

# MATTHEW BACKUS

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*website*

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## PRIMARY APPOINTMENTS

- Associate Professor, Haas School of Business, UC Berkeley, 2024–
- Associate Professor, Department of Economics, UC Berkeley, 2024–

## OTHER APPOINTMENTS

- Board of Editors, AEJ: Micro, 2025–
- Research Associate, National Bureau of Economic Research, 2024–
- Research Affiliate, Centre for Economic and Policy Research, 2019–

## PRIOR APPOINTMENTS

- Assistant Professor, Haas School of Business, UC Berkeley, 2022–2024
- Assistant Professor, Department of Economics, UC Berkeley, 2022–2024
- Faculty Research Fellow, National Bureau of Economic Research, 2016–2024
- Philip H. Geier Jr. Associate Professor, Economics, Columbia Business School, 2019–2022
- Assistant Professor, Economics, Columbia Business School, 2015–2019
- Assistant Professor, Department of Economics, Cornell University, 2013–2015
- Postdoctoral Scholar, eBay Research Labs, 2012–2013

## EDUCATION

- Ph.D. Economics, University of Michigan, 2012
- M.A. Economics, University of Toronto, 2006
- B.A. Economics and Philosophy, American University, 2003

## PUBLICATIONS

- **Real and Assumed Information**  
with Ned Augenblick, Andrew T. Little, and Don A. Moore  
*American Economic Review P&P*, Vol. 115 Issue 5, May 2025, pp. 643–647
- **Dynamic Demand Estimation in Auction Markets**  
with Greg Lewis  
*Review of Economic Studies*, Vol 92, Issue 2, March 2025, pp. 837–872
- **Expectation, Disappointment, and Exit: Evidence on Reference Point Formation from an Online Marketplace**  
with Thomas Blake, Dimitriy Masterov, and Steven Tadelis  
*Journal of the European Economic Association*, Vol. 20, Issue 1, February 2022, pp. 116–149
- **Common Ownership in America: 1980–2017**  
with Chris Conlon and Michael Sinkinson  
*AEJ: Microeconomics*, Vol. 13 Issue 3, August 2021, pp. 273–308  
AEJ Best Paper Award
- **Why is Productivity Correlated with Competition?**  
*Econometrica*, Vol. 88 Issue 6, November 2020, pp. 2415–2444  
EARIE 2014 YEEA, 9th Paul Geroski Prize for Most Significant Policy Contribution

- **I Don't Know**  
with Andrew Little  
*American Political Science Review*, Vol. 114 Issue 3, August 2020, pp. 724–743
- **Sequential Bargaining in the Field: Evidence from Millions of Online Bargaining Interactions**  
with Thomas Blake, Brad Larsen, and Steven Tadelis  
*Quarterly Journal of Economics*, Vol. 135 Issue 3, August 2020, pp. 1319–1361
- **Theory and Measurement of Common Ownership**  
with Chris Conlon and Michael Sinkinson  
*American Economic Review P&P*, Vol. 110 Issue 5, May 2020, pp. 557–560
- **The Empirical Content of Cheap-Talk Signaling: An Application to Bargaining**  
with Tom Blake and Steven Tadelis  
*Journal of Political Economy*, Vol. 127 Issue 4, August 2019, pp. 1599–1628
- **Is Sniping a Problem in Online Auction Markets?**  
with Tom Blake, Dimitriy Masterov, and Steven Tadelis  
*Proceedings of the 24th ACM International World Wide Web Conference*, 2015
- **Search Costs and Equilibrium Price Dispersion in Auction Markets**  
with Joseph Podwol and Henry Schneider  
*European Economic Review*, Vol. 71, November 2014, pp. 173–192

#### WORKING PAPERS

- **Common Ownership and Competition in the Ready-to-Eat Cereal Industry**  
with Chris Conlon and Michael Sinkinson  
*Econometrica*, revise and resubmit
- **Communication, Learning, and Bargaining Breakdown: An Empirical Analysis**  
with Thomas Blake, Jett Pettus, and Steven Tadelis  
*EC'21*, extended abstract  
*Management Science*, accepted

#### RECENT AND UPCOMING TALKS

- 2025–2026: CEPR Paris Symposium, Compass Lexecon
- 2024–2025: ASSA Meetings, EARIE, FTC, IESE, NYU Stern
- 2023–2024: Indiana University Kelley, KU Leuven, Peder Sather Conference on Industrial Organization, Northwestern Kellogg, University of Arizona, WEIA Annual Meetings

#### GRANTS

- “Bilateral Bargaining through the Lens of Big Data” (with Brad Larsen, Matt Taddy, and Steven Tadelis)  
National Science Foundation Grant, SES – 1629060  
Award Amount: \$403,036  
Award Duration: September 2016–August 2021
- “Dynamic Auction Markets” (with Greg Lewis)  
National Science Foundation Grant, SES – 1463810  
Award Amount: \$131,156  
Award Duration: September 2014–August 2018
- “Consumer Surplus and Distributional Concerns” (with Jett Pettus)  
Alfred P. Sloan Foundation Grant, G-2021-16988  
Award Amount: \$357,127  
Award Duration: January 2022–August 2026
- “The Measurement and Production of Quality in Long-Term Care Facilities in the US” (with Andrew Olenski and Ashley Swanson)  
National Science Foundation Grant, SES – 2519966

Award Amount: \$557,504

Award Duration: September 2025–August 2028

#### CURRENT TEACHING

- Berkeley MBA 200: Data and Decisions
- Berkeley UGBA 117: Antitrust
- Berkeley EWMBA/MBA 217: Antitrust
- Berkeley ECON 220B: Industrial Organization

#### PAST TEACHING

- Berkeley MBA 201A: Economics for Business Decision Making
- Columbia GR6254: Industrial Organization II (PhD)
- Columbia B6200: Managerial Economics (MBA)
- Columbia B5200: Managerial Economics (EMBA)
- Columbia B8260: Market Design (MBA)
- Wharton MGEC611/612: Microeconomics for Managers (MBA)
- Cornell ECON 7510: Industrial Organization (PhD)
- Cornell ECON 4610: Industrial Organization (undergraduate)

#### OUTSIDE ACTIVITIES

- Senior Consultant, Compass Lexecon, 2025–
- Board of Directors, Feminist Press, 2019– (Treasurer, 2021–)
- Consulting Researcher, eBay Research Labs, 2013–

Last updated August, 2025.