SILVIO RAVAIOLI

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EDUCATION

2022 (expected)	Ph.D. Economics	Columbia University
	en route: M.A. in Economics (2018), M.Phil. in Economics (2019)	
2016	Diploma in Economics	Scuola Superiore Sant'Anna, Pisa
2015	M.Sc. Economics	University of Pisa
2012	B.Sc. Economics	University of Pisa

FIELDS

Primary Field: Behavioral and Experimental Economics
Secondary Fields: Consumer Behavior, Microeconomic Theory, Industrial Organization

REFERENCES

Michael Woodford	**Mark Dean**	**Alessandra Casella**	**Eric Johnson**
John Bates Clark Professor of Political Economy	Associate Professor Department of Economics	Professor of Economics and Political Science	Norman Eig Professor of Business
Columbia University	Columbia University	Columbia University	Columbia University
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JOB MARKET PAPER   Coarse and Precise Information in Food Labeling

Public authorities and companies often adopt simple categorical labels to convey information and promote healthy, ethical, or energy-friendly behavior. These labels tend to be coarse and withdraw information. For example, food front-package labels often report low-fat but not the exact fat content. In this paper I study how labels with different precision affect choices: can precision become ``too much'' and impair choices?

In a preregistered online study conducted on a representative US sample, I manipulate the precision of front-package labels about foods' calorie content. Coarse labels generate higher levels of healthy choices compared to more detailed ones (-2% calories, -3% high-calorie products chosen), despite providing less information. Participants also prefer coarse labels.

Choices are at odds with the predictions of a Bayesian updating model, suggesting that subjects pay less attention to detailed information. A behavioral model with limited attention can capture the main results by introducing a tradeoff between level of detail and cognitive cost. Some information helps, but too much detail can be harm consumers, and lead to less healthy food choices.

PUBLICATIONS

Diverse Motives for Human Curiosity (with Kenji Kobayashi, Adrien Baranès, Michael Woodford, and Jacqueline Gottlieb), Nature Human Behavior, 2019.

Is EEG Suitable for Marketing Research? A Systematic Review (with Andrea Bazzani, Leopoldo Trieste, Ugo Faraguna, and Giuseppe Turchetti), Frontiers in Neuroscience, 2020.

WORKING PAPERS:

The Status Quo and Belief Polarization of Inattentive Agents: Theory and Experiment (with Vladimir Novak and Andrei Matveenko).

Avoidable Risk: An experiment on Context-Dependent Risk Aversion (with RC Xi Zhi Lim).

Matching and Learning: An Experimental Study (with Lan Nguyen and Guillaume Haeringer).

WORK IN PROGRESS

Dynamic Choice Between Biased Information Sources (with Michael Woodford and Jacqueline Gottlieb)

You Don't Know It Until You Need It (with Hassan Afrouzi)

CONFERENCE PRESENTATIONS

2020: Economics Science Association Annual Conference (ESA, online), Student Workshop for Experimental Economics Techniques (Princeton, online).
2019: Sloan-Nomis Workshop on the Cognitive Foundations of Economic Behavior (NYU).
2018: Columbia University IIGSS seminar (Columbia).
2017: INET YSI Festival for New Economic Thinking (Edinburgh).
2016: Society of Neuroeconomics 2016 Annual Conference (Berlin, poster session).
2015: Society of Neuroeconomics 2015 Annual Conference (Miami, poster session).

WORK AND TEACHING EXPERIENCE

F 2019-S 2021	Lab Manager for CELSS (Columbia Experimental Laboratory).
S 2018, S 2019.	Teaching Assistant, Market Design (Instructor: Prof. Guillaume Haeringer), Columbia University.
F 2017, F 2018.	TA Cognitive Mechanisms and Economic Behavior (Instructor: Prof. Michael Woodford), Columbia University.
F 2015-S 2016.	Research Assistant (Prof. Michael Woodford), Columbia University.
F 2014-S 2015.	TA, Microeconomics I (Instructor: Prof. Pier Mario Pacini), University of Pisa.

GRANTS AND ACADEMIC AWARDS

2021, Dissertation Fellowship, Department of Economics, Columbia University.
2021, IFREE Grant for the project "News Inaccuracy and Speed: Model and Experiment" (with Sara Saharaghi).
2020, Columbia PER Grant for the project "Coarse Labels for Inattentive Consumers".
2018, CELSS Seed grant for the project "The Status Quo and Beliefs Polarization of Inattentive Agents" (with Vladimir Novak).
2016, Cognitive and Behavioral Economics Fellowship, Columbia University.
2015, Graduated with Distinction from M.Sc. in Economics, University of Pisa.
2010, "Alfieri del Lavoro" Award, prize awarded by the President of Italian Republic.
2010, Winner of a place at Scuola Superiore Sant'Anna for a five-years scholarship.

MISCELLANEOUS

Citizenship:	Italian.
Languages:	Italian (native), English (fluent), Spanish and German (elementary).
Programming skills:	LaTex/Beamer, Matlab, R, Python, JavaScript, zTree/oTree.
Refereeing:	Journal of Economic Theory, European Economic Review.