

Guillermo Marshall

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ACADEMIC POSITIONS

Associate Professor, Sauder School of Business, University of British Columbia (July 2021 - present)
Professorship in Innovation, Sauder School of Business, University of British Columbia (July 2021 - present)

PREVIOUS POSITIONS

Assistant Professor, Sauder School of Business, University of British Columbia, July 2019 – June 2021
Assistant Professor, Department of Economics, University of Illinois at Urbana-Champaign, August 2014 – June 2019

EDUCATION

Ph.D., Economics, Northwestern University, Evanston, Illinois, 2014.

Dissertation: On Price Discrimination.

Committee Chairperson: Professor Igal Hendel.

M.A., Economics, Northwestern University, Evanston, Illinois, 2010.

Licenciatura, Ciencias Económicas y Administrativas, Pontificia Universidad Católica de Chile, Santiago, Chile, 2008.

Visiting Student, Economics, New York University, New York, New York, 2008.

PUBLICATIONS

1. “Hassle Costs and Price Discrimination: An Empirical Analysis”
American Economic Journal: Applied Economics 7, no. 3 (2015): 123-46
2. “Start-up Nation? Slave Wealth and Entrepreneurship in Civil War Maryland” (with Felipe González and Suresh Naidu)
The Journal of Economic History 77, no. 2 (2017): 373-405.
3. “When the Clock Starts Ticking: Measuring Strategic Responses to TRIPS’s Patent Term Change” (with Jorge Lemus)
Research Policy 47, no. 4 (2018): 796-804.
4. “A Path Out: Prescription Drug Abuse, Treatment, and Suicide” (with Mark Borgschulte and Adriana Corredor-Waldron)
Journal of Economic Behavior & Organization 149 (2018): 169-184.

5. “Measuring the Impact of Travel Costs on Grocery Shopping” (with Tiago Pires).
The Economic Journal 128, no. 614 (2018): 2538-2557.
6. “Innovation and Competition: The Role of the Product Market” (with Álvaro Parra)
International Journal of Industrial Organization 65 (2019): 221-247.
- Winner of the IJIO Best Theoretical Paper Award 2019
7. “Search and Wholesale Price Discrimination”
The RAND Journal of Economics 51, no. 2 (2020): 346-374
8. “The Competitive Impact of Vertical Integration by Multiproduct Firms” (with Fernando Luco)
American Economic Review 110, no. 7 (2020): 2041-64.
9. “Dynamic Tournament Design: An Application to Prediction Contests” (with Jorge Lemus)
Journal of Political Economy 129, no. 2 (2021): 383-420
10. “Announcing High Prices to Deter Innovation” (with Álvaro Parra)
Management Science 67, no. 4 (2021): 2448-65
11. “Diagnosing the Anticompetitive Effects of Vertical Integration by Multiproduct Firms” (with Fernando Luco)
Review of Industrial Organization 59, no. 2 (2021): 381-392

WORKING PAPERS

12. “R&D Competition and the Direction of Innovation” (with Kevin Bryan and Jorge Lemus)
Revision requested at *International Journal of Industrial Organization*
13. “Teamwork in Contests” (with Jorge Lemus)
Revision requested at *Management Science*
14. “Identification in English Auctions with Shill Bidding”

GRANTS AND AWARDS

SSHRC Insight Development Grant (#F20-00482), 2020-2022, \$51,000
 International Journal of Industrial Organization “Best Theoretical Paper Award” 2019
 Campus Research Board Grant (with Jorge Lemus), University of Illinois at Urbana-Champaign, 2016, \$29,969
 List of Teachers Ranked as Excellent, University of Illinois at Urbana-Champaign: Fall 2014, Fall 2015, Spring 2016, Spring 2017, Spring 2018, Spring 2019.
 Job Market Fellowship, Northwestern University, 2013-2014.
 Graduate Scholarship, Northwestern University, 2009-2010.
Matrícula de Honor Fellowship (Highest GPA of the cohort), Pontificia Universidad Católica de Chile, 2006.

PRESENTATIONS

2022: American Economic Association Annual Meeting
 2021: University of British Columbia (Sauder School of Business), Washington University in St. Louis (Olin)
 2020: University of British Columbia (Sauder School of Business), Universidad Adolfo Ibañez, Universidad de Chile, University of Arizona, University of New Hampshire, University of Michigan, Econometric Society Winter Meeting (University of Nottingham), Economics Alumni Conference (Pontificia Universidad Catolica de Chile)
 2019: North American Summer Meeting of the Econometric Society (University of Washington)
 2018: Federal Trade Commission, Queen's University, Federal Reserve Board of Governors, University of Maryland, Illinois State University, University of British Columbia (Sauder School of Business).
 2017: H2D2 Conference (University of Michigan), Triangle Microeconomics Conference (University of North Carolina), CSIO-Rob Porter Conference (Northwestern University), Searle Center Conference on Antitrust Economics and Competition Policy (Northwestern University)
 2016: University of British Columbia (Sauder School of Business), University of Texas at Austin, Clemson University, University of Miami, International Industrial Organization Conference, EARIE, Annual Meeting of the Midwest Econometrics Group.
 2015: NBER DAE, International Industrial Organization Conference, Pontificia Universidad Catolica de Chile, Universidad de los Andes (Chile).
 2014: Carnegie Mellon University, University of Chicago (Booth School of Business), Duke University, University of Iowa, University of British Columbia, University of California Los Angeles, University of Illinois at Urbana-Champaign, University of Pennsylvania, University of Rochester (Simon Business School), University of Western Ontario, Washington University in St. Louis, International Industrial Organization Conference.
 2013: Northwestern University, Pontificia Universidad Catolica de Chile.

TEACHING EXPERIENCE

Instructor, University of Illinois at Urbana-Champaign, 2014-2019.

Industrial Competition and Monopoly (Undergraduate, Econ 480): Fall 2014, Spring 2015, Fall 2015, Spring 2016.

Industrial Organization (MSPE, Econ 590): Spring 2017, Spring 2018, Spring 2019.

Applied Microeconometrics (PhD, Econ 590): Spring 2016, Spring 2017, Spring 2018, Spring 2019.

Instructor, University of British Columbia, 2019-

Strategic Management (Undergraduate, COMM 493/COEC 491): Fall 2019, Fall 2020, Fall 2021

PROFESSIONAL SERVICE

Refereeing

American Economic Journal: Economic Policy, American Economic Journal: Microeconomics, American Economic Review, Canadian Journal of Economics, Econometrica, Economic Journal, FONDECYT (Chile), International Economic Review, International Journal of Industrial Organization, Journal of Economic Dynamics and Control, Journal of Economics & Management Strategy, Journal of Economic Theory, Journal of the European Economic Association, Journal of Industrial Economics, Journal of

Political Economy, Management Science, National Science Foundation, RAND Journal of Economics, Research Policy.

Conference organization

Scientific Committee of the Latin American Meeting of the Econometric Society (LAMES), 2018
Scientific Committee of the International Industrial Organization Conference, 2021

Affiliations

American Economic Association, Canadian Economics Association

DEPARTMENT AND UNIVERSITY SERVICE

University of British Columbia, Sauder School of Business, 2019-
Chair of the Recruiting Committee 2020-2021
Chair of the Recruiting Committee 2021-2022
APTL Committee 2021-2022

University of Illinois at Urbana-Champaign, 2014-2019
Core Fields Search Committee 2014-2015, 2015-2016, 2016-2017, 2017-2018
PhD Admissions Committee 2017-2018
Co-organizer of Microeconomics/IO Seminar 2015-2016, 2016-2017
Co-organizer of IO Workshop for Students 2015-2016, 2016-2017

Graduate Students Advised (Affiliation and year of graduation in parentheses)

Hye Jin Park (UIUC Economics, 2017), Initial placement: Korean Capital Market Institute
John W Schneider (UIUC Economics, 2017), Initial placement: Facebook
Linlin Fan (UIUC ACE, 2018), Initial placement: Mississippi State University
Julia González (UIUC Economics, 2019) – Committee chair, Initial placement: Cornerstone Research
Adriana Corredor-Waldron (UIUC Economics, 2019), Initial placement: Princeton University (Postdoc)
Kwanghyun Kim (UIUC Economics, 2019), Initial placement: Capital University of Economics and Business
Asad Khan (UIUC Economics, 2020), Initial placement: University of Wisconsin-Madison (Postdoc)
Abdollah Farhoodi (UIUC Economics, 2020), Initial placement: University of Toronto
Min Kyeong Baik (UBC Sauder, Ongoing) – Co-supervisor

REFERENCES

Professor Igal Hendel
Northwestern University
E-mail: igal@northwestern.edu

Professor Robert Porter
Northwestern University
E-mail: r-porter@northwestern.edu

Professor Aviv Nevo
University of Pennsylvania
E-mail: anevo@upenn.edu