

Rick (Richmond) Harbaugh

Associate Professor of Business Economics and
Robert James Waller Professor in Economics and Personal Freedom
Kelley School of Business, Indiana University
1309 East Tenth Street, Room 450, Bloomington, IN 47405-1701
(812) 855-2777 riharbau@indiana.edu

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, 2010-, Associate Professor

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

Indiana University, 2005-present, Adjunct Assistant/Associate Professor of Economics and
Adjunct Assistant/Associate 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.

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

PUBLICATIONS

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.

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.

SUBMITTED AND REVISED PAPERS

Harbaugh, Rick and Wonsuk Chung, "Biased Recommendations," revising for resubmission to *Games and Economic Behavior*.

Harbaugh, Rick and Eric Rasmusen, "Coarse Grades", revising for resubmission to *American Economic Journal - Microeconomics*.

Harbaugh, Rick, "Prospect Theory or Skill Signaling?", revising for resubmission to *American Economic Review*.

Harbaugh, Rick and Ted To, "False Modesty: When Disclosing Good News Looks Bad," revising for resubmission to *Economic Journal*.

WORKING PAPERS

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

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

Harbaugh, Rick, "Equity Stakes and Hold-up Problems"

Harbaugh, Rick, "Achievement vs. Aptitude: The Incentive-Screening Tradeoff in College Admissions"

Harbaugh, Rick and Tatiana Kornienko, "Local Status and Prospect Theory"

OTHER WORKS

"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.

Quarterly economic reports on the Chinese, Taiwanese and Hong Kong economies, Wharton Econometric Forecasting Associates, 1989-96 (intermittent).

CONFERENCE PRESENTATIONS

“Consistent Good News and Inconsistent Bad News”

CEPR ESSET conference, Gerzensee, Switzerland, 2015

“Comparative Price Signaling by a Multiproduct Monopolist”

Vlth Conference on the Economics of Advertising, Tel Aviv, 2013

International Society for Industrial Organization, Boston, 2013

“Biased Recommendations”

International Society for Industrial Organization, Chicago, 2014

Midwest Theory Meetings, Washington University, 2012

Vth Conference on the Economics of Advertising, Beijing, 2012

Boulder Summer Conference on Consumer Financial Decision Making, 2013

“Persuasive Puffery”

Informs Marketing Science Conference, Boston, 2012

IVth Conference on the Economics of Advertising, Moscow, 2011

“Coarse Grades”

International Society for Industrial Organization, 2009

Econometric Society Summer Meetings, 2009

“Label Confusion”

International Society for Industrial Organization, 2007

Midwest Theory Conference, 2007

“Persuasion by Cheap Talk”

International Society for Industrial Organization, 2008

Invited mini-conference at Kellogg School, Northwestern University, 2007

Midwest Theory Conference, 2007

“Prospect Theory or Skill Signaling?”

Midwest Theory Conference, 2006

Winter Econometric Society Meetings (ASSA), 2003

Stony Brook International Game Theory Conference, 2002

AIER conference on Behavioral Economics and Neoclassical Economics, 2002

“False Modesty: When Good News Looks Bad”

International Society for Industrial Organization, 2004

BLISS conference, 2003

Public Choice Society, 2003

“Achievement vs. Aptitude: The Incentive - Screening Tradeoff in College Admissions”

Winter Econometric Society Meetings (ASSA), 2003
Public Choice Society Meetings, 2002
Society of Labor Economists Meetings, 2002
Public Economic Theory, 2002

“Recapturing Information Rents through Partial and Gradual Privatization”

Association for Comparative Economic Studies Meetings (ASSA), 2003
Sixth Annual International Conference on Transition Economies, 2001
Public Choice Society Meetings, 2001

“Opportunistic Discrimination”

Society of Labor Economists Meetings, 2002
Public Choice Society Meetings, 2001
American Law and Economics Association Meetings, 2001
Stony Brook International Game Theory Conference, 2000

“Best Foot Forward or Best for Last in a Sequential Auction?”

World Econometric Society Meetings, 2000

“Signaling in Chinese Characters”

University of Pennsylvania Conference on Chinese Characters, 1999

“Too Cool for School? Signaling and Countersignaling”

Stony Brook International Game Theory Conference, 1998

“Equity Stakes and Hold-up Problems”

Southern Economics Association Meetings, 1995

INVITED PRESENTATIONS

“Consistent Good News and Inconsistent Bad News”

University of Toronto, Rotman School of Business, 2015
University of New South Wales, 2015

“Biased Recommendations”

University of Chicago, Booth School of Business, 2014
University of Pittsburgh, 2013
Michigan State University, 2012
Indian School of Business, 2012

“Persuasive Puffery”

University of Rochester, Simon School, 2011
University of Missouri, 2010
Yale School of Management, Marketing Dept., 2010

“Persuasion by Cheap Talk”

Vanderbilt University, 2009
University of Oregon, 2008
University of Cincinnati, 2008
Ohio State University, 2006

“Prospect Theory or Skill Signaling?”

UNC/Duke University, 2010
Princeton University, 2008
Emory University, 2008
DePaul University, 2008
IUPUI, 2004

“False Modesty: When Good News Looks Bad”

George Mason University, 2006

“Comparative Cheap Talk”

University of California San Diego, 2003
Purdue University, 2003

“Too Cool for School? Signaling and Countersignaling”

University of Michigan, 2003
University of Oregon, 2000

“Achievement vs. Aptitude: The Incentive - Screening Tradeoff in College Admissions”

University of Michigan, 2003

“Opportunistic Discrimination”

University of Oregon, 2001

HONORS

Dean’s Teaching List: Fall 2004, Spring 2005, Spring 2006, Spring 2008, Fall 2009, Spring 2011.
Departmental nominee for Sauvain Undergraduate Teaching Award, 2010, 2011, 2015. 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.

Senior Class Treasurer, Newspaper Editor-in-Chief, Charlottesville High School, 1980/81.

SERVICE

Websites: Creator and webmaster of Chinese Characters and Culture, <http://zhongwen.com>.
Creator and webmaster, 1999-2003, Claremont Colleges Working Papers in Economics.

Webmaster, 1999-2003, Claremont McKenna College Economics Department website.
Organized BEPP working paper series at <http://econpapers.repec.org/paper/iukwpaper/>.

Committees: Chair of Fulbright Committee, Claremont McKenna College, 2001-2003. STARR Fellowship Committee, Indiana University, 2004-2010. Hiring committee, Indiana University, 2004-2005, 2006-2007, 2009-2010, 2010-2011, 2015-2016. Doctoral Chair, 2008, 2010-13.

Overseas Study: Took Indiana University students on study trips to China (and back), Spring 2005 and 2006.

NONACADEMIC EMPLOYMENT

Daily Progress, Paperboy, 1975-1978. *Arby's*, Cashier, 1979-1980. *Boar's Head Inn*, Busboy and Waiter, 1980-1981. *Chase Econometrics*, Economic Analyst, 1985-1987. *Wharton Econometric Forecasting Associates*, Consultant on Chinese economy, 1989-1996.

PERSONAL

Married to Nandini Gupta, Associate Professor of Finance, Indiana University.

Father of twin girls, Isha and Koel, born August 25, 2006.