

Benjamin R. Shiller

January 2022

Email: shiller@brandeis.edu

Phone: (781) 736-5205

Office: Sachar 209b

Webpage: <https://benjaminshiller.com>

Citizenship: USA

Employment

Assistant Professor of Economics, Brandeis University 2012-Present

Visiting Scholar, Harvard Business School Fall 2016

Visiting Fellow, Economics of Digitization and Copyright Program, National Bureau of Economic Research 2011-2012

Mathematica Policy Research 2004-2005

Education

Ph.D., The Wharton School, University of Pennsylvania 2011

B.A., Brandeis University 2004

Working Papers

Optimized Sticky Targeted Pricing

Are Coarse Ratings Fine? Application to Crashworthiness Ratings with Siqi Liu and Bhoomija Ranjan

Offline Retail Exit and Amazon Prices: A TRU Natural Experiment with Leshui He and Imke Reimers

Publications

Approximating Purchase Propensities and Reservation Prices from Broad Consumer Tracking, *International Economic Review*, 2020

Previously circulated under the title: "First Degree Price Discrimination Using Big Data"

Policy Impact: Cited in a [White House Policy Report](#)

Press Coverage: [The American Prospect](#), [The Atlantic](#), [The Conversation](#), [Forbes](#) ([one](#) and [two](#)), [The Guardian](#), [The New Economy](#), [The Washington Post](#)

The Impacts of Telematics on Competition and Consumer Behavior in Insurance with Imke Reimers, *The Journal of Law and Economics*, 2019

The Effect of Ad Blocking on Website Traffic and Quality with Joel Waldfogel and Johnny Ryan, *The RAND Journal of Economics*, 2018

Previously circulated under the title: "Will Ad Blocking Break the Internet?"

Press Coverage: [VOX EU](#), [Business Insider](#)

Digital Distribution and the Prohibition of Resale Markets for Information Goods, *Quantitative Marketing and Economics*, 2013

The Challenge of Revenue Sharing with Bundled Pricing: An Application to Digital Music with Joel Waldfogel, *Economic Inquiry*, 2013

Music for a Song: An Empirical Look at Uniform Song Pricing and its Alternatives, with Joel Waldfogel, *The Journal of Industrial Economics*, 2011
Press Coverage: [The Economist](#) — [Economic Focus](#), [VOX EU](#)

Other Writing

The Internet and the Economy — An Overview, Handout, *NBER Economics of Digitization Preconference*, 2011

Presentations

- | | |
|------|--|
| 2021 | (Seminars) University of Maryland
(Conferences) Boston Conference on Markets and Competition, CESifo Area Conference on Economics of Digitization, North American Summer Meeting of the Econometric Society |
| 2020 | (Seminars) NBER Productivity Seminar
(Conferences) International Industrial Organization Conference (Canceled due to COVID-19)
(Discussant) FTC Microeconomics Conference |
| 2018 | (Conferences) 10th Paris Conference on Digital Economics, Casualty Actuarial Society's Ratemaking Product and Modeling, CRESSE Conference
(Discussant) CRESSE Conference, Economics of Digitization (NBER/Stanford), Harvard's Digital Initiative Discussion & Symposium (DIDS), International Industrial Organization Conference, NBER Summer Institute (Economics of Digitization) |
| 2017 | (Seminars) eBay Research
(Conferences) Economics of Digitization (NBER/Stanford), International Industrial Organization Conference, NBER Productivity Seminar, ZEW Conference on the Economics of Information and Communication Technologies
(Discussant) International Industrial Organization Conference, NBER Summer Institute (Economics of Digitization), ZEW Conference on the Economics of Information and Communication Technologies |
| 2016 | (Seminars) Harvard Business School (Digital Seminar), Massachusetts Institute of Technology (IO)
(Conferences) International Industrial Organization Conference (FTC Invited Session)
(Discussant) International Industrial Organization Conference |

2015	(<i>Seminars</i>) Boston University (Microeconomics Seminar)
2014	<p>(<i>Seminars</i>) Boston College (Economics), Columbia University (IO Organizations and Strategy), Federal Trade Commission, Harvard Business School (Digital Initiative), Harvard (Technology in Government/Topics in Privacy), Northeastern University (Economics)</p> <p>(<i>Conferences</i>)) International Industrial Organization Conference, NBER Summer Institute (Digitization), North American Productivity Workshop VIII, North American Summer Meetings of Econometric Society</p> <p>(<i>Discussant</i>) Economics of Digitization (NBER/Stanford), Searle Roundtable on the Law and Economics of Digital Markets, International Industrial Organization Conference</p>
2013	<p>(<i>Seminars</i>) MIT Sloan School of Management, NBER/Boston University (Productivity Seminar)</p> <p>(<i>Conferences</i>) International Industrial Organization Conference, Workshop on Information Systems and Economics</p> <p>(<i>Discussant</i>) International Industrial Organization Conference, Workshop on Information Systems and Economics</p>
2012	<p>(<i>Seminars</i>) Boston College, Microsoft Research New England, NBER Productivity Seminar</p> <p>(<i>Discussant</i>) NBER Summer Institute (Economics of Digitization)</p>
2011	<p>(<i>Seminars</i>) Brandeis University, Carnegie Mellon (Heinz College), Georgia Institute of Technology, University of California — Los Angeles</p> <p>(<i>Conferences</i>) NBER Summer Institute (Economics of Digitization)</p>
Panels/Advisory	<p>Academic Expert for Consumer Data Privacy Bill of Rights Policy Discussion, at the Eisenhower Executive Office Building, The White House (Feb 9, 2015)</p> <p>HUMAN Project Measurement and Technology Advisory Committee Council Member (2014 - 2017)</p> <p>National Association of Recording Merchandisers: The Continuing Digital Evolution of the First Sale Doctrine (2012)</p>
Professional Service	Editorial Review Board, Marketing Science (2022-)

(*Referee*) American Economic Journal: Economic Policy, American Economic Review, Economic Letters, European Economic Review, Information Economics and Policy, Information Systems Research, International Journal of Industrial Organization, International Journal of Research in Marketing, Journal of Business & Economic Statistics, Journal of Economics and Management Strategy, Journal of Industrial Economics, Journal of Marketing Research, Journal of Political Economy, Journal of Risk and Insurance, Management Information Systems, Management Science, Marketing Science, RAND Journal of Economics, Review of Industrial Organization

Economics Department Seminar Co-organizer, Brandeis University (2013-2014 & 2015-2016)

Faculty Search Committee: Economics/Computer Science joint position (2019-2020), Faculty Search Committee: Marketing (2018)

Guest Lectures

MIT – Sloan (Ph.D.)
Boston College – Economics (Ph.D.)
Carnegie Mellon – Marketing Club (MBA)

Honors/Awards

Referee Award - International Journal of Industrial Organization	2016
Russel Ackoff Doctoral Fellowship	2009
Amy Morse Prize	2007

Teaching

Empirical Industrial Organization (Ph.D.)
Applied Methods II (Ph.D.)
Intermediate Microeconomics (undergraduate)
Industrial Organization (undergraduate)
Doctoral Seminar Series (Ph.D.)

Skills

(*Programming*) MATLAB, Python, STATA, C, ~~La~~TeX

Personal

Wife: Laurie Gray, M.D.

Three children (2014, 2016, 2019)

Other interests

European Football, Music