

## Liran Einav

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### Employment

*Professor*, Department of Economics, Stanford University, 2012 – present  
*Associate Professor* (with tenure), Department of Economics, Stanford University, 2007 – 2012  
*Assistant Professor*, Department of Economics, Stanford University, 2002 – 2007

### Education

*Ph.D. in Economics*, Harvard University, 2002 (Committee: Ariel Pakes (chair), Drew Fudenberg, Al Roth)  
*M.A. in Economics*, Harvard University, 2000  
*B.A. Summa Cum Laude in Computer Science and Economics*, Tel Aviv University, Israel, 1997

### Published and Forthcoming Papers

1. “Healthcare Spending and Utilization in Public and Private Medicare,” with Vilsa Curto, Amy Finkelstein, Jonathan Levin, and Jay Bhattacharya, *American Economic Journal: Applied Economics* 11(2), April 2019, forthcoming.
2. “The Impact of Financial Incentives on Health and Healthcare: Evidence from a Large Wellness Program,” with Stephanie Lee and Jonathan Levin, *Health Economics* 28(2), February 2019, 261-279.
3. “Provider Incentives and Healthcare Costs: Evidence from Long-Term Care Hospitals,” with Amy Finkelstein and Neale Mahoney, *Econometrica* 86(6), November 2018, 2161-2219.
4. “Moral Hazard in Health Insurance: What We Know and How We Know It,” with Amy Finkelstein, *Journal of European Economic Association* 16(4), August 2018, 957-982.
5. “Private Provision of Social Insurance: Drug-Specific Price Elasticities and Cost Sharing in Medicare Part,” with Amy Finkelstein and Maria Polyakova, *American Economic Journal: Economic Policy* 10(3), August 2018, 122-153.
6. “Consumer Price Search and Platform Design in Internet Commerce,” with Michael Dinerstein, Jonathan Levin, and Neel Sundaresan, *American Economic Review* 108(7), July 2018, 1820-1859.
7. “Predictive Modeling of U.S. Health Care Spending in Late Life,” with Amy Finkelstein, Sendhil Mullainathan, and Ziad Obermeyer, *Science* 360, June 2018, 1462-1465.
8. “Auctions versus Posted Prices in Online Markets,” with Chiara Farronato, Jonathan Levin, and Neel Sundaresan, *Journal of Political Economy* 126(1), February 2018, 178-215.
9. “Is American Pet Health Care (Also) Uniquely Inefficient?,” with Amy Finkelstein and Atul Gupta, *American Economic Review: Papers & Proceedings* 107(5), May 2017, 491-495.
10. “Outpatient Office Wait Times And Quality Of Care For Medicaid Patients,” with Tamar Oostrom and Amy Finkelstein, *Health Affairs* 36(5), May 2017, 826-832.
11. “Developments in Data for Economic Research,” with many other authors, in: R. Blundell et al. (eds.), *Economics without Borders – Economic Research for European Policy Challenges*, Chapter 13.6, 596-603, Cambridge University Press, March 2017.
12. “Bunching at the Kink: Implications for Spending Responses to Health Insurance Contracts,” with Amy Finkelstein and Paul Schrimpf, *Journal of Public Economics* 146, February 2017, 27-40.
13. “Peer-to-Peer Markets,” with Chiara Farronato and Jonathan Levin, *Annual Review in Economics* 8, September 2016, 615-635.

14. "Beyond Statistics: The Economic Content of Risk Scores," with Amy Finkelstein, Raymond Kluender, and Paul Schrimpf, *American Economic Journal: Applied Economics* 8(2), April 2016, 195-224.
15. "Paying on the Margin for Medical Care: Evidence from Breast Cancer Treatments," with Amy Finkelstein and Heidi Williams, *American Economic Journal: Economic Policy* 8(1), February 2016, 52-79.
16. "Managed Competition in Health Insurance," with Jonathan Levin, *Journal of the European Economic Association* 13(6), December 2015, 998-1021.
17. "Moral Hazard in Health Insurance: Do Dynamic Incentives Matter?" with Aviva Aron-Dine, Amy Finkelstein, and Mark Cullen, *Review of Economics and Statistics* 97(4), October 2015, 725-741.
18. "The Response of Drug Expenditure to Nonlinear Contract Design: Evidence from Medicare Part D," with Amy Finkelstein and Paul Schrimpf, *Quarterly Journal of Economics* 130(2), May 2015, 841-899.
19. "Assessing Sale Strategies in Online Markets using Matched Listings," with Theresa Kuchler, Jonathan Levin, and Neel Sundaresan, *American Economic Journal: Microeconomics* 7(2), May 2015, 215-247.
20. "Economics in the Age of Big Data," with Jonathan Levin, *Science* 345(6210), November 2014, 715.
21. "Growth, Adoption, and Use of Mobile e-Commerce," with Jonathan Levin, Igor Popov, and Neel Sundaresan, *American Economic Review: Papers & Proceedings* 104(5), May 2014, 489-494.
22. "The Data Revolution and Economic Analysis," with Jonathan Levin, in *Innovation Policy and the Economy*, Volume 14, edited by Josh Lerner and Scott Stern, May 2014, 1-24.
23. "Sales Tax and Internet Commerce," with Dan Knoepfle, Jonathan Levin, and Neel Sundaresan, *American Economic Review* 104(1), January 2014, 1-26 (lead article).
24. "A Model of Market Power in Customer Markets," with Paulo Somaini, *Journal of Industrial Economics* 61(4), December 2013, 938-986.
25. "The Impact of Credit Scoring on Consumer Lending," with Mark Jenkins and Jonathan Levin, *RAND Journal of Economics* 44(2), 249-274, Summer 2013.
26. "The RAND Health Insurance Experiment, Three Decades Later," with Aviva Aron-Dine and Amy Finkelstein, *Journal of Economics Perspectives* 27(1), 197-222, Winter 2013.
27. "Selection on Moral Hazard in Health Insurance," with Amy Finkelstein, Stephen Ryan, Paul Schrimpf, and Mark Cullen, *American Economic Review* 103(1), 178-219, February 2013.
28. "How General Are Risk Preferences? Choices under Uncertainty in Different Domains," with Amy Finkelstein, Iuliana Pascu, and Mark Cullen, *American Economic Review* 102(6), 2606-2638, October 2012.
29. "On the Optimality of Line Call Challenges in Professional Tennis," with Ran Abramitzky, Shimon Kolkowitz, and Roy Mill, *International Economic Review* 53(3), 939-964, August 2012.
30. "Contract Pricing in Consumer Credit Markets," with Mark Jenkins and Jonathan Levin, *Econometrica* 80(4), 1387-1432, July 2012.
31. "Jonathan Levin: 2011 John Bates Clark Medalist," with Steve Tadelis, *Journal of Economics Perspectives* 26(2), 207-222, Spring 2012.
32. "Selection in Insurance Markets: Theory and Empirics in Pictures," with Amy Finkelstein, *Journal of Economics Perspectives* 25(1), 115-138, Winter 2011.
33. "Beyond Testing: Empirical Models of Insurance Markets," with Amy Finkelstein and Jonathan Levin, *Annual Review of Economics* 2, 311-336, September 2010.
34. "Estimating Welfare in Insurance Markets using Variation in Prices," with Amy Finkelstein and Mark Cullen, *Quarterly Journal of Economics* 125(3), 877-921, August 2010 (lead article).
35. "Is Hanukkah Responsive to Christmas?" with Ran Abramitzky and Oren Rigbi, *Economic Journal* 120(545), 612-630, June 2010.

36. "Recording Discrepancies in Nielsen Homescan Data: Are They Present and Do They Matter?" with Ephraim Leibtag and Aviv Nevo, *Quantitative Marketing and Economics* 8(2), 207-239, June 2010.
37. "Optimal Mandates and The Welfare Cost of Asymmetric Information: Evidence from The U.K. Annuity Market," with Amy Finkelstein and Paul Schrimpf, *Econometrica* 78(3), 1031-1092, May 2010.
38. "Empirical Industrial Organization: A Progress Report," with Jonathan Levin, *Journal of Economics Perspectives* 24(2), 145-162, Spring 2010.
39. "Not All Rivals Look Alike: Estimating an Equilibrium Model of the Release Date Timing Game," *Economic Inquiry* 48(2), 369-390, April 2010.
40. "Stock Market Response to Changes in Movies' Opening Dates," with Abraham Ravid, *Journal of Cultural Economics* 33(4), 311-319, November 2009.
41. "Liquidity Constraints and Imperfect Information in Subprime Lending," with William Adams and Jonathan Levin, *American Economic Review* 99(1), 49-84, March 2009.
42. "Production Targets," with Guillermo Caruana, *RAND Journal of Economics* 39(4), 990-1017, Winter 2008.
43. "Discrete Choice Models of Firms' Strategic Decisions," with Michaela Draganska, Sanjog Misra, Victor Aguirregabiria, Pat Bajari, Paul Ellickson, Dan Horsky, Sridhar Narayanan, Yesim Orhun, Peter Reiss, Katja Seim, Vishal Singh, Raphael Thomadsen, and Ting Zhu, *Marketing Letters* 19(3-4), 399-416, December 2008.
44. "A Theory of Endogenous Commitment," with Guillermo Caruana, *Review of Economic Studies* 75(1), 99-116, January 2008.
45. "Uniform Prices for Differentiated Goods: The Case of the Movie-Theater Industry," with Barak Orbach, *International Review of Law and Economics* 27(2), 129-153, June 2007.
46. "Estimating Risk Preferences from Deductible Choice," with Alma Cohen, *American Economic Review* 97(3), 745-788, June 2007.
47. "Seasonality in the U.S. Motion Picture Industry," *RAND Journal of Economics* 38(1), 127-145, Spring 2007.
48. "Equilibrium Demand Elasticities across Quality Segments," with Olivier Coibion and Juan Carlos Hallak, *International Journal of Industrial Organization* 25(1), 13-30, February 2007.
49. "Multilateral Bargaining with Concession Costs," with Guillermo Caruana and Daniel Quint, *Journal of Economic Theory* 132(1), 147-166, January 2007.
50. "Empirical Models of Imperfect Competition: A Discussion," with Aviv Nevo, in *Advances in Economics and Econometrics: Theory and Applications, Ninth World Congress*, Volume II, edited by Richard Blundell, Whitney K. Newey, and Torsten Persson, Cambridge University Press, Chapter 3, 86-96, November 2006.
51. "What's in a Surname? The Effects of Surname Initials on Academic Success," with Leeat Yariv, *Journal of Economic Perspectives* 20(1), 175-188, Winter 2006.
52. "Efficient Entry," with Daniel Quint, *Economics Letters* 88(2), 278-283, August 2005.
53. "Informational Asymmetries and Observational Learning in Search," *Journal of Risk and Uncertainty* 30(3), 241-259, June 2005.
54. "Determinants of International Tourism: A Three-Dimensional Panel Data Analysis," with Yair Eilat, *Applied Economics* 36(12), 1315-1328, July 2004.
55. "The Effect of Mandatory Seat Belt Laws on Driving Behavior and Traffic Fatalities," with Alma Cohen, *Review of Economics and Statistics* 85(4), 828-843, November 2003.
56. "Flawed Rankings: A Comment [on Dusansky-Vernon]" (comment), with Zvi Griliches, *Journal of Economic Perspectives* 12(4), 233-235, Fall 1998.

## Papers under Review

57. “Can Health Insurance Competition Work? Evidence from Medicare Advantage,” with Vilsa Curto, Jonathan Levin, and Jay Bhattacharya, revised and resubmitted, *Journal of Political Economy*
58. “Long Term Care Hospitals: A Case Study in Waste,” with Amy Finkelstein and Neale Mahoney

## Past Positions Held

### Mini Courses

ECORES Summer School, Université catholique de Louvain, Belgium, June 2017  
 University Carlos III (Madrid, Spain), June 2016  
 University of Mannheim Summer School (Bronnbach, Germany), August 2015  
 Georgia State University, 2nd Annual CEAR/Huebner Summer Risk Institute, July 2015  
 University of Amsterdam, Tinbergen Lectures (with Jonathan Levin), June 2014  
 University of Chile (Santiago, Chile), December 2013  
 CEMFI Summer School (Madrid, Spain), September 2013  
 Finnish Doctoral Programme in Economics, University of Helsinki (Finland), March 2013  
 Department of Economics, Tel Aviv University, July 2012

### Visiting Positions

*Visitor*, Cowles Foundation, Yale University, September 2013  
*PER Visitor*, Columbia University, October 2011  
*Ben Porath Visiting Professor*, Hebrew University of Jerusalem, June 2011  
*Distinguished Visitor*, Boston University, April 2011  
*Visiting Scholar*, Federal Reserve Bank of Minneapolis, June 2006 and September 2014  
*Visiting Fellow*, Center of Studies in Industrial Organization, Northwestern University, Feb-March 2006

### Pre-Ph.D. Positions

*Lecturer*, School of Economics, Tel-Aviv University, Summer 1998  
*Teaching Fellow*, Department of Economics, Harvard University, Sept 1998 – Jan 2002  
*Research Assistant*, Harvard University, for Zvi Griliches (1998-1999) and Ariel Pakes (1999-2000)  
*Teaching Assistant*, School of Economics and Dept. of Computer Science, Tel-Aviv University, 1995-1997  
*Research Assistant*, Tel-Aviv University, for Manuel Trajtenberg, 1995-1997

## Other Professional Activities

**Director**, NBER Industrial Organization program, National Bureau of Economic Research, 2016 – present

**Co-organizer**, NBER Insurance working group, National Bureau of Economic Research, 2012 – 2016

**Research Associate**, National Bureau of Economic Research, 2008 – present

**Faculty Research Fellow**, National Bureau of Economic Research, 2005 – 2008

**Senior Fellow**, Stanford Institute for Economic Policy Research, 2011 – present

**Steering committee member**, Stanford Institute for Economic Policy Research, 2015 – 2018

**Co-Editor** American Economic Review, January 2018 –

**Co-Editor** Econometrica, 2013 – 2017

**Co-Editor** American Economic Journals: Applied Economics, 2010 – 2013

**Associate Editor** American Economic Journals: Microeconomics, 2007 – 2015

**Associate Editor** RAND Journal of Economics, 2007 – 2015

**Associate Editor** Quantitative Economics, 2009 – 2013

**Referee** for American Economic Review, Berkeley Electronic Press, Econometrica, Economic Inquiry, Economic Journal, Economic Quarterly (in Hebrew), Economica, Economics Letters, European Economic Review, International Economic Review, Israeli Science Foundation, International Journal of Industrial Organization, Journal of Business and Economic Statistics, Journal of Cultural Economics, Journal of Economics and Management Strategy, Journal of European Economic Association, Journal of Health Economics, Journal of Industrial Economics, Journal of Law and Economics, Journal of Law Economics and Organizations, Journal of Marketing Research, Journal of Political Economy, Journal of Public Economics, Management and Decision Economics, Marketing Science, National Science Foundation, Quantitative Economics, Quarterly Journal of Economics, RAND Journal of Economics, Review of Economic Studies,

Review of Economics and Statistics, Review of Industrial Organization, Science, Sloan Foundation, Theoretical Economics, U.S.-Israel Binational Science Foundation

**Scientific Committee**, Federal Trade Commission conference, October 2014

**Scientific Committee**, European Association for Research in Industrial Economics, 2012-2017

**Program Committee**, World Congress of the Econometric Society, August 2010

**Program Committee**, Econometric Society Winter Meeting, January 2010

**Co-Organizer**, Stanford Institute for Theoretical Economics, "Credit and Insurance Markets," July 2008

**Program Committee**, Society of Economic Dynamics Annual Meeting, July 2006 and June 2007

**Co-Organizer**, NBER Industrial Organization Winter Meeting, February 2006

**Elected Member** (North America Region) of the Council of the Econometric Society, 2017 – 2020

**Member** of American Economic Association, Econometric Society

## **Fellowships and Awards**

Economics Distinguished Faculty Teaching Award, 2016

American Academy of Arts and Sciences, Elected member, 2015

Econometric Society, Fellow, 2012

Excellence in Refereeing Award, American Economic Review (2010, 2011, 2012, 2013) and Quarterly Journal of Economics (2011)

Selected as "Best Economic Inquiry Article of 2010" for "Not All Rivals Look Alike: Estimating an Equilibrium Model of the Release Date Timing Game," 2010

Center for Advanced Study in the Behavioral Sciences, Fellow, 2009-2010

Winner of an Emerald Management Reviews Citation of Excellence as one of the 50 best articles published in 2007 in management for "Estimating Risk Preferences from Deductible Choice," 2007

Guggenheimer Faculty Scholar, Stanford University, 2007-2010

Hoover Institution, National Fellow, 2005-2006

Harvard University: "Summer A" Graduate Society Fellowship, 1999; and Department of Economics scholarship, 1997-2001

Tel Aviv University: Rector's List, 1995; Dean's List, 1994, 1995, 1996; University-wide, Program for Excellency scholarship, 1994-1997; and Department of Economics, Jump Start Honors Program, 1995

## **Research Grants**

National Science Foundation Grant #SES-1729395, "The Welfare Effects of E-Commerce and Entry in U.S. Retail," with Pete Klenow and Jonathan Levin, 2017-2020.

National Science Foundation Grant #SES-1527942, "Health Insurance Competition and Healthcare Costs," with Jay Bhattacharya and Jonathan Levin, 2015-2018.

Sloan Foundation Grant, "Public versus Private Provision of Health Insurance," with Jay Bhattacharya, Amy Finkelstein, and Jonathan Levin, 2015-2018.

National Institute of Aging Grant # R01 AG032499-07, "Determinants of Medical Spending for the Elderly: Insurance, Patients, Providers," with Amy Finkelstein, 2015-2020.

National Science Foundation Grant #SES-1227606, "The Economics of Internet Markets," with Jonathan Levin, 2012-2015.

Sloan Foundation Grant, "The Economics of Internet Markets," with Jonathan Levin, 2012-2015.

Social Security Administration Grant #5RRC08098400-04-00, "Moral Hazard in Health Insurance: How Important is Forward Looking Behavior," with Amy Finkelstein and Mark Cullen, 2011-2012.

Social Security Administration Grant #5RRC08098400-03-00, "Selection on Moral Hazard in Health Insurance: Implications for the Design of Public and Private Health Insurance," with Amy Finkelstein and Mark Cullen, 2010-2011.

Social Security Administration Grant #10-M-98363-1-02, "Domain specific risk aversion and its implications for the design of public pension and disability insurance programs," with Amy Finkelstein and Mark Cullen, 2009-2010.

National Institute of Aging Grant # R01 AG032499-01A1, "The Design of Social Insurance for the Elderly: Public Pensions and Health Insurance," with Amy Finkelstein and Mark Cullen, 2009-2014.

National Science Foundation CAREER Grant #SES-0643037, “Empirical Analysis of Markets with Adverse Selection,” 2007-2012.  
 Social Security Administration Grant #10-P-98363-1-04, “Costs and Benefits of Choice in the Annuitization of Retirement Assets,” with Amy Finkelstein, 2006-2007.  
 U.S. Department of Agriculture Grant, “Homescan Data Quality Analysis,” with Aviv Nevo, 2006-2007.  
 National Science Foundation Grant No. SES-0452555, “Estimating Risk and Risk Preferences in Insurance Markets,” 2005-2007.  
 Stanford University, UPS Endowment Fund, “Urban Structure and the Location of Firms: Evidence from Santiago de Chile,” 2005.  
 Stanford University, Stanford Center for International Development, “Urban Structure and the Location of Firms: Evidence from Santiago de Chile,” with Esteban Rossi-Hansberg, 2005.  
 Stanford University, The Office of Technology Licensing Research Incentive Fund Award, “Estimating Risk Preferences from Deductible Choice,” 2004-2006.  
 Stanford University, Stanford Institute for International Studies, Hewlett Endowment Fund Award, “Parametric Estimation of Asymmetric IPV Auctions,” 2004-2005.  
 The Russell Sage Foundation, Small Grants in Behavioral Economics, “Informational Asymmetries and Observational Learning in Search,” 2000.

### Conference Presentations

06/2019: 17th ZEW Conference on “The Economics of ICT,” Mannheim, Germany (keynote speaker)  
 12/2018: 3rd Annual Asia-Pacific Industrial Organization Conference, Melbourne, Australia (keynote speaker)  
 12/2018: IO Day, Hebrew University, Jerusalem, Israel (keynote speaker)  
 11/2018: Econometric Society Latin America Meeting, Guayaquil, Ecuador (Invited speaker)  
 11/2018: Swiss Risk and Insurance Forum, Zurich, Switzerland  
 10/2018: TEC2018 National Association for Business Economics conference, San Francisco, CA  
 09/2018: London-Paris Public Economics conference, London, UK  
 06/2018: CAGE Workshop in Applied Economics, Venice, Italy  
 06/2018: MaCCI Summer Institute in Competition Policy, Annweiler, Germany  
 03/2018: Bunching estimators and their applications (Discussant), UC San Diego, San Diego, CA  
 12/2017: NBER Insurance Working Group and Health Care meeting, Cambridge, MA  
 12/2017: IO Fest, UC Berkeley  
 10/2017: Workshop on Structural Industrial Organization, Javeriana University, Bogota, Colombia  
 09/2017: Interaction Workshop (Discussant), University of Chicago, Chicago, IL  
 08/2017: Workshop on Healthcare and Industrial Organization, Santiago, Chile  
 07/2017: Conference in honor of Dan McFadden’s 80<sup>th</sup> Birthday (Discussant), USC, Los Angeles, CA  
 05/2017: CRES Empirical Microeconomics conference (Discussant), Washington University  
 02/2017: Stanford-Berkeley Health Economics Workshop, Stanford, CA  
 12/2016: Applied Micro Workshop, Tel Aviv University, Tel Aviv, Israel  
 11/2016: The third annual Cornell-PennState conference on Econometrics and IO, Penn State University, PA  
 09/2016: The Health Sector and the Economy, BFI, University of Chicago, Chicago, IL  
 09/2016: CIREQ Workshop on the Applications of IO, McGill University, Montreal, Canada  
 09/2016: IO Workshop, CREST, Paris, France  
 06/2016: Economics at IDC Workshop, Herzeliya (Panelist), Israel  
 05/2016: Economics of Markets and Organizations conference, Toronto, Canada  
 01/2016: American Economic Association annual meeting, San Francisco, CA  
 12/2015: Advances in Price Theory Conference, BFI, University of Chicago, Chicago, IL  
 12/2015: Canadian Sharing Economy Symposium, Toronto, Canada  
 10/2015: Designing the Digital Economy, Microsoft Research New England, Cambridge, MA  
 09/2015: 8th Annual Searle Ctr Symposium on Antitrust and Competition Policy (Discussant), Chicago, IL  
 08/2015: Econometric Society World Congress, Montreal, Canada (Invited Speaker)  
 07/2015: Summer Institute in Competitive Strategy, Berkeley, CA  
 07/2015: COEURE Workshop on Data and Methods, Brussels, Belgium  
 06/2015: Cowles Conference in Structural Microeconomics, New Haven, CT

06/2015: The “Sharing Economy” Workshop, FTC, Washington, DC (Presenter and Panelist)  
 06/2015: The 7<sup>th</sup> Health Policy Workshop, Netherlands’ CPB, Haag, Netherlands  
 04/2015: 6th Workshop on the Economics of ICTs, Evora, Portugal (Keynote speaker)  
 03/2015: NBER IT and Digitization Meeting, Stanford, CA (Panelist)  
 02/2015: Health Economics: Micro and Macro Perspectives, Arizona State University  
 01/2015: American Economic Association annual meeting, Boston, MA  
 11/2014: Econometric Society Latin America Meeting, Sao Paulo, Brazil (Invited speaker)  
 10/2014: Federal Trade Commission conference, Washington, DC (Keynote address)  
 08/2014: European Economic Association Meeting (Marshall Lecture), Toulouse, France  
 07/2014: NBER Industrial Organization Summer Meeting, Cambridge, MA (Discussant)  
 06/2014: NBER Market Design Meeting, Stanford, CA  
 06/2014: Health Economics Workshop, TIGER Forum, Toulouse, France  
 04/2014: Harrington Conference on Industrial Organization, Austin, TX  
 03/2014: Financial Risk International Forum (Plenary Speaker), Paris, France  
 02/2014: NBER Insurance and Healthcare meeting, Cambridge, MA  
 01/2014: American Economic Association annual meeting, Philadelphia, PA  
 09/2013: 6th Annual Searle Ctr Symposium on Antitrust and Competition Policy (Discussant), Chicago, IL  
 07/2013: NBER Summer Institute, joint IO Program & IT and Digitization Meeting, Cambridge, MA  
 06/2013: NBER’s “Economics of Digitization: An Agenda” conference, Park City, UT (Discussant)  
 04/2013: NBER Innovation Policy and the Economy conference, Washington, DC  
 03/2013: NBER IT and Digitization Meeting, Stanford, CA (Discussant)  
 12/2012: Columbia/Duke/Northwestern 11th Annual IO Theory Conference, Evanston, IL (Discussant)  
 09/2012: EARIE Annual Conference, Rome, Italy (Keynote speaker)  
 08/2012: Econometric Society European Meeting, Malaga, Spain (Invited speaker)  
 07/2012: NBER Summer Institute, joint IO Program & IT and Digitization Meeting, Cambridge, MA  
 06/2012: WEAI 87<sup>th</sup> Annual Meeting, San Francisco, CA (Best *Economic Inquiry* paper session)  
 06/2012: “Dynamic Models in IO” Workshop, SciencesPo, Paris  
 03/2012: NBER, PE Program Winter Meeting, Cambridge, MA  
 02/2012: NBER, IO Program Winter Meeting, Stanford, CA  
 02/2012: FRB Symposium on Health Benefits, San Francisco, CA  
 01/2012: American Economic Association annual meeting, Chicago, IL  
 09/2011: 4th Annual Searle Center Research Symposium on Antitrust and Competition Policy, Chicago, IL  
 07/2011: NBER Summer Institute, Economics of IT and Digitization Meeting, Cambridge, MA  
 04/2011: MFI Health Care Conference, Chicago, IL  
 04/2011: CAPCP Conference on Auctions and Procurements, University Park, PA  
 04/2011: Marketing-IO Conference (MIO), New York, NY  
 04/2011: NBER, PE Program Winter Meeting, Stanford, CA  
 02/2011: MFI Price Dynamics Conference, Chicago, IL  
 02/2011: NBER, IO Program Winter Meeting, Stanford, CA  
 01/2011: The Econometrics of Individual Choice Under Risk and Over Time, Denver, CO  
 01/2011: American Economic Association annual meeting, Denver, CO  
 12/2010: Sixth Biennial Conference of Hong Kong Economic Association (Tianjin, China) (Invited speaker)  
 11/2010: IO Fest, Stanford University  
 07/2010: Summer Institute in Competitive Strategy, Berkeley, CA  
 07/2010: Stanford Institute of Theoretical Economics (SITE), Stanford, CA  
 04/2010: CAPCP Conference on Auctions and Procurements, University Park, PA (Discussant)  
 02/2010: NBER, IO Program Winter Meeting, Stanford, CA (Discussant)  
 01/2010: American Economic Association annual meeting, Atlanta, GA  
 07/2009: NBER Summer Institute, IO Program and IT Working Group joint Meeting, Cambridge, MA  
 03/2009: CAPCP Conference on Auctions and Procurements, University Park, PA  
 02/2009: NBER, IO Program Winter Meeting, Stanford, CA  
 11/2008: IO Fest, Stanford University

07/2008: NBER Summer Institute, IO Program Meeting, Cambridge, MA  
 01/2008: American Economic Association annual meeting, New Orleans, LA  
 10/2007: Conference on the Economics of Competition and Innovation (Discussant), Berkeley, CA  
 10/2007: NBER EFG Research Meeting, Chicago, IL  
 10/2007: Minnesota Applied Micro Workshop, Minneapolis, MN  
 08/2007: Challenges and Solutions for Retirement Security, Washington, DC  
 07/2007: Stanford Institute of Theoretical Economics (SITE), Stanford, CA  
 06/2007: Society of Economic Dynamics annual meeting, Prague, Czech Republic  
 06/2007: Society for the Advancement of Economic Theory Conference, Kos, Greece  
 06/2007: Cowles 75th Anniversary Conf.: Policy Applications of Structural Microeconomics, New Haven, CT  
 06/2007: Invitational Choice Symposium, Philadelphia, PA  
 02/2007: NBER, IO Program Winter Meeting, Stanford, CA  
 01/2007: American Economic Association annual meeting, Chicago, IL  
 07/2006: Society of Economic Dynamics annual meeting, Vancouver, Canada  
 04/2006: ICAS-SCID Trade conference, Stanford, CA (Discussant)  
 01/2006: Econometric Society Winter meeting, Boston, MA  
 01/2006: American Economic Association annual meeting, Boston, MA  
 10/2005: Minnesota Applied Micro Workshop, Minneapolis, MN (Discussant)  
 07/2005: Summer workshop, Tel-Aviv University  
 06/2005: Summer Institute in Competitive Strategy, UC Berkeley  
 02/2005: NBER, IO Program Winter Meeting, Stanford, CA  
 01/2005: Econometric Society Winter meeting, Philadelphia, PA  
 11/2004: 6th Bus. and Econ. Scholars Summit in Motion Picture Industry Studies, Florida Atlantic University  
 11/2004: IO Fest, Stanford University  
 07/2004: Stanford Institute of Theoretical Economics (SITE), Stanford, CA  
 01/2004: Econometric Society, Winter meeting, San Diego, CA  
 10/2003: Harvard Business School Strategy Conference, Boston, MA  
 07/2003: NBER Industrial Organization Summer Meeting, Cambridge, MA (Discussant)  
 06/2003: Society of Economic Dynamics, Annual meeting, Paris, France  
 04/2003: Workshop on the economics of the movie Industry, Washington University  
 01/2003: American Economic Association annual meeting, Washington, DC  
 01/2003: Econometric Society, Winter meeting, Washington, DC (Discussant)  
 11/2002: 4th Bus. and Econ. Scholars Summit in Motion Picture Industry Studies, Florida Atlantic University  
 05/2000: Cowles Foundation Conference on Strategy and Decision Making, Yale University (Discussant)  
 06/1999: Econometrics in Tel-Aviv, Tel-Aviv University  
 07/1996: Summer School in Industrial Organization, Universidade Nova, Lisbon, Portugal

### Invited Seminars

2018-2019: Bocconi University (Italy) (scheduled), Brigham Young University (scheduled), Carnegie Mellon University, Columbia University, Emory University, ETH Zurich (Switzerland), Georgetown University, New York University (Stern) (scheduled), Queen's University (Canada), RAND, Tel Aviv University ([Berglas Lecture](#)) (scheduled), University of Georgia, University of Wisconsin, University of Zurich, Yale University (scheduled)  
 2017-2018: Northwestern University (Kellogg, M&S)  
 2016-2017: Academia Sinica (Taiwan), CREST (Paris), Harvard University (IO), Harvard University (PF), John Hopkins University, Kyoto University, National Graduate Institute for Policy Studies (GRIPS, Tokyo), Princeton University, Simon Fraser University, University of British Columbia, UC Berkeley (Haas), UC Davis, UC Los Angeles, University of Tokyo



- 2015-2016: Columbia GSB, Israel Antitrust Authority, Johns Hopkins University (Carey Business School), Michigan State University, Universidad Carlos III (Madrid), University of Chicago, University of North Carolina, University of Virginia
- 2014-2015: Chinese University of Hong Kong, Harvard Law School, IESE Barcelona, London School of Economics (Industrial Organization), London School of Economics (Managerial Economics), London School of Economics (Public Economics), Minneapolis Fed, Texas A&M, Ohio State University, UAB Barcelona, UC Berkeley (Haas Marketing), University of Pennsylvania (Wharton), Universitat Pompeu Fabra, University of Minnesota, University of Notre Dame, Indiana University (Kelly School of Business)
- 2013-2014: Arizona State University, Cornell University (Frank Knight Lecture), Harvard Business School, Harvard Kennedy School (BU/Harvard/MIT Health Econ Seminar), Insper (Sao Paulo, Brazil), Inter Disciplinary Center (Israel), Massachusetts Institute of Technology, PUC Rio (Brazil), Universidad de los Andes (Chile), University of Amsterdam, University of Southern California (Schaeffer Center), Washington University, Yale University
- 2012-2013: Bocconi University, Brown University, Danish National Centre for Social Research (Copenhagen, Denmark), Duke University, Georgia State University, Hebrew University (Jerusalem, Israel), Helsinki Center for Economic Research (Finland), New York University (Stern), Penn State University, Northwestern University (Kellogg M&S), Tel-Aviv University, Tilburg University, University of Arizona, University of Chicago (Harris School), University College London, UI Chicago, University of Mannheim, University of Michigan, University of Oxford, University of Warwick
- 2011-2012: Bates White, CU Boulder (Leeds Finance), Columbia University, EIEF (Rome, Italy), EUI (Florence, Italy), Harvard-MIT, New York University (Stern), University of Chicago (Booth Economics), Princeton University, UW Madison, World Bank
- 2010-2011: Bank of Mexico, Ben-Gurion University, Boston University, Federal Trade Commission, Hebrew University of Jerusalem, HEC Montreal, ITAM, UC Berkeley, Vanderbilt University
- 2009-2010: Bank of Israel, London School of Economics, UC Berkeley, University of British Columbia (Sauder), University of Chicago (Booth Marketing), University College London, University of Oxford, Princeton University, Tel Aviv University (Recanati)
- 2008-2009: Carnegie Mellon University, Cornell University, Northwestern University, Stanford GSB (Finance), SUNY Stony Brook, UC San Diego, University of Rochester (Simon), Yale University
- 2007-2008: Harvard University, New York University (Stern), UC Berkeley, UC Santa Cruz, UT Austin
- 2006-2007: UC Berkeley, UC Davis, University of Chicago (GSB), Columbia University, Stanford University
- 2005-2006: UC Berkeley, UC Los Angeles, CEMFI (Madrid, Spain), Department of Justice, London School of Economics, Minneapolis Fed, New York University (Stern), Northwestern University, University of Chicago, University of Illinois at Urbana-Champaign, University of Pennsylvania (Wharton), Yale University
- 2004-2005: UC Berkeley (Haas-Marketing), University of Minnesota, Duke University, UW Madison, University of Chicago (GSB), Harvard University, Northwestern University, Penn State University, Stanford University, Washington University (Olin)
- 2003-2004: UC Berkeley, UW Madison, University of Tokyo
- 2002-2003: CEMFI (Madrid, Spain), London Business School, Stanford University
- 2001-2002: Boston University, Harvard Business School, Hebrew University of Jerusalem, Kennedy School of Government, MIT Sloan School of Management, Northwestern University (Kellogg & Economics), NYU Stern School of Business, Princeton University, Stanford University (GSB & Economics), Tel Aviv University, UC Berkeley (Haas), UCLA, University of Chicago (GSB & Economics)

**Former Students** (first job in parentheses, 'P' for primary advisor)

- 2018-2019: Yiwei Chen (co-P), Charles Hodgeson (P), Ben Klopach (P)
- 2017-2018: Nicola Pierri (IMF)

- 2016-2017: Vilsa Curto (co-P) (Harvard School of Public Health), Atul Gupta (P) (University of Pennsylvania, Wharton: Health), Stephanie Lee (P) (University of Washington, Foster School of Business), Evan Mast (P) (Upjohn Institute)
- 2015-2016: Isaac Opper (RAND), Joe Osini (Nuna Health), Igor Popov (P) (Airbnb), Pietro Tebaldi (P) (Chicago, Economics)
- 2014-2015: Michael Dinerstein (co-P) (Chicago, Economics), Chiara Farronato (Harvard Business School), Dan Knoepfle (Uber), Paul Wong (NERA)
- 2013-2014: Andrey Fradkin (NBER, postdoc), Ana Gomez Meyer (P) (Amazon), Daniel Grodzicki (co-P) (Penn State, Economics)
- 2012-2013: John Anderson (PG&E), Dominic Coey (eBay Research), Misha Dworsky (RAND), Patricia Foo (P) (continued to Medical School), Theresa Kuchler (NYU Stern, Finance), Roy Mill (Ancestry.com), Gui Woolston (Boston Consulting Group)
- 2011-2012: Tim Armstrong (Yale, Economics), Paulo Somaini (MIT, economics)
- 2010-2011: Marika Cabral (co-P) (UT Austin, Economics), Neale Mahoney (University of Chicago, Booth School of Business), Chris Stanton (University of Utah, School of Business: Finance)
- 2008-2009: Mark Jenkins (co-P) (University of Pennsylvania, Wharton: Finance), Andrea Pozzi (P) (EIEF, Italy), Oren Rigbi (P) (Ben Gurion University, Economics, Israel)
- 2007-2008: Amitay Alter (P) (Washington University, Olin School of Business), Itai Ater (P) (Tel Aviv University, Recanati School of Management), Yee Wai Chong (Private sector, Hong Kong), Lori Parcel (P) (Department of Justice), Alejandro Ponce Rodriguez (World Bank)
- 2006-2007: Max Gulker (P) (NERA), Mark Jacobsen (UCSD, Economics), Bryan Keating (P) (Competition Policy Associates), Minjung Park (University of Minnesota, Economics), Daniel Quint (UW Madison, Economics)
- 2005-2006: Ignacio Esponda (NYU, Stern School of Business)
- 2004-2005: Lu Han (University of Toronto, Rothman School of Management), Seung-Hyun Hong (University of Illinois at Urbana-Champaign, Economics), Catherine Tucker (MIT, Sloan School of Management: Marketing)
- 2003-2004: Phoebe Chan (P) (University of Michigan at Flint, Economics), Rob Macmillan (Federal Trade Commission), Joao de Mello (PUC-RIO, Brazil), Morten Sorensen (University of Chicago, GSB: Finance)

## **Department and University service**

Teaching matrix coordinator, 2012-present  
Department vice chair, 2011-2012  
Chair of graduate admissions, 2009  
Graduate policy committee, 2008  
Transfer credit policy, 2006-07

## **Pre-Academic Experience**

Israeli Defense Forces – Officer (Captain) in the Israeli Intelligence’s elite program, 1988-1996  
Core Software – Software engineer, lead design of automated solution to Y2K computer bug, 1996-1997  
Economic Consulting – Freelancing for Amnon Neubach, Israeli former economic minister to the United States (1996-1997), and Michael Rukstad, Harvard Business School (2001)

## **Personal Information**

Israeli citizen, US citizen  
Born in Tel-Aviv, Israel, November 1970  
Married with three children  
Languages: Hebrew (mother tongue), English (fluent), Arabic (fair), Spanish (fair)