

## ***Miguel Espinosa***

Department of Management and Technology  
Bocconi University  
Via Roberto Sarfatti, 25 25, Off: 4.D.1.06  
Milan, Italy.

miguel.espinosa@unibocconi.it  
<https://espinomics.wixsite.com/mespinosa>  
Citizenship: Colombian  
Updated: Sep/2021

### **Current Position**

Assistant Professor, *Bocconi University*, Department of Management and Technology, 2021-

### **Previous Position**

Assistant Professor, *Universitat Pompeu Fabra*, Department of Economics and Business, 2017-2021  
Affiliated Professor at *Barcelona Graduate School of Economics*, 2017-2021  
Marie-Curie Researcher, 2018-2020.

### **Education**

2013-2017 PhD in Economics, *London School of Economics*, UK.  
2015 Visiting Research Scholar, *Stanford University*, US.  
2014 Price Theory Scholar, *University of Chicago*, US.  
2011-2013 MRes in Economics (Merit), *London School of Economics*, UK.  
2005-2007 MA in Economics, *UniAndes*, Colombia.  
2004-2006 MSc in Economic, *Universidad Javeriana*, Colombia.  
1999-2003 B.A in Economics, *USTA*, Colombia.

### **Publications**

Labour Boundaries and Skills: The case of Lobbyists, *Management Science*, 67, (3): 1586–1607, 2021.

Unwilling to Train? Firm Responses to the Colombian Apprenticeship Regulation, with Santiago Caicedo & Arthur Seibold. (*Forthcoming at Econometrica*)

### **Working Papers**

*Blockchain: The Birth of Decentralized Governance*, with Benito Arruñada, Luis Garicano & Giorgio Zanarone.

*Technological Change and the Boundaries of the Firm: The Case of Lobbyists*; LSE, Mimeo, 2017.

*The Value of Relational Collusive Arrangements in the Colombia Electricity Market*, Rocco Macchiavello & Carlos Suarez.

*Market Concentration and Lobbying Expenditures*; LSE, Mimeo, 2017

*Complexity in the Task Environment and the Division of Labor between Managers*, with Sina Ansari, Keith Carlson and Ramon Lecuona.

*Talent Poaching and Job Rotation*, with Diego Battiston and Shuo Liu.

*Worker Skills and Organizational Spillovers: Evidence from Linked Training and Communications Data*, with Christopher Stanton.

**Work in Progress (Selected Work-in-Progress)**

*Sleeping with the Enemy*, with Akhil Ilango

*Motivating Lobbyists*, with Giorgio Zanarone.

**Pre-PhD Publications**

Representations and Identities for Homogeneous Technologies, *The B.E. Journal of Theoretical Economics*, with H. Vallejo & P. Bonaldi, Vol. 9: Iss. 1 (Topics), Article 29, 2009.

Identities for Homogeneous Utility Functions, *Economics Bulletin*, with J. Prada, Vol. 32 No. 3 pp. 2026-2034, 2012.

**Relevant Positions Held**

2020-2021 *Bocconi, Management & Technology Department*, Visiting Professor.

2019 *INSEAD, Economics Group*, Visiting Scholar 08/2019 – 09/2019.

2015-2017 *Project Officer*, Executive Global Master in Management (LSE).

2015-2017 *Teaching Fellow*, Department of Economics (LSE).

2013-2014 *Research Assistant*, Professor Luis Garicano and Professor Luis Rayo.

2009-2010 *Adjunct Professor*, Department of Economics (UniAndes).

2007-2011 *Consultant*, United Nations and Colombian Government (multiple ministries and organizations).

**Teaching Experience**

*Universitat Pompeu Fabra*

2017-2020 Business Economics I-II (Undergraduate)

I have been both a teaching assistant and a lecturer for undergraduate and graduate students. My teaching experience at LSE:

2015-2017 EC 201 *Microeconomic Principles* (Undergraduate).

2014, 2016, 2017 EC 341 *Industrial Organization and Introduction to Competition Policy* (Undergraduate).

2013-2015 EC 400 *Introductory Course in Mathematics and Statistics* (Graduate).

2013-2014 MG 430 *Strategy, Organization and Innovation* (Graduate).

2012-2014 EC 313 *Industrial Economics* (Undergraduate).

I was also a lecturer in my home country, Colombia, where I taught Microeconomic Theory, Mathematical Economics and Industrial Organization, among other courses.

**Honours, Scholarships and Fellowships.**

2021 Bocconi Management Department Internal Grant

2021 SMS Annual Conference Best Paper Prize Nomination.

2018-2020 Marie Curie Individual Fellowship

2018 Barcelona GSE Seed Grant

2017 XXXII JEI Young Economist Award.  
 2015-2017 LSE Teaching Fellowship.  
 2016 Best Research Paper Award, IOEA.  
 2016 Fundación Ramón Areces Award Grant.  
 2016 STICERD Research Grant.  
 2016 IOEA Full Scholarship.  
 2011-2015 LSE Economics Department Scholarship.  
 2014 Price Theory Scholar, University of Chicago.  
 2014 Full Scholarship for 25th Jerusalem School in Economic Theory.  
 2014 Nominated for LSESU Student Led Teaching Excellence Award.  
 2013 RES-York Summer School Award.  
 2013 Scholarship for University of Chicago Price Theory Summer Camp.  
 2011-2013 Colfuturo Scholarship.  
 2012 SSME Full Fellowship, Centro di Ricerca Matematica Ennio De Giorgi.  
 2010 Scholarship for ISPSAS, Game Theory Society.  
 2009 Most Promising Alumnus Award, USTA.  
 2009 LACEA-LAMES Scholarship.  
 2009 X JOLATE Scholarship.  
 1998-2008 Ten-year Colombian Government Scholarship for undergraduate and graduate studies.  
 2007 SSPD Research Grant.  
 2004 Full Tuition Merit Award, USTA.  
 2003 Dean's list, USTA.  
 1995 Colombian Mathematical Olympiad Honorable mention.

### **Presentations**

2017-2021: 2017 JIE; 4th Organizational Economics Workshop Paris-Berkeley; 2018 IOEA; SIOE 2018 HEC, Montreal; 2018 HKU Organizational Economics Workshop; 5th Organizational Economics Workshop Paris-Berkeley; SIOE 2019, Stockholm School of Economics; 2019 Workshop on Natural Experiments and Controlled Field Studies, SIOE 2020, 2020 Workshop on Relational Contracts, NBER Organizational Economics Meeting Spring 2021, CEP-CVER Spring Seminar Series, ESADE, ICESI, LMU, 2021 SIOE, NBER Personnel Economics Summer Institute 2021, 2021 SMS Conference (*scheduled*), EIEF (*scheduled*).

2016-2017: CUNEF, Navarra University, Universitat Pompeu Fabra, Duke University-Fuqua School of Business SIOE 2017, Columbia University, Pontificia Universidad Javeriana, Universidad de los Andes (Department of Management), Universidad de los Andes (Department of Economics), Pontificia Universidad Catolica de Chile, 17th Annual Strategy and Business Environment Conference, Duke University (Law School), London School of Economics (Department of Economics), London School of Economics (Department of Management).

2015-2016: 2016 IOEA, London School of Economics (Department of Economics), London School of Economics (Department of Government), SIOE 2016 (Paris School of Economics), International Industrial Organization Conference 2016, IIOC (Drexel University LeBow School of Business).

2014-2015: University of Chicago (Department of Economics), University of Chicago (Harris School of Public Policy), Stanford University (Department of Economics).

### **Professional Activities**

Referee: *Management Science, RAND Journal of Economics, International Journal of Industrial Organization (IJIO), Journal of Law, Economics, and Organization (JLEO), European Economic Review, Journal of Mathematical Economics, B.E Journal of Theoretical Economics, LABOUR, Strategic Management Journal.*

Coordinating Activities: *Organizer of STICERD work in progress seminars (2015-2017), organizer of LSE Job-Market Summer Session (2016), Organizer of Barcelona GSE Organizational Economics Summer Workshop (2018,2019, 2020, 2021).*

Master Thesis Directed. *X21 Thesis in Master in Competition and Market Regulation.*

Short Schools: *Summer School of Mathematics for Economics and Social Sciences (2012), University of Chicago Price Theory Summer Camp (2013), Royal Economic Society Summer School on Game Theory (2013), 25th Jerusalem School in Economic Theory (2014), 15th session of the Institutional and Organizational Economics Academy (2016).*

### **Languages and Computer Skills**

*Languages: Spanish: Mother tongue; English: Fluent; Italian: Medium-Basic (B1).*

*Experienced IT: MS Office, LaTeX, Stata, Eviews, SPSS, UltraEdit-32, MatLab, Python and R.*

*Basic IT: Mathematica, CrystalBall.*