Alessandro Previtero

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EMPLOYMENT

Indiana University, Kelley School of Business, Bloomington, IN, US
- Associate Professor of Finance 2021–present
- Finance PhD Program Coordinator 2021–2023
- Assistant Professor of Finance 2016–2021

University of Texas, McCombs School of Business, Austin, TX, US
- Visiting Assistant Professor of Finance 2015–2016

University of Western Ontario, Ivey Business School, London, Ontario, Canada
- Assistant Professor of Finance (1980 MBA Class Fellow) 2010–2016

AFFILIATIONS

National Bureau of Economic Research (NBER)
- Faculty Research Associate (Aging Group) 2022–present
- Faculty Research Fellow (Aging Group) 2016–2022

EDUCATION

UCLA Anderson School of Management, Post-doctoral Fellowship 2007-2010

University of Salento, Lecce (Italy), Ph.D. in Management 2003-2006

Bocconi University, Milan (Italy), B.A. in Finance (summa cum laude) 1994-1999

RESEARCH INTERESTS

Financial Advice, Retirement Savings and Annuities, Retail Investing and Fintech, Behavioral Finance, Household Finance, Corporate Finance

PUBLICATIONS

6. Barbarians at the store? Private equity, products, and consumers, 2022, *Journal of Finance*, 77(3), 1439–1489 (with C. Fracassi and A. Sheen) *(Lead Article)*
5. The misguided beliefs of financial advisors, 2021, *Journal of Finance*, 76(2), 587–621 (with J. Linnainmaa and B. Melzer)
   Wiley Top Cited Article in the Journal of Finance (2021-2022)
4. Retail financial advice: Does one size fit all?, 2017, *Journal of Finance*, 72(4), 1441–1482 (with S. Foerster, J. Linnainmaa, and B. Melzer) *(Lead Article)*
   2017 Amundi Smith Breeden Distinguished Paper Prize
3. The fetal origins hypothesis in finance: Prenatal environment, the gender gap, and investor behavior, 2016, *Review of Financial Studies*, 29(3): 739–786 (with H. Cronqvist, S. Siegel, and R. White)
2. Stock market returns and annuitization, 2014, *Journal of Financial Economics*, 113(2), 202–214
   Finalist for the 2015 TIAA-CREF Paul A. Samuelson Award
1. Annuitization puzzles, 2011, *Journal of Economic Perspectives*, 25(4), 143–164 (with S. Benartzi and R. H. Thaler)

WORKING PAPERS

7. Saving for retirement, annuities, and procrastination (with J. Brown)
8. Robo-advisers and investor behavior (with B. Loos, S. Scheurle, and A. Hackethal) *(solicited at the Review of Financial Studies)*
9. Smart(Phone) Investing? An analysis of new technologies and trading behavior (with A. Kalda, B. Loos, and A. Hackethal)
10. Investor protections and stock market participation: An evaluation of financial advisor oversight (with J. Linnainmaa, B. Melzer, and S. Foerster)
11. The value of non-alpha services (with J. van Binsbergen and R. Xing)
12. The consumption response to realized capital gains: evidence from mutual fund liquidations (with S. Meyer and M. Pagel)

WORK IN PROGRESS

13. Revenue synergies in M&As: Evidence from consumer products (with C. Fracassi, V. Sharma, and A. Sheen)
14. Financial literacy and advice: Substitutes or complements? with P. Andreou, S. Anyfantaki, D. Koursaros, and W. Wang
15. Annuities and endogenous longevity, with B. Larrain and F. Severino
16. Financial advisors and retirees' risk-taking, with A. Cole and N. Stoffman
17. The big data dilemma, with C. Heyerdahl-Larsen and W. Wang
18. Financial advisors and gender discrimination, with A. Kalda
19. Household demand for stocks and funds, with C. Davis, S. Greppmair, and A. Hackethal

RESEARCH IMPACT

- Google Scholar Citation Count: 1,451 (933 since 2019)
- SSRN number of downloads: 9,432
- SSRN list of Top 10% Authors by monthly downloads (since May 2018)

AWARDS AND GRANTS

- Special Mention: Wiley Top Cited Article 2021-2022 in the Journal of Finance for "The Misguided Beliefs of Financial Advisors"
- Award: Best Discussant at 4th Future of Financial Information conference (Stockholm)
- Award: 2021 Kelley Business School Research Award for "The Misguided Beliefs of Financial Advisors"
- Award: 2017 Amundi Smith Breeden Distinguished Paper Prize for "Retail financial advice: Does one size fit all?"
- Special mention: finalist for the 2015 TIAA-CREF Paul A. Samuelson Award for "Stock market returns and annuitization"
- Award: 2015 CFA Society Toronto & Hillsdale Canadian Investment Research Award for "Retail financial advice: Does one size fit all?"
- Grant: 2014 Canadian Securities Institute Research Grant for "Retail financial advice: Does one size fit all?"
- Award: 2010 Northern Finance Association Best Paper in Capital Markets Award for "Stock market returns and annuitization"

- Grant: 2007 FINRA Investor Education Foundation (formerly NASD) Grant for "How do households hedge the longevity risk? The role of annuities." (with S. Benartzi)
- Grant: 2006 IRI Foundation Research Grant
- Award: 2004 American Finance Association Student Travel Award
- Award: 1999 Bocconi University Gold Medal for best graduates in the academic year 1997-1998

PRESENTATIONS* AND DISCUSSIONS

(*) *excluding co-authors*

(†) *scheduled*

2024 AFA Annual Meeting (discussant), Notre Dame University†, Bocconi University†, University of Naples†, Aarhus University†

2023 Lapland Household Finance Summit, 2023 FIRS Conference, 17th International Conference PUC Chile, University of Mannheim, Goethe University Frankfurt, WHU Otto Beisheim School of Management, Cyprus University of Technology, Nova School of Business and Economics, London Business School

2022 AFA Annual Meeting, McMaster University, 4th Future of Financial Information Conference (discussant), UT Dallas Finance Conference (discussant), HEC Montreal, 12th Miami Behavioral Finance Conference (discussant)

2021 FRA Annual Conference, University of Zurich, EFA (discussant), 3rd Future of Financial Information Conference (discussant), University of Technology of Sidney

2020 Brown University, BI Norwegian Business School, Econometric Society 2020 World Congress, EFA Annual Meeting (session chair), WFA (discussant)

2019 York University (Canada), Rutgers University, University of Vienna, NBER Meeting on Big Data and HPC for Financial Economics, Western Finance Association (discussant), Federal Reserve Bank of Chicago (Chicago FED), Midwest Finance Association (MFA) Annual conference Chicago (discussant), Columbia University, AFA Annual Meeting (discussant)

2018 Italian Securities and Exchange Commission (CONSOB) Rome, 7th Luxembourg Asset Management Conference (2 papers), 2018 Research in Behavioral Finance Conference (2 papers), EFA Annual Meeting (discussant), 14th Csef-Igier Symposium on Economics and Institutions in Capri, Italy (2 papers), Max Planck/NBER Conference on Ageing and Health in Munich (discussant), 2018 FIRS Conference, 2018 SFS Cavalcade, Kentucky Finance Conference, NBER Behavioral Finance Meeting, University of Venice, University of Naples, AFA Annual Meeting

2017 U.S. Securities and Exchange Commission, WFA (2 papers and discussant), SFS Cavalvade 2017, Kentucky Finance Conference

2016 University of Calgary, UC Davis Household Finance Conference, CSEF-EIEF-SITE conference on Finance and Labor (discussant), CEIBS Finance Conference Shanghai, CEPR 1st European Workshop on Household Finance Imperial College London (discussant), IDC 13th Annual Conference in Financial Economics Research, Napa Conference on Financial Markets Research, AFA Annual Meeting, AEA Annual Meeting (discussant)

2015 University of Colorado Boulder, Indiana University, HEC Montreal, MIT CFP Annual Conference, Goethe University Behavioral Aspects of Macroeconomics and Finance Conference, 5th Helsinki Finance Summit (paper and discussant), IDC Herzliya 12th Annual Conference in Financial Economics Research, NBER Household Finance Meetings, Boulder Summer Conference on Consumer Financial Decision Making, SFS Cavalcade, Goethe University Frankfurt, University of Mannheim, AEA Annual Meeting

2014 FRA Annual Conference, European Conference on Household Finance, 4th Helsinki Finance Summit, NBER Aging Group Meetings, 2nd Ivey Intelligent Investing Symposium (discussant), 2014 FIRS Conference (discussant), Rothschild Caesarea 11th Annual Conference, McMaster University, NBER Behavioral Economics Meetings, FMA Napa Conference, HBS Conference on Household Behavior in Risky Asset Markets, University of Alberta, AEA Annual Meeting

2013 European Conference on Household Finance (discussant), 3rd Helsinki Finance Summit, Boulder Summer Conference on Consumer Financial Decision Making, William & Mary Mason School of Business, AFA Annual Meeting

2012 University of Illinois at Urbana Champaign, ARIA Meetings, Financial Engineering and Banking Society Conference, Queen's University Conference on Behavioural Finance

2011 European Conference on Household Finance, Behavioral Finance Academy Annual Conference, NFA Conference (discussant), Boulder Summer Conference on Consumer Financial Decision Making, SOBDR Conference, Queen's University Conference on Behavioural Finance (discussant)

2010 NFA Conference, NETSPAR Conference, University of Mannheim, University of Amsterdam, HEC Montreal, University of Western Ontario, University of Notre Dame, University of Washington

SERVICE TO DEPARTMENT AND SCHOOL

- Chair, 2nd Annual Holden Conference in Finance and Real Estate (2023)
- Finance PhD Coordinator (2021-2023)
- MBA Program Departmental Committee (2016-2021)
- Kelley School of Business (KSB) Academic Fairness Committee (2019-2021)
- Departmental Brown Bag Coordinator (2019-2020)

SERVICE TO PROFESSION

- *Referee*: American Economic Review, Review of Economic Studies, Journal of Finance, Review of Financial Studies, Journal of Financial Economics, Journal of Financial and Quantitative Analysis, Review of Finance, Management Science, Journal of Public Economics, Journal of Economic Behavior and Organization, Journal of Banking and Finance, Journal of Pension Economics and Finance, Journal of Empirical Finance
- *Conference Chair*: 2nd Annual Holden Conference in Finance and Real Estate (2023)
- *Program committees*: EFA Annual Meeting (2019–present); Colorado Finance Summit (2022); Conference on Financial Economics and Accounting (CFEA) (2020); Rothschild Caesarea Center Conference, 2015-2016; MFA Annual Meeting, 2022, 2019, 2018 and 2015

SERVICE TO SOCIETY

- *Academic advisor (pro bono work)*: UK National Employee Saving Trust (NEST), 2010–2012; ING Institute for Retirement Research (IIRR), 2008–2010

TEACHING EXPERIENCE

- Kelly Business School, Indiana University, 2016–present
  - Behavioral Finance (graduate)
  - Behavioral Finance (undergraduate)
- McCombs Business School, University of Texas Austin, 20152016
  - Corporate Valuation (graduate)
  - Intro Finance (undergraduate)
- Ivey Business School, University of Western Ontario, 2010–2015
  - Behavioral Finance (undergraduate)
  - HBA Core Finance Course (undergraduate)
- Bocconi University and SDA Bocconi School of Management, 2001–2006
  - Corporate Finance (undergraduate level)
  - Corporate Finance, Working Capital Management, Corporate Valuation (executive education)

SKILLS AND INTERESTS

- Languages: Italian (native), English (fluent), French (intermediate)
- Sports: soccer, triathlon (Sapri, Italy, 2014), surf, running (NYC Marathon 2002–2003, Rome Marathon, 2004)
- Hobby: radio broadcasting