

Harvard Business School.

Dear Members of the Search Committee,

I am writing to apply for the position of Assistant Professor in Strategy (Economics). I am a microeconomist specializing in political economy and industrial organization with particular focus on political communication, timing of elections and firm pricing. I will complete my Ph.D. in Economics from the University of Illinois, Urbana-Champaign in May 2022.

I am extremely interested in joining the faculty of HBS. As a member of the department, I will contribute to its focus on interdisciplinary education, continue my research on strategic communication and firm pricing, and lead departmental service activities. I find HBS' tradition for teaching and its research philosophy very stimulating. I am confident that my enthusiasm for teaching, my theoretical and empirical approach to studying socially relevant topics, and my track record for collaborative work make me an excellent fit for the position in your department.

My research examines issues in political economy and industrial organization. In my job market paper, I theoretically and empirically analyze how politicians strategically vary ad content and placement to mobilize their base and demobilize the opposing one. In industrial organization, I theoretically investigate topics such as price-matching guarantees, co-location, and secondary markets. Currently, in a joint work, my co-author and I empirically measure the switching costs that emerge from airline entry in new US domestic airports. To achieve this, we use both reduced form and structural methods.

In addition, I have a strong interest in teaching, and I have experience teaching a wide range of topics. During my doctoral studies at Illinois, I was honored to be selected by my students among the top 10% of teachers in the university.

Included in my application are copies of my CV and my job market paper titled "Messaging the Bases: Tailoring Political Ads to Audiences". Letters in support of my application from Professors Dan Bernhardt (Chair), George Deltas, and Stefan Krasa will be sent under a separate cover.

I will be available for virtual interviews at the AEA meeting in January 2022. I can be reached via email at ecnstnt2@illinois.edu or by phone at +1-217-721-5834.

Please do not hesitate to contact me if there is any additional information that I can provide.

Thank you very much for your time and consideration.

Sincerely,
Evangelos Constantinou

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