

Mario Pagliero

Contact Information

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Education

Ph.D. in Economics, London Business School, 2005

Master of Science in Economics, University College London, 1999

Laurea in Economics, University of Turin, 1998

Academic and Professional Activities

Assistant Professor, University of Turin, Department of Economics and Finance

Research Affiliate, Collegio Carlo Alberto, 2007-

Research Fellow, CHILD (Centre for Household, Income, Labour and Demographic Economics), 2007-

Assistant Professor, Universitat Pompeu Fabra, Department of Economics and Business, 2005-2006

Publications

"The Impact of Price Discrimination on Revenue: Evidence from the Concert Industry", *The Review of Economics and Statistics*, forthcoming, with Pascal Courty

"What is the Objective of Professional Licensing? Evidence from the US Market for Lawyers", *International Journal of Industrial Organization*, Vol. 29, n. 4, 473-483, 2011

"Does responsive pricing smooth demand shocks?", *Applied Economics*, Vol. 43, n. 30, 4707-4721, 2011, with Pascal Courty

"Frictional matching: Evidence from Law Schools", *Economics Letters*, Vol. 108, n.2, 208-211, 2010, with Pascal Courty

"Licensing Exam Difficulty and Entry Salaries in the US Market for Lawyers", *British Journal of Industrial Relations*, Vol. 48, n.4, 2010

"Price Variation Antagonism and Firm Pricing Policies", *Journal of Economic Behavior & Organization*, Vol. 75, n. 2, 235-249, 2010, with Pascal Courty

"Responsive Pricing", *Economic Theory*, Vol. 34, n. 2, 235-259, 2008, with Pascal Courty

"Do consumers care about how prices are set?", *International Journal of the Economics of Business*, Vol.15, n.1, 27-43, 2008, with Pascal Courty

"Strategic Interaction on the UK Gas Transportation System: the St. Fergus and Bacton Constraints", *Energy Economics*, Vol. 25, n. 4, 2003

"Are Italians also fiscal conservatives?", *Journal of Public Finance and Public Choice*, XVII, 1999, with Kenneth Greene

Working Papers and Work in Progress

"Occupational Licensing in the European Legal Industry", with Edward Timmons

"Behavioral Pricing in the Performing Arts", with Pascal Courty

"The Demand for Adoption", with Aleksey Tetenov

"Interim Rank, Risk Taking and Performance in Dynamic Tournaments", with Christos Genakos, CEP Discussion Paper No. 928, 2009

"The Impact of Potential Labor Supply on Licensing Exam Difficulty in the US Market for Lawyers", Carlo Alberto Notebook 53, 2007

"Price Discrimination in the Concert Industry", with Pascal Courty. CEPR Discussion Paper 7143, 2009

"Does Responsive Pricing Increase Efficiency? Evidence from Pricing Experiments in an Internet Café", CEPR Discussion Paper 4149, December 2003, with Pascal Courty.

Other Academic and Professional Activities

Co-organizer of the seminar series in Economics, Collegio Carlo Alberto, 2007-

Scientific Committee, annual meeting of the Association of Southern European Economic Theorists (ASSET 2008), 2008

Toulouse Summer Institute on Economics and Psychology, Institut d'Economie Industrielle, University of Toulouse, 2005

Visiting student, University of Chicago, Graduate School of Business, 2002

Grants, Fellowships, and Awards

Principal Investigator, Collegio Carlo Alberto Grant, “Behavioral Price Discrimination: Theory and Evidence”, 2011-2014

Co-Investigator, Collegio Carlo Alberto Grant, “Parental and Public Investments and Child Outcomes”, 2010-2013

Award for Outstanding Research in Economics, University of Turin, 2007

Economic & Social Research Council Ph.D. Studentship, 2000-2004

Scholarship for graduate studies in economics, University of Turin, 1998-1999

Referee

Journal of Economics and Management Strategy, Journal of Industrial Economics, Journal of the European Economic Association (2), Managerial and Decision Economics, Review of Economic Studies (2), Resource and Energy Economics, Rivista Italiana degli Economisti, The Manchester School, Theory and Decision, Ministero dell'Università e della Ricerca Scientifica

Presentations

ASSA Meetings, Chicago, January 2012

EEA congress, Oslo, August 2011

AEA Meetings, Denver, January 2011

SASE Annual Meeting, Temple University, Philadelphia, July 2010

Society of Labor Economists/European Association of Labor Economists World Conference, University College London, June 2010

International Symposium on the Government Regulation of Occupations, London School of Economics, March 2009

Congress of the European Economic Association, Milan, Aug. 2008

XLVIII Riunione Annuale della Società Italiana degli Economisti, Torino, Oct. 2007

Congress of the European Economic Association, Budapest, Aug. 2007

Tilburg University, Law and Economics Center, June 2007

INFORMS 2007 Pricing and Revenue Management Conference, Barcelona, June 2007

Third annual Competition & Regulation Meeting, The Amsterdam Center for Law & Economics (ACLE), University of Amsterdam, March 2007

Italian Congress of Econometrics and Empirical Economics, Rimini, Jan. 2007

Jornadas de Economia Industrial, IESE Business School, Barcelona, Sept. 2006

European Association for Research in Industrial Economics Annual Meeting, Amsterdam, Sept. 2006

LBS Workshop on Dynamic Pricing and Revenue Management, June 2006

European Association for Research in Industrial Economics Annual Meeting, Porto, Sept. 2005

European University Institute, June 2005

Membership in Academic Organizations

American Economic Association, European Association for Research in Industrial Economics, European Association of Labor Economists, European Economic Association

Teaching

Professor, Microeconomics, University of Turin

Professor, Scuola di Studi Superiori, University of Turin

Senior Tutor in Economics, International Ph.D. Programme in Institutions, Economics and Law, CLEI, 2007- 2010

Professor, Financial Economics, Universitat Pompeu Fabra, 2005-2006

Class Instructor, London School of Economics, Interdisciplinary Institute of Management, 2001-2002

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