

MARCELLA SCRIMITORE

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RESEARCH INTERESTS

Industrial Organization: strategic outsourcing; strategic delegation; firm rationality and oligopolistic competition; strategic outsourcing; mixed oligopolies and privatization issues; optimal subsidies and taxation in imperfect competitive markets; spatial competition models. Competition Policy; Economics of Networks; Income distribution and market structure.

CURRENT POSITION

- Associate Professor of Economics, Dipartimento di Scienze dell'Economia, University of Salento.
- National Scientific Habilitation for Full Professor of Applied Economics (13/A4), since October 9, 2018.
- National Scientific Habilitation for Full Professor of Economics (13/A1), since November 30, 2017.
- National Scientific Habilitation for Full Professor of Economic Policy (13/A2), since December 23, 2014.
- Research Fellow, Rimini Centre for Economic Analysis, Rimini, since 2010, ongoing.

PREVIOUS POSITIONS

- Assistant Professor of Economics, Dipartimento di Scienze dell'Economia, University of Salento, from 01/01/2004 to 06/10/2015.
- Marie Curie Fellow, Institute of Economics, University of Copenhagen, 2003.
- Lecturer of Economics, Faculty of Economics, University of Salento, 1999-2001.
- Teaching assistant (subjects: Microeconomics, Macroeconomics, Public Economics, Network Economics, Industrial Organization, Mathematics for Economics), Faculty of Economics, University of Salento, 1996-2003.
- Research assistant on PRIN projects (*Economic Modelling for Mathematical Finance*), coordinator: Prof. D. Scolozzi, Department of Economics, Mathematics & Statistics, University of Salento, 1997-2000.

EDUCATION

- 2004 Ph.D in Economic and Quantitative Methods for Market Analysis, University of Salento, Lecce. Thesis title: "Agents' Heterogeneity and Market Structure". Supervisor: Prof. Alessandra Chirco.
- 1995 Laurea (BSc) *cum laude* in Economics and Banking, University of Salento, Lecce. Thesis title: "Environmental Policies and the Carbon Tax". Supervisor: Prof. Amedeo Di Maio.

Summer schools:

- July-August 2002 Summer School of Industrial Organization, London School of Economics and Political Science (final mark: A); July 2003 Ecomod Summer School "Advanced Techniques in General Equilibrium Modeling with GAMS", Free University of Brussels; September 2000 CIDE Residential Course in Econometrics, Bertinoro (Italy).

ACADEMIC VISITS

- June 2018, Department of Economics, University of Crete in Rethymno (1 week).
- November-December 2008 Visiting scholar, Department of Economics, University of Copenhagen.
- July-November 2003 Marie Curie Fellow, Institute of Economics, University of Copenhagen.
- July-August 1999 Visiting scholar, University of York

TEACHING

Current academic year (2018-2019) at the University of Salento

- Industrial (and Innovation) Economics (64 hours), BA degree in Business & BA degree in Economics and Finance.
- Game Theory (48 hours), Laurea Magistrale (two-year postgraduate program) in Economics, Finance and Insurance.
- Economics of Media and ICTs (30 hours), Laurea Magistrale (two-year postgraduate program) in Public, Economic and Institutional Communication (2019).

Past academic years:

- Game Theory (48 hours), Laurea Magistrale in Economics, Finance and Insurance (2016, 2017)
- Industrial Organization (48 hours), BA degree in Business, University of Salento (2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018)
- Economics of Media and ICTs (60 hours), Laurea Magistrale (two-year postgraduate program) in Public, Economic and Institutional Communication (2018)
- Microeconomics (64 hours), BA degree in Business, University of Salento (2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017)
- Advanced Economics (module: Markets and Welfare, 32 hours), Laurea Magistrale in Economics (two-year postgraduate program), University of Salento (2010)
- Theory of the Firm (30 hours), BA degree in Economics and Management, University of Bologna in Rimini (2008)
- Industrial Organization (64 hours), BA degree in Economics of Markets and Innovation, University of Salento (2004, 2005)
- Economics of Networks (32 hours), BA degree in Economics of Markets and Innovation, University of Salento (2003, 2004, 2005)
- Public Economics (module: Market Regulation, 32 hours), BA degree in Business, University of Salento (2005)
- Industrial Organization and Network Economics (96 hours), Laurea Specialistica in Economics (two-year postgraduate program), University of Salento (2006, 2007, 2008)
- Advanced Economics (Contract Theory, 64 hours), Laurea Specialistica in Economics (two-year postgraduate program), University of Salento (2007)
- Principles of Microeconomics and Macroeconomics, Diploma course in Economics and Business Administration, University of Salento (1999/2000 & 2000/2001).
- Industrial Economics, PhD in 'Economics, Management and Quantitative Methods', University of Salento (2016, 2017).
- Advanced Industrial Economics, PhD in 'Economic and Quantitative Methods for Market Analysis', University of Salento (2004-2008)
- "Game Theory", undergraduate course at Scuola Superiore ISUFI, University of Salento (2015)
- "Teaching Methods in Economic Policy" (Didattica della Politica Economica) and "Epistemology of Economics" (Epistemologia delle discipline economico-general), Inter-University School for Teachers in Economics (SSIS Puglia), University of Salento and University of Bari (from 2002 to 2009)

- “Topics in Competition Policy”, Master in Master in European Law, University Roma Tre (2007)
- “Industrial Economics and Market Analysis”, Master in Market Analysis and Local Development, University of Salento (2007)
- “Information Economics”, Master in Management of Cultural Heritage, ISUFI, Lecce (2007)
- “Information and Network Economics”, Master in Logistics, Transports and New Economy, University of Bari in Brindisi (2007)
- “Networks and Local Public Utilities”, Master in Local Public Utilities (MESPUL), University of Salento (2004)
- “Competition Policy and the European Economy”, School of Advanced International Studies, ISUFI, Lecce (2004)
- Lectures, classes and tutorials for the courses of Microeconomics, Macroeconomics, Public Economics, Network Economics, Industrial Organization, Mathematics for Economics, Faculty of Economics, University of Salento (1996-2003).

PUBLICATIONS

International refereed journals:

- *How to compete? Cournot vs. Bertrand in a vertical structure with an integrated input supplier* (with Luciano Fanti), “Southern Economic Journal”, Vol. 85, pp. 796-820, 2019.
- *Managerial delegation under capacity commitment: a tale of two sources* (with Stefano Colombo), “Journal of Economic Behavior and Organization”, Vol. 150, pp. 149-161, 2018.
- *Income Distribution in Network Markets* (with Corrado Benassi), “Journal of Industry, Competition and Trade”, Vol. 17, pp. 251-271, 2017.
- *Tacit Collusion and Market Concentration under Network Effects* (with Rupayan Pal), “Economics Letters”, Vol. 145, pp. 266-269, 2016.
- *Profitability under Commitment in Cournot and Bertrand Mixed Markets*, “Journal of Institutional and Theoretical Economics”, Vol. 170, p. 684–703, 2014.
- *Quantity competition vs. price competition under optimal subsidy in a mixed oligopoly*, 2014, “Economic Modelling”, Vol. 42, pp 166-176, 2014.
- *Organizational Structure and the Choice of Price vs Quantity in a Mixed Duopoly* (with Alessandra Chirco & Caterina Colombo), “Japanese Economic Review”, Vol. 65, pp.521-542, 2014.
- *Optimal Manipulation Rules in a Mixed Duopoly* (with C. Benassi & A. Chirco), “Journal of Economics”, Vol. 112, pp 61–84, 2014.
- *Choosing price or quantity? The role of delegation and network externalities* (with A. Chirco), “Economics Letters”, Vol. 121, pp. 482-486, 2013.
- *Quantity Competition, Endogenous Motives and Behavioral Heterogeneity* (with C. Colombo & A. Chirco), “Theory and Decision”, Vol. 74, 55-74, 2013.
- *Price or quantity? The strategic choice of subsidized firms in a mixed duopoly*, “Economics Letters”, Vol. 118, pp. 337–341, 2013.
- *Private and Social Gains in Delegation and Sequential Games with Heterogeneous Firms*, “The Manchester School”, Vol. 81, pp. 493-517, 2013.
- *Competition and the Strategic Choice of Managerial Incentives: the Relative Performance Case* (with A.Chirco & C. Colombo), “Metroeconomica”, Vol. 62, 533-547, 2011
- *Spatial Discrimination, Product Substitutability and Welfare*, “Bulletin of Economic Research”, Vol. 63, pp. 231-242, 2011
- *Strategic Delegation and Market Competitiveness* (with C. Colombo & A. Chirco), “Economics Bulletin”, Vol. 29, pp. 1708-1716, 2009.
- *The Economics of Franchising* (R.D. Blair and F. La Fontaine, Cambridge University Press, 2005), “Journal of Economic Behavior and Organization”, Vol. 70, pp. 431-434, 2009
- *Spatial Discrimination with Quantity Competition and High Transportation Costs: a Note* (with C. Benassi & A. Chirco), “Economics Bulletin”, Vol. 12, pp.1-7, 2007

- *The Economics of E-commerce. A Strategic Guide to Understanding and Designing the Online Marketplace* (N.Vulkan, Princeton University Press, 2003), “De Economist”, Vol. 154, pp. 128-132, 2006
- *Income Concentration and Market Demand* (with C. Benassi & A. Chirco), "Oxford Economic Papers", Vol. 54, pp.584-596, 2002

Books:

- *Microeconomia. Metodi e Strumenti. 2a edizione* (Microeconomics: Tools and Methods), with A. Chirco, G. Giappichelli Editore, Torino, 2012
- *Microeconomia. Metodi e Strumenti* (Microeconomics: Tools and Methods), with A. Chirco, Esculapio, Bologna 2001

Other:

- “Price Competition in an International Mixed Market” (with A. Chirco), in *Oligopolio, Istituzioni e Performance delle Imprese / Oligopoly, institutions and firms' performance* (Ed. Luciano Fanti), Pisa University Press (ISBN: 978-886741-8121), 2017.
- “Tassazione ambientale e strategie di impresa: un modello di delega strategica in un oligopolio misto”, in *Lo Sviluppo Sostenibile. Ambiente, Risorse, Innovazione, Qualità*. (Eds. G. Guido, S. Massari), pp. 122-136. Franco Angeli, 2013.
- “Competition Policy in Albania and other Transition Countries: Which Priorities for Antitrust Intervention”, in *Towards European Integration: Cooperation and Development Across the Adriatic Basin* (Eds. S.Cani, R.Capolupo, and G.Ferri), pp. 173-200, Radio Editore, 2009
- *Exogenous and Endogenous Set-up Costs in Markets with Customized Products*, “Rivista Internazionale di Scienze Sociali”, Vol. 114, pp. 597-610, 2006.
- *Economia e Teoria dei Giochi, Banca Centrale Europea, Debito Pubblico, Economia delle Reti, Economia di Genere, Euro, Inflazione, Sviluppo Sostenibile (Game Theory, European Central Bank, Public Debt, Network Economics, Gender Economics, Euro, Inflation, Sustainable Development)*, entries for “Grande Dizionario Enciclopedico Utet”, 2002.
- Translation of D. Begg, S. Fischer, R. Dornbusch (2002), *Foundations of Economics*, McGraw-Hill, published in Italian by Hoepli (*Introduzione all'Economia*, pp.356, 2006)

WORKING PAPERS

- *Managerial accountability under yardstick competition* (with M. G. Giuranno & G. Stamatopoulos), mimeo, 2019.
- *Per unit and ad valorem royalties in a patent licensing game* (with M. Montinaro), mimeo, 2019.
- *Endogenizing managerial delegation: a new result under Nash bargaining and network effects*, mimeo, 2018.
- *The endogenous choice of delegation in a duopoly with input outsourcing to the rival* (with L. Fanti, Università di Pisa), Discussion Papers del Dipartimento di Economia e Management – Università di Pisa, n. 219, 2017.
- *Hiring a manager or not? When asymmetric equilibria arise under outsourcing to a rival* (with L. Fanti), Discussion Papers del Dipartimento di Economia e Management – Università di Pisa, n. 220, 2017.
- *Privatization in an International Mixed Oligopoly: the Role of Product Differentiation under Price Competition* (with A. Chirco), EERI Research Paper Series 2017-06, Economics and Econometrics Research Institute, Brussels, 2017.

WORKS IN PROGRESS

- To delegate or not to delegate in a strategic outsourcing duopoly (with Tarun Kabiraj).
- Efficiency losses in a Cournot oligopoly with network effects (with Corrado Benassi).
- Taxing emissions under delegation in the presence of a public firm (with Rupayan Pal).
- Lower efficiency can yield higher profits in a model of centralized bargaining and profit-sharing (with G. Stamatopoulos).
- Competition in mixed oligopolies: beyond the privatization debate.

THESES SUPERVISION & COMMITTEES

- PhD supervision & co-supervision:
 - Emanuela Lezzi (*'Does the Mood Matter? Experiments on the Principal and Workers' Behavior'*, PhD in 'Economic and quantitative methods for market analysis', XXII cycle, University of Salento, 2013). Co-supervision.
 - Marta Montinaro (*'Licensing contracts on oligopolistic markets'*, PhD in 'Economics, Management and Quantitative Methods, XXXI cycle, University of Salento), in progress. Supervision.
- PhD final committees:
 - Tiziana Temerario (*'Experimental research on individual and group behaviour towards risk'*, PhD in 'Economics and Management', XXX cycle, University of Bari), 2018.
- Supervisor of about 90 BA theses since 2006 and 2 post-graduate theses in 2009.

REFEREEING & EDITORIAL DUTIES

- Referee for the following academic journals:
The RAND Journal of Economics; International Economic Review; The Scandinavian Journal of Economics; The B.E. Journal of Economic Analysis and Policy; International Journal of Production Economics; International Review of Economics and Finance; Southern Economic Journal; Economics Letters; Journal of Institutional and Theoretical Economics; Manchester School; Bulletin of Economic Research; Journal of Economics; Journal of Industry Competition and Trade; Economic Modelling; Journal of Analytical and Institutional Economics; Metroeconomica; Rivista di Politica Economica; Journal of Industrial and Business Economics; Italian Economic Journal; Portuguese Economic Journal; Journal of Media Economics; Review of International Economics.
- Member of the Editorial Board of *Theoretical Economics Letters* (TEL)
- Reviewer for McGraw-Hill Italia.

PRESENTATIONS AT CONFERENCES, WORKSHOPS AND SEMINARS

- 15th International Conference - Western Economic Association International, Keio University, Tokyo, March 21-24, 2019 (presenter & discussant).
- Institute of Social and Economic Research, Osaka University, March 19, 2019.
- Chukyo University, Nagoya (Japan), March 12, 2019.
- Nagoya University of Commerce & Business, Nagoya (Japan), March 9, 2019.
- Annual Workshop of the Italian Association of Applied Economics (SIEPI), Università Roma Tre, 31 January – 1 February, 2019 (presenter & discussant).
- Annual conference of the Association of Southern European Economic Theorists (ASSET), Florence, November 8-10, 2018.
- 16th Annual Workshop of Media Economics, Lecce, October 11-12, 2018 (discussant only).
- Annual Meeting of the Italian Economic Association (SIE), Bologna, October 25-27, 2018 (presenter & discussant).
- Annual conference of the European Association for Research in Industrial Economics (EARIE), Athens, 31st August-2nd September, 2018.
- Oligo Workshop 2018 - Optimal Firm Behavior and the Game Theoretic Modeling of Competition, University of Piraeus, 31 May – 2 June, 2018 (presenter & discussant).
- Annual Workshop of the Italian Association of Applied Economics (SIEPI), Università di Ferrara, February 1-2, 2018 (presenter & discussant).
- Annual Meeting of the Italian Economic Association (SIE), University of Calabria, October 2017 (presenter & discussant).
- 15^o International Industrial Organization Conference (IIOC), Boston (US), April 7-8, 2017.

- Workshop “Oligopolio, Istituzioni e performances delle imprese”, University of Pisa, January 26-27, 2017.
- “International Workshop on Mixed Oligopolies”, University of Tokyo, September 5, 2016.
- “Innovation, Growth, Governance and Development”, Rimini Conference in Economics and Finance, Waterloo (Canada), September, 16-18, 2016.
- Annual conference Association of Southern European Economic Theorists (ASSET), Bilbao, 7-9 November 2013.
- Annual Meeting of the Italian Economic Association (SIE), University of Bologna, October 2013 (presenter & discussant).
- Oligo Workshop 2013 - Optimal Firm Behavior and the Game Theoretic Modeling of Competition, Corvinus University, Budapest, 1-2 February 2013.
- Annual conference Association of Southern European Economic Theorists (ASSET), Limassol (Cyprus), 1-3 November 2012.
- Annual Meeting of the Italian Economic Association (SIE), University of Basilicata, October 2012.
- “Cities, Open Economies, and Public Policy”, Rimini Conference in Economics and Finance, University of Toronto, August 2012.
- Annual Meeting of the Italian Economic Association (SIE), ‘Roma Tre’ University, October 2011.
- 2nd Workshop “Industrial Organization: Theory, Empirics and Experiments”, University of Salento, Otranto (Italy), June 2011.
- Annual Meeting of the Italian Economic Association (SIE), University of Catania, October 2010.
- Annual meeting of the European Trade Study Group, University of Lausanne, September 2010.
- Rimini Conference in Economics and Finance, Rimini Centre for Economic Analysis, Rimini (Italy), June 2010.
- Australasian Economic Theory Workshop, University of Melbourne, February 2010.
- Southern Europe Experimentalists’s Team Workshop (SEET 2010), Marrakech, January 2010.
- 1st Workshop “Industrial Organization: Theory, Empirics and Experiments”, University of Salento, Lecce (Italy), June 2009.
- MET workshop (Managing Economic Transition network), European Association for Comparative Economic Studies (EACES), Brighton (UK), May 2009.
- Centre of Industrial Organization, Christmas Workshop, University of Copenhagen, December 2008.
- Annual conference European Association for Research in Industrial Economics (EARIE), Toulouse, September 2008.
- LABSI International Conference “Strategic Decision Making in Politics and Economics: Experiments, Theory and Empirical Studies”, University of Salerno (Italy), September 2008.
- Annual conference Association of Southern European Economic Theorists (ASSET), Padua, November 2007.
- Annual conference EARIE, Porto, September 2005.
- International Industrial Organization Conference (IIOC), Atlanta (US), April 2005.
- Centre of Industrial Organization, University of Copenhagen, September 2003.
- Annual conference EARIE, Helsinki, September 2003.
- Annual conference European Regional Science Association (ERSA), Jyväskylä (Fi), September 2003.
- International workshop Income Distribution and Welfare, University Bocconi, Milan (Italy), May-June 2002, poster session.
- PRIN Project Workshops: University of Bologna, December 2002, University of Bologna in Rimini, September 2001.
- INTERREG Project Workshop: University of Bari, September 2008.

- Invited seminars: University of Crete (September 2016), Chukyo University, Japan (September 2016), Chonnam National University (South Korea) (September 2016), University of Pisa (February 2016); University of Bologna (February 2012); University of Luxembourg (December 2008); University of Verona (January 2010, December 2004); Polytechnic of Milan (November 2006); University of Bari (December 2003).

RESEARCH PROJECTS

- Research Group Member of INTERREG V-A GRECIA ITALIA 2014-2020 TRACES (Transnational Accelerator for a Cultural and Creative EcoSystem), Dipartimento di Scienze dell'Economia, Università del Salento.
- Research Group member of the University of Salento Unit - PRIN 2007 *Local Development, Regional Mobility and Human Capital*, project financed by the Italian Ministry of Education. Director: Prof. Roberto Artoni (Bocconi University).
- Research Group member of the University of Salento Unit – *Aquifalc*, INTERREG Italy-Albania (2008), EU-funded project. Director: Prof. Giovanni Ferri (University of Bari).
- Research Group member of the University of Salento Unit - PRIN 2004 *Globalisation, demographic trends and the future of fiscal systems*, project financed by the Italian Ministry of Education. Director: Prof. Roberto Artoni (Bocconi University).
- Research Group member of the University of Salento Unit - PRIN 2000 *Behavioural and distributive theories of consumption: a theoretical and empirical analysis*, project funded by the Italian Ministry of Education. Director: Prof. Carlo D'Adda (University of Bologna, Italy).
- Research Group member of the University of Salento Unit - PRIN 1999 *Economic Modelling for Mathematical Finance*, project funded by the Italian Ministry of Education. Director: Prof. Massimo De Felice (University 'La Sapienza', Rome); local coordinator: Prof. D. Scolozzi.
- Research Group member of the University of Salento Unit - PRIN 1997 *Economic Modelling for Mathematical Finance*, project funded by the Italian Ministry of Education. Director: Prof. Massimo De Felice (University 'La Sapienza', Rome); local coordinator: Prof. D. Scolozzi.
- "Tourism and Economic Development" (2002-2003), project funded by CNR (Italian National Research Council). Director: Prof. Corrado Benassi (University of Bologna)

FELLOWSHIPS, GRANTS AND AWARDS

- 'Most cited Economics Letters articles published since 2013, extracted from Scopus' for the 2013 article *Choosing price or quantity? The role of delegation and network externalities*, 2018.
- FFABR 2017 (Research Grant from Anvur – Italian National Agency for the Evaluation of Universities and Research Institutes).
- 2003: European Commission, Marie Curie fellowship at the Institute of Economics, University of Copenhagen.
- 2001-2003: University of Salento, 3-years doctoral scholarship.
- 1996: Renoir Prize for the best undergraduate curriculum studiorum in Apulia Region (Italy)
- 1996: Scholarship for post-graduate studies sponsored by Provincia di Lecce (Local Government).

SCIENTIFIC COMMITTEES

PhD Programs:

- Member of the scientific board of the PhD in "Economics, Management and Quantitative Methods", University of Salento (since 2014, ongoing).
- Member of the scientific board of the PhD in Economic and Quantitative Methods Methods for Market Analysis, University of Salento (2004 – 2015).

Master Programs:

- Member of the scientific board and teaching coordinator of the Master in ‘Market Analysis and Local Development’, University of Salento (2006 – 2007).

CONFERENCE & SEMINAR ORGANIZATION

- Member of the scientific committee and local organizer of *16th Annual Workshop of Media Economics*, Lecce, October 11-12, 2018 (<https://www.dse.unisalento.it/media.economics>)
- Co-chair of the *9th Annual Workshop of the Southern Europe Experimentalis’s Team (SEET)*, Lecce, February 23-25, 2018 (<https://grxworkshop-en.congressus.es/seet2018>)
- Member of the programme committee of the Public Economic Theory (PET) annual conference, University of Luxembourg, July 2-4, 2015.
- Programme chair and scientific coordinator of the 3rd Conference “Theory, Empirics and Experiments”, Alberobello, June 26-27-28, 2014 (<http://www.workshopIO.unisalento.it>)
- Co-chair and scientific coordinator of the 2nd Conference “Theory, Empirics and Experiments”, Otranto, June 23-24, 2011 (<http://www.workshopio.unisalento.it/index.php/2014-01-16-12-18-33/home>)
- Co-chair and scientific coordinator of the 1st Conference “Theory, Empirics and Experiments”, Lecce, June 19-20, 2009 (<http://www.workshopio.unisalento.it/index.php/2009-edition>)
- Co-organizer of the Italian Trade Study Group meeting (ITSG), Lecce, May 2008 (<http://fondazionemasi.it/italian-trade-study-group/18-43/lecce-maggio-2008>)
- Co-organizer of the Workshop “Antitrust and Regulation”, Lecce, October 2004
- Organizer of the Departmental Seminars - Department of Economics and Quantitative Methods University of Salento - (about 80 seminars from May 2001 to June 2004; 2006).

ACADEMIC MEMBERSHIPS

- Member of the European Association for Research in Industrial Economics (EARIE)
- Member of the European Economic Association (EEA)
- Member of the Italian Economic Association (SIE)