

ALESSANDRA CILLO

Curriculum Vitae

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Status Married with two kids

ACADEMIC POSITIONS

Associate Professor (BPER Bank Chair in Business Analytics)
School of Economics and Management, LIUC, Cattaneo University *2022-present*
Adjunct Professor of Decision Sciences, Bocconi *2018-2022*
Assistant Professor of Decision Sciences, Bocconi *2009-2018*
Assistant Professor of Managerial Decision Sciences, IESE Business School *2007-09*

EDUCATION

Ph.D. in Management, Decision Sciences, INSEAD *2007*
Master in Management Sciences, INSEAD *2004*
Laurea (*summa cum laude*), Business Administration, Bocconi *2001*

RESEARCH INTERESTS

Preference for Algorithms Advices?
Behavioral Decision Making: Theory and Experiments
Decision Analysis: Risk-Value Models, Multiattribute Utility, Stochastic Dominance, Value of Information
Risk Analysis: Importance Measures

RESEARCH GRANTS, FELLOWSHIPS AND AWARDS

National Scientific Habilitation (ASN) as Full Professor in Sector 13/D4 from the Italian Ministry of Education, University and Research *2020-2029*
National Scientific Habilitation (ASN) as Associate Professor in Sector 13/A1 from the Italian Ministry of Education, University and Research *2018-2024*
Award for *Excellence in Reviewing*, European Journal of Operational Research *2018*
Award for *Excellence in Reviewing*, European Journal of Operational Research *2016*
Award for *Excellence in Research*, Bocconi *2015*
Award for *Excellence in Teaching*, MBA-SDA Bocconi core course *2011*
Award for *Excellence in Research*, Bocconi *2010*
Research Grant for the project Advances in Industrial Economics, Game Theory and Finance from the Ministry of Science and Innovation for the National Plan for R+D+I, with X. Vives *2009-11*
Fellowship, INSEAD *2002-06*

PUBLICATIONS

- [1] Money, Privacy, Anonymity: What Do Experiments Tell Us?, with E. Borgonovo, S. Caselli, D. Masciandaro, and G. Rabitti, *Journal of Financial Stability*, 56, 2021
- [2] Neurocognitive Assessment in Obsessive Compulsive Disorder Patients: Adherence to Behavioral Decision Models, with M. Bonetti, G. Burro, C. Di Serio, R. De Filippis, and R.M. Martoni, *PLoS One*, 14(2), 2019
- [3] On the Relationship between Safety and Decision Significance, with E. Borgonovo and C.L. Smith, *Risk Analysis*, 38(8), 2018: 1541-1558

- [4] Deciding with Thresholds: Importance Measures and Value of Information, with E. Borgonovo, *Risk Analysis*, 37(10), 2017: 1828-1848
- [5] Elicitation of Multiattribute Value Functions through High Dimensional Model Representations: Monotonicity and Interactions, with F. Beccacece, E. Borgonovo, G. Buzzard, and S. Zions, *European Journal of Operational Research*, 246(2), 2015: 517-527
- [6] A Tailor-Made Test of Intransitive Choice, with A. Baillon and H. Bleichrodt, *Operations Research*, 63(1), 2015: 198-211
- [7] Mean-risk Analysis with Enhanced Behavioral Content, with P. Delquié, *European Journal of Operational Research*, 239, 2014: 764-775
- [8] A Quantitative Measurement of Regret Theory, with H. Bleichrodt and E. Diecidue, *Management Science*, 56(1), 2010: 161-175
- [9] Disappointment without Prior Expectation: A Unifying Perspective on Decision under Risk, with P. Delquié, *Journal of Risk and Uncertainty*, 33, 2006: 197-215
- [10] Applying the Benchmarking Procedure: A Decision Criterion of Choice under Risk, with F. Beccacece, *Theory and Decision*, 61(1), 2006: 75-91
- [11] Expectations, Disappointment, and Rank-Dependent Probability Weighting, with P. Delquié, *Theory and Decision*, 60, 2006: 193-206

OTHER PUBLICATIONS

- [12] Essays in Nonexpected Utility Theory: Behavioral Approaches to Risk, 2007, *Ph.D. Thesis*
- [13] Value at Risk and Lottery Dependent Utility: Some Modeling and Experimental Evidence, 2001, *Laurea Thesis*

WORKING PAPERS

- [14] The Impact of Narrow Bracketing on Choices, with E. De Giorgi
- [15] Predicting the Discount Rate of Multiple Future Payouts, with M. Baucells
- [16] Should Experts Signal Access to Algorithms?, with C. Ulu, E. Borgonovo, S. Battiato and A. Ortis

ARTICLES ON NEWSPAPERS

- [17] Central Bank Digital Currencies, Crypto Currencies and Privacy: What Do Experiments Tell Us?, 2021, *Vox* with E. Borgonovo, S. Caselli, D. Masciandaro, G. Rabitti
- [18] Digital Money: If You Can't Create It Anonymous, You Need to Offer a Yield, 2021, *Bocconi Knowledge* with E. Borgonovo, S. Caselli, D. Masciandaro, G. Rabitti
- [19] Money, Digital Cash and Cryptocurrencies: Privacy matters, 2019, *Vox* with E. Borgonovo, S. Caselli, D. Masciandaro, G. Rabitti
- [20] When Paying Online, People Like to Be Anonymous, 2018, *Via Sarfatti 25*
- [21] Quando il Rimpianto Condiziona le Decisioni, 2015, *Bocconi Knowledge*
- [22] The Lost Art of Choosing a Mobile Phone Package, 2015, *Bocconi Knowledge*
- [23] Rimpianto Calcolato, Investitore Salvato, 2010, *Via Sarfatti 25*

RESEARCH CENTERS

SUERF: Research Affiliate	2019-2024
Baffi Carefin: Research Fellow	2018-Present
SDA Bocconi Management Science Lab: Fellow	2014-Present
Igier: Affiliate	2011-Present
Bocconi Experimental Laboratory for the Social Sciences: Member	2011-Present

PROFESSIONAL SERVICE

Referee Activities

Management Science, Operations Research, Review of Economic Studies, Organizational Behavior and Human Decision Processes, Journal of Behavioral Decision Making, European Journal of Operational Research, Journal of Economic Behavior and Organization, Journal of Health Economics, Journal of Marketing Research, The Economic Journal, Health Economics, Journal of Mathematical Psychology, Journal of Mathematical Economics, Annals of Operations Research, PLOS One, Journal of Economic Psychology, Theory and Decision, Decision Analysis, European Journal of Social Psychology, Bulletin of Economic Research, International Transactions in Operational Research, Journal of Risk and Reliability

Committee Member

Decision Analysis Society (DAS) Publication Award, with A. Baillon, G. Montibeller, A. Palley, E. Regnier, J. Simon 2022
 Ph.D. in Management, Finance and Accounting, LIUC 2022
 Ph.D. in Management, Finance and Accounting, LIUC, Executive Committee Member 2022
 Ph.D. in Statistics, Bocconi 2018
 Junior Recruiting Committee, Operations Research, Bocconi 2009, 2013-17
 Ph.D. in Statistics, Bocconi 2013
 Ph.D. Thesis, Tomas Lejarraga, Pompeu Fabra University 2009

Other Service within Bocconi

Bocconi Experimental Laboratory for the Social Sciences: one of the coordinators in setting up the lab 2010-13
 Department Representative for Bocconi Knowledge 2010-12
 Organizer for Experimental Meetings (within Bocconi Faculty) 2009

INVITED CONFERENCES/SEMINARS/WORKSHOPS

Invited Speaker in Symposium

Games and Decisions in Reliability and Risk (fifth symposium), Madrid, On the Relationship between Safety and Decision Significance 2017

Invited Speaker in Seminar

Berlin Social Science Center, Berlin Behavioral Economics (BBE) Seminar Series, Predicting the Discount Rate of Multiple Future Payouts 2021
 Deutsche Bundesbank, Frankfurt, Privacy and Money: It Matters 2019
 Bank of Italy, Cryptocurrencies, Central Bank Digital Cash, Traditional Money: Does Privacy Matter? 2018
 University of Southern Denmark, The Willingness to Pay for Editing 2018
 University of Warwick, Mean-risk Analysis with Enhanced Behavioral Content 2011
 University of St Gallen, A Quantitative Measurement of Regret Theory 2009
 Bocconi University, A Quantitative Measurement of Regret Theory 2009
 IESE Business School, A Quantitative Measurement of Regret Theory 2006

Invited Speaker in Conference Session/Workshop

INFORMS Annual *Virtual Meeting*, Anaheim, CA, Should Experts Signal Access to Algorithms? 2021
 INFORMS Annual *Virtual Meeting*, The Impact of Narrow Bracketing on Choices 2020
 INFORMS Annual Meeting, Seattle, On the Drivers of Magnitude Effect 2019
 SUERF - The European Money and Finance Forum Workshop, Bocconi, Cryptocurrencies, Central Bank Digital Cash, Traditional Money: Does Privacy Matter? 2018
 INFORMS Annual Meeting, Houston, On the Relationship between Safety and Decision Significance 2017
 INFORMS Annual Meeting, Nashville, A New Approach to the Study of Editing of Repeated Lotteries 2016
 INFORMS Annual Meeting, Philadelphia, Deciding with Thresholds: Importance Measures and Value of Information 2015
 INFORMS Annual Meeting, San Francisco, Deciding with Thresholds: Importance Measures and Value of Information 2014

INFORMS Annual Meeting, Minneapolis, Elicitation of Multiattribute Value Functions through High Dimensional Model Representations: Monotonicity and Interactions 2013
 INFORMS Annual Meeting, Charlotte, Elicitation of Multiattribute Value Functions through High Dimensional Model Representations: Monotonicity and Interactions 2011
 INFORMS Annual Meeting, Seattle, Probability and Time Trade-Off with Multiple Outcomes 2007
 Decision and Uncertainty Workshop, Mannheim, De-Biasing System 1 in the p-Beauty Contest: Some Experimental Evidence 2007
 Decision and Uncertainty Workshop, Paris, A Quantitative Measurement of Regret Theory 2006

Session Chair

INFORMS Annual *Virtual* Meeting, Anaheim, CA, (session co-organizer C. Ulu) 2021
 INFORMS Annual Meeting, Houston 2017
 RUD Conference, Bocconi, Milan 2015

SELECTED CONFERENCES

INFORMS Annual Meeting, Indianapolis, Predicting the Present Equivalent of Future Streams 2022
 ADA Conference, Washington D.C., Should Experts Signal Access to Algorithms? 2022
 FUR Conference, Ghent University, Should Experts Signal Access to Algorithms? 2022
 ADA Conference, Milan, Bocconi, On the Drivers of Magnitude Effect 2019
 AMASES Conference, Naples, The Willingness to Pay for Editing 2018
 FUR Conference, York, The Willingness to Pay for Editing 2018
 FUR Conference, Warwick, A New Approach to the Study of Editing of Repeated Lotteries 2016
 AMASES Conference, Stresa, A Tailor-Made Test of Intransitive Choice 2013
 AMASES Conference, Pisa, A Tailor-Made Test of Intransitive Choice 2011
 FUR Conference, Newcastle, A New Approach to the Study of Editing of Repeated Lotteries 2010
 AMASES Conference, Macerata, Mean-risk Analysis with Enhanced Behavioral Content 2010
 SAMO Conference, Bocconi, Milan, Mean-risk Analysis with Enhanced Behavioral Content 2010
 INFORMS Annual Meeting, San Diego, Mean-risk Analysis with Enhanced Behavioral Content 2009
 ESE Conf. in Behavioral Economics, Rotterdam, Mean-risk Analysis with Enhanced Behavioral Content 2009
 ECRP Meeting, INSEAD, Paris, Mean-risk Analysis with Enhanced Behavioral Content 2009
 INFORMS Annual Meeting, Washington, Probability and Time Trade-Off with Multiple Outcomes 2008
 ECRP Meeting, Lausanne, Mean-risk Analysis with Enhanced Behavioral Content 2008
 FUR Conference, Barcelona, A Quantitative Measurement of Regret Theory 2008
 INFORMS Annual Meeting, Pittsburgh, A Quantitative Measurement of Regret Theory 2006
 FUR Conference, Rome, A Quantitative Measurement of Regret Theory 2006
 SPUDM20, Stockholm, A Quantitative Measurement of Regret Theory (Poster Session) 2005
 INFORMS Annual Meeting, San Francisco, Disappointment without Prior Expectation: A Unifying Perspective on Decision under Risk 2005
 FUR Conference, Cachan, Expectations, Disappointment, and Rank-Dependent Probability Weighting 2004

TEACHING EXPERIENCE

LIUC	Triennio in Economia Aziendale
Matematica per Economia, Finanza e Management	2021-2022 (<i>presence and online</i>)
Mathematics for Business, Economics and Finance	2022-2023
LIUC	Biennio in Economia Aziendale
Business Analytics - Elective Course	2022 (<i>presence and online</i>)-2023
LIUC	Ph.D. in Management, Finance, and Accounting
Non-Expected Utility Theories	2023
Vita-Salute San Raffaele University	Master in Cognitive Psychology in Health Communication
Decision Making and Behavior	2019
Università degli Studi dell'Insubria	Triennale in Economia e Management
Matematica-Didattica Integrativa	2018

Bocconi	Full Time MBA, SDA Bocconi
Decisions and Uncertainty	<i>2015-23 (2020 only some sessions, 2021 hybrid and online)</i>
Decision Analysis	<i>2012-14</i>
Quantitative Methods (pre-course)	<i>2011</i>
Quantitative Methods	<i>2010-11</i>
Bocconi	Master in Management
Principles of Business Analytics	<i>2014, 2017-23 (2020 online)</i>
Fondamenti di Business Analytics	<i>2015-16</i>
Metodi Quantitativi per il Management (2012 on maternity leave)	<i>2010-13</i>
Bocconi	Undergraduate Courses
Mathematics-Applied (2014 on maternity leave)	<i>2013-15, 2017-2022 (2020-2021 online and hybrid)</i>
Matematica-Applicata	<i>2011-12, 2016</i>
Bocconi	Master in Quantitative Finance and Risk Management
Mathematical Models for Finance	<i>2005-07</i>
IESE Business School	Global Executive MBA
Decision Analysis	<i>2008</i>
IESE Business School	Program for Management Development, PMD
Decision Analysis	<i>2009</i>
IESE Business School	Full Time MBA
Decision Analysis	<i>2007-09</i>
Quantitative Methods for Management (linear and logistic regression)	<i>2007-09</i>
Universidad de Navarra	Master in Business Administration
Decision Analysis	<i>2008</i>

MEMBERSHIPS

INFORMS, Decision Analysis Society, AMASES

GENERAL INFORMATION

Languages Italian (native), English (fluent), French and Spanish (basic)