

VITA

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PERSONAL INFORMATION

Born: April 29, 1976 at Cincinnati, OH

Citizenship: USA

Married to Ann Prince

Children: Katherine Prince, Elizabeth Prince, Henry Prince

EDUCATION

Ph.D.: Economics, Department of Economics, Northwestern University, 2004.

Dissertation Title: The Diffusion of Durable Information Technology Products.

M.A.: Economics, Department of Economics, Northwestern University, 2000.

B.A.: Economics, Miami University, 1998, *Summa Cum Laude*.

B.S.: Mathematics/Statistics, Miami University, 1998, *Summa Cum Laude*.

FIELDS OF SPECIALIZATION

Primary: Industrial Organization

Secondary: Applied Econometrics, Strategy, Regulation

ACADEMIC POSITIONS HELD

Professor of Business Economics and Public Policy (with tenure), Kelley School of Business, Indiana University, 2017-present.

Harold A. Poling Chair in Strategic Management, Kelley School of Business, Indiana University, 2015-present.

Chairperson, Department of Business Economics and Public Policy, Kelley School of Business, Indiana University, 2016-2019 & 2020-present.

Faculty Affiliate, Indiana University Data Science Program, 2018-present.

Advisory Committee Member, Indiana University Center for Survey Research, 2018-present.

University Fellow at the Technology Policy Institute, 2021-present.

Co-Director, Kelley Institute for Business Analytics, 2016-2022.

Chief Economist, Federal Communications Commission, 2019-2020.

Associate Professor (with tenure) of Business Economics and Public Policy, Kelley School of Business, Indiana University, 2010-2017.

Visiting Scholar, Strategy Department, Kellogg Graduate School of Management, Northwestern University, Summer and Fall, 2015.

Visiting Scholar, Center of Business and Public Policy, McDonough School of Business, Georgetown University, Fall, 2015.

Cathie and Jerry Anderson Faculty Fellow, Kelley School of Business, Indiana University, 2013-2015.

Assistant Professor, Applied Economics and Management, Cornell University, 2004-2010 (promoted to Associate with tenure, July, 2010).

NONACADEMIC EXPERIENCE

National Security Agency, Cryptologic Mathematician in Director's Summer Program, Fort George G. Meade, Maryland, Summer 1998.

UNEXT, Consultant and Co-author for Online Masters Business Course in Vertical Integration, Chicago, Illinois, Summer 2001.

Nationwide Insurance, Actuarial Intern, Columbus, Ohio, Summer 1997.

EDITORIAL POSITIONS

Co-editor, *Journal of Economics and Management Strategy*, 2015-present.

Editorial Board member, *Information Economics and Policy*, 2008-present.

Co-editor, *Journal of Economics and Management Strategy Special Edition on Digital Transformation and the Business Revolution*, 2024.

BOOKS

Conglomerates and Ecosystems in the Digital Era, co-editor with Justin (Gus) Hurwitz and Geoffrey A. Manne, Cambridge University Press, 2025 (expected).

Managerial Economics and Business Strategy, 2025 Release, with Michael R. Baye, McGraw-Hill Education, 2025 (expected).

The Metaverse: What Everyone Needs to Know, with Scott J. Shackelford, Michael Mattioli, and Joao Marinotti, Oxford University Press, 2024 (expected).

Managerial Economics and Business Strategy, 10th Edition, with Michael R. Baye, McGraw-Hill Education, 2022.

Predictive Analytics for Business Strategy: Reasoning from Data to Actionable Knowledge, McGraw-Hill Education, 2019.

Managerial Economics and Business Strategy, 9th Edition, with Michael R. Baye, McGraw-Hill Education, 2017.

Managerial Economics and Business Strategy, 8th Edition, with Michael R. Baye, McGraw-Hill Education, 2014.

WORKING PAPERS

“Price Partitioning in the Property Rental Industry: Firm Price Strategy and Consumer Perception of Fees vs. Rates” with Daniel Simon, 2023, revision requested at the *Journal of Industrial Economics*. ([Working version at SSRN](#))

“Do People Around the World Care Where Their Data Are Stored?” with Scott Wallsten, 2023, under review. ([Working version at SSRN](#))

“Competitive Effects of Joint Ventures in the U.S. International Airline Market”, with Hong Lee, Jaehak Lee, and Daniel Simon, 2024.

“The Time Elasticity of Online Variety”, with Shane Greenstein, 2024.

REFEREED PUBLICATIONS

“The Business Revolution: Economy-Wide Impacts of Artificial Intelligence and Digital Platforms”, with Hanna Halaburda, D. Daniel Sokol, and Feng Zhu, forthcoming in the *Journal of Economics and Management Strategy*, Special Issue on Digital Transformation and the Business Revolution, 33, 2, pp. 269-275, 2024. ([Working version at SSRN](#))

“Optimal Promises: Application of a General Framework to Airline Schedule Times”, with Daniel Simon, *Journal of Air Transport Management*, 118, 102618, 2024. ([Working version at SSRN](#))

“The Effect of Domestic Travel on the Spread of Covid-19 in the U.S.”, with Daniel Simon, *Applied Economics Letters*, 31, 11, pp. 992-995, 2024. ([Working version on SSRN](#))

“The Effect of International Travel on the Spread of Covid-19 in the U.S.”, with Daniel Simon, *Southern Economic Journal*, 90, 2, pp. 224-241, 2023. ([Working version at SSRN](#))

- “How Much is Privacy Worth Around the World and Across Platforms?”, with Scott Wallsten, *Journal of Economics and Management Strategy*, 31, pp. 841-861, 2022. ([Working version at SSRN](#))
- “Mobile Internet Usage and Usage Based Pricing”, with Shane Greenstein, *Journal of Economics and Management Strategy*, 30, 4, pp. 760-783, 2021. ([Working version at SSRN](#))
- “Economics at the FCC: 2019-2020”, with Allison Baker, Patrick Brogan, Octavian Carare, Nicholas Copeland, Patrick DeGraba, Steven Kauffman, Paul LaFontaine, Catherine Mataves, Sean Sullivan, Patrick Sun, and Emily Talaga, *Review of Industrial Organization*, 57, pp. 827-858, 2020.
- “The Persistence of Broadband User Behavior: Implications for Universal Service and Competition Policy”, with Andre Boik and Shane Greenstein, *Telecommunications Policy*, 43, 8, 2019. ([Available at SSRN](#)). ([NBER working paper No. w22427](#)). Extended working version titled: Empirical Economics of Online Attention.
- “A Paradigm for Assessing the Scope and Performance of Predictive Analytics”, *Information Economics and Policy*, 47, pp. 7-13, 2019. ([Available at SSRN](#)).
- “Distinguishing Bandwidth and Latency in Households’ Willingness-to-Pay for Broadband Internet Speed,” with Yu-Hsin Liu and Scott Wallsten (lead article), *Information Economics and Policy*, 45, pp. 1-15, 2018. ([Available at SSRN](#)).
- “Does Competition Lead to Agglomeration or Dispersion in EMR Vendor Decisions?”, with Seth Freedman and Haizhen Lin, *Review of Industrial Organization*, 53, 1, 57-79, 2018. ([Working version at SSRN](#)).
- “Information Technology and Patient Health: Analyzing Outcomes, Populations, and Mechanisms”, with Seth Freedman and Haizhen Lin, *American Journal of Health Economics*, 4, 1, 51-79, 2018. ([Working version at SSRN](#)). ([NBER working paper No. w21839](#))
- “Measuring Consumer Preferences for Video Content Provision via Cord-Cutting Behavior”, with Shane Greenstein, (lead article) *Journal of Economics and Management Strategy*, 26, 2, 293-317, 2017. ([Working version at SSRN](#)).
- “The Impact of Mergers on Quality Provision: Evidence from the Airline Industry”, with Daniel Simon, *Journal of Industrial Economics*, 65, 2, 336-362, 2017. ([Working version at SSRN](#)).

- “The Effect of Competition on Toxic Pollution Releases”, with Daniel Simon, *Journal of Environmental Economics and Management*, 79, 40-54, 2016. ([Working version at SSRN](#)).
- “Determinants of Private Long-Term Care Insurance Purchase in Response to the Partnership Program”, with Haizhen Lin, *Health Services Research*, 51, 2, 687-703, 2016. ([Working version at SSRN](#)).
- “Do Incumbents Improve Service Quality in Response to Entry: Evidence from Airlines’ On-Time Performance”, with Daniel Simon, *Management Science*, 61, 2, 372-390, 2015. ([Working version at SSRN](#)).
- “Does Service Bundling Reduce Churn?”, with Shane Greenstein, *Journal of Economics and Management Strategy*, 23, 4, 839-875, 2014. ([Working version at SSRN](#)).
- “Indirect Network Effects and the Quality Dimension: A Look at the Gaming Industry”, with Jin-Hyuk Kim and Calvin Qui, *International Journal of Industrial Organization*, 37, 6, 99-108, 2014. ([Working version at SSRN](#)).
- “Is Dual Agency in Real Estate a Cause for Concern?”, with Vrinda Kadiyali and Daniel Simon, *Journal of Real Estate Finance and Economics*, 48, 1, pp. 164-195, 2014. ([Working version at SSRN](#)).
- “The Impact of the Partnership Long-term Care Insurance Program on Private Coverage”, with Haizhen Lin, *Journal of Health Economics*, 32, 6, pp. 1205-1213, 2013. ([Working version at SSRN](#)).
- “Racial Bias in Expert Quality Assessment: A Study of Newspaper Movie Reviews”, with Lona Fowdur and Vrinda Kadiyali, *Journal of Economic Behavior and Organization*, 84, 1, pp. 292-307, 2012. ([Working version at SSRN](#)).
- “The Welfare Impact of Reducing Choice in Medicare Part D: A Comparison of Two Regulation Strategies”, with Claudio Lucarelli and Kosali Simon, *International Economic Review*, 53, 4, pp. 1155-1177, 2012. ([Working version at SSRN](#)).
- “Relating Inertia and Experience in Technology Markets: An Analysis of Households’ Personal Computer Choices”, *Applied Economics*, 43, 29, pp. 4501-4514, 2011. ([Working version at SSRN](#)).
- “Are Risk Preferences Stable across Contexts? Evidence from Insurance Data”, with Levon Barseghyan and Joshua Teitelbaum, *American Economic Review*, 101, 2, pp. 591-631, 2011. ([Working version at SSRN](#)).

- “Is Time Inconsistency Primarily a Male Problem?”, with Dan Shawhan, (lead article) *Applied Economics Letters*, 18, 6, pp. 501-504, 2011. ([Working version at SSRN](#))
- “Has the Internet Accelerated the Diffusion of New Products?”, with Daniel Simon, *Research Policy*, 38, 8, pp. 1269-1277, 2009. ([Working version at SSRN](#))
- “How Do Households Choose Quality and Time to Replacement for a Rapidly Improving Durable Good?”, *International Journal of Industrial Organization*, 27, 2, pp. 302-311, 2009. ([Working version at SSRN](#))
- “Multi-market Contact and On-Time Performance in the US Airline Industry”, with Daniel Simon, *Academy of Management Journal*, 52, 2, pp. 336-354, 2009. ([Working version at SSRN](#))
- “Repeat Purchase amid Rapid Quality Improvement: Structural Estimation of the Demand for Personal Computers”, (lead article) *Journal of Economics and Management Strategy*, 17, 1, pp. 1-33, 2008. ([Working version at SSRN](#))
- “Internet Adoption and Usage Patterns are Different: Implications for the Digital Divide”, with Avi Goldfarb, (lead article) *Information Economics and Policy*, 20, 1, pp. 2-15, 2008. (Listed as the #1 most cited article for this journal since 2008: <http://www.journals.elsevier.com/information-economics-and-policy/most-cited-articles/>). ([Working version at SSRN](#))
- “The Beginning of Online/Retail Competition and Its Origins: An Application to Personal Computers”, *International Journal of Industrial Organization*, 25, 1, pp. 139-156, 2007. ([Working version at SSRN](#))
- “The Diffusion of the Internet and the Geography of the Digital Divide in the United States”, with Shane Greenstein, in (eds) Robin Mansell, Chrisanthi Avgerou, Danny Quah, and Roger Silverstone, *The Oxford Handbook of Information and Communication Technologies*, Oxford University Press, pp. 168-195, 2007. ([NBER working paper No. W12182](#))

EDITED CHAPTERS AND NON-REFEREED PUBLICATIONS

- “Information,” with Michael R. Baye, *Elgar Encyclopedia on the Economics of Competition, Regulation and Antitrust*, ed. Noel, M., 2024. ([Available at SSRN](#))
- “Coordinated Effects (Merger),” *Global Dictionary of Competition Law*, eds. Kovacic, W., Whish, R., Healey, D., 2023. ([Available here](#)).
- “Empirical Evidence of the Value of Privacy,” with Scott Wallsten, *Journal of European Competition Law and Practice*, 12, 8, pp. 648-654, 2021.

- “The Economics of Digital Platforms: A Guide for Regulators”, with Michael R. Baye, Global Antitrust Institute Report on the Digital Economy, 2020. ([Available at SSRN](#))
- “Does Original Content Help Streaming Services Attract More Subscribers?”, *Harvard Business Review*, April, 2018. ([Available at HBR.org](#))
- “Position Statement on Challenges Facing Online Video Distributors”, FCC’s Video Landscape Workshop, March, 2016.
- “The Dynamic Effects of Triple Play Bundling in Telecommunications”, Time Warner Research Program on Digital Communications, Winter, 2012. ([Available here](#)).
- “The Geographical Diffusion of the Internet in the United States”, with Shane Greenstein, in (eds) Munindar Singh, The Practical Handbook of Internet Computing, CRC Press, pp. 56-1 – 56-17, 2004.

TEACHING EXPERIENCE

- Lecturer, (in development for 2025).
Digital Economics for Business.
- Lecturer, 2011-2017, 2024.
Predictive Analytics for Business Strategy.
- Lecturer, 2019-2021.
Predictive Analytics for Business Strategy II. (MBA level)
- Lecturer, 2018-2021.
Predictive Analytics for Business Strategy I. (MBA level)
- Lecturer, 2016.
Econometric Methods in Business II (PhD level).
- Lecturer, Summer 2012-2014.
Introduction to Economics (Global Business Institute)
- Lecturer, 2011.
Managerial Economics.
- Lecturer, 2010.
Business Econometrics.

At Cornell:

Lecturer, 2006-2010.

Empirical Analysis of Industrial Organization (PhD level).

Lecturer, 2005-2010.

Introduction to Business Regulation.

Lecturer, 2007-2010.

Game Theory for Applied Economists (PhD level).

Lecturer, Summer 2007.

Gaming: In the Casino and Beyond (Cornell Adult University).

Guest Lecturer, 2005-2006.

Graduate Industrial Organization, Empirical methods (PhD level).

At Northwestern:

Teaching Assistant, 2000-2004.

Introductory Econometrics, Transportation, Intermediate Microeconomics,
Honors Thesis Seminar, Advanced Econometrics.

Lecturer, 2002-2003.

Introductory Econometrics, Accelerated Probability and Statistics.

FELLOWSHIPS AND AWARDS

Best Research Poster, Research Conference on Communications, Information and
Internet Policy, 2015.

Trustees Teaching Award, Indiana University, 2015.

Trustees Teaching Award Finalist, Indiana University, 2012, '13, '14, '15.

Certificate of Excellence in Reviewing, Information Economics and Policy, 2014.

Sauvain Teaching Award Nominee, 2014.

Innovative Teaching Award, Kelley School of Business, 2012.

Young Faculty Teaching Excellence Award, Cornell University, 2008.

Outstanding Graduate Student Teacher Award, Northwestern University, 2004.

Distinguished Teaching Assistant Award, Northwestern University, 2001, '02, '03, '04.

University Summer Fellowship, Northwestern University, 2003.

University Fellowship, Northwestern University, 1999-2000.

Teaching Assistant Fellow, Northwestern University.

George W. Thatcher Prize for top student in economics, Miami University, 1998.

Alumni Senior Prize for outstanding student in mathematics and statistics, Miami University, 1998.

Actuarial Exam P (equivalent based on passing pre-2000 Part 1 and Part 2 exams), 1998.

GRANTS AND OTHER FUNDING

Advanced Analytics for IU's Addictions Grand Challenge

NET Institute Summer Research Grant

Research Data Grant, Kelley School of Business

Time Warner Research Stipend

Cornell's Institute for the Social Sciences Theme Project Faculty Fellow

Cornell Institute for the Social Sciences Small Grant Award

INVITED PAPER PRESENTATIONS

“Do People Around the World Care Where Their Data Are Stored?”

- Cornell University, October, 2023.
- University of Nebraska, November, 2022.

“Optimal Promises: Application of a General Framework to Airline Schedule Times”

- International Industrial Organization Conference, May, 2022.

“How Much is Privacy Worth Around the World and Across Platforms?”

- University of Kent, October, 2021.
- Kelley Faculty Research Series, IU Mexico Gateway, May, 2021.
- Game Theoretic and Behavioral Economic Insights on Social Media, February, 2021.
- Research Conference on Communications, Information and Internet Policy, February, 2021.
- NBER Economics of IT and Digitization Workshop, July, 2020.
- FTC PrivacyCon, July, 2020.

“The Effect of International Travel on the Spread of Covid-19 in the U.S.”

- Purdue, November, 2020.

“Mobile Internet Usage and Usage Based Pricing”

- Research Conference on Communications, Information and Internet Policy, February, 2021.
- Federal Communications Commission, October, 2020.
- International Industrial Organization Conference, May, 2020.

“A Paradigm for Assessing the Scope and Performance of Predictive Analytics”

- Technology Policy Institute, February, 2018.

“Distinguishing Bandwidth and Latency in Households’ Willingness-to-Pay for Broadband Internet Speed”

- Bureau of Economic Analysis, October, 2017.
- Technology Policy Institute, October, 2017.
- Research Conference on Communications, Information and Internet Policy, September, 2017.

“The Empirical Economics of Online Attention”

- Pomona College, March, 2019.
- Research Conference on Communications, Information and Internet Policy, September, 2017.
- Searle 8th Annual Conference on Internet Commerce, June, 2017.
- Federal Communications Commission, March, 2017.
- Media Economics Workshop, October, 2016.
- University of Oklahoma, September, 2016.
- International Industrial Organization Conference, April, 2016.
- American Economic Association Annual Meetings, January, 2016.
- Kellogg School of Management, November, 2015.
- Georgetown University, October, 2015.
- Research Conference on Communications, Information and Internet Policy, September, 2015.

“Does Competition Lead to Agglomeration or Dispersion in EMR Vendor Decisions?”

- International Industrial Organization Conference, April, 2017.

“The Effect of Competition on Toxic Pollution Releases”

- International Industrial Organization Conference, April, 2015.
- University of California, Davis, March, 2015.

“The Impact of Mergers on Quality Provision: Evidence from the Airline Industry”

- Strategic Management Society Conference “Strategies in a World of Networks,” September, 2014.
- International Industrial Organization Conference, April, 2014.

“Measuring Consumer Preferences for Video Content Provision via Cord-Cutting Behavior”

- Cable Show Academic Workshop, April, 2014.
- Research Conference on Communications, Information and Internet Policy, September, 2013.

“Information Technology and Patient Health: Analyzing Outcomes, Populations, and Mechanisms”

- IUPUI, January, 2018
- Purdue University, November, 2014.
- ASHEcon Conference, June, 2014.
- University of Massachusetts, April, 2014.
- International Industrial Organization Conference, April, 2014.
- NBER Economics of IT and Digitization Workshop, July, 2013.

“Indirect Network Effects and the Quality Dimension: A Look at the Gaming Industry”

- Indiana University Economics Department, November, 2013.
- International Industrial Organization Conference, May, 2013.

“Does Service Bundling Reduce Churn?”

- NBER Economics of IT and Digitization Workshop, July, 2012.
- International Industrial Organization Conference, March, 2012.
- Federal Trade Commission, March, 2012.
- Michigan University, November, 2011.
- Research Conference on Communications, Information and Internet Policy, September, 2011.

“The Impact of the Partnership Long-term Care Insurance Program on Private Coverage”

- University of Cincinnati, October, 2012.

“Do Incumbents Improve Service Quality in Response to Entry: Evidence from Airlines’ On-Time Performance”

- Ohio State University, November, 2012.
- Econometric Society North American Summer Meeting, June, 2011.
- Temple University, November, 2010.
- Miami University, October, 2010.
- International Industrial Organization Conference, May, 2010.

- “Has the Internet Accelerated the Diffusion of New Products?”
- Bureau of Economic Analysis, November, 2009.
- “Are Risk Preferences Stable across Contexts? Evidence from Insurance Data”
- Econometric Society North American Summer Meeting, June, 2008.
- “Multi-market Contact and On-Time Performance in the US Airline Industry”
- International Industrial Organization Conference, May, 2008.
- “The Welfare Impact of Reducing Choice in Medicare Part D: A Comparison of Two Regulation Strategies”
- ASHEcon Conference, June, 2010.
 - International Industrial Organization Conference, April, 2009.
 - Federal Trade Commission, March, 2008.
- “Is Dual Agency in Real Estate a Cause for Concern?”
- International Industrial Organization Conference, May, 2008.
 - Midwest Economic Association Annual Meeting, March, 2008.
- “Internet Adoption Patterns and Usage are Different: Implications for the Digital Divide”
- University of Maryland, April, 2007.
- “How Do Households Choose Quality and Time to Replacement for a Rapidly Improving Durable Good?”
- Kelley School of Business, February, 2010.
 - Duke University, September, 2007.
 - Cornell University, September, 2007.
 - Econometric Society North American Summer Meeting, June, 2007.
 - International Industrial Organization Conference, April, 2007.
- “Relating Inertia and Experience in Technology Markets: An Analysis of Households’ Personal Computer Choices”
- Dartmouth Winter IO Conference, January, 2006.
- “The Beginning of Online/Retail Competition and Its Origins: An Application to Personal Computers”
- International Industrial Organization Conference, April, 2006.
 - Cornell University, March, 2006.
 - ASSA SGE, January, 2006.

“Repeat Purchase amid Rapid Quality Improvement: Structural Estimation of the Demand for Personal Computers”

- Penn State University, April, 2007.
- Econometric Society World Conference, August, 2005.
- International Industrial Organization Conference, April, 2005.
- Miami University, March, 2005.
- ASSA SGE, January, 2005.
- Duke University, November, 2004.
- Cornell University, November, 2004.
- NBER Summer Institute, July, 2004.

EXPERT PANELS AND ENGAGEMENTS

The Economic Impact of Artificial Intelligence, Technology Policy Institute, Aspen Forum, August, 2024.

Panel on Unilateral Conduct, NERA Antitrust and Regulation Seminar, July, 2024.

AI Policy and Regulation: Balancing Consumer Protection and Innovation, NABE Tech Economics Conference, November, 2023.

Panel on the Economics of Privacy, Research Conference on Communications, Information and Internet Policy, September, 2023.

Panel on Privacy Law, Policy and Consumer Preferences, Technology Policy Institute Aspen Forum, August, 2023.

Panel on Breaking Developments in Damages Calculations, Litigating Patents and Trade Secret Remedies Summit, January, 2023.

Antitrust: Overview and Recent Developments, University of Nebraska Tech Policy Forum, January, 2023.

Econometrics for Policy Makers, University of Nebraska Tech Policy Forum, January, 2023.

Research Roundtable on Regulating Privacy, George Mason University, December, 2022.

Do People Care Where Their Data Are Stored? Tech Refactored Podcast, Nebraska Governance and Technology Center, November 2022. ([Podcast link](#))

Advertising Markets: Is the Current Ecosystem Stimulating Competition? Concurrences’ Global Antitrust Economics Conference, November, 2021.

Damages from Data Breach and Misuse of Personal Information, Brattle Group, October, 2021.

Broadband Mapping Roundtable, Technology Policy Institute, October, 2021.

Panel on Competition and Innovation, 14th Annual Innovation Economics Conference, August, 2021.

Privacy, Please? American Bar Association Panel on Valuing Privacy, April, 2021.

Two Think Minimum Podcast with Scott Wallsten and Sarah Oh, Technology Policy Institute, February, 2021. ([Podcast link](#))

Panel on the Economy of Spectrum Sharing and Business Development, NSF Virtual Workshop on New Paradigms in Intelligent Spectrum Management and Regulations, December, 2020.

Scientific Sense Podcast Interview with Gill Eapen, October, 2020. ([Podcast link](#))

Panel on the Attention Economy, Technology Policy Institute Aspen Forum, October, 2020. ([Online video](#))

Panel on Antitrust Policy and Intellectual Property (moderator), Northwestern/USPTO Conference on Innovation Economics, August, 2020.

Panel on STELAR/Retransmission Consent, Phoenix Center Telecom Symposium, December, 2019.

BU Technology Policy Research Initiative Conference on the Law and Economics of IP, July, 2019.

FTC Merger Retrospective Hearing, Federal Trade Commission, April, 2019 ([Online video](#)).

Panel on Consumer Protection and Regulation, Maurer School of Law, March, 2018.

Terminator or the Jetsons? The Economics and Policy Implications of Artificial Intelligence, Technology Policy Institute, February, 2018.

All Data is Health Data; The Impact of Data and Data Laws on Clinical Care, Innovation, and Research, Symposium at Hall Center for Law and Health, October, 2017.

Tools of Damages Estimation, IPO's Damages and Injunctions Committee Conference, June, 2017.

The Unlikely Pairing of Payers, Providers and Pharma for Patient Centered Analytics, Kelley Forum on Healthcare Analytics, September, 2016.

Challenges Faced by Online Video Distributors, Federal Communications Commission Video Landscape Workshop, March, 2016 ([Online video](#)).

The Future of Video Policy and Business Models, hosted by the Technology Policy Institute, January, 2014 ([Online audio](#)).

PUBLIC SPEECHES

“State of the Economy”

- Mechanical Contractor Association of Indiana Annual Meeting, June, 2022.

“IoT and Telecom Policy”

- Nelms Distinguished E-Seminar Series, University of Florida, October, 2020.

“Delivering Econometrics Skills within a Business Analytics Curriculum”

- Robert Morris Teaching Economics Conference, February, 2018

“Critical Assessment of Correlation vs. Causality for Business Decisions”

- 180 Degrees Consulting, Indiana University, February, 2017

“Bringing Repeated Games to Life via Empirical Examples”

- McGraw-Hill Education Fall INXPO Event, October, 2016
- University of Phoenix School of Business Symposium, March, 2016
- McGraw-Hill Education Teaching Workshop for Professional Development, March, 2013

“Critical Assessment of Correlation vs. Causality for Public Policy”

- Vietnam Initiative with Indiana University, October, 2015

“As Graduates of Elder, You are Ready...”

- Cincinnati Elder High School Graduation Commencement, May, 2005

PUBLIC COMMENTARY

“Privacy Preferences Differ by Gender and Age, But Not by Income”, with Scott Wallsten, Technology Policy Institute Blog, November, 2023. ([Available at TPI](#))

“Conflict of Interest and Platforms,” Comment on DOJ and FTC Draft Merger Guidelines, with Avigail Kifer, public submission to antitrust agencies, September, 2023. ([Available at SSRN](#))

“Comment on the January 2022 DOJ and FTC RFI on Merger Enforcement: Issues Related to Digital Markets,” with Lesley Chiou, Nathaniel Hipsman, and Sachin Sancheti, public submission to antitrust agencies, March, 2022. ([Available at SSRN](#))

“People Lie When Answering Polls. Here’s How to Fix It”, with Scott Wallsten, *Technology Policy Institute Blog*, January, 2021. ([Available at TPI](#))

“Travelers Coming from Italy May Have Driven First US Covid-19 Wave More Than Those From China, Study Suggests”, with Daniel Simon, *The Conversation*, January, 2021. ([Available at the Conversation](#))

“Improved Economic Analysis Should Be Lasting Part of Pai’s FCC Legacy”, with Babette Boliek and Jerry Ellig, *The Hill*, December, 2020. ([Available at The Hill](#))

“FCC Comments on Vertical Merger Guidelines,” with Giulia McHenry, Patrick DeGraba, Eric Ralph, Catherine Mataves, Eugene Kiselev, and Aleksandr Yankelevich, February, 2020.

MEDIA COVERAGE

Specific Papers/Books/Public Commentary:

“Travelers Coming from Italy May Have Driven First US Covid-19 Wave More Than Those From China, Study Suggests,” the *Conversation*, January, 2021.

- Reprint in Associated Press, Yahoo News

“How Much is Privacy Worth Around the World and Across Platforms?”

- “Facebook Would have to pay \$3.50 Per Month to U.S. Users for Sharing Contact Info: Study” by Nandita Bose, *Reuters*, February 25, 2020. Reprint in *NY Times*. ([Online version](#))

“A Paradigm for Assessing the Scope and Performance of Predictive Analytics”

- “A Paradigm for Assessing the Scope and Performance of Predictive Analytics – Economic and Policy Implications of AI,” by Wallis G. Romzek, Technology Policy Institute, April 17, 2018. ([Online version](#)).

“Does Original Content Help Streaming Services Attract More Subscribers?”

- “Will Netflix Win the Streaming Wars?”, Louis Foglia, BEME News, August, 2019. ([Video](#)).

- “Streaming Video: Original Content is the Hook,” by David Marino-Nachison, *Barron’s Next*, April 25, 2018. ([Online version](#)).

Predictive Analytics for Business Strategy

- “Kelley Professor’s New Book ‘Actively’ Advocates the Role of Economics within Today’s Analytics Boom,” by George Vlahakis, Kelley School official blog, March 27, 2018. ([Online version](#)).

“The Impact of Mergers on Quality Provision: Evidence from the Airline Industry”

- “Flight Delay? Lost Luggage? Don’t Blame Airline Mergers, Research Shows,” by George Vlahakis, reprinted in *Science Daily*, May 23, 2017. ([Online version](#)).

“The Empirical Economics of Online Attention”

- “We Spend a Fixed Amount of Time Online Each Week (But People with Higher Incomes Spend Less),” by Julia Hann, *Forbes*, September 14, 2016. ([Online version](#)).
- “Let Them Eat Internet,” by Tyler Cohen, *Marginal Revolution*, July 19, 2016. ([Online version](#)).
- “Consumers Have a Troubling Internet Habit That’s Threatening Digital Media,” by Myles Udland, *Business Insider*, July 19, 2016. ([Online version](#)).
- “Richer People Spend Less Time on the Internet,” by Allee Manning, *Vocativ*, July 19, 2016. ([Online version](#)).

“The Impact of the Partnership Long-term Care Insurance Program on Private Coverage”

- “The Boomer Challenge: It’s a Numbers Game,” by Paul Barr, *Hospitals and Health Networks*, April 8, 2014. ([Online version](#)).

“Do Incumbents Improve Service Quality in Response to Entry: Evidence from Airlines’ On-Time Performance”

- “Study Finds That Competition May Lead to More Airline Delays,” by Hugo Martin, *LA Times*, December 22, 2013. ([Online version](#)).

“Racial Bias in Expert Quality Assessment: A Study of Newspaper Movie Reviews”

- “Psychology Uncovers Racism at the Movies,” by Dr. Raj Persaud and Adrian Furnham, *Psychology Today*, September 5, 2015. ([Online version](#))
- “Men in Black the movie – but men in white would be a better film?,” by Dr. Raj Persaud and Adrian Furnham, *Huffington Post*, May 22, 2012. ([Online version](#)).

“The Welfare Impact of Reducing Choice in Medicare Part D: A Comparison of Two Regulation Strategies”

- “Medicare As We’ve Known It Isn’t an Option,” by Betsy McCaughey, *Wall Street Journal*, April 27, 2011. ([Online content](#)).

“Internet Adoption Patterns and Usage are Different: Implications for the Digital Divide”

- “People below ‘digital divide’ would use the Internet more, if they had it,” by Bill Steele, *Cornell Chronicle*, April 18, 2008. ([Online version](#)).
- Invited guest for “Digital Divide,” *Nevada Public Radio*. ([Online content](#)).

Expert Opinion:

“ISP/Website ‘Mutuality of Interests’ – or Retrans Blackouts – Among Net Neutrality Reversal Possibilities,” *Communications Daily*, Vol. 34, No. 17, January, 2014.

PROFESSIONAL SERVICE

Miami University Economics Advisory Board, 2023-present.

BEPP Faculty Research Awards Committee, 2022-present.

NBER Small Digitization Grants Review Committee, 2022.

Research Conference on Communications, Information and Internet Policy (TPRC) Program Committee, 2017-2021.

International Industrial Organization Conference (IIOC) Local Organizer, 2018.

Midwest Health Economics Conference Local Organizing Committee, 2016.

European Conference on Information Systems (ECIS) Associate Editor of the track “Decision Analytics, Big Data, and Visualization,” 2016.

International Conference on Information Systems (ICIS) Associate Editor of the track “Decision Analytics, Big Data, and Visualization,” 2014.

International Industrial Organization Conference (IIOC) Program Committee, 2012-2014.

Ad hoc referee for:

Agricultural and Resource Economics Review, American Economic Journal: Applied Economics, American Economic Review, Applied Economics, Applied Economics Letters, Applied Financial Economics, B.E. Journal of Economic Analysis & Policy, Communications of the Association for Information Systems, Economic Inquiry, Economics of Education Review, Economics of Innovation and New Technology, Economics Letters, European Journal of Law and Economics, Geneva Papers on Risk and Insurance, Growth and Change: A Journal of Urban and Regional Policy, Health Economics, Health Services Research, Information Economics and Policy, Inter-America Development Bank, International Economic Review, International Journal of Industrial Organization, Israel Science Foundation, Journal of Air Transport Management, Journal of Banking and Finance, Journal of Competition Law and Economics, Journal of Economics and Business, Journal of Economics and Management Strategy, Journal of the European Economic Association, Journal of Gerontology, Journal of Health Economics, Journal of Industrial Economics, Journal of Policy Analysis and Management, Journal of Political Economy, Journal of Political Economy Microeconomics, Journal of Public Economics, Journal of Risk and Insurance, Journal of Rural Studies, Journal of Urban Technology, Leverhulme Trust, Management Science, Marketing Science, National Science Foundation, Organizational Science, Oxford Bulletin of Economics and Statistics, Quantitative Marketing and Economics, Quarterly Journal of Economics, Quarterly Review of Economics and Finance, RAND Corporation, RAND Journal of Economics, Research Policy, Review of Economics and Statistics, Review of Industrial Organization, Review of Network Economics, Risk Management and Insurance Review, Social Behavior and Personality, Southern Economic Journal, Strategic Management Journal, Telecommunications Policy, Telematics and Informatics, Transportation Research Part E, U.S.-Israel Binational Science Foundation, World Development

External tenure/promotion/reappointment reviewer for:

Boston University, City University of Hong Kong, Cornell University, Drexel University, Emory University, Fairfield University, Georgetown University, Imperial College London, Loyola University Maryland, Pomona College, Purdue University, Stanford University, University of Colorado, University of Georgia, University of Massachusetts, University of Oklahoma, University of Oregon

External program reviewer for:

Ball State University Economics

DISCUSSANT ACTIVITIES

Platform Dynamics Roundtable, November, 2023

- “Self-Preferencing at Amazon: Evidence from Search Rankings,” by Chiara Farronato, Andrey Fradkin, and Alexander MacKay

International Industrial Organization Conference, April, 2023

- “Platform Information Design and Competitive Price Targeting,” by Ruiqi Wu, Yufeng Huang, and Nan Li

International Industrial Organization Conference, May, 2022

- “Conflicts of Interest, Ethical Standards, and Competition in Legal Services,” by Jan Bouckaert and Johan Stennek

NBER Economics of Digitization Summer Institute Meeting, July, 2021

- “Browsers Don’t Lie? Gender Differences in the Effects of Covid-19 Lockdowns on Digital Activity and Time Use,” by Amalia R. Miller, Kamalini Ramdas, and Alp Sungu
- “Does Telemedicine Transcend Disparities or Create a Digital Divide? Evidence from the Covid-19 Pandemic,” by Jeffrey McCullough, Kartik K. Ganju, and Chandy Ellimoottil

NBER Economics of Digitization Summer Institute Meeting, July, 2018

- “Steering Incentives and Bundling Practices in the Telecommunications Industry,” by Brian McManus, Aviv Nevo, Zachary Nolan, and Jonathan W. Williams

International Industrial Organization Conference, April, 2017

- “Price-Linked Subsidies and Health Insurance Markups,” by Sonia Jaffe and Mark Shepard

NBER Economics of Digitization Meeting, March, 2017

- “Using Massive Online Choice Experiments to Measure Changes in Well-being,” by Erik Brynjolfsson, Felix Eggers, and Avinash Gannamaneni

International Industrial Organization Conference, April, 2016

- “Using Matching to Study Merger: An Application to the U.S. Airline Industry,” by Zexuan Liu, Pallab Ghosh, and Qihong Liu
- “Market Structure with the Entry of Peer-to-Peer Platforms: The Case of Hotels and Airbnb,” by Chiara Farronato and Andrey Fradkin

Searle Center Conference on Innovation Economics, June, 2015

- “How Do Open Standards Influence Inventive Activity? Evidence from the IETF,” by Wen Wen, Chris Forman, and Sirkka Jarvenpaa

Searle Center Conference on Internet Search and Innovation, June, 2015

- “Match Quality, Search, and the Internet Market for Used Books,” by Sara Fisher Ellison
- “E-Book Pricing and Vertical Restraints,” by Babur De los Santos and Matthijs Wildenbeest

International Industrial Organization Conference, April, 2015

- “Do Private Medicare Firms Face Lower Costs?,” by Keaton Miller
- “The Market for Electric Vehicles: Indirect Network Effects and Policy Impacts,” by Yiyi Zhou

Searle Center Research Roundtable on Patents and Technology Standards: The Data Sets, April, 2015

American Economic Association Annual Meetings, Pricing and Resource Allocation in Telecommunications, January, 2015

- “Employing Auctions to Allocate Scarce Resources,” by John Mayo and David Sappington

American Economic Association Annual Meetings, Digital Media Economics, January, 2015

- “Super Returns? The Effects of Ads on Product Demand,” by Seth Stephens-Davidowitz, Hal Varian, and Michael D. Smith

Searle Center Conference on Internet Search and Innovation, June, 2014

- “Auction vs. Posted-Price: Market Mechanism, Lender Behaviors, and Transaction Outcomes in Online Crowdfunding,” by Zaiyan Wei and Mingfeng Lin

Research Roundtable on the Law and Economics of Digital Markets, July, 2013

- “Digital Music Consumption on the Internet,” by Bertin Martens and Luis Aguiar

Searle Center Conference on Internet Search and Innovation, June, 2013

- “When Does Retargeting Work? Information Specificity in Online Advertising,” by Anja Lambrecht and Catherine Tucker
- “Local News Online: Aggregators, Geo-Targeting and the Market for Local News,” by Lisa George

International Industrial Organization Conference, May, 2013

- “The Impact of Privacy Policy on the Auction Market for Online Display Advertising,” by Garrett Johnson
- “Transactions in Two-Sided Markets,” by Alexei Alexandrov and Daniel Spulber

American Economic Association Annual Meetings, Economics of the Internet, January, 2013

- “Supply-Side Responses to Privacy Protection,” by Avi Goldfarb and Catherine Tucker

Searle Center Book Preview Roundtable, December, 2012

- *Innovation from the Edges: The Economics of Creating the Commercial Internet*, by Shane Greenstein

Searle Center Conference on Internet Search and Innovation, June, 2012

- “News Aggregators and Competition among Newspapers,” by Doh-Shin Jeon and Nikrooz Nasr Esfahani
- “Technology Shocks in Multi-Sided Markets: The Impact of Craigslist on Local Newspapers,” by Robert Seamans and Feng Zhu

Midwest Health Economics Conference, May, 2012

- “The Anticipatory Effects of Medicare Part D on Drug Utilization,” by Abby Alpert

International Industrial Organization Conference, March, 2012

- “Intra-Household Effects on Demand for Telephone Service: Empirical Evidence,” by Ching-I Huang
- “Unobserved Risk Type and Sorting: Signaling Game in Online Credit Markets,” by Kei Kawai, Ken Onishi, and Kosuke Uetake

NBER Economics of Digitization Meeting, February, 2012

- “The Effect of Localization in News Aggregators on Local News Consumption,” by Susan Athey and Markus Mobius

Federal Trade Commission Microeconomics Conference, November, 2011

- “Do Firms Game Quality Ratings? Evidence from Mandatory Disclosure of Airline On-Time Performance,” by Silke Forbes, Mara Lederman, and Trevor Tombe

International Industrial Organization Conference, May, 2010

- “Competition in Public School Districts: Student Sorting, School Quality Determination, and School Entry,” by Nirav Mehta
- “A Model of Entry and Network Access Competition in Local Telephony,” by Gustavo Marcos and Eduardo Saavedra

International Industrial Organization Conference, April, 2009

- “Consumer Search and Online Demand for Durable Goods,” by Jun Kim, Bart Bronnenberg, and Paulo Albuquerque
- “Price Controls and Competition in Gasoline Retail Markets,” by Juan Esteban Carranza and J.F. Houde

International Industrial Organization Conference, May, 2008

- “A Simple Model of Pricing for Non-storable Goods in Oligopoly: Some Considerations on Airline Pricing Behaviour,” by Marco Alderighi

International Industrial Organization Conference, April, 2007

- “Markov Perfect Industry Dynamics with Many Firms,” by Gabriel Weintraub

International Industrial Organization Conference, April, 2006

- “Price, Price Dispersion and Number of Sellers at a Low Entry Cost Shopbot,” by Michelle Haynes and Steve Thompson

International Industrial Organization Conference, April, 2005

- “Asymmetric Advertising Costs as a Barrier to Entry: Evidence from Theatrical Motion Pictures,” by Charles Moul

BOOK REVIEWS

Tucker, C. and Marthews, A., *You’ll Pay for That: Payment Systems, Privacy, and Political Dissent*, MIT Press, 2023.

Bekes, G. and Kezdi, G., *Patterns, Causality and Prediction: Data Analysis for Business, Economics and Policy*, Cambridge University Press, 2017.

Lesser, W., *American Business Regulation: Understand, Survive, and Thrive*, M.E. Sharpe, 2015.

CONSULTING AND EXPERT WITNESS WORK

Expert reports, deposition, testimony and consulting for various matters including:

Competition policy and antitrust

Consumer protection

Damages calculations

Intellectual property

Privacy valuation

Survey design and analysis

Telecommunications policy

MEMBERSHIPS

American Economic Association.

Industrial Organization Society.

Academy of Management.

Association for Information Systems.

Team member for Cornell’s Institute for the Social Sciences Theme Project, *Getting Connected: Social Science in the Age of Networks*, 2005-2008.

UNIVERSITY SERVICE

Member of Subcommittee for Department Research Award, 2023-present.

Member of Indiana Business Research Center Executive Director Search Committee, 2021-2022.

Member of Diversity, Equity & Inclusion Task Force, 2020-2021.

Member of Hiring Committee for Business Economics and Public Policy, 2017-2018, 2015-2016 & 2010-2011.

Chair of Hiring Committee for Business Economics and Public Policy, 2014-2015 & 2013-2014.

Kelley Direct Policy Committee, 2014-2016.

Judge for Kelley Honors Case Competition, 2016.

Judge for Deloitte Undergraduate Case Competition, 2017, 2015, 2011.

Co-founder and Judge for Economic Consulting Case Competition (EC3), sponsored by the Keystone Group, 2011-2015.

Co-founder and Co-organizer for BEPP “Eat, Meet, & Compete,” 2012-2015.

Undergraduate Policy Committee, 2012-2014 & 2010-2011.

Doctoral Advisor for Business Economics and Public Policy, 2011-2012.

Doctoral Policy Committee, 2011-2012.

Judge for Net Impact Sustainable Business Club 2010 Case Competition, 2010.

At Cornell:

Applied Economics and Management Petitions Committee, 2007-2010.

Policy Analysis and Management External Hiring Committee, 2006-2007 & 2009-2010.

Mann Café Advisory Board, 2007-2010.

Institute for the Social Sciences Small Grant Program Committee, 2008.

Biz Quiz Faculty Advisor, 2008.

Applied Economics and Management Seminar Committee, 2005-2007.

Judge for Globalize '07, Cornell Hotel School, 2007.

Mann Library Vendor Evaluation Sub-committee, 2006.

PHD STUDENTS

Committee Chair:

Hong Lee
Aparna Soni
Yu-Hsin Liu
Yejing Ren
Junlin Du (Co-chair)
Fernanda Lopez de Leon

Committee Member:

Ningning Guo
Abhishek Ganguly
Catalin Stefanescu
Susan Kayser
Eric Schmidbauer
Shyam Venkatesan
Carlos Castelan
Joo Yeon Sun
Annemie Maertens (Substitute member)
Thanasin Tanompongphandh
Jiahong Zhang
Lona Fowdur
Anirban Mukherjee
Marc Bellemare (Substitute member)
Hyunkyung Choe
Daniel Shawhan

External Proposal Reviewer:

Andres Jola Sanchez (chair)
Mohammad Ghuloum
Kyle Bradley

MASTERS STUDENTS

Committee Member:

Malcolm Wade (Johns Hopkins, Systems Engineering)