

# Christopher T. Conlon

NYU Stern  
44 West 4th St  
Kaufman Mangement Center 7-76  
New York, NY 10012

Phone: (646) 389-3895  
Email: [cconlon@stern.nyu.edu](mailto:cconlon@stern.nyu.edu)  
Homepage: <http://www.chrisconlon.org/>

## Employment

Assistant Professor, NYU Stern, Department of Economics 2016-  
Faculty Research Fellow, National Bureau of Economic Research 2021-  
Assistant Professor, Columbia University, Department of Economics, 2011-2016  
Instructor, Columbia University 2010-2011  
Visitor at Cowles Foundation, Yale University (April 2019)  
Visitor at INSEAD (June 2015, 2017, 2019)  
Visitor at Stanford Institute for Economic Policy Research (AY 2013-2014)

## Education

Ph.D. Economics, Yale University (December 2010)  
M.Phil Economics, Yale University (May 2008)  
M.A. Economics, Yale University (Dec 2005)  
A.M., Statistics, Harvard University (May 2004)  
A.B. Applied Mathematics *magna cum laude*, Harvard College (May 2004)

## Research

### *Publications*

Demand Estimation under Incomplete Product Availability. (2013)  
*American Economic Journal: Microeconomics*. (w/ Julie Mortimer)

Theory and Measurement of Common Ownership (w/ Matt Backus and Michael Sinkinson)  
*AEA Papers and Proceedings* (May 2020).

Discrete Prices and the Incidence and Efficiency of Excise Taxes (with Nirupama Rao)  
*American Economic Journal: Economic Policy* (November 2020).

Best Practices for Differentiated Products Demand Estimation with pyBLP (with Jeff Gortmaker)  
*RAND Journal of Economics* (November 2020).

Common Ownership in America 1980-2017 (w/ Matt Backus and Michael Sinkinson)  
*American Economic Journal: Microeconomics* (August 2021).

All Units Discount: Experimental Evidence from the Vending Industry (w/ J. Mortimer).  
*Journal of Political Economy* (December 2021).

Empirical Properties of Diversion Ratios (w/ Julie Mortimer)  
*RAND Journal of Economics* (Winter 2021)

Who Pays Sin Taxes: Understanding the Overlapping Burdens of Corrective Taxes  
 (w Nirupama Rao and Yinan Wang)  
*Review of Economics and Statistics* (Forthcoming)

## Working Papers

Common Ownership and Competition in the Ready-To-Eat Cereal Industry (with Matt Backus and Mike Sinkinson)  
*Revise and Resubmit at Econometrica*

The Price of Liquor is Too Damn High: Alcohol Taxation and Market Structure (with Nirupama Rao)

The Common Ownership Hypothesis: Theory and Evidence (Brookings WP) (w/ Matt Backus and Michael Sinkinson)

The Empirical Likelihood MPEC Approach to Demand Estimation

A Dynamic Model of Prices and Margins in the LCD TV Industry.

Effects of Product Availability: Experimental Evidence (w/ J.Mortimer)

Choice Modeling in the Marketing-Operations Management Interface with (Shard Borle, Hai Che, Vivek Farias, Karan Girotra, Sachin Gupta, Kanishka Misra, Julie H. Mortimer, Andres Musalem, Marcelo Olivares, Gustavo Vulcano, Fanyin Zheng).

## Work In Progress

Diversification Costs of Limiting Common Ownership (w/ Daniel Stackman)

## Service

**Referee Service:** *Econometrica*, *American Economic Review*, *Journal of Political Economy*, *American Economic Review*, *Review of Economic Studies*, *Quarterly Journal of Economics*, *RAND Journal of Economics*, *Journal of Econometrics*, *Quantitative Economics*, *AEJ: Microeconomics*, *AEJ: Policy*, *AEJ: Applied*, *European Economic Review*, *International Economic Review*, *Review of Economics and Statistics*, *Journal of Public Economics*, *International Journal of Industrial Organization*, *Journal of Industrial Economics*, *Journal of Development Economics*, *Marketing Science*, *Management Science*.

**Advising/Committee Member:** Columbia: Alejo Czerwonko (UBS), Jessie Handbury (Wharton), Jisun Baek (KDI School of Public Policy and Management), Yun Kim (Korea Economic Research Institute), Donald Ngwe (HBS Marketing), Joseph Hogan (Ellington Capital), Ilton Soares (NERA), Zach Brown (U Michigan). NYU: Seher Gupta (Bates White), Ryan Stevens (Facebook/Instagram).