

LUDOVICA CIASULLO
<https://ludovica-ciasullo.github.io/>
lc4177@nyu.edu

NEW YORK UNIVERSITY

Address 19 West Fourth St., 6th Floor
New York, NY 10012-1119
Phone 646-229-0814 (home)

Placement Director: Jaroslav Borovička jaroslav.borovicka@nyu.edu 347-899-6273
Graduate Administrator: Ian Johnson ian.johnson@nyu.edu 212 998-8901

Education

PhD in Economics, New York University, 2019-2025 (expected)
Thesis Title: *Essays on Organizational and Gender Economics*.
MSc in Economics and Social Sciences, Bocconi University, 2016-2018 (with distinction)
BA in Economics, Università degli Studi di Roma Tor Vergata (with distinction)

References

Professor Debraj Ray 19 West Fourth St., 6 th Floor New York, NY 10012-1119 212-998-8906 (office) debraj.ray@nyu.edu	Professor Martin Rotemberg 19 West Fourth St., 7 th Floor New York, NY 10012-1119 212-998-8926 (office) mrotemberg@nyu.edu
---	---

Professor Petra Moser
44 West Fourth St., 7th Floor
New York, NY 10012-1119
212-998-0925 (office)
pm119@nyu.edu

Teaching and Research Fields

Primary fields: Labor Economics

Secondary fields: Organizational Economics

Teaching Experience

Spring, 2024	Development Economics (Undergraduate), NYU, class assistant for Professor Martin Rotemberg
Fall, 2023	Development Economics (Undergraduate), NYU, class assistant for Professor Debraj Ray
Fall, 2023 and 2022	Applied Micro (MSc), NYU, teaching assistant for Professor Petra Moser
Fall, 2022	Research Practicum (MSc), NYU, teaching assistant for Professor Petra Moser

Spring 2022	Microeconomics II (PhD), NYU teaching assistant for Professors David Pearce and Ennio Stacchetti
Spring 2019	Statistics (Undergraduate), Università Statale di Milano, teaching assistant for Professor Samantha Leorato

Research Experience and Other Employment

January 2022	NYU, Research Assistant for Professor David Cesarini
Summer 2021	NYU, Research Assistant for Professor Dilip Abreu
Academic year 2018-2019	Harvard Business School, Research Assistant for Professor Marco Tabellini
Academic year 2018-2019	Bocconi University, Research Assistant for Professor Satoshi Fukuda

Professional Activities

Service: NYU Applied Micro Student Lunch and Micro Theory Student Lunch organizer (academic year 2021-2022)

Seminar and Conference presentations

2024	Annual Allied Social Science Associations (ASSA)/American Economic Association (AEA) Meetings (CSWEP-sponsored session), Office of Tax Analysis at the US Treasury (seminar), Society of Labor Economists (SOLE)*, COSME Gender Economics Workshop
2023	Society of Economics of the Household (SEHO), Harvard Business School (Business, Government & the International Economy)*, Carlson School of Management (Department of Work and Organizations)*, Collegio Carlo Alberto*, Centre for Studies in Economics and Finance & Department of Economics and Statistics (DISES) of the University of Naples Federico II*, University of Nottingham*, Bank of Italy*, Department of Economics at IESE business school*, Carnegie Mellon University's Heinz College*, Bank of Spain*, Fed Board*, University of York*, WU Vienna University of Economics and Business*, Stanford Institute for Theoretical Economics (SITE)*

* coauthor presenting

Honors, Scholarships, and Fellowships

2019-2024	NYU MacCracken Fellowship
2023	NYU GSAS Dean's Student Travel Grant

Research Papers

Promotions, Overtime Hours and Selection (Job Market Paper)

How do firms learn from a worker's costly action to solve their assignment problem through promotion? I focus on a specific measure of workers' effort (overtime work) providing both theoretical predictions and empirical evidence on how it is used as a signal within the firm: I show that as effort's direct payment (overtime wage premium) decreases, overtime is more likely to be associated with future promotions, and I argue that this is due to an increased separation of types. Using Portuguese admin data for the retail sector, I document that people who work overtime are more likely to be promoted, and that, following a policy

change that lowered overtime premium, this is even more true. The increased prospect of promotion could be a substitute for the overtime pay, but my result is also consistent with increased precision in the signal sent by overtime workers under the new regime. I document that the second story is at play by showing improved selection, i.e. that workers who are promoted in the new regime have better careers long-term, compared to workers who are promoted before the reform. A model of the internal labor market clarifies the trade-off between rewarding overtime and using it to infer workers' ability.

What Works for Working Mothers? (with Martina Uccioli)

We document how a change to work arrangements reduces the child penalty in labor supply for women, and that the consequent more equal distribution of household income does not translate into a more equal division of home production between mothers and fathers. The Australian 2009 Fair Work Act explicitly entitled parents of young children to request a (reasonable) change in work arrangements. Leveraging variation in the timing of the law, timing of childbirth, and the bite of the law across different occupations and industries, we establish three main results. First, the Fair Work Act was used by new mothers to reduce their weekly working hours without renouncing their permanent contract, hence maintaining a regular schedule. Second, with this work arrangement, working mothers' child penalty declined from a 47 percent drop in hours worked to a 38 percent drop. Third, while this implies a significant shift towards equality in the female- and male-shares of household income, we do not observe any changes in the female (disproportionate) share of home production.

Research In Progress

Rosie the Riveter in Science: Effects of Female Hires During WWII on the Scientific Productivity of US Firms (with Moritz Lubczyk, Petra Moser and Kazimier Smith)

Full time mothers, part time workers, (with Martina Uccioli and Valeria Zurla)