

# Michael Rolland Sullivan

Email: [m.r.sullivan@aya.yale.edu](mailto:m.r.sullivan@aya.yale.edu)

Website: <https://sites.google.com/view/michaelsullivan>

## Academic appointments

2024– Assistant professor, Western University (University of Western Ontario)  
2023 Post-doctoral fellow, Harvard Business School

## Education

2023 PH.D. in Economics, Yale University  
Committee: Katja Seim (chair), Steven Berry, Philip Haile  
2020 M.PHIL. in Economics, Yale University  
2018 M.A. in Economics, Yale University  
2016 B.SC. in Pure Mathematics and Economics, Memorial University of Newfoundland

## Working papers

Price Controls in a Multi-Sided Market. 2024.

- *Revision requested at the Journal of Political Economy.*

Sources of Limited Consideration and Market Power in E-commerce. 2024.

- *Conditionally accepted at American Economic Journal: Microeconomics.*

Cross-Channel Competition and Complementarities in US Retail (with Hiroki Saruya). 2023.

Demand with Network Externalities: Identification and an Application to the Dating Websites Industry. 2022.

## Work in progress

Approaches to Encouraging Health Exchange Participation (with Soheil Ghili, Igal Hendel, and Michael Whinston)

## Publications

Market Design for Personal Data (with Dirk Bergemann, Jacques Crémer, David Dinielli, Carl-Christian Groh, Paul Heidhues, Maximillian Schaefer, Monika Schnitzer, Katja Seim, and Fiona M. Scott Morton). 2023. *Yale Journal on Regulation*.

## Conference and Seminar Presentations

Scheduled	University of Waterloo, the University of British Columbia (Sauder School of Business), NBER “Digital Platforms: Competition and Regulation” Workshop
2024	Allied Social Science Associations (ASSA) Annual Meeting (Econometric Society session, “Pricing and Demand with Digital/Online Markets”); International Industrial Organization Conference; Canadian Economic Association Annual Meetings; the Economics of Platforms and Recommender Systems Workshop (Telecom Paris); Queen’s University
2023	Bank of Canada; University of Western Ontario; McGill University; Columbia Business School — Decision, Risk, and Operations; Northwestern University; UNC Chapel Hill; University of Toronto Rotman School of Management; Federal Reserve Board; Toulouse School of Economics; NBER Summer Institute (Industrial Organization and Digital Economics and Artificial Intelligence sections); University of Michigan (IO Seminar); Stanford University (IOPLUS seminar); Bank of Canada Payments, Multi-Sided Platforms, and Payments Workshop (as discussant); Harvard Business School (D <sup>3</sup> Seminar); National Association for Business Economics TEC Conference; The Ohio State University (Applied Microeconomics Seminar)
2022	5th Doctoral Workshop on the Economics of Digitization, Ifo Institute; Young Economist Symposium (at Yale University); Amazon Core AI
2021	Young Economist Symposium (at Princeton University)

## Awards

2023	George Trimis Prize for distinguished dissertations in economics (Yale University)
2016	Governor General’s Medal for best academic performance in university’s graduating class (Memorial University of Newfoundland)

## Grants

2024	Faculty of Social Science Samuel Clark Internal Research Grant (Western University), \$5k CAD
2021	Doctoral Fellowship, Social Sciences and Humanities Research Council (SSHRC), \$20k CAD

## Referee service

*RAND Journal of Economics* ( $\times 4$ ), *American Economic Review*, *American Economic Journal: Microeconomics* ( $\times 2$ ), *Journal of Political Economy*, *Microeconomics*, *Journal of International Economics*, *the Economic Journal*, *Information Systems Research*

## References

Prof. Katja Seim  
Yale University  
Department of Economics  
New Haven, CT 06520  
PO Box 208200  
Phone: (203) 432-5487  
[katja.seim@yale.edu](mailto:katja.seim@yale.edu)

Prof. Steven Berry  
Yale University  
Department of Economics  
New Haven, CT 06520  
PO Box 208264  
Phone: (203) 432-3556  
[steven.berry@yale.edu](mailto:steven.berry@yale.edu)

Prof. Philip Haile  
Yale University  
Department of Economics  
New Haven, CT 06520  
PO Box 208264  
Phone: (203) 432-3568  
[philip.haile@yale.edu](mailto:philip.haile@yale.edu)

## Citizenship

Canada