

# Elena Salomone

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## BIOGRAPHY

Elena Salomone is a Junior Consultant at Lear. During her time at Lear, she has been involved in several cases of damages quantification for breaches of antitrust legislation, as well as for unfair commercial practices and other types of infringement, in various economic sectors. She took part in the analysis of the price effects of an alleged horizontal agreement. In addition, she participated in a merger evaluation project for the UK Competition and Markets Authority concerning technology markets as well as in the assessment of the horizontal merger between two major shipbuilders on behalf of the Competition and Consumer Commission of Singapore. She has also provided support in technical assistance projects undertaken by Lear on behalf of the World Bank Group and of the European Bank for Reconstruction and Development, and in an evaluation study on State aid rules on behalf of the European Commission.

In June 2019, she participated in the Trento Summer School on advanced EU competition law and economics. She graduated in March 2018 from a Master of Science (MSc) in Economic and Social Sciences at Bocconi University with a thesis on a model of reference-dependent risk attitudes with salience distortions. During her MSc, she collaborated to the research activity of two professors in the area of Behavioural and Political Economics. She was part of the IGIER Visiting Student Initiative, which gathers students with good academic record and a strong interest in the research activity.

In 2015 she earned a Bachelor's Degree in Economics and Social Sciences from Bocconi University, during which she spent one semester abroad at Boston University as an exchange student.

Her research interests are in the area of Behavioural Economics, Industrial Organization and Competition Policy.

## PROFESSIONAL EXPERIENCE

Sep 2018-present      **LEAR – Laboratorio di Economia, Antitrust e Regolamentazione**  
Economic Consultancy  
Junior Consultant

Feb 2018-Mar 2018      **Bocconi University**  
Research Assistant for Professor Salvatore Nunnari

Jan 2017-May 2017      **Bocconi University**  
Research Assistant for Professor Nicola Gennaioli

## PROFESSIONAL COURSES

June 2019      **Trento Summer School on Advanced EU Competition Law and Economics**

## EDUCATION

Sep 2015-Mar 2018      **Bocconi University**  
MSc in Economic and Social Sciences  
Final grade: 110 cum laude

Sep 2012-Oct 2015      **Bocconi University**  
Bachelor's Degree in Economics and Social Sciences  
Final grade: 110 cum laude

Jan 2015-May 2015      **Boston University, College of Arts and Sciences**  
Department of economics  
Exchange student

## LANGUAGE SKILLS

Italian: native language

English: fluent in reading, writing and speaking

French: fair in reading, writing and speaking

## MAIN CONSULTANCY PROJECTS

2020-ongoing	<p><u><i>Damages estimation for unfair practices in the telecommunication market</i></u> <i>Activities performed:</i> examination of the damages quantification presented by the client's rival; development of defensive arguments and drafting of a note that thoroughly goes through the flaws of the counterparty's approach.</p>
2020-ongoing	<p><u><i>Capacity Building for the Albanian Competition Authority</i></u> <i>Activities performed:</i> support in the preparation of materials for three training programmes on the use of STATA for competition analysis, competition law enforcement (i.e. application of Articles 101 and 102 TFUE), and merger analysis; activities included, in particular, the study of the relevant EU jurisprudence.</p>
2020-ongoing	<p><u><i>Damage quantification for a major football team</i></u> <i>Activities performed:</i> quantification of the damages suffered by a major Italian football team as a consequence of a breach of competition law by three media agencies in the football broadcasting rights market; identification of the relevant criteria for the distribution of football broadcasting rights among the members of the Italian football league; drafting of a note presenting the methodology adopted and the results of Lear's analysis.</p>
2020	<p><u><i>Horizontal merger assessment in the shipbuilding industry</i></u> <i>Activities performed:</i> data analyses with STATA aimed at assessing the merging parties' pivotality; support in the drafting of the reports prepared for the Competition and Consumer Commission of Singapore.</p>
2020	<p><u><i>Alleged abuse of dominant position in the online advertising sector</i></u> <i>Activities performed:</i> desk research on the online advertising industry and drafting.</p>
2020	<p><u><i>Arbitration dispute in the Mexican market for fixed satellite services</i></u> <i>Activities performed:</i> support in the development of arguments aimed at defending the client from the claimant's request for damages and in the drafting of the economic report; data analyses with Excel and Stata aimed at providing an alternative damage quantification; support during the oral hearing.</p>
2019-ongoing	<p><u><i>Assessment of damages in the retail electricity market for alleged unfair commercial practices</i></u> <i>Activities performed:</i> support in the development of theoretical arguments aimed at defending the client from a request for damages by a competitor and drafting of the note prepared for the client's legal counsels.</p>
2019	<p><u><i>Alleged cartel in the market for corrugated cardboard boxes - appeal</i></u> <i>Activities performed:</i> support in the development of a defensive strategy aimed at showing that the prices charged was consistent with that of the main price determinants, and was not influenced by the alleged agreement; data cleaning and analyses with STATA.</p>

- 2019 *Evaluation study for the European Commission on the State aid rules for operating aid to airports*  
*Activities performed:* assessment of the adequacy of the data collected for the purpose of the analysis; support in interviews and follow ups with airports and in the drafting of the report.
- 2019-ongoing *Damages quantification in the e-commerce sector*  
*Activities performed:* support in the development of empirical analysis aimed at estimating damages suffered by the client; data cleaning and analyses with STATA.
- 2018-2019 *Past merger assessment in technology sector*  
*Activities performed:* review of case law aimed at identifying which pieces of evidence and market features are relevant when assessing technology mergers; ex-ante assessment of five past merger decisions by the UK Competition Authority aimed at evaluating whether the Authority's decisions were reasonable based on the evidence available at the time of the merger.
- 2018-2019 *Assessment of regulatory obstacles to competition in Kuwait*  
*Activities performed:* sector snapshots of two key sectors of the Kuwaiti economy where regulation stifles competition aimed at assessing whether and how certain restrictions may be relaxed.