

# Charles Murry

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## Current Academic Appointments

<b>Associate Professor</b> University of Michigan	2024–Present
<b>Research Associate</b> National Bureau of Economic Research	2024–Present

## Previous Academic Appointments

<b>Weiler Family Associate Professor of Economics</b> Boston College	2023–2024
<b>Visiting Assistant Professor of Economics</b> Massachusetts Institute of Technology	2022
<b>Assistant Professor of Economics</b> Boston College	2018–2023
<b>Assistant Professor of Economics</b> Penn State University	2014–2018

## Education

<b>Ph.D. in Economics</b> University of Virginia Committee: Simon Anderson (chair), Federico Ciliberto, Steven Stern	2014
<b>M.A. in Economics</b> University of Virginia	2010
<b>B.S. in Economics</b> University of Delaware	2006

## Peer Reviewed Publications

1. Li, Fei, Charles Murry, Can Tian, and Yiyi Zhou. "Inventory Management in Decentralized Markets". *International Economic Review* 65, no. 1 (2024): 431–470.
2. Aryal, Gaurab, Charles Murry, and Jonathan W Williams. "Price Discrimination in International Airline Markets". *The Review of Economic Studies* 91, no. 2 (Mar. 2023): 641–689.
3. Grieco, Paul L E, Charles Murry, and Ali Yurukoglu. "The Evolution of Market Power in the U.S. Automobile Industry". *The Quarterly Journal of Economics* 139, no. 2 (Sept. 2023): 1201–1253.

4. Murry, Charles, and Peter Newberry. "Franchise contract regulations and local market structure". *The Journal of Law and Economics* 65, no. 1 (2022): 105–130.
5. Ciliberto, Federico, Charles Murry, and Elie Tamer. "Market structure and competition in airline markets". *Journal of Political Economy* 129, no. 11 (2021): 2995–3038.
6. Biglaiser, Gary, Fei Li, Charles Murry, and Yiyi Zhou. "Intermediaries and product quality in used car markets". *The RAND Journal of Economics* 51, no. 3 (2020): 905–933.
7. Murry, Charles, and Yiyi Zhou. "Consumer search and automobile dealer colocation". *Management Science* 66, no. 5 (2020): 1909–1934.
8. Murry, Charles. "The effect of retail competition on relationship-specific investments: evidence from new car advertising". *International Journal of Industrial Organization* 59 (2018): 253–281.

## Unpublished Drafts

- Aryal, Gaurab, Charles Murry, Pallavi Pal, and Arnab Palit. *The Benefits from Bundling Demand in K-12 Broadband Procurement*, NBER Working Paper Series 33498. 2025, revisions requested from AEJ Micro.
- Grieco, Paul LE, Charles Murry, Joris Pinkse, and Stephan Sagl. *Optimal Estimation of Discrete Choice Demand Models*, NBER Working Paper Series 33397. 2025, revisions requested from Econometrica.
- Aryal, Gaurab, Charles Murry, Pallavi Pal, and Arnab Palit. "Bundling Demand in K-12 Broadband Procurement". In *Proceedings of the 25th ACM Conference on Economics and Computation*, 857–858. ACM, 2024.
- Murry, Charles. "Advertising in vertical relationships: An equilibrium model of the automobile industry". 2017.

## Other Writings

- "The Economics of Retail Markets for New and Used Cars" in *Handbook of Retailing*, ed. Emek Basker, Edward Elgar Publishers (2015).
- Amicus Brief in support of the FTC CARS Rule in *NADA v. FTC* with Neale Mahoney, Tobias Salz, Babur De los Santos, and Mathhijs Wildenbeest (2024)
- Note in support of the California CARS Act with Neale Mahoney, Tobias Salz, Babur De los Santos, and Mathhijs Wildenbeest (2025)

## Professional Service

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| <b>Associate Editor</b><br>Journal of Industrial Economics   | 2023-Present |
| <b>Associate Editor</b><br>Journal of Business and Economic Statistics   | 2024-Present |
| <b>Conference Organization</b><br>International Industrial Organization Conference (2024 Search, 2025 Antitrust), EARIE (2024)   |              |
| <b>Referee Service</b><br>Journal of Political Economy, Econometrica, American Economic Review, Quarterly Journal of Economics, Review of Economic Studies, RAND Journal of Economics, The Economic Journal, AEJ: Micro, AEJ: Applied, European Economic Review, Quantitative Economics Journal of Law and Economics, International Journal of Industrial Organization, Journal of Industrial Economics, Journal of Economics and Management Strategy, Review of Industrial Organization, Southern Economic Journal, National Science Foundation |              |

## Teaching

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### University of Michigan

Topics: Antitrust Economics and Public Policy (ECON 490)

PhD Empirical Methods for Applied Microeconomics

PhD Industrial Organization II

### Boston College

Industrial Organization: Competition and Antitrust

Economics of Sports

PhD Industrial Organization I and II

PhD Empirical Methods in Applied Microeconomics

### Massachusetts Institute of Technology

Advanced Topics in Industrial Organization (PhD, 14.273)

Industrial Organization: Competitive Strategy and Public Policy (14.20)

### Penn State University

Economics of the Corporation (IO)

Economics of Sports

PhD Industrial Organization

PhD Empirical Methods for Applied Microeconomics

## Advising

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### University of Michigan

Eric Parolin, in Progress

Nelson Oviedo, in progress

### Boston College

Federico Rodari, in progress

Juan Fuentes Acosta, in progress

Yuzhi Yao, in progress

Yuval Lidany\*, Tel Aviv University

Rodrigo Gonzales\*, Charles River Associates

Anshuman Bhakri, Indian School of Business

Arnab Palit\*, Bates White

Linqi Zhang, Chinese University of Hong Kong

Aastha Malhorta, Bates White

Vera Sharunova, 2023, Ernst & Young

Ryan Westphal, 2023, Brandeis University (White Dissertation Award)

Kitika Goel\*, 2022, Charles River Associates

Ratib Ali, 2022, Massachusetts AG Office

Xirong Lin, 2020, SUFE

Bogdon Genchev, 2020, Brattle Group

### Penn State

Farhod Olimov, 2020, Dygonex

Roman Istomin, 2019, Uber

Naibin Chen, 2019, Bates White

Wenjing Ruan, 2018, Alibaba

Xiaolu Zhou, 2016, Xiamen University

Kai Li, 2016, Xiamen University

*(first placement shown and "\*" denotes chair or co-chair)*

## Seminars and Conference Presentations

### 2025

Johns Hopkins, University of Maryland, University of Georgia, EARIE, APIOS (keynote invited, declined), WashU, LSE

### 2024

International IO Conference (Boston), Montreal Summer IO Conference, ITAM Business School, Helsinki GSE

### 2023

NBER IO Summer Meeting (discussant), Cowles Summer Conference (discussant), Northwestern Kellogg MEDS, Rice University, MACCI Summer Institute (Edesheim), MACCI Empirical IO Conference, Chicago Booth Marketing, Virtual Quantitative Marketing Seminar (invited panelist)

### 2022

NBER Winter IO Meeting, Harvard, Yale, Microsoft Research New England, Cowles Summer Models and Measurement Conference, Cornell, Virtual Quantitative Marketing Seminar (invited panelist)

### 2014-2021

Washington University in St. Louis, University of Michigan, MIT, Princeton, Stanford, Cornell, Texas A&M, ASSA (San Diego), NYU Stern, London School of Economics (COVID cancelled), Toulouse Transportation Conference (invited, COVID cancelled), (IO)2 Virtual Seminar, University of Virginia, SEA Conference (Ft. Lauderdale), UPenn, Barcelona GSE Summer Forum Applied IO, University of Massachusetts-Amherst, Workshop on the Economics of Advertising and Marketing (Porto), Harvard Business School Markets and Competition Conference, MIT, Ohio State, Wisconsin, Drexel, Cornell, CEPR Applied IO Conference (Jerusalem), Hal White Antitrust Conference (Bates-White), KU Leuven, Toulouse School of Economics, Arizona, UNC-Chapel Hill, Boston College, Rochester Simon, ASSA Meetings, NBER IO Summer Institute, EARIE (Lisbon), Analysis Group, Federal Trade Commission Microeconomics Conference, International Industrial Organization Conference, Federal Trade Commission, UPenn Quantitative Marketing and Economics Conference (MIT Sloan), Federal Trade Commission Micro Conference, Penn State, Georgetown, Northeastern, Arizona State, University of Rochester (Simon), Stony Brook, IIOC (Rising Stars Session, Chicago), Department of Justice, Federal Reserve Board of Governors, Econometric Society North American Summer Meetings, Southern Economic Association Annual Meetings (Atlanta), International Industrial Organization Conference (Rising Stars Session, Boston)