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**PETER WILLIAM NEWBERRY**  
*Department of Economics*  
*University of Georgia, Terry College of Business*  
*Email: pnewberry<at>uga.edu*  
*Website: <https://sites.google.com/site/pnewberry>*  
*Phone: 952.237.6559*

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## Positions and Employment

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Assistant Professor of Economics, University of Georgia, Terry College of Business, June 2020-Present.

Assistant Professor of Economics, The Pennsylvania State University, August 2012-June 2020.

Visiting Assistant Professor, Business Economics and Public Policy Department, Wharton School, University of Pennsylvania., July 2016-June 2017.

Morrison Visting Scholar, Marketing Department, Anderson School of Business, UCLA, September-October 2016.

Strumpf Early Career Professor, The Pennsylvania State University, July 2014-June 2015.

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## Education

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2012	UNIVERSITY OF WISCONSIN, MADISON <i>Ph.D. in Economics, May 2012</i>
2008	UNIVERSITY OF WISCONSIN, MADISON <i>M.S. in Economics, December 2008</i>
2003	COLBY COLLEGE, WATERVILLE, ME <i>B.A. in Economics and Mathematical Science, Honors, Magna Cum Laude, May 2003</i>

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## Research Fields

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Industrial Organization, Applied Microeconomics

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## Research Projects

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### *Publications*

“The Profitability of Revenue-Based Quotas under Price Negotiation,” (with Pranav Jindal). Accepted to *Management Science*.

“The Heterogenous Effects of Online Reputation for Local and National Retailers,” (with Xiaolu Zhou). *The International Economic Review*. Vol. 60, Issue 4, (2019)

“To Bargain or not to Bargain: the Role of Fixed Costs in Price Negotiations,” (with Pranav Jindal). *Journal of Marketing Research*. Vol. 55, Issue 6, (2018)

“An Empirical Study of Observational Learning”, *The RAND Journal of Economics*. Vol. 47, Issue 2, (2016)

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- "The Effect of Competition on eBay". *International Journal of Industrial Organization*. Vol. 40, (2015)
- "Vettes and Lemons on eBay" (with Christopher P. Adams and Laura Hosken). *Quantitative Marketing and Economics*, Vol. 9, Number 2, (2011).
- "An Analysis of Attendance at Major League Baseball Spring Training Games" (with Michael Donihue and David W. Findlay). *Journal of Sports Economics*, Vol. 8, (2007).

### Working Papers

- "Economies of Density in E-commerce: A Study of Amazon's Fulfillment Center Network," (with J-F Houde and Katja Seim). Revision requested from *Econometrica*.
- "Local Network Effects in the Adoption of a Digital Platform," (with Jin-Hyuk Kim, Liad Wagman, and Ran Wolf). Revision requested from *Journal of Industrial Economics*.
- "The Costs of Franchise Contract Regulations," (with Charles Murry). Revision requested from *Journal of Law and Economics*.
- "The Role of Information Signals in Determining Crowdfunding Outcomes," (with Jin-Hyuk Kim). Revision requested from *Journal of Empirical Finance*. NET Institute Working Paper No. 15-12.
- "Online Reputation Management through Investments in Quality: A study of the Lodging Industry," (with Sergio Garate).

### Work in Progress

- "Information, Ratings and Return Policies in E-Commerce," (with Xiaolu Zhou).
- ""Free Bids and Sunk Costs in Penny Auctions," (with Pranav Jindal, Tony Kwasnika, and Chris Parker).

### Seminar Presentations and Conferences

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- 2020 Seminars: University of Georgia, The Ohio State University, University of Florida, Queens University, University of Western Ontario, University of Tennessee, University of Texas at Dallas, Jindal School of Management. Presenter: NBER Winter Institute 2020, Industrial Organization Workshop, Palo Alto, CA. Bargaining: Experiments, Empirics, and Theory Conference 2020, Virtual. Participant: NBER Winter Institute 2020, Economics of Information Technology and Digitization Workshop, Palo Alto, CA. NBER Summer Institute 2020, Economics of Information Technology and Digitization Workshop, Virtual.
- 2019 Seminars: Queens University, University of Minnesota Carlson School of Business, University of Illinois. Indiana University Kelley School of Business, University of Kentucky. Presenter: SEA Meetings, Fort Lauderdale, FL. ASSA Meetings (Geography and Market Outcomes), Atlanta, GA. International Industrial Organization Conference, Boston, MA. NBER Summer Institute 2019, Economics of Information Technology and Digitization Workshop, Boston, MA. Shanghai University of Finance and Economics IO Summer School and Research Conference, Shanghai, China. Carnegie Mellon Heinz/Tepper IO Conference, Pittsburgh, PA. Participant: NBER Winter Institute 2019, Economics of Information Technology and Digitization Workshop, Palo Alto, CA.
- 2018 Seminars: Texas A&M, UBC-Sauder School of Business, University of Maryland, US Department of Justice, University of Arizona, Toulouse School of Economics, Central Bank of Colombia. Penn State Faculty Lunch Seminar. Presenter: Postal Economics Conference on "E-commerce, Digital Economy and Delivery Services", Toulouse, France. ESRC/Cemmap workshop: Empirical Analysis of Contracting and Bargaining, London, UK. Penn State/Cornell Econometrics and IO Conference, State College, PA. Participant: NBER Winter Institute 2018, Economics of Information Technology and Digitization Workshop, Palo Alto, CA. Bargaining: Experiments, Empirics, and Theory Conference 2018, New York, New York.

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- 2017 Seminars: Northeastern University, Hong Kong University of Science and Technology, Hong Kong University, University of Minnesota. Presenter: ASSA Meetings (Topics in E-commerce), Chicago, IL. International Industrial Organization Conference, Boston, MA. 2017 CEPR Industrial Organization Conference, Jerusalem, Israel. Participant: NBER Winter Institute 2017, Economics of Information Technology and Digitization Workshop, Palo Alto, CA. NBER Summer Institute 2017, Economics of Information Technology and Digitization Workshop, Boston, MA. Julie Plant PhD Alumni Conference, University of Wisconsin, Madison, Wisconsin.
- 2016 Seminars: UCLA Anderson School of Business, The University of Pennsylvania. Presenter: EARIE 2016, Nova School of Business and Economics, Lisbon, Portugal. NBER Winter Institute 2016, Economics of Information Technology and Digitization Workshop, Palo Alto, CA. International Industrial Organization Conference, Philadelphia, PA. Searle Center 7th Annual Conference on Internet Commerce, Chicago, IL.
- 2015 Seminars: Carnegie Mellon University, University of Minnesota, Rochester University, Simon School of Business, Federal Trade Commission. Presenter: International Industrial Organization Conference, Boston, MA, Barcelona GSE Summer Forum, Applied Industrial Organization Workshop, Barcelona, Spain, Penn State/Cornell Econometrics and IO Conference, Ithaca, NY, NET Institute Conference, NYU Stern, New York, NY.
- 2014 Presenter: International Industrial Organization Conference, Chicago, IL. Participant: NBER Summer Institute 2014, Industrial Organization, Cambridge, MA. NBER Summer Institute 2013, Economics of Information Technology and Digitization Workshop, Cambridge, MA. Quantitative Marketing and Economics Conference, University of Southern California, Los Angeles, CA.
- 2013 Seminar: Wharton School of Business. Presenter: International Industrial Organization Conference, Boston, MA., Econometric Society Summer Meetings, Los Angeles, CA., NBER Summer Institute 2013, Economics of Information Technology and Digitization Workshop, Cambridge, MA., Quantitative Marketing and Economics Conference, University of Chicago Booth School of Business, Chicago, IL. Participant: NBER Summer Institute 2013, Industrial Organization, Cambridge, MA.
- 2012 Participant: Society of Economic Dynamics Annual Conference, Limassol, Cyprus. Presenter: Midwest Economics Association Annual Meeting, Evanston, IL., International Industrial Organization Conference, Washington, DC.
- 2010 Seminar: Colby College Research Seminar Series, Waterville, ME.
- 2006 Participant: 2nd Annual Statistical Challenges in E-commerce Research, Minneapolis MN.
- 2005 Organizer: FTC Economics of Internet Auctions Roundtable 2005, Washington, D.C.

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## Teaching Experience

- 2020-present Instructor, University of Georgia, Terry School of Business  
4060 The Economic Analysis of Sport (fall 2020)  
4460 Sports Economics (fall 2020)
- 2012-2020 Instructor, The Pennsylvania State University  
447 The Economics of Sports (spring 2019, spring 2020)  
428 Environmental Economics (fall 2015)  
444 The Economics of the Corporation (fall 2012, fall 2013, fall 2014, spring 2018, fall 2019)  
543 Industrial Organization (spring 2013, spring 2014, fall 2018)  
596 Advance Topics in Industrial Organization (spring 2015)
- 2017 Instructor, The Wharton School at the University of Pennsylvania  
BEPP 250 Managerial Economics (Spring 2017)

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2007-2010 Teaching Assistant, Department of Economics, University of Wisconsin, Madison.

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### Other Positions

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2010-2011 Project Assistant for J-F Houde, Department of Economics, University of Wisconsin, Madison.

2003-2006 Research Assistant, Bureau of Economics, Federal Trade Commission, Washington, D.C.

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### Referee Service

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*Econometrica, Journal of Political Economy, American Economic Review, Quarterly Journal of Economics, The RAND Journal of Economics, International Journal of Industrial Organization, Journal of Industrial Economics, AEJ-Microeconomics, Economic Inquiry, NSF, Journal of Law, Economics, and Organization, Journal of Economics & Management Strategy, Marketing Science, Management Science, Journal of Marketing Research, Information Economics and Policy, The Journal of Media Economics, Review of Industrial Organization, Journal of Sports Economics, Journal of Industry, Competition and Trade, Managerial Finance*

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### Graduate Supervision

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Dissertation Committee Chair: Xiaolu Zhou (Xiamen University, 2017), Naibin Chen (Bates White, 2020).

Dissertation Committee Member: Rong Luo (University of Georgia, 2015), Jicheng Li (Private Sector, 2015), Huihui Li (Xiamen University, 2016), Iryna Demko (The Ohio State University, 2016), Lidia Kosenkova (University of Virginia, 2018), Bo Bain (Shanghai University of Finance and Economics, 2018), Wenjing Ruan (Alibaba, 2018), Sergio Petralia (University of Mississippi, 2018), Meghna Brahmachari (2M Research, 2019), Bo Zhang (Private Sector, 2019), Zefeng Dong (Wells Fargo, 2019), Jia Zhang (Indiana University, Kelley School of Business, 2020), Yang Yu (Montana State University, 2020), Xuan Chen (Amazon, 2020).

Third Year Paper Committee Member: James Wei (2013), Suraj Shekhar (2013), Gunhaeng Lee (2015), Gourika Khanna (2019), Kaida Zhang (2019).

Master's Thesis/Essay Committee Member: Haerim Sun (2013), Sergio Petralia (2013), Pranav Pareek (2014), Sushanth Reddy (2016), Byung-Hee Choi (2016), Malika Korganbekova (Northwestern Marketing, 2018), Mihai Pasnicu (2019) .

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### Undergraduate Supervision

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REU Supervisor: Michael Huwyler (2013), Josalyn Geiman (2016), Emily Moyer (2018).

Honors Thesis Supervisor: Michael Huwyler (2014), Alec Galanti (2015), Chelsie Rimel (2015), Michelle Pistner (2015), Shubhsri Rajendra (2019), Alex Ellis (2020), Niharr Nayaran (2020). .

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### Committee Work

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- 2018      Graduate Admissions, Junior Faculty Recruitment, Policy Evaluation, and Planning Committee (Chair)
- 2017      Junior Faculty Recruitment
- 2016      Graduate Admissions, Junior Faculty Recruitment, Academic Planning Committee
- 2015      Graduate Admissions, Junior Faculty Recruitment, Academic Planning Committee
- 2014      Graduate Admissions, Junior Faculty Recruitment
- 2013      Graduate Admissions, Junior Faculty Recruitment, Policy, Evaluation, and Planning Committee

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### Honors and Awards

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- 2018      Department of Economics Tier I Teaching Award, The Pennsylvania State University.
- 2016      NBER Economics of Digitization Research Grant. "The Effect of Negative Experience on Investments," (with Jin-Hyuk Kim).
- 2015      The Networks, Electronic Commerce and Telecommunications ("NET") Institute Summer Grant, "The Effect of Funding Status on Fundraising: Evidence from a Crowdfunding Platform," (with Jin-Hyuk Kim).
- 2014      Strumpf Early Career Professor, The Pennsylvania State University.
- 2011      Nominated for the College of Letters and Sciences Capstone PhD Teaching Award, University of Wisconsin, Madison.
- 2010      Anna Morris Ely Teaching Award, University of Wisconsin, Madison. College of Letters and Sciences Teaching Fellow, University of Wisconsin, Madison.
- 2003      Christian A. Johnson Award for significant contributions to the Department of Economics, Colby College.