

# Giorgio Zanarone

## Personal details

Citizenship: Italian  
Gender: Male  
Civil status: Married  
Birth date: October 17<sup>th</sup>, 1977  
Languages: Italian (native); English (fluent); Spanish (fluent).

## Contacts

Address: Colegio Universitario de Estudios  
Financieros, C/ Leonardo Prieto Castro 2  
28040 Madrid (Spain)  
Phone: (+34) 650 284 191  
E-mail: [gzanarone@cunef.edu](mailto:gzanarone@cunef.edu)  
Webpage: <http://gzanarone.cunef.edu>

## Full-time academic positions

- **CUNEF**, Research Director (2017 to present)
- **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 (2019)
- **MIT Sloan School of Management**, Visiting Scholar (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

- “On the Determinants and Consequences of Informal Contracting,” with Ricard Gil, 2018, *Journal of Economics and Management Strategy* (forthcoming), doi: 10.1111/jems.12246.
- “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

- “Managing Social Comparison Costs in Organizations,” with Oscar Contreras, March 2017, Revise & Resubmit at *Management Science*.
- “The Economics of Sequential Exchange,” with Benito Arruñada and Nuno Garoupa, November 2017, Revise & Resubmit at *Journal of Law, Economics and Organization*.
- “Contracting to Dis-Incentivize,” with Desmond Lo and Mrinal Ghosh, September 2016, Revise & Resubmit at *Journal of Marketing Research*.
- “The Role of Relationship Scope in Sustaining Relational Contracts Between Firms,” with Nicholas Argyres and Janet Bercovitz, August 2018.
- “The Role of Relational Contracts in Outsourcing: Evidence from the 2008 Shock to the US Airline Industry,” with Ricard Gil and Kim Myongjin, September 2018.
- “Public and Private Transactions in the Shadow of Coercive Power,” with Gani Aldashev, May 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, forthcoming in 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); **EC<sup>2</sup> Conference** (2004).

## Invited Presentations

**Chicago Law School**, co-organizer and invited speaker at the 4<sup>th</sup> 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); **Luis 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 (Sept 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).” PI: Benito Arruñada (Pompeu Fabra). Reference: 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”. PI 1: Gani Aldashev (University of Namur). PI 2: Giorgio Zanarone. Duration: January 1, 2017-December 31, 2018.
- **Spanish Ministry of Economy and Competitiveness**, 58000 euro grant to develop the project “Organizational and Institutional Challenges: Innovation and Governance.” PI: Benito Arruñada (Pompeu Fabra). Reference: 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.” PI: Giorgio Zanarone. 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.” PI: Benito Arruñada (Pompeu Fabra). Reference: 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.” PI: Benito Arruñada (Pompeu Fabra University). Reference: 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).