

Andrea Galeotti

Curriculum Vita

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Date of birth: 26 February 1977

Citizenship: Italian

Education

2001-2005 *Ph.D. in Economics*. Tinbergen Institute-Erasmus University, Rotterdam, The Netherlands. Supervisor: Prof. Sanjeev Goyal. Thesis title: “*On Social and Economic Networks*”.

2000-2001 *Master of Philosophy Degree in Economics*. Tinbergen Institute-Erasmus University, Rotterdam, The Netherlands.

1996-2000 *Laura (B.Sc) in Economics*. Bocconi University, Milan, Italy. (110/110 summa cum laude).

Full-Time Appointments

2018 August–present *Professor*, Department of Economics, London Business School, London, UK.

2015 January–July 2018 *Professor*, Department of Economics, European University Institute, Florence, Italy.

2010 January–July 2018 *Professor*, Department of Economics, University of Essex, U.K. On leave from January 2016.

2009 November–2009 December *Reader*, Department of Economics, University of Essex, U.K.

2009 October–2009 November *Senior Lecturer*, Department of Economics, University of Essex, U.K.

2004–2009 September *Lecturer*, Department of Economics, University of Essex, U.K.

2005–2006 *Postdoctoral Scholar* Social and Information Sciences Laboratory–SISL, Caltech.

————— **Visiting** —————

- 2017 (April) *Visiting Professor, INET, Cambridge*
- 2015 (January-December) *Visiting Professor Fernand Braudel Fellow*, EUI, Florence, Italy
- 2014 (September-December) *Visiting Professor* EUI, Florence.
- 2014 (March-April) *Visiting Professor* EIFE, Rome.
- 2013 (February) *Short Visit* Columbia Business School, New York, USA
- 2013 (January) *Course on networks*, Helsinki University
- 2012 (November) *Guest professor public lectures*, Austrian Central Bank (OeNB), Vienna
- 2012 (October) *Course on Networks*, HSE-Moscow
- 2012 (May-June) *Fernand Braudel Fellow*, European University Institute, Florence, Italy
- 2012 (March) *Visiting Scholar*, Columbia Business School, New York, USA
- 2011 (March) *Visiting Scholar*, The Eitan Berglas School of Economics, Tel Aviv University, Israel
- 2011 (March) *Course on Networks*, The Eitan Berglas School of Economics, Tel Aviv University, Israel
- 2010 (March) *Visiting Scholar*, Department of Economics, Columbia University, New York, USA
- 2009 (January-May) *Visiting Scholar*, Kellogg MEDS-Northwestern, Chicago, USA
- 2009 (December) *Course on Networks*, Max Planck Institute of Economics, Jena
- 2007 (April) *Visiting Scholar*, Center of Rationality, Hebrew University.

————— **Editorial Positions** —————

- 2015 (October–present) Associate Editor *Journal of Economic Theory*.

2014 January–March 2015 Co-editor *Oxford Handbook of the Economics of Networks*.

2012 January–December 2018 Editor *The Economic Journal*.

2012 January–December 2015 Associate Editor *The Review of Economic Design*.

2012 (January–present) Associate Editor *Network Science*.

2011 (September–September) Guest Editor *Review of Network Economics*–Special Issue on Social Networks.

2010 (January–present) Board Member *Review of Economic Studies*.

2009 December–2015 December Associate Editor *International Journal of Game Theory*.

———— Award, Honors and Affiliations ————

2017 ERC Consolidator Grant

2012–present Member of Royal Economic Society

2012 Guest Professor public lectures, Austrian Central Bank (OeNB), Vienna

2012 Best Tinbergen Institute Alumnus 1999-2008.

2012 Speaker Invited session ESEM-Malaga.

2012 IJET Lionel McKenzie Prize for 2011.

2012 Fernand Braudel Fellow, European University Institute, Florence, Italy

2011 ERC Starting Grant

2011 Trust's Philip Leverhulme Prize, £70,000

2011 Excellence in Refereeing Award 2011, *American Economic Review*

2009–present ISER Research Associate, University of Essex.

———— Grants ————

2017 June– *Networks and oligopoly markets*, €860,000, Funding Source: ERC Consolidator Grant. Starting 1st June 2017 and running for 60 months.

2014–2019 ESRC Research Center on Micro-Social Change. £5.7m. Named Researcher.

2014 EPSRC Centre for Doctoral Training in Games, £5.6. Potential Supervisor.

2011 October–2016 October *Networks, Markets and Organizations*, €945,000, Funding Source: ERC Starting Grant. Starting 1st October 2011.

2011–2012 *Seminars on Networks*, joint with S. Goyal (Cambridge) and M. Fauchamps (Oxford), £15,000, Funding Source: ESRC. Starting 1st June 2011.

2010–2011 *Trading Network Games*, PI: A. Galeotti. £99,856, Funding Source: ESRC. RES-000-22-3902. Starting 1st April 2010.

2009–2014 ESRC Research Center on Micro-Social Change, £3.3m. Responsible for leading MiSoC research of social network analysis.

2006 *Influencing the Influencers: A Theory of Strategic Diffusion*, PI: S. Goyal, CO-I: A. Galeotti. £52,456, Funding Source: ESRC. RES-000-221901.

2006 *Information Transmission in Networks: Evidence from a Field Experiment*, PI: A. Galeotti, CO-I: Iwan Barankay. £5,008, Funding Source: Research Promotion Fund, University of Essex.

———— Publications ————

2018 “Selling Through Referrals”, with D. Condorelli and V. Skreta. *Journal of Economic and Management Strategy*. Forthcoming.

2017 “Trading in Networks: Theory and Experiment”, S. Choi, and S. Goyal. *Journal of The European Economic Association*. 15(4):784–817

2017 “Bilateral Trading in Networks”, D. Condorelli and A. Galeotti. *The Review of Economic Studies*, 84(1): 82-105

2016 “Rational Inattention and Organizational Focus”, W. Dessein and T. Santos. *The American Economic Review*, 6(106), 1522-36

2016 “Pricing Network Effects”, I. Fainmesser. *The Review of Economic Studies*, 83:1, 165-198.

2016 “Strategic models of intermediation networks”, D. Condorelli. In *The Oxford Handbook on The Economics of Networks*, edited by Y. Bramouille, A. Galeotti and B.W. Rogers.

2015 “Diffusion and protection across a random graph”, B.W. Rogers. *Network Science*, 3 (3), 361–376.

- 2015 “Information Aggregation and Optimal Selection of the Executive”, T. Dewan, A. Galeotti, C. Ghiglino and F. Squintani. *American Journal of Political Science*, 59:2,475-494
- 2014 “Congested Observational Learning”, E. Eyster, N. Kartik and M. Rabin. *Games and Economic Behavior*, 87, 519-538.
- 2014 “Endogenous Job Contact Networks”, A. Galeotti and L.P. Merlino. *International Economic Review*, 55(4), 1201-1226.
- 2013 “Strategic Information Transmission Networks”, A. Galeotti, C. Ghiglino and F. Squintani. *Journal of Economic Theory*, 148(5): 1751-1769.
- 2013 “Popularity”, G. Conti, A. Galeotti, G. Mueller and S.E. Pudney. *Journal of Human Resources*, 48(4): 1072-1094.
- 2012 “Immunizations and Group Structure”, A. Galeotti and B. Rogers. *American Economic Journal-Microeconomics*, 5(2): 1-32.
- 2012 “Network Multipliers: The Optimality of Targeting Neighbors”, A. Galeotti and S. Goyal. *Review of Network Economics*, 11(3).
- 2011 “Complex Networks and Local Externalities: A Strategic Approach”, A. Galeotti and F. Vega-Redondo. *International Journal of Economic Theory*. **7(1)**, 77-92. Awarded 2011 IJET Lionel McKenzie Prize
- 2011 “Personal Influence: Social Context and Political Competition”, A. Galeotti and A. Mattozzi. *American Economic Journal-Microeconomics*. **3(1)**, 307-327.
- 2010 “The Law of the Few”, A. Galeotti and S. Goyal. *The American Economic Review*. **100(4)** 1468-1492.
- 2010 “Searching, Talking and Pricing”. A. Galeotti. *International Economic Review*. **51(4)**, 1159-1174.
- 2010 “Network Games”, A. Galeotti, S. Goyal, M.O. Jackson, F. Vega-Redondo and L. Yariv. *The Review of Economic Studies*, **77(1)**, 218-244.
- 2009 “Influencing the Influencers: A Theory of Strategic Diffusion”, A. Galeotti and S. Goyal. *RAND Journal of Economics*, **40(3)**, 509-532.
- 2009 “Platform Intermediation in a Market for Differentiated Products”, A. Galeotti and J.L. Moraga-Gonzalez. *European Economic Review*, **53(4)**, 417-428.
- 2008 “Segmentation, Advertising and Pricing”, A. Galeotti and J.L. Moraga-Gonzalez. *International Journal of Industrial Organization*, **26(5)**, 1106-1119.

2006 “Network Formation with Heterogenous Players”, A. Galeotti, S. Goyal and J. Kamphorst. *Games and Economic Behavior*, **54(2)**, 335-372.

2006 “One-way Flow Networks: The Role of Heterogeneity.” A. Galeotti. *Economic Theory*, **29(1)**, 163-179.

————— **Other Publications** —————

2016 “The Oxford Handbook of the economics of networks”, Co-Edited with Y. Bramoulle and B.W. Rogers. Oxford Press.

2012 “A special issue on the economics of networks”, Co-Edited with S. Goyal, *Review of Network Economics*, Issue 11, Volume 3.

————— **Work in Progress** —————

2017 Pricing network effects: competition, with I. Fainmesser. Revision requested from *American Economic Journal:Microeconomics*.

2018 Resale Markets, with D. Condorelli and L. Renou.

2018 Targeting interventions in networks, with B. Golub ad S. Goyal. Revision requested from *Econometrica*.

2017 Risk sharing, risk taking and liquidity, with C. Ghiglino and S. Zhang.

2017 Financial linkages and portfolio choice, with C. Ghiglino and S. Goyal. Revision requested from *Journal of Economic Theory*

————— **Seminars and conferences** —————

2018 EIFE-Platform conference, Copenhagen, Warwick theory conference.

2017 Autonomia Barcelona, Pompeu Fabra, Collegio Carlo Alberto, Conference on Social Networks (Johns Hopkins), INET Workshop on Networks (Cambridge).

2016 Cambridge, CSEF Naple.

2015 London Business School, Bocconi University, Cattolica University, MIT/Harvard, Northwestern, Invited Speaker Workshop Bocconi.

2014 Paris School of Economics, EIEF Rome, EUI-Florence, Bank of Italy, Second European Meeting of Network Economics-Essex, Invited Speaker Workshop on networks Paris. Invited Speaker CTN 2014-Brussels

2013 Toronto, NYU, Science Po-Paris, Leicester University, Columbia University, Helsinki School of Economics.

2012 ECARES, UCL, HSE-Moscow, New York University-Theory seminar, Brown University-Theory seminar, Microsoft research-Cambridge MA, European University Institute, Invited Speaker-ESEM 2012. Invited Speaker Microsoft Research Conference-Cambridge UK, Invited Speaker workshop at Warwick University, Invited Speaker workshop at Tinbergen Institute..

2011 Oxford, The Eitan Berglas School of Economics, Invited Speaker CTN 2011, Barcelona, Invited Speaker SOLE, Invited Speaker worksop Vienna.

2010 European Institute Florence, Stanford, UCLA, Columbia University, Florida State, Invited Speaker SOLE.

2009 Bocconi University, Caltech, UCLA, UC Berkeley, Columbia, MIT/Harvard, Northwestern, University of Wien, Carlos III, Bonn University, UCL, Quebec Workshop on Networks, Society for Economic Dynamics-Istanbul.

2008 London School of Economics, Bocconi University, University of Groningen, University of Warwick, Tilburg Workshop on Networks, Coalition Theory Network Venice, Northwestern Workshop on Networks.

2007 Eiran Berglas School of Economics, Hebrew University, Erasmus University, University of Exeter, CEPR Conference on Economic Theory-Gerzensee, Paris Workshop on Networks.

2006 UCLA, UC Irvine, Bristol University, Caltech, CEPR Conference on Economic Theory-Gerzensee, Coalition Theory Network-Warwick.

———— Conference Organization ————

2017 *Fifth European Meeting of Network Economics*. University College of London, May 2017, with Aureo De Paula, Yann Bramoulle, Sanjeev Goyal, Vasco Carvalho and Adam Szeidl. ERC Research Grant.

2016 *Fourth European Meeting of Network Economics*. University of Marseille, June 2016, with Yann Bramoulle, Sanjeev Goyal, Vasco Carvalho and Adam Szeidl. ERC Research Grant.

2015 *Third European Meeting of Network Economics*. University of Cambridge, June 2015, with Sanjeev Goyal, Vasco Carvalho and Adam Szeidl. ERC Research Grant.

2014 *Second European Meeting of Network Economics*. University of Essex, June 2014, with Adam Szeidl. ERC Research Grant.

2013 *First European Meeting of Network Economics*. Budapest, June 2013, with Adam Szeidl. ERC Research Grant.

2012 *Conference on Networks*. University of Cambridge, December 2012. ESRC Research Grant Seminar.

2012 *Conference on Networks*. University of Oxford, September 2012. ESRC Research Grant Seminar.

2012 *Conference on Networks*. University of Essex, January 2012. ESRC Research Grant Seminar and ERC grant.

2011 *Conference on Networks*. University of Cambridge, September 2011. ESRC Research Grant Seminar.

2011 *Markets and Networks*. University of Essex, June 30-July 1. ESRC. RES-000-22-3902.

2007 *Diffusion in Networks*. University of Essex, July 16-17. ESRC-RES-000-22-1901.

2005 *Social and Information Science Workshop*. Caltech.

————— **Referee** —————

Referee for American Economic Review, American Economic Journal-Micro, Econometrica, Economic Theory, Economic Journal, European Economic Review, Games and Economic Behavior, International Journal of Industrial Organization, International Journal of Game Theory, Journal of Economic Behavior and Organization, Journal of Industrial Economics, Journal of Economic Theory, Journal of European Economic Association, Journal of Institutional and Theoretical Economics, Journal of Mathematical Economics, Journal of Public Economics, Journal of Political Economy, Mathematical Social Sciences, Management Science, National Science Foundation, Quarterly Journal of Economics, Rand Journal of Economics, Review of Economic Studies, Social Choice and Welfare, Journal of Political Economy, Social Networks.

————— **Departmental and University Service** —————

Graduate Lectures:

PhD Supervision: Moon Euyoung (Department of Economics, Liverpool University), Marina Fernandez Salgado (Department of Economics, Bristol), Julio Amador Diaz Lopez (CIDE)

Graduate Lectures: Micro II-Game Theory (Ph.D. European University Institute), An Advanced Course on Networks (Ph.D. European University

Institute), Game Theory and Applications (EC943), Advanced Microeconomics (EC992), Theory of Industrial Organization (EC930), Mathematical Methods (EC511), The Economics of Networks.

Undergraduate Lectures: Market Structure and Strategic Behavior (EC366)

Admission Officer (2017–present), Administration & Graduate Curriculum Committee (2009–present) Deputy Director of Graduate Studies (2008–2013), Members of Research Committee (2008–present), External Seminar Organizers (2006–2008)

Economics Senior Hiring Committee (2012), Economics Senior Hiring Committee (2011), Economics Hiring Committee (2008), Economics Hiring Committee (2007), Internal Member, Validation of the Master of Business Administration (MBA)-Essex Business School (April 2010), Deputy Director Graduate Studies (2009–2012).