

# Teo Firpo

teo.firpo@hu-berlin.de  
<https://teofirpo.github.io/>  
Citizenship: Italian/Argentine

Humboldt-Universität zu Berlin  
School of Business and Economics  
Spandauerstr. 1, 10178 Berlin, Germany

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## EDUCATION

- 2020-  
*present* PhD Candidate in Economics, Humboldt University in Berlin (expected 2026)
- 2016 Postgraduate Certificate in Econometrics, Birkbeck, University of London (with distinction)
- 2015 MSc in Economics and Public Policy, Sciences Po Paris
- 2012 Diplôme du collège universitaire, Sciences Po Paris (summa cum laude – top 2%)

## RESEARCH INTERESTS

Economics of innovation, Firm dynamics, Science of Science, Digitalization, Experimental Economics

## WORKING PAPERS

“Do AI skills improve employment chances? Evidence from a field experiment”, with Lukas Niemann and Anastasia Danilov. Rationality & Competition Discussion Paper No. 552 [[Link](#)]  
[*Under review*]

“Attracting Firms to Government Programs: Theory and Evidence from Randomized Controlled Trials in Tunisia” with F. Münch, F. Scheifele, A. Bouziri, and K. Jomaa. IGL Working Paper No. 24/01. [[Link](#)]

## WORK-IN-PROGRESS

“Promoting internalization of firms through E-Commerce: Evidence from a field experiment in Tunisia” with F. Münch, F. Scheifele, and A. Bouziri. [*In preparation — Field experiment completed*]

“Green Innovation in Small Firms: Evidence from a Natural Experiment” with Anastasia Danilov. [*In preparation — Field experiment completed*]

“Principals’ Expertise and Quality of Bids in Procurement Auctions: Evidence from the Field” with Anastasia Danilov. [*In preparation*]

“Improving the Selection of High Social-impact Technology Firms with AI: Evidence from a Field Experiment”, with Albert Banal Estañol, Anastasia Danilov, and Ina Ganguli. [*In preparation — Field experiment completed*]

## INVITED CONFERENCES AND SEMINARS

- 2026 3<sup>rd</sup> Workshop on Funding of Science and Innovation (co-organised by Bocconi University and the Politecnico di Milano): Presenter (“Improving the Selection of High Social-impact Technology Firms with AI: Evidence from a Field Experiment” paper)
- 2025 CEPR Policy Forum 2025: Presenter (“Do AI skills improve employment chances? Evidence from a field experiment” paper)
- World Bank – EU Commission Conference ‘Enhancing Cohesion Policy’s Impact for Jobs, Skills, and Competitiveness’: Presenter (‘Attracting Firms to Government Programs’ working paper)
- 2023 NBER Summer Institute, Innovation Research Summer Boot Camp, organized by Kevin A. Bryan, Ina Ganguli, Benjamin Jones, Kyle R. Myers, and Heidi L. Williams: Participant with Open Philanthropy Scholarship
- 2023 Workshop on The Funding of Science and Innovation, Polytechnic University of Milan: Participant (closed event, by invitation only)
- 2021 ‘Lessons from randomisation in research funding’, Swiss National Science Foundation and Research on Research Institute: Invited speaker
- 2019 IGL2019 Conference: Speaker, session on funding experiments
- Global Entrepreneurship Conference (GEC): Speaker, talk on field experiments at Ministerial Meeting
- 2018 Harvard Business School IGL2018 Research Meeting: Discussant, ‘Yes I Can! – A Field Experiment on Female Role Model Effects in Entrepreneurship’ by L. Bechtold and L. Rosenthal Huber

## OTHER PROFESSIONAL EXPERIENCE

- 2023- Ministry of Enterprises and Made in Italy (Rome, Italy)  
2025 Expert in Industrial Policy, Digitalization and High-Tech Sectors
- 2022- Ministry of Technological Innovation and the Digital Transition (Rome, Italy)  
2023 Adviser in the staff of Minister Colao
- 2015- Nesta  
2022 Senior Researcher (from 2018, previously Researcher)

## TEACHING

- 2025- Advanced Topics in Management, graduate seminar, Humboldt University in Berlin  
2026 (Prof. Anastasia Danilov)  
Second lecturer

- 2024 Empirical Methods in Management (Undergraduate level), Humboldt University in Berlin (Prof. Anastasia Danilov)  
Second lecturer
- 2015 Monetary Policy (Undergraduate level), Sciences Po Paris (Prof. Jean Barthélemy)  
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## GRANTS AND SCHOLARSHIPS

- 2023 NBER Summer Institute, Innovation Research Summer Boot Camp  
Scholarship from Open Philanthropy
- 2022- International Growth Centre, SGB Evidence Fund (£30,000)  
2024 (with F. Münch, F. Scheifele, & A. Bouziri)
- 2022- German Corporation for International Cooperation (€65,000)  
2024 (with F. Münch, F. Scheifele, & A. Bouziri)

## BOOK CHAPTERS AND POLICY PUBLICATIONS

Bendiscioli, S., **Firpo, T.**, Bravo-Biosca, A., Czibor, E., Garfinkel, M., Stafford, T., Wilsdon, J., Buckley Woods, H. (2022). “The Experimental Research Funder’s Handbook”, Research on Research Institute Report, <https://doi.org/10.6084/m9.figshare.19459328.v3>

**Firpo, T.**, Mireles, M. (2020). “Currents and Crosscurrents in Litigation of Universities and Nonprofit Related Patents: Is There a Coming Wave of Patent Litigation Involving Those Patents?”, in J. H. Rooksby (Ed.), Research Handbook on Intellectual Property and Technology Transfer (pp. 309-323), Edward Elgar Publishing, <https://doi.org/10.4337/9781788116633.00024>

**Firpo, T.**, Phipps, J. (2019). “Running experiments in innovation and growth policy: What can we learn from recent experience?”, *fteval Journal for Research and Technology Policy Evaluation*, 47: 46-50, <https://doi.org/10.22163/fteval.2019.328>

**Firpo, T.**, Mireles, M. (2018). “Monitoring Behavior: Universities, Nonprofits, Patents and Litigation”, *SMU Law Review*, 71(2):505, ISSN:1066-1271

Bravo-Biosca, A., **Firpo, T.** (2018). “The Time Has Come for Policy Experimentation”, in M. Andersson and J. Eklund, *Navigating Under Uncertainty: Entrepreneurship, Innovation and Experimental Policy*, Swedish Economic Forum Report

Edovald, T., **Firpo, T.** (2016). “Running Randomised Controlled Trials in Innovation, Entrepreneurship and Growth: An Introductory Guide”, Nesta Report

## OTHER SKILLS

Languages English (fluent), Spanish (native), Italian (native), French (fluent), German (basic)

Computer skills Stata, Python, R, Latex, oTree