

Marco Ottaviani

Full Professor



Knowledge Group: Economics, Politics and Decision Sciences

Research Domains: Economics

Teaching Domains: Microeconomics

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Biography

Marco Ottaviani è Professore Ordinario di Economia all'Università Bocconi ed insegna sia presso la SDA che presso la Scuola di Dottorato, dove ha ricoperto il ruolo di Prorettore per la Ricerca dal 2016 al 2018.

La sua ricerca si focalizza su problematiche informative e di incentivi all'intersezione dell'economia dell'organizzazione, dell'economia industriale, della regolamentazione e della finanza. Recentemente si è focalizzato sulla strutturazione dei mercati di previsione, sull'aggregazione dell'informazione nelle organizzazioni, sugli incentivi e la regolamentazione degli intermediari finanziari, sulla privacy e la protezione del consumatore, sul finanziamento dell'innovazione con meccanismi di sussidio, sugli incentivi per raccogliere e pubblicizzare evidenza empirica, sul bias di pubblicazione, sui test clinici e sui meccanismi di approvazione regolamentare.

Marco si è laureato presso l'Università Bocconi nel 1992 ed ha ottenuto il PhD in Economics dal Massachusetts Institute of Technology nel 1996. Prima di rientrare in Bocconi nel 2011, ha iniziato la sua carriera all'University College London per poi diventare Professor of Economics alla London Business School e Professor of Strategy alla Kellogg School of Management della Northwestern University.

Articles in Scholarly Journals

When Liability Is Not Enough: Regulating Bonus Payments in Markets with Advice

HONDA, J., R.INDERST, M. OTTAVIANI, "When Liability Is Not Enough: Regulating Bonus Payments in Markets with Advice", *Management Science*, 2024, vol. 70, no. 2, pp. 1301-1314

Approval regulation and learning, with application to timing of merger control

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Looking into Crystal Balls: A Laboratory Experiment on Reputational Cheap Talk

MELOSO, D., S. NUNNARI, M. OTTAVIANI, "Looking into Crystal Balls: A Laboratory Experiment on Reputational Cheap Talk", Management Science, 2023, vol. 69, no. 9, pp. 5112-5127

Regulation with Experimentation: Ex Ante Approval, Ex Post Withdrawal, and Liability

HENRY, E., M. LOSETO, M. OTTAVIANI, "Regulation with Experimentation: Ex Ante Approval, Ex Post Withdrawal, and Liability", Management Science, 2022, vol. 68, no. 7, pp. 5330-5347

Strategic Sample Selection

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P-hacking in clinical trials and how incentives shape the distribution of results across phases

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Persuasion Through Selective Disclosure: Implications for Marketing, Campaigning, and Privacy Regulation

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Research and the Approval Process: The Organization of Persuasion

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Persuasion Bias in Science: Can Economics Help?

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Accept or reject? An organizational perspective

GARFAGNINI, U., M. OTTAVIANI, P. N. SØRENSEN, "Accept or reject? An organizational perspective", International Journal of Industrial Organization, 2014, vol. 34, pp. 66-74

The Flip Side of Financial Synergies: Coinsurance Versus Risk Contamination

BANAL-ESTAÑOL, A., M. OTTAVIANI, A. WINTON, "The Flip Side of Financial Synergies: Coinsurance Versus Risk Contamination", Review of Financial Studies, 2013, vol. 26, no. 12, pp. 3142-3181

Sales Talk, Cancellation Terms and the Role of Consumer Protection

INDERST, R., M. OTTAVIANI, "Sales Talk, Cancellation Terms and the Role of Consumer Protection", Review of Economic Studies, 2013, vol. 80, no. 3, pp. 1002-1026

Competition through Commissions and Kickbacks

INDERST, R., M. OTTAVIANI, "Competition through Commissions and Kickbacks", American Economic Review, 2012, vol. 102, no. 2, pp. 780-809

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OTTAVIANI, M., A. L. WICKELGREN, "Ex ante or ex post competition policy? A progress report", International Journal of Industrial Organization, 2011, vol. 29, no. 3, pp. 356-359

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OTTAVIANI, M., P. N. SØRENSEN, "Noise, Information, and the Favorite-Longshot Bias in Parimutuel Predictions", American Economic Journal: Microeconomics, 2010, vol. 2, no. 1, pp. 58-85

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INDERST, R., M. OTTAVIANI, "Consumer protection in markets with advice", Competition Policy International, 2010, vol. 6, no. 1, pp. 47-64

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MAIER, N., M. OTTAVIANI, "Information Sharing in Common Agency: When is Transparency Good?", Journal of the European Economic Association, 2009, vol. 7, no. 1, pp. 162-187

Monopoly pricing in the binary herding model

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BANAL-ESTAÑOL, A., M. OTTAVIANI, "Bank Mergers and Diversification: Implications for Competition Policy", *European Financial Management*, 2007, vol. 13, no. 3, pp. 578-590

Credulity, lies, and costly talk

KARTIK, N., M. OTTAVIANI, F. SQUINTANI, "Credulity, lies, and costly talk", *Journal of Economic Theory*, 2007, vol. 134, no. 1, pp. 93-116

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OTTAVIANI, M., P. N. SØRENSEN, "Outcome Manipulation in Corporate Prediction Markets", *Journal of the European Economic Association*, 2007, vol. 5, no. 2-3, pp. 554-563

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Dynamic monopoly pricing and herding

BOSE, S., G. OROSEL, M. OTTAVIANI, L. VESTERLUND, "Dynamic monopoly pricing and herding", *The RAND Journal of Economics*, 2006, vol. 37, no. 4, pp. 910-928

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OTTAVIANI, M., P. N. SØRENSEN, "Professional advice", *Journal of Economic Theory*, 2006, vol. 126, no. 1, pp. 120-142

Naive audience and communication bias

OTTAVIANI, M., F. SQUINTANI, "Naive audience and communication bias", *International Journal of Game Theory*, 2006, vol. 35, no. 1, pp. 129-150

Mergers with Product Market Risk

BANAL-ESTANOL, A., M. OTTAVIANI, "Mergers with Product Market Risk", *Journal of Economics and Management Strategy*, 2006, vol. 15, no. 3, pp. 577-608

The transition to digital television

ADDA, J. F., M. OTTAVIANI, "The transition to digital television", *Economic Policy*, 2005, vol. 20, no. 41, pp. 160-209

Anticompetitive contracts in the UK pay TV market

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Price Competition for an Informed Buyer

MOSCARINI, G., M. OTTAVIANI, "Price Competition for an Informed Buyer", *Journal of Economic Theory*, 2001, vol. 101, no. 2, pp. 457-493

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Information aggregation in debate: who should speak first?

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OTTAVIANI, M., P. SØRENSEN, "Herd Behavior and Investment: Comment", *American Economic Review*, 2000, vol. 90, no. 3, pp. 695-704

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MOSCARINI, G., M. OTTAVIANI, L. SMITH, "Social learning in a changing world", *Economic Theory*, 1998, vol. 11, no. 3, pp. 657-665

Contribution to Chapters, Books or Research Monographs

Information markets and nonmarkets

BERGEMANN, D., M. OTTAVIANI, "Information markets and nonmarkets" in *Handbook of Industrial Organization*, Kate Ho, Ali Hortaçsu, Alessandro Lizzeri (Eds.), Elsevier, chap. 8, pp. 593-672, 2021

Forecasters' Objectives and Strategies

MARINOVIC, I., M. OTTAVIANI, P. N. SØRENSEN, "Forecasters' Objectives and Strategies" in *Handbook of Economic Forecasting*, Graham Elliott, Allan Timmermann (Eds.), Elsevier, chap. 12, pp. 690-720, 2013

Modeling idea markets: between beauty contests and prediction markets

MARINOVIC, I., M. OTTAVIANI, P. N. SØRENSEN, "Modeling idea markets: between beauty contests and prediction markets" in *Prediction Markets*, Leighton Vaughan Williams (Ed.), Routledge, Taylor and Francis Group, chap. 2, pp. 4-17, 2011

The favorite-longshot bias: an overview of the main explanations

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Switching to digital television: business and public policy issues

MAIER, N., M. OTTAVIANI, "Switching to digital television: business and public policy issues" in Standards and Public Policy., Shane Greenstein, Victor Stango (Eds.), Cambridge University Press, chap. 11, pp. 345-371, 2006

Economic models of social learning

MOSCARINI, G., M. OTTAVIANI, "Economic models of social learning" in Decisions, games and markets., P. Battigalli, A. Montesano, F. Panunzi (Eds.), Kluwer Academic Publishers, pp. 265-298, 1997

Articles in national/international newspapers

Nobel 2020: la lezione di Milgrom e Wilson

DECAROLIS, F., M. OTTAVIANI, "Nobel 2020: la lezione di Milgrom e Wilson", lavoce.info, 13 October 2020

Profits vs integrity: Why we may trust registered clinical trials

DECKER, C., M. OTTAVIANI, J. F. ADDA, "Profits vs integrity: Why we may trust registered clinical trials", VoxEU - CEPR, 16 September 2020

Comments, Discussions, Replies in Journal

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The case of GDP-indexed bonds: discussion

OTTAVIANI, M., "The case of GDP-indexed bonds: discussion", Economic Policy, 2004, pp. 206-208

An economic perspective on auction: discussion

OTTAVIANI, M., "An economic perspective on auction: discussion", Economic Policy, 2003, pp. 301-303

Corporate income tax reforms and international tax competition: discussion

OTTAVIANI, M., "Corporate income tax reforms and international tax competition: discussion", Economic Policy, 2002, pp. 490-492

Cases in International Case Collections

Cross border electricity trading and market design: the France-England Interconnector

OTTAVIANI, M., R.INDERST - "Cross border electricity trading and market design: the France-England Interconnector" - 2004, The Case Centre, Great Britain

Overture and Google: Internet Pay-per-click (PPC) Advertising Auctions

ELLAM, A., M. OTTAVIANI - "Overture and Google: Internet Pay-per-click (PPC) Advertising Auctions" - 2004,
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