

JAVIER D. DONNA

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September 2024

EDUCATION

2012	Ph.D. Economics, Northwestern University. Dissertation Committee: Robert H. Porter (chair), Aviv Nevo, Meghan Busse, Florian Zettelmeyer.
2008	M.A. Economics, Northwestern University.
2008	M.A. Economics, Universidad Torcuato Di Tella, Bs. As., Argentina. Licenciado Economía, Universidad Nacional Cuyo, Mendoza, Argentina. Exchange Student, Universidad de Alcalá de Henares, Madrid, Spain.

EMPLOYMENT

2024 – Present	Associate Professor, Department of Economics, Miami Herbert Business School, University of Miami.
2024 – Present	Jeffrey L. Bewkes Family Endowed Chair.

ADDITIONAL POSITIONS

2020 – Present	Fellow, Rimini Center for Economic Analysis (RCEA), Italy.
2020 – Present	Senior Researcher, <i>Red Nacional de Investigadores en Economía</i> , Argentina.
2023 – Present	Chair, Steering Committee, Industrial Economics and Organization, RCEA.
2024 – Present	Courtesy Assistant Professor of Economics, University of Florida.

PREVIOUS POSITIONS

2020 – 2024	Assistant Professor of Economics, University of Florida (UF).
2023 – 2024	Associate Director, Robert F. Lanzillotti Public Policy Research Center, UF.
2022 – 2024	Affiliated and Graduate Faculty, Center for Latin American Studies, UF.
2021 – 2024	Research Associate, Robert F. Lanzillotti Public Policy Research Center, UF.
2021 – 2024	Affiliated Faculty, Transportation Institute, UF.
2021 – 2024	Affiliated Faculty, Water Institute, UF.
2016 – 2020	Howard P. Marvel Scholar, the Ohio State University.
2012 – 2020	Assistant Professor of Economics, the Ohio State University.

RESEARCH

A. JOURNAL PUBLICATIONS

1. “Structural Presumptions for Non-Horizontal Mergers in the 2023 Merger Guidelines: A Primer and a Path Forward,” (with P. Pereira).
Review of Industrial Organization, 2024, 65(1): 303–345 DOI: 10.1007/s11151-024-09971-z.
2. “The Illiquidity of Water Markets,” (with J. Espin-Sanchez).
Review of Economic Studies, Accepted, DOI: 10.2139/ssrn.2667654.
 - Awarded the Public Utility Research Prize for the Best Paper in Regulatory Economics at the International Industrial Organization Conference, April 2016.
3. “Direct Sales and Bargaining,” (with P. Pereira, Y. Pu, A. Trindade, R. C. Yoshida).
RAND Journal of Economics, Forthcoming, DOI: 10.2139/ssrn.3779962.
4. “Redistributive Politics under Ambiguity.”
Social Choice and Welfare, 2024, 62: 583–607, DOI: 10.1007/s00355-023-01500-3.
5. “Rivals’ Exit and Vertical Merger Evaluation,” (with P. Pereira).
Journal of Competition Law & Economics, 2023, 19(2): 220–249, DOI: 10.1093/joclec/nhad002.
6. “(Lack of) Competition, Coordination, and Information Sharing in the Pork Industry: United States, 2009-2020,” (with A. Walsh).
Antitrust Bulletin, 2023, 68(1): 117–136, DOI: 10.1177/0003603X221149367.
7. “Gender Differences within the Firm: Evidence from Two Million Business Travelers,” (with G. Veramendi).
Journal of Human Resources, 2022, 57(6): 1915-1945. DOI: 10.3368/jhr.58.2.0818-9664R2.
8. “Measuring the Welfare of Intermediaries,” (with P. Pereira, T. Pires, and A. Trindade).
Management Science, 2022, 68(11): 8083-8115. DOI: 10.1287/mnsc.2021.4266.
 - Awarded Best Paper on “Market Competition” by Gabinete de Estratégia e Estudos, Portuguese Ministry of Economics, May 2018.
9. “The Economic Rationale of United States v. Google,” (with G. Bet and R. Blair).
Antitrust Bulletin, 2022, 67(1): 23-39. DOI: 10.1177/0003603X211067116.
10. “Measuring Long-Run Gasoline Price Elasticities in Urban Travel Demand.”
RAND Journal of Economics, 2021, 52(4): 945-994. DOI: 10.1111/1756-2171.12397.
11. “Water theft as social insurance: southeastern Spain, 1851-1948,” (with J. Espin-Sanchez).
Economic History Review, 2021, 74(3): 721-753. DOI: 10.1111/ehr.13047.
12. “Networks, Frictions, and Price Dispersion,” (with P. Schenone and G. Veramendi).
Games and Economic Behavior, 2020, 124: 406–431. DOI: 10.1016/j.geb.2020.09.002.

13. “Complements and Substitutes in Sequential Auctions: The Case of Water Auctions,” (with J. Espin-Sanchez).
RAND Journal of Economics, 2018, 49(1): 87–127. DOI: 10.1111/1756-2171.12221.
 - Awarded the *Young Economists’ Essay Award*, EARIE 2012.
 - Awarded the *Young Economist Prize*, Jornadas de Economía Industrial 2012.
14. “Frictions in Internet Auctions with Many Traders: a Counterexample,” (with P. Schenone and G. Veramendi).
Economics Letters, 2016, 138: 81-84. DOI: 10.1016/j.econlet.2015.11.033.
15. “Crime and Beliefs: Evidence from Latin America,” (with R. Di Tella and R. MacCulloch).
Economics Letters, 2008, 99(3): 566–569. DOI: 10.1016/j.econlet.2007.10.002.

B. BOOK CHAPTER

16. “Oil, Macroeconomic Volatility and Crime in the Determination of Beliefs in Venezuela,” (with R. Di Tella and R. MacCulloch), in “Venezuela Before Chávez: Anatomy of an Economic Collapse,” edited by Ricardo Hausmann and Francisco Rodríguez. **Penn State University Press**, ch. 13, 407-424, 2014. ISBN: 9780271056319. DOI: 10.5325/j.ctv14gp2r6.17.

C. WORKING PAPERS

17. “The Microsoft Acquisition of Activision: Neither Horizontal nor Vertical,” (with B. Alderman and R. Blair). **Submitted**.

D. RESEARCH IN PROGRESS

18. “Proving Antitrust Damages in Monopsony Cases,” (with R. Blair).
19. “Algorithmic Pricing, Platforms, and Collusive Pricing,” (with G. Gutierrez).
20. “Exit-Inducing Vertical Mergers,” (with P. Pereira and Y. Pu).
21. “Store Opening Hours and Consumer Behavior,” (with M. Hinnosaar, T. Hinnosaar, and A. Trindade).
22. “Simultaneous Search, Firm Concentration, and Market Power in Labor Markets,” (with N. Sapargali, R. Vejlin and G. Veramendi).
23. “Quantifying the Welfare Effects in Networked Markets,” (with J. Boehnke, D. Masterov, and G. Veramendi).
24. “Consideration Sets and Price Dispersion: Evidence from eBay,” (with J. Boehnke, D. Masterov, and G. Veramendi).
25. “Quantity Discounts, Price Discrimination, and Incentive Compatibility,” (with T. Pires).

E. OP-ED, GENERAL-PRESS PUBLICATIONS, AND COMMENTS

26. “An Anticompetitive Presumption for Exit-Inducing Vertical Arrangements,” (with P. Pereira). **Draft Merger Guidelines for Public Comment by the Federal Trade Commission**, Docket ID: FTC-2023-0043, Tracking Number: Im7-ttk2-thh7, September 6, 2023, DOI: 10.2139/ssrn.4709489
27. “Rivals’ Exit Should Be Incorporated into the Guidelines for Vertical Merger Evaluation,” (with P. Pereira). **ProMarket**, Stigler Center, University of Chicago, May 2023.
28. “La salida de rivales debe incorporarse en la evaluación de fusiones verticales,” (with Pedro Pereira). **Nada es Gratis**, 30 de Mayo, 2023. (In Spanish.)
29. “Female business travelers pay less than their male colleagues because they tend to book earlier.” **The Gainesville Sun**, March, 2022.
30. “Intercambio de información y colusión.” **Nada es Gratis**, 11 de Abril, 2023. (In Spanish.)
31. “Female business travelers pay less than their male colleagues because they tend to book earlier.” **The Conversation**, February 17, 2022.
 - Featured in: Government Executive, Phys.org, North Platte Telegraph, Houston Chronicle, New Haven Register, Beaumont Enterprise, Stamford Advocate, among others.
 - Over 50,000 readers according to *The Conversation*’s analytics.
32. “Impuesto a la gasolina, elasticidades de largo plazo, y consecuencias distributivas.” **Nada es Gratis**, 28 de Enero, 2022. (In Spanish.)
33. “Diferencias de género dentro de la empresa,” (with G. Veramendi). **Nada es Gratis**, 7 de Septiembre, 2021. (In Spanish.)
34. “Robo de agua como seguro social,” (with J. Espin-Sanchez). **Nada es Gratis**, 14 de Junio, 2021. (In Spanish.)
35. “Water Theft As Social Insurance: Southeastern Spain, 1851-1948,” (with J. Espin-Sanchez). **The Long Run - The Economic History Society**, February 5, 2021.
36. “Are Water Markets Liquid? Evidence from Southeastern Spain,” (with J. Espin-Sanchez). **Europe Now**, Issue 23, Special Issue on Water edited by P. Debaere and N. Shea, December, 2018.
37. “Women Book Business Travel Earlier, Saving Companies Millions,” (with C. Ciobanu, G. Lungu, and G. Veramendi). **Harvard Business Review**, April 2016.
 - Featured in: The Economist, Fortune, Yahoo! Finance, News and Updates, Slate, Business Travel News, CWT Solutions Group, OnCampus, El Economista, Daily Mail, among others.
38. “The Illiquidity of Water Markets,” (with J. Espin-Sanchez). **Vox EU**, Centre for Economic Policy Research, May 2014.
39. “The Illiquidity of Water Markets,” (with J. Espin-Sanchez). **The Global Water Forum**, UNESCO Chair in Water Economics and Trans-boundary Water Governance, Sep 2014.

TEACHING

A. ACADEMIC ADVISING OF DOCTORAL STUDENTS

In reverse chronological order by year of graduation or expected graduation (University of Florida (UF) or Ohio State (OSU); Advising Role; Placement; Year of Graduation):

1. Ann Atwater (UF; Chair; Ongoing).
2. Garrison Pollard (UF; Member; Ongoing).
3. Shana Cui (UF; Member; Assistant Professor of Economics at Oberlin College; 2023).
4. Minhae Kim (OSU; Co-chair; Assistant Professor at Spears Business School, Oklahoma State University; 2022).
5. Yun Pu (OSU; Co-chair; Assistant Professor at Southwestern University of Finance and Economics, China; 2019).
6. Joseph Rossetti (OSU; Chair; Associate at Matrix Economics, Boston MA; 2018).
7. Hyewon Kim (OSU; Chair; Senior Quantitative Analyst at Gartner, Washington DC; 2017).
8. Chao Ma (OSU; Member; Assistant Professor, Xiamen University, China; 2015).

B. PH.D. COURSES

- Industrial Organization (IO) Colloquium: Spring 2019, 2014; Fall 2013.
- Empirical IO: Fall 2023, 2021, 2019, 2018, 2017, 2016, 2015, 2014; Spring 2014.

C. UNDERGRADUATE COURSES

- Competitive Strategy: Fall 2022, Fall 2021.
- Government & Business: Fall 2020, 2019, 2016, 2015, 2012; Spring 2019, 2018, 2014.
- Industrial Organization: Fall 2016, 2015, 2014.
- Intermediate Microeconomics: Fall 2023, 2022, 2014, 2012; Spring 2014.

D. TEACHING EVALUATIONS

- Last academic year, 2023-24, by course (mean Instruction Section out of a maximum of 5):
 - Intermediate Micro 1: 4.9 (mean College: 4.3). Response rate: 98% (40/41 students).
 - Intermediate Micro 2: 4.7 (mean College: 4.3). Response rate: 97% (38/39 students).
- Average by academic year (mean Instruction Section out of a maximum of 5):
 - Academic Year 2023-24: 4.8 (mean College: 4.3).
 - Academic Year 2022-23: 4.5 (mean College: 4.2).
 - Academic Year 2021-22: 4.2 (mean College: 4.3).
 - Academic Year 2020-21: 4.0 (mean College: 4.2).

SERVICE

A. EVENTS ORGANIZED

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| 2024 | Conference: “Current Topics in Empirical Industrial Organization” (co-organized with Ignacia Mercadal). |
| 2023 | Simon Johnson (MIT Sloan School of Management): “The Role of Regulation and Antitrust Policy in Reshaping Technology: Insights from “Power and Progress” (with D. Acemoglu).” |

B. SERVICE TO THE PROFESSION

- **REFEREE/REVIEWER**

In alphabetic order (126 manuscripts):

American Economic Journal: Microeconomics, American Economic Review, Econometrica, Economics Letters, European Economic Review, European Journal of Law and Economics, *Becas FONDECYT (Fondo Nacional de Desarrollo Científico y Tecnológico, Gobierno de Chile)*, Games and Economic Behavior, International Journal of Industrial Organization, Journal of Business & Economic Statistics, Journal of Economic Theory, Journal of Environmental Economics and Management, Journal of the Association of Environmental and Resource Economists, Journal of the European Economic Association, Journal of Industrial Economics, Journal of Development Economics, Journal of Political Economy, RAND Journal of Economics, Review of Economics and Statistics, Review of Economic Studies, Social Choice and Welfare, Water Resources Research.

- **SCIENTIFIC COMMITTEES**

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| 2024 | Member, Programme Committee (Lead Committee Member Applied Micro and Industrial Organization), 2024 RCEA International Conference in Economics, Econometrics and Finance, London. |
| 2017 | Member, Awards Selection Committee, International Industrial Organization Conference. |

C. SERVICE AT THE UNIVERSITY OF MIAMI

- **DEPARTMENT**

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| 2024 – Present | Organizer, Academic Seminar and Brown Bag Seminar (co-organized with Chad Kendall). |
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D. SERVICE AT THE UNIVERSITY OF FLORIDA

- **UNIVERSITY**

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| 2024 – Present | Mentor, University Scholars Program (one award/student). |
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- **DEPARTMENT**

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| 2023 – Present | Member, Graduate Committee. |
| 2021 – Present | Member, Chair Advisory Committee. |

2022 – 2023	Member, Ph.D. Program Review Committee. Member of the Data and Computational Methods Subcommittee. Sitting Member of the Econometrics Subcommittee.
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2020 – 2021	Member, Recruiting Committee, Applied Econometrics.
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E. SERVICE AT THE OHIO STATE UNIVERSITY

2016 – 2017	Member, Recruiting Committee, Industrial Organization.
2013 – 2020	Chair, Industrial Organization Preliminary Field Committee.
2015 – 2019	Organizer, Applied Micro Seminar.
2014 – 2020	Member, Undergraduate Studies Committee.
2015 – 2016	Member, Recruiting Committee, Urban/Networks.
2015	Organizer, Applied Micro Lunch.
2012 – 2013	Member, Graduate Studies Committee.

F. SOCIAL SERVICE

2010 – 2011	President/Founder, Graduate Economics Association, Northwestern.
2011	Secretary, Graduate Student Association, Northwestern University.
2009 – 2010	Science Tutor/Mentor, <i>In Search of Genius Foundation</i> , Chicago.

HONORS AND AWARDS

2018	Best Paper Award, Concorrência nos mercados (Market Competition), Portuguese Ministry of Economics.
2016	Howard P. Marvel Scholar, the Ohio State University.
2016	Public Utility Research Prize for Best Paper in Regulatory Economics, IIOC.
2012	Young Economist Essay Award, Best Paper (Job Market Paper), EARIE.
2012	Young Economist Prize, Best Paper (Job Market Paper), Jornadas Economia Industrial.
2011	Graduate and Dissertation Fellowship, Northwestern University.
	Scholarship, M.A. Economics, UTDT, Buenos Aires, Argentina.
	Honor's Mention, Licenciatura en Economía, UNCuyo, Mendoza, Argentina.
	Research Scholarship, UNCuyo, Mendoza, Argentina.
	Honor's Mention, Mathematical Economics, Universidad Alcalá de Henares.
	International Fellowship, Universidad de Alcalá de Henares, Madrid, Spain.

GRANTS

2018 – 2019	Major Grant, 30,000 RUs. Ohio Supercomputer Center, Grant #: PAS1350-2.
2012 – 2018	International Travel Grant, Division of Social & Behavioral Sciences, OSU.
2011	Research Grant, the Graduate School, Northwestern University (NU).
2011	Data Acquisition Grant, Center for the Study of Industrial Organization, NU.
	Research Fund in Monetary Economics, Universidad Nacional de Cuyo.

PROFESSIONAL ACTIVITIES

A. PRESENTATIONS AT SEMINARS, INVITED TALKS, AND CONFERENCES

In reverse chronological order:

2024: University of Miami (Department of Economics, Miami Herbert Business School). 2023: Indiana University Kelley School of Business (Business Economics and Public Policy Department), Indiana University (Department of Economics), NBER Summer Institute – Industrial Organization (discussant), University of Iowa (Department of Economics, Tippie College of Business). 2022: Barcelona School of Economics Summer Forum – Applied Industrial Organization, University of Wisconsin-Madison (IO Workshop). 2021: NBER Summer Institute – Industrial Organization, *Red Nacional de Investigadores en Economía* (RedNIE Seminar Series), Federal Trade Commission (Seminar Series), International Industrial Organization Conference (virtual conference), ASSA Annual Meeting (Paper Session: IO Approaches to Transportation Economics), University Central Florida. 2020: University of Illinois at Urbana-Champaign, University of Florida, University of Toronto – Rotman School of Management (Toronto, Ontario), Ryerson University (Toronto, Ontario), University of Michigan (to be rescheduled), Ohio University (to be rescheduled). 2019: University of Kentucky – Gatton College of Business and Economics, Queen’s University – Queen’s Economics Department (Kingston, Ontario), Penn State University, Stanford Institute for Theoretical Economics (SITE) – Session 3: Empirical Implementation Models of Strategic Interaction and Dynamic Behavior Workshop, Barcelona GSE Summer Forum – Applied Industrial Organization, Consumer Search and Switching Costs (UCLA Anderson School of Management, Marketing Department), International Industrial Organization Conference (Boston). 2018: UCLA (Anderson School of Management, Marketing Department), International Industrial Organization Conference (Indianapolis), SED (Mexico City), Barcelona GSE Summer Forum - Consumer Search and Switching Costs, the Ohio State University (Applied Micro Brownbag Workshop). 2017: NBER Summer Institute – Micro and Macro Perspectives, Boston College (Applied Microeconomics Seminar), the University of Texas at Austin (Industrial Organization/Econometrics Seminar), Triangle Microeconomics Conference in Honor to Tiago Pires (the University of North Carolina at Chapel Hill), the Ohio State University (Applied Micro Brownbag Workshop), Dartmouth College. 2016: NBER Summer Institute – Industrial Organization, Barcelona GSE Summer Forum - Applied Industrial Organization, Empirical Microeconomics Workshop (Banff, Canada), Advances in Policy Evaluation Conference (Arizona State University), JPMorgan Chase & Co. (Columbus, Ohio), Kent State University (Applied Micro Seminar), International Industrial Organization Conference (Philadelphia), the Ohio State University (Economics Advisory Board Meeting), Penn State University (Applied Micro Seminar). 2015: International Industrial Organization Conference (Boston). 2014: Arizona State University (Applied Micro Seminar), International Industrial Organization Conference (Chicago), the Ohio State University (Applied Micro Workshop), Econometric Society’s North American Summer Meetings (University of Minnesota), Annual Meeting of the Society for Economic Dynamics (SED, Toronto), European Association for Research in Industrial Economics (EARIE, Milan). 2013: Arizona State University (Applied Micro Seminar), Bates White, Midwest Economics Association Annual Meeting, International Industrial Organization Conference (Boston), Applied Economics Conference (University of Granada), European Association for Research in Industrial Economics (EARIE, Evora), Second Annual Economics Conference (Universidad Torcuato Di Tella). 2012: Latin American and Caribbean Economic Association (Lacea) and the Latin American Meeting of the Econometric Society (Lames) (Universidad del Pacifico), European Association for Research in Industrial Economics

(EARIE, Rome), *Jornadas de Economía Industrial* (JEI, the University of Murcia), Econometric Society's North American Summer Meetings (Northwestern University), Aarhus University (Economics Seminar Series), Johns Hopkins University (Economics), the Ohio State University (Economics), Charles River Associates (Antitrust and Competition Economics), Compass Lexecon (Antitrust and Competition), Analysis Group (Antitrust), CEMFI (Firms, Innovation, Regulation, Markets and Strategy Workshop), Universidad Carlos III (Economics), Northwestern University (Workshop in Industrial Organization). 2011: Northwestern University (Workshop in Industrial Organization), Northwestern University (Industrial Organization Brownbag Lunch). 2010: Universidad Carlos III (Economics), Northwestern University (Graduate Seminar).

B. ADDITIONAL CONFERENCE DISCUSSIONS

In reverse chronological order:

2021: International Industrial Organization Conference (Rising Star Session). 2019: International Industrial Organization Conference (Boston). 2018: Barcelona GSE Summer Forum - Consumer Search and Switching Costs, International Industrial Organization Conference (Indianapolis). 2016: International Industrial Organization Conference (Philadelphia). 2015: International Industrial Organization Conference (Boston). 2014: International Industrial Organization Conference (Chicago), European Association for Research in Industrial Economics (Milan). 2013: Midwest Economics Association Annual Meeting (Columbus), International Industrial Organization Conference (Boston), European Association for Research in Industrial Economics (Evora). 2012: Econometric Society's North American Summer Meetings (Evanston), European Association for Research in Industrial Economics (Rome).

C. PROFESSIONAL ASSOCIATION MEMBERSHIPS

American Economic Association, Econometric Society, Industrial Organization Society, European Association for Research in Industrial Economics (EARIE), RAND Journal of Economics.

LANGUAGES AND PROGRAMMING

A. LANGUAGES

Spanish, English, German (Goethe-Zertifikat C1), Italian (reading).

B. PROGRAMMING

C++, Esri-ArcGIS, GAUSS, MATLAB, PARALLEL COMPUTING, R, STATA.

RESEARCH ASSISTANT TO

2009 – 2010	Professors Meghan Busse and Florian Zettelmeyer, Kellogg School of Management, Northwestern University.
2008 – 2009	Professor Rafael Di Tella, Harvard Business School.

PERSONAL INFORMATION

Citizenships: Argentina, Italy, United States.