

November 2021

**AVIV NEVO**

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University of Pennsylvania  
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**Education**

B.Sc. Mathematics and Economics, with Special Honors, Tel-Aviv University, Tel-Aviv, Israel, 1991  
A.M. Economics, Harvard University, Cambridge, MA, 1994  
Ph.D. Economics, Harvard University, Cambridge, MA, 1997

**Current Appointments**

George A. Weiss and Lydia Bravo Weiss University Professor, Wharton School of Business and  
Department of Economics, University of Pennsylvania, Philadelphia, PA, 2016-present  
Director, Competition and Policy Initiative, University of Pennsylvania, Philadelphia, PA, 2016-present  
Research Associate, National Bureau of Economic Research, Cambridge, MA, 2003- present  
International Research Fellow, Institute for Fiscal Studies, London, UK,

**Past Positions**

Senior Fellow, Leonard Davis Institute of Health Economics, University of Pennsylvania, Philadelphia,  
PA, 2017-2021  
Robert E. and Emily King Professor in Business Institutions, Department of Economics, Northwestern  
University, Evanston, IL, 2015-2016  
Professor, Marketing Department, Kellogg School of Business, Northwestern University, Evanston, IL,  
2008-2016  
Senior Distinguished Fellow of Searle Center on Law, Regulation, and Economic Growth, Pritzker School  
of Law, Northwestern University, 2015-2016  
Professor, Department of Economics, Northwestern University, Evanston, IL, 2004- 2015  
Deputy Assistant Attorney General for Economic Analysis, Antitrust Division, Department of Justice,  
Washington, DC, 2013-2014  
HSBC Research Professor, Department of Economics, Northwestern University, Evanston, IL, 2009-2011  
Visiting Associate Professor, Sloan School of Business and Department of Economics, MIT, Cambridge,  
MA, Fall 2003-Spring 2004  
Associate Professor, Department of Economics, University of California, Berkeley, CA, 2003-2004  
Visiting Assistant Professor, Center for Study of Industrial Organization, Northwestern University,  
Evanston, IL, Fall 2000-Spring 2001  
Faculty Research Fellow, National Bureau of Economic Research, Cambridge, MA, 1997- 2003  
Assistant Professor, Department of Economics, University of California, Berkeley, CA, 1997-2003

**Fellowships and Awards**

International Association for Applied Econometrics Fellow, elected 2021  
Fellow of the Econometric Society, elected 2013  
Sloan Research Fellowship, 2003  
Alfred P. Sloan Doctoral Dissertation Fellowship, 1996-1997

Graduate Fellowship, Harvard University 1992-1994

Graduate Society Fellowship Term Time Award, Harvard University 1995-1996

## Grants

NSF grant SES-1324851, “An Empirical Study of Broadband Internet Service,” 2013-2017 (joint with John Turner and Jonathan Williams)

NSF grant SES-1130382, “A Framework for Demand and Pricing Dynamics,” 2011-15 (joint with Igal Hendel)

Co-Op agreement USDA ERS, 2005-2014

NSF CAREER grant SES-0093967, “Empirical Studies of Dynamics in Industrial Organization,” 2001-6 University of Wisconsin at Madison, Food System Research Group Grant, 2002 (joint with Igal Hendel)

UC Berkeley, Career Development Grant, 2001

Intel Corporation Millennium Grant, 1997-2000

UC Berkeley, Junior Faculty Research Grant, 1997-1998, 1998-1999, 1999-2000, 2000-2001

## Lectures and Mini-Courses

Session on “Merger Simulations” in ICN/OECD conference for antitrust authorities, Seoul, Korea, May 2018

Training course on “Economic Methods in Merger Analysis,” Israeli Antitrust Authority, Jerusalem, Israel, February 2018; February 2021 (via Zoom)

Session on “US perspective. The use of empirical work in litigation: a few case studies” in Barcelona GSE Intensive Course on the Competitive Effects of Mergers, Barcelona, Spain, October 2017; October 2018

Session on “Unilateral Effects Analysis: Experiences Using Different Methods” in ICN Chief/Senior Economists Workshop held at the University of British Columbia, Vancouver, Canada, September 12-13, 2016

Course on Applications of Empirical Industrial Organization methods, Royal Economic Society, Essex, UK, April 2017

Course on Industrial Organization, American Economic Association Continuing Education, Chicago January 2017

Keynote lecture, *Advances in the Analysis of Competition Policy and Regulation*, Rhodes, Greece, July 2016

Course on Empirical Analysis of Imperfectly Competitive Markets, CEMFI Summer School, Madrid, Spain, August 2012

Course on Topics in Empirical IO, Tel-Aviv University, Tel-Aviv, Israel, August 2012

Annual "Econometrics Methods Lectures," NBER Summer Institute, July 2012

Invited talk, Econometric Society World Congress, Shanghai, China, August 2010.

Lectures on Econometric Methods for Antitrust, FTC, Spring 2010

Master class in Empirical IO, Center for Microdata Methods and Practice, University College London, London, UK, November 2004

Mini-course in Empirical IO, Research Institute of Industrial Economics, Stockholm, Sweden, December 2002

Smith Chair Lecturer, Brigham Young University, February 2001

Visiting Senior Lecturer, Tel-Aviv University, Tel-Aviv, Israel, June 1999

*Review of Economic Studies* European Tour Speaker, May 1997

## **Published and Forthcoming Papers**

- “Is OTT Video a Substitute for TV? Policy Insights from Cord-Cutting”, forthcoming *Review of Economics Studies* (joint with Jacob B. Malone, Zachary Nolan and Jonathan W. Williams)
- “The Elasticity of Substitution between Time and Market Goods: Evidence from the Great Recession”, *International Economic Review*, 60 (1), February 2019, 25-51 (joint with Arlene Wong)
- “Usage Based Pricing and Demand for Residential Broadband,” *Econometrica*, 84(2), March 2016, 411-443 (joint with John Turner and Jonathan Williams)
- “Mergers When Prices Are Negotiated: Evidence from the Hospital Industry”, *American Economic Review*, 105(1), January 2015, 172-203 (joint with Gautam Gowrisankaran and Bob Town). Awarded the Antitrust Writing Award 2016 for Best Antitrust Academic Article Mergers Category.
- “Do Prices and Attributes Explain International Differences in Food Purchases?”, *American Economic Review*, 104(3), March 2014, 832-67 (joint with Pierre Dubois and Rachel Griffith)
- “Intertemporal Price Discrimination in Storable Goods Markets”, *American Economic Review* 103(7), December 2013, 2722-51 (joint with Igal Hendel)
- “Recent Developments in Empirical IO: Dynamic Demand and Dynamic Games”, *Advances in Economics and Econometrics: Theory and Applications: Tenth World Congress*, 2013 (joint with Victor Aguirregabiria)
- “Identification with Imperfect Instruments,” *Review of Economics and Statistics*, August 2012, Vol 94(3), 659-671 (joint with Adam Rosen).
- “Empirical Models of Consumer Behavior,” *Annual Review of Economics*, Volume 3 (2011), 51-75
- “Taking the Dogma Out of Econometrics: Structural Modeling and Credible Inference”, *The Journal of Economic Perspectives*, Spring 2010, 69-82 (joint with Michael Whinston)
- “Recording Discrepancies in Nielsen Homescan Data: Are They Present and Do They Matter?”, *Quantitative Marketing and Economics*, Volume 8, Issue 2 (2010), 207-239 (joint with Liran Einav and Ephraim Leibtag)
- “The Relative Performance of Real Estate Marketing: MLS versus FSBOMadison.com”, *American Economic Review* 99 (5), December 2009, 1878-98 (joint with Igal Hendel, and Francois Ortalo-Magne)
- “Consumer Shopping Behavior: How Much Do Consumers Save?”, *The Journal of Economic Perspectives* 23(2), Spring 2009, 99-120 (joint with Rachel Griffith, Andrew Leicester and Ephraim Leibtag)
- “An Approach for Extending Dynamic Models to Settings with Multi-Product Firms”, *Economics Letters*, 100 (2008), 49-52 (joint with Federico Rossi)

- “Empirical Models of Imperfect Competition: A Discussion”, *Advances in Economics and Econometrics: Theory and Applications: Ninth World Congress*, 2007 (joint with Liran Einav)
- “Measuring the Implications of Sales and Consumer Inventory Behavior”, *Econometrica*, 74(6), 1637-1673, 2006 (joint with Igal Hendel). Awarded the *Compass Prize* 2007 (prize for the paper making the most significant contribution to the understanding and implementation of competition policy.)
- “Sales and Consumer Inventory”, *The RAND Journal of Economics*, 37(3), 543-561, 2006 (joint with Igal Hendel)
- “Academic Journal Pricing and the Demand of Libraries”, *American Economic Review*, 447-452, 2005 (joint with Daniel L. Rubinfeld and Mark McCabe)
- “Inter-temporal Substitution and Storable Products”, *Journal of the European Economic Association*, 2(2), 536-547, 2004 (joint with Igal Hendel)
- “The Post-Promotion Dip Puzzle: What Do the Data Have to Say?,” *Quantitative Marketing and Economics*, 1(4), 409-424, 2003 (joint with Igal Hendel)
- “New Products, Quality Changes and Welfare Measures Computed from Estimated Demand Systems”, *The Review of Economics and Statistics*, 85(2), 266-275, 2003
- “Using Weights to Adjust for Sample Selection When Auxiliary Information is Available”, *Journal of Business and Economics Statistics*, 21(1), 43-52, 2003
- “Why Do Manufacturers Issue Coupons? An Empirical Analysis of Breakfast Cereals”, *The RAND Journal of Economics*, 33(2), 319-339, 2002 (joint with Catherine Wolfram)
- “Sample Selection and Information-Theoretic Alternatives to GMM”, *Journal of Econometrics*, 107(1), 149-157, 2002
- “Measuring Market Power in the Ready-to-Eat Cereal Industry”, *Econometrica*, 69(2), 307-342, 2001
- “A Practitioner’s Guide to Estimation of Random Coefficients Logit Models of Demand”, *Journal of Economics & Management Strategy*, 9(4), 513-548, 2000
- “Mergers with Differentiated Products: The Case of the Ready-to-Eat Cereal Industry”, *The RAND Journal of Economics*, 31(3), 395-421, 2000. Reprinted in P. Joskow and M. Waterson ed., *Empirical Industrial Organization*, Edward Elgar, 2004.
- “Identification of the Oligopoly Solution Concept in a Differentiated Products Industry”, *Economics Letters*, 59(3), 391-395, 1998

### **Published and Forthcoming Chapters**

- “Empirical Models of Demand and Supply in Differentiated Products Industries”, chapter in Ali Hortascu, Kate Ho and Alessandro Lizzeri, eds, *Handbook of Industrial Organization, Volume 4*. Forthcoming (joint with Amit Gandhi)

“Marketing and Public Policy”, chapter in JP Dube and Peter Rossi, eds, *Handbook of Economics and Marketing, Volume 1*. 2019 (joint with Rachel Griffith)

“The Aetna-Humana Proposed Merger”, chapter in the John Kwoka and Larry White, eds. *Antitrust Revolution*, 7<sup>th</sup> edition. 2018 (joint with Denrick Bayot, Kostis Hatzitaskos and Brad Howells)

“Merger Simulation”, *The New Palgrave Dictionary of Economics*, 2008

### **Working Papers**

“What Can We Learn from Merger Retrospectives? Lessons from the Airline Industry”, (joint with John Lazarev and Robert Town)

“Network Externalities and Cross-Platform App Development in Mobile Platforms”, (joint with Amandeep Singh and Kartik Hosanagar)

“Steering Incentives of Platforms: Evidence from the Telecommunications Industry”, (joint with Brian McManus, Zachary Nolan and Jonathan W. Williams)

“The Tragedy of the Last Mile: Economic Solutions to Congestion in Broadband Networks”, (joint with Jacob B. Malone and Jonathan W. Williams)

“Why Does the Average Price Fall During High Demand Periods?”, (joint with Kostis Hatzitaskos)

### **Other Papers**

“If Breaking Up is the Answer, Then What is the Question?”, Competition Policy International, October 2021.

“Tale of Two Sides: Sabre/Farelogix in the United States and the UK”, *Journal of European Competition Law & Practice*. 2021 (joint with Kostis Hatzitaskos and Brad Howells)

“The Future of Economics in Merger Trials: Rumors of Its Demise Are Greatly Exaggerated”, *Antitrust*, Vol. 35, No. 2, Spring 2021 (joint with Kostis Hatzitaskos and David L. Meyer)

“The Year in Review: Economics at the Antitrust Division 2013-2014”, *Review of Industrial Organization*, 45: 379, 2014 (joint with Aditi Mehta, Oliver Richard and Jeffery Wilder)

“Mergers that Increase Bargaining Leverage”, January, 2014 (available at <https://www.justice.gov/atr/file/517781/download>)

“The Year in Review: Economics at the Antitrust Division 2012-2013”, *Review of Industrial Organization*, 43:291, 2013 (joint with Ron Drennan and Matt Magura)

### **Professional Activities**

**Scientific Advisory Board**, International Journal of Industrial Organization, 2018 – present

**Co-Editor**, *Econometrica*, 2017 – 2021

**Advisory Board**, CRESSE, 2017 – present  
**Co-Editor**, *The RAND Journal of Economics*, 2011 – 2017  
**Editor**, *The Journal of Industrial Economics*, 2009 – 2011  
**Editorial Board**, *Quantitative Economics*, 2009 – 2013  
**Board of Editors**, *American Economic Journal: Microeconomics*, 2009 – 2013, 2016 –  
**Foreign Editor**, *Review of Economics Studies*, 2007 – 2013  
**Associate Editor**, *The RAND Journal of Economics*, 2007 - 2011  
**Associate Editor**, *Journal of Industrial Economics*, 2002 – 2009  
**Associate Editor**, *Quantitative Marketing and Economics*, 2002 – 2013  
**Editorial Board**, *Marketing Science*, 2002 – 2010  
**Advisory Board**, *Journal of Agricultural & Food Industrial Organization*, 2002 - 2013

**Conference organization:**

**Program Co-Chair**, 2019 QME Conference, Philadelphia, October 2019  
**Program Chair**, Econometric Society North American Winter Meetings, January 2019  
**Co-organizer**, NBER Industrial Organization Summer Meeting, July 2017  
**Co-organizer**, NBER Price Dynamics Workshop Summer Institute, July 2012-2016  
**Program Committee**, EARIE 2012, Rome, Italy  
**Program Committee**, 2010 Econometric Society World Congress  
**Program Committee**, AEA meeting, Atlanta, GA, January 2010  
**Scientific Committee**, FTC-Northwestern Conference, 2009, 2010, 2011  
**Program Coordinator**, *Review of Economic Studies* European Tour Speaker, May 2009  
**Program Committee**, EC<sup>2</sup> meeting, Roma 19-20 December 2008  
**Program Committee**, 2007 QME Conference, Chicago, IL  
**Co-organizer**, IO, Marketing and Macro Conference at the Chicago Fed, December 2006  
**Program Committee**, 2005 Econometric Society World Congress  
**Co-organizer**, SITE Workshop, July 2004  
**Program Committee**, 2004 Winter Econometric Society Meetings  
**Organizer**, NBER Productivity Fall Meeting, December 2003  
**Co-organizer**, NBER Industrial Organization Winter Meeting, January 2000  
**Co-organizer**, Econometrics in Tel-Aviv Conference, June 1999

**Dissertation Supervision** (completion year, first job, **bold** if chair)

**University of California, Berkeley**  
Eric Emch (1999, DOJ);  
Chris Knittel (2000, Boston University);  
Allison Evans Cuellar (2001, Columbia University);  
Ying Zhao (2001, Hong Kong Science and Technology);  
Sharon Horsky (2001, The Interdisciplinary Center Herzliya);  
**Rene Kamita** (2002, DOJ);  
Erin Mansur (2002, Yale University);  
Simone Peart Boyce (2002, Analysis Group);  
**Sofia Berto Villas-Boas** (2002, University of California, Berkeley);  
Marta Wosinska (2002, Harvard Business School);  
**Rebecca Hellerstein** (2003, New York Fed);  
**Hyun Jin Lee** (2003);  
**Pinar Karaca** (2004, RAND);

**Jorge Tovar** (2004, Los Andes University, Bogotá, Colombia);  
Fernando Ferreira (2004, Wharton);  
Matt Lewis (2004, Ohio State University);  
Celeste Saravia (2004, Cornerstone Research);

#### **Northwestern University**

Allan Collard-Wexler (2006, New York University);  
Ambarish Chandra (2006, University of British Columbia);  
**Joao Macieira** (2007, Virginia Tech);  
Federico Rossi (2008, NC State);  
**Steve Kryukov** (2008, Carnegie Mellon);  
Min Chen (2008, Charles River Associates);  
**Thor Sletten** (2008, Criterion Economics);  
Yongbae Lee (2008, Barclays Global Investors);  
Kanishka Misra (2009, London Business School);  
James Roberts (2009, Duke University);  
**Paul Grieco** (2010, Penn State);  
**Mateo Caronia** (2010, Deloitte Transfer Pricing);  
**Ryan McDevitt** (2010, University of Rochester);  
**Jason O'Conner** (2010, FTC);  
Kei Kawai (2011, NYU);  
**Andre Trindade** (2011, Bates White);  
**Ketan Patel** (2012, Getgo);  
Javier Donna (2012, Ohio State University);  
Joseph Goodman (2012, Compass-Lexecon);  
**Jose-Miguel Abito** (2013, Wharton);  
Mark Chicu (2013, Bates-White);  
**Marit Hinnosaar** (2013, Collegio Carlo Alberto);  
**Tiago Pires** (2013, University of North Carolina);  
Guillermo Marshall (2014, University of Illinois);  
Fernando Luco (2014, Texas A&M);  
**Chris Lau** (2015, FTC);  
**Esteban Petruzzello** (2015, University of Miami);  
Arlene Wong (2016, Princeton);  
Matt Schmitt (2016, UCLA Anderson School of Management);

#### **University of Pennsylvania**

**Evan Saltzman** (2018, Emory);  
**Takeaki Sunada** (2019, University of Rochester);  
**Qi Pan** (2020, Chinese University of Hong Kong);  
**Minshen Li** (2020, JD.com);  
**Kian Samaee** (2020, Charles River Associates);  
Sumedh Ambekar (2020, Capital One);  
Mallick Hossain (2020, Philadelphia Fed);  
**Joao Granja De Almeida** (2021, University College London);  
**Ruizhi Ma** (2021, Analysis Group);  
**Vladimir Pavlov** (2021, University College London);  
Craig Stuart (2021, Yale Post-doc);  
Gorkem Bostanci (2021, University of British Columbia);

Amandeep Singh (2022, expected);  
**Michael Kurish** (2022, expected);  
Ricardo Vieira Marto (2023, expected)  
**Yu Zhao** (2023, expected)