

Rick Harbaugh

Robert James Waller Professor of Business Economics
Kelley School of Business, Indiana University
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EDUCATION

University of Pennsylvania, B.A. in Economics, with Honors, 1986.

National Taiwan University, M.A. in Economics, 1992.

University of Pittsburgh, Ph.D. in Economics, 1997.

Yale School of Management, Postdoctoral study, 1997-1999.

ACADEMIC POSITIONS

Indiana University, Kelley School of Business, 2020- , Full Professor

Indiana University, Kelley School of Business, 2010-2020, Associate Professor

Indiana University, Kelley School of Business, 2004-2010, Assistant Professor

Indiana University, 2005-present, Adjunct Professor of Economics and Adjunct Professor of East Asian Languages and Culture.

Indiana University, 2003-2004, Visiting Assistant Professor of Economics.

Claremont McKenna College, 1999-2003, Assistant Professor of Economics.

London Business School, Fall Semester, 2018, Visitor.

Indian School of Business, Spring Semester, 2011, Visitor.

William Davidson Institute, University of Michigan, 2000-2004, Research Fellow.

PUBLICATIONS

Antic, Nemanja, Archishman Chakraborty, and Rick Harbaugh, "Subversive Conversations," accepted at *Journal of Political Economy*.

Harbaugh, Rick and Ted To, "False Modesty: When Disclosing Good News Looks Bad," *Journal of Mathematical Economics*, 87 (2020), 43-55.

Chung, Wonsuk and Rick Harbaugh, "Biased Recommendations from Biased and Unbiased Experts", *Journal of Economics and Management Strategy*, 28 (2019), 520-540.

Harbaugh, Rick and Eric Rasmusen, "Coarse Grades", *American Economic Journal - Microeconomics*, 10 (2018), 210-235.

Harbaugh, Rick and Ted To, "Opportunistic Discrimination", *European Economic Review*, 66 (2014), 192-24.

Chakraborty, Archishman and Rick Harbaugh, "Persuasive Puffery", *Marketing Science*, 33 (2014), 382-400. Republished in Simon P. Anderson (ed.), *Recent Developments in the Economics of Advertising*, Edward Elgar Publishing, 2016.

Harbaugh, Rick, John Maxwell and Beatrice Roussillon, "Label Confusion: The Groucho Effect of Uncertain Standards," *Management Science*, 57 (2011), 1512-1527.

Chakraborty, Archishman and Rick Harbaugh, "Persuasion by Cheap Talk," *American Economic Review*, 100 (2010), 2361-82.

Harbaugh, Rick and Rahul Khemka, "Does Copyright Enforcement Encourage Piracy?" *Journal of Industrial Economics*, 58 (2010), 306-323.

Chakraborty, Archishman and Rick Harbaugh, "Comparative Cheap Talk," *Journal of Economic Theory* 132 (2007), 70-94.

Chakraborty, Archishman, Nandini Gupta, and Rick Harbaugh, "Best Foot Forward or Best for Last in a Sequential Auction," *RAND Journal of Economics* 37 (2006), 176-194.

Harbaugh, Rick, "The Effect of Employee Stock Ownership on Wage and Employment Bargaining," *Journal of Comparative Economics* 33 (2005), 565-584.

Harbaugh, Rick and Tilman Klumpp, "Early Round Upsets and Championship Blowouts," *Economic Inquiry* 43 (2005), 316-329.

Chakraborty, Archishman and Rick Harbaugh, "Cheap Talk Comparisons in Multi-Issue Bargaining," *Economics Letters* 78 (2003), 357-363.

Feltovich, Nick, Richmond Harbaugh, and Ted To "Too Cool for School? Signalling and Countersignalling," *RAND Journal of Economics* 33 (2002), 630-649.

Harbaugh, Rick, *Chinese Characters: A Genealogy and Dictionary*, self-published, 1998. Publication assumed by Yale University Press, 2009.

Harbaugh, Richmond, "Falling Behind the Joneses: Relative Consumption and the Growth-Savings Paradox," *Economics Letters*, 53 (1996), 297-304.

WORKING PAPERS

Antic, Nemanja, Archishman Chakraborty, and Rick Harbaugh, "Subversive Conversations"

Harbaugh, Rick, "Prospect Theory or Skill Signaling?"

Rick Harbaugh, John W. Maxwell, and Kelly Shue, "Consistent Good News and Inconsistent Bad News"

Baye, Michael R. and Rick Harbaugh, "Comparative Price Signaling by a Multiproduct Monopolist"

Chung, Wonsuk and Rick Harbaugh, "The Upsell-Downsell Tradeoff".

Chakraborty, Archishman, Parikshit Ghosh, and Rick Harbaugh, "Persuasion by Concession"

THESES

“Equity Shares vs. Profit Shares,” University of Pittsburgh Ph.D. Thesis, 1997. Committee: Thomas Rawski (chair), Dan Berkowitz, Esther Gal-Or, Al Roth, Jan Svejnar.

“Yuangong Rugu Dui Laozi Tanpan Zhi Yingxiang (The Effect of Employee Stock Ownership on Union-Firm Bargaining)”, National Taiwan University Master’s Thesis in Economics, 1992. Committee: Chi Schive (chair), Koo Hui-Wen, Yan Jili.

HONORS

Dean’s Teaching List: Fall 2004, Spring 2005, Spring 2006, Spring 2008, Fall 2009, Spring 2011. The departmental nominee for Kelley’s Sauvain Undergraduate Teaching Award, 2010, 2011, 2015, 2018. Finalist for Trustee Teaching Award, 2014.

Best Master’s Thesis in Labor Economics, Chinese [Taiwanese] Economics Association, 1992.

Scholarships: Foreign Student Scholarship, Education Ministry, Taiwan, 1991-92. Chancellor’s Fellowship for Chinese Studies, University of Pittsburgh, 1993-94. FLAS 1994-1995. Mellon Pre-doctoral Fellowship, University of Pittsburgh, 1995-97.