Giovanni Compiani

Booth School of Business　　　　　　　Giovanni.Compiani@chicagobooth.edu
University of Chicago

Academic Positions

2025-present	Booth School of Business, Associate Professor
2020-2025	Booth School of Business, Assistant Professor
2018-2020	Haas School of Business, Assistant Professor

Education

2018	Ph.D., Economics, Yale University
2014	M.Phil., Economics, Yale University
2014	M.A., Economics, Yale University
2012	M.Sc., Economics, Bocconi University *(cum laude)*
2010	B.Sc., Economics, Bocconi University *(cum laude)*

Publications:

"Online search and optimal product rankings: An empirical framework" (2024), with Greg Lewis, Sida Peng and Peichun Wang, *Marketing Science*, 43(3).

"Investors' Beliefs and Cryptocurrency Prices" (2024), with Matteo Benetton, *The Review of Asset Pricing Studies*, 14, Editor's Choice.

"An instrumental variable approach to dynamic models" (2023), with Steven Berry, *The Review of Economic Studies*, 90(4).

"Market Counterfactuals and the Specification of Multi-Product Demand: A Nonparametric Approach" (2022), *Quantitative Economics*, 13 (2).

"Time Periods Feel Longer When They Span More Category Boundaries: Evidence from the Lab and the Field" (2022) with Kristin Donnelly and Ellen Evers, *Journal of Marketing Research*, 59 (4).

"Empirical Models of Industry Dynamics with Endogenous Market Structure" (2021) with Steven Berry, *Annual Review of Economics*, 13.

"Common Values, Unobserved Heterogeneity, and Endogenous Entry in U.S. Offshore Oil Lease Auctions" (2020) with Philip Haile and Marcelo Sant'Anna, *The Journal of Political Economy*, 128 (10).

"Using mixtures in econometric models: a brief review and some new results" (2016) with Yuichi Kitamura, *The Econometrics Journal*, 19 (3).

Working Papers:

"A Method to Estimate Discrete Choice Models that is Robust to Consumer Search" with Jason Abaluck and Fan Zhang
Revision requested at *The Journal of Political Economy*

"Demand Estimation with Text and Image Data" with Ilya Morozov and Stephan Seiler

"An Equilibrium Model of Rollover Lotteries" with Lorenzo Magnolfi and Lones Smith

"When cryptomining comes to town: High electricity-use spillovers to the local economy" with Matteo Benetton and Adair Morse

Grants

2023	BFI Industrial Organization Initiative (joint with Alex Imas)
2018	Berkeley Blockchain Initiative (joint with Matteo Benetton)

Seminar and Conference Presentations:

2025*	ASSA, Princeton, UBC Summer IO Conference, Marketing Science, Workshop on Platform Analytics[†]
2024	U Montreal, Columbia, UNC Triangle Micro Conference, Conference on Models and Econometrics of Strategic Interactions, CEPR[†], U Bristol, BSE Summer Forum, JRC Seville, SITE, ESIF Economics and AI+ML Meeting,

	Yale InsightsOn Conference, Bocconi, EIEF-UNIBO-IGIER Workshop on Industrial Organization
2023	ASSA, Kellogg, Bass Conference[†], Wharton, UVA, Stanford, Workshop on Platform Analytics[†], Rotman, Sciences Po-Rice Conference, Conference on Models and Econometrics of Strategic Interactions, Marketing Science Conference, SICS[†], Choice Symposium, Frontiers in Empirical Industrial Organization Workshop, CEME Conference for Young Econometricians
2022	Bass Conference, Bank of Canada, U Tokyo, MSU, UW Madison, IIOC, UCL, Tilburg, NYU Search Workshop, Booth London Conference, VQMS, BU Marketing Camp, EIEF-IGIER-UNIBO Workshop on Industrial Organization
2021	U Penn, eQMS, BSE Summer Forum, SITE, NBER IO, EARIE, Cornell, CREST, Boston U, Microsoft Research
2020	UT Austin, Bristol/Warwick, Booth, CEMFI, Düsseldorf
2019	NAMES, UCLA, Microeconometrics Class of 2018 Conference at Duke, Chicago, SICS, 3nd Conference on Structural Dynamic Models at Chicago, Consumer Search and Switching Costs Workshop at UCLA[†], WEAI, UC Irvine, Caltech, Toulouse, Rochester, Bologna, Northwestern, QME
2018	MIT, UCL, EIEF, 2nd Conference on Structural Dynamic Models at UCPH, SICS[†], NYU, Stanford, LSE, Tilburg, Mannheim, Berkeley-Stanford IO Fest, Berkeley
2017	EIEF-UNIBO-IGIER Workshop on Industrial Organization, Berkeley, EARIE, Young Economists Symposium

*including scheduled
[†]discussant

Students Advised (with Initial Placement)

Ongoing	Thomas Wiemann
2025	Josh Higbee (Ohio State)
2024	Hwikook Choe (Samsung)
2023	Xinyao Kong (UT Dallas)

Program Committees

EC 2020/2021/2023, IO+ 2023, EEA 2002, New Data for Consumer Insights Conference

Editorial Activities

2024-present   Editorial Review Board, *Marketing Science*

Referee Activities

American Economic Review, Journal of Political Economy, Econometrica, Review of Economic Studies, Journal of Econometrics, Review of Economics and Statistics, Marketing Science, Management Science, Journal of Marketing Research, RAND, AEJ: Micro, Journal of Industrial Economics, Journal of Public Economics, Bank of Canada, Journal of Business and Economics Statistics, NSF, American Economic Review: Insights, Review of Finance