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EMPLOYMENT

- 2007-present Assistant Professor, 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, Miami, 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 de Madrid, Spain.
- 1992 B.S. Electrical Engineering and Computer Science, U. Politécnica de Madrid, Spain.

FIELDS OF INTEREST

Organizational Economics, Contract Theory, Industrial Organization, Economics of Information, Behavioral Economics.

TEACHING

- 2010-present 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.

FELLOWSHIPS AND AWARDS

- 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] “*Resource Allocation in the Brain*” (with Isabelle Brocas and Juan Carrillo), *The Review of Economic Studies*, forthcoming.
- [2] “*Strategic Communication: Prices versus Quantities*” (with Wouter Dessein and Niko Matouschek), *Journal of the European Economic Association*, 2010, 8(2-3), pp. 365-376.
- [3] “*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.
- [4] “*When Does Coordination Require Centralization?*” (with Wouter Dessein and Niko Matouschek), *American Economic Review*, 2008, 98(1), pp. 145-179.
- [5] “*Optimal Delegation*” (with Niko Matouschek), *The Review of Economic Studies*, 2008, 75(1), pp. 259-293.
- [6] “*Relational Delegation*” (with Niko Matouschek), *The RAND Journal of Economics*, 2007, 38(4), pp. 1070-1089.

WORKING PAPERS

- [7] “*Organizing to Adapt and Compete*”, with Wouter Dessein and Niko Matouschek (R&R at *American Economic Journal - Microeconomics*).
- [8] “*The Art of Brevity*”, with Heikki Rantakari (R&R at *Games and Economic Behavior*)
- [9] “*Persuading Skeptics and Reaffirming Believers*”, with Odilon Câmara (under review).
- [10] “*Shared Control and Strategic Communication*”.
- [11] “*Recruitment and Selection in Organizations*”.

WORK IN PROGRESS

“*Does Better Screening Improve the Applicant Pool?*”.

“*Common Information and Belief Disagreement*”, with Odilon Câmara.

“*Persuading Voters*”, with Odilon Câmara.

“*Transparency and Political Disagreement*”, with Odilon Câmara.

REFEREEING FOR PROFESSIONAL JOURNALS

Grant Reviewer: NSF Grant Review, RGC Grant Review.

Excellence in Refereeing Award, American Economic Review, 2009.

Referee: American Economic Journal-Microeconomics, American Economic 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, 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, 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, The Rand Journal of Economics, The Review of Economic Studies, The Review of Financial Studies, Theoretical Economics, Social Choice and Welfare.

CONFERENCE AND SEMINAR PRESENTATIONS

Presentations

- 2014 ASSA 2014, Insead (scheduled), University of British Columbia (scheduled), UC-San Diego (scheduled), Conference on Media and Communication (Univ. of Chicago) (scheduled).
- 2013 University of Bonn, University of 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 University of Queen's (SoB), Paris School of Economics.
- 2009 UC Riverside, University of Sydney, Australian National University, University of New South Wales, Hitsosubashi University, CTW conference (Kyoto University), University of Tokyo, 8th Duke-Northwestern-Texas IO Conference, USC (Law), UC-Berkeley (Haas).
- 2008 USC (Econ), ESSET 2008 (Zurich), 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.

Discussant

- 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

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