

Giorgio Zanarone

Personal details

Citizenship: Italian
Gender: Male
Civil status: Married
Birth date: October 17th, 1977

Contacts

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Full-time academic positions

- **CUNEF**, Research Director (2017-2018)
- **CUNEF**, Director of the Business Department (2011-2017)
- **CUNEF**, Tenured Associate professor (2010 to present)
- **CUNEF**, Assistant Professor (2008-2010)

Visiting positions

- **MIT Sloan School of Management**, Visiting Scholar (Spring 2019)
- **MIT Sloan School of Management**, Visiting Scholar (Fall 2013)

Other positions

- **Italian Antitrust Authority**, intern at the Research Department (2003-2004)

Education

- **Universitat Pompeu Fabra**, PhD in Management (2003-2008)
- **MIT Sloan School of Management**, visiting graduate student (2005-2008)
- **Universitat Pompeu Fabra**, Master of Advanced Studies in Economics (2001-2003)
- **S. Anna School for Advanced Studies** of Pisa, BA in Political Science (1996-2001)

Research Interests

Organizational Economics; Strategy; Law & Economics

Papers published in peer-reviewed journals

- “Property Rights in Sequential Exchange,” with Benito Arruñada and Nuno Garoupa, 2019, *Journal of Law, Economics and Organization* 35: 127-153.
- “On the Determinants and Consequences of Informal Contracting,” with Ricard Gil, 2018, *Journal of Economics and Management Strategy* 27: 726-741.
- “Formal and Informal Contracting: Theory and Evidence,” with Ricard Gil, 2017, *Annual Review of Law and Social Science* 13: 141-159.
- “Endogenous Enforcement Institutions,” with Gani Aldashev, 2017, *Journal of Development Economics* 128: 49-64.
- “The Double-Edged Effect of Knowledge Acquisition: How Contracts Safeguard Pre-Existing Resources,” with Desmond Lo and Tammy Madsen, 2016, *Strategic Management Journal* 37: 2014-20.
- “New Frontiers in the Empirical Research on Informal Contracting,” with Ricard Gil, 2016, *Journal of Institutional and Theoretical Economics* 172: 390-407.
- “Contract Adaptation under Legal Constraints,” 2013, *Journal of Law, Economics and Organization* 29: 799-834..
- “Coase (1937) revisited: Endogenous Fiat in Firms and Markets,” 2012, *International Review of Economics* 59: 201-221, special issue in honor of Ronald Coase edited by Henry Smith.
- “Vertical Restraints and the Law: Evidence from Automobile Franchising,” 2009, *Journal of Law and Economics* 52: 691-700.
- “Institutional Constraints on Organizations: The Case of Spanish Car Dealerships,” with Benito Arruñada and Luis Vázquez, 2009, *Managerial and Decision Economics* 30: 15-26

Papers under review and working papers

- “Contracting to Dis-Incentivize,” with Desmond Lo and Mrinal Ghosh, January 2019, Revise & Resubmit at *Journal of Marketing Research*.
- “The Role of Relationship Scope in Sustaining Relational Contracts,” with Nicholas Argyres and Janet Bercovitz, December 2019 (submitted).
- “The Role of Relational Contracts in Outsourcing: Evidence from the 2008 Shock to the US Airline Industry,” with Ricard Gil and Kim Myongjin, December 2019 (submitted).
- “Managing Social Comparison Costs in Organizations,” with Oscar Contreras, July 2018.
- “Public and Private Transactions in the Shadow of Coercive Power,” with Gani Aldashev, November 2018.

Book chapters

- “Contracting in Innovative Industries,” with Ricard Gil, 2018, in Ménard, Claude, and Mary Shirley (editors), *A Research Agenda for New Institutional Economics*, Edward Elgar Publishers, 2018.
- “Restricting Franchising: An Empirical Analysis of the Allocation of Control Rights in Car Dealership Contracts,” in CAFAGGI, F., *Corporate Governance, Networks and Innovation*, CEDAM, Padova, 2005.

Other publications

- “Informal Contracting within and between Firms,” 2017, with Ricard Gil, *RAUSP Management Journal* 5: 492-496.
- “Contratos Alrededor de la Ley: El Caso de la Distribución de Automóviles,” 2010, *Economía Industrial* 376: 111-118.

Presentations at Conferences

American Economic Association annual conference (2012; 2013; 2015); **American Law & Economics Association** annual conference (2007; 2008; 2010; 2012; 2016); **Italian Society of Law and Economics** annual conference (2006; 2007; 2008; 2010; 2011; 2012; 2014; 2015; 2016; 2017); **Society for Institutional and Organizational Economics** annual conference (2006; 2008; 2009, 2010, 2011; 2012; 2013; 2014; 2015; 2016; 2017; 2018); **International Industrial Organization Conference** (2006; 2008); **Strategic Management Society** annual conference (2014); **Academy of Management** annual conference (2007); **Catalan Economic Society** annual conference (2017); **Economics and Management of Networks** Conference (2007); **EC₂ Conference** (2004).

Invited Presentations

Queen’s University, Smith School of Business, Business Economics Seminar Series, invited seminar (2019); **Northwestern University, Kellogg School of Management**, Strategy Lunch Seminar Series, invited seminar (2019); **University of California at Berkeley**, invited discussant at the fifth Berkeley-Paris Organizational Economics Workshop (2019); **MIT Sloan School of Management**, Organizational Economics Seminar Series, invited seminar (2019); **MIT Sloan School of Management**, Organizational Lunch Seminar Series, invited seminar (2019); **Chicago Law School**, co-organizer and invited speaker at the 4th Workshop on Relational Contracts (2018); **Barcelona Graduate School of Economics**, co-organizer and invited discussant at the GSE Summer Forum Workshop on Organizational Economics (2018); **IESE Business School**, invited speaker at the 2018 Madrid Work and Organizations Workshop (2018); **Sorbonne Business School**, invited speaker at the fourth Berkeley-Paris Organizational Economics Workshop (2018); **Universitat Pompeu Fabra**, invited seminar (2018); **ECARES**, invited seminar (2017); **CEMFI**, invited seminar (2017); **Goethe University Frankfurt**, invited seminar (2017); **HEC Montreal**, invited seminar (2017); **Northwestern University**, invited discussant at the Third Workshop on Relational Contracts (2017); **Bologna University**, invited seminar (2017); **National Bureau of Economic Research**, invited presentation at the Organizational Economics Workshop (2017); **LMU Munich**, invited seminar (2016); **Einaudi Institute for Economics and Finance**, invited seminar (2016); **Center for Economic Policy Research**, invited presentation at the fifth Workshop on Organizational Economics (2016); **Universitat Pompeu Fabra**, invited applied microeconomics seminar (2016); **Sorbonne Business School**, invited discussant at the second Berkeley-Paris Organizational Economics Workshop (2016); **Tilburg Law and Economics Center**, invited discussant within the workshop on “Economic Governance and Social Preferences” (2015); **Universitat Pompeu Fabra**, invited seminar within the workshop on “Institutional and Organizational Economics” (2015); **Workshop on Relational Contracts, Hammersee**, invited seminar (2015); **Universitat Pompeu Fabra**, invited seminar (2015); **MIT Sloan School of Management**, Organizational Economics Lunch, invited seminar (2014); **Università della Svizzera Italiana, Lugano**, invited

seminar (2014); **Harris School of Public Policy, University of Chicago**, invited seminar (2013); **MIT Sloan School of Management**, Organizational Economics Lunch, invited seminar (2013); **Tilburg Law and Economics Center**, invited seminar within the workshop on “Economic Governance and Organizations” (2013); **Carlos III University**, invited seminar (2013); **CEMFI**, invited seminar (2012); **Sorbonne University**, invited seminar (2012); **University of Namur**, invited seminar (2011); **ESNIE workshop at Paris X University**, invited seminar (2011); **Free University of Bolzano**, invited seminar (2010); **Tilburg Law and Economics Center**, invited seminar within the workshop on “Economic Governance and Competition: The Pros and Cons of Private Ordering in the Shadow of the Law” (2010); **Universitat Pompeu Fabra**, invited seminar (2010); **Instituto de Empresa**, invited seminar (2010); **University of Namur**, invited seminar (2009); **European School for New Institutional Economics**, invited lecture (2009); **FEDEA**, invited seminar (2009); **ESNIE workshop at Paris X University**, invited seminar (2009); **Universidad Carlos III**, invited seminar (2008); **MIT**, Organizational Economics lunch seminar (2006, 2007, 2007, 2008); **Universidad Complutense de Madrid**, invited seminar (2006); **Universitat Pompeu Fabra**, Applied Lunch seminar (2006, 2007); **Luiss University**, best paper prize at the III Doctoral Seminar of the Italian Society for Industrial Economics and Policy (2006); **Trento University**, workshop on Corporate Governance, Networks and Innovation, invited seminar (2004).

Academic and professional service

- Secretary of the Society for Institutional and Organizational Economics (formerly called “International Society for New Institutional Economics”) (2014-present)
- Member of the Board of Directors of the Society for Institutional and Organizational Economics (2011-2014)
- Member of the Scientific and Organizing Committee of the Organizational Economics Workshop at the Summer Forum of the Barcelona Graduate School of Economics (2018)
- Founding Member of the Scientific and Organizing Committee of the International Workshop on Relational Contracts (2016, 2017, 2018): <https://relationalcontracts.net/>
- Member of the Scientific and Organizing Committee of the annual conference of the Society for Institutional and Organizational Economics (2010, 2012, 2018)
- Member of the Scientific and Organizing Committee of the Workshop on “Economic Governance and Social Preferences” organized by the Tilburg Law and Economics Center, Tilburg University (2015)

Activity as a referee in academic journals

Quarterly Journal of Economics; Management Science; Organization Science; Review of Economics and Statistics; American Economic Journal: Microeconomics; Journal of Law, Economics and Organization; Games and Economic Behavior; European Economic Review; Journal of Economics and Management Strategy; International Journal of Industrial Organization; Labour: Review of Labour Economics and Industrial Relations; Industrial and Corporate Change; International Review of Law and Economics; Review of Law and Economics; European Journal of Law and Economics; Journal of Retailing; Utilities Policy; Journal of Transport Economics and Policy; Cuadernos de Economía y Dirección de la Empresa.

Research grants

- **Spanish Ministry of Economy and Competitiveness**, 50000 euro grant to develop the project “Organizational and Institutional Challenges: Innovation and Governance (II).” Among the members of the research team there are: Benito Arruñada (Pompeu Fabra), Antonio Cabrales (UCL), Nicholas Argyres (Washington University at St. Louis), Gani Aldashev (Ecares), Ricard Gil (Johns Hopkins), Desmond Lo (Santa Clara). Reference of the grant: ECO2017-85763-R. Duration: Jan 1, 2018-December 31, 2020.
- **National Bank of Belgium**, 17250 euro grant to develop the project “Enforcement Institutions and Economic Development: Theory and Applications”. Duration: January 1, 2017-December 31, 2018. PI 1: Gani Aldashev (University of Namur). PI 2: Giorgio Zanarone.
- **Spanish Ministry of Economy and Competitiveness**, 58000 euro grant to develop the project “Organizational and Institutional Challenges: Innovation and Governance.” Among the members of the research team there are: Benito Arruñada (Pompeu Fabra), Henry Smith (Harvard), Gani Aldashev (Ecares), Desmond Lo (Santa Clara), Marian Moszoro (Berkeley). Reference of the grant: ECO2014-57131-R. Duration: Jan 1, 2016-December 31, 2018.
- **Fundación de las Cajas de Ahorros**, 28000 euro grant to develop the project “Foreclosure, Strategic Default and Mortgage Conditions: Evidence from Spain,” joint with Oscar Contreras (CUNEF). Duration: Feb 1, 2015-Jan 31, 2016.
- **Spanish Ministry of Education and Science**, 81000 euro grant to develop the project “The Determinants of Institutional Performance: Organizations, Contracts and Legal Institutions.” Among the members of the research team there are: Benito Arruñada (Pompeu Fabra), Henry Smith (Harvard), Gani Aldashev (Namur), Desmond Lo (Santa Clara), Dean Williamson (US Department of Justice), Antonio Nicita (Siena Univ), Matteo Rizzolli (Free Univ of Bolzano). Reference of the grant: ECO2011-29445. Duration: Jan 1, 2012-June 30, 2015.
- **Spanish Ministry of Education and Science**, 90000 euro grant to develop the project “Measuring Institutions and Organizations,” coordinated by Benito Arruñada (Pompeu Fabra University). Among the members of the research team there are: Benito Arruñada (Pompeu Fabra), Nuno Garoupa (Univ of Illinois), Manuel Bagues (Carlos III), Marco Casari (Bologna Univ), Veneta Andonova (American Univ). Reference of the grant: ECO2008-01116. Duration: Jan 1, 2009-Dec 31, 2011.
- **Fundación Caja Madrid**, Scholarship for Graduate Studies in the US (1 year).
- **Universitat Pompeu Fabra**, Scholarship for Graduate Studies (3 years).

Teaching

CUNEF

- **Management and Organization** (undergraduate).
- **Managerial economics** (undergraduate).
- **Organizational design** (undergraduate).

Pompeu Fabra University

- **Organizations and Markets** (undergraduate).