

MARCO PAGNOZZI

DEPARTMENT OF ECONOMICS • UNIVERSITÀ DI NAPOLI FEDERICO II
VIA CINTIA (MONTE S. ANGELO) • 80126 NAPOLI, ITALY

TEL.: + 39 081 675099 • FAX: + 39 081 7663540 • MOBILE: + 39 349 288 3529

E-MAIL: pagnozzi@unina.it

WEB: www.csef.it/people/pagnozzi.htm

PERSONAL

Born in Naples (Italy), 14 March 1972

ACADEMIC POSITIONS

UNIVERSITÀ DI NAPOLI FEDERICO II, Department of Economics
Assistant Professor (2005-present)

CENTRE FOR STUDIES IN ECONOMICS AND FINANCE
Research Affiliate (2000-present)

NUFFIELD COLLEGE, OXFORD UNIVERSITY: Academic Visitor (Spring 2010)

UNIVERSITÀ DI SALERNO, Department of Economics: Assistant Professor (2001-2005)

SAÏD BUSINESS SCHOOL, OXFORD UNIVERSITY: Visiting Scholar (Spring 2003)

EDUCATION

OXFORD UNIVERSITY, ST CATHERINE'S COLLEGE

D.Phil. in Economics. Thesis: "Essays in Applied Auction Theory," 2004

M.Phil. in Economics. Thesis: "Collusion in English Auctions," 1999

UNIVERSITÀ DI NAPOLI FEDERICO II

Dottorato di Ricerca in Applied Mathematics, 2000

Laurea in Economics and Social Sciences, *Summa cum Laude*, 1996

CONSERVATOIRE NATIONAL DES ARTS ET MÉTIERS, Paris, 1994-95

RESEARCH INTERESTS

Auction Theory, Industrial Organization, Game Theory

PUBLICATIONS

- "Are Speculators Unwelcome in Multi-Object Auctions?"
American Economic Journal: Microeconomics, 2010, forthcoming
- "On-Net/Off-Net Price Discrimination and 'Bill-and-Keep' vs. 'Cost-Based' Regulation of Mobile Termination Rates" (with David Harbord)
Review of Network Economics, 2010, forthcoming
- "Bundling and Resale in Auctions"
International Journal of Industrial Organization, 2009, vol. 27(6), pp. 667-678
- "Bidding to Lose? Auctions with Resale"
RAND Journal of Economics, 2007, vol. 38(4), pp. 1090-1112

- “Are Disadvantaged Bidders Doomed in Ascending Auctions?”
Journal of Industrial Economics (Notes & Comments), 2008, vol. LVI(3), p. 683
- “Sorry Winners”
Review of Industrial Organization, 2007, vol. 30(3), pp. 203-225
- “Overbidding to Harm Competitors: Sequential Auctions with Budget Constraints”
Rivista di Politica Economica, September-October 2006, XCVI(IX-X), pp. 135-161
- “Multi-Contract Auctions and Package Bidding in Procurement”
(with Nicola Dimitri, Riccardo Pacini and Giancarlo Spagnolo)
Handbook of Procurement, Cambridge University Press, 2006, Chapter 8, pp. 193-219

SUBMITTED PAPERS

- “Bids as a Vehicle of (Mis)Information: Collusion in English Auctions with Affiliated Values”
Revise and Resubmit *Journal of Economics and Management Strategy*

WORK IN PROGRESS

- “Collusion and Speculators in Multi-Object Auctions”
- “Advantaged Bidders and Spectrum Prices: An Empirical Analysis”
(with Paul Klemperer)
- “Vertical Separation with Private Contracts”
(with Salvatore Piccolo)
- “Learning through Dynamic Information Sharing”
(with Rossella Argenziano)
- “War of Attrition with Partial Concessions”
(with Marco Di Maggio)
- “Takeovers with Endogenous Targets”
(with Antonio Rosato)

POLICY REPORTS

- “Comments on the 1800MHz Swedish Spectrum Auctions,” 2010
- “Review of Colombian Auctions for Firm Energy”
commissioned by the Colombian Commission for the Regulation of Energy and Gas
(with David Harbord), 2008
- “Comments on Ofcom’s Proposed Spectrum Auctions: 2.6 GHz, 2010 MHz and 2290 MHz”
(with David Harbord), 2007

PAPERS IN ITALIAN

- “Gare multi-lotto ed offerte combinatorie negli acquisti pubblici”
(with N. Dimitri, R. Pacini, G. Spagnolo and M. Zanza), *Quaderni Consip*, 2006
- “Effetti della produzione e diffusione di informazioni”
(with Alberto Bennardo and Marco Pagano), 2004
- “Differenziazione dei prodotti e interazione strategica nelle decisioni di evasione”
(with Massimo Marrelli and Riccardo Martina), *Il Fisco*, 1996, vol. 38, pp. 55-59

TEACHING

Graduate:

- Università di Napoli Federico II, MEF: *Game Theory* (2004-present)
Industrial Organization (2003-2004)
- Università di Napoli Federico II, CER: *Auction Theory* (2003-present)
- Capri Summer School: *Competition Policy* (2010)
- Accademia Aeronautica di Pozzuoli: *Auction Theory* (2001)
- Oxford University, M.Phil.: *Microeconomics* (1999-2002)

Undergraduate:

- Università di Napoli Federico II: *Public Economics I and II* (2005-present)
- Università di Salerno: *Mathematical Methods* (2003)
Macroeconomics (2004)
Political Economics (2004-2005)

PROFESSIONAL ACTIVITY

Invited Seminars:

Universitat Autònoma de Barcelona and Institute for Economic Analysis (March 2010), Maastricht University (March 2009), GREMAQ-TSE, Toulouse (May 2008), Catholic University of Milan (January 2008), University of Bologna (November 2007), University of Maryland (October 2007), Johns Hopkins University (October 2007), Scuola Superiore Sant'Anna, Pisa (May 2007), Oxford University (February 2007), University of Naples Federico II (February 2007), University of Padova (March 2006), Bocconi University (February 2005), Nuffield College, Oxford University (February 2004), University of Salerno (December 2003), Oxford University (May 2002), University of Venice (February 2000)

Conference Presentations:

Workshop on Equilibrium Analysis Under Uncertainty, Naples (January 2010); EEA-ESEM Congress, Barcelona (August 2009); Conference of the Society for the Advancement of Economic Theory (July, 2009); Third World Congress of the Game Theory Society, Evanston (July 2008); ESSET, Gerzensee (July 2008); Fourth CSEF-IGIER Symposium on Economics and Institutions, Anacapri (June 2008); Workshop on "Auctioning of Carbon Allowances," DG Environment, European Commission, Brussels (February 2008); EEA-ESEM Congress, Budapest (August 2007); Conference on "Auctions with Resale," University of California, Santa Barbara (April 2007); SIEP, Pavia (September 2006); EEA-ESEM Congress, Vienna (August 2006); Second CSEF-IGIER Symposium on Economics and Institutions, Anacapri (June 2006); EEA Congress, Amsterdam (August 2005); Summer School on Game Theory, Bolzano (June 2005); First CSEF-IGIER Symposium on Economics and Institutions, Anacapri (June 2005); EARIE Conference, Berlin (September 2004); Workshop on "Mechanism Design with Budget Constraints," Stony Brook (July 2004); AMASES Meeting (September 2000)

Discussant:

SIEP, Pavia (September 2006); Third MTS Conference on Financial Markets, Istanbul (July 2006); Auctions and Market Design, Milan (September 2004); Auctions and Market Design, Rome (September 2002); Understanding Financial Architecture, CEPR, Oxford (September 2002)

Co-Organizer:

- o Sixth CSEF-IGIER Symposium on Economics and Institutions, Anacapri (June 2010)
- o Capri Summer School in Economics and Finance, Anacapri (June 2010)
- o Workshop for Italian PhD Students in Economics, Salerno (May 2009)
- o Fourth CSEF-IGIER Symposium on Economics and Institutions, Anacapri (June 2008)
- o CSEF Seminars, 2003 and 2008
- o Department of Economics Seminars, Università di Napoli Federico II, 2006-2007

Invited Speaker: Econometric Society Winter Meeting, Berlin (January 2002)

Highest Research Award: CSEF, 2008

Best Teacher Award: MEF, Università di Napoli Federico II, 2004 and 2008

SIEP Award: The Italian Society of Public Economics, 2006

Refereeing:

American Economic Review (3), *Economic Journal*, *Economic Inquiry*, *Economic Theory*, *Games and Economic Behaviour* (4), *International Journal of Game Theory*, *Journal of the European Economic Association* (2), *Journal of Industrial Economics*, *RAND Journal of Economics*, *Review of Economic Studies* (3), *Review of Finance* (7), *Rivista di Politica Economica*

Scholarships:

- o *Royal Economic Society*, Junior Fellowships, 2001
- o *Economic and Social Research Council*, Research Studentship, 1999-2001
- o *British Chevening Scholarship*, UK Foreign and Commonwealth Office, 1997-1999
- o *Fulbright Scholarship* for postgraduate study in the US, 1997, declined

CONSULTING

I have been consulted by governments in several countries on the design of auctions for privatizations, electricity markets, greenhouse gas emission allowances, medical services and exporting licenses. I have advised on bidding strategies in spectrum auctions and takeover contests in Egypt, Italy, Sweden and the U.K.

LANGUAGES

Italian, English, French

REFERENCES

PAUL KLEMPERER, Oxford University (paul.klemperer@economics.ox.ac.uk)

IAN JEWITT, Oxford University (ian.jewitt@nuffield.ox.ac.uk)

MARCO PAGANO, Università di Napoli Federico II (mrpagano@tin.it)