical Economics (2). Fiscal Studies. The Manchester School. Economic and Social Research Council (ESRC). National Institute for Health Research (NHS) (4). Medical Research Council (MRC). Social Sciences and Humanities Research Council of Canada (SSHRC).

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## **SEMINARS AND CONFERENCES**

- **Invited presentations**

2016: Geography of Innovation, U. of Toulouse.

2015: International "Field Days Workshop", Edinburgh; U. of Reading; U. of Toulouse.

2014: U. of Stirling, U. of Bologna.

2013: JRC-IPTS, European Commission, Sevilla; U. of Dundee.

2012: JRC-IPTS, European Commission, Sevilla; U. of St. Andrews; U. of Lancaster; U. Cattolica, Milan.

2011: JRC-IPTS, European Commission, Sevilla.

- **Selected presentations**

2014: Royal Economic Society Annual Conference, Manchester.

2013: "Production, R&D and Knowledge Offshoring", Bocconi University, Milan. 2012: "Competition, Innovation and Competition Policy", SIRE, U. of St. Andrews. 4<sup>th</sup> Workshop "The output of R&D activities", IPTS, Sevilla. 2011: RES 2011 Annual Conference; 6<sup>th</sup> PhD Presentation Meeting of the RES, London, UK; European Health Economics Workshop, Brescia, Italy. 2010: LSE; PET, Turkey; 1<sup>st</sup> LSE Poster Exhibition, London, UK; Public Economics UK Workshop, IFS, London.

- **Scientific committees and organization**

2013 – 2016: Scientific committee: "The Young Economists' Workshop on Social Economics", *School of Economics, U. of Bologna*. 2013: Scientific Committee: 5<sup>th</sup> workshop "The Output of R&D activities", *IPTS, European Commission*, Sevilla, Spain. 2011: Scientific Committee and co-organizer. 3<sup>rd</sup> workshop "The Output of R&D activities", *IPTS, European Commission*, Sevilla, Spain. 2008 – 2012: Scientific Committee, main organizer. "The Young Economists' Workshop on Social Economics", *School of Economics, U. of Bologna*.

## SELECTED MEDIA COVERAGE

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- "Thinness and obesity": *International*: Associated Press (video interview), The Huffington Post, Fox Boston, New York Magazine. *Italian*: Il Secolo XIX, Vita.
- "Smoking and Obesity": *Italian*: ANSA, ilsole24ore.com, panorama.it, quotidianosanita.it.

## UNIVERSITY BODIES & PROFESSIONAL MEMBERSHIP

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- **Associations**: RES; EPIP; Collegio Superiore Alumni, *School of Excellence*; Alumni *LSE* (2011 – present)
- **Boards**: School of Economics & Finance, *U. of St Andrews* (2012 – present); *School of Excellence*: Students' Representative (2002 – 2004); Alumni (2008 – 2010); Dep. of Economics, *U. of Siena* (2004 – 2005).

## SKILLS

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**Software knowledge**: Excellent: Stata, Mathematica, LaTeX, Beamer, Office. Basic: MySQL, ArcGis, SAS, VBA.

**Language**: Italian (native). English (fluent).

11 December 2015