



H A R V A R D | B U S I N E S S | S C H O O L

**Chiara Farronato**

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**Academic Positions**

2015 – Harvard Business School, Boston, MA  
*Assistant Professor of Business Administration*  
Technology and Operations Management Unit

**Other Affiliations**

2017 – Faculty Research Fellow, NBER  
Productivity, Innovation, and Entrepreneurship Program

**Education**

2015 Stanford University, Stanford, CA  
Ph.D. in Economics  
Thesis: “Essays on Internet Economics and Innovation”  
2008 Bocconi University, Italy & Catholic University of Louvain, Belgium  
M.Sc. in Economics, Joint Degree  
2006 Bocconi University, Italy  
B.A. in Management of Public Administration and International Institutions

**Research Interests**

Industrial Organization, Economics of Technology, Online Markets.

**Publications**

“Peer-to-Peer Markets” with Liran Einav and Jonathan Levin (2016), *Annual Review of Economics*, 8, 615-635.

“Auctions versus Posted Prices in Online Markets” with Liran Einav, Jonathan Levin, and Neel Sundaresan (2018), *Journal of Political Economy*, 126(1), 178-215.

**Working Papers**

“Outsourcing Tasks Online: Matching Supply and Demand on Peer-to-Peer Internet Platforms” with Zoë Cullen (2018). *Revised & Resubmitted at Management Science*.

“The Welfare Effects of Peer Entry in the Accommodation Market: The Case of Airbnb” with Andrey Fradkin (2018), NBER Working Paper No. 24361. *Revise & Resubmit at the American Economic Review*.

“Consumer Reviews and Regulation: Evidence from NYC Restaurants” with Georgios Zervas (2018).

“Does Occupational Licensing Matter in an Online World?” with Erik Brynjolfsson, Andrey Fradkin, and Brad Larsen (2018).

“Pricing Mechanisms in Online Markets” (2017), invited contribution to *The New Palgrave Dictionary of Economics*.

“Patent Economic Value and Citations: Evidence from University Patents” (2015).

### **Research in Progress**

“Dog Eat Dog: Measuring Returns to Scale Using a Digital Platform Merger” with Andrey Fradkin.

“The Unintended Consequences of Online Reviews: Evidence from Alibaba” with Dennis Zhang.

### **Cases and Teaching Materials**

“Marriott International: The Next 90 Years” with Gary Pisano (2017).

### **Teaching Experience**

2016 – Technology and Operations Management, MBA Required Curriculum, Harvard Business School  
2012, 2014 Teaching Assistant, Market Design (Undergraduate course), Stanford University  
2008 – 2009 Teaching Assistant, Advanced Macroeconomics (Graduate course), Interdependencies and Strategic Behavior (Graduate course), Advanced Mathematics (Undergraduate course), Catholic University of Louvain

### **Industry and Non-Profit Experience**

Summer 2012 Cornerstone Research, San Francisco, CA  
*Summer Associate*  
Summer 2007 UNIDO, Vienna, Austria  
*Intern, Research and Statistics Branch*  
Spring 2006 European Commission, Brussels, Belgium  
*Intern, Directorate General for Research*

### **Honors and Awards**

2014 – 2015 Haley-Shaw Fellowship for Economics, SIEPR  
2013 – 2014 Outstanding Teaching Assistant Award, Stanford Economics  
2012 – 2013 Shultz Graduate Student Fellowship in Economic Policy, SIEPR  
2010 – 2012 Bonaldo Stringher Fellowship, Bank of Italy  
2007 – 2008 Erasmus Fellowship, European Union

### **Professional Activities**

Referee: *Games and Economic Behavior, Management Science, RAND Journal of Economics, Journal of Economic Theory, Journal of Marketing Research, Econometrica, Quarterly Journal of Economics, Manufacturing and Service Operations Management, Journal of Industrial Economics, Manufacturing and Service Operations Management, International Journal of Hospitality Management, International Journal of Industrial Organization.*

Conference Presentations and Seminars:

- 2018 – 2019** (scheduled) Big Data Conference (Harvard Center of Mathematical Sciences and Applications), INFORMS, Duke Strategy Conference, Ludwig-Maximilians-Universität München, Catholic University of Louvain la Neuve.
- 2017 – 2018** Microsoft Research New England, MIT Innovation Lab, Workshop in Information Systems and Economics, AEA meetings (2), Housing Policy in the Platform Era (Federal Reserve Bank of San Francisco), NYU Stern, NBER Digitization, MIT Sloan, Stanford GSB, Workshop on Marketplace Innovation, Revenue Management and Pricing Conference.
- 2016 – 2017** Union College, Federal Trade Commission, HBS Global Advisors Meeting, MIT Economics, EIEF-UNIBO-IGIER Bocconi Workshop on Industrial Organization, Toulouse Conference on the Economics of Intellectual Property, Software, and the Internet, UC Davis Graduate School of Management, Northeastern University, Airbnb, Workshop on Marketplace Innovation (Stanford), INFORMS Marketing Science.
- 2015 – 2016** INFORMS, AEA meetings, Bocconi University, Einaudi Institute for Economics and Finance, Simons Institute for the Theory of Computing, HBS Frontiers of Digital Data and Experimentation, Bates White, Harvard EconCS, International Industrial Organization Conference.
- 2014 – 2015** eBay Research, University of Oregon, University of British Columbia, Harvard Business School, The Wharton School of the University of Pennsylvania, MIT Sloan School of Management, Olin Business School at Washington University in St. Louis, University of Toronto Mississauga, Cornell University.
- 2013 – 2014** Workshop in Information Systems and Economics, AEA.
- 2012 – 2013** Western Economic Association International.

Other:

- 2018** Invited Expert, United Nations “World Economic and Social Survey 2018: Emerging Technologies and Sustainable Development”