

Roberto Claudio Sormani

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EDUCATION

Ph.D Economics, LSE

Sep'13 - Nov'18 (minor corrections)

- Fields: Organisations, development, experimental, behavioural, labour, public economics.
- IT skills: Stata, Python, ArcGIS, MatLab, R, LaTeX.
- Advisors: Oriana Bandiera, Nava Ashraf, Maitreesh Ghatak.
- Developed economic and game theoretical models to represent behaviour and learning.
- Elaborated online and lab-in-the-field experiments designed to test theoretical predictions.
- Managed randomisation and quantitative analysis of experiments.
- Negotiated with charities and social enterprises to develop research partnerships, leading to collaboration with Italian *Rete Lenford*.
- Interviewed managers and CEOs of charities to complement quantitative research.
- Conducted interviews and focus groups among participants in my experiments, to complement quantitative research.
- Led a team of three research assistants who managed the practical implementation of experiments, overviewed the lab, interviewed subjects and collected data.
- Presented results of research to academic and non-academic audiences.
- Managed £7,000 research budget from STICERD LSE grant and LSE RTSG.

M.Res. in Economics (Merit), LSE

Sep't11 - Sep't13

M.Sc. in Economics (cum laude), Bocconi University

Sep't08 - Apr't11

Exchange semester, UC Berkeley

Jan'08 - May'08

B.Sc. in Economics (cum laude), Bocconi University

Sep't05 - Sep't08

RESEARCH WORK

Consultant, The World Bank Group

Apr'15 - Jun'17

- Conducted, as part of a team, research commissioned by the Ministry of Finance of Poland to apply behavioural insights in fiscal policy to communication with taxpayers, achieving a 30% increase in the repayment rate among late taxpayers. The project won the World Bank's Innovation Award in 2017. My contribution:
 - Identified areas of improvement and determinants of compliance, based on large administrative datasets.
 - Helped design a randomised controlled trial (RCT) to test behavioural insights among 150,000 late taxpayers.
 - Managed randomisation, treatment assignment, analysis of distributional impact of RCT.
 - Actively participated in relations with our client at national and regional level, suggesting data-grounded solutions to incorporate clients' needs in the evaluation procedure.
 - Helped my team to produce reports on results under tight deadlines.
 - Helped issue clear and applicable policy recommendations to the client.
 - Presented results to the client at the Ministry of Finance in Warsaw.
- Applied regression discontinuity methods to study the effects of fiscal policy in Guatemala.
- Evaluated the impact of RCTs in behavioural fiscal policy in Guatemala.

Impact Evaluation Analyst, LSE (partnership with BRAC)

May'12 - Sep't12

- Evaluated the effect of life-skills training to female adolescents in Uganda on their aspirations; joint with Oriana Bandiera, Imran Rasul, Markus Goldstein.

Research Assistant, Bocconi University

Jan'09 - Jun'11

- Assistant to (separately) Guido Tabellini, Tommaso Nannicini, Tito Boeri.
- Researched and elaborated macroeconomic data from multiple sources.
- Drafted presentations, reports and speeches on macroeconomic scenarios and policies.
- Assisted with econometric research on political and cultural economics.
- Reviewed literature in the economics of wage gaps based on gender and sexual orientation.
- Analysed and reviewed the legislation on discrimination in the EU and in its member states.

Other research

- Studied political budget cycles via quasi-experimental methods on a dataset of 8,000 Italian municipalities; joint with Ugo Troiano.

TEACHING & UNIVERSITY

- Teaching Fellow and Course Manager, LSE** Sept'15 - Aug'18
- Course: Introductory Economics, undergraduate course, 350 students.
 - Coordinated a dozen teaching assistants to prepare them for teaching and organise joint activities.
 - Provided informational support and mentoring to teachers and students.
 - Directly assisted lecturers Alan Manning and Rachel Ngai with the planning of class teaching and production of online and paper-based class material.
 - Provided feedback to new teachers via class observations.
 - Coordinated and oversaw the exam marking process under tight deadlines.
- Teaching Assistant, LSE** Sept'12 -
- Taught courses in quantitative methods, micro-, macro-, development and political economics.
 - Received above average reviews from students, especially on the ability to involve the students and providing intellectually stimulating classes.
- Associate Examiner, University of London International Programmes** Jan'15 - Aug'18
- Marked and second marked exams in micro-and macroeconomics.
- Subwarden, LSE** Jul'17 -
- As part of a team, ensured the provision of pastoral care to students in a student hall.
 - Provided active listening to students and signposted them to sources of support.
 - Mediated situations of conflict between students.

FREELANCE & LOBBYING

- Founder and President, Wake Up Italia - London** Jan '16 -
- Brought together a team of Italian LGBT+ people and allies living in London, to establish an association that represents the needs of the community, lobbies for change and provides services.
 - Lobbied the Consulate General of Italy in London to realise joint projects such as the first LGBT+ themed event in an Italian consulate, and the provision of training on LGBT+ issues to the employees of the Consulate General.
 - Acted as a spokesperson for the association to the press and other organisations.
 - Established lasting partnerships with Italian and British organisations for LGBT+ rights.
 - Represented the needs of the community to elected Italian and British officials
 - Lobbied candidates to the Italian general elections for new legislation.
 - Mentored, shared experience and information with team members and people in the community.
 - Organised cultural events such as film screenings and public debates.
- Founder and Secretary, Bocconi Equal Students** Jan'10 - Apr'11
- Brought together, as part of a team, a group of LGBT+ students' at Bocconi University to establish an association.
 - Advocated for the official recognition from the university bodies, overcoming initial resistance.
 - Organised public talks and events.
 - Acted as secretary to ensure the functioning of internal democracy.
- Writer-contributor, Il Fatto Quotidiano, HuffPost UK, The Berkeley Political Review** Jan'08 -
- Wrote about economics, human rights, politics.
- Peer supporter, Student Counselling Centre LSE** Jun'15 - Jan'17
- Provided active listening support to students at LSE.
 - Received formal training by the Student Counselling Centre at LSE.

LANGUAGES

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| Italian, | native. |
| English, | highly fluent. |
| French, | intermediate level. |
| Spanish, | beginner. |

TRAINING

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| Being an LGBT+ role model, Stonewall UK | Aug'18 |
| Mediation, LSE | Mar'17 |
| Trans Awareness, LSE | Nov'16 |
| Active listening and peer support, LSE | Jun'15 |