CONTACT INFORMATION	Department of Economics Stanford University Landau 332 579 Jane Stanford Way Stanford, CA 94305	*Voice:* (650) 721-2851 *E-mail:* bjlarsen@stanford.edu *www:* www.stanford.edu/~bjlarsen

EMPLOYMENT

2014—	Assistant Professor of Economics, Stanford University Dept. of Economics
2013—2014	Visiting Postdoctoral Scholar, eBay Research

AFFILIATIONS AND VISITING POSITIONS

2020–2021	W. Glenn Campbell and Rita Ricardo-Campbell National Fellow at the Hoover Institution
2020–	Affiliated Faculty, Digital Economy Lab, Stanford Institute for Human-Centered AI
2019	Faculty in Residence, Instituto Internacional, Madrid, Spain
2018–2019	Faculty Fellow, Institute for Research in the Social Sciences (IRiSS)
2015–	Faculty Fellow, Stanford Institute for Economic Policy Research (SIEPR)
2014–	Faculty Research Fellow, National Bureau of Economic Research (NBER)
2014–2017	Economics Research Affiliate, eBay Research

EDUCATION

2013	PhD	Economics	Massachusetts Institute of Technology Advisers: P. J. Barwick, G. Ellison, S. Ryan
2008	BA, BS	Economics, Mathematics	Brigham Young University *Summa cum Laude*

PEER-REVIEWED PUBLICATIONS

"Identification in Ascending Auctions, with an Application to Digital Rights Management," with Joachim Freyberger (2020). *Quantitative Economics*, forthcoming. (NBER Working Paper 23569)

"Scalable Optimal Online Auctions," with Dominic Coey, Kane Sweeney, and Caio Waisman (2021). *Marketing Science*, 40(4), 593–618 (Lead article). (NBER Working Paper 24698)

"The Efficiency of Real-World Bargaining: Evidence from Wholesale Used-Auto Auctions," (2021). *Review of Economic Studies*, 88(2), 851–882. (NBER Working Paper 20431)

"Discounts and Deadlines in Consumer Search," with Dominic Coey and Brennan Platt (2020). *American Economic Review*, 110(12), 3748–3785. (NBER Working Paper 22038)

"Sequential Bargaining in the Field: Evidence from Millions of Online Bargaining Interactions," with Matt Backus, Tom Blake, and Steve Tadelis (2020). *Quarterly Journal of Economics*, 135(3), 1319–1361. (NBER Working Paper 24306)

"The Bidder Exclusion Effect," with Dominic Coey and Kane Sweeney (2019), *RAND Journal of Economics*, 50(1), 93–120. (NBER Working Paper 20523)

"Ascending Auctions with Bidder Asymmetries," with Dominic Coey, Kane Sweeney, and Caio Waisman (2017), *Quantitative Economics*, 8(1), 181–200

"Bid Takers or Market Makers: The Effect of Auctioneers on Auction Outcomes," with Nicola Lacetera, Devin Pope, and Justin Sydnor (2016), *American Economic Journal: Microeconomics*, 8(4), 195–229. (NBER Working Paper 19731)

"IV Quantile Regression for Group-Level Treatments, with an Application to the Effects of Trade on the Distribution of Wages," with Denis Chetverikov and Christopher Palmer (2016), *Econometrica*, 84(2), 809–833. (NBER Working Paper 21033)

"A Test of the Extreme Value Type I Assumption in the Bus Engine Replacement Model," with Florian Oswald, Gregor Reich, and Dan Wunderli (2012). *Economics Letters*, 116(2): 213-216

"Partially Adaptive Econometric Methods for Regression and Classification," with James Hansen, James B. McDonald, and Peter Theodossiou (2010). *Computational Economics*, 36: 153-169

WORKING PAPERS	"Using Donald Trump's COVID-19 Vaccine Endorsement to Give Public Health a Shot in the Arm: A Large-Scale Ad Experiment," with Tim Ryan, Steven Greene, Marc Hetherington, Rahsaan Maxwell, and Steve Tadelis. NBER Working Paper 29896

"How Well Does Bargaining Work in Consumer Markets? A Robust Bounds Approach," with Joachim Freyberger (2021). Revise and resubmit, *Econometrica*. NBER Working Paper 29202

"Quantifying Bargaining Power Under Incomplete Information: A Supply-Side Analysis of the Used-Car Industry," with Anthony Lee Zhang (2021). Working paper, Stanford University. Subsumes some material from "A Mechanism Design Approach to Identification and Estimation," with Anthony Lee Zhang (2018), NBER Working Paper 24837.

"Intermediaries in Bargaining: Evidence from Business-to-Business Used-Car Inventory Negotiations," with Carol Lu and Anthony Zhang (2021). NBER Working Paper 29159

"Fairness in Incomplete Information Bargaining: Theory and Widespread Evidence from the Field," with Dan Keniston, Shengwu Li, JJ Prescott, Bernardo Silveira, and Chuan Yu (2021). NBER Working Paper 29111

"The Effect of Occupational Licensing Stringency on the Teacher Quality Distribution," with Ziao Ju, Adam Kapor, and Chuan Yu (2020). NBER Working Paper 28158

"Consumer Protection in an Online World: An Analysis of Occupational Licensing," with Chiara Farronato, Andrey Fradkin, and Erik Brynjolfsson (2020). NBER Working Paper 26601

"Dynamic Competition in the Era of Big Data," with Patrick Kehoe and Elena Pastorino (2020). Working Paper, Stanford University.

POLICY BRIEFS AND SUMMARIES	"Low-Wage Earners Hit Hardest by Trade with China" with Denis Chetverikov and Christopher Palmer. SIEPR, January 2020

"The Losses from Failed Negotiations." VoxEU, October 2019

AWARDS	Stanford Impact Lab Design Fellowship	2020–2021

Hellman Faculty Scholar Award	2016–2017
Review of Economic Studies Tour	2013
NSF Graduate Research Fellowship	2009–2013
Yahoo! Key Scientific Challenges Graduate Fellowship	2012
MIT Presidential Fellowship	2008–2009
Economics Department Valedictorian, Brigham Young University	2008
National Merit Scholarship	2002–2008
BYU Presidential Scholarship	2002–2008

RESEARCH
GRANTS

Stanford HAI Grant: "How AI Can Affect Consumers When Firms Have Access 2021–2022
to Personal Data (and How Competition Can Help)" (with Patrick Kehoe
and Elena Pastorino), $75k

Vaccine Confidence Fund Grant (with Steve Greene, Marc Hetherington, 2021–2022
Rahsaan Maxwell, Tim Ryan, and Steve Tadelis), $250k

Facebook Health Partnerships Grant, "Increasing Vaccine Confidence Through 2021
Targeted Social Media Messaging" (same collaborators), $200k

NSF Grant, SES-2017957: "The Impact of Big Data on Dynamic Personalized 2020–2022
Pricing: Theory and Evidence" (with Patrick Kehoe and Elena Pastorino),
$315k

Stanford Impact Labs Design Fellowship, "Occupational Licensing 2020–2021
Reform," $54k

Russell Sage Foundation Presidential Award, "Do Occupational Licensing 2017–2018
Laws Matter? Evidence from Teachers and Online Labor Markets," $35k

NSF Grant, SES-1629060: "Bilateral Bargaining Through the Lens of Big Data" 2016–2021
(with Matt Backus, Tom Blake, Matt Taddy, and Steve Tadelis), $403k

Hellman Faculty Scholar Award, "Licensing and Price Regulations and 2016–2017
Online Marketplaces," $39k

NSF Grant, SES-1530632: "Bounds Approaches to Empirical Market Design" 2015–2020
(with Joachim Freyberger), $393k

Department of Labor Employment and Training Research Program Grant 2011–2012
"Occupational Licensing and Quality: The Case of Teachers," $8k

PRESENTATIONS

2022: (including future presentations) Brigham Young University, Pandemic Action Network, Yale

2021: ASSA Annual Meeting, Stanford Center for Education Policy Analysis (CEPA), Olin Business School, Cornell, Sciences Po, Yale, University of Melbourne, BEET (Bargaining: Experiments, Empirics, and Theory), North American Econometric Society Meetings, Marketing Science, Pandemic Action Network, Wharton, MIT, Kellogg, Cornell, Olin, Wisconsin, Minnesota, UC Berkeley Marketing

2020: Toronto, Knee Center Occupational Licensing Conference, Interactive Online IO Seminar, SITE 2020, International Association for Conflict Management, Shanghai Jiao Tong University, EARIE 2020, Carnegie Mellon, FTC Microeconomics Conference, Chicago Booth, Penn State, Queens University, Econometric Society European Winter Meeting

2019: Universitat de les Illes Balears, Collegio Carlo Alberto, Research Institute for Industrial Economics (IFN, Stockholm), Penn Economics/Wharton, Conference Celebrating the Scholarly Career of Mark Satterthwaite (Northwestern), Wisconsin, SITE 2019 Occupational Licensing Conference, NBER Summer Institute IT/Digitization

2018: UT Austin, Duke, FCC, Berkeley Haas Economic Analysis and Policy, Toronto, Northwestern, International Network of Analytical Sociology, BEET (Bargaining: Experiments, Empirics, and Theory), Summer Institute in Competitive Strategy, SITE 2018, Berkeley Haas Marketing, IRiSS

2017: Hitotsubashi U, U Tokyo, Nagoya U, FTC, Marketplace Innovation Workshop, Minnesota, Princeton

2016: AEA/Econometric Society Winter Meetings, NBER IO Winter Meetings, Hoover Institution, NC State, Rice, UC Davis, Penn State, UC Riverside, Texas A&M, Michigan

2015: AEA/Econometric Society Winter Meetings, Brown, LSE, Midwest Economics Association, NBER Law and Economics Meetings, Wharton, International Industrial Organization Conference (IIOC), CRES Empirical Microeconomics Conference, SITE 2015, UCLA, UT Austin, Advances in Price Theory Conference

2014: NBER IO Winter Meetings, Cornell, IIOC, Northwestern, NBER Market Design Working Group Meetings, North American Econometric Society Meetings, Vanderbilt, USC

2013: UCL, Maryland, Wisconsin, Illinois Urbana-Champaign, SITE 2013, Edinburgh, Goethe U (Frankfurt), Central European U, Minnesota, Kellogg Management and Strategy, Princeton, Microsoft Research, Harvard, eBay Research Labs, Berkeley, Stanford, Google Research, Chicago Booth Marketing, Chicago Economics, Chicago Booth Micro/Strategy, Yale SOM, Harvard Business School NOM, NYU (Economics and Stern)

2012: Brigham Young University, Analysis Group, MIT, US Department of Labor Employment and Training Administration Briefing Series, IIOC

PROFESSIONAL SERVICE	Referee for *American Economic Journal: Microeconomics*, *American Economic Journal: Economic Policy*, *American Economic Review*, *American Economic Review: Insights*, *Econometrica*, *Economic Inquiry*, *Economics Letters*, *Economic Theory*, *Empirical Economics*, *International Journal of Industrial Organization*, *International Economic Review*, *Journal of Applied Econometrics*, *Journal of Economics and Management Strategy*, *Journal of Econometrics*, *Journal of the European Economic Association*, *Journal of Human Resources*, *Journal of Industrial Economics*, *Journal of Law and Economics*, *Journal of Law, Economics and Organization*, *Journal of Political Economy*, *Journal of Public Economics*, *Management Science*, *Quantitative Economics*, *Quarterly Journal of Economics*, *RAND Journal of Economics*, *Review of Economics and Statistics*, *Review of Economic Studies*, *Southern Economic Journal*

Reviewer: National Science Foundation

Book review for *Stages of Occupational Regulation: Analysis of Case Studies*, by Morris M. Kleiner. WE Upjohn Institute for Employment Research, Kalamazoo, MI, 2013.

Co-organizer for NBER Summer Institute IO Meetings, 2021; Stanford Institute for Theoretical Economics (SITE) Negotiation Conference, 2020 (canceled due to COVID-19); SITE Occupational Licensing Conference, 2019

Program Committee for 2017 ACM Conference on Economics and Computation (EC '17), 2016 Workshop on the Interface between Algorithmic Game Theory and Data Science (EC '16)

TEACHING AND ADVISING	Pasta, Soccer, and Opera: An Intro to Applied Micro and Data Analysis (Undergraduate, Econ 41); Stanford	2022
	Industrial Organization I (Graduate, Econ 257); Stanford	2015–2018, 2021
	Industrial Organization II (Graduate, Econ 258); Stanford	2015–2018, 2022
	Pirates, Soccer, and Dons: A Sampler of Economics and Data Science in Spain (Undergraduate, OSP 40) Stanford Bing Overseas Program in Madrid	2019
	Imperfect Competition (Undergraduate IO, Econ 157); Stanford	2014–2017

PhD Advisees (year, initial job placement; * = primary or co-primary):
Carol Lu* (in progress); Shumpei Goke* (in progress); Sharon Shiao (in progress); Dan Walton (2021, Uber); Joon Young Yoon (2021); Evan Magnusson (2020, Google); Leon Zhang (2020, REMI); Jin Chen (2019, Cornerstone); Anthony Lee Zhang (2019, Chicago Booth Finance); Caio Waisman* (2018, Northwestern Kellogg Marketing); Onder Polat (2017, Facebook)

ADDITIONAL EXPERIENCE	Analyst, Goldman Sachs Quantitative Strategies, New York, NY	Summer 2007
	Spanish Instructor, Missionary Training Center, Provo, UT	2005–2006
	Missionary, The Church of Jesus Christ of Latter-day Saints, Chiapas, Mexico	2003–2005

FOREIGN LANGUAGES	Spanish