

# 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

July 2020-present	<u><a href="#">Damages quantification in the IT services sector for universities and public administrations - ongoing</a></u>  <i>Activities performed:</i> Lear has been appointed by an Italian e-business systems provider for universities and public administrations to quantify the damage resulting from the illicit conducts of the largest Italian university consortium operating in the same sector. Lear’s contribution is aimed at estimating the portion of the demand that
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its client would have likely captured in the absence of the conducts, in order to quantify the damage suffered.

- May – Dec. 2020      Capacity Building for the Albanian Competition Authority - ongoing  
*Activities performed:* training to the ICA's officials on using Stata for econometrics analysis applied to competition assessment.
- April 2020 – present      Alleged violation of art. 101 TFEU in the recycling sector of spent lead-acid batteries and accumulators - ongoing  
*Activities performed:* assisting the client with economic analysis to support his defensive strategy against the allegation of exclusionary practices; economic advice to the commitments proposal to address the competition concerns of the ICA.
- March– July 2020      Horizontal merger assessment in the shipbuilding industry  
*Activities performed:* draft of tender proposal for a call by the Competition and Consumer Commission of Singapore (CCCS) concerning the review of the proposed merger between two of the largest shipbuilders worldwide<assessment of the adequacy the Residual Supply Index (RSI) for merger analysis. Revision of the RSI methodology submitted by the merging parties to evaluate their capacity relative to the industry capacity. Design or revision of alternative empirical analyses aimed at assessing the degree of closeness of competition between the merging firms, and between them and their rivals. Drafting of conclusions. Presentations and discussions with the client about methodology, results and conclusions.
- March – April 2020      Background paper on the importance of information flows in wholesale food auction markets  
*Activities performed:* draft and revision of the paper for the World Bank. Analysis of the role of information in agricultural markets and in wholesale food auction markets in particular; review of the main contributions from the economic literature and from competition policy analysis; analysis of the functioning and the design of auctions in general and in agricultural wholesale markets, mainly regarding the role of information in improving market efficiency, analysis of the best practices of public intervention and competition policy recommendations regarding auction design and monitoring.
- March 2020 – present      Regulatory dispute in the telecommunication sector - ongoing  
*Activities performed:* provide economic advice to the court-appointed expert witness in charge of evaluating the compliance of the assessment of the net cost of the Universal Service Obligation borne by the incumbent, in order to determine the amount, if any, that other telecom operators have to return.
- Feb. 2019 – Apr. 2020      Compliance of the effects of conditional multi-product discounts to mass-market retailers  
*Activities performed:* 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      Damages estimation in the European truck market  
*Activities performed:* coordination and participation to the team to clearly identify the theory of harm, to study the economic theory supporting the existence of the damage, to design and develop the econometric model for the damage quantification. Drafting of reports to be filed in Courts.
- Feb.– Dec. 2019      Evaluation study for the European Commission on the State aid rules for operating aid to airports  
*Activities performed:* 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.
Feb.– Oct. 2019	<u>Evaluation support study on the EU’s framework regulating State aid for access to finance for SMEs applicable in 2014-2020</u> <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.
May – June 2019	<u>Alleged cartel in the market of corrugated cardboard sheets and boxes</u> <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.
Aug. 2018-Jan. 2019	<u>Alleged planned obsolescence in the smartphone sector</u> <i>Activities performed:</i> development of quantitative analyses aimed at showing that the allegation put forward by the ICA is unsubstantiated.
May 2018 – Feb. 2019	<u>Quantifying harm from regulation in the telecom sector</u> <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.
Nov. 2017 – March 2019	<u>Increasing the Effectiveness of Competition Advocacy</u> <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, workshop/one-on-one interviews with institutional stakeholders, desk research and the design and circulation of an online survey of stakeholders.
Sept. 2017 – Sept. 2019	<u>Alleged abuse of dominance in the ultrabroadband market</u> <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 of wholesale pricing strategy of the dominant operator.
Jan. 2018 – Oct. 2019	<u>Assessment of damages caused by a breach of co-marketing agreements</u> <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.
Jan.– Dec. 2018	<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.
Sept. 2017 – Dec. 2018	<u>Alleged abuse in the copyright sector</u> <i>Activities performed:</i> review the defense strategy, assist with the draft of final reports.
May 2018	<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; development of qualitative arguments based on economic theory and 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.– Feb. 2018	<u>Assessment of regulatory obstacles to competition in Kuwait</u> <i>Activities performed:</i> 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.– 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 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.</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> 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.</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 delivery of the training to the Commission’s officers on econometrics using Stata.</p>
Sept.– Dec. 2017	<p><u>Alleged abuse of dominance in the market for bulk postal services</u>  <i>Activities performed:</i> data analysis and delivery of the economic 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 (submission in progress).

### RESEARCH PROJECTS EXPERIENCE

2016 –2017	<p>Einaudi Institute for Economics and Finance (EIEF), Rome          Research Assistant within ERC starting grant project &amp; 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 &amp; 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>