

Contact Information

MIT Sloan School of Management
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Citizenship

Italy and USA

Employment

MIT Sloan School of Management, 2009–present
Associate Professor of Applied Economics (with tenure), 2016–present
Associate Professor of Applied Economics (without tenure), 2014–2016
Sarofim Family Career Development Professor, 2010–2016
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 (MIT Sloan School MBA Course 15.025)
Economic Analysis for Business Decisions (MIT Sloan School MBA course 15.010)
Industrial Organization (MIT Economics Department Ph.D. course 14.271)

Honors and Awards:

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
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
Cowles Foundation Summer Prize, Yale University, 2005
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**, 2, 229-259 (lead article).
- “Career Concerns with Exponential Learning” (Alessandro Bonatti and Johannes Hörner), *Theoretical Economics*, 2017, **12**, 1, 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**, 9, 1552-1569.
- “The Design and Price of Information” (Dirk Bergemann, Alessandro Bonatti, and Alex Smolin), *American Economic Review*, 2018, **108**, 1, 1-48 (lead article).
- “Markets for Information: An Introduction” (Dirk Bergemann and Alessandro Bonatti), *Annual Review of Economics*, 2019, forthcoming.

Working Papers

- “Information Revelation and Consumer Privacy” (Rossella Argenziano and Alessandro Bonatti).
- “Consumer Scores and Price Discrimination” (Alessandro Bonatti and Gonzalo Cisternas).
- “Separation of Powers and New Public Spending” (Alessandro Bonatti and Kaj Thomsson).

Professional Activities and Affiliations

- Editor, *Journal of Industrial Economics*, 2019—present
- Associate Editor, *Rand Journal of Economics*, 2017—present
- Associate Editor, *Journal of the European Economic Association*, 2015—present
- Associate Editor, *European Economic Review*, 2012—2016
- 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.*

Conference Program Committee:

- 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

2018 Princeton University; University of Pennsylvania; Yale University (Cowles Conference); Barcelona GSE Summer Forum; 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; UNC 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); 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 – University of North Carolina; Michigan State University; Paris School of Economics; Tel Aviv University; Boston University; Toulouse Network for Information Technology; Columbia-Duke-MIT-Northwestern Industrial Organization 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).