

Matthew Leisten

Placement Director:
Placement Administrator:

Professor Alessandro Pavan
Allison Stoute

847-491-8266
847-491-5694

alepavan@northwestern.edu
econjobmarket@northwestern.edu

Contact Information

Department of Economics
Northwestern University
2211 Campus Drive
Evanston, IL 60208

Mobile: 732-570-2972
matthewleisten2014@u.northwestern.edu
www.sites.northwestern.edu/mjl504
Citizenship: USA

Fields

Research: Industrial Organization
Teaching: Microeconomics, Industrial Organization

Education

Ph.D., Economics, Northwestern University, 2020 (Anticipated)
Dissertation: *Empirical Studies of Firm Behavior and Information*
Committee: Robert Porter (Chair), Gaston Illanes, Michael Mazzeo
B.A., Economics (with Highest Distinction) and Environmental Thought and Practice,
University of Virginia, 2013

**Fellowships &
Awards**

Graduate Dissertation Fellowship, 2019–2020
Distinguished Teaching Assistant, 2016, 2017, 2018
University Fellowship, 2014–2015
Duncan Clark Hyde Award, 2013
Kenneth G. Elzinga Scholarship, 2012

Grants

Center for the Study of Industrial Organization (Northwestern), \$1650

Teaching Experience

Teaching Assistant, Northwestern University, 2015-2018
Principles of Microeconomics, Intermediate Microeconomics I and II,
Industrial Economics, Environmental Economics, Public Finance
Conference Leader, Northwestern New TA Conference, 2017

Research Experience

Research Assistant, Gaston Illanes, Northwestern University, 2018–2019
Summer Research Intern, Karen Palmer and Margaret Walls, Resources for the Future, 2013

Conferences

Empirics and Methods in Economics Conference (EMCON), 2018 (Discussant)

Job Market Paper

“Information, Managerial Incentives, and Scale: Evidence from Hotel Pricing”

I measure what determines the quality of information firms have about market demand when setting prices, with application to the hotel industry. The hotel industry is vertically disintegrated between national chains and smaller franchisees. Chains delegate pricing to franchisees and extract royalty payments as a percentage of revenues; larger chains charge higher royalties. Franchisees affiliated with larger hotel chains may have better information about demand because larger chains have more data, or they may have worse information because higher royalties create weaker incentives to gather information. I develop a novel method to infer the quality of firms’ information from price and quantity data. I use this method to show that hotels affiliated with large chains have worse information than hotels affiliated with smaller chains. In a counterfactual in which royalties are fixed across chains, large chains become better-informed than small chains, suggesting that franchisee effort in gathering

information is an important driver of information quality. My findings suggest that local knowledge is the key driver of hotel information quality, and explains why the hotel industry is vertically disintegrated, has recently trended towards further disintegration, and is relatively unconcentrated.

Works in Progress

“Informational Complementarities and IT Arms Races”

Economic theory predicts that, across a broad class of supermodular games, including most forms of price competition, information is *complementary* in the following sense: the better any player’s information becomes, the more valuable information is to the player’s rivals. This implies that, if one player obtains better information, rivals will be more inclined to do so as well. This can lead to informational arms races, in which firms suddenly invest heavily in information technologies in response to each other. I measure how complementary information quality is in the hotel industry. I first measure the quality of information hotels have about demand when setting prices. I then simulate counterfactual hotel revenues if a hotel were to unilaterally gain better information, and counterfactual hotel revenues if all hotels gain better information. Finally, I predict the equilibrium levels of information in hotel markets if the costs of acquiring information became smaller for one hotel chain only.

Non-Economics Publications

“Fine-scale spatial variability of heat-related mortality in Philadelphia County, USA, from 1983-2008: a case-series analysis”, with D. Hondula (lead author), R. Davis, M. Saha, L. Veazey, and C. Wegner, *Environmental Health*, 2011.

Previous Employment

Compass Lexecon, 2013–2014
Environmental Law Institute, 2011

Languages

English (native)

Programming

MATLAB, Stata, Python (basic), ArcGIS (basic)

References

Professor Robert Porter
Department of Economics
Northwestern University
2211 Campus Drive
Evanston, IL 60208
847-491-3491
r-porter@northwestern.edu

Professor Gaston Illanes
Department of Economics
Northwestern University
2211 Campus Drive
Evanston, IL 60208
847-491-8227
gaston.illanes@northwestern.edu

Professor Michael Mazzeo
Department of Strategy
Kellogg School of Business
2211 Campus Drive
Evanston, IL 60208
847-467-7551
mazzeo@kellogg.northwestern.edu

Professor Thomas Hubbard
Department of Strategy
Kellogg School of Business
2211 Campus Drive
Evanston, IL 60208
847-467-6598
t-hubbard@kellogg.northwestern.edu

Professor James Hornsten (Teaching Reference)
Department of Economics
Northwestern University
2211 Campus Drive
Evanston, IL 60208
847-491-8220
j-hornsten@northwestern.edu

Last Updated

Friday 8th November, 2019