



TO MAGNIFICO RETTORE OF UNIVERSITA' DEGLI STUDI DI MILANO

ID CODE 6325

I the undersigned asks to participate in the public selection, for qualifications and examinations, for the awarding of a type B fellowship at **Dipartimento di Economia, Management e Metodi Quantitativi**

Scientist- in - charge: **Prof. D'Adda Giovanna**

Alessandro Cunsolo

CURRICULUM VITAE

PERSONAL INFORMATION

| | |
|---------|------------|
| Surname | Cunsolo |
| Name | Alessandro |

PRESENT OCCUPATION

| | |
|--------------------|--|
| Appointment | Structure |
| Research Assistant | University of Milan - Dipartimento di Scienze Giuridiche Cesare Beccaria |
| PhD student | University of Pavia - University of Milan |

EDUCATION AND TRAINING

| Degree | Course of studies | University | year of achievement of the degree |
|-----------------------------------|-------------------------|---|-----------------------------------|
| Degree | Economia e commercio | University of Milan - Bicocca | 2016 |
| Specialization | International Economics | University of Milan - Bicocca | 2016 |
| PhD | Economics | University of Pavia - University of Milan | Expected by September 2024 |
| Master | | | |
| Degree of medical specialization | | | |
| Degree of European specialization | | | |
| Other | | | |



FOREIGN LANGUAGES

| Languages | level of knowledge |
|-----------|--------------------|
| English | C1 |

TRAINING OR RESEARCH ACTIVITY

RESEARCH ACTIVITY

I am currently working as a research assistant on the project “Building an Inclusive Identity to Fight Inequality (BID). Prof. Daniela Grieco of the University of Milan is the principal investigator of the project. We study economic and racial/ethnic inequality by analyzing the determinants of individuals’ willingness to redistribute in favor of disadvantaged people. Through a multi-disciplinary, quali-quantitative approach, the project tests the effectiveness of measures centered on the role of identity aimed at improving the attitude towards redistribution and, as such, at reducing inequality. The scope of the project embraces economic, psychological, and sociological perspectives on the perception of inequality, and grounds on multifaceted approaches and literature about redistribution and identity. Given that humans belong to multiple groups, their identification with a specific group depends on which social partition is salient and, as such, can change depending on how identity is framed and described. The project explores identity in its aspects that are context-dependent or that can be primed, to seek how to build an inclusive identity fostering a stronger inequality aversion. This objective is pursued through a rigorous methodology based on survey experiments, which involve a large sample of Italian respondents, representative of the general Italian population. A key activity is represented by workshops run in a high school in Milano. Due to their heterogeneous and often multi-ethnic background, young students represent a key stakeholder for the project. We believe that the construction of an inclusive identity embracing both natives and immigrants could be a promising path to change not only how disadvantaged people are perceived, but also how disadvantaged people perceive themselves and their opportunities to live a better future.

During my Ph.D. in Economics, I worked on two laboratory experimental projects still in their implementation phase, supervised by Prof. Antonio Filippin of the University of Milan. The first project studies the effect of two main psychological aspects, which are overconfidence and over-optimism, on redistribution preferences. This project enters the Prospect of Upward Mobility (POUM) literature, which found that individuals who are poorer than the average optimally choose to oppose redistribution policies because they rationally expect to be richer in the future. Differently from the previous empirical literature, I analyze the differences between redistribution rates individuals express when they estimate their performance in a test or the outcome of a lottery to when they know the results of the test or the lottery, knowing that their relative performance or their relative outcome in the lottery affects their income mobility process, through which their income will change in the future. Then, I highlight the role of expectations about future mobility on redistribution preferences rather than focusing on decisions from different mobility processes. This project contributes to the existing literature as it allows for identifying the role of self-confidence, optimism, and entitlement on redistribution preferences. Moreover, the previous literature found that the POUM hypothesis fails to explain why the prospects of upward mobility decrease the demand for redistribution even in the absence of real upward mobility. This project can contribute to this issue, as overconfidence in one’s ability and effort and/or over-optimism may reduce the preferences for redistribution, as so-characterized subjects may expect to have higher probabilities of upward mobility than they actually have.

The second project I developed during my Ph.D. in Economics studies the effect of expected future income mobility on antisocial behavior. Similar to the first project, I analyze the difference between antisocial attitudes individuals have toward others when they estimate their performance in a test or the outcome of a lottery to when they know the results of the test or the lottery, knowing that their relative performance or their relative outcome in the lottery affects their income mobility process, through which their income will change in the future. The main innovations to previous literature are the following: first, I allow for mobility in all directions. Second, in Gangadharan, Grossman, and Vecci (2021) the POUM framework is applied by means of actual mobility during the experiment. In this project, the POUM



framework is considered in a closer way to Bénabou and Ok's (2001) framework, that is subjects are given probabilities of reaching each income from each initial income. During the experiment, subjects never make decisions knowing their income after mobility but only before mobility, allowing for finding whether also future mobility reduces antisocial behavior rate or if it is possible once mobility is currently applied. Third, expectations about future mobility play a central role in this project, whilst their effect on antisocial behavior has not been previously considered. Subjects formed expectations about future mobility as the mobility process initially has an unknown part, determined through subjects' relative effort or luck. This allows for identifying the effect of self-confidence and optimism on antisocial behavior. Finally, I expand the meaning of entitlement in the experiment. Gangadharan, Grossman, and Vecci (2021) allow low-income subjects to become high-income by reaching a certain number of correct answers in a test or randomly. In this project, individuals have higher or lower probabilities of getting high or low incomes depending on their relative performance in a test. This is directly compared to a case in which this is given through a lottery, allowing entitlement to have a meaning closer to the real world. These innovations expand the existing literature on the effect of mobility on antisocial behavior, as I consider a setting which each closer to the real world.

TRAINING ACTIVITY

University of Milan

Teaching Assistant - Macroeconomics, International Sciences and European Institutions
(September 2023 - September 2024)

University of Milan

Teaching Assistant - Microeconomics, Economia e Management
(April 2023 - December 2023)

University of Milan

Teaching Assistant - Macroeconomics, International Sciences and European Institutions
(September 2022 - September 2023)

University of Milan

Teaching Assistant - Microeconomics, Economia e Management
(April 2022 - December 2022)

University of Milan

Teaching Assistant - Microeconomics, International Politics, Law, and Economics
(April 2022 - September 2022)

University of Milan

Teaching Assistant - Macroeconomics, International Sciences and European Institutions
(September 2021 - January 2022)

PROJECT ACTIVITY

| Year | Project |
|------------|--|
| 2023- 2024 | Building an inclusive identity to fight inequality (BID) - University of Milan, Dipartimento di Scienze Giuridiche Cesare Beccaria |



CONGRESSES AND SEMINARS

| Date | Title | Place |
|--------------|--|--|
| January 2024 | 11th Meeting of the Behavioral and Experimental Economics Network (BEEN) | Alma Mater Studiorum University of Bologna |

OTHER INFORMATION

I preregistered the two projects I developed during the Ph.D. in Economics, in the AEA RCT Registry:

Cunsolo, Alessandro. 2023. "Self-confidence, entitlement, and the POUM Hypothesis: an experimental study." AEA RCT Registry. May 24. <https://doi.org/10.1257/rct.11450-1.0>

Cunsolo, Alessandro. 2023. "Expected income mobility and antisocial behavior: an experiment with self-confidence and entitlement." AEA RCT Registry. May 24. <https://doi.org/10.1257/rct.11451-1.0>

Declarations given in the present curriculum must be considered released according to art. 46 and 47 of DPR n. 445/2000.

The present curriculum does not contain confidential and legal information according to art. 4, paragraph 1, points d) and e) of D.Lgs. 30.06.2003 n. 196.

Please note that CV WILL BE PUBLISHED on the University website and It is recommended that personal and sensitive data should not be included. This template is realized to satisfy the need of publication without personal and sensitive data.

Please DO NOT SIGN this form.

Place and date: Monza, February 05th, 2024