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**Academic  
Positions**

Professor of Economics, Department of Economics, Gatton College of  
Business and Economics, University of Kentucky, August 2012-  
Interim Chair, Department of Economics, February 2017-June 2017

Senior Fellow, Rimini Centre for Economic Analysis, September 2020-

Professor of Economics, Department of Economics, Michigan State University,  
July 2008- August 2012

Associate Professor of Economics, January 1998 - July 2008

Assistant Professor of Economics, September 1990 - January 1998

Visiting Scholar, Department of Economics and Business, Universitat Pompeu Fabra, fall  
2018/spring 2019

Visiting Scholar, Economics Department, Boston College, fall 2005/spring 2006

Visiting Scholar, Department of Economics, University of Sydney, spring 1999

Visiting Scholar, Department of Economics, Australia National University, spring 1999

Visitor, School of Economics & Finance, Victoria University (Wellington), 1999

Visiting Senior Lecturer, Department of Economics, Royal Holloway (University of  
London) September 1998 to December 1998

Fulbright Professor, CERGE-EI, Charles University, Prague, The Czech Republic; and  
University of Pittsburgh, September 1994 to May 1995

Instructor, Department of Economics, University of Virginia, June 1989 - June 1990

**Education**

Ph.D., Economics, University of Virginia, Charlottesville, Virginia, 1991

A.B., Economics, College of William & Mary, Williamsburg, Virginia, 1986

**Journal  
Articles**

["Experimentation with Heteroskedastic Noise,"](#) **Economic Theory**, Vol. 4, March 1994,  
pp. 275-286.

- ["Jamming a Rival's Learning,"](#) **Journal of Economic Theory**, Vol. 65(2), April 1995, pp. 585-599.
- ["The Value to a Firm of Its Rival's Learning,"](#) **Economic Letters**, Vol. 49(2), August 1995, pp. 171-174.
- ["Endogenous Learning, Learning by Doing and Information Sharing,"](#) **International Economic Review**, Vol. 36(4), November 1995, pp. 985-1002
- ["An Informational Externality in Competitive Markets,"](#) **International Journal of Industrial Organization**, Vol. 14(3), June 1996, pp. 331-344.
- ["Risk and Revelation: Changing the Value of Information,"](#) **Economica**, Vol. 65, May 1998, pp. 247-261.
- ["Ignorance Is Bliss as Trade Policy,"](#) **Review of International Economics**, Vol. 6(4), November 1998, pp. 616-624.
- ["Trade Policy with Risky Investment in Quality,"](#) **Canadian Journal of Economics**, Vol. 32(1), February 1999, pp. 39-54.
- ["Uncertain Product Quality, Optimal Pricing and Product Development,"](#) **Annals of Operations Research**, August 2002, pp. 83-105.
- ["Multidivisional Firms, Staggered Competition and the Merger Paradox,"](#) with [Carl Davidson](#), **Canadian Journal of Economics**, Vol. 37(3), November 2004, pp. 951-977.
- ["Productivity Information in Vertical Sharing Agreements,"](#) **International Journal of Industrial Organization**, Vol. 25(4), August 2007, pp. 821-841
- ["A Note on Uncertainty and Socially Excessive Entry,"](#) **International Journal of Economic Theory**, Vol. 3(4), December 2007, pp. 329-334.
- ["A Note on When More Informed Consumers Reduces Welfare,"](#) **Economic Theory**, Vol. 34(3), March 2008, pp. 585-590.
- ["Information and Disclosure in Strategic Trade Policy,"](#) with [Kaz Miyagiwa](#), **Journal of International Economics**, Vol. 75(1), May 2008, pp. 229-244.
- ["Information Sharing in Union-Firm Relationships,"](#) with [Carl Davidson](#), **International Economic Review**, Vol. 49(4), November 2008, pp. 1331-1363.
- ["Input Suppliers, Differential Pricing and Information Sharing Agreements,"](#) **Journal of Economics & Management Strategy**, Vol. 17(4), Winter 2008, pp. 865-893.
- ["The Unilateral Incentives for Technology Transfers: Predation \(and Deterrence\) by Proxy,"](#) with [Hideo Konishi](#), **International Journal of Industrial Organization**, Vol. 27(3), May 2009, pp. 379-389.

[“Forgoing Invention to Deter Entry,”](#) with [Kaz Miyagiwa](#), [International Journal of Industrial Organization](#), Vol. 27(5), September 2009, pp. 632-638.

[“Socially Excessive Dissemination of Patent Licenses,”](#) [Canadian Journal of Economics](#), Vol. 42(4), November 2009, pp. 1578–1598.

[“The Trade-Offs from Pattern Bargaining with Uncertain Production Costs,”](#) with [Carl Davidson](#), [European Economic Review](#), February 2011, Vol. 55(2), pp. 246–262.

[“Choosing a Licensee from Heterogeneous Rivals,”](#) with [Chiu Yu Ko](#) and [Hideo Konishi](#), [Games and Economic Behavior](#), November 2013, Vol. 82, pp. 254-268.

[Endogenous Entry in Markets with Unobserved Quality,”](#) with [Thomas D. Jeitschko](#), [Journal of Industrial Economics](#), September 2016, Vol. 64(3), pp. 494-519.

[“Exporting to Bypass Weak Institutions: Shipping the Good Apples out under Asymmetric Information”](#) with [Thomas D. Jeitschko](#), [European Economic Review](#), April 2016, Vol. 85(2), pp. 246-262.

[“Exporting Versus Foreign Direct Investment: Learning through Propinquity,”](#) with [Kaz Miyagiwa](#), [International Journal of Economic Theory](#), December 2020, Vol. 16(4), 361-379.

[“Welfare Effects of Product Certification under Latent Adverse Selection,”](#) with [Thomas Jeitschko](#) and [Kyoungbo Sim](#), [International Journal of Industrial Organization](#), March 2022, Vol. 81.

[“A Note on the Existence of the Competitive Equilibrium in Grossman and Shapiro \(1984\),”](#) *forthcoming* [The B.E. Journal of Theoretical Economics](#),

[“Informative Advertising in Monopolistically Competitive Markets,”](#) with [Agostino Manduchi](#), *forthcoming* [International Journal of Industrial Organization](#)

## **Book Chapters**

[“Foreign Direct Investment and the Welfare Effects of Cost Harmonization,”](#) with [Kaz Miyagiwa](#), **In Positive and Normative Analysis in International Economics: Essays in Honour of Hiroshi Ohta** (eds., M. Kemp, H. Nakagawa and T. Uchida). 2011 Palgrave Macmillan.

## **Works in Progress**

[“Shipping the Bad Apples with Strategic Competition,”](#) [MPRA Paper 93744](#) Presented at University of Kentucky, American University of Beirut.

“Policy, Heterogeneous Priors, and Elections” Presented at University of Kentucky

“Search Inducing Advertising” with [Agostino Manduchi](#). Presented by coauthor at Jönköping University.

**Conference Presentations** “Shipping the Bad Apples with Strategic Competition,” *Int. Industrial Org. Conf.*, Boston 2017, *Midwest Theory Meetings*, SMU 2017, *Midwest Int. Economics Group*, Drexel 2018, *EARIE Conference*, Athens 2018, *Jornadas de Economia Industrial*, Barcelona 2018, *Lisbon Meetings Game Theory and Applications*, 2018

“Informative Advertising in Monopolistically Competitive Markets,” *Midwest Theory Meetings*, 2019, *accepted IIOC* 2020 Drexel, *accepted World Congress Econometric Society*, 2020.

“Exporting to Bypass Weak Institutions,” *EARIE Annual Conference* 2014, *European Meetings of the Econometric Society*, 2013, *Midwest Theory Meetings*, 2013, *Int. Industrial Organization Conference*, 2012, *Midwest Int. Economics Group*, 2011.

“Exporting Versus Foreign Direct Investment: Learning through Propinquity,” *European Trade Study Group*, 2010, *Midwest Int. Economics Group*, 2016.

“Goldilocks and the Licensing Firm: Choosing a Partner when Rivals are Heterogeneous,” *Int. Industrial Organization Conference*, 2010

“Foreign Direct Investment and the Welfare Effects of Cost Harmonization,” *European Economic Association meetings*, 2009

“The Trade-Offs from Pattern Bargaining with Uncertain Production Costs,” *Econometric Society European meetings*, 2009; *Int. Industrial Organization Conference*, 2007

“Forgoing Invention to Deter Entry,” *Int. Industrial Organization Conference*, 2009

“The Unilateral Incentives for Technology Transfers: Predation by Proxy,” *Int. Industrial Organization Conference*, 2008

“Export, Foreign Direct Investment, and Joint Ventures: Strategic Learning and Strategic Correlation,” *Latin American Meetings of the Econometric Society*, 2007; *Midwest Int. Trade Meetings*, 2006

“Productivity Information in Vertical Sharing Agreements” *Annual Meetings of the Canadian Economic Association*, 2006

“Input Suppliers and Information Sharing Agreements” *Midwest Economic Theory Meetings*, 2004; *Int. Industrial Organization Conference*, 2005

“Information and Learning with Strategic Trade Policy,” *Midwest Int. Trade Meetings*, 2005

“Socially Optimal Licensing of Innovations,” *Int. Industrial Organization Conference* 2006, *Midwest Economic Theory Meetings*, 1999

“Multidivisional Firms, Staggered Competition and the Merger Paradox,” *Annual Meetings of the CEA*, 2002, *Southeast Theory Meetings*, 2000.

“Investment and Latent Adverse Selection,” *Midwest Economic Theory Meetings*, 2000,  
*Southeast Economic Theory Meetings*, 2001

“Babying the *Enfant Terrible* Industry: Policy under Imperfect Information,” *Midwest Int. Economics Meeting 1996*, *Southeast Int. Meetings*, 1996

“Uncertain Product Quality, Optimal Pricing and Project Selection,” *Midwest Mathematical Economics Meetings*, 1996; *Southeast Theory Meetings*, 1996

“Trade Policy with Risky Investment in Quality,” *Midwest Int. Economics Meeting*, 1993;  
*Southeast Int. Trade Meeting*, 1993

“Jamming a Rival's Learning,” *Midwest Mathematical Economics Meeting*, 1993

“Endogenous Learning, Learning by Doing and Information Sharing,” *Midwest Mathematical Economics Meeting*, 1992

“Experimentation with Heteroskedastic Noise,” *Sixth World Congress of the Econometric Society*, 1990

“An Informational Externality in New Competitive Markets,” *Fifth Int. Conference on the Foundations of Utility, Risk and Uncertainty*, 1990

**Seminars** Arizona State University, Australia National University, Boston College, Central Michigan University, CERGE-EI Charles University (Prague), Clemson University, CUNY Graduate Center, Deakin University, US Department of Justice, Emory University, Florida International University, George Washington University, Georgia Institute of Technology, Georgia State University, ITAM, Michigan State University, Pennsylvania State University, Royal Holloway College, Texas A&M, University of Alabama, University of Birmingham, University College Dublin, University of Kentucky, University of Melbourne, University of New England, University of New South Wales, Universitat Pompeu Fabra, University of Puerto Rico–Mayagüez, University of South Carolina, University of Sydney, University of Victoria (Wellington), University of Virginia, University of Würzburg, and University of York.

**Discussant** *AEA Winter Meetings*, *Canadian Annual Meetings*, *Econometric Society Winter Meetings*, *International Industrial Organization Conference* (& chaired), *Midwest International Economics Meetings* (& chaired), *Southeast International Trade Meetings*.

**Organizer** *Midwest Economic Theory (Mathematical Economics) Meetings*

**Referee** American Economic Review, Annals of Operation Research, Australian Economic Papers, B.E. Journals, Canadian Journal of Economics, Econometrica, Economic Inquiry, Economic Letters, Economic Journal, Economic Modelling, Economic Theory, Economics Bulletin, Economics of Innovation and New Technology, European Economic Review, Games and Economic Behavior, International Economic Review, International Economics and Economic Policy, International Economic Journal, International Journal of

Business and Economic, International Journal of the Economics of Business, International Journal of Economic Theory, International Journal of Industrial Organization, International Review of Economics and Finance, International Tax and Public Finance, Japanese Economic Review, Journal of Economics, Behavior & Organization, Journal of Economics & Management Strategy, Journal of Empirical Finance, Journal of Industrial Economics, Journal of Industry, Competition and Trade, Journal of International Economics, Journal of Institutional and Theoretical Economics, Journal of International Trade and Economic Development, Journal of Law, Economics and Organization, Journal of Mathematical Economics, Journal of Public Economics, Journal of Public Economic Theory, Managerial and Decisions Economics, Manchester School, Metroeconomica, Quarterly Review of Economics & Finance, Rand Journal of Economics, Research in Economics, Review of Development Economics, Review of Industrial Organization, Review of International Economics, Southern Economic Journal

**Dissertation** Thomas Helmut Klier (*Federal Reserve Bank of Chicago*)  
**Committees** Howard J. Haas (*Illinois Commerce Commission*)  
 Mirek Lizal (External Reader for *CERGE-EI, Charles University, Prague*)  
 Leslie Schenk (*Christensen and Associates*)  
 Adriana Bermudez (*Office of Economic Analysis, National Assembly of Venezuela*)  
 Jiyoung Kwan (*North Texas University*)  
 Pedro Almoguera (*Federal Communications Commission*)  
 Makoto Tanaka (*Temple University Japan, Tokyo*)  
 Joon Lim (*Korea Information Strategy Development Institute*)  
 Jaesoo Kim (*Indiana University-Purdue University, Indianapolis*)  
 Se Hoon Bang (*Korea Development Institute (KDI)*)  
 Jongwoo Park (*Bank of Korea*)  
 Nakarin Amarase (*Bank of Thailand*)  
 Nathaniel Graham (*Trinity University*)  
 William Cooper (Chair, *PhD Candidate University of Kentucky*)  
 Martin Gray Hunter (*University of Arizona*)  
 Timothy Harris (*Illinois State University*)  
 Benjamin Wallace (Co-chair, *Federal Trade Commission*)  
 Zheng Yang (*Liaoning University*)  
 Alex McGlothlin (*Mitre Corporation*)  
 Kyuyoung Oh (Finance)  
 Samuel L. Glick (Census Bureau)  
 Jacob Applin (Chair, *Fidelity*)  
 Justice Enyetyryne (Chair)

**Teaching** **Undergraduate:** Principles of Microeconomics, Principles of Economics with Calculus, Intermediate Microeconomics, Advance Microeconomics, Industrial Organization  
**Graduate:** Microeconomic Theory (Master's in Public Policy, Economics, and Doctoral), Industrial Organization, Advanced Theory (Risk, Uncertainty & Information).