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Professional Affiliations

Permanent Academic

Professor of Economics, The Pennsylvania State University, July 2022–Present.

Associate Professor of Economics, The Pennsylvania State University, July 2016–June 2022.

Assistant Professor of Economics, The Pennsylvania State University, August 2010–June 2016.

Visiting Positions

Visiting Economist, U.S. Department of Justice – Antitrust Division, Expert Analysis Group, September 2024–May 2025.

Research Visiting Scholar, School of Economics and Finance, University of Hong Kong, August–September 2017.

Visiting Scholar, Stanford Institute for Economic Policy Research (SIEPR), Stanford University, January–March 2018.

Competition and Policy Initiative Fellow, The Wharton School, University of Pennsylvania, April–May 2018.

Education

Ph.D. Economics, Northwestern University, Evanston, IL, 2010.
Committee Chairpersons: Professors Aviv Nevo and Elie Tamer.

M.A. Economics, Northwestern University, Evanston, IL, 2007.

M.S. Computer Science, College of William and Mary, Williamsburg, VA, 2003.

B.A. Economics & International Relations, College of William and Mary, Williamsburg, VA, 2002.

Professional Activities

Journals

Co-editor, *Journal of Industrial Economics*, 2022–Present.

Board of Editors, *American Economic Review*, 2021–Present.

Associate Editor, *Journal of Industrial Economics*, 2016–2022.

Conferences

Program Committee Chair, International Industrial Organization Conference (IIOC), 2025.

Program Committee Member, International Industrial Organization Conference (IIOC), 2016-17, 2022-24.

Scientific Committee Member, European Association for Research in Industrial Economics Annual Conference (EARIE), 2019-2023.

Organizer, Penn State-Cornell Conference on Econometrics and Industrial Organization, 2021.

Other

Board of Directors, Industrial Organization Society, 2024-Present.

Research Papers

Publications

Bargaining on price on behalf of price-insensitive downstream consumers (with Guy Arie and Shiran Rachmilevitch), *International Journal of Industrial Organization*, 2024, 97:103107.

Evolution of Market Power in the US Auto Industry (with Charles Murry and Ali Yurukoglu), *Quarterly Journal of Economics*, 2024, 139(2): 1201-1253.

Input Prices, Productivity and Trade Dynamics: Long-run Effects of Liberalization on Chinese Paint Manufactures (with Shengyu Li and Hongsong Zhang), *RAND Journal of Economics*, 2022, 53(3): 516-560.

The Influence of Hidden Researcher Decisions in Applied Microeconomics (with Nick Huntington-Klein, Andreu Arenas, Emily A. Beam, Marco Bertoni, Jeffrey R. Bloem, Pralhad Burli, Naibin Chen, Godwin Ekpe, Todd Pugatch, Martin Saavedra and Yaniv Stopnitzky), *Economic Inquiry*, 2021, 59(3): 944-960.

Measuring Competition in Spatial Retail: An Application to Groceries (with Paul B. Ellickson and Olexii Khvastunov), *RAND Journal of Economics*, 2020, 50(1): 189-232.

Strategic Patient Discharge: The Case of Long Term Care Hospitals (with Paul J. Eliason, Ryan C. McDevitt, and James W. Roberts), *American Economic Review*, 2018, 108(11): 3232-3265.

Brewed in North America: Mergers, Marginal Costs, and Efficiency (with Margaret Slade and Joris Pinkse), *International Journal of Industrial Organization*, 2018, 59: 24-65.

What Drives Home Market Advantage? (with A. Kerem Cosar and Felix Tintelnot), *Journal of International Economics*, 2018, 110: 135-150.

Productivity and Quality in Health Care: Evidence from the Dialysis Industry (with Ryan C. McDevitt), *Review of Economic Studies*, 2017, 84(3): 1071-1105.

Production Function Estimation with Unobserved Price Dispersion (with Shengyu Li and Hongsong Zhang), *International Economic Review*, 2016, 57(2): 665-690.

Borders, Geography, and Oligopoly: Evidence from the Wind Turbine Industry (with A. Kerem Cosar and Felix Tintelnot), *Review of Economics and Statistics*, 2015, 97(3): 623-637.

Unigeniture in an Uncertain World (with Nic Ziebarth), 2015, *Cliometrica* 9: 139–166.

Multiplicity of Equilibria and Information Structures in Empirical Games: Challenges and Prospects (with Ron Borkovsky, Paul Ellickson, Brett Gordon, Victor Aguirregabiria, Pedro Gardete, Todd Gureckis, Teck-Hua Ho, and Andrew Sweeting), 2015, *Marketing Letters*, 26(2): 115–125.

Bias in Estimating Border and Distance-related Trade Costs: Insights from an Oligopoly Model (with A. Kerem Cosar and Felix Tintelnot), 2015, *Economics Letters*, 126: 147–149.

Who Pays for Switching Costs? (with Guy Arie), 2014, *Quantitative Marketing and Economics* 12(4): 379–419.

Discrete Games with Flexible Information Structures: An Application to Local Grocery Markets, 2014, *RAND Journal of Economics* 45(2): 303–340.

Wal-Mart and the Geography of Grocery Retailing (with Paul Ellickson), 2013, *Journal of Urban Economics* 75, 1–14.

Mobility and Mortgages: Evidence from the PSID (with N. Edward Coulson), 2013, *Regional Science and Urban Economics* 43(1): 1–7.

The Payoff to America from Globalisation (with Scott C. Bradford and Gary Clyde Hufbauer), 2006, *World Economy* 29(7): 893–916.

Working Papers

Optimal Estimation of Discrete Choice Demand Models with Consumer and Product Data, (with Charles Murry, Joris Pinkse, and Stephan Sagl), January 2024, revised and resubmitted to *Econometrica*.

Seminar and Conference Presentations

2024 - Ohio State University, Columbus, OH; Instituto Tecnológico Autónomo de México (ITAM), Mexico City, Mexico.

2023 - Washington University in St. Louis, St. Louis, MO; International Conference on Industrial Organization (IIOC), Washington, DC; University of Delaware, Newark, DE.

2022 - Massachusetts Institute of Technology, Cambridge, MA; University of Toronto, Toronto, Canada; University of British Columbia, Vancouver, Canada; University of Wisconsin, Madison, WI; Imperial College London, London, United Kingdom (virtual); Northwestern University, Evanston, IL; Cornell University, Ithaca, NY.

2021 (all virtual due to pandemic) – Carnegie Mellon University, Pittsburgh, PA; Bank of Canada, Ottawa, Canada; Texas A&M University, College Station, TX; Research Institute for Development, Growth and Economics (RIDGE) Workshop on Industrial Organization; University of Buffalo, Buffalo, NY; Rice University, Houston, TX; Department of Justice, Washington, DC.

2020 – All presentations cancelled due to COVID-19 pandemic.

2019 – Purdue University, West Lafayette, IN; Indiana University, Bloomington, IN; Boston University, Boston, MA; IO Summer School at Shanghai University of Finance and Economics, Shanghai, China; European Association for Research in Industrial Economics Annual (EARIE) Conference, Barcelona, Spain; University of Georgia, Athens, GA; University of California at Los Angeles, Los Angeles, CA.

2018 – Stanford University, Palo Alto, CA; University of Pennsylvania, Philadelphia, PA; Society for Economic Dynamics Annual Conference, Mexico City, Mexico; Auburn University, Auburn, AL.

2017 – University of Pennsylvania, Philadelphia, PA; United States Census Bureau, Suitland, MD; University of Hong Kong, Hong Kong; Peking University, Beijing, China; Shanghai University of Finance and Economics (SUFE), Shanghai, China; University of New South Wales, Sydney, Australia; Australian National University, Canberra, Australia; University of Melbourne, Melbourne, Australia.

2016 – University of Texas, Austin, TX; NBER Winter IO Meetings, Palo Alto, CA; International Industrial Organization Conference, Philadelphia, PA; CIREQ Workshop on the Applications of Industrial Organization, Montreal, Canada; Vanderbilt University, Nashville, TN.

2015 – International Industrial Organization Conference, Boston, MA; Wharton School, Philadelphia, PA; University of Illinois, Urbana-Champaign, IL; University of Wisconsin, Madison, WI; Boston College, Chestnut Hill, MA.

2014 – UNC/Duke Microeconomics Seminar, Chapel Hill, NC; International Industrial Organization Conference, Chicago, IL; CIBC Centre for Human Capital and Productivity Conference on Firm-Level Productivity, London, ON; Johns Hopkins University, Baltimore, MD; Penn State-Cornell Econometrics and IO Conference, State College, PA; Princeton University, Princeton, NJ; University of Maryland, College Park, MD; Collegio Carlo Alberto, Turin, Italy; Einaudi Institute for Economics and Finance, Rome, Italy.

2013 – Econometric Society/ASSA Winter Meetings, San Diego, CA; University of Iowa, Iowa City, IA; College of William and Mary, Williamsburg, VA; 9th Invitational Choice Symposium, Noordwijk, The Netherlands; European Association for Research in Industrial Economics Annual Conference, Evora, Portugal; Columbia University, New York, NY; University of Toronto, Toronto, ON; Conference on Recent Advances in Set Identification: Theory and Applications, Toulouse, France.

2012 – Massachusetts Institute of Technology, Cambridge, MA; International Industrial Organization Conference, Arlington, VA; North American Summer Meetings of the Econometric Society, Evanston, IL; FTC Microeconomics Conference, Washington, DC.

2011 – Stanford University, Palo Alto, CA; International Industrial Organization Conference, Boston, MA; The Ohio State University, Columbus, OH; US Census Bureau Center for Economic Studies, Suitland, MD; UECE Lisbon Meetings on Game Theory and Applications, Lisbon, Portugal.

2010 – Johns Hopkins University, Baltimore, MD; The Pennsylvania State University, University Park, PA; University of Wisconsin-Madison, Madison, WI; University of Arizona, Tucson, AZ; IO Conference on Food and Food Processing, Toulouse, France; Econometric Society World Congress, Shanghai, China; Cornell University, Ithaca, NY; Southern Economic Association Conference, Atlanta, GA.

2009 – Northwestern University, Evanston, IL.

Fellowships, Grants, and Awards

Strumpf Early Career Associate Professorship, The Pennsylvania State University, 2019-2022.

Economic Inquiry Paper of the Year, “The Influence of Hidden Researcher Decisions in Applied Microeconomics,” 2021.

Journal of the European Economic Association Excellence in Refereeing Award, 2021.

National Science Foundation Grant SES-1459905, "Trade Costs, Preferences, and Government Policies: Understanding Market Outcomes in the World Automobile Industry," (co-PI with Felix Tintelnot and A. Kerem Cosar), 2015-2017.

Undergraduate Teaching Award, Penn State Department of Economics, 2015.

EARIE Young Economist Essay Award, European Association for Research in Industrial Economics, 2013.

Strumpf Early Career Assistant Professorship, The Pennsylvania State University, 2012-2013.

Robert Eisner Memorial Fellowship, Northwestern University, 2008-2009.

Phi Beta Kappa, Alpha of Virginia, 2002.

Referee Service

Agricultural and Resource Economics Review, American Economic Review, American Economic Journal: Applied Economics, American Economic Journal: Microeconomics, American Journal of Agricultural Economics, Econometrica, Econometrics Journal, Economic Journal, European Economic Review, Health Economics, International Economic Review, International Journal of Electronic Commerce, International Journal of Industrial Organization, Journal of Applied Econometrics, Journal of Business & Economic Statistics, Journal of Development Economics, Journal of Econometrics, Journal of Econometric Methods, Journal of Economics & Management Strategy, Journal of the European Economic Association, Journal of Industrial Economics, Journal of Mathematical Economics, Journal of Political Economy, Journal of Urban Economics, National Science Foundation, Quantitative Economics, Quarterly Journal of Economics, RAND Journal of Economics, Real Estate Economics, Regional Science and Urban Economics, Review of Economic Studies, Review of Industrial Organization, Southern Economic Journal, Washington Center for Equitable Growth.

Teaching

Instructor, The Pennsylvania State University, 2010-present:

ECON 444, Undergraduate, Economics of the Corporation.

ECON 512, Ph.D., Empirical Methods.

ECON 530/531, M.A., Master's Essay Workshop.

ECON 543, Ph.D., Industrial Organization.

ECON 597, Ph.D., Advanced Topics in Industrial Organization.

Teaching Assistant, Northwestern University, 2006-2009:

ECON 381-1,2, Undergraduate Econometrics I & II

ECON 450, Graduate Industrial Organization

Teaching Assistant, Kellogg School of Management, 2006:

MGMT 431, Business Strategy.

Doctoral Advising

Yao Luo (2013, University of Toronto), Hongsong Zhang (2013, University of Hong Kong), Shengyu Li (2014, Durham University), Rong Luo (2015, University of Georgia), Alex Fakos (2015, Instituto Tecnológico Autónomo de México), Farid Farrokhi (2016, Purdue University), Xiaolu Zhou (2017, Xiamen University), Oleksii Khvastunov (2017, Capital One), Naibin Chen (2020, Bates White), Farhod Olimov (2020, Digonex), Jia Xiang (2020, Harvard Public Health post-doc & Indiana University–Kelley School), Joonkyo Hong (2023, National Taiwan University), Han Ng (2024, Academia Sinica), Stephan Sagl (2024, Indiana University–Kelley School).

Last updated: January 28, 2025