

## NICOLA LACETERA

Curriculum Vitae

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### Contact information

Department of Economics, Weatherhead School of Management

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**ACADEMIC POSITION:** Assistant Professor of Economics - Weatherhead School of Management, Case Western Reserve University, Cleveland OH, 2006 – present

### EDUCATION

PhD in Strategy, Massachusetts Institute of Technology, Sloan School of Management – Cambridge, MA, US, 2006.

*Laurea* in Economics, Università' Bocconi, Milan, Italy, 2000. *Summa cum laude* and outstanding thesis distinction.

Visiting Student, Brandeis University, International Business School, Waltham, MA, 1998.

### RESEARCH ACTIVITIES

**Fields of interest: Economics of Science and Health; Strategy, Organization, and Innovation.**

#### Recent publications and working papers

The Economics of Scientific Misconduct (with Lorenzo Zirulia), *Journal of Law, Economics and Organization*, forthcoming.

Different Missions and Commitment Power in R&D Organization: Theory and Evidence on Industry-University Relations, *Organization Science*, 20, 3, 565-582, 2009.

Academic Entrepreneurship, *Managerial and Decision Economics*, 30, 7, 443-464, 2009.

Sample Size and Precision in NIH Peer Review (with David Kaplan and Celia Kaplan), *PLoS One*, July 23 2008.

Racing and Searching in Innovation Contests: An Empirical Analysis (with Kevin Boudreau and Karim Lakhani), Harvard Business School Working Paper, No. 09-041 (R&R, *Management Science*).

Inside or Outside the IP System? Business Creation in Academia (with Riccardo Fini and Scott Shane) (R&R, *Research Policy*).

The Effects of Consumer Inattention: Evidence from Used Car Markets (with Devin Pope and Justin Sydnor)

Will There Be Blood? Material Incentives and Substitution Effects in Pro-Social Behavior (with Mario Macis and Robert Slonim). (Under review at the *Journal of Political Economy*.)

Motivating Altruism: A Field Study (with Mario Macis), IZA discussion paper 3770 (Under review at the *Journal of Public Economics*).

Social Image Concerns and Prosocial Behavior: Field Evidence from a Nonlinear Incentive Scheme (with Mario Macis), IZA Discussion Paper 3771 (Under review at the *Journal of Economic Behavior and Organization*).

Do All Material Incentives for Prosocial Activities Backfire? The Response to Cash and Non-Cash Incentives for Blood Donations (with Mario Macis), IZA Discussion Paper 4458 (R&R, *Journal of Economic Psychology*).

Knowledge Spillovers, Competition, and Taste for Science in a Model of R&D Incentive Provision (with Lorenzo Zirulia), University of Bologna Working Paper 624.

Openness and Authority in Industry-University Alliances.

### **Work in progress**

Quality Differences in Car Production between Countries and Plants (with Justin Sydnor)

Clustering relationships between a single buyer and multiple suppliers: theory and evidence from the automobile industry (with Susan Helper)

Angels in America (with Riccardo Fini and Scott Shane)

Measuring Creativity (with David Kaplan and Celia Kaplan).

Scientific Knowledge from the Core and the Periphery of Academia (with David Clingingsmith)

Incentives for Blood Donation: Field Experiments (with Mario Macis and Robert Slonim)

### **Older works**

Goodyear: The Radial Tire Decision, MIT Sloan School Case (with Rebecca Henderson), 2005.

Do firms change their capabilities by hiring new people? A study of the adoption of science-driven drug research (with Iain Cockburn and Rebecca Henderson), *Advances in Strategic Management*, 21, 2004.

Corporate Governance and the Governance of Innovation: the Case of the Pharmaceutical Industry, *Journal of Management and Governance*, 5, 1, 29-59, 2001.

Political and Technological Regimes in the Evolution of the Pharmaceutical Industry in the USA and in Europe (with Luigi Orsenigo).

### **Awards and research grants**

National Science Foundation Grant, Field Experiments on the Provision of Incentives for Blood Donation (with Mario Macis and Robert Slonim), 2009-10, \$330,000.

Glennan Fellowship for excellence in scholarship and teaching, Case Western Reserve University, 2009.

Russell Sage Foundation Grant for Young Scholars, Incentives for Blood Donation: Natural and Field Experiments (with Mario Macis and Robert Slonim), 2008-9, \$5,000.

Manheim-IMVP grant, Empirical Studies of Used Car Auctions (with Justin Sydnor), 2008-9, \$50,000.

IMVP grant, Clustering Relationships Between Buyers and Supplier in the Automobile Industry (with Susan Helper), 2008-9, \$5,000.

Early Career Award, Atlanta Science & Technology Policy Conference, Georgia Tech, 2006.

IRI Foundation Fellowship, 2006.

MIT - Sloan School Fellowship, 2001-2005

Merck Foundation – POPI Scholarship, 2002-2003

Credit Suisse Fellowship Fund Award, 2001-2004

## **Presentations**

**Seminars:** NBER, MIT, Florida International University, Case Western Reserve University, Nova University of Lisbon, HEC Paris, IESE Barcelona, Catholic University of Leuven, London Business School, Washington University St. Louis, Harvard Business School, NYU, Duke, University of Southern California, Boston University, University of Chicago, University of Michigan, UC San Diego, UT Dallas, University of Toronto.

**Conferences:** AOM 2004,2009, REER Conference (Georgia Tech) 2005-7-8, CCC Doctoral Consortium 2005, EARIE 2005-6, AEA 2006-8-9, London Business School Entrepreneurship Conference 2007, Imperial College London Workshop on Industry-University Relationships 2007, ISNIE Annual Conference 2007, Wharton Technology Conference 2008, Kauffman Workshop on Graduate Education in Technology Commercialization 2009, Kauffman workshop on entrepreneurship and innovation 2009.

**Discussant:** EPFL Lausanne Conference on Science and Technology Policy 2006, REER Conference (Georgia Tech) 2006-8-9, CCC Doctoral Consortium 2007, Imperial College London Workshop on Industry-University Relationships 2007, Kauffman-Cleveland FED Conference on Entrepreneurial Finance 2009, NBER Summer Institute 2009.

## **Refereeing Activity**

RAND Journal of Economics, Review of Economics and Statistics, Journal of Labor Economics, Management Science, Organization Science, Journal of the European Economic Association, Journal of Law, Economics and Organization, International Journal of Industrial Organization, Journal of Economics and Management Strategy, Southern Economic Journal, Small Business Economics, Economica, Research Policy, Journal of Evolutionary Economics, Industrial and Corporate Change, Academy of Management Review, Journal of Management and Governance, European Management Review, Metroeconomica.

## **TEACHING ACTIVITIES**

**Principal Instructor** – Industrial Organization (Undergraduate), 2007-9. Entrepreneurial Strategy (Undergraduate) 2006-9, New Venture Creation (MBA), 2006-8, Case Western Reserve University.

**Teaching Assistant** – Strategic Management, Technology Strategy (MBA, MIT, 2004-6), Applied Economics for Managers (Exec. MBA, MIT 2005), Organizational Economics (PHD, MIT 2004), Intermediate Microeconomics Economic Policy (Bocconi University, 2001), Industrial Organization (University of Brescia, 2001).

## **Teaching and other awards**

Finalist, Undergraduate Teaching Excellence Award, CWRU, 2007-2008

Nominated for both Undergraduate and Graduate Teaching Excellence Award, CWRU, 2006-2007.

## **OTHER PROFESSIONAL EXPERIENCE**

Social worker in hospice for mentally challenged adults (in lieu of military service duties), ANFFAS, Milan, Italy, 2000-2001.

Summer intern at the Bureau of Trade and Economic Cooperation, Italian Embassy, Rabat, Morocco, 1999.

**LANGUAGES:** Italian (native), English, French. Reading knowledge of Latin and Classic Greek.