

As of 31 October, 2022

CV**NAME: Massimiliano Landi****CURRENT EMPLOYMENT AND POSITION(S)**

Associate Professor Economics (Education)	Since 07/2013
Associate Dean for Undergraduate Student Matters and Alumni Affairs. School of Economics Singapore Management University	Since 07/2021
Associate Dean for Undergraduate Affairs School of Economics Singapore Management University	07/2015-06/2021

DEGREES

2004 Phd Economics
University of Pennsylvania
Dissertation Title: Negative Campaigning and Electoral Competition

2001 Phd Economics
University of Bologna

PAST EMPLOYMENT AND POSITION(S)

Associate Professor Economics Kyunghee University	03/2014 – 02/2015
Assistant Professor Economics (Education) Singapore Management University	07/2012- 06/2013
Assistant Professor Economics Singapore Management University	07/2004 - 06/2012
Visiting Fellow at LMU CAMS	19/10 - 31/10/2009
Visiting Fellow at Collegio Carlo Alberto	Summer 2008

RESEARCH INTERESTS

Applied Microeconomics

Political Economics

Game Theory

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HONORS, AWARDS, ACHIEVEMENTS*SOE (Inaugural) Distinguished Teacher Award 2011**SMU Distinguished Teacher School of Economics nominee 2010**SMU Distinguished Teacher School of Economics nominee 2009**University fellowship, University of Pennsylvania 1999 - 2003**Scholarship Luigi Einaudi, Ente Luigi Einaudi 1999**Scholarship Bonaldo Stringher, Bank of Italy 1997 -1998**Research fellowship, University of Bologna 1997 – 1999***PUBLICATIONS**

Massimiliano Landi and Domenico Menicucci (2019) “Sequential Auctions With Decreasing Reserve Prices.” *BE Journal of Theoretical Economics*, 19(1):

DOI: <https://doi.org/10.1515/bejte-2017-0125>

Massimiliano Landi (2014) “A Class of Symmetric and Quadratic Utility Functions Generating Giffen Demand.” *Mathematical Social Sciences*, Vol. 73: 50--54

Massimiliano Landi and Riccardo Pelizzo (2013) “A Spatial Analysis of the Italian Second Republic,” *The Journal of Legislative Studies Vol.19 (3)*: 328 – 350.

Massimiliano Landi and Mauro Sodini (2012) “An Evolutionary Analysis of Turnout with Conformist Citizens,” *Journal of Economic Dynamics and Control, Vol 36 (10)*: 1431 – 1447.

Antonio Merlo (Thesis Adviser), Vincenzo Galasso, Massimiliano Landi and Andrea Mattozzi (2010) “The labor market of Italian politicians” in Boeri, Merlo, Prat (eds) *The Ruling Class: Management and Politics in Modern Italy*, Oxford University Press, pp. 7 —95. (Translated in Italian by Universita' Bocconi Editore)

Massimiliano Landi and Domenico Colucci (2008) “Rational and Boundedly Rational Behavior in a Binary Choice Sender–Receiver Game,” *Journal of Conflict Resolution*. 52: 665-686.

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Angelo Antoci, Antonio Gay, Massimiliano Landi, Pier Luigi Sacco (2008) “Global analysis of an expectations augmented evolutionary dynamics,” *Journal of Economic Dynamics and Control*. 32 (12) : 3877-3894.

Massimiliano Landi, and Pier Luigi Sacco, 2001. “Norms of Cooperation in a Game of Partnership,” *Computational and Mathematical Organization Theory*, 7(3): 233 – 266.

WORKING PAPERS

Competing auctions with non-identical objects (2022) Joint with D. Menicucci and A. Sarychev

Auctioning driving permits (2022) Joint with D. Menicucci

RESEARCH GRANTS

Comparing patterns of career in congresses, proportional versus majoritarian representations: The Italian and the US cases. SMU research grant (2007-2008)

The labor market of politicians. Fondazione Rodolfo Debenedetti research grant. (2007-2008)

Why do members of Parliament abstain in voting sessions? SMU research grant. (2004-2006).

CONFERENCES ATTENDED

Singapore Joint Economic Theory Workshop, August 2016, School of Economics, Singapore Management University.

Presented “Sequential Auctions With Descending Reserve Prices”

Workshop in Behavioral and Decision Sciences, 17 – 18 March 2012, School of Humanities and Social Sciences, Nanyang Technological University, Singapore.

Presented “An Evolutionary Analysis of Turnout With Conformist Citizens”

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PIER Conference in Political Economy. 10-11 September, 2010. Philadelphia, PA, USA. Invited Participant.

PIER Conference in Political Economy. 11 – 12 September, 2009. Philadelphia, PA, USA. Invited Participant.

PIER Conference in Political Economy. 5 – 6 September, 2008. Philadelphia, PA, USA. Invited Participant.

X Fondazione Rodolfo Debenedetti European Conference: The Ruling Class. Gaeta, Italy. May 25, 2008. Invited panelist.

Applied Micro Economics Conference in Korea University. 14-15 December, 2007. Seoul, Korea. Invited to present: “Determinants of Vote-or-Not Decision by MPs: Square Panel Data Study with Large N and T”

PIER Conference in Political Economy. 14 – 15 September, 2007. Philadelphia, PA, USA. Invited Participant.

South and South East Asia Econometric Society Meeting. 18 – 20 December, 2006. Chennai, India. Participant (paper presented by co-author): “Campaign Tactics and Citizens' Electoral Decisions.”

PIER Conference in Political Economy. 15 – 16 September, 2006. Philadelphia, PA, USA. Invited Participant.

American Political Science Association Annual meeting. 31 August – 3 September, 2006. Philadelphia, PA, USA. Poster session: “A spatial analysis of the XIII Italian Legislature.”

International Workshop on Behavioral Game Theory and Experiments 12-13 May, 2006. Capua, Italy. Paper presented: “Rational and boundedly rational behavior in a binary choice sender receiver game.”

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EDITORIAL SERVICES (PAST 5 YEARS)

Ad hoc reviewer for: SN Business & Economics

PROFESSIONAL ACTIVITIES AND SERVICES

Member of LTA discussion group to review the auction mechanism for COE (Summer 2013).

LECTURES, SEMINARS AND TALKS GIVEN

Game Theory for Parents

Talk given at Inaugural SMU Alumni Homecoming Day, 26 January 2019

The Economics of Auctions

Talk given at: The Harvard Project for Asian and International Relations (HPAIR) 2010 (Singapore)

Conformism and Turnout

Presented at:

SMU-SOE Seminar Series in Economics and Statistics, on 8 February 2010
CAMS, Ludwig Maximilians University, Germany, on 29 October 2009.
School of Economics and Finance, The University of Hong Kong, on 20 May 2009.

Rational and boundedly rational behavior in a binary choice sender-receiver game

Presented at:

Collegio Carlo Alberto, Turin, Italy on 12 May 2008;
IMT, Lucca, Italy, on 30 June 2008

UNIVERSITY COURSES TAUGHT (UNDERGRADUATE & GRADUATE)

Electives are underlined>

Graduate at Singapore Management University (ExMBA Program)

Managerial Economics: Intake 5, April 2016 and Intake 6, April 2017

Graduate at Singapore Management University (MSFE Program)

Microeconomics I: Academic Year 2013-14

Undergraduate at Singapore Management University

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H3 Game Theory: Academic Years 2017-18; 2018-19, 2019-20, 2020-21, 2021-22

Senior Thesis coordination: Academic Years 2013-14, 2014-15, 2015-16, 2016-17, 2017-18, 2018-19; 2020-21, 2021-22

Advanced Microeconomics: Academic Years 2010-11, 2011-12, 2012-13, 2013-14, 2014-15, 2015-16, 2016-17, 2017-18, 2018-19, 2019-20, 2020-21, 2021-22, 2022-23

Microeconomics 2: Academic Years 2020-21, 2021-22, 2022-23

Microeconomics 1: Academic Years 2019-20, 2021-22

Intermediate Microeconomics: Academic Years 2005-06, 2006-07, 2007-08, 2008-09, 2009-10, 2010-11, 2011-12, 2012-13, 2013-14, 2014-15, 2015-16, 2016-17, 2018-19

The Economics of Politics: Academic Years: 2007-08, 2008-09, 2009-10, 2010-11, 2011-12, 2012-13, 2015-16, 2018-19

Intermediate Macroeconomics A: Academic Year: 2004-05 Term 1

Intermediate Macroeconomics B: Academic Year: 2004-05 Term 1

Undergraduate at Kyunghee University

Mathematics for Economics: Academic Year 2013-14

Mathematical Economics: Academic Year 2013-14

Microeconomics 1: Academic Year 2013-14

Microeconomics 2: Academic Year 2013-14

Undergraduate at the University of Pennsylvania

International Economics

Industrial Economics

Graduate at the University of Pennsylvania

Mathematics for Economists

SHORT COURSES TAUGHT

Designing Markets for Competitions: Spectrum Auctions

SMU Growing Infrastructure. Enabling & Structuring for Private Sector Participaion in Finance and Innovation 07/2021

Economics for Global Business Management and Game Theory for Global Business Management

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SMU Academy Global Leadership for Business programme 10/2019

SERVICE ACTIVITIES

Fellow of SMU Academy	Since 12/2017
Peer Coach at SMU	Since 10/2016
Coordinating Council for Students	09/2015 – 02/2020
MBA Programs Committee	06/2016 – 06/2017
PPE-PLE Task Force	09/2015 – 06/2017
Faculty Advisory Committee for Teaching and Learning	08/2010 - 12/2013
Committee for Integrating CCA into the Curriculum	08/2012 - 12/2012

CONTACT INFORMATION

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