

Rossella Mossucca

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BIOGRAPHY

Rossella Mossucca joined Lear in September 2017. She earned a Ph.D. in Economics and Finance at the University of Rome Tor Vergata in 2016 with a thesis in empirical microeconomic analysis. During her Ph.D., she spent a year as a visiting researcher at the Stanford University. After the Ph.D., she has been a postdoctoral researcher at the Einaudi Institute for Economics and Finance (EIEF) in Rome. She is an applied researcher, with research interests in the fields of Empirical Finance (with a focus on regulation), Industrial Organization and Labour Economics. Rossella has extensive experience in applied microeconomic research (especially in the application of program evaluation methodologies), as well as applied macroeconomics using big (micro-level) data. She is fluent in English and has a basic knowledge of French.

PROFESSIONAL EXPERIENCE

2017-present	LEAR – LABORATORIO DI ECONOMIA, ANTITRUST E REGOLAMENTAZIONE Economic Consultancy Consultant
2016-2017	EINAUDI INSTITUTE FOR ECONOMICS AND FINANCE (EIEF), ROME Research & Advanced Graduate Education Institution Post-doctoral Researcher

EDUCATION

2016	UNIVERSITY OF ROME “TOR VERGATA” PhD in Economics and Finance
2012-2013	STANFORD UNIVERSITY Visiting Ph.D. Student Researcher
2012	Italian Ministry of Economy and Finance - Treasury Department Labour Market, Analysis and Modelling Office Internship Research Project
2008	UNIVERSITY OF ROME “LA SAPIENZA” Degree in Economics

COURSES

August 2008	UNIVERSITY OF COPENHAGEN Summer School in Econometrics (8 ETCS Credits)
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LANGUAGE SKILLS

Italian: native language
English: fluent
French: basic

MAIN CONSULTANCY PROJECTS IN ANTITRUST, LITIGATION AND OTHER COMPETITION MATTERS

February 2019 – present	<u>Evaluation study for the European Commission on State aid rules for operating aid to airports</u> As part of the ongoing fitness check of current State aid rules, the Directorate General for Competition of the European Commission (DG COMP) has appointed a consortium led by Lear and participated by DIW Berlin and Sheppard Mullin, to carry out a study to support its evaluation of the rules regarding airports' access to operating aid under the EU Aviation Framework applicable as of 2014 (2014 Aviation Guidelines). The study
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- will provide an independent evidence-based assessment on whether the 10-year transitional period ending in 2024 for the phasing out of operating aid to airports is adequate, and whether the current passenger thresholds to establish the need for operating aid are fit for purpose.
- Activities performed:* selection of a representative sample of EU airports; survey design; monitoring of data collection; interviews and follow up with airports and their associations; data analysis; drafting of reports.
- February 2019 – present Evaluation support study on the EU’s framework regulating State aid for access to finance for SMEs applicable in 2014-2020
Lear, in consortium with Sheppard Mullin and DIW Berlin, has been appointed by the European Commission to carry out a study seeking to evaluate the relevance and effectiveness of the rules contained in the GBER and in the Risk Finance Guidelines, that the Commission set out for Member States to provide aid to Small and Medium Enterprises to facilitate their access to finance. The study will rely on a comprehensive literature review, interviews with selected stakeholders and case studies.
Activities performed: definition of indicators and identification of data sources to answer research questions set out by the Commission; review of the guideline questions for the interviews; participation to interviews with stakeholders.
- February 2019 – present Evaluation of anti-competitive effects of conditional multi-product discounts to mass-market retailers
Lear has assisted one well-known brand of non-food consumer goods, in its self-ex-ante assessment of the potential anti-competitive effects of a program of conditional multi-product discounts to mass-market retailers. Lear’s analyses consisted in the application of the As Efficient Competitor (AEC) test, as outlined in the EU Guidelines, to assess potential the effects of the conditional multi-product discounts in the product market where the brand is leader and in the computation of market shares before and after the proposed discount program in adjacent markets.
Activities performed: interviews with the client and its legal advisors; setup of the analysis and of data needs; application of the *As Efficient Competitor* (AEC) test for conditional multi-product discounts; analysis of market share’s evolution in adjacent markets.
- May 2019 - present Alleged cartel in the market of corrugated cardboard sheets and boxes
Lear’s economists assisted one of leading companies in the market of corrugated cardboard sheets and boxes in proceedings before the Italian Competition Authority (ICA) for alleged price fixing conducts. Lear developed an analysis aimed at demonstrating that the evidence presented by the ICA was not sufficient to prove the effects of the investigated conducts on prices. Lear has demonstrated that the market has witnessed a strong consolidation process, that has been disregarded by ICA in its analyses, and that the alleged effects described by the ICA may be instead attributed to such process.
Activities performed: interviews with the client; identification of data needs; data analysis; draft of the economic report.
- 2018-present Alleged planned obsolescence in the smartphone sector
Activities performed: development of quantitative analyses aimed at showing that the allegation put forward by the ICA is unsubstantiated.
- May 2018 – present Quantifying harm from regulation in the telecom sector
Activities performed: definition of the defensive strategy with the client’s representative. Analysis of incremental costs and quantification of the impact on costs of a change in the regulation of compulsory communication data to be stored and provided to the Judiciary.
- Nov. 2017 – March 2019 Technical assistance to enhance competition advocacy in Jamaica (Government of Jamaica, World Bank)

	<p><i>Activities performed:</i> development of a set of recommendations to improve the effectiveness of competition advocacy in Jamaica. The development of the advocacy strategy has been carried out through interviews with the client, desk research, the design and circulation of an online survey, identification of and interviews with local institutional stakeholders and data analysis.</p>
Sept. 2017 – present	<p><u>Alleged abuse of dominance in the fixed broadband market</u> <i>Activities performed:</i> define the defense strategy with the legal consultant, define the approach and the empirical analysis to identify the effects of the investment and wholesale pricing strategy of the dominant operator.</p>
Sept. 2017 – present	<p><u>Damages action in the market of heavy and medium trucks</u> <i>Activities performed:</i> collaboration to the selection of the quantification strategy and to the design of the econometric model.</p>
Jan. 2018 – Jan. 2019	<p><u>Damages action in co-marketing contracts</u> <i>Activities performed:</i> draft proposal of defensive strategy; fair evaluation of the co-marketing agreement; quantification of damages from breach to the contract; draft reports to be filed in courts.</p>
Jan. 2018 – Dec. 2018	<p><u>Alleged anticompetitive agreement in the market for plasma derivatives</u> <i>Activities performed:</i> definition of the defensive strategy with the client's representatives and legal advisers; developing analyses showing that the agreement is not anticompetitive, but rather welfare-enhancing.</p>
Sept. 2017 – Dec. 2018	<p><u>Alleged abuse in the copyright sector</u> <i>Activities performed:</i> review the defense strategy, assist with the draft of final reports.</p>
May 2018	<p><u>Alleged foreclosure effects of exclusivity agreements between taxi drivers and cabs' dispatching systems.</u> <i>Activities performed:</i> definition of the defensive strategy with the client's representatives; analysis of the weaknesses of the evidence supporting the case; analysis of economic incentives of agents operating in the market that shows that the agreement is not anticompetitive in the current market framework; support to the client before the Italian Competition Authority.</p>
Jan. 2018 – Feb. 2018	<p><u>Competition Assessment in Kuwait (World Bank Group)</u> <i>Activities performed:</i> on-field mission for stakeholder interviews aimed at the assessment of four sectors of the Kuwaiti economy where regulation stifles competition.</p>
Jan. 2018 – Feb. 2018	<p><u>Damages action in the electronic consumer goods market.</u> <i>Activities performed:</i> estimate of damages from bad publicity to a large brand of electronic consumer goods using evidence on the asymmetric impact of bad news on consumers and on the analysis of media coverage; draft report to be filed in court.</p>
Dec. 2017 – Jan. 2018	<p><u>Damages action in the market of traction motors maintenance demanded by railway operators.</u> <i>Activities performed:</i> define the defense approach with the Client, evaluate the economic rationale for the objection of the pass-on in downstream services supplied by railway operators, draft of reports to be submitted in courts.</p>
Sept. 2017 – Jan. 2018	<p><u>Capacity Building for Bulgaria's Commission on Protection of Competition (EBRD)</u> <i>Activities performed:</i> draft of the training curriculum and deliver the training on Stata.</p>
Sept. 2017 – Dec. 2017	<p><u>Alleged abuse of dominance in the market for bulk postal services</u> <i>Activities performed:</i> performing data analysis and drafting of report.</p>

WORKING PAPERS

- Job displacement. Comparative Evidence for Italy, July 2016.
- Job displacement Revisited. Multiple Job Losses and Education, July 2016.
- When did the stock market start to react less to downgrades by Moody's, S&P and Fitch?, with G. Marandola. Quaderni, Working Paper DSE No. 1066. ISSN 2282-6483, February 2016

- Gains from Early Support of a New Political Party, with Marco Leonardi, Fabiano Schivardi, Battista Severgnini (in progress).

DATA ANALYSIS EXPERIENCE

2016 –2017	<p>Einaudi Institute for Economics and Finance (EIEF), Rome Research Assistant within ERC starting grant project & ERC advanced grant project Empirical methods: Panel data analysis. Main data sources: Nielsen’s panel data for United States’ retail stores and households (HMS: panel of ~60,000 households from 2004 to 2015 reporting weekly purchases at the UPC level; RMS: panel of ~35,000 retail stores, weekly sales data at UPC level, 2006-2014).</p>
2013 –2014	<p>Research Assistant at LUISS University. Empirical methods: program evaluation & panel data methods Data sources: CERVED – CEBIL (company balance-sheets data for the universe of Italian firms, 1982 - 2011).</p>
June 2013 – July 2013	<p>Research Assistant at Stanford University. Empirical methods: Panel data methods Data sources: INPS Administrative Archives on working histories, ISTAT Survey data (IT-SILC).</p>