

## ZACHARY NOLAN

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## ACADEMIC POSITIONS

University of Delaware, Department of Business Administration  
Assistant Professor of Marketing, 2020–.

## EDUCATION

Ph.D. Economics, Duke University, 2020.  
B.A. Economics, *Summa Cum Laude*, University of Florida, 2014.  
B.S. Mathematics, University of Florida, 2014.

## RESEARCH FIELDS

Quantitative Marketing, Empirical Industrial Organization

## PUBLISHED AND FORTHCOMING PAPERS

1. Malone, J., A. Nevo, Z. Nolan, and J. Williams (2021). Is OTT Video a Substitute for TV? Policy Insights from Cord-Cutting. Forthcoming at *Review of Economics and Statistics*.

## WORKING PAPERS

2. Steering Incentives of Platforms: Evidence from the Telecommunications Industry, NBER Working Paper No. 27083 (with Brian McManus, Aviv Nevo, and Jon Williams).
3. The Impact of Piracy on Innovators: Evidence from Kodi Adoption (with Jon Williams and Haoran Zhang)

## CONFERENCE PRESENTATIONS AND INVITED SEMINARS

2021 FCC Economic Seminars, SEA Annual Meeting (Houston)  
2019 ASSA Annual Meeting (Atlanta), IIOC (Boston), University of Rochester (Simon), University of Delaware (Lerner), SEA Annual Meeting (Fort Lauderdale)  
2018 NBER Summer Institute IT & Digitization (Boston), SEA Annual Meeting (Washington D.C.), NET Institute Conference (NYU Stern)

## TEACHING

*University of Delaware*

BUAD476/Marketing Analytics: Spring 2021, Fall 2021

## AWARDS & GRANTS

University of Delaware General University Research Grant, 2021, \$15,000

NET Institute Summer Research Grant, 2019, \$4,500

NET Institute Summer Research Grant, co-PI with Brian McManus, Aviv Nevo, and Jon Williams, 2018, \$4,500

## SERVICE

Ad hoc reviewer for *Journal of Industrial Economics*, *RAND Journal of Economics*.

Updated: January 2022