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**Maria Arbatskaya**  
Associate Professor

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## Fields

Industrial Organization, Applied Game Theory

## Publications

"The Impact of the Foreign Corrupt Practices Act on Competitiveness, Bribery, and Investment" (co-authored with Hugo Mialon), 2020, *American Law and Economics Review* 22, 105–126.

DOI: <https://doi.org/10.1093/aler/ahaa004>; SSRN: <https://ssrn.com/abstract=3001262>

"Liability or Labeling? Regulating Product Risks with Costly Consumer Attention" (co-authored with Maria Vyshnya Aslam), 2018, *Journal of Economic Behavior & Organization* 154, October 2018, Pages 238-252.

DOI: <https://doi.org/10.1016/j.jebo.2018.08.016>;

SSRN: [https://papers.ssrn.com/sol3/papers.cfm?abstract\\_id=2499863](https://papers.ssrn.com/sol3/papers.cfm?abstract_id=2499863)

"Consumer Referrals" (co-authored with Hideo Konishi), 2016, *International Journal of Industrial Organization* 48, 34–58.

DOI: <http://dx.doi.org/10.1016/j.ijindorg.2016.06.001>

"Managing Consumer Referrals on a Chain Network" (co-authored with Hideo Konishi), 2014, the *Review of Network Economics* 13, 69–94

DOI: [10.1515/rne-2014-0002](https://doi.org/10.1515/rne-2014-0002), published online May 2014.

"Dynamic Multi-Activity Contests" (co-authored with Hugo Mialon), 2012, *Scandinavian Journal of Economics* 114, 520–538, June 2012.

Published online at <http://onlinelibrary.wiley.com/doi/10.1111/j.1467-9442.2012.01695.x/full>

"Referrals in Search Markets" (co-authored with Hideo Konishi), *International Journal of Industrial Organization* 30, January 2012, Pages 89–101.

Published online at: <http://dx.doi.org/10.1016/j.ijindorg.2011.06.002>

"Multi-Activity Contests" (co-authored with Hugo Mialon), 2010, *Economic Theory* 43, 23-43. [IDEAS](#)

"Ordered Search," 2007, *Rand Journal of Economics* 38, 119-127. [JSTOR](#)

"On the Use of Low-Price Guarantees to Discourage Price Cutting" (co-authored with Morten Hviid and Greg Shaffer), 2006, *International Journal of Industrial Organization* 24 (6), 1139–1156. [Science Direct](#)

"Are Prices 'Sticky' Online? Market Structure Effects and Asymmetric Responses to Cost Shocks in Online Mortgage Markets" (co-authored with Michael R. Baye), 2004, *International Journal of Industrial Organization* 22 (10), 1443–1462.

[SSRN IDEAS](#)

"On the Incidence and Variety of Low-Price Guarantees" (co-authored with Morten Hviid and Greg Shaffer), 2004, *Journal of Law and Economics* 47, 307–332. [IDEAS](#)

"The Exclusion Principle for Symmetric All-Pay Auctions with Endogenous Valuations," 2003, *Economic Letters* 80, 73–80. [Science Direct](#)

"Can Low Price Guarantees Deter Entry?" 2001, *International Journal of Industrial Organization* 19, 1387–1406. [Science Direct](#)

"Behavior-Based Price Discrimination and Consumer Switching," 2000, *Advances in Applied Microeconomics*, Volume 9: Industrial Organization, JAI Press, 149–171.

"Promises to Match or Beat the Competition: Evidence From Retail Tire Prices" (co-authored with Morten Hviid and Greg Shaffer), 1999, *Advances in Applied Microeconomics*, Volume 8: Oligopoly, JAI Press, 123–138.

### **Work in Progress**

"How to Fight Corruption: Supply or Demand?" 2020 (co-authored with Hugo Mialon)

"Dynamic Team Contests with Complementary Efforts" 2020  
(with Hideo Konishi)

"College Application Fees: Screening and Access" 2019

### **Unpublished Research**

"The Parking Lot Problem," 2009 (co-authored with Kaushik Mukhopadhyaya and Eric Rasmusen) [SSRN](#)

"Buy Now, Search Later: A Model of Low-Price Guarantees With Post-Sale Search," 2005 working paper 05-20, Economics Department, Emory University [SSRN](#)

**Google Scholar citations:** 660 citations

### **Academic Background**

Ph.D. in Economics, May 1999, Indiana University, Bloomington

M.A. in Economics, 1995, New Economic School, Moscow, Russia

Diploma in Applied Mathematics, 1993, Moscow State University, Moscow, Russia

## Awards and Grants

- PERS funding from Emory 2019
- CFDE Mini Grant 2019
- Hightower Sponsored Seminar grant 2018
- The Woodruff Research Award, 2012, 2013
- Kauffman Foundation and the Georgia Research Alliance Grant, 2009-2010
- The Woodruff Research Award, Spring 2009
- John M. Olin Faculty Fellowship, Fall 2002 – Spring 2003
- The International Travel Grant from the Institute for Comparative and International Studies, Emory University, 2000, 2001, 2003, and 2005
- Teaching-Research Grant program, Emory College Center for Teaching and Curriculum, Fall 2005
- Teaching Consultation Pairs Grant, Emory College Center for Teaching and Curriculum, 2003, 2006
- Grant from the Institute for Comparative and International Studies, Emory University, for a research project “Is Retail Competition in Russia All That Different?” 1999-2000
- H.H. Crawford Scholarship, Indiana University, 1998
- Young Economists' Award for the paper "Can Low Price Guarantees Deter Entry?" European Association for Research in Industrial Economics (EARIE), 1998
- Taulman Miller Award for outstanding international student, Indiana University, 1997

## Editorial Services

Associate Editor, *The Journal of Business Inquiry*, 2010-present

## Presentations

- The Society for the Advancement of Economic Theory Conference, “The Impact of the Foreign Corrupt Practices Act on Competitiveness, Bribery, and Investment,” Italy, June 2019
- EACES-HSE workshop, the 8th Annual ICSID Conference, “The Impact of the Foreign Corrupt Practices Act on Competitiveness, Bribery, and Investment,” June 2019, Russia
- Seminar at Purdue University, "Liability or Labeling? Regulating Product Risks with Costly Consumer Attention" September 2018
- Academic conference in economics and finance organized by the New Economic School "The Foreign Corrupt Practices Act: Effects on Competitiveness, Bribery, and Investment?" December 2017, Moscow, Russia
- Southern Economic Association Meetings, "The Foreign Corrupt Practices Act: Effects on Competitiveness, Bribery, and Investment?" November 2017
- 10th Research Colloquium at Morehouse College (co-presented with Maria Vyshnya Aslam), "Food Allergen Liability and Regulation When Consumer Label Reading Effort Counts," November 2015.
- 4<sup>th</sup> Workshop on Consumer Search, Moscow, Russia, "Food Allergen Liability and Regulation When Consumer Label Reading Effort Counts," May 2013
- International Industrial Organization Conference, Boston, "Food Allergen Liability and Regulation When Consumer Label Reading Effort Counts," May 2013.
- The Sixth International Conference on Game Theory and Management, St. Petersburg, Russia, "Entry into Dynamic Multi-Activity Contests" June 2012
- Economics of Advertising conference, Moscow, Russia, "Consumer Referrals," June 2011

- International Industrial Organization Conference, Boston, "Pricing and Advertising in a Market with Consumer Referrals," April 2011.
- Southern Economic Association Meetings, "Consumer Referrals," November 2010
- International Industrial Organization Conference, Boston, "Dynamic Multi-Activity Contests," April 2009.
- Southern Economic Association Meetings, "Referrals in Search Markets," November 2008
- Department of Justice Research Seminar, "Low-Price Guarantees: Theory and Evidence," May 2007.
- International Industrial Organization Conference, Boston, "Consumer Referrals," April 2007.
- International Industrial Organization Conference, Boston, "Referrals in Search Markets," April 2006.
- ASSA Meetings (TPUG session), Boston, "The Parking Lot Problem," January 2006.
- Invited Presentation, Advances in the Theory of Contests and Tournaments conference Berlin, Germany, "Two-Activity Contests," October 2005.
- Seminar, Georgia Institute of Technology, "Referrals in Search Markets," September 2005.
- Seminar, Emory University, "Referrals in Search Markets," September 2005.
- Atlanta Competitive Advantage Conference (ACAC), Emory University's Goizueta Business School "Ranking Competition," June 2005
- Midwest Economic Theory Meetings, Vanderbilt University, "Two-Armed Contests" and "Referrals in Search Markets," April 2005.
- International Industrial Organization Conference, Atlanta, "Ranking Competition" and "Parking Lot Problem," April 2005.
- Seminar, Boston College, "Ranking Competition," December 2004
- Southern Economic Association Meetings, "Ordered Search," November 2004
- Invited Presentation, Economics Department, University of Missouri, "Ordered Search," October 2004
- Seminar, Economics Department, Emory University, "Ranking Competition," October 2004
- Atlanta Competitive Advantage Conference (ACAC), Emory University's Goizueta Business School, "Pricing in Markets with Preferential Placement of Sellers," June 2004
- International Industrial Organization Conference, Boston, "Sticky Prices Online: Rate Rigidity and Asymmetric Responses to Cost Shocks in Online Mortgage Markets," April 2004
- Invited Presentation, Southern Economic Association Meetings, "Timing of Price Announcements with an Application to the Internet Mortgage Markets," November 2003
- Invited Presentation, Seminar, University of Virginia, "Buy Now, Search Later: A Model of Low-Price Guarantees With Post-Sale Search," September 2003
- 30th Annual Conference of The European Association for Research in Industrial Economics, Helsinki, "Buy Now, Search Later: A Model of Low-Price Guarantees With Post-Sale Search," August 2003
- Econometric Society Summer Meetings, "Ordered Search," June 2003
- International Industrial Organization Conference, Boston, "Buy Now, Search Later: A Model of Low-Price Guarantees With Post-Sale Search," April 2003
- Invited Presentation, Seminar, Indiana University, "Buy Now, Search Later: A Model of Low-Price Guarantees With Post-Sale Search," October 2002
- Seminars, Georgia State University and Indiana University, "Ordered Search," October 2002
- Seminar, Economics Department, Emory University, "Market Structure, Price Adjustments and Price Variability: Evidence from On-Line Mortgage Markets," September 2001
- European Association for Research in Industrial Economics (EARIE) meetings, Dublin, Ireland, "Ordered Search," September 2001
- Center for Russian and East European Studies seminar, Emory University, "Competition In Russian Retail Markets," March 2001

- Public Choice Society Meetings, "The Parking Lot Problem," 2001 (co-authored with Kaushik Mukhopadhyaya and Eric Rasmusen), March 2001
- Seminar, Economics Department, Emory University, "Ordered Search," November 2000
- Institute for Comparative and International Studies (ICIS) seminar, "Retail Competition in Russia: Pricing in the Chewing Gum Markets," September 2000
- European Association for Research in Industrial Economics (EARIE) meetings in Lausanne, Switzerland, "Competition in Mature Markets with Consumer Loyalty," September 2000
- Southern Economic Association Meetings, "Price Discrimination Based on Consumers' Past Purchasing Decisions," November 1999
- Seminars at Indiana University, Emory University, Penn State University (Business School), University of Texas, Southern Methodist University, and University of Oklahoma, "Can Low Price Guarantees Deter Entry?" 1999
- Midwest Economic Theory Meetings, Michigan State University, "Can Low Price Guarantees Deter Entry?" May 1998
- European Association for Research in Industrial Economics (EARIE) meetings, Copenhagen, Denmark, "Can Low Price Guarantees Deter Entry?" August 1998

## Teaching Experience

### At Emory

#### *Undergraduate*

- *Intermediate Microeconomics* (ECON 201)
- *Business and Government* (ECON 341)
- *Managerial Economics* (ECON 400)
- *Industrial Organization* (ECON 405)
- *Games and Economic Activity* (ECON 490S)

#### *Graduate*

- *Microeconomics-III* (ECON 502)
- *Market Structure and Imperfect Competition* (ECON 761)

#### Elsewhere

- *Intermediate Microeconomics*, New Economic School Outreach Program: St. Petersburg, Russia, May 1999; Voronezh, Russia, May 2000; Vladivostock, Russia, May 2001.
- *Introduction to Microeconomics*, Indiana University, Fall 1997 and Summer 1998.
- *Applied Microeconomics and Game Theory* for graduate students, Moscow Steel and Alloys Institute, 1994.
- *Mathematics* for undergraduate students, Moscow State University, 1990-1994.

## Refereeing Experience

*Advances in Applied Microeconomics*

*American Economic Review*

*B.E. Journal of Economic Analysis and Policy*

*Eastern Economic Journal*

*Economic Letters*

*Economic Theory*

*European Economic Review*

*International Journal of Industrial Organization*

*Journal of Economic Behavior and Organization*

*Journal of Economic Dynamics and Control*

*Journal of Economics and Management Strategy*  
*Journal of Law and Economics*  
*Journal of Mathematical Economics*  
*Journal of Political Economy*  
*Korean Economic Review*  
*Managerial and Decision Economic*  
*Management Science*  
*Marketing Science*  
*Rand Journal of Economics*  
*Regional Science and Urban Economics*  
*Review of Industrial Organization*  
*Scandinavian Journal of Economics*  
*Southern Economic Journal*  
*Social Choice and Welfare*

### **Service in the Economics Department**

- *Graduate Program Committee Member* Fall 2014–Spring 2017
- *Coordinator, Lunch-and-Learn seminars*, 2016-present
- *The Director of Graduate Studies*  
Chaired graduate student recruitment committee, supervised the creation and annual updates of the Graduate Student Handbook, advised students, supervised Microeconomics, Macroeconomics, Professionalization, and Pedagogy lunch meetings, supervised web page developments and annual updates, distributed career-related announcements to graduate students, Fall 2006 – Summer 2013
- *The Faculty Search Committee*  
Co-Chair, 2014-2015  
Committee Member, 1999–2000, 2001–2002, 2003-2004, 2017–2018, 2018-2019, 2019-2020
- *The Undergraduate Career Coordinator in the Economics Department*  
Advised students, organized information sessions for economics majors/minors, created the economics career-related web page, posted career-related announcements at the department, took part in career events organized by the Career Center and the Business School, 2000-2006
- *Acting Faculty Advisor, Omicron Delta Epsilon Zeta Chapter (ODE)*  
Supervised ODE activities, Fall 2003 – Spring 2004 and Fall 2005 – Spring 2006
- *Junior Faculty Mentor* 2018-2019
- *Honors Program Coordinator* (ECON 495B), March-April 2001
- Participant, Orientation Fairs and receptions for students' parents
- Core exam in Microeconomics, preparation and evaluation committee, 2000, 2001, 2003
- Member, Micro Sequence Committee, 1999, 2001
- The Emory Expo (the Majors Fair) 2016, 2018

### **Supervision of Students**

- Co-Chair, PhD dissertation, Xin Yan 2018
- Co-Chair, PhD dissertation, Maria Vyshnya 2014
- Committee member, PhD dissertation, Anthony Koschmann, and Bing Jiang
- Co-Chair, PhD dissertation, Mike Hammock, Jasminka Ninkovic
- Committee member, PhD dissertation, Jin Wang, James Cooper, Ana-Maria Conley, Ibrahiim Z. Bayaan
- Advisor, Masters Thesis, Bryan Peters, Aytul Oguz
- Directed Reading: Ana-Maria Conley (graduate); Alexander P. Lee, Peter Y. Tsai, Jee
- Chaired Honors Theses, 2000-present (10 times)

- Member Honors Theses Committee, 2000-present (3 times)
- Faculty Mentor, SIRE Research Partner Program, 2004, 2005
- Supervised research by four undergraduate students that lead to their poster presentations at the Student-Faculty Scholarship and Research Fair, Fall 2003

#### **Service at Emory and Other Activities**

- Member, Emory College Grievance Committee, Fall 2019- Spring 2020
- Member, Emory College Senate Executive Council, Fall 2016-Spring 2017
- Member, Emory College Senate, Fall 2014- Spring 2017
- Chair, Teaching Standards Committee, Fall 2016-Spring 2017
- Member, College Admissions Council, Spring 2016
- Member, Admissions and Scholarships Committee, Fall 2010-Spring 2013
- Member, Executive Council, Fall 2010-Spring 2012
- Member, Woodruff Fellowship nomination committee, 2007
- Reviewer, *Emory Undergraduate Research Journal*
- Faculty Leader, Freshman Advising and Mentoring at Emory (FAME), August-November 2004
- Participated in the Gustafson Faculty Seminar, "Originality, Publicity and the Future of Scholarly Writing," Spring 2001
- Organized a visit to Emory University for a group of seven economics faculty members from Voronezh State University, Russia, October-November 2001
- Participated in Center for Teaching and Curriculum (CTC) Teaching Retreat, March 2005 and CTC teaching assessment program, Fall 2005

#### **Recognition in Press**

A New York Times article dated 01/11/2007 discusses my research: "Rethinking Why Crazy Eddie Wouldn't be Undersold and other Mysteries" <http://www.nytimes.com>