

STEG–PEDL Virtual Course on “Private Enterprises, Productivity, and Economic Growth”

Session 14 (Francis Annan, Virginia Minni and Tommaso Porzio)
Recent Applications

Virginia Minni Reading List

1. Bandiera, O., Prat, A., Hansen, S., & Sadun, R. (2020). CEO Behavior and Firm Performance. *Journal of Political Economy*, 128, 1325–1369.
2. Benson, A., & Shaw, K. (2025). What Do Managers Do? An Economist’s Perspective. *Annual Review of Economics*.
3. Bertrand, M., & Schoar, A. (2003). Managing with Style: The Effect of Managers on Firm Policies. *Quarterly Journal of Economics*, 118, 1169–1208.
4. Hoffman, M., & Stanton, C. T. (2025). People, Practices, and Productivity: A Review of New Advances in Personnel Economics. In: *Handbook of Labor Economics*, Vol. 6, Elsevier, Chapter 9, pp. 729–818.
5. Minni, V. (2025). Making the Invisible Hand Visible: Managers and the Allocation of Workers to Jobs. *Becker Friedman Institute for Economics Working Paper No. 2025-122*, University of Chicago.
6. Minni, V. (2024). Global Managers, Local Workers: Wage Setting inside a Multinational Firm. *AEA Papers and Proceedings*, 114, 586–591.
7. Minni, V., Nguyen, K.-T., Sarsons, H., & Srebot, C. (2026). Managers and the Cultural Transmission of Gender Norms. *NBER Working Paper No. 34782*.

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Session 14: Recent Applications

Francis Annan, Virginia Minni, Tommaso Porzio

Instructor: Francis Annan (UC Berkeley)

Main Presentation

- *Randomized Entry: The Equilibrium Effects of Entry in Digital Financial Markets* [[Paper \(PDF\)](#)] [NBER WORKING PAPER 33134]

Additional Readings

- Annan, Francis and Collin Raymond. *Beliefs Over Contracts* [MIMEO, UC BERKELEY, 2026] [[Paper \(PDF\)](#)]
- Annan, Francis. *Misconduct and Reputation Under Imperfect Information* [JOURNAL OF POLITICAL ECONOMY, 2025, Vol. 133, No. 5, pp. 1460-1496] [[Paper \(PDF\)](#)]