

Rocco Macchiavello -- Curriculum Vitae, September 2016

Department of Management, London School of Economics and Political Science,
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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 PROGRESS¹:

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.)

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

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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

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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.