

**Curriculum Vitae**  
**November 2004**  
**University of Pennsylvania**

**ELENA PASTORINO**

Department of Economics  
University of Pennsylvania  
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Date of Birth: 07/22/74  
Place of Birth: Genoa, Italy  
Citizenship: Italian  
Visa Status: F1

**EDUCATION**

**Bocconi University**, Milan, Italy, B.A. in Economics, Summa Cum Laude 1998  
**University of Pennsylvania**, Philadelphia, PA, Ph.D. Program in Economics 1999-present  
Dissertation: “*Essays on Careers and Dynamic Incentives in Firms*”  
Committee: Kenneth I. Wolpin (co-chair), Kenneth Burdett (co-chair)  
Steven A. Matthews, Petra E. Todd  
Expected Date of Completion: May 2005

**HONORS AND AWARDS**

Fellowship for Doctoral Studies, University of Genoa, Genoa, Italy 1999-2000  
Fellowship “Borsa Fondazione Cariplo per la Formazione Scientifica”, Milan, Italy 1999  
Prize “Roberto Franceschi”, Bocconi University, Milan, Italy 1998

**RESEARCH INTERESTS**

Labor Economics, Contract Theory, Empirical Microeconomics

**TEACHING INTERESTS**

Major: Labor Economics, Contract Theory, Industrial Organization  
Minor: Microeconomic Theory, Game Theory, Public Finance

**PROFESSIONAL ACTIVITIES**

Presented Papers:

“**Job Design and Career Dynamics in Firms Under Uncertainty**”  
“**Career Dynamics Under Uncertainty: Estimating the Value of Firm Experimentation**”, at:  
Fourth Villa Mondragone Workshop in Economic Theory and Econometrics, Rome, Italy Jul 2004  
Annual Meeting of the Society for Economic Dynamics, Florence, Italy Jul 2004  
North American Summer Meeting of the Econometric Society, Brown University, Providence, RI Jun 2004  
Midwest Economic Theory Meetings, Indiana University at Bloomington, Bloomington, IN Oct 2003  
University of Genoa, Genoa, Italy Jun 2003  
Visiting Department of Economics, MIT, Cambridge, MA 2002 (spring)  
CESifo's First Summer Institute, Venice International University, Venice, Italy Jul 1999  
Referee for *Journal of Public Economics*, *Research in Economics*

**PUBLISHED PAPERS**

“Universal Service Obligations, Regulation and Liberalization in the Public Utilities: A Theoretical Analysis with an Application to the Case of Telecommunications in the U.S.”, joint with Guido Cervigni, il Mulino, CEIS-Tor Vergata, Bologna, Italy, 2004

**UNPUBLISHED RESEARCH PAPERS**

“Career Dynamics Under Uncertainty: Estimating the Value of Firm Experimentation” (job market paper)  
“Job Design and Career Dynamics in Firms Under Uncertainty”  
“Dynamic Screening: A Role for Up-or-Out Contracts”, joint with Braz Camargo

(presented at the Midwest Economic Theory Meetings, Washington University in St. Louis, St. Louis, MO)  
 “Cream-Skimming: A Theoretical Analysis with an Application to the Health Sector”, WP 60, Bocconi University,  
 Milan, Italy, 1998

### RESEARCH IN PROGRESS

“Career Concerns and Firm Internal Structure”

“Learning versus Human Capital Acquisition: Evidence from Training Programs”, joint with Melissa Tartari

“Forward Contracts and Electricity Market Microstructure”

### EXPERIENCE

#### University of Pennsylvania

Research Assistant for Prof. S. A. Matthews

2004 (spring)

Recitation Instructor, Introductory Microeconomics

2000 (fall), 2001, 2003

Instructor, Intermediate Microeconomics

2002 (summer, fall)

#### Italy

Invited Lecturer, Master Program in Energy and Environmental Economics,

1999 (spring)

Scuola Enrico Mattei, ENI Corporate University, Milan, Italy

Invited Lecturer, Master Program in Decision Theory, Libera Università di

1999 (spring)

Castellanza, Milan, Italy

Teaching Assistant, Intermediate Macroeconomics, Bocconi University, Milan, Italy

1998 (spring, fall)

### SPECIAL SKILLS

Languages: Italian, English, French

Computer Programming Skills: FORTRAN90, STATA, MATLAB, MAPLE, MATHEMATICA, EIEWS

### EMPLOYMENT INTEREST

Academic, government, private sector

### DATE OF AVAILABILITY

June 2005

### REFERENCES

Professor Kenneth I. Wolpin

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Professor Kenneth Burdett

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