

Rocco Macchiavello – November 2025

web site: <https://sites.google.com/site/roccomacchiavello/>

• CURRENT POSITION & AFFILIATIONS

2023 – Professor, Department of Management, LSE, U.K.

Co-Editor: *Journal of Law, Economics and Organization*,

Associate Editor: *Journal of Development Economics, Economica*

IPA (Scientific Advisor), BREAD (Fellow), CEPR (Fellow), EUDN, ATAI, J-PAL, CEP, STICERD.

• PAST POSITION(S)

2016 – 23 Associate Professor, Department of Management, LSE, U.K.

2015 – 16 Professor, Economics Department, Warwick University, U.K.

2011 – 15 Associate Professor, Economics Department, Warwick University, U.K.

2014 – 15 Visiting Scholar, SCID, Stanford University, U.S.

2009 – 11 Assistant Professor, Economics Department, Warwick University, U.K.

2010 Post-Doc, Kennedy School of Government, Harvard University, U.S.

2006 – 09 Post-Doc, Nuffield College, Oxford University, U.K.

2014 – 18 Co-Editor *Economic Development and Cultural Change*

2015 – 22 IGC Lead Academic (Myanmar)

• EDUCATION

2007 PhD, Economics, LSE, U.K.

2001 Master, EHESS (Delta), France

• MAIN PUBLICATIONS

Akerlof, R., A. Ashraf, R. Macchiavello, A. Rabbani, 2025 Unrest, Layoffs, and Productivity in a Bangladeshi Garment Factory, *Journal of the European Economics Association*, forthcoming

Boudreau, L., Macchiavello, R., Minni, V. and Tanaka, M., 2025. Union leaders: Experimental evidence from Myanmar. *American Economic Review*, 115(6), pp.1975-2000.

Leone, F., Macchiavello, R. and Reed, T., 2025. The high and falling price of cement in Africa. *American Economic Journal: Applied Economics*, 17(2), pp.1-40.

Guillouët, L., Khandelwal, A.K., Macchiavello, R., Malhotra, M. and Teachout, M., 2024. Language Barriers in MNCs and Knowledge Transfers. *Review of Economics and Statistics*, pp.1-56.

Cajal-Grossi, J., Macchiavello, R. and Noguera, G., 2023. Buyers' sourcing strategies and suppliers' markups in Bangladeshi garments. *The Quarterly Journal of Economics*, 138(4), pp.2391-2450.

Ksoll, C., Macchiavello, R. and Morjaria, A., 2023. Electoral violence and supply chain disruptions in Kenya's floriculture industry. *Review of Economics and Statistics*, 105(6), pp.1335-1351.

Macchiavello, R. and Morjaria, A., 2021. Competition and relational contracts in the Rwanda coffee chain. *The Quarterly Journal of Economics*, 136(2), pp.1089-1143.

Blouin, A. and Macchiavello, R., 2019. Strategic default in the international coffee market. *The Quarterly Journal of Economics*, 134(2), pp.895-951.

Casaburi, L. and Macchiavello, R., 2019. Demand and supply of infrequent payments as a commitment device: evidence from Kenya. *American Economic Review*, 109(2), pp.523-555.

Macchiavello, R. and Morjaria, A., 2015. The value of relationships: evidence from a supply shock to Kenyan rose exports. *American Economic Review*, 105(9), pp.2911-2945.

Drugov, M. and Macchiavello, R., 2014. Financing experimentation. *American Economic Journal: Microeconomics*, 6(1), pp.315-349.

Macchiavello, R., 2012. Financial development and vertical integration: theory and evidence. *Journal of the European Economic Association*, 10(2), pp.255-289.

Macchiavello, R., 2010. Vertical integration and investor protection in developing countries. *Journal of Development Economics*, 93(2), pp.162-172.

Macchiavello, R., 2008. Public sector motivation and development failures. *Journal of Development Economics*, 86(1), pp.201-213.

• PAPERS UNDER SUBMISSION OR COMPLETED (selected)

Quality Upgrading in Global Supply Chains: Evidence from Colombian Coffee, with M. Bernasconi, N. De Roux, P. Farrell, J. Miquel-Florensa, E. Verhoogen

Promoting Women to Managerial Roles in the Bangladeshi Garment Sector, with A. Menzel, A. Rabbani, and C. Woodruff, *R&R 2ND round, Econometrica*

Vertical Integration and Relational Contracts: Evidence from the Costa Rica Coffee Chain, with Josepa Miquel-Florensa *Rej&R Review of Economic Studies*

Market Structure, Regulation and Farmers Welfare in the Costa Rica Coffee Chain, with Leone, F., Miquel-Florensa, J., Pavanini, N. (*submitted*)

Mafia and Firms, with J. Arellano, M. De Simoni, L. Guiso, D. Marchetti and F. Munoz (*submitted*)

Relational Collusion in the Colombian Electricity Market, with Mario Bernasconi, Miguel Espinosa and Carlos Suarez (*submitted*)

(Managing) Violence in UK Prisons, with R. D'Este and O. Pesenti

Acquisitions, Management and Performance in the Rwanda Coffee Sector, with A. Morjaria

Development Uncorked.

• OTHER PUBLICATIONS (Invited Reviews and Lightly/Not Refereed Papers)

Boudreau, L., Cajal-Grossi, J. and Macchiavello, R., 2023. Global value chains in developing countries: a relational perspective from coffee and garments. *Journal of Economic Perspectives*, 37(3), pp.59-86.

Cajal-Grossi, J., Del Prete, D. and Macchiavello, R., 2023. Supply chain disruptions and sourcing strategies. *International Journal of Industrial Organization*, 90, p.103004.

Macchiavello, R. and Morjaria, A. 2023 Relational Contracts: Recent Empirical Advancements and Open Questions, *Journal of Institutional and Theoretical Economics*, 179(3/4), pp.413-440.

Macchiavello, R., Reardon, T. and Richards, T.J., 2022. Empirical industrial organization economics to analyze developing country food value chains. *Annual Review of Resource Economics*, 14(1), pp.193-220.

Macchiavello, R. (2022) Relational Contracts and Development, *Annual Review of Economics*, 14, 337-362.

Macchiavello, R. and Morjaria, A., 2022. Empirical approaches to trust and relational contracts. *International Journal of Industrial Organization*, 84, p.102849.

Macchiavello, R., Rabbani, A., & Woodruff, C. (2015). The market for training services: a demand experiment with Bangladeshi garment factories. *The American Economic Review P&P*, 105(5), 300-304.

Casaburi, L., & Macchiavello, R. (2015). Loyalty, exit, and enforcement: Evidence from a Kenya dairy cooperative. *The American Economic Review P&P*, 105(5), 286-90.

• RESEARCH GRANTS (Selected)

Agroforestry in Supply-Chain, PI, \$650,000 ca., J-PAL – K-CAI, PEDL, IGC.
Bundled Digital Interventions, PI, £350,000 ca., J-PAL - DAISI
Digitizing Rwanda Coffee Chain, PI, £125,000 ca., IGC
Aceli Evaluation (Phase I) PI, £3,000,000 ca.
Sharing Gains – ERC Consolidator Grant, £1,663,000 ca., ERC
Projects in the Thilawa SEZ (with A. Khandelwal), £383,000 ca., IGC
Unions & Job Matching in the Myanmar Garment Sectors (with L. Boudreau, M. Tanaka, V. Minni), £200,000 ca. (IGC x4, JPAL, IZA/LLM, Sticord)
Crony capitalism in Myanmar (with A. Khandelwal), £99,000 ca., EDI
Competition and Efficiency in the Rwandese Coffee Chain (with A. Morjaria), £85,000 ca., IGC, EDI
Reducing Side-Selling in Agricultural Markets (with L. Casaburi and T. Reed), An. Donor, €140,000ca.
Improving Quality in the Agricultural Supply Chain (with L. Casaburi and T. Reed), ATAI € 45,000 ca.
Upgrading in the Bangladeshi Garment Value Chain (with C. Woodruff), IGC (€80,000 ca.)
Evaluation of GIZ Female Training Program (with C. Woodruff), €715,000 ca, IGC/IPA/ESRC/DFID/GIZ
Exports and Demand for Skills in the Bangladeshi RMG (with C. Woodruff), IZA-LM (€275,000 ca.)
RMG Productivity Project (with C. Woodruff), €645,000 ca., ESRC/DFID
Managing Shocks: Evidence from Bangladeshi RMG (with A. Ashraf, P. Lopez-Pena and C. Woodruff), €72,000ca., IGC

• INVITED LECTURES & TEACHING (selected)

2026	Keynote Speaker, JADE – Japan
2024	Keynote Speaker, Al Capone/ World Bank Conference on Organized Crime
2024	Keynote Speaker, World Coffee Congress (Bangalore)
2024	Master Lecture, Environment & Organization (LSE Environmental Week)
2023	Keynote Speaker, PACDEV
2023	IGC Firms & Development PhD Course
2021	Keynote Speaker, EARIE
2021	MIT, Organizational Economics, PhD
2020	Keynote Speaker, OEW
2019	Notre Dame, Kellogg Institute
2018	Royal Economic Societies, PhD Easter School

• SEMINARS AND CONFERENCES (selected)

2025 & scheduled: Clean Workshop (Bocconi), CEPR IO (LSE), Leuven IO, Duke, Cattolica, Bocconi.
2024: Munich, Trade Workshop (Naples), Bocconi/LSE (crime), Bristol, Berkeley ARE, Berkeley Haas, Yale
2023: PACDEV (Keynote), Luiss, Tor Vergata, EIEF, IFC/EBRD, Tel Aviv, Jerusalem, Zurich, Lausanne, Digital Development Dialogue, BU, Cornell, Chicago IO+, MIT-Harvard Development, CEPR IMO-ENT, PSE, Bank of Italy, CMA – UK.

(Earlier – not complete): World Bank, Columbia-NYU, Sloan MIT (x2), MIT-Harvard, Mannheim, Bocconi, UAB, UPF, Dartmouth; Budapest, Michigan, PSE; Helsinki, Northwestern, Bristol, Moscow, ANU, HBS (X2), Hong Kong, Brussels, EARIE (Keynote), EARIE (invited), Munich, IFS-UCL, Namur, Bocconi, CEPR Business Groups, Naples, LBS, NBER (Dev. (x2), Org. Econ. (x3), Entrepreneurship, Productivity), MIT Sloan (x2), Yale (x2), UCL (x2), Kellogg (x2), Notre Dame, Munich (x2), Bergen, Tilburg, Erasmus, EIEF, Naples, Insead, CREST, Manchester, EEA (Invited Session), Geneva (x2), Toronto, Nottingham (x3), EBRD, Jerusalem, EIEF, McGill, LSE, NBER Org. Econ., NBER Dev. SI, CEPR Entrepreneurship, Barcelona, Berkeley-Stanford Trade, Berkeley (x2), Berkeley ARE, UCLA, Columbia, Stanford, BU, UBC (x2), Cambridge (x2), BU, Brown, Duke, San Diego, USC, World Bank, FAO (x2), Harvard, Tilburg, Munich (x2), Frankfurt, Turin, Warwick, Oxford (x2), Edinburgh, Essex, Bocconi (x2), Dublin, Southampton; IIES (X3), SSE (X2), Bristol, Namur, Amsterdam, HEC, Maryland, PSU, Carlos III, UPF (x2), PSE, Sciences Po, Toulouse (x2), BREAD (x2), CEPR (Dev. (x3), IO (x2), Labour, Org. Econ. (x2), Gerzensee (x2)), NEUDC (x4), IGC (x6).

• SUPERVISION OF GRADUATE STUDENTS (with initial placement)

Arthur Blouin (Toronto), Rocco d'Este (Sussex), Andreas Menzel (Cerge-Prague), Anna Baiardi (Bonn, Post-Doc), Kerstin Ammon (NYU, Shanghai), Anik Ashraf (Munich), Haseeb Muhammad (Bristol), Yusuke Kuroishi (Hitotsubashi), Felix Forster (Ofcom), Ameek Singh, Animesh Jayantan, Ottavia Pesenti.