

RICARDO ALONSO

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EMPLOYMENT

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| 2014-present | Associate Professor, Managerial Economics and Strategy, Dept of Management, London School of Economics. |
| 2007-2014 | Assistant Professor, Finance and Business Economics, Marshall School of Business, University of Southern California. |
| 2006 | Lecturer, Kellogg School of Management, Northwestern University. |

OTHER POSITIONS

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| 2000 | Director, Business Acceleration (Corporate Development), Telefónica B2B, USA. |
| 1999 | Director of Infrastructures and Operations, Telefónica Guatemala, Guatemala. |
| 1998-1999 | Manager, Data Networks, Telefónica Internacional USA, Miami, USA. |
| 1993-1998 | Engineer, International Network Planning, Telefónica de España, Madrid, Spain. |

EDUCATION

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| 2007 | Ph.D., Managerial Economics & Strategy, Kellogg School of Management, Northwestern University, Evanston, Illinois. |
| 2001 | M.Sc. (with distinction) Management Economics, University of Essex, U.K. |
| 1996 | M.S. Electrical Engineering and Computer Science (Ingeniero de Telecomunicación), U. Politécnica Madrid, Spain. |
| 1992 | B.S. Electrical Engineering and Computer Science, U. Politécnica Madrid, Spain. |

FIELDS OF INTEREST

Organizational Economics, Contract Theory, Economics of Information, Behavioral Economics, Industrial Organization.

TEACHING

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| 2016-present | Managerial Economics (MG-440), London School of Economics |
| 2014-present | Strategy (MG-301), London School of Economics. |
| 2010-2014 | Microeconomics for Business (ECON-251/351), Marshall School of Business. |
| 2010 | Economic Analysis for Business Decisions (BUAD-351), Marshall School of Business. |
| 2007-2010 | Microeconomics for Managers (GSBA-511), Marshall School of Business. |
| 2006 (Spring) | Strategy & Organization (MGMT-452), Kellogg School of Management. |

MEMBERSHIPS, FELLOWSHIPS AND AWARDS

2015-	Research Fellow, CEPR.
2009	Excellence in Refereeing Award, American Economic Review.
2002-2006	Kellogg School of Management Graduate Fellowship.
2001	Leatherland Book Prize for Best Performance in MSc Economics, University of Essex.

PUBLICATIONS

- [1] *"Persuading Voters"*, (with Odilon Câmara), American Economic Review, *accepted*.
- [2] *"Bayesian Persuasion with Heterogeneous Priors"* (with Odilon Câmara), Journal of Economic Theory, 2016, 165, pp. 672-706.
- [3] *"Organizing to Adapt and Compete"* (with Wouter Dessein and Niko Matouschek), American Economic Journal - Microeconomics, 2015, 7(2), pp. 157-187.
- [4] *"Resource Allocation in the Brain"* (with Isabelle Brocas and Juan Carrillo), The Review of Economic Studies, 2014, 81(2), pp. 501-534.
- [5] *"Strategic Communication: Prices versus Quantities"* (with Wouter Dessein and Niko Matouschek), Journal of the European Economic Association, 2010, 8(2-3), pp. 365-376.
- [6] *"Centralization versus Decentralization: An Application to Pricing by a Multi-Market Firm"* (with Wouter Dessein and Niko Matouschek), Journal of the European Economic Association, 2008, 6 (2-3), pp. 457-467.
- [7] *"When Does Coordination Require Centralization?"* (with Wouter Dessein and Niko Matouschek), American Economic Review, 2008, 98(1), pp. 145-179.
- [8] *"Optimal Delegation"* (with Niko Matouschek), The Review of Economic Studies, 2008, 75(1), pp. 259-293.
- [9] *"Relational Delegation"* (with Niko Matouschek), The RAND Journal of Economics, 2007, 38(4), pp. 1070-1089.

WORKING PAPERS

- [10] *"On the Value of Persuasion by Experts"*, with Odilon Câmara.
- [11] *"Political Disagreement and Information in Elections"*, with Odilon Câmara.
- [12] *"Recruitment and Selection in Organizations"*.
- [13] *"The Art of Brevity"*, with Heikki Rantakari.
- [14] *"Shared Control and Strategic Communication"*.

WORK IN PROGRESS

- "Adverse Evaluation"*.
- "Competing for Talent under Positive and Adverse Selection"*.
- "Common Information and Belief Disagreement"*, with Odilon Câmara.
- "Coordinating Sophisticated Investors"*, with Kostas Zachariadis.

REFEREING FOR PROFESSIONAL JOURNALS

Grant Reviewer: NSF Grant Review, RGC Grant Review, ERC External Referee.

Excellence in Refereeing Award, American Economic Review, 2009.

Referee: American Economic Journal-Microeconomics, American Economic Review, The B.E. Journal of Theoretical Economics, Economic Inquiry, Econometrica, European Economic Review, Economic Journal, Economic Letters, Economic Theory, Games and Economic Behavior, Journal of Economics & Management Strategy, Industrial and Corporate Change, International Economic Review, International Journal of Game Theory, International Journal of Industrial Organization, International Journal of Production Economics, Journal of Economic Behavior and Organization, Journal of the European Economic Association, Journal of Economic Theory, Journal of Industrial Economics, Journal of Law, Economics and Organization, Journal of Political Economy, Journal of Public Economics, Journal of Public Economic Theory, Management Science, Naval Research Logistics, Quarterly Journal of Economics, Review of Economic Design, The Journal of Finance, The Rand Journal of Economics, The Review of Economic Studies, The Review of Financial Studies, Theoretical Economics, Social Choice and Welfare.

CONFERENCE AND SEMINAR PRESENTATIONS

Presentations

2016	U. of Oxford, Paris School of Economics, NUS, Toulouse, CUNEF, Cowles-Foundation Economic Theory, Zurich (scheduled).
2015	Munich University, Warwick, Duke University (Fuqua), Michigan State, Bocconi, Hamburg U., ESSET 2015 (Gerzensee), U. of Nottingham.
2014	ASSA 2014, LSE, Johns Hopkins (Carey), Queen's University, University of British Columbia, INSEAD, UC-San Diego, NBER OE, Conference on Media and Communication (U. of Chicago), SAET 2014, Claremont GU, Erasmus University, Econometric Society European Winter Meeting.
2013	University of Bonn, University of Frankfurt, University of Wurzburg, University of Regensburg, USC Economics (2), Utah WBEC 2013, MIT Sloan, SWET 2013, 2013 NASM, Kellogg SoM, McMaster, U. of Western Ontario.
2012	UC-San Diego SoM, University of Utah School of Business.
2011	USC-Marshall.
2010	Queen's University (SoB), Paris School of Economics.
2009	UC Riverside, University of Sydney, Australian National University, University of New South Wales, Hitsosubashi University, CTW conference (Kyoto University), University of Tokyo, 8 th Duke-Northwestern-Texas IO Conference, USC (Law), UC-Berkeley (Haas).
2008	USC (Econ), ESSET 2008 (Gerzensee), University of Hong Kong.
2005-2007	First IZA Workshop on Behavioral and Organizational Economics, Econometric Society 2005 World Congress, Northwestern University and Northwestern University (Kellogg), UCLA (Anderson), USC (Marshall and Econ), University of Rochester (Simon), University of Michigan, University of Toronto.

Discussant

2016	2 nd Workshop on Relational Contracts, CUNEF.
2015	2 nd Cambridge Corporate Finance Workshop.
2013	NBER, Boston; 1st FOM Workshop (USC).
2012	NBER, Boston; USC-UCLA Finance Day; 1st CEPR Workshop on Incentives Management and Organization, Milan; 23rd AFEAC, Los Angeles.
2009	USC-UCLA Finance Day.
2008	Utah Winter Business Economics Conference, Law and Economics Conference UT-Austin.

Program Committee

2011	“New Challenges for Economic Decision-Making: Biology, Neuroscience and Economic Models” Conference, USC.
2009	Utah Winter Business Economics Conference.