

Nenad Kos

Associate Professor



Knowledge Group: Economics, Politics and Decision Sciences

Research Domains: Economics

Teaching Domains:

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Biography

Nenad Kos is an Associate Professor in the Department of Economics at Bocconi University, a position he has held since 2016. He is also affiliated with the Innocenzo Gasparini Institute for Economic Research (IGIER) and is a Research Fellow at the Centre for Economic Policy Research (CEPR).

He earned his PhD in Economics from Northwestern University in 2008, under the supervision of Asher Wolinsky, after completing his undergraduate studies in Economics at the University of Ljubljana. He joined Bocconi University as an Assistant Professor in 2008 and was promoted to Associate Professor in 2016.

Professor Kos's research lies at the intersection of mechanism design, information economics, and behavioral approaches to economic institutions. His work investigates how economic agents behave and interact under conditions of informational asymmetry, ambiguity, and strategic interdependence, with applications to auctions, contracts, firm takeovers, and — more recently — behavioral responses within epidemic models.

His current research agenda focuses on extending models of bargaining to contexts where agents can invest in expertise or delegate negotiations to representatives, and on studying how such mechanisms influence outcomes and efficiency. More broadly, his work continues to explore the behavioral dimensions of strategic interaction in economic environments.

Proceedings/Presentations

Pricing and Consumer Surplus in Monopoly with Product Design

KIM, K., N. KOS, "Pricing and Consumer Surplus in Monopoly with Product Design" in 2024 Annual Meeting of the Association of Southern European Economic Theorists October 31st and November 1st-2nd, 2024, Venice, Italy

Articles in Scholarly Journals

Epidemics with behavior

CARNEHL, C., S. FUKUDA, N. KOS, "Epidemics with behavior", Journal of Economic Theory, 2023, vol. 207, pp. 105590

Signaling covertly acquired information

EKMEKCI, M., N. KOS, "Signaling covertly acquired information", Journal of Economic Theory, 2023, vol. 214, pp. 105746

Optimal pricing, private information and search for an outside offer

AUSTER, S., N. KOS, S. PICCOLO, "Optimal pricing, private information and search for an outside offer", The RAND Journal of Economics, 2021, vol. 52, no. 4, pp. 758-777

Optimal selling mechanisms under moment conditions

CARRASCO, V., V. FARINHA LUZ, N. KOS, M. MESSNER, P. MONTEIRO, H. MOREIRA, "Optimal selling mechanisms under moment conditions", Journal of Economic Theory, 2018, vol. 177, pp. 245-279

The Design of Ambiguous Mechanisms

DI TILLIO, A., N. KOS, M. MESSNER, "The Design of Ambiguous Mechanisms", Review of Economic Studies, 2017, vol. 84, no. 1, pp. 237-276

Just Enough or All: Selling a Firm

EKMEKCI, M., N. KOS, R. VOHRA, "Just Enough or All: Selling a Firm", American Economic Journal: Microeconomics, 2016, vol. 8, no. 3, pp. 223-256

Information in Tender Offers With a Large Shareholder

EKMEKCI, M., N. KOS, "Information in Tender Offers With a Large Shareholder", Econometrica, 2016, vol. 84, no. 1, pp. 87-139

Extremal incentive compatible transfers

KOS, N., M. MESSNER, "Extremal incentive compatible transfers", Journal of Economic Theory, 2013, vol. 148, no. 1, pp. 134-164

Communication and efficiency in auctions

KOS, N., "Communication and efficiency in auctions", Games and Economic Behaviour, 2012, vol. 75, no. 1, pp. 233-249

Research Notes or short Articles in Journals

Asking questions

KOS, N., "Asking questions", Games and Economic Behaviour, 2014, vol. 87, pp. 642-650

Incentive compatibility in non-quasilinear environments

KOS, N., M. MESSNER, "Incentive compatibility in non-quasilinear environments", Economics Letters, 2013, vol. 121, no. 1, pp. 12-14