

# 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), 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

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.

- *Revision requested 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	Queen's University, the University of Waterloo, the University of British Columbia (Sauder School of Business)
2024	Allied Social Science Associations (ASSA) Annual Meeting (Econometric Society session, "Pricing and Demand with Digital/Online Markets"); International Industrial Organization Conference; 2024 Canadian Economic Association Annual Meetings; the Economics of Platforms and Recommender Systems Workshop (Telecom Paris)
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*

## Citizenship

Canada