

UNIVERSITÀ DEGLI STUDI DI MILANO

Procedura di valutazione per la chiamata a professore di I fascia da ricoprire ai sensi dell'art. 24, comma 6, della Legge n. 240/2010 per il settore concorsuale 13/A1 - ECONOMIA POLITICA, (settore scientifico-disciplinare SECS-P/01 - ECONOMIA POLITICA) presso il Dipartimento di Economia, Management e Metodi Quantitativi, Codice concorso 5445

## **Francesca Gioia**

### **CURRICULUM VITAE**

#### **INFORMAZIONI PERSONALI**

COGNOME	GIOIA
NOME	FRANCESCA
DATA DI NASCITA	[ 26, 04, 1986 ]

#### **Current Academic Position:**

2023 February – Present: Associate Professor SECS-P/01- Economics,  
Department of Law “Cesare Beccaria”, University of Milan,  
via Festa del Perdono 7, 20122, Milan, Italy

#### **National Scientific Qualifications (Abilitazione Scientifica Nazionale):**

- 2023 December – Present: Full Professor in SECS-P/02, 13/A2 Economic Policy
- 2019 April – Present: Associate Professor in SECS-P/03, 13/A3 Public Economics
- 2018 July – Present: Associate Professor in SECS-P/01, 13/A1 Economics
- 2017 April – Present: Associate Professor in SECS-P/02, 13/A2 Economic Policy

#### **Previous Research Positions:**

- 2020 February – 2023 January: Assistant Professor (Ricercatore Tipo B) SECS-P/01- Economics,  
Department of Law “Cesare Beccaria”, University of Milan,  
via Festa del Perdono 7, 20122, Milan, Italy
- 2017 June – 2020 January: Research Fellow (Ricercatore Tipo A) SECS-P/01- Economics,  
Department of Law “Cesare Beccaria”, University of Milan,  
via Festa del Perdono 7, 20122, Milan, Italy
- 2016 October – 2017 May: Research Fellow (Post Doc),  
Department of Economics, Statistics and Finance,  
University of Calabria, Arcavacata di Rende (CS), Italy
- 2015 October – 2017 May: Visiting Researcher Scholar,  
Department of Economics, Management and Quantitative Methods,  
University of Milan, via Conservatorio 7, 20122, Milan, Italy

## **Education:**

- 2018 January, 19<sup>th</sup>: PhD Economics, The University of Edinburgh,  
Thesis: Determinants of risk behaviour: Three laboratory experiments  
on peer effects, group identity and incentive schemes
- 2014 February, 14<sup>th</sup>: PhD in Economics and Management, University of Calabria,  
Thesis: Non-cognitive attitudes and individual outcomes. Some  
new insights on gender differences
- 2012 November, 1<sup>st</sup>: Master of Science in Finance and Economics,  
Queen Mary University of London  
Distinction
- 2010 July, 22<sup>th</sup>: Second level degree (Laurea specialistica) in Business Economics  
University of Calabria,  
Full marks, 110/110 with honours, thesis recommended for publication
- 2008 July, 24<sup>th</sup>: First level degree (Laurea triennale) in Business Economics  
University of Calabria,  
Full marks, 110/110 with honours

## **Teaching:**

### **Undergraduate level**

- [2023/2024, 2022/2023, 2021/2022, 2020/2021] Lecturer Economics, Law Degree, University of Milan, 63 h, 9 CFU
- [2017/2018] Lecturer Economics - Macroeconomics, Law Degree, University of Milan, 12 out of 63 h, 9 CFU
- [2018/2019] Lecturer Economic Policy, Law Degree, University of Milan, 42 h, 6 CFU
- [2016/2017] Teaching Assistant Microeconomics, Department of Economics, Management and Quantitative Methods, University of Milan
- [2014/2015] Teaching Assistant Economics, School of Economics, The University of Edinburgh

### **Graduate (Master's) level**

- [2023/2024] Lecturer Public Economics and Applied Economics (Applied Economics), Faculty of Law, University of Milan, 42 out of 84 h, 12 CFU
- [2017/2018] Lecturer Economics and Economic Policy (in English), LL.M. (Master of Laws) in Sustainable Development, University of Milan, 18 out of 63 h, 9 CFU

### **PhD level**

- [2017/2018, 2016/2017] Lecturer Econometrics II, PhD in Economics and Management, University of Calabria, 30 h, 5 CFU

## **Tutoring:**

- [2023/2024, 2020/2021] SECS P/01 - Economics, Law Degree, University of Milan
- [2018/2019] SECS P/02 - Economic Policy, Law Degree, University of Milan

### **Thesis supervision:**

- Student: G. M., Title: La propensione al rischio degli individui all'interno della società e l'effetto della diffusione della pandemia da covid-19. Law Degree, University of Milan. October, 2023
- Student: L. P., Title: Greenwashing e sostenibilità ambientale delle scelte d'acquisto: donne e uomini a confronto. Law Degree, University of Milan. February, 2023
- Student: G. R., Title: Una panoramica sulla discriminazione di genere nel mondo del lavoro e alcune politiche per colmare il divario. Law Degree, University of Milan. February, 2023
- Student: L. O., Title: La propensione al rischio del consumatore e le sue preferenze. Law Degree, University of Milan. October, 2022
- Student: G. R., Title: "Brexit": Long-Term Implications. Law Degree, University of Milan. February, 2022. The student participated in the call for scholarships abroad for the purpose of preparing the A.A. master's thesis. 2020/2021 and was awarded the scholarship

### **Other institutional activities:**

- [December 2023] Commission for the award of a research grant (assegno di ricerca) for which I am also the scientific director, University of Milan
- [July 2023, January 2023, September 2022] Commission to evaluate the suitability of candidates who have submitted applications for participation in the Register of Tutors and Practitioners (ex art. 45), University of Milan
- [February 2022] Commission for the teaching contract procedure of the "Monetary and Credit Economics" course for the degree course in Sciences of Legal Services, University of Milan
- [June 2021] External evaluator of a thesis for the PhD course in "Economic and business sciences" - XXXIII cycle, University of Calabria

### **Research Interests:**

- Economics of Education
- Behavioural Economics
- Experimental Economics

### **Publications:**

- Gioia, F. (2023) "Concepts and calculations: gender differences in willingness to guess", *Journal of Human Capital*, just accepted, <https://doi.org/10.1086/729099>
- Arnaboldi, F., Beccalli, E., Gioia, F. (2023) "Is it a boy or a girl? Newborn gender and household portfolio decisions", *European Financial Management*, 1–40. <https://doi.org/10.1111/eufm.12469>
- Gioia, F., and Immordino, G. (2023) "Preference-based hiring decisions and incentives", *Journal of the Economic Science Association*, <https://doi.org/10.1007/s40881-023-00144-4>
- De Paola, M., Gioia, F., and Scoppa, V. (2023) "Online teaching, procrastination and student achievement", *Economics of Education Review*, 94, 102378
- De Paola, M., Gioia, F., and Scoppa, V. (2022) "Female leadership: Effectiveness and Perception", *Journal of Economic Behavior and Organization*, 201, pp.134-162
- Carrieri, V., De Paola, M., and Gioia, F. (2021) "The health-economy trade-off during the Covid-19 pandemic: Communication matters", *PloS one*, 16(9), e0256103

- Carrieri, V., De Paola, M., and Gioia, F., (2020), "The impact of communication on preferences for public policies: Evidence from a field experiment on the Covid-19 health-wealth trade-off", *CEPR Covid Economics: Vetted and Real-Time Papers* 25, 3 June
- De Paola, M., Gioia, F., and Piluso, F. (2020) "Does reminding of behavioural biases increase returns from financial trading? A field experiment", *International Journal of Economics and Finance*, 12(2), pp. 1-21
- Gioia, F. (2019) "Incentive Schemes and Peer Effects on Risk Behaviour: An Experiment", *Theory and Decision*, 87(4), pp. 473-495
- De Paola, M., Gioia, F., and Scoppa, V. (2019) "Free-riding and Knowledge Spillovers in Teams. The Role of Social Ties", *European Economic Review*, 112, pp. 74-90
- De Paola, M., Gioia, F., and Scoppa, V. (2018) "The Adverse Consequences of Tournaments: Evidence from a Field Experiment", *Journal of Economic Behavior and Organization*, 151, pp.1-18
- Filippin A. and Gioia, F. (2018) "Competition and subsequent risk-taking behaviour: heterogeneity across gender and outcomes", *Journal of Behavioral and Experimental Economics*, 75, pp.84-94
- Gioia, F. (2017) "Peer Effects On Risk Behaviour: The Importance Of Group Identity", *Experimental Economics*, 20(1), pp.100-129
- De Paola, M. and Gioia, F. (2017) "Does Patience Matter in Marriage Stability? Some evidence from Italy", *Review of Economics of the Household*, 15(2), pp.549-577
- De Paola, M. and Gioia, F. (2017) "Impatience and Academic Performance. Less Effort and Less Ambitious Goals", *Journal of Policy Modeling*, 39(3), pp.443-460
- De Paola, M. and Gioia, F. (2016) "Who performs better under time pressure? Results from a field experiment", *Journal of Economic Psychology*, 53, pp.37-53
- De Paola, M., Gioia, F., and Scoppa, V. (2015) "Are Females Scared of Competing with Males? Results from a Field Experiment", *Economics of Education Review*, vol. 48, pp.117-128
- De Paola, M., Gioia, F., and Scoppa, V. (2014) "Overconfidence, Omens and Gender Heterogeneity: Results from a Field Experiment", *Journal of Economic Psychology*, 45, pp.237-252
- De Paola, M. and Gioia, F. (2012) "Risk Aversion And Field Of Study Choice: The Role Of Individual Ability", *Bulletin of Economic Research*, 64 (s1), pp.s193–s209

### **Working Papers:**

- Gioia, F., and Immordino, G. (2023). "Gender-science Implicit Association and Employment Decisions". Centre for Studies in Economics and Finance (CSEF), University of Naples, Italy
- Gioia, F. (2023) "Incentive-Induced Group Identity and Subsequent Altruism and Cooperation", available at SSRN 4359600
- Gioia, F. (2022) "Concepts and Calculations: Gender Differences in Willingness to Guess", available at SSRN 4153942
- De Paola, M., Gioia, F., and Scoppa, V. (2021) "Online Teaching, Procrastination and Students' Achievement: Evidence from COVID-19 Induced Remote Learning", IZA Discussion Papers n°15031, Institute for the Study of Labor (IZA)
- De Paola, M., Gioia, F., and Scoppa, V. (2021) "Female leadership: effectiveness and perception", Working Papers 202103, Università della Calabria, Dipartimento di Economia, Statistica e Finanza "Giovanni Anania" - DESF

- Carrieri, V., De Paola, M., and Gioia, F., (2020), The Health-Wealth Trade-off during the COVID-19 Pandemic: Communication matters, IZA Discussion Papers n°13943, Institute for the Study of Labor (IZA)
- De Paola, M., Gioia, F., and Pupo, V. (2020) "Selection and Incentives under Time Pressure: the Importance of Framing", IZA Discussion Papers n°13474, Institute for the Study of Labor (IZA)
- F. Arnaboldi and F. Gioia (2019) "Portfolio choice: evidence from new-borns", WP CEFIN 78, ISSN 2282-8168, October
- De Paola, M., Gioia, F., and Scoppa, V. (2018) "Teamwork, Leadership and Gender", IZA Discussion Papers n°11861, Institute for the Study of Labor (IZA)
- De Paola, M., Gioia, F., and Piluso, F. (2017) "Does reminding of behavioural biases increase returns from financial trading? A field experiment", IZA Discussion Papers n°10983, Institute for the Study of Labor (IZA)
- Filippin A. and Gioia, F. (2017) "Competition and subsequent risk-taking behaviour: heterogeneity across gender and outcomes", IZA Discussion Papers n°10792, Institute for the Study of Labor (IZA)
- De Paola, M., Gioia, F., and Scoppa, V. (2016) "Free-riding and Knowledge Spillovers in Teams. The Role of Social Ties", IZA Discussion Papers n°10257, Institute for the Study of Labor (IZA)
- De Paola, M., Gioia, F., and Scoppa, V. (2016) "The Adverse Consequences of Tournaments: Evidence from a Field Experiment", IZA Discussion Papers n°9854, Institute for the Study of Labor (IZA)
- De Paola, M. and Gioia, F. (2014) "Who performs better under time pressure? Results from a field experiment", IZA Discussion Paper n°8708, Institute for the Study of Labor (IZA)
- De Paola, M., Gioia, F., and Scoppa, V. (2013) "Are Females Scared of competing with Males? Results from a Field Experiment", IZA Discussion Papers n°7799, Institute for the Study of Labor (IZA)
- De Paola, M. and Gioia, F. (2013) "Does Patience Matter for Marriage Stability? Some evidence from Italy", IZA Discussion Papers n°7769, Institute for the Study of Labor (IZA)
- De Paola, M. and Gioia, F. (2013) "Impatience and Academic Performance. Less Effort and Less Ambitious Goals", University of Calabria, Working Paper n°2
- De Paola, M., Gioia, F., and Scoppa, V. (2013) "Overconfidence, omens and emotions: results from a field experiment", University of Calabria, Working Paper n°3
- De Paola, M. and Gioia, F. (2011) "Risk Aversion And Major Choice: Evidence From Italian Students", University of Calabria, Working Paper n°7

### **Media contributions:**

- Lavoce.info: "Università in Dad: le conseguenze sugli studenti", with De Paola, M. and Scoppa, V., March 2022
- Ipse Dixit, Feduf: "Il genere di un bambino influenza le scelte di risparmio delle famiglie?", with Francesca Arnaboldi, January 2021
- Lavoce.info: "Gender gap nell'ansia da pandemia", with Carrieri, V. and De Paola, M., May 2020
- Lavoce.info: "Il difficile compromesso tra salute ed economia", with Carrieri, V. and De Paola, M., May 2020
- Vox Eu: "The impact of communication on people's preferences for the COVID-19 emergency management", with Carrieri, V. and De Paola, M., June 2020

- Lavoce.info: “Le scelte finanziarie migliorano con una spinta gentile”, with De Paola, M. and Piluso, F., July 2017
- Lavoce.info: “Chi trova un amico si impegna di più”, with De Paola, M. and Scoppa, V., September 2016
- Lavoce.info: “Le sirene che allontanano dalla laurea”, with De Paola, M. and Scoppa, V., October 2014
- Lavoce.info: “Le donne? Competitive come gli uomini”, with De Paola, M. and Scoppa, V., January 2014

### **Work in Progress:**

- News Prosumers (with Arianna Galliera and Fabrizio Panebianco)
- Altruism, gender and stereotypes
- Relative income and paternity leave (with Maria De Paola)
- Expected child penalties

### **Conferences and Seminars:**

- BUE-EBEL 3rd Annual International Meeting In Behavioural and Experimental Economics, 2023, "Incentive-Induced Group Identity and Subsequent Altruism and Cooperation"
- Project JUMP (Job-University Matching Project) “Scelte economiche ed economia comportamentale” organized by Fondazione RUI, Torresscala, in collaboration with FEduF, 2023
- Western Economic Association International (WEAI) Annual Conference, 2022
- International Workshop on Applied Economics of Education (IWAE), Catanzaro, 2022
- Virtual Asia Pacific Economic Science Association (ESA) Meeting Osaka, 2022
- Economic Science Association (ESA) Online Special Meeting Buenos Aires, 2022
- Webinar "Come cambiano gli investimenti delle famiglie a seconda del genere dei figli" organized by FEduF and Banca WIDIBA, 2021
- Webinar "Il valore della leadership" organized by FEduF and Banco BPM, 2021
- Webinar "Famiglie e pianificazione finanziaria" organized by FEduF and Banco BPM, 2021
- 36th National Conference of Labour Economics (AIEL), 2021
- Financial Management Association (FMA) Virtual European Conference, 2021
- 2° Annual Conference of the Department of Law ‘Cesare Beccaria’, University of Milan, 2021
- Southern Europe Experimentalists Team (SEET) Workshop, Ibiza, 2019
- Economics Seminar Department of Economics, Statistics and Finance, University of Calabria, 2017
- Italian Economic Association (SIE), Milan, 2016
- International Workshop on Applied Economics of Education (IWAE), Catanzaro, 2016
- European Society for Population Economics (ESPE) conference, Berlin, 2016
- International Meeting on Experimental and Behavioral Social Sciences (IMEBESS), Rome, 2016
- Economics Seminar Department of Economics, Management and Quantitative Methods, University of Milan, 2016

- International Workshop on Applied Economics of Education (IWAE), Catanzaro, 2015
- Residential Methodology Conference organized by the Scottish Graduate Programme in Economics (SGPE), Crieff, 2015
- International Workshop on Applied Economics of Education (IWAE), Catanzaro, 2014
- Residential Methodology Conference organized by the Scottish Graduate Programme in Economics (SGPE), Crieff, 2014
- Italian Association of Labour Economists (AIEL) conference, Rome, 2013
- European Association of Labour Economists (EAL) conference, Turin, 2013
- International Workshop on Applied Economics of Education (IWAE), Catanzaro, 2013
- European Society for Population Economics (ESPE) conference, Aarhus, 2013

### **Reviewing Service:**

Bulletin of Economic Research, Economics Bulletin, Economics of Education Review, Education Economics, Experimental Economics, European Journal of Population, Journal of Economic Behavior and Organization, Journal of Economic Psychology, Journal of Family and Economic Issues, Journal of Human Capital, Labour Economics, Plos One, The B.E. Journal of Economic Analysis and Policy

### **Prizes and Awards:**

- Projects of significant national interest (Progetti di rilevante interesse nazionale - PRIN), 2022, Title: "News prosumers", local unit manager
- Fund for financing basic research activities (Fondo per il finanziamento delle attività base di ricerca - FFABR), 2017
- RES (Royal Economic Society) Junior Fellowship, for the work Peer Effects on Risk Behaviour: The Importance of Group Identity, 2016
- ESRC (Economic and Social Research Council) scholarship for the PhD in Economics at The University of Edinburgh, 2013
- Winner of the Principal's Prize for outstanding academic achievement for the MSc Finance and Economics, 2012
- Winner of the prize for the highest overall mark for the MSc Finance and Economics, 2012
- Winner of 7 prizes for the highest coursework mark in the modules Microeconomics A, Microeconomics B, Econometrics A, Financial Derivatives, International Finance, Investments and Advanced Asset Pricing and Modelling for the MSc Finance and Economics, 2012
- Winner of "Tommaso Aceti" degree award for the dissertation of the second level degree, 2011
- Regione Calabria FSE (European Social Fund) scholarship for the Doctorate in Economics and Management at the University of Calabria, 2010

### **Skills:**

- Languages: Italian (native language); English (fluent)
- Computer: Office, LaTeX, Stata, z-Tree, oTree, Python

**Certificates and Other Activities:**

- Structural Equation Modeling Done Right (by Rex Bryan Kline) – November 2023, Statistical Horizons
- Online oTree Course for Beginners – Summer 2022, Centre for Experimental Social Sciences, Nuffield College, 30<sup>th</sup> June - 1<sup>st</sup> August 2022
- Oxford University Press, University Teaching: Core Skills, February 2021
- Royal Economic Society (RES) Easter School, 22nd-25th March 2015, Brasenose College, Oxford
- z-Tree Programming and Experiment Design, 17th- 19th March 2014, University of Essex
- IELTS: International English Language Testing System, Lord Byron College Bari, 2011
- ECDL: European Computer Driving Licence, 2004

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