

## **Rocco Macchiavello -- Curriculum Vitae, September 2016**

Department of Management, London School of Economics and Political Science,  
Houghton Street, London WC2A 2AE

UK. E-mail: [r.macchiavello@lse.ac.uk](mailto:r.macchiavello@lse.ac.uk) Skype: rocco.macchiavello

### **CURRENT & PAST POSITION & AFFILIATION:**

London School of Economics, Associate Professor, September 2016 – ...

Warwick University, Professor, October 2015 – September 2016

Warwick University, Associate Professor, August 2011 – September 2015

Warwick University, Assistant Professor, September 2009 - July 2011

Stanford University, SCID, Visiting Scholar, August 2014 – June 2015

Kennedy School of Government, Harvard University, Post-Doctoral Fellow, 2010

Nuffield College, Oxford University, Post-Doctoral Fellow, 2006 - 2009

Other Roles/Affiliations: IGC Lead Economist (Myanmar), ATAI, BREAD, CEPR, EUDN, IPA.

Associate Editor: *Journal of Development Economics, Economic Development and Cultural Change, Economica*

### **EDUCATION:**

PhD: London School of Economics, September 2006

Msc. Economics, DELTA, Paris, September 2001

Bsc. Economics and Business, University of Genoa, May 2000

### **REFEREE ACTIVITY (Not complete)**

Journals: *Quarterly Journal of Economics, Econometrica, American Economic Review, American Economic Journal: Applied, American Economic Journal: Micro, Review of Economic Studies, Review of Economics and Statistics, Rand Economics Journal, Journal of Development Economics, Journal of the European Economic Association, Economic Journal, Journal of Labor Economics, Journal of Public Economics, Journal of Law Economics and Organization, European Economic Review, Journal of Money, Credit and Banking, World Bank Economics Review, World Development, Economic Development and Cultural Change, Journal of African Economics.*

Grants: ESRC, Leverhulme, IPA, ATAI, PEDL

**SEMINARS AND CONFERENCES (Not complete)**

2016/17 (and scheduled): Yale, LSE/UCL, Kellogg, Munich, Bergen, Tilburg, Erasmus, EIEF, Naples, Insead, CREST, Manchester, ...

2015/16: MIT Sloan, Toronto, Nottingham, Zurich, EBRD, IGC – Dhaka, Jerusalem, EIEF, McGill, LSE, ...

2014/15 NBER Org. Econ., NBER Development SI, CEPR Entrepreneurship, Barcelona GSE, Berkeley-Stanford Trade, Berkeley, Berkeley ARE, UCLA, Columbia, Stanford, BU, UBC, Cambridge

*Past Seminars:* Sloan, Yale, BU, Brown, Duke, Kellogg, San Diego, USC, World Bank, NBER Development, Harvard, Tilburg, Munich (X2), Frankfurt, Turin, Warwick, LSE-UCL, Oxford (X2), Edinburgh, Cambridge, Essex, Bocconi (X2), Dublin, Southampton, Nottingham; IIES (X3), SSE (X2), Geneva, Bristol, UBC, Namur, Amsterdam, Berkeley, HEC, Maryland, PSU, Carlos III, UPF (X2), Paris, Toulouse (X2)

*Past Conferences:* NBER Organizational Economics (X3), NBER Entrepreneurship, NBER Productivity, BREAD (X2), CEPR Development (X2), CEPR-IO, CEPR-Labour, CEPR-Org. Econ. (X2), NEUDC (X4), IGC (X6), Gerzensee (X2)

**PUBLICATIONS:**

**The Value of Relationships: Evidence from a Supply Shock to Kenya Rose Exports**, (with Ameet Morjaria), *American Economic Review*, forthcoming

**The Market for Training Services: A Demand Experiment with Bangladeshi Garment Factories** (with Atonu Rabbani and Chris Woodruff), December 2014, *American Economic Review*, P&P 2015, forthcoming

**Loyalty, Exit and Enforcement: Evidence from a Kenya Dairy Cooperative** (with L. Casaburi), December 2014, *American Economic Review*, P&P 2015, forthcoming

**Financing Experimentation**, (with Mikhail Drugov), *American Economic Journal - Micro*, 6(1): 315-49, 2014

**Contractual Institutions, Financial Development and Vertical Integration: Theory and Evidence**, *Journal of European Economic Association*, 10.2 (2012): 255-289

**Vertical Integration and Investor Protection in Developing Countries**, *Journal of Development Economics*, 93-2: 162–172, November 2010

**Public Sector Motivation and Development Failures**, *Journal of Development Economics*, 86-1: 201-213, April 2008

**COMPLETED WORKING PAPERS & WORK IN PROGRESS<sup>1</sup>:**

**Challenges of Change: An Experiment Training Women to Manage in the Bangladeshi Garment Sector** (with A. Menzel, A. Rabbani and C. Woodruff), December 2015

**Firm and Market Responses to Saving Constraints: Evidence from the Kenya Dairy Industry**, (with Lorenzo Casaburi), November 2015

**Supply Assurance, Relational Contracts and Vertical Integration: Evidence from Costa Rica's Coffee Chain**, (with Pepita Miquel-Florensa), November 2015

**The Effects of Ethnic Violence on and Export Oriented Industry**, (with Chris Ksoll and Ameet Morjaria) *R&R Review of Economics and Statistics*, November 2011

**Tropical Lending: International Coffee Prices, Strategic Default and Credit Constraints among Coffee Washing Stations**, (with Arthur Blouin), March 2015 (presented at NBER-DEV)

**(S)weathering the Storm: Firing, Restructuring and Productivity in a Bangladeshi Garment Factory** (with Robby Akerlof, Anik Ashraf, Atonu Rabbani and Chris Woodruff), April 2015

**Competition and Relational Contracts: Evidence from Rwanda Coffee Mills**, (with Ameet Morjaria), December 2014 (presented at NBER-ORG)

**Why Do Firm Boundaries Matter? Evidence from Costa Rica Coffee Value Chain**, (with Pepita Miquel-Florensa), *in progress*

**Managerial Capital and Productivity: Evidence from a Training Program in the Bangladeshi Garment Sector** (with Andreas Menzel and Chris Woodruff), October 2014

**Development Blossoming**, (with Ameet Morjaria), March 2012

**Development Uncorked**, April 2011

**Evaluation of a Training Program for Line Supervisors in the Bangladeshi Garment Sector** (with Atonu Rabbani and Chris Woodruff), *in progress*

**Managerial Capital and Productivity Dispersion: Evidence from Garment Factories** (with Chris Woodruff), *in progress*

**Dressing-Up: Buyer-Seller Relationships and Domestic Value Addition in the Bangladeshi Garment Sector** (with Julia Cajal-Grossi, Guillermo Noguera, Chris Woodruff), *in progress*

**Missing Firms** (with Maitreesh Ghatak and Chris Woodruff), *in progress*

**RESEARCH GRANTS (Not Complete):**

**A Comparative Analysis of the Coffee Value Chain** (PI), funded by IGC (£ 115,000 ca.)

**Upgrading in the Bangladeshi Garment Value Chain** (with Chris Woodruff), funded by IGC (£ 65,000 ca.)

---

<sup>1</sup> Papers are “in progress” if data collection and preliminary analysis have been completed and slides are available upon request.

Rocco Macchiavello

**Evaluation of GIZ Female Training Program** (with Chris Woodruff), funded by IGC (£100,000 ca.), IPA-SME (\$100,000 ca.), ESRC/DFID (£361,000 ca.) and GIZ (€ 45,000 ca.)

**Exports and Demand for Skills: Experimental Evidence from the Bangladeshi Garment Sector** (with Atonu Rabbani and Chris Woodruff), funded by IZA-LM (€275,000 ca.)

**Productivity Improvements in LIC Manufacturing Sectors: Multidimensional Evidence from Bangladeshi Garment Factories** (with Atonu Rabbani and Chris Woodruff), funded by ESRC/DFID, £ 375,000 ca.

**Measuring Productivity in Multi-Product Firms: Comparing Ready-Made Garments Across IGC Countries** (with Chris Woodruff), funded by IGC, £ 146,000 ca.

**Managing Shocks: Worker's Well-being and Firm Productivity in the Bangladeshi Garment Sector** (with Anik Ashraf, Paula Lopez-Pena and Chris Woodruff), funded by IGC, £ 60,000 ca.

**Do Women make Better Managers of Women? Productivity and misallocation of managerial capital in Bangladeshi Garment Factories** (with C. Woodruff), IGC £ 60,000 ca

**Digitising Export Records with the Myanmar Garment Manufacturer's Association** (with Chris Woodruff and Rory Creedon), IGC, £ 30,000 ca.

**Competition and Efficiency in the Rwandese Coffee Chain** (with Ameet Morjaria), funded by IGC £ 45,000 ca

**How to Reduce Side-Selling in Agricultural Markets** (with Lorenzo Casaburi and Tristan Reed), Anonymous Donor, \$150,000ca.

**Inducing Higher Quality in the Agricultural Supply Chain: Experimental Evidence on Pricing and Input Provision from Kenya** (with Lorenzo Casaburi and Tristan Reed), ATAI \$ 50,000 ca.

**Development Blossoming** (with Ameet Morjaria), funded by IGC (£30,000 ca.)

**The Flower Industry in Kenya** (with Chris Ksoll and Ameet Morjaria), iiG-CSAE, \$ 10,000

**Financing Relationships**, funded by IPA, £10,000

### **TEACHING (Not Complete):**

Undergraduate: Microeconomics, Development Economics

Post-Graduate: Contract Economics, Development Economics

### **PHD ADVISING:**

*Completed* (first placement): Arthur Blouin (Toronto), Rocco d'Este (Sussex), Andreas Menzel (Cerge-Prague)

*In progress:* Jorje Chavez, Anna Baiardi, Kerstin Ammon, Anik Ashraf

*External Examiner:* Oxford (X2), LSE, Namur, UPF

**Rocco Macchiavello**

**DEPARTMENTAL DUTIES (Not Complete):**

Junior Hiring Committee (11/12, 12/13), Seminar Co-Organizer (10/11, 11/12, 12/13), Director MRES (13/14), Graduate Admission (12/13, 13/14)

**MEDIA COVERAGE AND IMPACT (selected):**

Media Coverage: BBC, Daily Star (Bangladesh), The New Times (Rwanda), VOX-EU

Policy Impact: World Bank, FAO, NAEB (Rwanda Ministry of Agriculture), GIZ (Training Programs in Bangladesh), DFID, IGC, Wellspring.