

NATIONAL BUREAU OF ECONOMIC RESEARCH, INC.

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To Whom It May Concern:

I hereby state that Giorgio Zanarone has participated as an invited speaker in the bi-annual National Bureau of Economic Research's (NBER) Organizational Economics Meeting , held at the NBER (Cambridge, Massachusetts) on April 27-28, 2017, presenting the paper "The Value of Relational Contracts in Outsourcing: Evidence from the 2008 Shock to the US Airline Industry".

Sincerely yours,



Rob Shannon
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