

Curriculum Vitae

Alejandro M. Manelli

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Personal Information

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Main Areas of Interest

Economic Theory, Game Theory, Microeconomics, Procurement and Auctions, Industrial Organization.

Courses Taught

Auctions and Mechanism Design (Ph.D. course), Microeconomics II (Ph.D. course), General Equilibrium Theory (Ph.D. course), Dynamic Optimization and Applications (Ph.D. course), Game Theory (Ph.D. course), Managerial Economics (M.B.A. course), Statistical Methods for Management (M.B.A. course), Mathematical Methods for Management Decisions (M.B.A. course, mainly Probability, Linear Programming, and Decision Theory).

Education

- Ph.D. (Economics), University of California at Berkeley, 1988.
- M.A. (Economics), University of California at Berkeley, 1985.
- Licenciatura (Economics), Universidad Nacional de Buenos Aires, Argentina, 1981.

Professional Experience

- JPMorgan Chase Professor of Economics, Arizona State University, 2006–present.
- Visiting Professor, Universidad de San Andrés, Buenos Aires, Argentina, Spring 2012.
- Bank One Professor of Economics, Arizona State University, 2002–2006.
- Visiting Professor, Universidad de San Andrés, Buenos Aires, Argentina, October 2009.
- Visiting Professor, Universidad Torcuato Di Tella, Argentina, May 2005, May 2006, May 2007, May 2009.

- Visiting Professor, INSEAD, Fontainbleu, France, Spring 2004.
- Visiting Professor, Economics Department, Université de Toulouse, 2003–2004.
- Rolf R. Mantel Distinguished Professor of Economics, Universidad de San Andrés, Buenos Aires, Argentina, 2001–2002.
- Visiting Professor, Universidad Torcuato Di Tella, Argentina, Spring 2002.
- Dean’s Council Professor of Economics, Arizona State University, 1999–2002.
- Associate Professor of Economics, Arizona State University, 1997–1999.
- Associate Professor of Economics, The University of Iowa, 1996–1997.
- Assistant Professor of Managerial Economics and Decision Science, J.L. Kellogg Graduate School of Management, Northwestern University, 1988–1996.
- Visiting Research Associate, Instituto de Análisis Económico, Universidad Autónoma de Barcelona, Spain, 1992–1993.
- Rapporteur, NSF-NBER Conference on the Theory of General Equilibrium, 1986.
- Economist, CEMyB, Central Bank of Argentina, Buenos Aires, 1981-1983.
- Assistant Instructor (Microeconomics), Universidad Nacional de Buenos Aires, Argentina, 1981-1983.
- Research Associate, Fundación de Investigaciones Económicas Latinoamericana (FIEL), Buenos Aires, 1980.

Grants and Distinctions

- 2015, Fellow of the Society for the Advancement of Economic Theory.
- 2014, Premio Raíces (Argentina) for international cooperation in science, technology and innovation.
- Grant, National Science Foundation, Revenue Maximization in Multi-Object Sales, 2003-2006.
- Grant, National Science Foundation, Information Policies at Auction, 2001-2003.
- Grant, National Science Foundation, An Experimental Comparison of Multi-Unit Auctions, 1998-2000.
- Fullbright Fellowship, 2004.
- Distinguished Scholar, Dean’s Council of 100, Arizona State University, 2000-2003.

- Grant, Fundación de Estudios de Economía Aplicada (FEDEA), Madrid, Spain, 1995.
- Grant, Spanish Ministry of Education and Science, CICYT, 1992-1993.
- Alfred P. Sloan Doctoral Dissertation Fellowship, 1987.
- Ford Foundation Graduate Fellowship, 1983-1985.
- Silver Medal, Universidad Nacional de Buenos Aires, Argentina, 1981.

Services

Referee for *Econometrica*, *Journal of Economic Theory*, *American Economic Review*, *Journal of Political Economy*, *Games and Economic Behavior*, *Economic Theory*, *Journal of Mathematical Economics*, *Review of Economic Studies*, *Rand Journal of Economics*, *Journal of Economic Dynamics & Control*, *Mathematical Social Sciences*, *Economic Design*, *Computers and Mathematics*, *Metroeconomica*, *Journal of Economic Behavior and Organization*, *Management Science*, *Managerial and Decision Economics* and the National Science Foundation.

Publications

- Monotonic Preferences and Core Equivalence, *Econometrica* 59, January 1991.
- Core Convergence Without Monotone Preferences and Free Disposal, *Journal of Economic Theory* 55, 1991.
- Trademark Protection and Post-Patent Competition, with Pierre Regibeau and Katherine Rockett, Northwestern University, GMRCMSM working paper 1994, appeared in Spanish in Cuadernos Económicos del I.C.E. 57, 1994.
- Optimal Procurement Mechanisms, with Daniel Vincent, *Econometrica* 63, May 1995.
- The Convergence of Equilibrium Strategies of Approximating Signaling Games, *Economic Theory* 7, 1996.
- Cheap Talk and Sequential Equilibria in Signaling Games, *Econometrica* 64, July 1996.
- The Never-a-Weak-Best-Response Test in Signaling Games, *Journal of Economic Theory*, 74, 1, 1997.
- Approximately Competitive Equilibria in Large Finite Economies, with Matthew Jackson, *Journal of Economic Theory*, 77, December 1997.

- Subgame Perfect Equilibria in Stage Games, *Journal of Economic Theory*, 102, 2002.
- Duality in Procurement Design, with Daniel Vincent, *Journal of Mathematical Economics*, 40 (3-4), pp. 411-428, June 2004.
- Bundling as an Optimal Selling Mechanism for a Multiple Good Monopolist, with Daniel Vincent, *Journal of Economic Theory*, 127(1), pp. 1-35, March 2006.
- Multi-Unit Auctions: A Comparison of Static and Dynamic Mechanisms, with Martin Sefton and Benjamin Wilner, *Journal of Economic Behavior and Organization*, 61(2), pp. 304-323, October 2006.
- Multidimensional Mechanism Design: Revenue Maximization and the Multiple-Good Monopoly, with Daniel Vincent, *Journal of Economic Theory*, 137, pp. 153-185, 2007.
- English Auctions and the Stolper-Samuelson Theorem, with Juan Dubra and Federico Echenique, *Journal of Economic Theory*, 144, pp. 825-849, 2009.
- Bayesian and Dominant Strategy Implementation in the Independent Private-Values Model, with Daniel Vincent, *Econometrica*, 78, pp. 1905-1938, 2010.
- Multidimensional Mechanism Design: Revenue Maximization and the Multiple-Good Monopoly. A corrigendum. With Daniel Vincent, *Journal of Economic Theory* 147, 2012.
- Dominant-strategy and Bayesian incentive compatibility in multi-object trading environments, with Daniel R. Vincent, forthcoming in the *Journal of Mathematical Economics*, 82: 213–226, 2019.
- Strong duality in monopoly pricing, with Andreas Kleiner, *Econometrica*, 87: 1391-1396, 2019.

Other

- Sequential Equilibria and Cheap Talk in Infinite Signaling Games, with Karl Iorio, Northwestern University, CMSEMS working paper, December 1990.
- Optimal Procurement Mechanisms: The case of Telecommunications, with Daniel Vincent, Northwestern University, 1994.
- Comparative statics, English auctions, and the Stolper-Samuelson Theorem, with Federico Echenique, working paper, 2005.
- Information revelation and seller's revenue in auctions, with Daniel Vincent, working draft, 2008.

- Robustness, uniqueness, and the multiple-good monopoly, with Daniel Vincent, working draft, 2009.
- Independent auctions for multiple goods are virtually never optimal, with Daniel Vincent, 2020.

Ph.D. students

- Xiaolin Xue, Ph.D. 2008.
- Fangrui Ouyang, Ph.D. 2010.
- Mian Wang, Ph.D. 2014
- Allan Hernandez Chanto, Ph.D. 2017.
- Eric Gonzalez Sanchez, Ph.D. 2020.
- Marco Eugenio Escobar, expected Ph.D. 2021.