

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”

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

Sources of Limited Consideration and Market Power in E-commerce. 2025. *American Economic Journal: Microeconomics*, 18(1): 1–29. Lead article.

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 (IOPLUS seminar); Bank of Canada Payments, Multi-Sided Platforms, and Payments Workshop (as discussant); Harvard Business School (D³ 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

American Economic Journal: Microeconomics ($\times 3$), *American Economic Review*, *Canadian Journal of Economics*, *Economic Journal*, *European Economic Review*, *Information Systems Research*, *Journal of Industry, Competition and Trade*, *Journal of International Economics*, *Journal of Political Economy* *Microeconomics*, *Management Science*, *Quarterly Journal of Economics*, *RAND Journal of Economics* ($\times 6$)

Citizenship

Canada