

# Benjamin R. Shiller

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Work Experience	Associate Professor of Economics (w. Tenure), Brandeis University	2022-
	Assistant Professor of Economics, Brandeis University	2012-2022
	CESifo Research Network Affiliate	2022-
	Visiting Scholar, Harvard Business School	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	<b>Discreet Personalized Pricing</b>	
	<b>Are Coarse Ratings Fine? Application to Crashworthiness Ratings</b> with Siqi Liu and Bhoomija Ranjan	

Publications	<b>Does Amazon Exercise its Market Power? Evidence from Toys "R" Us</b> with Leshui He and Imke Reimers , <i>The Journal of Law and Economics</i> (Accepted)	
	<b>Approximating Purchase Propensities and Reservation Prices from Broad Consumer Tracking</b> , <i>International Economic Review</i> , 2020 Previously circulated under the title: "First Degree Price Discrimination Using Big Data" <i>Policy Impact:</i> Cited in a <a href="#">White House Policy Report</a> <i>Press Coverage:</i> <a href="#">The American Prospect</a> , <a href="#">The Atlantic</a> , <a href="#">The Conversation</a> , Forbes ( <a href="#">one</a> and <a href="#">two</a> ), <a href="#">The Guardian</a> , <a href="#">The New Economy</a> , <a href="#">The Washington Post</a>	
	<b>The Impacts of Telematics on Competition and Consumer Behavior in Insurance</b> with Imke Reimers, <i>The Journal of Law and Economics</i> , 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

##### **Invited (Academic) Seminar Presentations**

Boston College (Economics), Boston University (Microeconomics Seminar), Carnegie Mellon (Heinz College), Columbia University (IO Organizations and Strategy), eBay Research, Federal Trade Commission, Georgia Institute of Technology, Harvard Business School (Digital Initiative), Harvard University (Technology in Government/Topics in Privacy), Massachusetts Institute of Technology (IO), Massachusetts Institute of Technology (Sloan School of Management), Microsoft Research, Northeastern University (Economics), University of California Los Angeles, University of Maryland

##### **Conference Presentations (Presenter or Discussant)**

International Industrial Organization Conference, 2024  
International Industrial Organization Conference, 2022  
Econometric Society 2022 Australasia Meeting, 2022  
Boston Conference on Markets and Competition, 2021  
CESifo Area Conference on Economics of Digitization, 2021  
North American Summer Meeting of the Econometric Society, 2021  
FTC Microeconomics Conference, 2020  
10th Paris Conference on Digital Economics, 2018  
Casualty Actuarial Society’s Ratemaking Product and Modeling, 2018  
CRESSE Conference, 2018  
Economics of Digitization (NBER/Stanford), 2018  
Harvard’s Digital Initiative Discussion & Symposium (DIDS), 2018  
International Industrial Organization Conference, 2018  
NBER Summer Institute (Economics of Digitization), 2018  
Economics of Digitization (NBER/Stanford), 2017

International Industrial Organization Conference, 2017  
 NBER Productivity Seminar, 2017  
 ZEW Conference on the Economics of Information and Communication Technologies, 2017  
 NBER Summer Institute (Economics of Digitization), 2017  
 International Industrial Organization Conference (FTC Invited Session), 2016  
 International Industrial Organization Conference, 2014  
 NBER Summer Institute (Digitization), 2014  
 North American Productivity Workshop VIII, 2014  
 North American Summer Meetings of Econometric Society, 2014  
 Economics of Digitization (NBER/Stanford), 2014  
 Searle Roundtable on the Law and Economics of Digital Markets, 2014  
 International Industrial Organization Conference, 2013  
 Workshop on Information Systems and Economics, 2013  
 International Industrial Organization Conference, 2013  
 NBER Summer Institute (Economics of Digitization), 2012  
 NBER Summer Institute (Economics of Digitization), 2011

#### Panels/Advisory

Academic Expert for Consumer Data Privacy Bill of Rights Policy Discussion,  
 at the Eisenhower Executive Office Building, The White House (Feb 9, 2015)

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

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

#### Professional Service

Editorial Review Board, Marketing Science (2022-Present)

*(Referee)* American Economic Journal: Economic Policy, American Economic  
 Review, Economic Inquiry, Economic Letters, European Economic Review, In-  
 formation Economics and Policy, Information Systems Research, International  
 Economic Review, International Journal of Industrial Organization, Interna-  
 tional Journal of Research in Marketing, Journal of Business & Economic Statis-  
 tics, Journal of Economic Behavior & Organization, Journal of Economics and  
 Management Strategy, Journal of Industrial Economics, Journal of Marketing  
 Research, Journal of Political Economy, Journal of Risk and Insurance, Manage-  
 ment Information Systems, Management Science, Marketing Science, RAND  
 Journal of Economics, Review of Industrial Organization

#### Guest Lectures

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

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, STATA, Python, C, $\LaTeX$ , HTML, AutoHotkey	
Personal	Wife: Laurie Gray, M.D.	
	Four children	