

### Contact Information

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### Citizenship

Italy and USA

### Employment

MIT Sloan School of Management, 2009–present  
John Norris Maguire (1960) Professor, 2022—present  
Professor of Applied Economics, 2022—present  
John Norris Maguire (1960) Associate Professor, 2019–2022  
Associate Professor of Applied Economics (with tenure), 2016–2022  
Sarofim Family Career Development Associate Professor of Management 2014—2016  
Associate Professor of Applied Economics (without tenure), 2014–2016  
Sarofim Family Career Development Assistant Professor of Management, 2010–2014  
Assistant Professor of Applied Economics, 2009–2014

### Visiting Positions

Toulouse School of Economics, Fall 2016  
Cowles Foundation for Research in Economics, Yale University, Fall 2011

### Education:

Ph.D. in Economics (*with Distinction*), Yale University, May 2009  
Dissertation: *Essays on Learning, Price Discrimination, and Competition*  
Committee: Dirk Bergemann, Johannes Hörner, and Benjamin Polak  
M.Phil. in Economics, Yale University, May 2006  
M.A. in Economics, Yale University, May 2005  
Laurea in Economia (*summa cum laude*), Università di Napoli Federico II, January 2003

### Courses Taught

Game Theory for Strategic Advantage (Sloan MBA Course 15.025; EMBA Course 15.S21)  
Economic Analysis for Business Decisions (MIT Sloan School MBA course 15.010)  
Industrial Organization (MIT Economics Ph.D. course 14.271)

### Honors and Awards:

National Science Foundation Grant SES 1948692 (with Dirk Bergemann), 2020-2023  
MIT Sloan Junior Faculty Research Assistance Program Grant, 2013 and 2014  
Paul Geroski Best Paper Award, International Journal of Industrial Organization, 2012  
Excellence in Refereeing Award, American Economic Review, 2010—2013, 2018  
George Trimis Prize for Distinguished Dissertation in Economics, Yale University, 2009  
Robert M. Leylan Fellowship in the Social Sciences, Yale University, 2008  
Carl A. Anderson Prize Fellowship, Cowles Foundation, Yale University, 2007

John F. Enders Fellowship, Graduate School of Arts and Sciences, Yale University, 2007  
Raymond Powell Teaching Award, Yale University, 2006  
Angelo Costa Award for Undergraduate Thesis in Economics, 2003  
Socrates-Erasmus Fellowship, Université de Bordeaux IV, 2001

## Publications

- “Collaborating” (Alessandro Bonatti and Johannes Hörner), *American Economic Review*, 2011, **101**, 632-663.
- “Brand-Specific Tastes for Quality” *International Journal of Industrial Organization*, 2011, **29**, 562-575 (winner, 2012 Paul Geroski Best Paper Award).
- “Menu Pricing and Learning” *American Economic Journal: Microeconomics*, 2011, **3**, 124-163.
- “Targeting in Advertising Markets: Implications for Offline vs. Online Media” (Dirk Bergemann, and Alessandro Bonatti), *Rand Journal of Economics*, 2011, **42**, 417-443 (lead article).
- “How do firms make money selling digital goods online?” (Anja Lambrecht, Avi Goldfarb, Alessandro Bonatti, Anindya Ghose, Daniel G. Goldstein, Randall Lewis, Anita Rao, Navdeep Sahni, and Song Yao), *Marketing Letters*, 2014, **25**, 331-341.
- “Selling Cookies” (Dirk Bergemann and Alessandro Bonatti), *American Economic Journal: Microeconomics*, 2015, **7**, 259-294.
- “The Politics of Compromise” (Alessandro Bonatti and Heikki Rantakari), *American Economic Review*, 2016, **106**, 229-259 (lead article).
- “Career Concerns with Exponential Learning” (Alessandro Bonatti and Johannes Hörner), *Theoretical Economics*, 2017, **12**, 425-475.
- “Learning to Disagree in a Game of Experimentation” (Alessandro Bonatti and Johannes Hörner), *Journal of Economic Theory*, 2017, **169**, 234-269.
- “Dynamic Oligopoly with Incomplete Information” (Alessandro Bonatti, Gonzalo Cisternas, and Juuso Toikka), *Review of Economic Studies*, 2017, **84**, 503-546.
- “The Career Effects of Scandal: Evidence from Scientific Retractions” (Pierre Azoulay, Alessandro Bonatti, and Joshua Krieger), *Research Policy*, 2017, **46**, 1552-1569.
- “The Design and Price of Information” (Dirk Bergemann, Alessandro Bonatti, and Alex Smolin), *American Economic Review*, 2018, **108**, 1-48 (lead article).
- “Markets for Information: An Introduction” (Dirk Bergemann and Alessandro Bonatti), *Annual Review of Economics*, 2019, **11**, 85-107.
- “Consumer Scores and Price Discrimination” (Alessandro Bonatti and Gonzalo Cisternas), *Review of Economic Studies*, 2020, **87**, 750-791.
- “The Optimality of Upgrade Pricing” (Dirk Bergemann, Alessandro Bonatti, Andreas Haupt, and Alex Smolin), *17<sup>th</sup> International Conference on Web and Internet Economics*, 2021, 41-58.
- “The Economics of Social Data” (Dirk Bergemann, Alessandro Bonatti, and Tan Gan), *Rand Journal of Economics*, 2022, **53**, 2, 263-296 (lead article).

## Working Papers

“Data Linkages and Privacy Regulation” (Rossella Argenziano and Alessandro Bonatti)

“Selling Information in Competitive Environments” (Alessandro Bonatti, Munther Dahleh, Thibaut Horel, and Amir Nouripour)

“Data, Competition, and Digital Platforms” (Dirk Bergemann and Alessandro Bonatti)

## Other Papers

“Introduction to the Symposium on Contracts, Organizations, and Ownership” (Alessandro Bonatti and Matthew Mitchell), *Journal of Industrial Economics*, 2021.

“More Competitive Search through Regulation” (Paul Heidhues, Alessandro Bonatti, L. Elisa Celis, Gregory S. Crawford, David Dinielli, Michael Luca, Tobias Salz, Monika Schnitzer, Fiona M. Scott Morton, Katja Seim, Michael Sinkinson, and Jidong Zhou), *Yale Journal on Regulation*, 2022.

## Professional Activities and Affiliations

Co-Editor, *Rand Journal of Economics*, 2022—present

Editor, *Journal of Industrial Economics*, 2019—2022

Associate Editor, *American Economic Journal: Microeconomics*, 2020—present

Associate Editor, *Rand Journal of Economics*, 2017—2022

Associate Editor, *Journal of the European Economic Association*, 2015—2020

Associate Editor, *European Economic Review*, 2012—2016

Fellow, Luohan Academy, 2021—present

Faculty Affiliate, MIT Institute for Data, Systems, and Society, 2015—present

Research Fellow, Center for Economic Policy Research (CEPR), 2016—present

Research Affiliate, Center for Economic Policy Research (CEPR), 2012—2016

**Referee for:** *American Economic Review*, *Econometrica*, *Journal of Political Economy*, *Quarterly Journal of Economics*, *Review of Economic Studies*, *Journal of Economic Theory*, *Theoretical Economics*, *American Economic Journal: Microeconomics*, *Rand Journal of Economics*, *Journal of Industrial Economics*, *International Journal of Industrial Organization*, *Games and Economic Behavior*, *Journal of the European Economic Association*, *Journal of Public Economics*, *Economic Journal*, *International Journal of Game Theory*, *Journal of Economic Behavior and Organization*, *Journal of Mathematical Economics*, *Management Science*, *Operations Research*, *Mathematics of Operations Research*, *National Science Foundation*.

## Conference Program Committee:

2021 Federal Trade Commission Microeconomics Conference

2019 UC Berkeley Summer Institute in Competitive Strategy  
(Marketing and Economic Theory special session)

2018 Berkeley-Columbia-Duke-MIT-Northwestern IO Theory Conference

2018 European Summer Symposium in Economic Theory  
2018 Marketing and Industrial Organization Conference, Yale School of Management  
2016 World Congress of the Game Theory Society  
2016 North American Summer Meetings of the Econometric Society  
2016 ACM Conference on Economics and Computation (Senior Program Committee)  
2016 Stanford Institute for Theoretical Economics (Dynamic Games)  
2014 Columbia-Duke-MIT-Northwestern IO Theory Conference

### **Invited Presentations**

**2022** Northwestern University (Kellogg); New York University; Indiana University (Kelley); LUISS Guido Carli; CEPR Virtual IO Seminar; Université Paris-Panthéon-Assas; NBER (Economics of Privacy); Toulouse School of Economics; Luohan Academy.

**2021** Cornell University (Johnson); University of Chicago (Booth); Microsoft Research New England; University of Venice; SUNY Stony Brook; Paris School of Economics; Toulouse School of Economics; Bank of Canada; Federal Trade Commission; Asia-Pacific IO Conference.

**2020** University of California Berkeley; Boston University; Pennsylvania State University; University of Bergamo; University of Southern California; Hong Kong Baptist University; University of Mannheim; World Congress of the Game Theory Society (semi-plenary speaker).

**2019** Northwestern University; Universidad de Chile; European Summer Symposium in Economic Theory (Gerzensee); Ohio State University.

**2018** Princeton University; University of Pennsylvania; Yale University (Cowles); Barcelona GSE Summer Forum (keynote); Latin American Meetings of the Econometric Society; University of Bergamo; University of Virginia; University of Naples; University of Miami; Bilkent University.

**2017** University of Chicago; University of Michigan; University College London; University of Warwick; University of Oxford; Queen Mary University of London; University of North Carolina Triangle Micro Conference.

**2016** University of California Berkeley (Haas); Toulouse School of Economics; Northwestern University (Kellogg); Paris School of Economics; Einaudi Institute for Economics and Finance; Università Cattolica del Sacro Cuore.

**2015** European Summer Symposium in Economic Theory (Gerzensee); Stanford Institute for Theoretical Economics; New York University; NYU Stern; Federal Trade Commission; Toulouse School of Economics; University of Zurich; University of Mannheim; University of Pittsburgh; Queen's University School of Business.

**2014** University of Chicago (Booth); Harvard University; University of Bonn; Boston College; University of Toronto; Federal Trade Commission; Johns Hopkins University (Carey); NYU Stern (IO Day); University of Vienna; Université de Montréal; Universitat Autònoma de Barcelona; Universitat Pompeu Fabra; Bocconi University; University of Bologna.

**2013** Duke–UNC; Michigan State University; Paris School of Economics; Tel Aviv University; Boston University; Toulouse Network for Information Technology; Columbia-Duke-MIT-Northwestern IO Theory Conference; NBER Organizational Economics Meeting.

**2012** University of Texas, Austin; Northwestern University (Kellogg); University of California, Berkeley (Haas); Columbia Business School; University of Montreal.

**2011** University of Toronto; Collegio Carlo Alberto; Bocconi University; Penn State University; University of California, Berkeley (Haas); Stanford Graduate School of Business; Yale University; Washington University in St. Louis (Olin); University of Southern California (Marshall); Columbia-Duke-Northwestern IO Theory Conference; University of British Columbia.

**2010** Maastricht University; Universitat Autònoma de Barcelona; University of California Los Angeles; European Summer Symposium in Economic Theory (Gerzensee); University of British Columbia, University of Rochester (Simon).

**2009** Princeton University; MIT Sloan; Harvard Kennedy School; University of Pennsylvania; University College London; Toulouse School of Economics; New York University; NYU Stern; Carnegie Mellon University; University of Edinburgh; University of Essex; University of Oxford; Harvard University; Duke-Northwestern-Texas IO Theory Conference.

**2008** University of Chicago (Booth); Northwestern University (Kellogg).