

**FORMATO EUROPEO
PER IL CURRICULUM
VITAE**



DATA DI AGGIORNAMENTO ***04/06/2025***

INFORMAZIONI PERSONALI

Nome **PICCOLO, Salvatore**

Nazionalità Italiana

ESPERIENZA LAVORATIVA

- 2017- Professore Ordinario di Economia Politica (SECS-P01), Dipartimento di Scienze Economiche, Università di Bergamo.
- 2015-2017 Professore Ordinario di Economia Politica (SECS-P01), Dipartimento di Economia e Finanza, Università Cattolica di Milano,
- 2011-2015: Professore Associato di Economia Politica (SECS-P01), Dipartimento di Economia e Finanza, Università Cattolica di Milano,
- 2007-2011: Ricercatore, Dipartimento di Economia, Università Federico II di Napoli
- 2005-2007: Ricercatore, Dipartimento di Economia e Finanza, Università di Salerno
- 2007-2008: Visiting, Università di Losanna
- 2006-2009: Post-doc, (IDEI) Toulouse School of Economics

ISTRUZIONE E FORMAZIONE

- 2006 Ph.D. in Economics, Northwestern University (Evanston, IL, US)
- 2001 Toulouse School of Economics (France): Master in Mathematical Economics
- 2000 Università di Napoli Federico II (Italy): Master in Economics and Finance
- 2000 Università di Napoli Federico II (Italy): BA in

**CAPACITÀ E COMPETENZE
PERSONALI**

MADRELINGUA **ITALIANO**

ALTRE LINGUA

INGLESE, SPAGNOLO, FRANCESE

- | | |
|---------------------------------|------------------------------------|
| • Capacità di lettura | Eccellente, Eccellente, Eccellente |
| • Capacità di scrittura | Buono, Buono, Buono |
| • Capacità di espressione orale | Buono, Buono, Buono |

**CAPACITÀ E COMPETENZE
ORGANIZZATIVE**

- 2022 Finanziamento Prin (PI)
- 2019 Finanziamento Prin (Local Unit)
- 2016 Finanziamento EIEF (Rosario Crinò, Giovanni Immordino)
- 2013 Finanziamento EIEF (Paolo Pinotti)
- 2011 Finanziamento FARO (Unina)
- 2010 Finanziamento Unicredit&Universities
- 2008 Miglior ricercatore nell'area economica e management, Università Federico II
- 2008 Borsa di Studio del CNRS (France)
- 2007 Borsa di Studio IDEI-Toulouse (France)
- 2004 Borsa di Studio CSEF, Università di Salerno
- 2003 Borsa di Studio Northwestern University
- 2001 Borsa di Studio "Marco Fanno" (Mediocredito Centrale)
- 2000 Borsa di Studio "Luigi Einaudi" (Ente Einaudi)
- 2000 Premio "Guido Magliano" MEF

PUBBLICAZIONI

56. [Information Sharing and Coordination between Supply Chains with Bottom-Up Negotiations](#)
with Markus Reisinger **Journal of Competition Law and Economics**, accepted.

55. [Information Acquisition and Financial Advice](#)
with G. Puopolo, G. Karakoc and M. Pagnozzi **Economic Modelling**, accepted.

54. [Criminal Networks, Market Externalities and Optimal Leniency](#)
with G. Immordino and P. Roberti **Journal of Public Economic Theory**, forthcoming.
53. [Merging Laggards](#)
with J. Padilla and P. Reynolds **Journal of Competition Law and Economics**, forthcoming.
52. [Optimal Exit Policy with Uncertain Demand](#)
with M. Bisceglia, J. Padilla and J. Perkins **Journal of Industrial Economics**, *accepted*.
51. [On the Ratchet Effect with Product Market Competition](#)
with M. Bisceglia **RAND Journal of Economics**, *accepted*.
50. [On the Bright Side of Market Concentration in the Healthcare Industry](#)
with M. Bisceglia, J. Padilla, and P. Sääskilahti **Journal of Health Economics**, *accepted*.
49. [Upstream Conduct and Price Authority with Competing Organizations](#)
with E. Andreu, D. Neven and R. Venturini **Journal of Economics and Management Strategy**, *accepted*.
48. [On Excessive Entry in Bayes-Cournot Oligopoly](#)
with M. Bisceglia, J. Padilla and J. Perkins **RAND Journal of Economics**, *accepted*.
47. [Price Authority and Information Sharing with Competing Supply Chains](#)
with E. Andreu and D. Neven **International Journal of Industrial Organization**, *forthcoming*.
46. [M&A Advisory and the Merger Review Process](#)
with M. Bisceglia and E. Tarantino **International Journal of Industrial Organization**, *forthcoming*.
45. [The Value of Transparency in Dynamic Contracting with Entry](#)
with G. Karakoc and M. Pagnozzi **International Journal of Industrial Organization**, (2022).
44. [Vertical Integration, Innovation and Foreclosure with Competing Ecosystems](#)
with M. Bisceglia, J. Padilla and S. Shekhar **Information Economics and Policy**, (2022).
43. [Business models, consumer data and privacy in platform markets](#)
with J. Padilla and H. Vasconcelos **Journal of Industrial Business and Economics**, (2022).
42. [On the Risk of Using a Firm-Level Approach to Identify Relevant Markets](#)
with J. Padilla and P. Sääskilahti **Journal of Competition Law and Economics**, (2022).

41. [Vertical Contracting with Endogenous Market Structure](#)
with M. Pagnozzi and M. Reisinger **Journal of Economic Theory**, (2022).
40. [Optimal Pricing, Private Information and Search for an Outside Offer](#)
with S. Auster and N. Kos **RAND Journal of Economics**, (2021)
39. [When Prohibiting Wholesale Price-Parity Agreements May Harm Consumers](#)
with M. Bisceglia and J. Padilla **International Journal of Industrial Organization**, (2021).
38. [Should Vertically Integrated Platforms be Mandated to Share Information with their Rivals?](#)
with J. Padilla and H. Vasconcelos **Economic Letters** (2022).
37. [Self-Preferencing in Markets with Vertically-Integrated Gatekeeper Platforms](#)
with J. Padilla and J. Perkins **Journal of Industrial Economics** (2022).
36. [Vertical Price Restrains and Free Entry under Asymmetric Information](#)
with L. Bonazzi and R. Fiocco **Journal of Industrial Economics**, (2022).
35. [The Simple Economics of Wholesale Price-Parity Agreements](#)
with J. Padilla and N. Watson **Journal of Competition Law and Economics**, (2021).
34. [Fighting Mobile Crime](#)
with R. Crinò and G. Immordino **Journal of Public Economic Theory**, (2020).
33. [Optimal Leniency and the Organization Design of Group Crime](#)
with G. Immordino and P. Roberti **Journal of Public Economics**, (2020).
32. [Does Direct Connect Benefit Travelers?](#)
with J. Padilla **Economics Letters**, (2020).
31. [Marginal Deterrence at Work](#)
with R. Crinò and G. Immordino **Journal of Economic Behavior and Organization**, (2019).
30. [Organized Crime, Violence, and Politics](#)
with A. Alesina and P. Pinotti **Review of Economic Studies**. Lead article, Vol 86(2), March (2019)
29. [Corruption, Organized Crime, and the Bright Side of Subversion of Law](#)
with A. Gamba and G. Immordino **Journal of Public Economics**, (2018).
28. [Consumer Loss Aversion, Product Experimentation and Implicit](#)

[Collusion](#)

with A. Pignataro **International Journal of Industrial Organization**, (2018).

27. [Selling Information to Competitive Firms](#)

with J. Kastl and M. Pagnozzi **RAND Journal of Economics**, (2018).

26. [Terrorism, Counterterrorism and Optimal Striking Rules](#)

with G. Karakoc and G. Immordino **Revue Economique**, (2018).

25. [Contracting with Endogenous Entry](#)

with M. Pagnozzi, **International Journal of Industrial Organization**, (2017).

24. [Deceptive Advertising with Rational Buyers](#)

with G. Ursino and P. Tedeschi **Management Science**, (2017).

23. [Two is Company, N is a Crowd? Merchant Guilds and Social Capital](#)

with R. Dessì **European Economic Review**, (2016).

22. [Organized Crime, Insider Information and Optimal Leniency](#)

with G. Immordino **Economic Journal**, (2017).

21. [Non-Exclusive Financial Advice](#)

with G. Puopolo and L. Vasconcelos **Review of Finance**, (2016)

20. [Product Variety with Competing Supply Chains](#)

with M. Bassi and M. Pagnozzi **Journal of Industrial Economics**, (2016).

19. [The Value of Transparency in Multidivisional Firms](#)

with E. Tarantino and G. Ursino **International Journal of Industrial Organization**, (2015).

18. [How Limiting Deceptive Practices Harms Consumers](#)

with P. Tedeschi and G. Ursino **RAND Journal of Economics**, (2015).

17. [Transparency and Product Differentiation with Competing Vertical Hierarchies](#)

with M. Bassi and M. Pagnozzi **Journal of Economics and Management Strategy**, (2015).

16. [Endogenous Residual Claimancy by Vertical Hierarchies](#)

with A. Gonzalez and R. Martina **Economics Letters**, (2014).

15. [Optimal Contracting with Altruism and Reciprocity](#)

with M. Bassi and M. Pagnozzi **Research in Economics**, (2014).

14. [Multiple-Bank Lending, Creditor Rights and Information Sharing](#)

with A. Bennardo and M. Pagano **Review of Finance**, (2014).

13. [Competitive Markets with Endogenous Health Risks](#)

with A. Bennardo **Journal of the European Economic Association**, (2014).

12. [Accomplice-Witnesses and Organized Crime: Theory and Evidence from Italy](#)
with A. Acconcia, G. Immordino and P. Rey **Scandinavian Journal of Economics**, (2014).
[Press release about this article](#) (Il Sole 24Ore).
11. [Information Sharing between Vertical Hierarchies](#)
with M. Pagnozzi **Games and Economic Behavior**,(2013).
10. [Delegation and R&D Spending: Evidence from Italy](#)
with D. Martimort and J. Kastl **Journal of Industrial Economics**,(2013).
9. [Colluding through Suppliers](#)
with J. Miklos-Thal **RAND Journal of Economics**, (2012).
8. [Vertical Separation with Private Contracts](#)
with M. Pagnozzi **Economic Journal**, (2011).
7. [Exclusive Territories and Manufacturers' Collusion](#)
with M. Reisinger **Management Science**, (2011).
6. [When Should Manufacturers Want Fair Trade?: New Insights from Asymmetric Information](#)
with D. Martimort and J. Kastl **Journal of Economics and Management Strategy**, (2011).
5. [A Note on Free Entry under Uncertainty: on the Role of Asymmetric Information](#)
Economics Letters, (2011).
4. [The Strategic Value of Quantity Forcing Contracts](#)
with D. Martimort **American Economic Journal: Microeconomics**, (2010).
3. [Vertical Restraints under Asymmetric Information: on the Role of Participation Constraints](#)
with A. Acconcia and R. Martina **Journal of Industrial Economics**, (2008).
2. [Product Market Competition and Organizational Slack under Profit-Target Contracts](#)
with M. D'Amato and R. Martina **International Journal of Industrial Organization**, (2008).
1. [Resale Price Maintenance under Asymmetric Information](#)
with D. Martimort **International Journal of Industrial Organization**, (2007).

ULTERIORI INFORMAZIONI

Conferenze e Seminari. North American Summer Meeting of the Econometric Society (2003), The International Industrial Organization Conference (2004), EEA-ESEM (2004), EEA (2005), EARIE (2005), EEA-ESEM (2007), CERGE (Prague), CSEF-IGIER Summer Symposium in Economics and Institutions (2005-08), Summer School on Game Theory (Bolzano, 2005), European Summer Symposium in Financial Markets (ESSFM, Gerzensee), Economic Theory Seminar Series Duke University, MACCI (Mannheim), Northwestern University Young-Researchers Seminars (2004-2005), Economic Theory Seminar Series Northwestern University, Economic Theory Seminar Series IDEI (Toulouse), Bocconi, Bergamo, Norwegian School of Economics, Tilburg University (Finance Department), University of Bergen, Università di Brescia, Università di Bologna, University of Bristol, Essex, University of Lausanne (HEC), University of Mannheim, Università di Milano (Bicocca), Università di Milano (Cattolica), University of Munich, Università di Padova, Università di Napoli (Parthenope), Università di Pavia, Università di Roma (Luis), Università di Sassari, Università di Torino, Università di Salerno, Università di Napoli (Federico II), Università di Venezia, Paris School of Economics, Stanford University, UCL (London), University of Vienna.

Insegnamenti.

Laurea Specialistica e Dottorato:

- Università di Bergamo: Teoria dei Giochi, Microeconomia Avanzata, Economia Comportamentale
- Università di Salerno Economia Matematica, Microeconomia, Teoria dei Giochi, Finanza
- Università di Losanna: Microeconomia
- Università di Napoli Federico II: Economia Matematica, Microeconomia, Teoria dei Giochi, Economia Industriale
- Università Cattolica di Milano: Economia Industriale, Microeconomia, Teoria degli Incentivi

Lauree Triennali:

- Università di Bergamo: Economia Politica.
- Università Cattolica di Milano: Microeconomia, Teoria dei Giochi

Referees. American Economic Review, Canadian Journal of Economics, International Economic Review, European Economic Review, International Game Theory Review, Economic Journal, European Journal of Operational Research, The B. E. Journals, Journal of Industrial Economics, Journal of Game Theory, Games and Economic Behavior, International Journal of Industrial Organization, Journal of Economics, Journal of Economic History, Journal of Economic Theory, Journal of Economics and Management Strategy, Journal of the European Economic Association, Journal of Law Economics and Organization, Journal of Theoretical and Institutional Economics, Management Science, Marketing Science, RAND Journal of Economics, Review of Economic Studies, Review of Finance, Review of Industrial Economics, Review of Labor Economics and Industrial Relations, Scandinavian Journal of

