

# Steven Berry

## Curriculum Vitae

Yale Economics Dept  
steven.berry@yale.edu — steventberry.com  
87 Trumbull St New Haven 06520

## Experience

---

Yale University, Department of Economics

David Swensen Professor of Economics, 2014–

James Burrows Moffatt Professor of Economics, 1999–2014

Professor, 1997–

Associate Professor, 1993–1997

Assistant Professor, 1988–1993

University of Wisconsin—Madison, teaching and research assistant, 1982–1988

National Bureau of Economic Research

Research Associate, 1997–present

Faculty Research Fellow, 1989–1997

## Degrees

---

Ph.D. (Economics) University of Wisconsin – Madison, 1989

M.S. (Economics) University of Wisconsin – Madison, 1985

B.A. (Economics) Northwestern University 1980

## Publications

---

Steven Berry and Philip Haile (2024), “Nonparametric Identification of Differentiated Products Demand Using Micro Data,” *Econometrica* 92, 1135–1162 (early versions include Cowles Discussion Paper #1718).

Steven Berry and Giovanni Compiani (2023) “An Instrumental Variables Approach to Dynamic Models,” *The Review of Economic Studies* 90(4), 1724–1758.

Nathan Miller, Steven Berry, Fiona Scott Morton, Jonathan Baker, Timothy Bresnahan, Martin Gaynor, Richard Gilbert, George Hay, Ginger Jin, Bruce Kobayashi, Francine Lafontaine, James Levinsohn, Leslie Marx, John Mayo, Aviv Nevo, Ariel Pakes, Nancy Rose, Daniel Rubinfeld, Steven Salop, Marius Schwartz, Katja Seim, Carl Shapiro, Howard Shelanski, David Sibley, and Andrew Sweeting (2022), “On the Misuse of Regressions of Price on the HHI in Merger Review,” *Journal of Antitrust Enforcement*, 10(2), 248–259.

Steven Berry and Philip Haile (2021), “Foundations of demand estimation,” chapter 1 in **Handbook of Industrial Organization, volume 4**, Kate Ho, Ali Hortacsu and Alessandro Lizzeri, eds. Elsevier.

- Steven Berry and Giovanni Compiani (2021), “Empirical Models of Industry Dynamics with Endogenous Market Structure,” *Annual Review of Economics*, 13(1), 309–334.
- Steven Berry, Martin Gaynor, and Fiona Scott Morton (2019), “Do Increasing Markups Matter? Lessons from Empirical Industrial Organization,” *Journal of Economic Perspectives*, 33(3) 44–68.
- Steven T. Berry and Philip A. Haile (2018), “Identification of Nonparametric Simultaneous Equations Models with a Residual Index Structure,” *Econometrica*, 86(1), 289–315 (an earlier version is Cowles Foundation Discussion Paper 1787).
- Steven T. Berry, Philip A. Haile, Mark Israel and Michael L. Katz (2017), “Complementarity without Superadditivity,” *Economics Letters*, 151 (February), 28–30 (also NBER working paper 22811).
- Steven Berry, Alon Eizenberg and Joel Waldfogel (2016), “Fixed Costs and the Product Market Treatment of Preference Minorities,” *Journal of Industrial Economics*, 64(3) (September), 466–493 (an earlier version is NBER Working Paper 20488).
- Steven Berry and Philip Haile (2016), “Identification in Differentiated Products Markets,” *Annual Review of Economics*, 8, pp. 27–52 (see also Cowles Foundation Discussion Paper 2019)
- Steven Berry, Alon Eizenberg and Joel Waldfogel (2016), “Horizontal and Vertical Product Variety in Radio Markets,” *RAND Journal of Economics*, 47(3) (Fall), pp. 463–497 (see also Cowles Foundation Discussion Paper 2023)
- Steven Berry and Joel Waldfogel (2015), “Empirical Modeling for Economics of the Media: Consumer and Advertiser Demand, Firm Supply and Firm Entry Models for Media Markets,” chapter 3, pp. 91–210, in *Handbook of Media Economics, volume 1A*, S. Anderson, J. Waldfogel and D. Stromberg, eds. Elsevier.
- Steven Berry and Philip Haile (2014), “Identification in Differentiated Products Markets Using Market Level Data,” *Econometrica* 82(5) (September), 1749–1797 (an earlier version is Cowles Foundation Discussion Paper 1744R.)
- Steven Berry, Michael J. Roberts, Wolfram Schlenker (2014) “Corn Production Shocks in 2012 and Beyond: Implications for Food Price Volatility,” in *The Economics of Food Price Volatility*, 59–80, edited by Jean-Paul Chavas, David Hummels, and Brian Wright (University of Chicago Press and NBER) (an earlier version is NBER WP 18659).
- S. Berry, A. Khwaja, V. Kumar, A. Musalem, K. Wilbur, G. Allenby, B. Anand, P. Chintagunta, W.M. Hanemann, P. Jeziorski and A. Mele (2014), “Structural Models of Complementary Choices,” *Marketing Letters*, v. 25(3), 245–256.
- Steven Berry, Amit Gandhi and Philip Haile (2013), “Connected Substitutes and Invertibility of Demand,” *Econometrica* v. 81(5) (September), 2087–2111 (also Cowles Foundation Discussion Paper 1806R.)
- Steven Berry and Panle Jia (2010), “Tracing the Woes, an Empirical Analysis of the Airline Industry,” *American Economic Journal: Microeconomics*, v. 2(3), 1–43 (an earlier version is NBER W14503.)

- Steven Berry and Joel Waldfogel (2010), "Quality and Market Size," *Journal of Industrial Economics*, 58(1) (March), 1–31 (earlier versions are NBER Working Paper 9675 and Yale Economics Working Paper 1.)
- Steven Berry and Ariel Pakes (2007), "The Pure Characteristics Demand Model," *International Economics Review*, v. 48(4), Special Issue *Economics to Econometrics: Contributions in Honor of Daniel L. McFadden*, Charles F. Manski and Whitney Newey, eds., 1193–1225.
- Ariel Pakes, Michael Ostrovsky, and Steven Berry (2007), "Simple Estimators for the Parameters of Discrete Dynamic Games, with Entry/Exit Examples", *RAND Journal of Economics*, v. 38(2) (Summer), 373–399.
- Daniel Akerberg, Lanier Benkard, Steven Berry and Ariel Pakes (2007), "Econometric Tools for Analyzing Market Outcomes," Chapter 63 in *Handbook of Econometrics*, vol. 6A, James J. Heckman and Ed Leamer, eds. North-Holland Press.
- Steven Berry and Peter Reiss (2007), "Empirical Models of Entry and Market Structure," Chapter 29 in *Handbook of Industrial Organization*, volume 3, Mark Armstrong and Robert Porter, eds. North-Holland Press.
- Steven Berry and Elie Tamer (2007), "Identification in Models of Oligopoly Entry," in *Advances in Economics and Econometrics: Theory and Applications, Ninth World Congress*, vol. 2, R. Blundell, W.K. Newey and T. Persson, eds., Cambridge Univ. Press.
- Lanier Benkard and Steven Berry (2006), "On the Nonparametric Identification of Non-linear Simultaneous Equations Models: Comment on Brown (1983) and Rhoerig (1988)," *Econometrica*, 74(5), 1429–1440.
- Steven Berry, Mike Carnall and Pablo Spiller (2006), "Airline Hubbing, Costs and Demand," in *Advances in Airline Economics, Vol. 1: Competition Policy and Anti-Trust*, D. Lee, ed. Elsevier Press, 183–214 (an earlier version is NBER Working Paper 5561.)
- Steven Berry and Lauren Pinzka (2005), "Etienne Bonnot de Condillac," in *Dictionary of Literary Biography: Writers of the French Enlightenment*, Samia Spencer, ed. Gale Press.
- Steven Berry, Oliver Linton and Ariel Pakes (2004), "Limit Theorems for Estimating the Parameters of Differentiated Product Demand Systems," *Review of Economic Studies*, 71(3), 613–654.
- Steven Berry, James Levinsohn and Ariel Pakes (2004), "Differentiated Products Demand Systems from a Combination of Micro and Macro Data: The New Vehicle Market," *Journal of Political Economy*, 112(1), 68–104.
- Steven Berry (2003), "Comment" on "Bayesian Analysis of Simultaneous Demand and Supply" by Sha Yang, Yuxin Chen, Greg M. Allenby, *Quantitative Marketing and Economics*, 1(3), 285–291.
- James Levinsohn, Steven Berry and Jed Friedman (2003), "Impacts of the Indonesian Economic Crisis: Price Changes and the Poor," Chapter 12 in *Managing Currency*

*Crises in Emerging Markets*, Michael Dooley and Jeffrey Frankel, ed., The University of Chicago Press/NBER.

Steven Berry and Ariel Pakes (2001), "Comments on 'Alternative models of demand for automobiles' by Charlotte Wojcik", *economics letters*, 74(1), 43–51.

Steven Berry and Joel Waldfogel (2001) "Do Mergers Increase Product Variety: Evidence from Radio Broadcasting," *Quarterly Journal of Economics*, 116(3), 969–1007 (an earlier version is NBER working paper 7080.)

Steven Berry and Joel Waldfogel (1999) "Free Entry and Social Inefficiency in Radio Broadcasting," *RAND Journal of Economics*, 30(3), 397–420. Reprinted in *Empirical Industrial Organization*, vol. II, P. Joskow and M. Waterson, eds., Edward Elgar Press.

Steven Berry, James Levinsohn and Ariel Pakes (1999) "Voluntary Export Restraints on Automobiles: Evaluating a Strategic Trade Policy," *American Economic Review*, 89(3), 400–430.

Steven Berry and Joel Waldfogel (1999) "Public Radio in the United States: Does it Correct Market Failure or Cannibalize Commercial Stations?" *Journal of Public Economics* 71(2), 189–211.

Steven Berry, Samuel Kortum and Ariel Pakes (1996), "Environmental Change and Hedonic Cost Functions for Automobiles" *Proceedings of the National Academy of Sciences* 93(23), 12731–12738.

Steven Berry, James Levinsohn and Ariel Pakes (1995), "Automobile Prices in Market Equilibrium," *Econometrica*, 60(4), 889–917. Reprinted in *Empirical Industrial Organization*, vol. I (2004), P. Joskow and M. Waterson, Edward Elgar Press.

Steven Berry (1994), "Estimating Discrete Choice Models of Product Differentiation," *RAND Journal of Economics*, 25, 242–262.

Steven Berry (1993), "Review of *The Economic Theory of Product Differentiation* by John Beath and Yannis Katsoulacos" *Journal of Economic Literature*, 31, 1478–1479.

Steven Berry, Vittorio Grilli and Florencio Lopez-de-Silanes (1993), "The Automobile Industry and The Mexico-U.S. Free Trade Agreement," in *The Mexico-U.S. Free Trade Agreement*, MIT Press.

Steven Berry and Ariel Pakes (1993), "Some Applications and Limitations of Recent Advances in Empirical Industrial Organization: Merger Analysis," *American Economic Review, Papers and Proceedings*, 83, 247–252.

Ariel Pakes, Steven Berry and James Levinsohn (1993), "Applications and Limitations of Some Recent Advances in Empirical Industrial Organization: Price Indexes and the Analysis of Environmental Change," *American Economic Review, Papers and Proceedings*, 83, 240–246.

Steven Berry (1992), "Estimation of a Model of Entry in the Airline Industry," *Econometrica*, 60, 889–917. Reprinted in *Empirical Industrial Organization*, vol. I (2004), P. Joskow and M. Waterson, eds., Edward Elgar Press.

Steven Berry (1990), “Airport Presence as Product Differentiation,” *American Economic Review, Papers and Proceedings*, 80, 394–399.

Steven Berry (1989) “Entry into Deregulated Airline Markets,” in *Concentration and Price*, Leonard Weiss, ed., MIT Press.

Steven Berry and Hugh Briggs (1988), “A Non-parametric Test of a First-Order Markov Process for Regimes in a Non-cooperatively Collusive Industry,” *Economics Letters*, 27, 73–77.

Steven Berry, Peter Gottshalk and Douglas Wissoker (1988) “An Error Components Model of the Impact of Plant Closings on Earnings,” *The Review of Economics and Statistics*, 53, 701–707.

## Working Papers

---

José Azar, Steven Berry and Ioanna Marinescu (2020) “Estimating Labor Market Power.”

## Policy and Technical Reports

---

Steven Berry, Timothy Searchinger and Anton Yang (2024), “Biofuels, Deforestation, and the GTAP Model,” Tobin Center Research Paper (2024).

Steven Berry and Wolfram Schlenker (2011), “Technical Report for the ICCT: Empirical Evidence on Crop Yield Elasticities,” International Council on Clean Transportation.

Steven Berry, Geoffrey Hewings and Charles Leven (2000) “Adequacy of Research on the Upper Mississippi-Illinois River Navigation,” Northeast-Midwest Institute.

## Currently Inactive Papers

---

Steven Berry and Philip Haile (2009) “Identification of a Heterogeneous Generalized Regression Model with Group Effects,” Cowles Foundation Discussion Paper 1732,

Steven Berry and Ariel Pakes (2001), “Estimation from the First Order Conditions for Dynamic Controls.”

## Grants, Positions, Special Lectures and Honors

---

*Harvard Economics Department Harris Lecture* Fall 2024.

*IIOC (International Industrial Organization Conference) 2024 Plenary*, “30 Years Since BLP,” together with Chris Conlon

*Asia-Pacific Industrial Organization Society Keynote* 2021, “Foundations of Demand Estimation in IO.”

*Clarivate Citation Laureate* 2020, together with James Levinsohn and Ariel Pakes, “for their BLP random coefficients logit model for demand estimation.”

*Frisch Medal Committee* 2020-2022; Chair for the 2020 award.

Elected to the *Econometric Society North American Regional Standing Committee*, 2020-2023, and also to the *Econometric Society Council*, 2021-2024.

*Search Committee for Econometrica Co-editor*, 2020

Inaugural Faculty Director of the Tobin Center for Economic Policy at Yale, 2018–

2018 *Merton J. Peck Prize* for excellence in undergraduate teaching in the Department of Economics.

*Founding Fellow* (2018) of the International Association of Applied Econometrics.

2017 *Distinguished Fellow* of the Industrial Organization Society

*Lex Hixon '63 Prize for Teaching Excellence in the Social Sciences*, Yale College, 2015

Inaugural *David Swensen Professor of Economics*, Yale Economics Department, 2014-present

*Fellow of the American Academy of Arts and Sciences*, Elected 2014

*Chair, Yale Economics Department*, January 2013-June 2013

*Latin American Meetings (LACEA/LAMES) Plenary Lecture*, Santiago Chile, 2011

*Director of the Yale FAS Division of Social Sciences*, July 2010–January 2013

*Search Committee for Econometrica Editor*, 2009

*University of Pennsylvania Economics Department External Review Committee*, 2009

*The Fifth Toulouse Lectures in Economics*: “Empirical Models of Product Differentiation”, November 2007, Toulouse, France

*IIOC (International Industrial Organization Conference) 2007 Keynote Speaker* “Empirical Models of Product Differentiation ”

*Co-Editor, Econometrica* July 2006-June 2009

*2005 World Congress of the Econometric Society: Invited Symposia on Empirical Modeling of Imperfect Competition*, “Empirical Models of Oligopoly Entry,” (joint with Elie Tamer), London

*Search Committee for Econometrica Editor* 2006

*Frisch Medal Committee* 2006

*Chair, Yale Economics Department* July 2004-June 2006

*NSF Economics Panel Member*, 2002-2004

*EARIE (European Association for Research in Industrial Economics), 2002 Conference*: Invited Plenary Speaker, Madrid, Spain

*Fellow of the Econometric Society*, elected 1999

*James Burrows Moffatt Professor of Economics*, 1999-2014

*NSF Grant SBR-9617887* for the project “Estimating Models with Product Differentiation and Endogenous Product Characteristics” awarded for 1997-2001

*Best Advisor Award* (co-recipient), 1997, Yale Graduate Economics Club

*Frisch Medal of the Econometric Society*, 1996 (awarded every two years by the Econometric Society for the best applied article, empirical or theoretical, published in the journal *Econometrica* over the past five years) for the article “Estimation of a Model of Entry in the Airline Industry ”

*Alfred P. Sloan Foundation*, Research Fellow, 1993-1995

*EPA Grant* R 819878-01-0 (joint with Ariel Pakes and Samuel Kortum) for research on the effect of environmental policy on the automobile industry, 1992-1994

*NSF Grant* SES-9122672 (with James Levinsohn and Ariel Pakes) for research on the automobile industry, 1992-1994

*Olin Fellowship* at the National Bureau of Economic Research, 1991-1992

December 19, 2024