

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

## EDUCATION

2016	<b>UNIVERSITY OF ROME “TOR VERGATA”</b> PhD in Economics and Finance
2012	<b>Italian Ministry of Economy and Finance - Treasury Department</b> Labour Market, Analysis and Modelling Office Internship Research Project
2008	<b>UNIVERSITY OF ROME “LA SAPIENZA”</b> Degree in Economics

## VISITING/COURSES

2012-2013	<b>STANFORD UNIVERSITY</b> Visiting Ph.D. Student Researcher
August 2008	<b>UNIVERSITY OF COPENHAGEN</b> Summer School in Econometrics (8 ETCS Credits)

## LANGUAGE SKILLS

Italian: native language  
English: fluent  
French: basic

## MAIN CONSULTANCY PROJECTS IN ANTITRUST, LITIGATION AND OTHER COMPETITION MATTERS

February 2019 – present	<u>Evaluation of anti-competitive effects of conditional multi-product discounts to mass-market retailers</u> <i>Activities performed:</i> meetings with the client and its legal advisors; design and development of quantitative analyses for the ex-ante assessment of the foreclosure effects of conditional multi-product discounts (AEC test) in the market where the client is dominant and of possible effects of tying in adjacent markets.
Sept. 2017 – present	<u>Damages action in the market of heavy and medium trucks</u>

	<p><i>Activities performed:</i> coordination of the team to design and develop the econometric model for the damage quantification; development of the qualitative and quantitative arguments to countervail counterparties' defense in Courts.</p>
Feb. 2019 – Dec. 2019	<p><u>Evaluation study for the European Commission on State aid rules for operating aid to airports</u></p> <p><i>Activities performed:</i> coordination of team activities towards the delivery of a study to evaluate the adequacy and effectiveness of the EU rules under which regional airports can access operating aid in member countries. Design of a survey of airports; interviews and follow up with airports and their associations; data analysis; drafting of intermediate and final reports.</p>
Feb. 2019 – Oct. 2019	<p><u>Evaluation support study on the EU's framework regulating State aid for access to finance for SMEs applicable in 2014-2020</u></p> <p><i>Activities performed:</i> identification of indicators to answer the research questions set out by the Commission; review of the guideline questions for the interviews; participation to interviews with stakeholders.</p>
May-June 2019	<p><u>Alleged cartel in the market of corrugated cardboard sheets and boxes</u></p> <p><i>Activities performed:</i> definition of the defensive strategy with the clients and their legal advisors; definition and implementation of an empirical analysis countervailing the Authority's econometric evidence; delivery of the economic report.</p>
Aug. 2018-Jan. 2019	<p><u>Alleged planned obsolescence in the smartphone sector</u></p> <p><i>Activities performed:</i> development of quantitative analyses aimed at showing that the allegation put forward by the ICA is unsubstantiated.</p>
May 2018 – Feb. 2019	<p><u>Quantifying harm from regulation in the telecom sector</u></p> <p><i>Activities performed:</i> assessment of the economic loss associated with a regulatory change of the conditions under which telecom operators must allow the Judiciary to access customers' voice and data traffic. Analysis of incremental costs and revenues associated with compliance under the new rules.</p>
Nov. 2017 – March 2019	<p><u>Technical assistance to enhance competition advocacy in Jamaica (Government of Jamaica, World Bank)</u></p> <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, a workshop and one-on-one interviews with institutional stakeholders, desk research and the design and circulation of an online survey.</p>
Sept. 2017 – Sept. 2019	<p><u>Alleged abuse of dominance in the ultrabroadband market</u></p> <p><i>Activities performed:</i> definition of the strategy to support the client's claims before the Italian Competition Authority; development of an empirical analysis to identify the effects of new investment and wholesale pricing strategy of the dominant operator.</p>
Jan. 2018 – Oct. 2019	<p><u>Assessment of damages caused by a breach of co-marketing agreements</u></p> <p><i>Activities performed:</i> development of a comparator for a benchmark quantitative analysis aimed at providing a fair market value of the co-marketing agreement and an assessment of the damages resulting from the breach to the contract; draft of reports to be filed in courts.</p>
Jan. 2018 – Dec. 2018	<p><u>Alleged anticompetitive agreement in the market for plasma derivatives</u></p> <p><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></p> <p><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></p> <p><i>Activities performed:</i> definition of the defensive strategy with the client's representatives; development of qualitative arguments based on economic theory and</p>

of an empirical analysis countervailing the assumptions of the Italian Competition Authority in its investigation regarding the geographic market of the city of Rome. Discussion of the economic analysis during the hearings before the Italian Competition Authority. Discussion of the case at the Association of Competition Economics (Copenhagen 2019).

- Jan. 2018 – Feb. 2018 Competition Assessment in Kuwait (World Bank Group)  
*Activities performed:* on-field interviews with Government stakeholders and with private firms aimed at the delivery of a competition assessment of four economic sectors of the Kuwaiti economy where regulation stifles competition.
- Jan. 2018 – Feb. 2018 Damages action in the electronic consumer goods market.  
*Activities performed:* estimate of damages from bad publicity to a large brand of electronic consumer goods using economic theory and evidence on the asymmetric impact of bad news on consumers and on the analysis of media coverage; draft of reports to be filed in court.
- Dec. 2017 – Jan. 2018 Damages action in the market of traction motors maintenance demanded by railway operators.  
*Activities performed:* definition of the defense approach with the Client; evaluation of the economic rationale for the pass-on defense in downstream services supplied by railway operators; draft of reports to be submitted in courts.
- Sept. 2017 – Jan. 2018 Capacity Building for Bulgaria’s Commission on Protection of Competition (EBRD)  
*Activities performed:* draft of the training curriculum and delivery of the training to the Commission’s officers on econometrics using Stata.
- Sept. 2017 – Dec. 2017 Alleged abuse of dominance in the market for bulk postal services  
*Activities performed:* data analysis and delivery of the economic report.

#### 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 (submission in progress).

#### RESEARCH PROJECTS EXPERIENCE

- 2016 –2017 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).
- 2013 –2014 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).
- June 2013 – July 2013 Research Assistant at Stanford University.  
 Empirical methods: Panel data methods  
 Data sources: INPS Administrative Archives on working histories, ISTAT Survey data (IT-SILC).