

# Marco Ottaviani

## List of Publications by Year in descending order

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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	Strategic Sample Selection. <i>Econometrica</i> , 2021, 89, 911-953.	4.2	14
2	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
3	Persuasion Through Selective Disclosure: Implications for Marketing, Campaigning, and Privacy Regulation. <i>Management Science</i> , 2020, 66, 4958-4979.	4.1	21
4	Research and the Approval Process: The Organization of Persuasion. <i>American Economic Review</i> , 2019, 109, 911-955.	8.5	73
5	Persuasion Bias in Science: Can Economics Help?. <i>Economic Journal</i> , 2017, 127, F266-F304.	3.6	16
6	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
7	Accept or reject? An organizational perspective. <i>International Journal of Industrial Organization</i> , 2014, 34, 66-74.	1.2	11
8	Forecasters' Objectives and Strategies. <i>Handbook of Economic Forecasting</i> , 2013, 2, 690-720.	3.4	28
9	Sales Talk, Cancellation Terms and the Role of Consumer Protection. <i>Review of Economic Studies</i> , 2013, 80, 1002-1026.	5.4	45
10	The Flip Side of Financial Synergies: Coinsurance Versus Risk Contamination. <i>Review of Financial Studies</i> , 2013, 26, 3142-3181.	6.8	32
11	Regulating Financial Advice. <i>European Business Organization Law Review</i> , 2012, 13, 237-246.	2.2	7
12	Financial Advice. <i>Journal of Economic Literature</i> , 2012, 50, 494-512.	6.5	184
13	Competition through Commissions and Kickbacks. <i>American Economic Review</i> , 2012, 102, 780-809.	8.5	226
14	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
15	Ex ante or ex post competition policy? A progress report. <i>International Journal of Industrial Organization</i> , 2011, 29, 356-359.	1.2	11
16	Noise, Information, and the Favorite-Longshot Bias in Parimutuel Predictions. <i>American Economic Journal: Microeconomics</i> , 2010, 2, 58-85.	1.2	47
17	Misselling through Agents. <i>American Economic Review</i> , 2009, 99, 883-908.	8.5	305
18	Information Sharing in Common Agency: When is Transparency Good?. <i>Journal of the European Economic Association</i> , 2009, 7, 162-187.	3.5	14

#	ARTICLE	IF	CITATIONS
19	Surprised by the Parimutuel Odds?. <i>American Economic Review</i> , 2009, 99, 2129-2134.	8.5	40
20	Monopoly pricing in the binary herding model. <i>Economic Theory</i> , 2008, 37, 203-241.	0.9	53
21	The Promise of Prediction Markets. <i>Science</i> , 2008, 320, 877-878.	12.6	251
22	The Favorite-Longshot Bias: An Overview of the Main Explanations. , 2008, , 83-101.		56
23	Bank Mergers and Diversification: Implications for Competition Policy. <i>European Financial Management</i> , 2007, 13, 578-590.	2.9	9
24	Credulity, lies, and costly talk. <i>Journal of Economic Theory</i> , 2007, 134, 93-116.	1.1	302
25	Outcome Manipulation in Corporate Prediction Markets. <i>Journal of the European Economic Association</i> , 2007, 5, 554-563.	3.5	32
26	Reputational cheap talk. <i>RAND Journal of Economics</i> , 2006, 37, 155-175.	2.3	231
27	Dynamic monopoly pricing and herding. <i>RAND Journal of Economics</i> , 2006, 37, 910-928.	2.3	66
28	Mergers with Product Market Risk. <i>Journal of Economics and Management Strategy</i> , 2006, 15, 577-608.	0.8	37
29	Naive audience and communication bias. <i>International Journal of Game Theory</i> , 2006, 35, 129-150.	0.5	63
30	Professional advice. <i>Journal of Economic Theory</i> , 2006, 126, 120-142.	1.1	172
31	The strategy of professional forecasting. <i>Journal of Financial Economics</i> , 2006, 81, 441-466.	9.0	248
32	Contracts and Competition in the Pay-TV Market. <i>SSRN Electronic Journal</i> , 2001, , .	0.4	22
33	Price Competition for an Informed Buyer. <i>Journal of Economic Theory</i> , 2001, 101, 457-493.	1.1	38
34	The Value of Public Information in Monopoly. <i>Econometrica</i> , 2001, 69, 1673-1683.	4.2	87
35	Information aggregation in debate: who should speak first?. <i>Journal of Public Economics</i> , 2001, 81, 393-421.	4.3	170
36	Herd Behavior and Investment: Comment. <i>American Economic Review</i> , 2000, 90, 695-704.	8.5	48

#	ARTICLE	IF	CITATIONS
37	Social learning in a changing world. <i>Economic Theory</i> , 1998, 11, 657-665.	0.9	56
38	Switching to digital television: business and public policy issues. , 0, , 345-371.		1
39	Aggregation of Information and Beliefs: Asset Pricing Lessons from Prediction Markets. <i>SSRN Electronic Journal</i> , 0, , .	0.4	10
40	Professional Advice. <i>SSRN Electronic Journal</i> , 0, , .	0.4	12
41	Competition Policy and Financial Distress. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
42	Regulation with Experimentation: Ex Ante Approval, Ex Post Withdrawal, and Liability. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0