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EMPLOYMENT

Indiana University, Kelley School of Business, Bloomington, IN, US
- Assistant Professor of Finance — 2016–present

University of Texas, McCombs School of Business, Austin, TX, US
- Visiting Assistant Professor of Finance — 2015–2016

University of Western Ontario, Ivey Business School, London, Ontario, Canada
- Assistant Professor of Finance (1980 MBA Class Fellow) — 2010–2016

AFFILIATIONS

National Bureau of Economic Research (NBER)
- Faculty Research Fellow (AG) — 2016–present

EDUCATION

UCLA Anderson School of Management, Post-doctoral Fellowship — 2007-2010

University of Salento, Lecce (Italy), Ph.D. in Management — 2003-2006

Bocconi University, Milan (Italy), B.A. in Finance (summa cum laude) — 1994-1999

RESEARCH INTERESTS

Household Finance, Behavioral Finance, Aging, Corporate Finance
Financial Advice, Saving for Retirement and Annuities, Consumer and Corporations

PUBLICATIONS

5. The misguided beliefs of financial advisors, forthcoming, *Journal of Finance*, (with J. Linnainmaa and B. Melzer)
4. Retail financial advice: Does one size fit all?, 2017, *Journal of Finance*, 72(4), 1441–1482 (with S. Foerster, J. Linnainmaa, and B. Melzer) *(Lead Article)*
   2017 Amundi Smith Breeden Distinguished Paper Prize
3. The fetal origins hypothesis in finance: Prenatal environment, the gender gap and financial risk taking, 2016, *Review of Financial Studies*, 29(3): 739–786 (with H. Cronqvist, S. Siegel, and R. White)
2. Stock market returns and annuitization, 2014, *Journal of Financial Economics*, 113(2), 202–214
1. Annuitization puzzles, 2011, *Journal of Economic Perspectives*, 25(4), 143–164 (with S. Benartzi and R. H. Thaler)

WORKING PAPERS

1. Is private equity good for consumers? (with C. Fracassi and A. Sheen)
   (Under review)
2. Saving for retirement, annuities and procrastination (with J. Brown)
   (Under review)
3. Financial advisors and client risk-taking (with J. Linnainmaa, B. Melzer and S. Foerster)
4. Robo-advisers and investor behavior (with B. Loos, S. Scheurle, and A. Hackethal)

WORK IN PROGRESS

5. The consumption response to capital gains: evidence from mutual fund liquidations (with S. Meyer and M. Pagel)
6. The case for time-varying risk aversion (with C. Frydman and A. Nadler)

AWARDS AND GRANTS

- 2017 Amundi Smith Breeden Distnguished Paper Prize for "Retail financial advice: Does one size fit all?"
- Special mention: finalist for the 2015 TIAA-CREF Paul A. Samuelson Award for "Stock market returns and annuitization"
- Award: 2015 CFA Society Toronto & Hillsdale Canadian Investment Research Award for "Retail financial advice: Does one size fit all?"
- Grant: 2014 Canadian Securities Institute Research Grant for "Retail financial advice: Does one size fit all?"
- Award: 2010 Northern Finance Association Best Paper in Capital Markets Award for "Stock market returns and annuitization"
- Grant: 2007 FINRA Investor Education Foundation (formerly NASD) Grant for "How do households hedge the longevity risk? The role of annuities." (with S. Benartzi)
- Grant: 2006 IRI Foundation Research Grant
- Award: 2004 American Finance Association Student Travel Award
- Award: 1999 Bocconi University Gold Medal for best graduates in the academic year 1997-1998

PRESENTATIONS AND DISCUSSIONS

(*) *scheduled*

2018 2018 FIRS Conference*, 2018 SFS Cavalcade*, Kentucky Finance Conference*, NBER Behavioral Finance Meeting*, University of Venice*, University of Naples*, AFA Annual Meeting

2017 U.S. Securities and Exchange Commission, WFA (2 papers and discussant), SFS Cavalvade 2017, Kentucky Finance Conference

2016 University of Calgary, UC Davis Household Finance Conference, CSEF-EIEF-SITE conference on Finance and Labor (discussant), CEIBS Finance Conference Shanghai, CEPR 1st European Workshop on Household Finance Imperial College

London (discussant), IDC 13th Annual Conference in Financial Economics Research, Napa Conference on Financial Markets Research, AFA Annual Meeting, AEA Annual Meeting (discussant)

2015 University of Colorado Boulder, Indiana University, HEC Montreal, MIT CFP Annual Conference, Goethe University Behavioral Aspects of Macroeconomics and Finance Conference, 5$^{\text{th}}$ Helsinki Finance Summit (paper and discussant), IDC Herzliya 12$^{\text{th}}$ Annual Conference in Financial Economics Research, NBER Household Finance Meetings, Boulder Summer Conference on Consumer Financial Decision Making, SFS Cavalcade, Goethe University Frankfurt, University of Mannheim, AEA Annual Meeting

2014 FRA Annual Conference, European Conference on Household Finance, 4th Helsinki Finance Summit, NBER Aging Group Meetings, 2$^{\text{nd}}$ Ivey Intelligent Investing Symposium (discussant), 2014 FIRS Conference (discussant), Rothschild Caesarea 11$^{\text{th}}$ Annual Conference, McMaster University, NBER Behavioral Economics Meetings, FMA Napa Conference, HBS Conference on Household Behavior in Risky Asset Markets, University of Alberta, AEA Annual Meeting

2013 European Conference on Household Finance (discussant), 3$^{\text{rd}}$ Helsinki Finance Summit, Boulder Summer Conference on Consumer Financial Decision Making, William & Mary Mason School of Business, AFA Annual Meeting

2012 University of Illinois at Urbana Champaign, ARIA Meetings, Financial Engineering and Banking Society Conference, Queen's University Conference on Behavioural Finance

2011 European Conference on Household Finance, Behavioral Finance Academy Annual Conference, NFA Conference (discussant), Boulder Summer Conference on Consumer Financial Decision Making, SOBDR Conference, Queen's University Conference on Behavioural Finance (discussant)

2010 NFA Conference, NETSPAR Conference, University of Mannheim, University of Amsterdam, HEC Montreal, University of Western Ontario, University of Notre Dame, University of Washington

REFEREE

American Economic Review, Review of Financial Studies, Journal of Financial and Quantitative Analysis, Management Science, Journal of Public Economics, Journal of Economic Behavior and Organization, Journal of Banking and Finance, Journal of Pension Economics and Finance

COMMITTEE WORK

- *Program committee*

  Rothschild Caesarea Center Conference, 2015–2016
  MFA Annual Meeting, 2015

- *Academic advisor (pro bono work)*

  UK National Employee Saving Trust (NEST), 2010–2012
  ING Institute for Retirement Research (IIRR), 2008–2010

TEACHING EXPERIENCE

- Ivey Business School, Behavioral Finance Course, 2015
  - Rating: 6.1/7
  - Students: 112
- Ivey Business School, HBA Core Finance Course, 2010–2013
  - Rating: 6.7/7 (2013); 6.4/7 (2012); 6.3/7 (2011); 6.1/7 (2010)
  - Students: 150
- Bocconi University and SDA Bocconi School of Management, 2001–2006
  - Corporate Finance (undergraduate level)
  - Corporate Finance, Working Capital Management, Corporate Valuation (executive education)

SKILLS AND INTERESTS

- Languages: Italian (native), English (fluent), French (intermediate)
- Sports: triathlon (Sapri, Italy, 2014), soccer, surf, running (NYC Marathon 2002–2003, Rome Marathon, 2004)
- Hobby: radio broadcasting