

Curriculum Vitae

Esther Gal-Or

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ACADEMIC DEGREES

1975 - B.Sc. in Economics, Technion, Israel (summa cum laude).
1977 - M.Sc. in Economics, Technion, Israel.
1980 - Ph.D. in Managerial Economics and Decision Theory, Kellogg Graduate School of Management, Northwestern University.

ACADEMIC APPOINTMENTS

1980 - 1983: Assistant Professor, Graduate School of Business, University of Pittsburgh.
1983 - 1985: Lecturer, Faculty of Industrial Engineering and Management, Technion.
1985 - 1990: Associate Professor, Katz School of Business, University of Pittsburgh.
1990 - 1996: Professor, Katz School of Business and Dept. of Economics, University of Pittsburgh.
Winter 1999 Visiting Professor, Kellogg School of Management, Northwestern University
1996- Glenn E. Stinson Chair in Competitiveness, Katz School of Business, University of Pittsburgh.
2002-2007 Associate Dean of Research, Katz School of Business, University of Pittsburgh.

AWARDS

Northwestern University Doctoral Student Fellowship: 1977 - 1980.
University of Pittsburgh 1989 President's Distinguished Research Award.
Fellow, the International Journal of Industrial Organization.
Katz School Excellence in Teaching Award 2001-2, 2010-11.
Katz School Excellence in Research Award 2006-7, 2013-14, 2014-15, 2016-17.
Listed in Who's Who in America, Who's Who in the East, Who's Who in Finance and Industry, Who's Who in American Education, Who's Who of Emerging Leaders in America, Dictionary of International Biography, and in Who's Who of Women in the World.

GRANTS

"Oligopolistic Information Transmission and Non-Price Competition," National Science Foundation, 1985-1987.
"Optimal Contracts in Oligopolistic Agency Models with Incomplete Information," National Science Foundation, 1990-1992.
"The Industrial Organization of Health Care Markets," Agency for Health Care Policy and Research, 1994-1995.
"Quality Competition and Cost Containment in Health Care Markets," National Science Foundation, 1994-1996.
"Improved Bargaining Position in Negotiations as a Motive for Mergers and Exclusionary Practices," National Science Foundation, 1999-2001.

EDITORIAL SERVICE

Co-editor: Journal of Economics and Management Strategy

Past Editorial Positions – Editor: *European Economic Review*. Senior Editor: *Production and Operations Management* Associate Editor: *International Journal of Industrial Organization*, *Journal of Industrial Economics*, *Review of Accounting Studies*. Editorial Board: *Marketing Science*. National Science Foundation Economics Panel, 1999-2001

Ad-hoc Referee: *American Economic Review*, *Canadian Journal of Economics*, *Econometrica*, *Economica*, *Economic Inquiry*, *Economic Journal*, *European Economic Review*, *International Economic Review*, *International Journal of Industrial Organization*, *Journal of Comparative Economics*, *Journal of Economic Behavior and Organization*, *Journal of Economic Theory*, *Journal of Economics*, *Journal of Economics and Management Strategy*, *Journal of Industrial Economics*, *Management Science*, *Marketing Science*, *Games and Economic Behavior*, *Mathematical Reviews*, *Quarterly Journal of Economics*, *Review of Economic Studies*, *The Rand Journal of Economics*, and NSF Proposals.

LIST OF SCIENTIFIC AND PROFESSIONAL PUBLICATIONS

Original papers in professional journals with referees:

1. "The Behavior of a Labor Managed Firm in a Market Economy," with M. Landsberger and A. Subotnik, *Journal of Comparative Economics*, pp. 158-172, 1980.
2. "Hotelling's Spatial Competition as a Model of Sales," *Economic Letters*, pp.1-6, 1982.
3. "Sales and Risk Averse Consumers," *Economica*, pp. 477-483, 1983.
4. "Quality and Quantity Competition," *Bell Journal of Economics*, pp. 590-600, 1983.
5. "Price Dispersion with Uncertain Demand," *International Economic Review*, pp. 441- 457, 1984.
6. "Information Sharing in Oligopoly," *Econometrica*, pp. 329-343, 1985.
7. "Differentiated Industries without Entry Barriers," *Journal of Economic Theory*, pp. 310-339, 1985.
8. "First Mover and Second Mover Advantages," *International Economic Review*, pp. 649-653, 1985.
9. "Information Transmission - Cournot vs. Bertrand," *Review of Economic Studies*, pp. 85-92, 1986. Reprinted in *Cournot Oligopoly*, pp. 342-352, edited by Andrew F. Daughety, Cambridge University Press, 1988.
10. "First Mover Disadvantages with Private Information," *Review of Economic Studies*, pp. 279-292, 1987.

11. "Strategic vs. Nonstrategic Differentiation," *Canadian Journal of Economics*, pp. 340-356, 1987.
12. "Oligopolistic Nonlinear Tariffs," *International Journal of Industrial Organization*, pp. 199-221, 1988. Reprinted in *The Economics of Price Discrimination*, edited by George Norman, Edward Elgar Publishing, 1999.
13. "The Informational Disadvantages of Horizontal Mergers," *International Economic Review*, pp. 639-661, 1988.
14. "The Advantages of Imprecise Information," *Rand Journal of Economics*, pp. 267-275, 1988.
15. "Exit with Incomplete Information about Cost," *Information Economics and Policy*, pp. 241-263, 1988.
16. "Warranties as a Signal of Quality," *Canadian Journal of Economics*, pp. 50-61, 1989.
17. "Excessive Retailing at the Bertrand Equilibria," *Canadian Journal of Economics*, pp. 294-309, 1990.
18. "Does Increased Efficiency Require Tighter Control?", in *Optimal Decisions in Markets and Planned Economies*, pp. 107-116, edited by Richard E. Quandt and Dusan Triska, Westview Press, Boulder, Colorado, 1990.
19. Book review, *Bayesian Analysis and Uncertainty in Economic Theory*, by Cyert and Degroot, *Journal of Economic Literature*, pp. 1190-1191, 1990.
20. "A Common Agency with Incomplete Information," *Rand Journal of Economics*, pp. 274-286, 1991.
21. "Vertical Restraints with Incomplete Information," *Journal of Industrial Economics*, pp. 503-516, 1991.
22. "Optimal Franchising in Oligopolistic Markets with Uncertain Demand," *International Journal of Industrial Organization*, pp. 343-364, 1991.
23. "Duopolistic Vertical Restraints," *European Economic Review*, pp. 1237-1253, 1991.
24. "Vertical Integration in Oligopoly," *Journal of Law, Economics, and Organization*, pp. 377-393, 1992.

25. "Regulatory Regimes in the Electric Power Industry: Implications for Capacity," with Michael H. Spiro, *Journal of Regulatory Economics*, pp. 263-278, 1992.
26. "Job Security and Product Market Competition," *Journal of Economics and Management Strategy*, pp. 313-337, 1992.
27. "Internal Organization and Managerial Compensation in Oligopoly," *International Journal of Industrial Organization*, pp. 157-183, 1993.
28. "Strategic Cost Allocation," *Journal of Industrial Economics*, pp. 387-402, 1993.
29. "Excessive Investment in Hospital Capacities," *Journal of Economics and Management Strategy*, pp. 53-70, 1994.
30. "Departmentalization and Stochastic Dissimilarity," *European Economic Review*, pp. 293-317, 1995.
31. "Correlated Contracts in Oligopoly," *International Economic Review*, pp. 75-100, 1995.
32. "Maintaining Quality Standards in Franchise Chains," *Management Science*, pp. 1774-1792, 1995.
33. "Women's Contribution to Industrial Organization," *CSWEP Newsletter*, Spring 1996.
34. "Multiprincipal Agency Relationships as Implied by Product Market Competition," *Journal of Economics and Management Strategy*, pp. 235-256, 1997.
35. "Exclusionary Equilibria in Health Care Markets," *Journal of Economics and Management Strategy*, pp. 5-43, 1997.
36. "Does Empowerment Lead to Higher Quality and Profitability?" with Raphael Amit, *Journal of Economic Behavior and Organization*, pp. 411-431, 1998.
37. "Vertical Integration or Separation of the Sales Function as Implied by Competitive Forces," *International Journal of Industrial Organization*, pp. 641-662, 1999.
38. "Mergers and Exclusionary Practices in Health Care Markets," *Journal of Economics and Management Strategy*, pp. 315-350, 1999.

39. "Optimal Reimbursement and Malpractice Sharing Rules in Health Care Markets," *Journal of Regulatory Economics*, pp. 237-265, 1999.
40. "The Profitability of Vertical Mergers Between Hospitals and Physician Practices," *Journal of Health Economics*, pp. 623-654, 1999.
41. "Quality Competition Versus Uninsurance in Health Care Markets," *Advances in Applied Microeconomics*, pp. 1-43, edited by Michael Baye, JAI Press Inc., 1999.
42. "Flexible Manufacturing Systems and the Internal Structure of the Firm," *International Journal of Industrial Organization*, pp. 1061-1096, 2002.
43. "Negotiations and Exclusivity Contracts for Advertizing," with Anthony Dukes, *Marketing Science*, pp. 222-245, 2003.
44. "Minimum Differentiation in Commercial Media Markets," with Anthony Dukes, *Journal of Economics and Management Strategy*, pp. 291-325, 2003.
45. "Evaluating the Profitability of Product Bundling in the Context of Negotiations," *Journal of Business*, pp. 639-373, 2004.
46. "The Economic Incentives for Sharing Security Information," with Anindya Ghose, *Information System Research*, pp.186-208, 2005.
47. "Customized Advertising via a Common Media Distributor," with Mordechai Gal-Or, *Marketing Science*, pp.241-253, 2005.
48. "On the Profitability of Media Mergers," with Anthony Dukes, *Journal of Business*, pp.489-525, 2006.
49. "Channel Bargaining with Retailer Asymmetry," with Anthony Dukes and Kannan Srinivasan, *Journal of Marketing Research*, pp.84-97, 2006.
50. "Targeted Advertising Strategies on Television, " with Mordechai Gal-Or, Jerrold May, and William Spangler, *Management Science*, pp.713-725, 2006.
51. "Optimal Information Revelation in Procurement Schemes," with Mordechai Gal-Or and Anthony Dukes, *Rand Journal of Economics*, pp. 400-418, 2007.

52. "Information Sharing in a Channel with Partially Informed Retailers," with Tansev Geylani and Anthony Dukes, *Marketing Science*, pp. 642-658, 2008.
53. "Quantity Discounts in Differentiated Consumer Product Markets," with Rama Subramaniam, *Marketing Science*, pp. 180-192, 2009.
54. "The Name-Your-Own-Price Channel in the Travel Industry: An Analytical Exploration?" with Tuo Wang and Rabikar Chatterjee, *Management Science*, pp. 968-979, 2009.
55. "Bundling Strategies when Products are Vertically Differentiated and Capacities are Limited," with Mihai Banciu and Prakash Mirchandani, *Management Science*, pp. 2207-2223, 2010.
56. "Compatibility and Proprietary Standards: The Impact of Conversion Technologies in IT-Markets with Networks Effects," with Charles Zhechou Liu, Chris Kemerer, and Michael Smith, *Information Systems Research*, pp. 188-207, 2011.
57. "Who Benefits from Bilateral Information Exchange in a Retail Channel?" with Anthony Dukes and Tansev Geylani, *Economics Letters*, 210-212, 2011.
58. "Pricing Practices of Resellers in the Airline Industry: Posted Price vs. Name-Your-Own-Price Models," *Journal of Economics and Management Strategy*, pp. 43-83, 2011.
59. "When Should Firms Expand Their Business? The Signaling Implications of Business Expansion," with Ana Espinola-Arredondo and Felix Munoz-Garcia, *International Journal of Industrial Organization*, pp. 729-745, 2011.
60. "The Impact of Advertising on Media Bias," with Tansev Geylani and Tuba Pinar Yildirim, *Journal of Marketing Research*, pp. 92-99, 2012.
61. "User Generated Content in News Media," with Tansev Geylani and Tuba Pinar Yildirim, *Management Science*, pp. 2655-2666, December 2013.
62. "Game and Information Theory in Modern Managerial Economics," in *Oxford Handbook of Managerial Economics*, pp. 129-154, 2013, edited by William Shughart II and Christopher Thomas, Oxford University Press.
63. "A Decade of Editing the *European Economic Review*," with Zvi Eckstein, Thorvaldur Gylfason, Jurgen Von Hagen, and Gerard Pfann, in *Secrets of Economics Editors* pp. 33-44, 2014, edited by Michael Szenberg and Lall Ramrattan, The MIT Press.

64. “Opaque Distribution Channel for Competing Service Providers: Posted Price vs. Name-Your-Own- Price Mechanisms,” with Rachel Chen and Paolo Roma, *Operations Research*, pp. 733-750, July-August 2014.
65. “Dynamic Pricing of New Services in Subscription Markets,” with Jerrold May and Nabita Penmetsa, *Production and Operations Management*, pp. 896-916, June 2015.
66. “Provision of Optional versus Standard Product Features in Competition,” with Subramanian Balachander, Tansev Geylani, and Alex Kim. *Journal of Marketing*, pp. 80-95, May 2017.
67. “The Role of User Privacy Concerns in Shaping Competition in Online Advertising Markets,” with Ronen Gal-Or and Nabita Penmetsa, *Information Systems Research*, pp. 698-722, April 2018.
68. “Reward-Based Crowdfunding Campaigns: Informational Value and Access to Venture Capital,” with Rachel Chen and Paolo Roma, *Information Systems Research*, pp. 679-697, April 2018.
69. “Peer-to-Peer Sharing in the Lodging Market: Evaluating Implications for Social Welfare and Profitability,” *Journal of Economics and Management Strategy*, pp. 686-704, October 2018.
70. “Crowdfunding as a Vehicle for Raising Capital and for Price Discrimination,” with Mark Bender and Tansev Geylani, *Journal of Interactive Marketing*, pp. 1-19, May 2019.
71. “Can Platform Competition Support Market Segmentation? Network Externalities vs. Matching Efficiency in Equity Crowdfunding Markets,” with Ronen Gal-Or and Nabita Penmetsa, *Journal of Economics and Management Strategy*, pp. 420-435, May 2019.
72. “Market Segmentation on Dating Platforms,” *International Journal of Industrial Organization*, January 2020 (102558).
73. “How Does Competition among Lodging Sharing Platforms affect Welfare and Profits?” *Journal of Economics and Management Strategy*, pp. 45-62, Spring 2021.
74. “Attracting Artists to Music streaming Platforms,” with Mark Bender and Tansev Geylani, *European Journal of Operational Research*, January 2021 (EOR_16737).
75. “A Theory of ‘Why and How’ Audit Firms Choose to Specialize, “ with Ronen Gal-Or *European Accounting Review*, March 2021 (REAR 1890631).

Submitted for publication:

1. "The Emergence of Streaming Technology and Its Impact on Established Music Providers," with Mark Bender and Tansev Geylani, 2018.
2. "Regulating Native Advertising," with Tansev Geylani and Yue Wu, 2018.
3. "Sustainable Investment: Effects of Green Manufacturing and Social Responsibility in Competition," with Mikhail Gordon and Jennifer Shang, 2020.
4. "Buy One, Give One: Investing in Donation-Based Corporate Social Responsibility," with Mikhail Gordon and Jennifer Shang, 2021.
5. "How Does the Rule to Promote Campaigns by a Crowdfunding Platform Affect Target Setting and Sharing of Campaign's Revenues?" with Joyaditya Laik and Prakash Mirchandani, 2020.
6. "Designing Entry Strategies for Subscription Platforms," with Qiaoni Shi, 2020.
7. "Sharing Economy and Quality Competition among Traditional Lodging Providers," with Mattia Cattaneo, Tiziana D'Alfonso, Umberto Panniello, and Paolo Roma, 2021.

PARTICIPATION IN INTERNATIONAL CONFERENCES

A. Presentation of Papers

"Inter-temporal Price Discrimination and Competition," Econometric Society Summer Meeting, 1982.

"Quality and Quantity Competition," American Economic Association Winter Meeting, 1982.

"Information Sharing in Oligopoly," Econometric Society Summer Meeting, 1983.

"Oligopolistic Coordination as Facilitated by a Competitive Stock Market," Fifth World Congress of the Econometric Society, 1985.

"Incomplete Information as a Vehicle for Implicit Coordination," Econometric Society Summer Meeting, 1986.

"The Advantage of Imprecise Information," Econometric Society Winter Meeting, 1987.

"Duopolistic Vertical Restraints," Conference on Vertical Restraints held at Department of Economics, Harvard University, September 1987 (invited paper).

"Does Increased Efficiency Require Tighter Control?," MicroModels, 1989, Prague, Czechoslovakia (invited paper).

"Vertical Separation in Oligopoly," American Economic Association Winter Meeting, 1989 (invited paper).

"A Common Agency with Incomplete Information," Sixth World Congress of the Econometric Society, 1990.

"Competitive Franchise Contracts with Asymmetric Information," 1991 Summer Conference on Industrial Organization, Strategic Management, and International Competitiveness, University of British Columbia(invited paper).

"Excessive Investment in Hospital Capacities," The Industrial Organization of Health Care, 1993, Osgood Hill Conference Center, N. Andover, MA (invited paper).

"Vertical Integration or Separation of the Sales Function as Implied by Competitive Forces," 1994 Conference held at Universidad Autonoma de Barcelona (invited paper).

"Vertical Integration or Separation of the Sales Function as Implied by Competitive Forces 1995 Summer Conference University of British Columbia (invited paper).

"Optimal Reimbursement and Malpractice Reform in Health Care Markets," The Industrial Organization of Health Care, 1995, Boston University and Management Science Group Department of Veterans' Affairs. (invited paper).

"Exclusionary Equilibria in Health Care Markets," *INFORMS*, November 1996, Atlanta, GA (invited paper).

"Exclusionary Equilibria in Health Care Markets," *American Economic Association*, Winter Meeting, January 1998, Chicago, IL.

"Negotiations and Exclusivity Contracts for Advertising," Third Nordic Workshop in Industrial Organization (NORIO III), June 2001, Helsinki, Finland (keynote speaker).

"The Economic Consequences of Sharing Security Information," Second Annual Workshop on Economics and Information, May 2003, University of Maryland, MD.

"Exclusivity Contracts in Advertising," Conference in honor on Morton Kamien and 35 years of MEDS, September 2003, Northwestern University.

"Mergers in the Media Market," Conference in honor of Michael Lansberger, December 2003, University of Haifa.

"Best Practices for Online Procurement Intermediaries," Hawaii International Conference on System Sciences, January 2005.

"When Does a 'Name Your Own Price' Channel Make Sense for Service Providers?" Centre of Industrial Economics Workshop, University of Aarhus, Denmark, October 2005.

"Bundling Strategies in the TV Advertising Market," *INFORMS Annual Meeting (International)*, October 2009 and *CORS and INFORMS* June 2009.

“The Impact of Advertising on Media Bias,” Media Economics Workshop, New York, October 2010.

“Opaque Distribution Channels for Competing Service Providers: Posted Price vs. Name-Your-Own-Price Mechanisms,” POMS Conference, Reno, May 2011.

“User Generated Content in News Media,” INFORMS Marketing Science Conference, June 2011.

“User Generated Content in News Media,” 2nd Annual Conference on Internet Search and Innovation by Northwestern University Searle Center on Law, Regulation and Economic Growth, Chicago IL, June 2011.

“Opaque Distribution Channels for Competing Service Providers: Posted Price vs. Name-Your-Own-Price Mechanisms,” 4th International Annual OCSAMSE Conference, Tianjin, China, July 2011.

“Opaque Distribution Channels for Competing Service Providers: Posted Price vs. Name-Your-Own-Price Mechanisms,” invited presentation at the 2012 ISOM Workshop on “Challenges and Opportunities in Managing IT Enabled Multichannel Operations,” University of Florida, Gainesville, February 10-11, 2012.

“The Impact of Advertising on Media Bias,” International Conference on Industrial Economics at Zhejiang University, Hangzhou, China, May 2012.

“Daily Deal Websites in Markets with Asymmetric Information,” 2013 Frank M. Bass UT Dallas FORMS Conference, February 2013.

“Daily Deal Websites in Markets with Asymmetric Information,” INFORMS Marketing Science Society Conference 2013, Turkey, July 2013.

“Daily Deal Websites in Markets with Asymmetric Information,” Platform Strategy Research Symposium, Boston University, July 2013.

“Dynamic Pricing of Software Services in Subscription Markets,” INFORMS Annual Meeting 2013, October 2013.

“Understanding the Crowd Funding Business Model,” INFORMS Marketing Science Society Conference, June 2014.

“The Effects of Digital Streaming Platforms on Competition in Digital Content Markets,” Marketing Academic Research Colloquium (MARC), May 2015.

“Crowdfunding as a Vehicle for Raising Capital and for Price Discrimination,” INFORMS Marketing Science Conference, June 2015.

“The Informational Role of Crowdfunding Campaigns,” INFORMS Annual Meeting 2015, November 2015.

“The Role of User Privacy Concerns in Shaping Competition in Online Advertising Markets,” INFORMS Annual Meeting 2015, November 2015.

“Attracting Artists to Music Streaming Platforms,” ISMS Marketing Science Conferences, Shanghai June 2016.

“Reward-Based Crowdfunding Campaigns: Informational Value and Access to Venture Capital,” INFORMS Annual Meetings, June 2016 and November 2016.

“Reward-Based Crowdfunding Campaigns: Informational Value and Access to Venture Capital,” POMS Annual Conference, May 2017.

“Reward-Based Crowdfunding Campaigns: Informational Value and Access to Venture Capital,” IDC Herzelia Conference, March 2017.

“Attracting Artists to Music Streaming Platforms,” Marketing Science Conference, June 2017.

“Reward-Based Crowdfunding Campaigns: Informational Value and Access to Venture Capital,” MSOM Annual Conference, June 2017.

“Reward-Based Crowdfunding Campaigns: Informational Value and Access to Venture Capital,” POMS Annual Conference, May 2018.

“The Emergence of Streaming Technology and Its Impact on Established Music Providers,” Marketing Science Conference, June 2018.

“How Does the Rule to Promote Campaigns by a Crowdfunding Platform Affect Target Setting and Sharing of Campaign’s Revenues?” POMS Annual Conference, May 2019.

“How Does the Rule to Promote Campaigns by a Crowdfunding Platform Affect Target Setting and Sharing of Campaign’s Revenues?” INFORMS Annual Meetings, October 2019.

“How Does the Rule to Promote Campaigns by a Crowdfunding Platform Affect Target Setting and Sharing of Campaign’s Revenues?” DSI Annual Conference, November 2019.

“Sustainable Investment: Effects of Green Manufacturing and Social Responsibility in Competition,” POMS Annual Conference, May 2019.

“Sustainable Investment: Effects of Green Manufacturing and Social Responsibility in Competition,” INFORMS Annual Meetings, October 2019.

“Sustainable Investment: Effects of Green Manufacturing and Social Responsibility in Competition,” DSI Annual Conference, November 2019.

“How Does the Rule to Promote Campaigns by a Crowdfunding Platform Affect Target Setting and Sharing of Campaign’s Revenues?” INFORMS Annual Meeting, November 2020; DSI Annual Conference, November 2020; Production and Operations Management (POMS) Conference May 2021.

“Buy One, Give One: Investing in Donation-Based Corporate Social Responsibility,” DSI Annual Conference, November 2020; Production and Operations Management (POMS) Conference May 2021.

SEMINAR PRESENTATIONS

Kellogg Graduate School of Management, Northwestern University, April 1986.
 Department of Economics, University of Pennsylvania, September 1986.
 Department of Economics, Ohio State University, October 1986.
 Department of Economics, University of Houston, December 1986.
 Department of Economics, University of California at Davis, October 1987.
 Department of Economics, University of Iowa, November 1987.
 Department of Economics, Rutgers University, December 1987.
 Department of Economics, Rochester University, December 1987.
 Department of Economics, University of California at Irvine, January 1988.
 Graduate School of Management, Rutgers University, January 1988.
 Department of Economics, SUNY at Buffalo, February 1988.
 Department of Economics, University of Arizona, February 1988.
 Department of Economics, North Carolina State University, March 1988.
 Department of Economics, Arizona State University, October 1988.
 Department of Economics, University of Toronto, November 1990.
 Kellogg Graduate School of Management, Northwestern University, January 1992.
 Department of Economics, Washington University at St. Louis, April 1992.
 Department of Economics, Emory University, February 1993.
 Department of Economics, University of Virginia, March 1993.
 Instituto De Analisis Economico, CSIC, Universidad Autonoma de Barcelona, November 1994.
 School of Hygiene and Public Health, Johns Hopkins University, March 1995.
 School of Business, Pennsylvania State University, March 1995.
 Olin School of Business, Washington University at St. Louis, December 1995.
 School of Business, University of Rochester, September 1997.
 Department of Economics, University of Colorado, April 1998.
 Kelley School of Business, Indiana University, Bloomington, March 1999.
 Department of Economics, Bristol University, Bristol, UK, June 2000.
 School of Business, Hong Kong University of Science and Technology, Hong Kong, March 2002.
 School of Business, Columbia University, April 2006.
 School of Business, Southwest Jiaotong University, Chengdu, China, May 2006.
 School of Business, Yale School of Management, March 2009.
 Department of Economics, University of Oklahoma, April 2011.
 Shanghai University of Finance and Economics (SHUFE), May 2012.
 Department of Economics, Auburn University, November 2015.
 Department of Economics, SUNY Stony Brook, December 2016.
 Department of Economics, IDC Herzelia, March 2017.

DOCTORAL STUDENTS

Dan Gerlowski, Department of Economics, 1986-1987.
 Neal Becker, Department of Economics, 1987-1988.
 Arijit Mukerji, The Joseph M. Katz Graduate School of Business, 1987-1991.
 Chris Rasmussen, Department of Economics, 1988-1994.
 Swaminathan Sridharan, The Joseph M. Katz Graduate School of Business, 1989-1990.
 Robert Sinclair, Department of Economics, 1990-1993.

Theodore To, Department of Economics, 1990-1992.
 Xiaolin Xing, Department of Economics, 1991-1992.
 Suzan Garvin, Department of Economics, 1992-1993.
 Curtis Eberwein, Department of Economics, 1992-1994.
 Ling Li, Department of Economics, 1992-1994.
 Po-Hung J. Fan, The Joseph M. Katz Graduate School of Business, 1993-1996.
 Rick Harbaugh, Department of Economics, 1995-1997.
 Roy Sembel, The Joseph M. Katz Graduate School of Business, 1995-1997.
 Lynn Doran, The Joseph M. Katz Graduate School of Business, 1995-1997.
 Janos Illesy, The Joseph M. Katz Graduate School of Business, 1995-1998.
 Nandini Gupta, Department of Economics, 1998-2000.
 Anthony Dukes, Department of Economics, 1999-2001.
 Seung Jae Shin, School of Information Science, 2001-2003.
 Baozhi Qu, Department of Economics, 2002-2004.
 Tuo Wang, The Joseph M. Katz Graduate School of Business, 2002-2004.
 Ramanathan Subramaniam, The Joseph M. Katz Graduate School of Business, 2003-2005.
 Yadviga Semikolenova, Department of Economics, 2003-2006.
 Hadi Yektas, Department of Economics, 2005-2006.
 Sinkyoo Han, Department of Economics, 2005-2006.
 Yong Sui, Department of Economics, 2006-2008
 Cem Karaman, Department of Economics, 2006-2008
 Yong Ju, Department of Economics, 2006-2008
 Zhechao Liu, The Joseph M. Katz Graduate School of Business, 2006-2008
 Ana Espinola-Arendondo, Department of Economics, 2007-2008
 Felix Munoz-Garcia, Department of Economics, 2007-2008
 Mihai Banciu, The Joseph M. Katz Graduate School of Business, 2006-2009
 Helen Knudsen, Department of Economics, 2008-2009
 Yeolyong Sung, Department of Economics, 2009-2010
 Tuba Pinar Yildirim, The Joseph M. Katz Graduate School of Business, 2009-2012
 Mark Bender, The Joseph M. Katz Graduate School of Business, 2011-2015
 Nabita Penmetsa, The Joseph M. Katz Graduate School of Business, 2012-2015.
 Duanping Hong, The Joseph M. Katz Graduate School of Business, 2015-2017.
 Qiaoni Shi, The Joseph M. Katz Graduate School of Business, 2017-
 Mikhail Gordon, The Joseph M. Katz Graduate School of Business, 2018-
 Joyaditya Laik, The Joseph M. Katz Graduate School of Business, 2019-