

BENJAMIN R. SHILLER

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ACADEMIC POSITIONS

2012 - Present	Assistant Professor of Economics, Brandeis University
Fall 2016	Visiting Scholar, Harvard Business School
2011-2012	Visiting Fellow in Economics of Digitization and Copyright Program, National Bureau of Economic Research

EDUCATION

2011	Ph.D., Applied Economics, The Wharton School, University of Pennsylvania
2004	B.A., Economics, Brandeis University

RESEARCH PAPERS

"[Are Coarse Ratings Fine? Application to Crashworthiness Ratings' Format](#)" (with Siqi Liu and Bhoomija Ranjan)

PUBLISHED AND FORTHCOMING PAPERS

"[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 by a [White House Policy Report](#)

Press Coverage: [The Atlantic](#), Twice by *Forbes* ([one](#) and [two](#)) ,

[The Guardian](#), [The Washington Post](#), [The American Prospect](#), and [The New Economy](#).

"[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](#), [VOX EU](#)

WORK IN PROGRESS

“Online prices and offline competition.” Joint with Leshui He and Imke Reimers

OTHER WRITTEN WORK

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

PRESENTATIONS (INCLUDES SCHEDULED)

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| 2020 | (<i>Seminars</i>) NBER/Boston University (Productivity Seminar),
(<i>Conferences</i>) International Industrial Organization Conference (Cancelled due to COVID-19),
(<i>Discussant</i>) FTC Microeconomics Conference |
| 2018 | (<i>Conferences</i>) 10th Paris Conference on Digital Economics, Casualty Actuarial Society’s Ratemaking, Product and Modeling (RPM)
(<i>Discussant</i>) Economics of Digitization (NBER/Stanford), Harvard’s Digital Initiative Discussion & Symposium (DIDS), CRESSE Conference, International Industrial Organizations Conference |
| 2017 | (<i>Seminars</i>) eBay Research
(<i>Conferences</i>) Economics of Digitization (NBER/Stanford), NBER/Boston University (Productivity Seminar), ZEW Conference on the Economics of Information and Communication Technologies, International Industrial Organization Conference,
(<i>Discussant</i>) Economics of Digitization (NBER/Stanford), NBER Summer Institute (Economics of Digitization), ZEW Conference on the Economics of Information and Communication Technologies, International Industrial Organization Conference |
| 2016 | (<i>Seminars</i>) Harvard Business School (Digital Seminar), Massachusetts Institute of Technology (IO),
(<i>Conferences</i>) International Industrial Organization Conference (FTC Invited Session),
(<i>Discussant</i>) International Industrial Organization Conference |
| 2015 | (<i>Seminars</i>) Boston University (Microeconomics Seminar) |

- 2014 (Seminars) 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), (Conferences) International Industrial Organization Conference, NBER Summer Institute (Digitization), North American Productivity Workshop VIII, North American Summer Meetings of Econometric Society, (Discussant) Economics of Digitization (NBER/Stanford), Searle Roundtable on the Law and Economics of Digital Markets, International Industrial Organizations Conference
- 2013 (Seminars) MIT Sloan School of Management, NBER/Boston University (Productivity Seminar) (Conferences) International Industrial Organization Conference, Workshop on Information Systems and Economics, (Discussant) Workshop on Information Systems and Economics, International Industrial Organizations Conference
- 2012 (Seminars) Boston College, Microsoft Research New England, NBER/Boston University (Productivity Seminar), (Discussant) NBER Summer Institute (Digitization)
- 2011 (Seminars) Brandeis University, Carnegie Mellon (Heinz College), Georgia Institute of Technology, U.C.L.A. (Conferences) NBER Summer Institute (Digitization)

PANELS/ADVISORY DISCUSSIONS

Academic Expert for *Consumer Data Privacy Bill of Rights Privacy Policy Discussion*, Council of Economic Advisors and Office of Science and Technology Policy, The White House (Feb 9, 2015)

HUMAN Project Measurement and Technology Advisor Council Member (2014 - 2017)

National Association of Recording Merchandizers: *The Continuing Digital Evolution of the First Sale Doctrine* (2012).

HONORS AND AWARDS

- 2016 [Reviewer Award - International Journal of Industrial Organization](#)
2009 Russell Ackoff Doctoral Fellowship
2007 Amy Morse Prize

TEACHING (AT BRANDEIS UNIVERSITY)

Empirical Industrial Organization (Ph.D.)
Applied Methods II (Ph.D.)

Intermediate Microeconomics (undergraduate)
Industrial Organization (undergraduate)
Doctoral Seminar Series (Ph.D.)

GUEST LECTURES

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

PROFESSIONAL SERVICE

Referee: American Economic Journal: Policy, American Economic Review, European Economic Review, International Journal of Industrial Organization, 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 Science, Marketing Science, RAND Journal of Economics, Review of Industrial Organization, Economic Letters, Management Information Systems, Information Economics and Policy, Information Systems Research, International Journal of Research in Marketing, Journal of Cultural Economics, Journal of Economic Education

Co-organizer, Economics Department Seminar, Brandeis University 2013-2014, and 2015-2016

Member, faculty search committee: Economics/Computer Science joint position (2019-2020)

Member, faculty search committee: Marketing (2018)