

Odilon Câmara

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Academic Positions

Marshall School of Business, University of Southern California
Associate Professor of Finance and Business Economics (with tenure), 2017—
Assistant Professor of Finance and Business Economics, 2009—2017

Visiting Positions

Caltech - Visiting Associate in Economics, Fall 2018, Fall 2025

Education

Ph.D. Economics, University of Illinois at Urbana-Champaign, May 2009
Dissertation: *Essays on Industrial Organization and Political Economy*
Advisor: Dan Bernhardt
M.A. Business Economics, Universidade Católica de Brasília, December 2002
B.A. Economics, Universidade de Brasília, December 2000

Publications and Accepted Papers

- [1] “Organizing Data Analytics” (2024), with Ricardo Alonso, *Management Science* 70(5): 3123-3143.
- [2] “Reputation, Competition, and Lies in Labor Market Recommendations” (2023), with Nan Jia and Joe Raffiee, *Management Science* 69(11): 7022-7043.
- [3] “How Different is the Brazilian Political System? A Comparative Study” (2022), with Luciano de Castro and Sebastião Oliveira, *E-Legis* 37: 7-37.
- [4] “Intertemporal trade-off between population growth rate and carrying capacity during public good production” (2022), with Manasi S. Gangan, Marcos M. Vasconcelos, Urbashi Mitra, and James Boedicker, *iScience* 25(4): 104117.
- [5] “On the Value of Persuasion by Experts” (2018), with Ricardo Alonso, *Journal of Economic Theory* 174: 103-123.
- [6] “Slicing and Bundling” (2017), with Jon Eguia, *The Journal of Politics* 79(4): 1460-1464.
- [7] “Political Disagreement and Information in Elections” (2016), with Ricardo Alonso, *Games and Economic Behavior* 100: 390-412.
- [8] “Persuading Voters” (2016), with Ricardo Alonso, *American Economic Review* 106(11): 3590-3605.
- [9] “Bayesian Persuasion with Heterogeneous Priors” (2016), with Ricardo Alonso, *Journal of Economic Theory* 165: 672-706.
- [10] “Learning about Challengers” (2015), with Dan Bernhardt, *Games and Economic Behavior* 90: 181-206.
- [11] “Competence and Ideology” (2011), with Dan Bernhardt and Francesco Squintani, *Review of Economic Studies* 78(2): 487-522.
- [12] “On the Benefits of Party Competition” (2009), with Dan Bernhardt, Larissa Campuzano and Francesco Squintani, *Games and Economic Behavior* 66(2): 685-707.

Book

- [13] “Microeconomics for Business” (2025), with Anthony Marino (undergraduate textbook). The 2025 edition is available on Amazon:
<https://www.amazon.com/Microeconomics-Business-Odilon-Câmara/dp/B0FD95PGK1>

Conference Publications

- [14] “Optimizing Engagement in Recommender Systems with Private Preferences and Mismatched Payoffs,” (2025) with Marcos M. Vasconcelos, *2025 IEEE 64th Conference on Decision and Control (CDC)*.
- [15] “Strategic information disclosure with communication constraints and private preferences,” (2025) with Marcos M. Vasconcelos, *2025 American Control Conference (ACC)*.
- [16] “A continuous-time decision-making model for bacterial growth via quorum sensing: theory and evidence” (2019), with Marcos M. Vasconcelos, Manasi S. Gangan, Urbashi Mitra, and James Boedicker, *NANOCOM '19: Proceedings of the Sixth Annual ACM International Conference on Nanoscale Computing and Communication*.
- [17] “A sequential decision making model of bacterial growth via quorum sensing” (2018), with Marcos M. Vasconcelos, Urbashi Mitra, and James Boedicker, *2018 Asilomar Conference on Signals, Systems and Computers*.
- [18] “Bacterial Quorum Sensing as a Networked Decision System” (2018), with Marcos M. Vasconcelos, Urbashi Mitra, Kalinga Pavan Silva and James Boedicker, *2018 IEEE International Conference on Communications (ICC)*.

Selected Working Papers

- [19] “When Recommender Systems Enrage to Engage”, with Marcos M. Vasconcelos
- [20] “Advantage for Sale: Endogenous Asymmetry in Sequential Auctions”, with Maurício Bugarin and Wilfredo L. Maldonado
- [21] “Shareholder Democracy and the Market for Voting Advice”, with John Matsusaka and Chong Shu
- [22] “Extracting surplus by walking away from acquiring information”, with Tingjun Liu and Dan Bernhardt

Selected Work-in-Progress

- [23] “Competing for Attention: Quality Provision in Digital Markets”, with Ricardo Alonso
- [24] “Tampering with Information”, with Ricardo Alonso

Conference and Seminar Presentations

- 2026 Edinburgh Corporate Finance Conference (University of Edinburgh Business School)
- 2025 Harvard (Alberto Alesina Pol Econ Seminar), LSE, Caltech, LA Theory Conference (UCLA)
- 2024 SITE 2024 Political Economic Theory (Stanford), SoCal Political Economy and Institutions Workshop (Caltech), Political-Economy Seminar Series — HKBU (CEIBS), NTU, and NUS.
- 2023 Latin American Workshop in Law and Economics; Universidade de Brasília; USTC-UIUC Center (University of Science and Technology of China and UIUC Gies College of Business);
- 2022 USTC-UIUC Center (University of Science and Technology of China and UIUC Gies College of Business); INFORMS Annual Conference — Indianapolis;
- 2021 Stanford (Political Economy); AUSTRALASIAN Micro Economic Theory Seminars; Interdisciplinary Symposium on the Brazilian Political System (organized by IMPA); Society for the Advancement of Economic Theory Conference (Virtual — Seoul, Korea); Universidade de Brasília;
- 2019 UC Riverside; 11th Triennial Invitational Choice Symposium (Maryland)
- 2018 INFORMS Annual Conference — Phoenix; Caltech; Stanford GSB;
- 2017 LA Theory Day Conference, Los Angeles; Conference on The Economics of Strategic Communication and Persuasion, Montreal; Indiana University — Kelley School of Business; University of Illinois at Urbana-Champaign
- 2016 10th Triennial Invitational Choice Symposium; Michigan State University
- 2015 University of Illinois at Urbana-Champaign; Columbia University; Princeton University; University of Chicago — Harris School of Public Policy; Queen's University; Society for the Advancement of Economic Theory Conference — Cambridge; Fundação Getúlio Vargas, São Paulo — FGV EESP; Midwest Political Science Association Conference — Chicago; Warwick-Princeton Conference on Political Economy — Venice; AEA Meeting — Boston
- 2014 University of Iowa; Caltech; University of Warwick; University of Bristol; Southwest Economic Theory Conference — UC Irvine; Midwest Political Science Association Conference — Chicago; Princeton University Conference on Political Economy
- 2012 Midwest Political Science Association Conference — Chicago; NYU
- 2011 Wallis Institute Annual Conference on Political Economy — Rochester; Claremont McKenna College; Society for the Advancement of Economic Theory Conference — Portugal; Midwest Economic Association Annual Meeting — St. Louis; Midwest Political Science Association Conference — Chicago
- 2010 University of Iowa
- 2009 Louisiana State University; International Industrial Organization Conference — Boston; Kellogg School of Management; University of Toronto; University of British Columbia; Ohio State University; Harvard Business School; Marshall School of Business; Purdue University
- 2008 Wallis Institute Annual Conference on Political Economy — Rochester; North American Summer Meeting of the Econometric Society — Pittsburgh; University of Illinois at Urbana-Champaign; Midwest Economic Association Annual Meeting — Chicago

Fellowships, Honors and Awards

University of Southern California

Evan C. Thompson Teaching & Learning Innovation Award, 2022

Undergraduate Golden Apple Teaching Award, 2016

University of Illinois at Urbana-Champaign

EGSO Teaching Award, 2009

Paul W. Boltz Fellowship, 2008/09

Brems Graduate Research Award, 2008

Robert E. Demarest Memorial Teaching Award, 2006/07 and 2007/08

Listed in the “List of Teachers Ranked as Excellent by their Students”, 2004–2008

Department of Economics Summer Research Fellowship, 2006 and 2007

Graduate College Fellowship, 2006/07 and 2007/08

Jorge Paulo Lemann Scholar, 2003/04

Member of Dissertation Committee of the following Ph.D. Students (graduation)

Poet Larsen, USC Marketing Department (2025)

Ilya Lukibanov, USC Marketing Department (2022)

Andreas Aristidou, USC Economics Department (2020)

Lei (Amy) Pei, USC Marketing Department (2020)

Stephanie Kang, USC Political Science and International Relations (2020)

Ruixin Qiang, USC Computer Science Department (2019)

Jorge Tamayo, USC Economics Department (2018)

Kenneth Chuk, USC Economics Department (2018)

Georgios Magkotsios, USC Finance and Business Economics Department (2018)

Haifeng Xu, USC Computer Science Department (2018)

Professional Service

Editorial advisor

Canadian Journal of Economics, 2016—2019

Refereeing

American Economic Review, AER - Insights, AEJ Microeconomics, American Journal of Political Science, American Law and Economics Review, American Political Science Review, Canadian Journal of Economics, Econometrica, Economic Inquiry, Economic Journal, Economic Letters, Economic Theory, Economics Bulletin, Economics & Politics, European Economic Review, Games and Economic Behavior, IEEE Signal Processing Letters, International Economic Review, International Game Theory Review, Journal of Economic Behavior & Organization, Journal of Economic Theory, Journal of Law, Economics, and Organization, Journal of Political Economy, Journal of Politics, Journal of Public Economics, Journal of Public Economic Theory, Journal of the European Economic Association, Journal of Theoretical Politics, Management Science, Manufacturing and Service Operations Management, Marketing Science, Operations Research, Public Choice, Quarterly Journal of Political Science, Quarterly Review of Economics and Finance, RAND Journal of Economics, Review of Economics and Statistics Review of Economic Studies, Social Choice and Welfare, Theoretical Economics

Previous Work Experience

At Banco do Brasil

2002—2003 Investor Relations Division: Analyst, Senior Analyst, Interim Division Manager
2000—2002 Federal District's Superintendency: Junior Analyst, Manager
1999—2000 Brasília's Branch: Intern, Clerk, Interim Account Manager

Teaching Experience

USC Marshall School of Business

Selected Issues in Economic Theory II (Game Theory class for USC Marshall Ph.D. students)
Economic Analysis for Business Decisions
Microeconomics for Business

University of Illinois at Urbana-Champaign

Head Teaching Assistant: Macroeconomic Principles
Teaching Assistant: Macroeconomic Theory (Ph.D. course)

Universidade de Brasília

Teaching Assistant: Brazilian Economy, Introduction to Economics, Brazilian Economic Formation