

# **MIRCO TONIN**

Free University of Bozen-Bolzano, Faculty of Economics and Management

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**Main Areas of Research:** My current research focuses on **labour, public, and behavioural economics**, addressing issues that are scientifically important, but also have a wider impact. I use a variety of methodological approaches, ranging from the design of experiments, both in the laboratory and in the field, to the analysis of administrative and survey data.

## **Affiliation**

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**Full Professor in Economic Policy**, Faculty of Economics and Management, Free University of Bozen-Bolzano, Italy, October 2015 – now

**Vice Dean for Research**, Faculty of Economics and Management, Free University of Bozen-Bolzano, Italy, October 2018 – now

**Research Fellow**, IZA – Institute for the Study of Labor, Bonn, 2011 – now

**Research Fellow**, CESifo, Munich, 2013 – now

**Research Fellow**, Dondena Centre for Research on Social Dynamics and Public Policy, Welfare State and Taxation Unit, Bocconi University, 2015 – now

## **Education and Previous Positions**

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**Director of the Master in Public Policies and Administration**, Faculty of Economics and Management, Free University of Bozen-Bolzano, Italy, October 2017 – September 2020

**Full Professor**, Economics Department, University of Southampton, UK, April 2015 – Sep. 2015

**UniCredit Foscolo Europe Fellow**, Central European University, Hungary, 2011 – 2015

**Associate Professor**, Economics Department, University of Southampton, UK, 2013 – 2015

**Lecturer**, Economics Division, University of Southampton, UK, 2007 – 2013

**Ph. D. in Economics**, Institute for International Economic Studies, Stockholm University, Sweden, 2002 – 07

**Currency Analyst**, DZ (Deutsche Zentral-Genossenschaft) Bank CEE Research, Budapest, Hungary, 2000 – 2002

**Laurea in Economics**, Bocconi University, Italy. Summa cum laude. 1995 – 2000

## Research Experience

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**Consultant**, World Bank, 2008, and International Labour Office (ILO), 2003-13.

**Visiting Researcher**, Hungarian National Bank, Summer, 2006; Hungarian Academy of Sciences – Institute of Economics, Winter, 2006, Summer, 2009, 2010, and 2012; Central European University, Summer, 2007 and 2008; University of Sassari, Summer, 2011; Center for Economic Studies (CES), University of Munich, Spring, 2013; LUISS, Rome, Spring 2015; Telecom Ecole de Management, Paris, Winter 2017.

## Working Papers

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1. Symbolic Incentives and the Recruitment of Volunteers for Citizen Science Projects (with Simona Cicognani, Sebastian Stein and Michael Vlassopoulos)
2. Technology vs information to promote conservation: Evidence from water audits (with Erik Ansink and Carmine Ornaghi)
3. Does COVID-19 Mass Testing Work? The Importance of Accounting for the Epidemic Dynamics (with Davide Ferrari and Steven Stillman)
4. Communities and testing for COVID-19 (with Steve Stillman)
5. National or Local? The Demand for News in Italy during COVID-19 (with Stefano Castriota and Marco Delmastro)
6. Expectations, reference points, and compliance with COVID-19 social distancing measures (with Guglielmo Briscese, Nicola Lacetera and Mario Macis). NBER WP 26916.
7. Water Tariffs and Consumers' Inaction (with Carmine Ornaghi)
8. Paying for what kind of performance? Performance pay and multitasking in mission-oriented jobs (with Daniel Jones and Michael Vlassopoulos)
9. Stay or Flee? Probability versus Severity of Punishment in Hit-and-run Accidents (with Stefano Castriota)
10. The Effect of the Language of Instruction on Academic Performance (with Juliana Bernhofer)

## Publications

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### Journal Articles:

1. Elif Kara, Mirco Tonin and Michael Vlassopoulos, “Class Size Effects in Higher Education: Differences Across STEM and Non-STEM Fields”, *Economics of Education Review*, 2021, vol 82. <https://doi.org/10.1016/j.econedurev.2021.102104>

2. Alessandra Casarico and Mirco Tonin, "A field experiment on fundraising to support independent information", *Journal of Economic Behavior & Organization*, 2021, vol. 186, 227-250 <https://doi.org/10.1016/j.jebo.2021.03.021>
3. Silvia Bruzzone, Stefano Castriota and Mirco Tonin, "Points or prison? The Effects of Different Sanctions on Driving Behavior", *Contemporary Economic Policy*, 2021, vol 39, pages 126-140 <https://doi.org/10.1111/coep.12500>
4. Corrado Giulietti, Mirco Tonin and Michael Vlassopoulos, "When the market drives you crazy: Stock market returns and fatal car accidents", *Journal of Health Economics*, 2020, vol. 70 <https://doi.org/10.1016/j.jhealeco.2019.102245>
5. Carmine Ornaghi and Mirco Tonin, "The Effects of The Universal Metering Programme on Water Consumption, Welfare and Equity", *Oxford Economic Papers*, 2019 <https://doi.org/10.1093/oeq/gpz068>
6. Corrado Giulietti, Mirco Tonin and Michael Vlassopoulos, "Racial Discrimination in Local Public Services: A Field Experiment in the US", *Journal of the European Economic Association*, 2019, vol. 17, pages 165–204. <https://doi.org/10.1093/jeea/jvx045>
7. Helia Marreiros, Mirco Tonin, Michael Vlassopoulos, m.c. schraefel "Now that you mention it": A Survey Experiment on Information, Salience and Online Privacy", *Journal of Economic Behavior & Organization*, 2017, vol. 140, pages 1-17. <https://doi.org/10.1016/j.jebo.2017.03.024>
8. Mirco Tonin and Michael Vlassopoulos, "Sharing One's Fortune? An Experimental Study on Earned Income and Giving", *Journal of Behavioral and Experimental Economics*, 2017, vol. 66, pages 112-118. DOI: <http://dx.doi.org/10.1016/j.socec.2016.04.014>
9. Mirco Tonin and Michael Vlassopoulos, "Corporate Philanthropy and Productivity: Evidence from an Online Real Effort Experiment", *Management Science*, 2015, vol. 61, pages 1795-1811. DOI: <http://dx.doi.org/10.1287/mnsc.2014.1985>
10. Ann-Sofie Kolm and Mirco Tonin, "Benefits Conditional on Work and the Nordic Model", *Journal of Public Economics*, 2015, vol. 127, pages 115-126. DOI: <http://dx.doi.org/10.1016/j.jpubeco.2014.05.010>
11. Sotiris Georganas, Mirco Tonin and Michael Vlassopoulos, "Peer Pressure and Productivity: The Role of Observing and Being Observed", *Journal of Economic Behavior & Organization*, 2015, vol. 117, pages 223-232. DOI: <http://dx.doi.org/10.1016/j.jebo.2015.06.014>
12. Mirco Tonin and Jackie Wahba, "The Source of the Gender Gap in Economics Enrollment" *CESifo Economic Studies*, 2015, vol. 61, pages 72-94. DOI: <http://dx.doi.org/10.1093/cesifo/ifu033>
13. Mirco Tonin and Michael Vlassopoulos, "Are Public Sector Workers Different? Cross-European Evidence from Elderly Workers and Retirees", *IZA Journal of Labor Economics*, 2015, vol. 4:11, pages 1-21. DOI: <http://dx.doi.org/10.1186/s40172-015-0027-3>
14. Mirco Tonin, "Are Workers Motivated by the Greater Good? Evidence from the Private and Public Sectors", *IZA World of Labor*, 2015, vol. 138, pages 1-10. <http://wol.iza.org/articles/are-workers-motivated-by-the-greater-good>
15. Helia Marreiros, Richard Gomer, Mirco Tonin, Michael Vlassopoulos, m.c. schraefel "Scared or Naive? An Exploratory Study on Users Perceptions of Online Privacy Disclosures", IADIS

International Journal on WWW/Internet, 2015, vol. 13, pages 1-16.

<http://www.iadisportal.org/ijwi/papers/2015131201.pdf>

16. Mirco Tonin, “Reporting Import Tariffs (and Other Taxes)”, *International Tax and Public Finance*, 2014, vol. 21, pages 153-173. DOI: <http://dx.doi.org/10.1007/s10797-012-9262-8>
17. Mirco Tonin and Michael Vlassopoulos, “An Experimental Investigation of Intrinsic Motivations for Giving”, *Theory and Decision*, 2014, vol. 76, pages 47-67. DOI: <http://dx.doi.org/10.1007/s11238-013-9360-9>
18. Mirco Tonin and Michael Vlassopoulos, “Experimental Evidence of Self-Image Concerns as Motivation for Giving”, *Journal of Economic Behavior & Organization*, 2013, vol. 90, pages 19–27. DOI: <http://dx.doi.org/10.1016/j.jebo.2013.03.011>
19. Mirco Tonin, “Underreporting of Earnings and the Minimum Wage Spike”, *IZA Journal of European Labor Studies*, 2013, vol. 2, pages 1-18. DOI: <http://dx.doi.org/10.1186/2193-9012-2-2>
20. Mirco Tonin, “Minimum Wage and Tax Evasion: Theory and Evidence”, *Journal of Public Economics*, 2011, vol. 95, pages 1635–1651. DOI: <http://dx.doi.org/10.1016/j.jpubeco.2011.04.005>
21. Ann-Sofie Kolm and Mirco Tonin, “In-Work Benefits and Unemployment”, *International Tax and Public Finance*, 2011, vol. 18, pages 74-92. DOI: <http://dx.doi.org/10.1007/s10797-010-9148-6>
22. Mirco Tonin and Michael Vlassopoulos, “Disentangling the Sources of Pro-socially Motivated Effort: A Field Experiment”, *Journal of Public Economics*, 2010, vol. 94, pages 1086-1092. DOI: <http://dx.doi.org/10.1016/j.jpubeco.2010.08.011>
23. Sandrine Cazes and Mirco Tonin, “Employment Protection Legislation and Job Stability: A European Cross-Country Analysis”, *International Labour Review*, 2010, vol. 149, pages 261-285. DOI: <http://dx.doi.org/10.1111/j.1564-913X.2010.00087.x>

### **Refereed Book Chapters:**

24. Kimberley Scharf and Mirco Tonin, “Introduction”, in: *The Economics of Philanthropy: Donations and Fundraising*, edited by Kimberley Scharf and Mirco Tonin, MIT Press, 2018. <https://mitpress.mit.edu/books/economics-philanthropy>
25. Jana Sadeh, Mirco Tonin and Michael Vlassopoulos “Why Give Away your Wealth? An Analysis of the Billionaires' View” in: *Social Economics*, edited by J. Costa-Font and M. Macis, MIT press, 2017. <https://mitpress.mit.edu/books/social-economics>
26. Mirco Tonin, “Too Low to Be True: The Use of Minimum Thresholds to Fight Tax Evasion” in: *Critical Issues in Taxation and Development*, edited by Clemens Fuest and George R. Zodrow, MIT press, 2013 (ISBN: 978-0-262-01897-5). <http://mitpress.mit.edu/books/critical-issues-taxation-and-development>
27. Mirco Tonin, “Informality” in: *Perspectives on Labour Economics for Development*, edited by Sandrine Cazes and Sher Verick, ILO and Academic Foundation, 2013 (ISBN: 978-92-2-126714-0). [http://www.ilo.org/global/publications/books/forthcoming-publications/WCMS\\_190112/lang--en/index.htm](http://www.ilo.org/global/publications/books/forthcoming-publications/WCMS_190112/lang--en/index.htm)

## Refereed Conference Proceedings

28. Helia Marreiros, Richard Gomer, Mirco Tonin, Michael Vlassopoulos, m.c. schraefel, “Exploring User Perceptions of Online Privacy Disclosures”, *Proceedings of the 14th International Conference on WWW/INTERNET (ICWI 2015)*.
29. Victor Naroditskiy, Sebastian Stein, Long Tran-Thanh, Mirco Tonin, Michael Vlassopoulos, and Nicholas R. Jennings, “Referral Incentives in Crowdfunding”, *Proceedings of the Second AAAI Conference on Human Computation and Crowdsourcing (HCOMP-2014)*, 2014, pages 171-183. <http://www.aaai.org/ocs/index.php/HCOMP/HCOMP14/paper/viewFile/8948/8967>

## Edited Books

30. *The Economics of Philanthropy: Donations and Fundraising*, edited by Kimberley Scharf and Mirco Tonin, MIT Press (ISBN: 9780262038447), 2018.  
<https://mitpress.mit.edu/books/economics-philanthropy>

## Other Academic Publications

31. Federico Boffa, Francesco Ravazzolo, Mirco Tonin “Ruolo del settore pubblico e politiche al tempo del Covid-19”, in: Elisabeth Alber, Alice Engl, Günther Pallaver (eds.), *Politika21 - Annuario di politica dell’Alto Adige*, Raetia Edizioni, 2021.
32. *Gender Differences in Earnings and Leadership: Recent Evidence on Causes and Consequences* (with Mario Macis), ifo DICE Report 2 / 2017, vol 15, June 2017.
33. “Minimum Wage or Minimum Tax?” in: *The Hungarian Labour Market Review and Analysis 2012*, edited by P. Benczur, Hungarian Academy of Sciences, 2013.
34. “Employment Protection Legislation in Central and East European Countries”, *South East Europe Review*, issue 4, 2009, pp. 447-491.
35. “The Wage Dimension of Flexibility and Security in Selected Central and Eastern European Countries” in: Cazes, S., Nesporova, A. (eds.) “*Flexicurity: a relevant approach for Eastern Europe?*”, International Labour Office, Geneva, 2007.

## Honours and Grants

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- “Best Paper Award” 9th Young Economists' Workshop on Social Economy, Forli, Italy, 2012
- “G.B. Brocchi” Grammar School Gold Medal, 2011
- Fellow of the Higher Education Academy, since 2010
- Bocconi University Gold Medal for Best Graduates in 2000

## Main Grants

- **Free University of Bozen-Bolzano**, CRC grant, 2017-2020, with Steve Stillman.
- **Leverhulme Trust**, Research Grant, 2015-2019, with Álmos Telegdy and Michael Vlassopoulos.
- **ESRC**, Research Grant, 2013-2015, with Carmine Ornaghi.

- **EPRSC**, Research Grant, 2013-2015, with m. schraefel, S. Rhys Thomas, M. Vlassopoulos, E. Gerding.
- **ESRC**, First Grant, 2009-2012, with Michael Vlassopoulos.
- **UniCredit & Universities Foundation**, Foscolo Europe Fellowship, 2011-2015.

### Smaller Grants

- **British Academy**, Small Research Grant, 2013-2015, with V. Naroditskiy, S. Stein, M. Vlassopoulos, L. Tran-Thanh.
- **British Academy**, Small Research Grant, 2009, with Michael Vlassopoulos.
- **University of Southampton**, Strategic Interdisciplinary Research Development Fund, 2013, with V. Naroditskiy, S. Stein, M. Vlassopoulos, L. Tran-Thanh.
- **University of Southampton**, Strategic Research Development Fund, 2012, with C. Ornaghi.
- **University of Southampton**, Strategic Research Development Fund, 2013, with Michael Vlassopoulos.
- **University of Southampton**, Small Grant, 2008.
- **Central European University**, Conference and Academic Events Fund, 2012.
- **Royal Economic Society**, Special Project Grant 2011; 2015.
- **UniCredit & Universities Foundation**, Workshop Grant 2012; 2013; 2014; 2015.
- **Southern Water**, Workshop Grant 2015.

## Teaching and Supervision

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**Undergraduate:** Economic Policy at the Free University of Bozen-Bolzano. Applied Microeconomics, Introduction to Econometrics, and Introduction to Statistics for Economics, at the University of Southampton.

**MSc:** Economics and Politics in the Public Sector at the Free University of Bozen-Bolzano. Public Economics and Finance, at the Central European University, Budapest.

**PhD:** Applied Econometrics, at the University of Southampton.

**Mini courses:** Forensic Economics for graduate students, at the Center for Economic Studies (CES) of the University of Munich.

Supervision of several undergraduate, master and PhD dissertations.

Internal PhD Examiner, University of Southampton.

External PhD Examiner, University of Trento; Agricultural University, Peshawar, Pakistan.

Postgraduate Certificate in Academic Practice (PCAP), University of Southampton, 2010.

Fellow of the Higher Education Academy (Recognition Reference: 40064), since 2010.

## Other Professional Activities

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**Refereeing - Journals:** American Economic Review, Journal of Political Economy, Review of Economic Studies, Journal of the European Economic Association, Management Science, Journal of Public Economics, Journal of Labor Economics, Games and Economic Behavior, Journal of Economic Behavior & Organization, Industrial and Labor Relations Review, Experimental Economics, The B.E. Journal of Economic Analysis & Policy, International Economic Journal, European Economic Review, *Economica*, Southern Economic Journal, International Economic Review, Labour Economics, Scandinavian Journal of Economics, The Journal of Development Studies, Journal of Public Economic Theory, International Tax and Public Finance, National Tax Journal, Contemporary Economic Policy, CESifo Economic Studies, Emerging Markets Finance and Trade, European Sociological Review, Labour - Review of Labour Economics and Industrial Relations, IZA World of Labor, Pacific Economic Review, International Journal of Human-Computer Studies, International Review of Administrative Sciences, American Political Science Review, Journal of Law, Economics and Organization. See: [publons.com/a/463193/](https://publons.com/a/463193/)

**Refereeing - Others:** ESRC, National Science Foundation, Routledge, Danish Council for Independent Research, British Academy, Estonian Research Council, Czech Science Foundation.

### Conference Organization:

- Workshop on “The Determinants and Implications of Prosocial Behaviour”, Southampton, May 2011;
- Workshop on “The Social Dimension of Organizations”, CEU, Budapest, April 2012;
- Workshop on “Behavioral and Organizational Economics”, IZA, Bonn, June 2013;
- Workshop on “Public Organizations”, Vienna, September 2014;
- Workshop on “The Economics of Discrimination”, Naples, September 2015;
- Workshop on “Managing Water Demand”, London, September 2015;
- Euregio Economics Meeting, Bolzano, April 2016.
- Workshop on “The Economics of Philanthropy”, CESifo Venice Summer Institute 2016.

Member of the **Board**, ASGE - Association for the Study of Generosity in Economics, 2021 – .

Member of the **Editorial Board**, *International Tax and Public Finance*, 2019 – .

Member of the **Editorial Board**, *PLOS ONE*, 2019 – .

Member of the **Editorial Board – Advisory Board**, *Heliyon*, Elsevier, 2015 – .

Member of the Program Committee **ICEEE-8th (Eighth Italian Congress of Econometrics and Empirical Economics)**, 2018

Member of the **Royal Economic Society Conference Programme Committee**, 2015 – 2017.

Member of the **Editorial Board**, *Economic Review*, 2011 – 2014.

Research mentioned in: New York Times, Financial Times, Washington Post, The Times, BBC, Guardian, Bloomberg Business Week, Pacific Standard, Forbes, Fortune, Daily Mail, Daily Mirror, Independent on Sunday, Daily Telegraph, The Scotsman, Irish Independent, The Economist blog, The Wall Street Journal blog, United Press, Huffington Post (France), TV2 (Denmark), The Times of India and many others.

Comments on current affairs appeared in: Time magazine, Ottawa Citizen, Sole24Ore, Libero, Südtiroler Wirtschaftszeitung, Dolomiten, Corriere dell'Alto Adige, Corriere del Trentino, Rai Südtirol Radio, Radio Südtirol, Rai Alto Adige, Salto.bz, Philanthropy Impact Magazine, Library Journal, UniNews, ff – Das Südtiroler Wochenmagazin.

## Selected Other Publications

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I regularly contribute to *Corriere dell'Alto Adige* and *Corriere del Trentino* – see: [https://www.pressreader.com/@Mirco\\_Tonin/collection/editoriali](https://www.pressreader.com/@Mirco_Tonin/collection/editoriali)

"[Covid, come usare la spinta gentile dei «nudge» contro i contagi e pro vaccini](#)", Il Sole 24 Ore, 7 March 2021

"[Crisi personali e crisi nazionale: l'Italia sul lettino del terapeuta](#)", Econopoly - Il Sole 24 Ore, 24 November 2020

"[Con il coronavirus sale lo share dei Tg](#)" (with Stefano Castriota and Marco Delmastro), LaVoce.info, 9 November 2020

"[Covid: tra paura e sottovalutazione, le parole giuste per evitare i contagi](#)", Sole 24 Ore +, 5 September 2020

"[Can behavioural economics help with the enforcement of social distancing?](#)", Economics Observatory, 22 August 2020

"[Dopo il lockdown cresce l'ottimismo ma senza illusioni](#)" (with Guglielmo Briscese, Nicola Lacetera e Mario Macis), LaVoce.info, 27 May 2020

"[Moving the goalposts on lockdown end dates can affect compliance](#)" (with Guglielmo Briscese, Nicola Lacetera e Mario Macis), VoxEU, 16 May 2020

"[After the Lockdown: Italian Consumers Are Cautious About Returning to Normal](#)" (with Guglielmo Briscese, Nicola Lacetera e Mario Macis), ProMarket, 15 May 2020

"[Haben wir es endlich geschafft? Erwartungen zum Lockdown-Ende und die Bereitschaft zu dessen Einhaltung](#)" (with Guglielmo Briscese, Nicola Lacetera e Mario Macis), Ökonomenstimme, 15 May 2020

"[¿Cuánto falta? Prorrogar el estado de alarma podría afectar el cumplimiento de las medidas de confinamiento](#)" (with Guglielmo Briscese, Nicola Lacetera e Mario Macis), Nada es Gratis, 14 May 2020



"[Sorpresa: italiani cauti sul ritorno alla normalità](#)" (with Guglielmo Briscese, Nicola Lacetera e Mario Macis), LaVoce.info, 12 May 2020

"[Quanto manca? Fine del lockdown e regole da rispettare](#)" (with Guglielmo Briscese, Nicola Lacetera e Mario Macis), LaVoce.info, 6 May 2020

"[Expectations about Covid-19 social-distancing measures in Italy and their impact on compliance](#)" (with Guglielmo Briscese, Nicola Lacetera e Mario Macis), IZA WoL, 6 April 2020

"[Managing Expectations Is Critical to Ensure Compliance with Stay-at-Home Measures](#)" (with Guglielmo Briscese, Nicola Lacetera e Mario Macis"), ProMarket, 2 April 2020

"[Cosa pensano gli italiani dell'autoisolamento](#)" (with Guglielmo Briscese, Nicola Lacetera e Mario Macis"), LaVoce.info, 30 March 2020

"[Diamo il voto ai bambini per fermare la denatalità](#)" (with [Federico Boffa](#)), lavoce.info, 6 September 2019

Sperimentare e valutare: un approccio scientifico alla filantropia e al fundraising", Vita.it, 10 July 2018

"[Do government officials discriminate?](#)" (with Corrado Giuliotti and Michael Vlassopoulos), Oxford University Press blog, 2 May 2018

"[Fisco: L'imposta si taglia solo se visibile](#)" (with Federico Boffa), lavoce.info, 23 February 2018

"[Educazione finanziaria, risorsa fondamentale](#)" (with Francesco Trebbi), Sole 24 Ore, 14 January 2018

"[Do Librarians Discriminate?](#)", Library Journal, 3 January 2018

"[Nella UE ius soli a geometria variabile](#)" (with Francesco Trebbi), Sole 24 Ore, 19 September 2017

"[Italia bocciata in Pubblica amministrazione](#)" (with Francesco Trebbi), Sole 24 Ore, 18 July 2017

"Does mission motivate employees?", [Philanthropy Impact Magazine](#): 14 - Winter 2016

"[Why We Do a Good Job](#)", Südtiroler Wirtschaftszeitung, 11 December 2015.

"[Note to bosses: workers perform better if you give to charity](#)" (with Michael Vlassopoulos), [The Conversation](#), January 2015.

"[The gender gap in Economics enrolment: where does it arise](#)" (with Jackie Wahba), [Royal Economic Society Newsletter](#), October 2014.

"[What drives the philanthropy of billionaires?: Technological innovators are changing philanthropy](#)" (with Michael Vlassopoulos), [TechTank Blog](#), [Brookings Institution](#), October 2014.

“[Are public sector workers different?](#)” (with Michael Vlassopoulos), *Public Sector Executive*, August 2014.

“[Are government workers really more public-spirited than those in the private sector?](#)” (with Michael Vlassopoulos), *The Conversation*, June 2014.

“[Are workers motivated by the greater good? Evidence from a field experiment](#)” (with Michael Vlassopoulos), *VoxEU*, 28 May 2010.