

## BOYOUNG SEO

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### Appointments

Associate Professor, Kelley School of Business, Indiana University, 2024-present.  
Assistant Professor, Kelley School of Business, Indiana University, 2016-2024.  
Visiting Scholar, Federal Reserve Bank of Atlanta, Atlanta, Fall 2021.

### Education

<i>Degree</i>	<i>Field</i>	<i>Institution</i>	<i>Year</i>
Ph.D.	Economics	University of Minnesota	2016
M.A.	Economics	University of Minnesota	2015
M.A.	Economics	Yonsei University, Seoul, Korea	2011
B.B.A., B.A.	Business Administration, Economics	Yonsei University, Seoul, Korea	2009

### Major Fields of Concentration

Industrial Organization, Applied Microeconomics, Econometrics

### Publications

(Authors ordered alphabetically according to field standard)

“Why Do Retail Prices Fall During Seasonal Demand Peaks?,” with R. Andrew Butters and Daniel W. Sacks, forthcoming at *RAND Journal of Economics*.

“How Do National Firms Respond to Local Shocks?,” with R. Andrew Butters and Daniel W. Sacks, *American Economic Review* (2022), 112:5, 1737-1772.

“Forecasting Unemployment Insurance Claims in Realtime with Google Trends” with Daniel Aaronson, Scott Brave, R. Andrew Butters, Michael Fogarty, and Daniel W. Sacks, *International Journal of Forecasting* (2022), 38:2, 567-581

“The Effect of Cannabis Legalization on Substance Demand and Optimal Taxes,” with Keaton Miller, *National Tax Journal* (2021), 74:1, 107-145.

“Taxing the Potency of Sin Goods: Evidence from Recreational Cannabis and Liquor Markets,” with Benjamin Hansen, Keaton Miller, and Caroline Weber, *National Tax Journal* (2020), 73:2, 511-544.

“Using the Eye of the Storm to Predict the Wave of Covid-19 UI Claims,” with Daniel Aaronson, Scott Brave, R. Andrew Butters, and Daniel W. Sacks, *Covid Economics: Vetted and Real-Time Papers* (2020), 9, 59-76.

“The Effects of Public and Private School on Academic Achievement,” with Sun Ku Hahn and Tae-Whan Kim, *Seoul Journal of Economics* (2014), 27:10, 137-147.

### Working Papers

“Racial Difference in Retail Prices Paid,” with R. Andrew Butters and Daniel W. Sacks, reject and resubmit at *American Economic Journal: Economic Policy*.

“Identification and Estimation of Discrete Choice Demand Models when Observed and Unobserved Product Characteristics Are Correlated,” with Amil Petrin and Mark Ponder, rejected at *Econometrica*.

“The Empirical Analysis of Predatory Pricing Aspects of Loss Leading.”

### Work in Progress

“Uniform Pricing in the Sharing Economy,” with R. Andrew Butters and Daniel W. Sacks.

“Taking Advantage of Competitors’ Downfall: Price Adjustment when Products are Recalled,”

“Conjoint Analysis with Endogenous Choice Sets,” with Matthew H. Shapiro.

“The Competitive Effect of Loss Leading and Below-Cost Sales Laws.”

### Invited Peer-Reviewed Conference Presentations (\* Presented by coauthor, + Discussant)

- 2023 Mid-Midwest Applied Microeconomics Workshop (U of Illinois, Notre Dame, Purdue, and IU); Annual International Industrial Organization Conference; Western Economics Association Annual Meeting; Frontiers in Empirical Industrial Organization at University of Mannheim; Keynote at Heller-Hurwitz Economics Institute Conference at the University of Minnesota
- 2022 Institute for Advancing Diversity, Equity, Inclusion and Belonging in Business at Indiana University\*; NBER Race and Stratification Working Group Spring Meetings\*; Discrimination and Disparities\*
- 2021 American Economic Association Annual Meeting<sup>+</sup>; Interviewer at CSWEP Career Development Webinars
- 2020 NBER’s Summer Institute Industrial Organization Workshop; Eastern Economics Association Annual Meeting; Korean Economic Review International Conference; Annual International Industrial Organization Conference (cancelled due to Covid); International Institute of Forecasters Workshop\*; CeMent Workshop at the ASSA Meetings; Economic Forecasting in Times of Covid-19 at American University\*
- 2019 American Economic Association Annual Meeting<sup>+</sup>; Cannabis Political Economy Symposium held at the U.S. Capitol\*; KWEN Workshop at the ASSA Meetings; NBER Economics of Autonomous and Electric Vehicles Meeting at Stanford University; EARIE Annual Conference\*; Annual International Industrial Organization Conference\*
- 2018 Asian Meeting of the Econometrics Society; Midwest Economics Association Annual Meeting; EARIE Annual Conference; Western Economics Association Annual Meeting; Annual International Industrial Organization Conferences<sup>+</sup>
- 2017 International Conference on Recent Trends in Economics at Sungkyunkwan University; Eastern Economics Association Annual Meeting; Midwest Economics Association Annual Meeting; CSWEP CeMent workshop
- 2016 NBER meeting of Industrial Organization at Stanford University; Midwest Economics Association Annual Meeting; Young Economist Workshop at Yonsei University
- 2014 Econometrics Society

### Invited Seminar Presentations

2024 Sogang University; University of South Carolina  
2023 National University of Singapore  
2022 Federal Reserve Bank of Atlanta; Seoul National University  
2021 CEPR IO Seminar; Federal Reserve Bank of Atlanta; Ohio State University; Universidad de los Andes  
2020 Bureau of Labor Statistics; Korea-America Economic Association Virtual Seminar Series  
2019 University of Notre Dame; Singapore Management University  
2018 DePaul university  
2016 Yale School of Management; Purdue University; Kelley School of Business at Indiana University; Simon Business School at University of Rochester; PUC Chile; Federal Reserve Bank of Minneapolis

### Honors, Awards, and Fellowships

2024 Research Data Funding from Kelley School of Business, Indiana University, Bloomington, Indiana.  
2023 Faculty Assistance in Data Science Program, Indiana University, Bloomington, Indiana.  
2022 Kelley School of Business Research Award, Indiana University, Bloomington, Indiana.  
2021 Emergency Equity Fund for Research, Indiana University, Bloomington, Indiana.  
2020 Trustee Teaching Award, Indiana University, Bloomington, Indiana.  
2019 Research Data Funding from Kelley School of Business, Indiana University, Bloomington, Indiana.  
2019 Research Equipment Funding from Office of the Vice Provost for Research and Kelley School of Business, Indiana University, Bloomington, Indiana.  
Summer 2019 Short-Term Research Collaboration Program, Singapore Management University, Singapore.  
2017 Research Data Funding from Kelley School of Business, Indiana University, Bloomington, Indiana.  
2015 - 2016 *Doctoral Dissertation Fellowship*, University of Minnesota, Minneapolis, Minnesota.  
2014 *Second Place*, Third Year Paper Competition, Department of Economics, University of Minnesota, Minneapolis, Minnesota.  
Summer 2014 *Graduate Research Program Partnership Fellowship*, University of Minnesota, Minneapolis, Minnesota.  
2011 - 2012 *Bruce and Mildred Mudgett Fellowship*, University of Minnesota, Minneapolis, Minnesota.  
2009 - 2011 *Brain Korea 21 Fellowship*, Yonsei University, Seoul, Korea.  
2006 - 2009 *Altwell Mincho Scholarship*, Altwell Mincho Scholarship Foundation, Seoul, Korea.

### Teaching

2024 - present Graduate level *Causal Inference*, Kelley School of Business, Indiana University, Bloomington, Indiana.  
2016 - present *Data Analysis Using Economic*, Kelley School of Business, Indiana University, Bloomington, Indiana.  
2016 - 2023 Graduate level *Econometric Methods in Business II*, Kelley School of Business, Indiana University, Bloomington, Indiana.  
2012 - 2013 Graduate level *Microeconomic Theory* sequence as a *Teaching Assistant*. Department of

Economics, University of Minnesota, Minneapolis, Minnesota.  
2009 - 2011 *International Trade Theory* as a *Teaching Assistant*, Department of Economics, Yonsei University, Seoul, Korea.

### **Dissertation Committee Member**

2025 Brian Grant, Kelley School of Business, Indiana University, Bloomington, Indiana.  
2025 Hong Lee, Kelley School of Business, Indiana University, Bloomington, Indiana.  
2023 Tom Palley (Examination Committee), Kelley School of Business, Indiana University, Bloomington, Indiana.  
2021 Seyoung Seo, Kelley School of Business, Indiana University, Bloomington, Indiana.  
2018 Shichao Tang, Department of Economics, Indiana University Purdue University Indianapolis.

### **Minor Advisor**

2020 Brian Grant, Kelley School of Business, Indiana University, Bloomington, Indiana.

### **Service**

2024-present Faculty Writing Group Co-Facilitator, Indiana University.  
2022-present Seminar Series Organizer, Korean-American Economics Association.  
2021-2023 DEI Committee, Kelley School of Business, Indiana University.  
2021 Bonser Lecture Co-coordinator, Kelley School of Business, Indiana University.  
2018-2022 Seminar Series Organizer, Kelley School of Business, Indiana University.  
2019 Lecturer at BEPP Club's general meeting, Kelley School of Business, Indiana University.  
2018 Hiring Committee, Kelley School of Business, Indiana University.

### **Referee Activity**

*American Economic Review; Journal of Political Economy; RAND Journal of Economics; Journal of Public Economics; Journal of Industrial Economics; Review of Economics and Statistics; Journal of Economic Behavior and Organization; International Journal of Environmental Research and Public Health; Econometrics; International Journal of Economics and Business Research; Journal of Modeling in Management; Sustainability*