

CONTACT INFORMATION Cornell Tech +1 (347) 859-0494
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2 West Loop Road
New York, NY 10044

EMPLOYMENT **Cornell Tech and the SC Johnson School of Management**
 Assistant Professor of Marketing and Demir Sabanci Faculty Fellow of Marketing and Management, July 2020 - present
 Affiliated Faculty, Digital Life Initiative, July 2021 - present

EDUCATION **New York University Stern School of Business, 2014 - 2020**
 Ph.D. in Economics (Advisor: Luís Cabral)

UC Berkeley, Haas School of Business, Spring 2014
 Visiting Scholar

Bocconi University, 2011 - 2013
 M.Sc., Economic and Social Sciences

University of Milan, 2008 - 2011
 B.Sc., Mathematics

WORKING PAPERS ***Alone, Together: A Model of Social (Mis)Learning from Consumer Ratings***
Amazon and the Future of Retail (with Luís Cabral)

When to Talk Politics in Business (with Vanessa Burbano and Fabrizio Dell'Acqua)

The Good, The Bad And The Picky: Consumer Heterogeneity And The Reversal Of Movie Ratings (with Ryan Louis Stevens)

Range Effects In Multi-Attribute Choice: An Experimental Study (with Daniel Csába and Evan Friedman)

WORK IN PROGRESS ***Firm Competition with Consumer Ratings*** (with Dong Wei)

Criticism is Dead, Long Live the Critics (with Gentry Johnson and Jared Watson)

The Impact of Environmental Nudges on Food Consumption (with Kaitlin Woolley)

WORK EXPERIENCE	2020	Penguin Random House	Research Collaborator
	Summer 2018	Amazon	Economist
TEACHING EXPERIENCE	Fall 2021	Instructor	Digital Marketing (Cornell Johnson, Two-Year MBA)
	Fall 2020, 2021	Instructor	Digital Marketing (Cornell Tech, One-Year MBA)
	Fall 2020, 2021	Instructor	Marketing Core (Cornell Johnson, Two-Year MBA)
	Spring 2019, 2018, 2017	Teaching Fellow	Microeconomics (NYU Stern, Undergraduate)
	Fall 2018	Teaching Fellow	Firms and Markets (NYU Stern, EMBA)
	Fall 2017	Instructor	Math Camp (NYU Stern, Ph.D.)
HONORS AND AWARDS	2021, Affiliated Faculty, Digital Life Initiative		
	2021, Business of Food Grant		
	2021, Demir Sabanci Faculty Fellowship in Marketing and Management		
	2019, NET Institute Grant		
	2018, CGEB PhD Grant, NYU, Stern School of Business		
	2017, Russell Sage Foundation Small Grant in Behavioral Economics		
	2014-2019, NYU Stern School of Business Ph.D. Fellowship		
	2013, Marco Fanno Scholarship , awarded by the Unicredit and Universities Foundation to the two best graduates in Economics from an Italian university		
	2011-2013, Bocconi Graduate Merit Award		
	2007-2008, Bronze and Silver Medals, Italian Math Olympiads		
INVITED TALKS (* INDICATES COAUTHOR)	September 2021, NYU Stern (*)		
	May 2021, Toulouse School of Economics (*)		
	November 2019, Cornell University, SC Johnson School of Management		
	November 2019, Cornell Tech		
	November 2019, Wisconsin School of Business		
	October 2019, Columbia University, Graduate School of Business		
	October 2019, Harvard Business School		
	October 2019, UCL School of Management		
	October 2019, Bocconi University		

October 2019, **Dartmouth College, Tuck School of Business**

September 2019, **University of Texas at Dallas, Jindal School of Management**

September 2019, **University of Colorado Boulder, Leeds School of Business**

September 2019, **Georgetown University, McDonough School of Business**

INVITED
CONFERENCES

January 2022, **15th Digital Economics Conference**, Toulouse

June 2021, **Marketing Science**, Miami (virtual)

June 2020, **Marketing Science**, Duke University (virtual)

December 2019, **NET Institute**, NYU Stern

June 2019, **Marketing Science**, Rome

February 2019, **Frontiers of Research in Marketing Science**, UT Dallas

December 2018, **NET Institute**, NYU Stern (discussant)

May 2018, **Trans Atlantic Doctoral Conference**, London Business School

INVITED SCHOOLS

March 2019, 2018 and 2016, **NBER Economics of Digitization**, Stanford University

September 2018, **NBER Economics of AI**, University of Toronto

July 2016, **Price Theory Summer Camp**, BFI, University of Chicago

June 2015, **Summer School in Behavioral Finance**, Yale SOM

REFEREE SERVICE

Journal of Public Economics, Management Science, Journal of Marketing Research, Journal of Economics and Management Strategy, Review of Industrial Organization