

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 (D ³ 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