

Marco Ottaviani

FULL PROFESSOR

Economics

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Biography

Marco Ottaviani is Full Professor of Economics at Bocconi University, where he teaches Managerial Economics in the SDA Bocconi MBA program and Information Economics in core and elective courses at the PhD level. He served as Dean for Research from 2016 to 2018.

His research focuses on information and incentive problems at the crossroad of organizational economics, industrial organization, regulation and finance. Recently, he has been working on the design of prediction markets, information aggregation in organizations, incentives and regulation of information intermediaries, consumer protection and privacy, financing of innovation and grant making, incentives for collecting and reporting empirical evidence, publication bias, clinical trials and the design of approval regulation.

Marco graduated from Bocconi University in 1992 and earned a PhD in Economics at the Massachusetts Institute of Technology in 1996. Before returning to Bocconi in 2011, he started his career as junior faculty at University College London to then become Professor of Economics at the London Business School and Professor of Strategy at the Kellogg School of Management at Northwestern University.

Teaching domains

Microeconomics

ARTICLES IN SCHOLARLY JOURNALS

OTTAVIANI M., WICKELGREN A. L.

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

Journal of Law, Economics, & Organization, 2024, vol.40, no. 3, pp.597–624

ADDA J. F., OTTAVIANI M.

Grantmaking, Grading on a Curve, and the Paradox of Relative Evaluation in Nonmarkets

Quarterly Journal of Economics, 2024, vol.139, no. 2, pp.1255–1319

HONDA J., INDERST R., OTTAVIANI M.

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

Management Science, 2024, vol.70, no. 2, pp.1301–1314

MELOSO D., NUNNARI S., OTTAVIANI M.

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

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HENRY E., LOSETO M., OTTAVIANI M.

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

Management Science, 2022, vol.68, no. 7, pp.5330–5347

DI TILLIO A., OTTAVIANI M., SØRENSEN P. N.

Strategic Sample Selection

Econometrica, 2021, vol.89, no. 2, pp.911–953

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

Proceedings of the National Academy of Sciences of the Usa (Pnas), 2020, vol.117, no. 24, pp.13386–13392

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Persuasion Bias in Science: Can Economics Help?

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GARFAGNINI U., OTTAVIANI M., SØRENSEN P. N.

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The Flip Side of Financial Synergies: Coinsurance Versus Risk Contamination

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INDERST R., OTTAVIANI M.

Sales Talk, Cancellation Terms and the Role of Consumer Protection

Review of Economic Studies, 2013, vol.80, no. 3, pp.1002–1026

INDERST R., OTTAVIANI M.

How (not) to pay for advice: A framework for consumer financial protection

Journal of Financial Economics, 2012, vol.105, no. 2, pp.393–411

INDERST R., OTTAVIANI M.

Regulating Financial Advice

European Business Organization Law Review, 2012, vol.13, no. 2, pp.237–246

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Competition through Commissions and Kickbacks

American Economic Review, 2012, vol.102, no. 2, pp.780–809

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Financial Advice

Journal of Economic Literature, 2012, vol.50, no. 2, pp.494–512

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Journal of Economic Theory, 2007, vol.134, no. 1, pp.93–116

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International Journal of Game Theory, 2006, vol.35, no. 1, pp.129–150

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Professional advice

Journal of Economic Theory, 2006, vol.126, no. 1, pp.120–142

OTTAVIANI M., SØRENSEN P. N.

The strategy of professional forecasting

Journal of Financial Economics, 2006, vol.81, no. 2, pp.441-466

ADDA J. F., OTTAVIANI M.

The transition to digital television

Economic Policy, 2005, vol.20, no. 41, pp.160-209

HARBORD D., OTTAVIANI M.

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MOSCARINI G., OTTAVIANI M.

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Journal of Economic Theory, 2001, vol.101, no. 2, pp.457-493

OTTAVIANI M., PRAT A.

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Econometrica, 2001, vol.69, no. 6, pp.1673-1683

OTTAVIANI M., SØRENSEN P.

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Journal of Public Economics, 2001, vol.81, no. 3, pp.393-421

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American Economic Review, 2000, vol.90, no. 3, pp.695-704

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CONTRIBUTION TO CHAPTERS, BOOKS OR RESEARCH MONOGRAPHS

BERGEMANN D., OTTAVIANI M.

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Kate Ho, Ali Hortaçsu, Alessandro Lizzeri (Eds), Elsevier, chap. 8, pp.593-672, 2021

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Graham Elliott, Allan Timmermann (Eds), Elsevier, chap. 12, pp.690-720, 2013

MARINOVIC I., OTTAVIANI M., SØRENSEN P. N.

Modeling idea markets: between beauty contests and prediction markets in *Prediction Markets*

Leighton Vaughan Williams (Eds), Routledge, Taylor and Francis Group, chap. 2, pp.4-17, 2011

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The favorite-longshot bias: an overview of the main explanations in *Handbook of Sports and Lottery Markets*

Donald Hausch, W.T. Ziemba (Eds), Elsevier, chap. 6, pp.83-101, 2008

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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

MOSCARINI G., OTTAVIANI M.

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

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Nobel 2020: la lezione di Milgrom e Wilson

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DECKER C., OTTAVIANI M., ADDA J. F.

Profits vs integrity: Why we may trust registered clinical trials

VoxEU – CEPR, 16 September, 2020

CASES IN INTERNATIONAL CASE COLLECTIONS

OTTAVIANI M., INDERST R.

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

2004, The Case Centre, Great Britain

ELLAM A., OTTAVIANI M.

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

2004, The Case Centre, Great Britain

COMMENTS, DISCUSSIONS, REPLIES IN JOURNAL

OTTAVIANI M.

The design of idea markets: an economist's perspective

2009, The Journal of Prediction Markets

OTTAVIANI M.

The case of GDP-indexed bonds: discussion

2004, Economic Policy

OTTAVIANI M.

An economic perspective on auction: discussion

2003, Economic Policy

OTTAVIANI M.

Corporate income tax reforms and international tax competition: discussion

2002, Economic Policy

Grants & Honors

Excellence in Research Award – Università Commerciale Luigi Bocconi , 2024

Excellence in Research Award – Università Commerciale Luigi Bocconi , 2023

Excellence in Research Award – Università Commerciale Luigi Bocconi , 2022

Principal Investigator, Designing Institutions to Evaluate Ideas (EVALIDEA), 2012–2017 – European Research Council , 2012

Robert F. Lanzillotti Prize for Best Paper in Antitrust Economics, International Industrial Organization Conference , 2009

Economic and Social Research Council, Research Grant #RES-000-22-0385, "Economic Policies for the Transition to Digital Television," 2003-2004 , 2003

Research Material and Development Grants, 2003, 2004, 2005, 2006 - London Business School , 2003

Scholarship for Graduate Studies in Economics, 1995-1996 - Banco di Sicilia , 1995

"Marco Fanno" Scholarship for Graduate Studies in Economics, 1993-1994 and 1994-1995 - Mediocredito Centrale , 1993

Summer Research Grant 1993 and 1994 - The World Economic Laboratory - MIT Massachusetts Institute of Technology , 1993

Scholarship for Graduate Studies in Economics, 1992-1993 - Cassa di Risparmio di Venezia , 1992
