

Curriculum Vitae  
JULIE HOLLAND MORTIMER

AFFILIATIONS

Boston College, Chestnut Hill, MA.

Full Professor, Dept. of Economics (September 2018 - present).

Associate Professor (Tenured), Dept. of Economics (July 2011 - August 2018).

National Bureau of Economic Research, Cambridge, MA.

Faculty Research Fellow (March 2005 - March 2015).

Research Associate (April 2015 - present).

Harvard University, Cambridge, MA.

Associate Professor (Untenured), Dept. of Economics (July 2005 - June 2011).

Assistant Professor, Dept. of Economics (July 2001 - June 2005).

Harvard Business School, Boston, MA.

Visiting Scholar, Strategy Unit (Winter, 2013).

Northwestern University, Evanston, IL.

Visiting Scholar, Center for the Study of Industrial Organization (Fall 2004).

Ernst and Young, LLP, Washington, D.C.

Senior Consultant, Tax Policy and Economics Group (October 1995 - June 1996).

Junior Consultant, Tax Policy and Economics Group (July 1994 - Sept. 1995).

EDUCATION

- 2001: Ph.D., Economics, University of California, Los Angeles, CA  
*An Empirical Study of Contractual Arrangements and Inventory: The U.S. Video Rental Industry*, supervised by Guido Imbens and Phillip Leslie.
- 1999: C.Phil., Economics, University of California, Los Angeles, CA
- 1998: M.A., Economics, University of California, Los Angeles, CA
- 1994: B.A., Economics, Magna cum Laude, Carleton College, Northfield, MN  
Departmental and Thesis Honors
- 1990: Diploma, Charles M. Russell High School, Great Falls, MT

AWARDS AND FELLOWSHIPS

- 2005: Clark Fund grant, Harvard University.
- 2004: Warburg Professor grant, Department of Economics, Harvard University.
- 2002: Clark Fund grant, Harvard University.
- 2001: Review of Economic Studies European Conference Participant, May 2001.
- 2000 - 2001: Dissertation Year Fellowship, UCLA Graduate Division.
- 1999 - 2000: Program in Applied Economics Fellow, Social Science Research Council.
- 1998 - 1999: Research/Mentorship Fellowship, UCLA Graduate Division.
- 1990 - 1994: National Merit Scholar.

## PUBLISHED PAPERS

- Luo, H. and Mortimer, J.H., (forthcoming) “Infringing Use as a Path to Legal Consumption; Evidence from a Field Experiment.” *Journal of Economics and Management Strategy*.
- Conlon, C. and Mortimer, J. H., (2021) “Empirical Properties of Diversion Ratios,” *Rand Journal of Economics*, Vol. 52(4), pp. 693-726.
- Conlon, C. and Mortimer, J. H., (2021) “Efficiency and Foreclosure Effects of Vertical Rebates: Empirical Evidence,” *Journal of Political Economy*, Vol. 129(12), pp. 3357-3404.
- Genchev, B. and Mortimer, J. H., (2017), “Empirical Evidence on Conditional Pricing Practices,” *Antitrust Law Journal*, Vol 81(2), pp. 343-370.
- Luo, H. and Mortimer, J. H., (2017), “Copyright Enforcement: Evidence from Two Field Experiments,” *Journal of Economics and Management Strategy*, Vol. 24(2), pp. 499-528.
- Luo, H. and Mortimer, J. H. (2016), “Copyright Infringement in the Market for Digital Images,” *American Economic Review - Papers & Proceedings*, Vol. 106(5).
- Conlon, C. and Mortimer, J. H. (2013), “Demand Estimation Under Incomplete Product Availability,” *American Economic Journal - Microeconomics*, Vol. 5(4), pp. 1-30.
- Ho, J., Ho, K., Mortimer, J. H. (2012), “Analyzing the Welfare Impacts of Full-line Forcing Contracts,” *Journal of Industrial Economics*, Vol. 60(3), pp. 468-498.
- Ho, J., Ho, K., Mortimer, J. H. (2012), “The Use of Full-line Forcing Contracts in the Video Rental Industry,” *American Economic Review*, Vol. 102(2), pp. 686-719.
- Mortimer, J. H., Nosko, C., and Sorensen, A. (2012), “Supply Responses to Digital Distribution: Recorded Music and Live Performances,” *Information Economics and Policy*, Vol. 24(1), pp. 3-14.
- Ioannou, I., Mortimer, J. H. and Mortimer R. (2011), “The Effects of Capacity on Sales Under Alternative Vertical Contracts,” *Journal of Industrial Economics*, Vol. 59(1), pp. 117-154.
- Mortimer, J. H. (2008), “Vertical Contracts in the Video Rental Industry,” *The Review of Economic Studies*, Vol. 75(1), pp 165-199.
- Mortimer, J. H. (2007), “Price Discrimination, Copyright Law and Technological Innovation: Evidence from the Introduction of DVDs,” *Quarterly Journal of Economics*, Vol. 122(3), pp. 1307-50.
- Hotz, V. J., Imbens, G., Mortimer, J. H. (2005), “Predicting the Efficacy of Future Training Programs Using Past Experiences,” *Journal of Econometrics*, Vol. 125(1-2), pp. 241-270.

## BOOK CHAPTERS

Hickman, W. and Mortimer, J. H. (2016), “Demand Estimation with Availability Variation,” *Handbook on the Economics of Retailing and Distribution*. Ed. Emek Basker. Cheltenham, UK and Northampton, MA, USA: Edward Edgar Publishing, pp. 306-342.

## WORKING PAPERS

Hristakeva, S., and Mortimer, J. H., “Impacts of Legacy Discounts in the Upfront Market for National Television Advertising,” (under revision, *Marketing Science*).

Conlon, C., Mortimer, J.H., and Sarkis, P., “Estimating Preferences and Substitution Patterns from Second-Choice Data Alone.”

Musalem, A., Olivares, M., Borle, S., Che, H., Conlon, C., Girotra, K., Gupta, S., Misra, K., Mortimer, J. H., Vulcano, G., and Zheng, F., “A Review of Choice Modeling in the Marketing-Operations Management Interface,” (under revision, *Production and Operations Management*.)

Conlon, C. and Mortimer, J. H., “Effects of Product Availability: Experimental Evidence,” NBER Working Paper No. 16506.

## RESEARCH GRANTS

National Science Foundation grant SES-1919040: *Demand for Advertising and its Impact on Media Content*. Dates: September 2019-August 2022.

National Science Foundation grant SES-0617896: *Economic Impacts of Technological Innovation in Product Availability*. Dates: August 2006 - July 2009.

## OTHER PROFESSIONAL ACTIVITIES

Co-Editor, *Journal of Law and Economics*, September 2021 - present.

Editorial Board, *Review of Industrial Organization*, June 2019 - present.

Editorial Board, *Journal of Economic Literature*, December 2015 - present.

Advisory Council, *Journal of Industrial Economics*, September 2018 - present.

Board of Directors, Industrial Organization Society, August 2014 - present.

Co-Editor, *Journal of Economics and Management Strategy*, April 2018 - July 2020.

Advisory Board, *Music Industry Research Association*, December 2016 - July 2019.

Organizing Committee, International Industrial Organization Conference, 2014 and 2015.

Panelist and Presenter, DOJ/FTC Workshop on Conditional Pricing Practices, June 2014.

Co-Editor, *International Journal of Industrial Organization*, March 2011 - December 2014.

Associate Editor, *International Journal of Industrial Organization*, July 2009 - February 2011.

## SELECTED REFEREE EXPERIENCE

Econometrica, American Economic Review, Journal of Political Economy, Quarterly Journal of Economics, Review of Economic Studies, RAND Journal of Economics, American Economic Journal - Microeconomics, International Journal of Industrial Organization, Journal of Law and Economics, Journal of Industrial Economics, Review of Economics and Statistics, Journal of Economics and Management Strategy, Review of Industrial Organization.

## TEACHING EXPERIENCE

Industrial Organization I, II (Graduate).

Industrial Organization: Theory & Applications (Undergraduate).

Advanced Research Methods: Advertising and Media Markets (Undergraduate).

## BOSTON COLLEGE GRADUATE ADVISING (YEAR OF GRADUATION AND INITIAL PLACEMENT)

Kritika Goel (Expected 2022)

Bogdan Genchev (2020, Brattle Group)

Ratib Ali (2020, Massachusetts Attorney General's Office, Antitrust Division)

Krisztina Horvath (2020, Analysis Group)

Nick Diebel (2018, CNA)

Hieu Luu (2017, Competition Dynamics)

Mike Smith (2017, USAA)

Sylvia Hristakeva (2016, UCLA Anderson School of Business)

Kyle Buika (2013, Acumen LLC)

Lucrezio Figurelli (2013, Brattle Group)

## INVITED PRESENTATIONS (PAST FIVE YEARS)

2021-2022: Indiana University. Scheduled: Columbia University Graduate School of Business.

2020-2021: (Online) Harvard Business School, University of Wisconsin.

2019-2020: Toulouse School of Economics, University of Mannheim, Massachusetts Institute of Technology, Pennsylvania State-Cornell Econometrics and IO Conference, Behavioral Game Theory Workshop (online), BU Law IP Day (online), Interactive Online Industrial Organization (IO<sup>2</sup>)workshop (founding organizer).

2018-2019: University of Massachusetts Amherst, HEC Montreal, Federal Communications Commission, Federal Trade Commission, Department of Justice.

2017-2018: Notre Dame University, University of Western Ontario, Stanford University (Joint Economics Department and Graduate School of Business).

*Last updated January 7, 2022.*