

DANTE DONATI

Last update: Jul 16, 2023

Date and place of birth: 30/08/1991, Italy
Nationality: Italian
Columbia Business School
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<https://sites.google.com/site/dantedonatiphd>
Married, 2 children

ACADEMIC APPOINTMENTS

2022- Assistant Professor, Marketing Division, Columbia Business School

Other affiliations: [CESifo](#)

Research interests: Quantitative Marketing; Digital Advertising; Social Marketing; Information and Digital Economics

DOCTORAL STUDIES

2017-2022 Department of Economics and Business, Universitat Pompeu Fabra
Ph.D. *Cum Laude* in Economics, Finance and Business
Committee: Shane Greenstein, Joel Waldfogel, Gianmarco León
Advisors: Maria Petrova, Gianmarco León, Ruben Durante, Sandro Shelegia

Fall 2020 Department of Economics, Stanford University, Stanford (CA)
Visiting Research Program, Prof. Matthew Gentzkow

PRE-DOCTORAL STUDIES

2016-2017 Universitat Pompeu Fabra, Barcelona, Spain. MRes in Economics
2013-2016 Bocconi University, Milan, Italy. MSc in Economic and Social Sciences
Final grade: 110/110 *Cum Laude*
Advisors: Eliana La Ferrara, Nicola Gennaioli, Francesco Giavazzi
2014-2015 Chulalongkorn University, Bangkok, Thailand. Visiting program
2013 Northwestern University, Evanston, IL, US. Visiting program
2010-2013 Bocconi University, Milan, Italy. BA in Economic and Social Sciences
Final grade: 110/110
Advisor: Francesco Giavazzi

TEACHING AND TUTORING

2022-2023	Digital Marketing, Columbia Business School
2020-2021	Online trainings to local and international organizations on the use of new empirical methodologies for the evaluation of social marketing campaigns
2016-2019	Empirical methods for causal inference (Development Economics), Master course in Economics, Barcelona Graduate School of Economics
2016-2019	Data Analysis, Undergraduate course in International Business Economics, Universitat Pompeu Fabra
2016-2019	Probability and Statistics, Undergraduate course in International Business Economics and Global Studies, Universitat Pompeu Fabra
2016-2017	Econometrics, Undergraduate course in International Business Economics, Universitat Pompeu Fabra

OUTSIDE ACTIVITIES

2021-2022	Passive member of Virtual Lab LLC, 5931 NW Burgundy Drive, Corvallis, OR, USA
2018	Co-creator of Virtual Lab (https://vlab.digital/), an open-source platform for online surveys and evaluation of social media marketing campaigns for the social good
2019-2022	Co-leader of a portfolio of research projects investigating how to evaluate and use online social and behavior change communication campaigns at scale (Partners: Facebook, The World Bank, The Bill & Melinda Gates Foundation)
2015-2020	Principal Investigator and Consultant, The World Bank, DIME
2019	Consultant, Center for Entrepreneurship, OECD, Paris
2015-2019	Research Assistant, PIs: Maria Petrova, Marta Reynal-Querol, Nicola Gennaioli
2014-2016	Research Assistant for a field RCT, PIs: Abhijit Banerjee, Eliana La Ferrara and Victor Orozco, Ibadan, Nigeria

SCHOLARSHIPS, GRANTS, AWARDS AND SKILLS

2023	Digital Future Initiative Research Grant
2023	Provost's Grants Program for Junior Faculty who Contribute to the Diversity Goals of the University
2019-2022	Spanish Ministry of Education, Grant for Pre-Doctoral Contracts for PhD Training (4 years)
2016	LEAP Student Grant, Project: "The effect of digital technologies on behavior"
2016	Fondazione Grazioli, MSc Thesis Award, "The roots of domestic terrorism: evidence from Boko Haram attacks in Nigeria"
2010-2015	Bocconi University Scholarship

Languages: Italian (native), English (fluent), French (good), Spanish (basic)
Programming: Stata, R, LaTeX, GIS, Python, Matlab, SurveyCTO

CONFERENCES AND REFEREE ACTIVITIES

- 2023 Brown Bag Seminar, Columbia Business School; 4 Schools Conference, Columbia Business School; Diversity, Equity and Inclusion Conference, Marketing Science, Dallas; Digital Economics Conference, Toulouse School of Economics; Research Seminar, Stanford Graduate School of Business
- 2022 VisitINPS Seminar; European Quant Marketing Seminar; CEPR Media Workshop, Data Colada online seminar; ifo Institute; CESifo Area Conference on Economics of Digitization; Paris Conference on Digital Economics;
- 2021 Job Market seminars (Bocconi University, Chicago Booth, Columbia Business School, ESADE Business School); Summer School in Urban Economics; Applied Young Economist Webinar; World Bank workshop on Using social media to change norms and behaviors at scale; ERSA Seminar on Industrial Organization and the Economics of Digital Transformation, Cape Town; UPF Internal Applied Lunch Seminar, Barcelona
- 2020 NBER Economics of Digitization Meeting, Stanford; DIME (World Bank) internal seminar; LEAP-Bocconi development coffee seminar
- 2019 Workshop on Political Economy of Development and Conflict, Barcelona
- 2018 NBER Economics of Digitization Tutorial, Stanford; NBER Economics of Digitization Meeting, Stanford; Digital Economics Conference, Toulouse School of Economics; World Bank workshop on Mass Media Entertainment Education Impact Evaluation, New Delhi; GSE-UPF Media Seminar, Barcelona; Workshop on Political Economy of Development and Conflict, Barcelona
- 2017 Annual Media Economics Workshop, Barcelona; GSE-UPF Media Seminar, Barcelona
- 2016 World Bank workshop on Mass Media Entertainment Education Impact Evaluation, Mexico City

Refereed articles for: Journal of Public Economics, European Economic Review, American Political Science Review, Economic Development and Cultural Change

PUBLISHED PAPERS

“Mobile Internet access and political outcomes: Evidence from South Africa” (2023), *Journal of Development Economics*, <https://doi.org/10.1016/j.jdeveco.2023.103073>

“The End of Tourist Traps: A Natural Experiment on the Impact of Tripadvisor on Quality Upgrading” (2022). CESifo Working Paper No. 9834, Available at SSRN: <https://ssrn.com/abstract=4163323> or <http://dx.doi.org/10.2139/ssrn.4163323>

“Lost in the Net? Broadband Internet and Youth Mental Health” (2022), *joint with Ruben Durante (UPF), Francesco Sobbrío (University of Rome Tor Vergata) and Dijana Zejcirović (University of Vienna)*. CEPR Discussion Paper No. DP17170, Available at SSRN: <https://ssrn.com/abstract=4121345>

“Marketing Gender Norms: A Social Media Experiment in India” (2023), *joint with Victor Orozco (The World Bank) and Nandan Rao (UAB and BGSE)*. Available at SSRN: <https://ssrn.com/abstract=4158065> or <http://dx.doi.org/10.2139/ssrn.4158065>

“Conducting Surveys and Interventions Entirely Online: A Virtual Lab Practitioner’s Manual”, *joint with Nandan Rao (UAB and BGSE) and Victor Orozco (The World Bank)*. Available at <https://documents1.worldbank.org/curated/en/819191635501106862/pdf/Conducting-Surveys-and-Interventions-Entirely-Online-A-Virtual-Lab-Practitioner-s-Manual.pdf>

“Can Facebook Ads prevent malaria? Two field experiments in India”, *joint with Nandan Rao (Virtual Lab), Victor Orozco (The World Bank) and Ana Maria Muñoz-Boudet (The World Bank)*
