

# Michael Rolland Sullivan

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## Academic appointments

2025–	Assistant Professor, Strategy and Business Economics Division, Sauder School of Business, University of British Columbia
2024–2025	Assistant Professor, Department of Economics, 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), Philip Haile, Steven Berry
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

Fee Optimality in a Two-Sided Market. 2025.

- *Revision requested at the Journal of Political Economy*
- Previously entitled “Price Controls in a Multi-Sided Market”

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

- *Forthcoming 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

What Prevents Health Insurance Take-up?: Quantifying Frictions and Policy Responses (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, Maximilian Schaefer, Monika Schnitzer, Katja Seim, and Fiona M. Scott Morton). 2023. *Yale Journal on Regulation*.

## Conference and Seminar Presentations

- 2025 National University of Singapore; International Industrial Organization Conference; Canadian Economic Association Annual Meetings; University of British Columbia (Sauder School of Business); Online Seminar on the Economics of Platforms (Toulouse School of Economics); Econometric Society World Congress (Seoul, South Korea); Competition Bureau Canada
- 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; University of Waterloo; University of British Columbia (Sauder School of Business); NBER “Digital Platforms: Competition and Regulation” Workshop
- 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 (IOPPLUS 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

- 2025 Hampton Research Endowment Fund New Faculty Grant (University of British Columbia), \$15k CAD
- 2025 Insight Development Grant, Social Sciences and Humanities Research Council (SSHRC), \$49k CAD
- 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* ( $\times$  6), *American Economic Review*, *American Economic Journal: Microeconomics* ( $\times$  3), *Journal of Political Economy* *Microeconomics*, *Journal of International Economics*, *the Economic Journal*, *Information Systems Research*, *Quarterly Journal of Economics*, *Canadian Journal of Economics*, *Management Science*

## Citizenship

Canada