

Contact Information

MIT Sloan School of Management
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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, 2014–2016
Associate Professor of Applied Economics (without tenure), 2014–2016
Sarofim Family Career Development Assistant Professor, 2010–2014
Assistant Professor of Applied Economics, 2009–2014

Visiting Positions

Yale School of Management, Fall 2025
Toulouse School of Economics, Fall 2016
Cowles Foundation for Research in Economics, 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 15.741)
Economics for Strategic Decisions (Sloan MBA Course 15.013)
Economic Analysis for Business Decisions (Sloan MBA course 15.010)
Industrial Organization (MIT Economics Ph.D. course 14.271)

Honors and Awards:

National Science Foundation Grant SES 2519401 (with Dirk Bergemann), 2025-2028
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

“A Theory of the Effects of Privacy” (Alessandro Bonatti, Yunhao Huang, and Miguel Villas-Boas), *Management Science*, forthcoming.

“How Do Digital Advertising Auctions Impact Product Prices?” (Dirk Bergemann, Alessandro Bonatti, and Nicholas Wu), *Review of Economic Studies*, 2025, **92**, 2330-2358.

“Bidding with Budgets: Data-Driven Bid Algorithms in Digital Advertising” (Dirk Bergemann, Alessandro Bonatti, and Nicholas Wu), *International Journal of Industrial Organization*, 2025, Special Issue EARIE 2024.

“Data, Competition, and Digital Platforms” (Dirk Bergemann and Alessandro Bonatti), *American Economic Review*, 2024, **114**, 2553-2595.

“Selling Information in Competitive Environments” (Alessandro Bonatti, Munther Dahleh, Thibaut Horel, and Amir Nouripour), *Journal of Economic Theory*, 2024, **216**, 105779.

“The Economics of Social Data” (Dirk Bergemann, Alessandro Bonatti, and Tan Gan), *RAND Journal of Economics*, 2022, **53**, 263-296 (lead article).

“The Optimality of Upgrade Pricing” (Dirk Bergemann, Alessandro Bonatti, Andreas Haupt, and Alex Smolin), *Conference on Web and Internet Economics (WINE)*, 2021, 41-58.

“Consumer Scores and Price Discrimination” (Alessandro Bonatti and Gonzalo Cisternas), *Review of Economic Studies*, 2020, **87**, 750-791.

“Markets for Information: An Introduction” (Dirk Bergemann and Alessandro Bonatti), *Annual Review of Economics*, 2019, **11**, 85-107.

“The Design and Price of Information” (Dirk Bergemann, Alessandro Bonatti, and Alex Smolin), *American Economic Review*, 2018, **108**, 1-48 (lead article).

“Dynamic Oligopoly with Incomplete Information” (Alessandro Bonatti, Gonzalo Cisternas, and Juuso Toikka), *Review of Economic Studies*, 2017, **84**, 503-546.

“Learning to Disagree in a Game of Experimentation” (Alessandro Bonatti and Johannes Hörner), *Journal of Economic Theory*, 2017, **169**, 234-269.

“The Career Effects of Scandal: Evidence from Scientific Retractions” (Pierre Azoulay, Alessandro Bonatti, and Joshua Krieger), *Research Policy*, 2017, **46**, 1552-1569.

“Career Concerns with Exponential Learning” (Alessandro Bonatti and Johannes Hörner), *Theoretical Economics*, 2017, **12**, 425-475.

“The Politics of Compromise” (Alessandro Bonatti and Heikki Rantakari), *American Economic Review*, 2016, **106**, 229-259 (lead article).

“Selling Cookies” (Dirk Bergemann and Alessandro Bonatti), *American Economic Journal: Microeconomics*, 2015, **7**, 259-294.

“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).

“Menu Pricing and Learning” *American Economic Journal: Microeconomics*, 2011, **3**, 124-163.

“Brand-Specific Tastes for Quality” *International Journal of Industrial Organization*, 2011, **29**, 562-575 (winner, 2012 Paul Geroski Best Paper Award).

“Collaborating” (Alessandro Bonatti and Johannes Hörner), *American Economic Review*, 2011, **101**, 632-663.

Working Papers

“The Economics of Large Language Models: Token Allocation, Fine-Tuning, and Optimal Pricing” (Dirk Bergemann, Alessandro Bonatti, and Alex Smolin), accepted in the *ACM Conference on Economics and Computation (EC)*, 2025.

“Data Monetization through Strategic Coordination of Privately Informed Agents” (Alessandro Bonatti, Munther Dahleh, and Thibaut Horel).

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

“Federated Learning and Privacy Protection” (Dirk Bergemann, Alessandro Bonatti, Mert Demirer, and Vod Vilfort).

“Optimal Project Management” (Alessandro Bonatti, Doruk Cetemen, and Juuso Toikka).

“Menu Pricing and Privacy Regulation” (Michele Bisceglia, Alessandro Bonatti, and Fiona Scott-Morton).

“Data Analytics for Algorithmic Pricing” (Alessandro Bonatti, Raffaele Fiocco, and Salvatore Piccolo).

Other Papers

“Managed Campaigns and Data-Augmented Auctions for Digital Advertising” (Dirk Bergemann, Alessandro Bonatti, and Nick Wu), *ACM Conference on Economics and Computation (EC)*, 2023.

“Data Markets with Privacy-Conscious Consumers” (Rossella Argenziano and Alessandro Bonatti), *American Economic Association Papers and Proceedings*, 2023, **113**, 191-196.

“The Platform Dimension of Digital Privacy,” in *The Economics of Privacy*, edited by Avi Goldfarb and Catherine Tucker, National Bureau of Economic Research, 2023.

“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*, 2023, **40**.

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

“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.

Professional Activities and Affiliations

Coeditor, *American Economic Journal: Microeconomics*, 2025—present
Associate Editor, *Quarterly Journal of Economics*, 2024—present
Coeditor, *RAND Journal of Economics*, 2022—2025
Coeditor, *Journal of Industrial Economics*, 2019—2022
Associate Editor, *American Economic Journal: Microeconomics*, 2020—2025
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*, *European Research Council*.

Conference Program Committee:

2025 European Summer Symposium in Economic Theory
2025 Berkeley-Columbia-Duke-MIT-Northwestern IO Theory Conference
2024 Berkeley-Columbia-Duke-MIT-Northwestern IO Theory Conference
2023 Berkeley-Columbia-Duke-MIT-Northwestern IO Theory Conference
2021 Federal Trade Commission Microeconomics Conference
2019 UC Berkeley Summer Institute in Competitive Strategy
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

2025 Princeton University; Brown University; University of Toronto; London School of Economics; University of Oxford; Toulouse School of Economics; University of Bristol; Universitat de Barcelona (keynote speaker); Paris Conference on Digital Economics (keynote speaker); EARIE (keynote speaker).

2024 Stanford GSB; Yale SOM; Harvard University; University of Chicago; CEMFI (Madrid); Universitat Pompeu Fabra; National Association for Business Economics; Johns Hopkins University.

2023 ESMT Berlin; IESE Business School; City, University of London; EARIE (invited speaker), Columbia Economic Theory Conference; Northwestern Antitrust Conference.

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

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 (Haas); 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 speaker); 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 GSB; 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).