

# Andrew J. Kearns

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## Education

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**Ph.D. in Economics**, Northeastern University, Boston MA, 2022 (expected)

- **Fields of Study:** Industrial Organization and Labor Economics.
- **Research Interests:** Antitrust and Competition Policy, Innovation and Research and Development, Applied Econometrics, and Discrete Choice Modeling.

**M.A. in Economics**, Northeastern University, Boston MA, 2015

**B.S. in Economics**, minor in English Literature, Northeastern University, Boston MA, 2014

- **Honors:** *Magna cum laude*, Academic Excellence Scholarship.

## Relevant Professional Experience

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**Federal Communications Commission**, Washington D.C.

**Industry Analysis Division Intern**, June 2019 – August 2019

- Worked closely with FCC Economists to develop a projection of telecommunication providers' USF contributions.
- Developed R code to perform quality assurance on broadband providers' deployment filings.
- Conducted an exploratory analysis of Digital Redlining with FCC staff.

**Economics and Technology, Inc.**, Boston MA

**Economic Consultant**, October 2017 – July 2018

- Developed and implemented economic damage analyses in a variety of litigation matters using statistical and econometric methods.
- Communicated with clients regarding potential damage methodologies as well as the results of economic studies.
- Developed automated data reports to analyze service quality performance of wire centers within major telecommunication companies' networks.
- Fielded surveys to study consumer behavior using Amazon Mechanical Turk.

**Senior Economic Analyst**, May 2016 – September 2017

- Estimated hedonic regressions to quantify the value of laptop battery life using product attribute data sourced from manufacturer and consumer electronics media websites.
- Analyzed demand for consumer products and home appliances with choice-based conjoint surveys.
- Drafted reply testimony responding to reports submitted by opposing expert witnesses.
- Wrote targeted questions for expert witness depositions related to economic analysis and case documents.

**Economic Analyst**, May 2015 – April 2016

**Research Assistant**, June 2014 – April 2015

- Analyzed the availability of residential broadband and constructed measures of industry concentration in several major California telecommunications regulatory proceedings.
- Researched and developed hedonic regression models to determine damages in class action litigations.
- Conducted econometric and statistical analyses and drafted sections of expert witness reports describing results.
- Compiled detailed production materials documenting data analyses.
- Carefully tracked time spent on projects for client billing.

## Teaching Experience

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**Northeastern University**, Boston MA

**Recitation Lecturer for Principles of Macroeconomics**, Fall 2019 – Spring 2020

- Prepared and delivered weekly hour-long lectures to students, reviewing course material and answering homework questions.

**Teaching Assistant**, Fall 2018

- Tutored students in Microeconomic Theory and Development Economics.
- Prepared course materials, graded assignments, and occasionally presented material to class.

## Research Projects

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**Working Paper: Estimating Downwards Innovation Pressure in Consumer Electronics**

- Using web-scraped data from Amazon, I estimate demand for external hard drives and quantify the effect of industry consolidation on firms' incentives to innovate.

**Working Paper: Fixed Wireline ISP Investment in Product Quality**

- Analyzed fixed wireline Internet service provider decisions to upgrade downstream bandwidth offered across census block groups. Results demonstrate that the likelihood a provider upgrades its service increases with the number of competitors the provider faces. Additionally, ISP upgrade decisions differ depending upon the quality of service offered by competing providers.

**Northeastern University Research Assistant**, January 2014 – January 2015

- Collaborated with a Professor on research analyzing the spatial organization of drug stores in North Carolina.
- Reviewed journal articles, collected and managed unique geographic data, and prepared data for analysis using geocoding services and statistical packages.
- Constructed statistics to measure firm turnover and industry concentration over time.

**Academic Project: The Returns to Education vs. the Returns to Experience**

- Applied econometric models to estimate the effect of schooling on individuals' earnings controlling for work experience and ability using data from the National Longitudinal Survey of Youth.
- Published in Northeastern University's Economics Journal for undergraduates: *Econ Press*, Spring 2014 Issue.

## IT Skills

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- **Statistical Software and Programming Languages:** Stata, R, Sawtooth Software, and Python.
- **General:** MS Office, Latex, HTML, and LexisNexus.