

# RICARDO ALONSO

August 2019

NAB 5.31 Dept of Management  
London School of Economics  
Houghton Street,  
London WC2A 2AE

Office: +44 (0)20 7955 6234

E-mail: [R.Alonso@lse.ac.uk](mailto:R.Alonso@lse.ac.uk)

Web: <http://www.lse.ac.uk/management/people/ralonso.aspx>

Personal Website: <https://sites.google.com/site/ricardoalonsowebsite/>

## EMPLOYMENT

- 8/2019-present Professor of Management, Dept of Management, London School of Economics.  
8/2014-8/2019 Associate Professor of Management, Dept of Management,  
London School of Economics.  
6/2007-6/2014 Assistant Professor of Finance and Business Economics, Marshall School of Business,  
University of Southern California.  
2006 Lecturer, Kellogg School of Management, Northwestern University.

## OTHER POSITIONS

- 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

- 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, Information Economics, Contract Theory, Industrial Organization, Behavioral Economics.

## TEACHING

- 2014-present Strategy (MG-301), London School of Economics.  
2016-present Managerial Economics (MG-440), London School of Economics.  
2017-2019 Operations and Managerial Economics (MG-465), 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] “*On the Value of Persuasion by Experts*”, (with Odilon Câmara), *Journal of Economic Theory*, 2018, 174, pp. 103-123.
- [2] “*Political Disagreement and Information in Elections*”, (with Odilon Câmara), *Games and Economic Behavior*, 2016, 100, pp. 390-412.
- [3] “*Persuading Voters*”, (with Odilon Câmara), *American Economic Review*, 2016, 106(11), pp. 3590-3605.
- [4] “*Bayesian Persuasion with Heterogeneous Priors*” (with Odilon Câmara), *Journal of Economic Theory*, 2016, 165, pp. 672-706.
- [5] “*Organizing to Adapt and Compete*” (with Wouter Dessein and Niko Matouschek), *American Economic Journal - Microeconomics*, 2015, 7(2), pp. 157-187.
- [6] “*Resource Allocation in the Brain*” (with Isabelle Brocas and Juan Carrillo), *The Review of Economic Studies*, 2014, 81(2), pp. 501-534.
- [7] “*Strategic Communication: Prices versus Quantities*” (with Wouter Dessein and Niko Matouschek), *Journal of the European Economic Association*, 2010, 8( 2-3), pp. 365-376.
- [8] “*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.
- [9] “*When Does Coordination Require Centralization?*” (with Wouter Dessein and Niko Matouschek), *American Economic Review*, 2008, 98(1), pp. 145-179.
- [10] “*Optimal Delegation*” (with Niko Matouschek), *The Review of Economic Studies*, 2008, 75(1), pp. 259-293.
- [11] “*Relational Delegation*” (with Niko Matouschek), *The RAND Journal of Economics*, 2007, 38(4), pp. 1070-1089.

**WORKING PAPERS**

- [12] “*Recruiting and Selecting for Fit.*” (R&R)
- [13] “*The Art of Brevity*”, with Heikki Rantakari.
- [14] “*Shared Control and Strategic Communication.*”

**WORK IN PROGRESS**

- “*Adverse Evaluations.*”
- “*Optimal Testing.*”
- “*Tampering with Information,*” with Odilon Câmara.
- “*Coordinating Sophisticated Investors,*” with Kostas Zachariadis.

## REFEREEING FOR PROFESSIONAL JOURNALS

*Grant Reviewer: NSF Grant Review, RGC Grant Review, ERC External Referee, Japan Society for Promotion of Science Referee.*

*Excellence in Refereeing Award, American Economic Review, 2009.*

*Referee: American Economic Journal-Microeconomics, American Economic Review, American Political Science 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 and 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, Review of Industrial Organization, 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.*

## ACADEMIC ADMINISTRATION AND ADVISING

2017-present	LSE Master's in Management Programme Director.
2015-2017	PhD Programme Director (Business Economics track).
PhD Advising	Weihan Ding (co-supervisor LSE, 2019), Clement Minaudier (advisor LSE, 2019), Nikolay Dinev (committee member, WU Vienna 2018), Charlie Chen (supervisor LSE, 2017), Manuel Castro-Soares (committee member USC-2011), Rahul Nilakantan (committee member USC-2010), Brijesh Pinto (committee member USC-2010).

## CONFERENCE AND SEMINAR PRESENTATIONS

### Presentations

2020	U. Pompeu Fabra (scheduled), U. Autònoma de Barcelona (scheduled).
2019	U Federico II Naples, Univ. of Hong Kong, Humboldt U., NYU Abu Dhabi (scheduled).
2018	Tinbergen Institute, Aalto University, European University Institute, U. of Surrey, HEC, U of Toronto, BI Norwegian Business School, CUNEF.
2017	Purdue U., Royal Holloway, Southern Denmark U., Theory Workshop Queen Mary, Carlos III, 14 <sup>th</sup> SAET, ESSET 2017, Bonn Workshop on Voting.
2016	U. of Oxford, Paris School of Economics, NUS, Toulouse, CUNEF, Cowles-Foundation Economic Theory, U. of Zurich.
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, Goethe University 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, Hitosobashi University, CTW conference (Kyoto University), University of Tokyo, 8<sup>th</sup> 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, LBS.

### **Discussant**

- 2019 Conference "Frontiers in Design" UCL; 5<sup>th</sup> Relational Contracting Workshop; IMO Conference (scheduled).  
2018 Barcelona GSE Summer Forum-Organizational Economics.  
2016 2<sup>nd</sup> Workshop on Relational Contracts, CUNEF.  
2015 2<sup>nd</sup> 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**

- 2017 EEA 2017 Lisbon Programme Committee  
2011 "New Challenges for Economic Decision-Making: Biology, Neuroscience and Economic Models" Conference, USC.  
2009 Utah Winter Business Economics Conference.