

Marco Ottaviani

List of Publications by Year in descending order

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Version: 2024-02-01

42
papers

3,294
citations

257450

24
h-index

345221

36
g-index

43
all docs

43
docs citations

43
times ranked

1478
citing authors

| # | ARTICLE | IF | CITATIONS |
|----|---|------|-----------|
| 1 | Misselling through Agents. <i>American Economic Review</i> , 2009, 99, 883-908. | 8.5 | 305 |
| 2 | Credulity, lies, and costly talk. <i>Journal of Economic Theory</i> , 2007, 134, 93-116. | 1.1 | 302 |
| 3 | The Promise of Prediction Markets. <i>Science</i> , 2008, 320, 877-878. | 12.6 | 251 |
| 4 | The strategy of professional forecasting. <i>Journal of Financial Economics</i> , 2006, 81, 441-466. | 9.0 | 248 |
| 5 | Reputational cheap talk. <i>RAND Journal of Economics</i> , 2006, 37, 155-175. | 2.3 | 231 |
| 6 | Competition through Commissions and Kickbacks. <i>American Economic Review</i> , 2012, 102, 780-809. | 8.5 | 226 |
| 7 | Financial Advice. <i>Journal of Economic Literature</i> , 2012, 50, 494-512. | 6.5 | 184 |
| 8 | Professional advice. <i>Journal of Economic Theory</i> , 2006, 126, 120-142. | 1.1 | 172 |
| 9 | Information aggregation in debate: who should speak first?. <i>Journal of Public Economics</i> , 2001, 81, 393-421. | 4.3 | 170 |
| 10 | How (not) to pay for advice: A framework for consumer financial protection. <i>Journal of Financial Economics</i> , 2012, 105, 393-411. | 9.0 | 168 |
| 11 | The Value of Public Information in Monopoly. <i>Econometrica</i> , 2001, 69, 1673-1683. | 4.2 | 87 |
| 12 | Research and the Approval Process: The Organization of Persuasion. <i>American Economic Review</i> , 2019, 109, 911-955. | 8.5 | 73 |
| 13 | Price Reaction to Information with Heterogeneous Beliefs and Wealth Effects: Underreaction, Momentum, and Reversal. <i>American Economic Review</i> , 2015, 105, 01-34. | 8.5 | 67 |
| 14 | Dynamic monopoly pricing and herding. <i>RAND Journal of Economics</i> , 2006, 37, 910-928. | 2.3 | 66 |
| 15 | Naive audience and communication bias. <i>International Journal of Game Theory</i> , 2006, 35, 129-150. | 0.5 | 63 |
| 16 | Social learning in a changing world. <i>Economic Theory</i> , 1998, 11, 657-665. | 0.9 | 56 |
| 17 | The Favorite-Longshot Bias: An Overview of the Main Explanations. , 2008, , 83-101. | | 56 |
| 18 | Monopoly pricing in the binary herding model. <i>Economic Theory</i> , 2008, 37, 203-241. | 0.9 | 53 |

| # | ARTICLE | IF | CITATIONS |
|----|---|-----|-----------|
| 19 | Herd Behavior and Investment: Comment. <i>American Economic Review</i> , 2000, 90, 695-704. | 8.5 | 48 |
| 20 | Noise, Information, and the Favorite-Longshot Bias in Parimutuel Predictions. <i>American Economic Journal: Microeconomics</i> , 2010, 2, 58-85. | 1.2 | 47 |
| 21 | Sales Talk, Cancellation Terms and the Role of Consumer Protection. <i>Review of Economic Studies</i> , 2013, 80, 1002-1026. | 5.4 | 45 |
| 22 | Surprised by the Parimutuel Odds?. <i>American Economic Review</i> , 2009, 99, 2129-2134. | 8.5 | 40 |
| 23 | Price Competition for an Informed Buyer. <i>Journal of Economic Theory</i> , 2001, 101, 457-493. | 1.1 | 38 |
| 24 | Mergers with Product Market Risk. <i>Journal of Economics and Management Strategy</i> , 2006, 15, 577-608. | 0.8 | 37 |
| 25 | Outcome Manipulation in Corporate Prediction Markets. <i>Journal of the European Economic Association</i> , 2007, 5, 554-563. | 3.5 | 32 |
| 26 | The Flip Side of Financial Synergies: Coinsurance Versus Risk Contamination. <i>Review of Financial Studies</i> , 2013, 26, 3142-3181. | 6.8 | 32 |
| 27 | Forecasters' Objectives and Strategies. <i>Handbook of Economic Forecasting</i> , 2013, 2, 690-720. | 3.4 | 28 |
| 28 | Contracts and Competition in the Pay-TV Market. <i>SSRN Electronic Journal</i> , 2001, , . | 0.4 | 22 |
| 29 | Persuasion Through Selective Disclosure: Implications for Marketing, Campaigning, and Privacy Regulation. <i>Management Science</i> , 2020, 66, 4958-4979. | 4.1 | 21 |
| 30 | P-hacking in clinical trials and how incentives shape the distribution of results across phases. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2020, 117, 13386-13392. | 7.1 | 20 |
| 31 | Persuasion Bias in Science: Can Economics Help?. <i>Economic Journal</i> , 2017, 127, F266-F304. | 3.6 | 16 |
| 32 | Information Sharing in Common Agency: When is Transparency Good?. <i>Journal of the European Economic Association</i> , 2009, 7, 162-187. | 3.5 | 14 |
| 33 | Strategic Sample Selection. <i>Econometrica</i> , 2021, 89, 911-953. | 4.2 | 14 |
| 34 | Professional Advice. <i>SSRN Electronic Journal</i> , 0, , . | 0.4 | 12 |
| 35 | Ex ante or ex post competition policy? A progress report. <i>International Journal of Industrial Organization</i> , 2011, 29, 356-359. | 1.2 | 11 |
| 36 | Accept or reject? An organizational perspective. <i>International Journal of Industrial Organization</i> , 2014, 34, 66-74. | 1.2 | 11 |

| # | ARTICLE | IF | CITATIONS |
|----|--|-----|-----------|
| 37 | Aggregation of Information and Beliefs: Asset Pricing Lessons from Prediction Markets. SSRN Electronic Journal, 0, , . | 0.4 | 10 |
| 38 | Bank Mergers and Diversification: Implications for Competition Policy. European Financial Management, 2007, 13, 578-590. | 2.9 | 9 |
| 39 | Regulating Financial Advice. European Business Organization Law Review, 2012, 13, 237-246. | 2.2 | 7 |
| 40 | Switching to digital television: business and public policy issues. , 0, , 345-371. | | 1 |
| 41 | Competition Policy and Financial Distress. SSRN Electronic Journal, 0, , . | 0.4 | 0 |
| 42 | Regulation with Experimentation: Ex Ante Approval, Ex Post Withdrawal, and Liability. SSRN Electronic Journal, 0, , . | 0.4 | 0 |