

**Yuki Ito**  
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Indiana University  
Department of Economics

Dear Members of the Recruiting Committee,

I am writing to apply for the position of Assistant Professor at Indiana University, Department of Economics. I will complete my Ph.D. in Economics from University of California Berkeley in May 2025.

I am well trained in the fields of Industrial Organization and Health Economics. My research agenda focuses on addressing policy-relevant issues with a focus on market design, using tools from Industrial Organization.

[credible paragraph explaining why you are a good candidate for European jobs/Business Schools] (add if applying for European jobs/business schools)

In my Job Market Paper "Entry Deterrence in Procurement Auctions," I develop and estimate a model of procurement auctions with costly entry, in which firms have the option to disclose entry. We study procurement auctions conducted by the Montana Department of Transportation, where a designated online Q&A forum serves as an entry disclosure device. We find that disclosure deters entry from others, and disclosure is beneficial for a firm if they can disclose at an early period. Overall, the availability of disclosure device reduces the auctioneer's payment and total entry costs, but at the expense of efficiency in terms of the winner's construction costs.

In addition, I have publications in: *Journal of Political Economy Microeconomics* that studies the interaction of new and traditional financial exchange platforms; *Journal of Risk and Insurance* that studies tools to contend with adverse selection in health insurance markets; and *Journal of Economic Behavior & Organization* about the effect of patients' inertia on their generic drug adoption. Furthermore, I have a working paper on the estimation of dynamic games, examining the impact of informational assumptions. I also have work in progress on: identification of auctions with heterogeneity and weak assumptions on information; competition between financial platforms with new technologies; and the role of racial concordance in physicians' referral decisions,

Enclosed is a copy of my curriculum vitae and my job market paper. You can also find the most recent version of my job market paper in this link. The Department of Economics of University of California, Berkeley will send letters of recommendation under separate cover from Professors Benjamin Handel, Matthew Backus, and Kei Kawai. I will be available for virtual interviews at your convenience. I can be reached via email at yuki\_ito@berkeley.edu and via telephone at [PHONE NUMBER].

Thank you for your consideration of my application, I look forward to your response.

Sincerely,

Yuki Ito