

PRATEIK DALMIA
University of Maryland
Department of Economics
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EDUCATION

Ph.D. Economics, University of Maryland at College Park, expected May 2020
M.A. Economics, University of Maryland at College Park, 2016
B.A. International Studies, The Johns Hopkins University, *Phi Beta Kappa*, 2012

FIELDS OF SPECIALIZATION

Primary: Behavioral and Experimental Economics
Secondary: Political Economy, Industrial Organization and Applied Microeconomic Theory

JOB MARKET PAPER

“Persuasive Advertising for Snobbish and Conformist Goods”

I study persuasive advertising for differentiated goods that can either be made more attractive by greater exclusivity (“snobbish goods”) or by greater popularity (“conformist goods”). In the model, advertising facilitates a last stage social signaling game between consumers and the public, and the type of good (snobbish or conformist) arises endogenously in this interaction. I find that in a conformist market advertising increases demand elasticity and can be used by a first mover to deter entry and gain monopoly rents. I find that in a snobbish market advertising reduces demand elasticity, facilitating entry and allowing firms to converge on higher prices. Furthermore, I explore the welfare and policy implications of advertising, and show the model can help explain well documented empirical results.

WORKING PAPERS

“Reciprocity versus Reelection: Theory and Experiment,” with Allan Drazen and Erkut Ozbay

“Strategic Delegation and Fairness in bargaining” (*submitted*)

PRE-PHD RESEARCH AND POLICY WRITING

“Book Review of Joseph A. Schumpeter’s Capitalism, Socialism and Democracy,” *Society and Economy*: Journal of the Corvinus University of Budapest (2011)

“The Drinking Age Should Be Lowered to Eighteen,” in *Introducing Issues with Opposing Viewpoints: Alcohol*, Greenhaven Press (2010)

TEACHING EXPERIENCE

Instructor, Intermediate Microeconomic Theory (undergraduate), University of Maryland, Summer 2017 and Summer 2018
Instructor and Mentor, Promoting Achievement and Diversity in Economics (undergraduate), University of Maryland, Fall 2016 – Spring 2017

Teaching Assistant, Intermediate Microeconomic Theory (undergraduate), University of Maryland, Fall 2014 and Spring 2016

Teaching Assistant, Methods and Tools of Economic Analysis (undergraduate), University of Maryland, Fall 2015

Teaching Assistant, American Economic History (undergraduate), University of Maryland, Spring 2015

RESEARCH AND RELEVANT WORK EXPERIENCE

Research Assistant, Prof. Allan Drazen, University of Maryland, Fall 2017 - Present

Graduate Assistant, Experimental Economics Laboratory, University of Maryland, Fall 2017 - Present

Economic Consultant, Brattle Group, Washington DC, June 2012- May 2014

GRANTS, FELLOWSHIPS AND AWARDS

Ann G. Wylie Semester Dissertation Fellowship, University of Maryland, 2019-2020

Humane Studies Fellowship, Institute for Humane Studies, 2017-2018 and 2018-2019

Behavioral College of Social Sciences All-S.T.A.R. (Scholarship, Teaching, Administration and Research) Fellowship, University of Maryland, 2017-2018

First prize in Economics Department Visiting Day Poster Competition, University of Maryland, 2017

Nominated by Economics Department for the Behavioral College of Social Sciences Excellence in Diversity and Inclusion Award, University of Maryland, 2017

Dean's Research Initiative Grant, University of Maryland, "An Experimental Test: Strategic Delegation with Unobservable Incentive Contracts," 2016-2017

Graduate Student Workshop in Experimental Economics at Chapman University, 2017

Phi Beta Kappa

PROFESSIONAL SERVICES

Referee for *Journal of Economic Behavior and Organization* and *Economics Inquiry*

LANGUAGES

English (native), French (fluent), Stata (expert), R (intermediate), Matlab (intermediate), Otree (expert), Ztree (expert)

REFERENCES

Prof. Emel Filiz-Ozbay	University of Maryland	filizozbay@econ.umd.edu	(301) 405-3474
Prof. Erkut Ozbay	University of Maryland	erkut.ozbay@gmail.com	(301) 405-3544
Prof. Allan Drazen	University of Maryland	drazen@econ.umd.edu	(301) 405-3477