Nicola Persico

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Affiliations

2011-present	John L. and Helen Kellogg Professor of Managerial Economics and Decision Sciences, Kellogg School of Management, Northwestern University
2011-present	Professor of Economics (courtesy appointment), Northwestern University
2006-2011	Professor of Economics, and Professor of Law and Society, New York University
2001-2006	Associate Professor, Department of Economics, University of Pennsylvania
1997-2001	Assistant Professor, Department of Economics, University of Pennsylvania
1996-1997	Assistant Professor, Department of Economics, UCLA
2006-present	NBER Research Associate
2001	Visiting Fellow, Department of Economics, Princeton University

Education

1996	Ph.D. in Economics, Northwestern University
1995	Ph.D. in Mathematical Economics (Trieste, Italy)
1991	*Laurea* in Economics, Università Bocconi, Milano (Italy), *Magna cum Laude*

Editorships

2020-2023	Editor, *RAND Journal of Economics*
2017-2020	Co-Editor, *Journal of Law, Economics, and Organization*
2011-2015	Co-Editor, *Theoretical Economics*
2009-2011	Board of Editors, *American Economic Review*
2009-2011	Associate Editor, *Econometrica*
2009-2011	Associate Editor, *Journal of the European Economic Association*
2001-2006	Editorial Board, *International Economic Review*

Grants

2009-2012	NSF Research Grant SES-0922215 for "A Search-Theoretic Approach to Markets for Illicit Goods."
2008-2009	NSF Doctoral Dissertation Improvement Grant SES-0750962 (supervising Moussa Blimpo), for "Team Incentives for Education in Developing Countries: A field Experiment in Benin."
2007-2009	NSF Research Grant SES0617507 for "Racial Profiling: Theoretical, Empirical, and Legal Analysis"
2004-2006	NSF Research Grant SES0422863 for "Disparate Treatment: Theories and Evidence"
2000-2003	NSF Research Grant SES0078870 for "Policy Outcomes and Efficiency in Political Systems"
1999-2000	NSF Research Grant SBR9905564 for "Optimal Mechanisms and Information Acquisition"

Honors and Fellowships

2025	Member of the Advisory Council, University of Iowa Center for Intellectual Freedom
2025	Recipient of Kellogg's Sidney J. Levy Teaching Award
2019	Fellow of the Econometric Society
2018	Recipient of 2017-18 Chairs' Core-Course Teaching Award
2014	Recipient of Kellogg's Reiter Prize
2014-2023	John L. and Helen Kellogg Professor
2013	Plenary speaker at 17th Annual Conference of the International Society for New Institutional Economics
2010	Keynote Speaker, Conference on "Political Economy of Reforms," Mannheim
2002-2008	Selected Fellow at the Center for Advanced Study in the Behavioral Sciences, Stanford University
2007	Recipient of the first Carlo Alberto Medal awarded to an Italian economist under the age of 40 for his/her outstanding research contributions to the field of economics.
2002-2007	Steven F. Goldstone Endowed Associate Professor in Economics
2002-2004	Alfred P. Sloan Research Fellow
1999	I. Kravis Award for Distinction in Undergraduate Teaching
1997	Selected as a speaker in the *Review of Economic Studies Tour*
1995-96	Sloan Dissertation Fellowship
1994-95	Università Bocconi Fellowship for Training in a Foreign Country
1994	Distinguished Teaching Assistant Award from the College of Arts and Sciences, Northwestern University
1992	Passed the Qualifying Examinations at Northwestern "with Distinction"
1991	Gold Medal for Best Student from the *Friends of Università Bocconi*

Publications

- "A Theory of Redistribution and Public Good Provision Under Non-Democracy." Forthcoming, *The Journal of Political Economy.*
- "The Evolution of Moral Foundations," with Michelle Avataneo and Thomas Norman. *The Quarterly Journal of Economics* 140.3 (2025): 2459-2506.
- "Representation is Not Sufficient for Selecting Gender Diversity" with Justus Baron, Bernhard Ganglmair, Timothy Simcoe, and Emanuele Tarantino. Representation is not sufficient for selecting gender diversity. *Research Policy*, 53(6), 104994, (2024).
- "Optimal Procurement With Quality Concerns," with Giuseppe Lopomo and Alessandro Villa. *The American Economic Review* 13.6 (2023): 1505-1529.
- "Equilibrium Selection Through Forward Induction in Cheap Talk Games," with Nemanja Antic. *Games and Economic Behavior* 138 (2023): 299-310.
- "Effect of Business Uncertainty On Turnover," with Omar Bamieh, Decio Coviello, and Andrea Ichino. Forthcoming, *Journal of Labor Economics.*
- "Effect of mood and worker incentives on workplace productivity," with Decio Coviello, Erika Deserranno, and Paola Sapienza. *The Journal of Law, Economics, and Organization*, September 2022.
- "Minimum Wage and Individual Worker Productivity: Evidence from a Large US Retailer," with Decio Coviello and Erika Deserranno *Journal of Political Economy* 130 (9), September 2022.
- "Counterproductive Worker Behavior After a Pay Cut," with Decio Coviello and Erika Deserranno, *Journal of the European Economic Association* 20(1), February 2022, Pages 222–263.
- "Demand Shocks and Firm Investment: Micro-Evidence from Fiscal Retrenchment in Italy," with Decio Coviello, Immacolata Marino, and Tommaso Nannicini, *The Economic Journal*, 2021.
- "Cheap Talk with Endogenous Conflict of Interest," with Nemanja Antic. *Econometrica* 88(6) (2020), pp. 2663-2695.
- "The Political Economy of Debt and Entitlements," with Laurent Bouton and Alessandro Lizzeri. *The Review of Economic Studies* 87(6) (2020), pp. 2568-2599.
- "Measuring the Gains from Labor Specialization," with Decio Coviello and Andrea Ichino. *Journal of Law and Economics* 62.3 (2019), pp. 403-426.
- "Bounded Rationality and the Theory of Property," with Oren Bar-Gill. *Notre Dame Law Review* 2018; 94:1019

- "Criminal background and job performance," with Dylan Minor and Deborah M. Weiss. *IZA Journal of Labor Policy* 7.1 (2018): 8.
- "Multitasking, Multi-Armed Bandits, and the Italian Judiciary," with Robert Bray, Decio Coviello, and Andrea Ichino. *Manufacturing & Service Operations Management* 18(4), 2016, pp. 545-558.
- "Exchange Efficiency with Weak Ownership Rights," with Oren Bar-Gill. *American Economic Journal: Microeconomics* 8(4), 2016, pp. 230-67.
- "An Economic Analysis of Black-White Disparities in NYPD's Stop and Frisk Program," with Decio Coviello. *Journal of Legal Studies* 44(2), June 2015, pp. 315-360.
- "The Inefficiency of Worker Time Use," with Decio Coviello and Andrea Ichino. *Journal of the European Economic Association* 13(5), pp. 906–947, October 2015.
- "Time Allocation and Task Juggling," with Decio Coviello and Andrea Ichino. *The American Economic Review* (2104), 104(2), pp. 609-23.
- "The Political Economy of Occupational Licensing Associations." *Journal of Law, Economics, & Organization* (2014).
- "Decentralized Deterrence, with an Application to Labor Tax Auditing," with Edoardo DiPorto and Nicolas Sahuguet, *The American Economic Journal: Microeconomics* (2013) 5(1), pp. 35-62.
- "Giudici in Affanno," with Decio Coviello and Andrea Ichino. *Annuario di Diritto Comparato e di Studi Legislativi* (2012), p.239.
- "Evidence of Discrimination." *Journal of Legal Studies* (2012), 41(2), p. 321.
- "A Search Theoretic Model of the Retail Market for Illicit Drugs," with Manolis Galenianos and Rosalia Liccardo Pacula. *Review of Economic Studies* (2012) 79(3), pp. 1239-1269.
- "Information Acquisition and the Exclusion of Evidence in Trials," with Benjamin Lester and Ludo Visschers. *Journal of Law, Economics and Organization.* (2012) 28 (1), pp. 163-182.
- "Factions and Political Competition," with José C. R. Pueblita and Dan Silverman. *Journal of Political Economy* 119(2), April 2011, pp. 242-288.
- "A Theory of Optimal Random Crackdowns," with Jan Eeckhout and Petra Todd. *The American Economic Review* 100(3), June 2010, pp. 1104-35.

- "Electoral Incentives, Political Risk-Taking and Policy Reform," with Alessandro Lizzeri. Published in *The Political Economy of Democracy.* E. Aragones, C. Bevia, H. Llavador, N. Schofield, eds. Fundación BBVA, 2009.
- "Racial Profiling? Detecting Bias Using Statistical Evidence." *Annual Review of Economics* 2009, 1, pp. 229-54.
- "The hit rates test for racial bias in motor-vehicle searches." *Justice Quarterly*, 25(1) March 2008, pp. 37-53, with Petra Todd.
- "Generalising the Hit Rates Test for Racial Bias in Law Enforcement, with an Application to Vehicle Searches in Wichita." *The Economic Journal*, 116 (November 2006), pp. F351-F367, with Petra Todd.
- "Campaign Spending Regulation in a Model of Redistributive Politics." *Economic Theory* 28(1), May 2006, pp. 95 – 124, with Nicolas Sahuguet.
- "A Drawback of Electoral Competition." *Journal of the European Economic Association* 3(4), December 2005, 1318-1348, with Alessandro Lizzeri.
- "Passenger Profiling, Imperfect Screening, and Airport Security." *The American Economic Association Papers and Proceedings* (2005), pp. 127-31, with Petra Todd.
- "Detecting Bias: Using Statistical Evidence to Establish Intentional Discrimination in Racial Profiling Cases." *University of Chicago Legal Forum*, (2005), pp. 217-35, with David Castleman.
- "The Effect of Adolescent Experience on Labor Market Outcomes: The Case of Height." *Journal of Political Economy* 112(5), October 2004, pp. 1019-53, with Andrew Postlewaite and Dan Silverman.
- "Why Did the Elites Extend the Suffrage? Democracy and the Scope of Government, With an Application to Britain's 'Age of Reform." *Quarterly Journal of Economics* 119(2), May 2004, pp. 707 – 765, with Alessandro Lizzeri.
- "Committee Design with Endogenous Information." *Review of Economic Studies* 71(1), January 2004, pp. 165-94.
- "Racial Profiling, Fairness, and Effectiveness of Policing." *American Economic Review* 92(5), December 2002, pp. 1472-97.
- "The Provision of Public Goods under Alternative Electoral Incentives." *American Economic Review* 91(1), March 2001, pp. 225-39, with Alessandro Lizzeri.
- "Racial Bias in Motor-Vehicle Searches: Theory and Evidence." *Journal of Political Economy* 109(1), February 2001, pp. 203-29, with John Knowles and Petra Todd.

- "Information Acquisition in Auctions." *Econometrica* 68(1), January 2000, pp. 135-48.
- "Uniqueness and Existence of Equilibrium in Auctions with a Reserve Price." *Games and Economic Behavior* 30(1), January 2000, pp. 83-114, with Alessandro Lizzeri.
- "Acyclicity of Optimal Paths." In *Nonlinear Dynamics in Economics and Social Sciences* F. Gori, L. Geronazzo, M. Galeotti, editors, pp. 283-95. Springer-Verlag, Berlin Heidelberg 1993, with Luigi Montrucchio.

Unpublished

- "Gender Disparities in the Welfare Effect of the Minimum Wage," with Decio Coviello and Erika Deserranno. Conditionally accepted, *Econometrica.*
- "Toward Measuring Individual Freedom as a Multidimensional Construct: A Survey Instrument," with Netanel Ben-Porath , Ulf Böckenholt and Jörg Spenkuch.
- "Exit, Voice, and Polarization," with Enrichetta Ravina.
- "I'll Be Watching You: The Effects of Randomly Assigned NYC Immigration Court Observers," with Lenni Benson, Decio Coviello, and Petra Todd.
- "Generic Uniqueness of the Solutions to a Continuous Linear Programming Problem." Mimeo, New York University.
- "Information Acquisition and the Excess Refund Puzzle," Mimeo, University of Pennsylvania, 2005, pp. 1-38, with Steven Matthews.
- "Games of Redistributive Politics Are Equivalent to All-Pay Auctions With Consolation Prizes." Mimeo, University of Pennsylvania 2000, pp. 1-9.

Books

- *Strategy Beyond Markets: Political Economy from the Business Perspective* Cambridge University Press (2023).
- *The Little Book of Crisis Exercises* (available online at my webpage)

Teaching Materials

- "GeneQuest" case study, with Paola Sapienza and Ruggero Spadafora.

- "The Crisis Timeline" video, with Walter James McNerney.
- "Boeing Homework Assignment" and "Video Solution," with Walter James McNerney.
- "Tusk Strategies' Campaign for Uber in New York City," with Bradley Tusk. Kellogg Case Number: 5-316-502
- "Electronic Cigarettes in the EU: The Political Economy of Product Regulation," with Chen Cheng and Nicola Scocchi. Kellogg Case Number: 5-215-255. Year Published: 2015.
- "Conseco Senior Health Insurance: A Strategic Problem of Reputation and Regulation," joint with C. James Prieur. Kellogg Case Study 5-313-502. Year Published: 2015
- "The Volcker Rule: Financial Crisis, Bailouts, and the Need for Financial Regulation," joint with Dylan Minor. Kellogg Case Study 5-412-753. Year Published: 2013.

Department and University Service

2023-present	Kellogg EMBA Faculty Advisory Committee
2022-2025	Kellogg School Personnel Committee
2020	Review Committee of Kellogg's Initiatives
2018-19	Co-Organizer, Nemmers Conference in Honor of David Kreps
2017-19	Search Committee for New Kellogg Dean
2016-2023	Organizer of Nancy Schwartz Memorial Lecture
2016-17	Faculty Hiring Advisory Committee
2015-2016	Graduate Review Committee, External Review Committee for Strategy Department
2013-2023	Director, Center for Mathematical Studies in Economics and Management Science
2013-2015	Executive Director, Workforce Science Project
2014	Majors Taskforce, Pathways & Majors Committee, Social Impact Taskforce
2013	Co-organized Nemmers Conference in honor of Daron Acemoglu
2012-2013	Director, Kellogg Public-Private Initiative
2009-2011	Chair, NYU Economics Department
2007-2009	Graduate Admissions Committee, NYU Economics Department
2007-2011	Graduate Admissions Committee, NYU Institute for Law and Society
2004-2006	Penn CUAS Committee
2002-2006	Penn PPE Advisory Committee
2002-2004	Penn Graduate Admissions Committee (many times before 2002, Chair for the three years 2002-2004)
2003-2006	Penn Economics Honors Thesis Committee
2005	Penn Fulbright Faculty Committee
2000, 2001	Penn Graduate Comprehensive Examinations Committee

Professional Service

2025-26	Keynote Speaker (first edition) and scientific committee of the "Law, Markets, and Public Policy Workshop" held at Acciaroli.
2024	Organizing Committee, the Econometric Society North American Winter Meetings
2021-22	Organizing committee of Utah Winter Organizational and Political Economics Conference
2018	Organizer of the "Judicial Productivity Workshop" in Strasbourg, France.
2017	Member of the Program Committee for the 2017 meeting of the Society of Institutional and Organizational Economics
2015	Chair of the Program Committee, the Econometric Society North American Winter Meetings
2012	Committee of the Econometric Society North American Summer Meetings
2011	Evaluator of "Progetti di Ateneo" research proposals, University of Turin
2010-2014	Organizing Committee ME@Ravello Workshop
2009-present	Member of Personnel Committee "CORU," Bocconi University
2009-2020	Organizing Committee Petralia Applied Economics Workshop
2007-2009	Committee of the European Economic Association Summer Meetings

Dissertation Committee, Honors Theses, Independent Studies

Graduate Dissertation Committee Chair: Weifeng Zhong, Chen Cheng, Thomas Jungbauer, Christopher Li, Phillip Marx, Haritz Garro, Michelle Avataneo.

Graduate Dissertation Committee: Sumantra Sen, Anna Rubinchik, Luis Sanz, Jeong Byun, Nicolas Sahuguet, Sergio Parreiras, Makoto Hanazono, Manuel Willington, Brandon Weber, Yoichi Hizen, Kwang-Ho Kim, Andrea Mattozzi, Sam-Ho Lee, Tetsuya Maruyama, Jose Carlos Rodriguez-Pueblita, Alexey Makarin.

Undergraduate Honors Theses: Jonah Paransky, Ayelet Wolf, Michael Frankel, Daniel Stahl, Stephanie Au, Jasmin Lau, Katherine Onishi.

Independent Studies: Rahier Rahman.