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**AVIV NEVO**

Department of Economics, Northwestern University  
2001 Sheridan Rd, Evanston, IL, 60208-2600  
Phone(847) 491-8212 Fax (847) 491-7001  
e-mail: nevo@northwestern.edu

**Education**

B.Sc. Mathematics and Economics, with Special Honors, Tel-Aviv University, Tel-Aviv, Israel, 1991  
A.M. Economics, Harvard University, Cambridge, MA, 1994  
Ph.D. Economics, Harvard University, Cambridge, MA, 1997

**Appointments**

Professor, Department of Economics, Northwestern University, Evanston, IL, 2004-  
Professor, Marketing Department, Kellogg School of Business, Northwestern University, Evanston, IL,  
2008-  
Research Associate, National Bureau of Economic Research, Cambridge, MA, 2003-

**Past Positions**

Assistant Professor, Department of Economics, University of California, Berkeley, CA, 1997-2003  
Faculty Research Fellow, National Bureau of Economic Research, Cambridge, MA, 1997- 2003  
Visiting Assistant Professor, Center for Study of Industrial Organization, Northwestern University,  
Evanston, Il, Fall 2000-Spring 2001  
Associate Professor, Department of Economics, University of California, Berkeley, CA, 2003-2004  
Visiting Associate Professor, Sloan School of Business and Department of Economics, MIT, Cambridge,  
MA, Fall 2003-Spring 2004

**Grants and Honors**

Graduate Fellowship, Harvard University 1992-1994  
Graduate Society Fellowship Term Time Award, Harvard University 1995-1996  
Alfred P. Sloan Doctoral Dissertation Fellowship, 1996-1997  
UC Berkeley, Junior Faculty Research Grant, 1997-1998, 1998-1999, 1999-2000, 2000-2001  
Intel Corporation Millennium Grant, 1997-2000  
NSF CAREER grant SES-0093967, "Empirical Studies of Dynamics in Industrial Organization," 2001-6  
UC Berkeley, Career Development Grant, 2001  
University of Wisconsin at Madison, Food System Research Group Grant, 2002 (joint with Igal Hendel)  
Sloan Research Fellowship, 2003  
Co-Op agreement USDA ERS, 2005-2008  
*Compass Prize* 2007

**Lectures and Mini-Courses**

*Review of Economic Studies* European Tour Speaker, May 1997  
Visiting Senior Lecturer, Tel-Aviv University, Tel-Aviv, Israel, June 1999  
Smith Chair Lecturer, Brigham Young University, February 2001

Mini-course in Empirical IO, The Research Institute of Industrial Economics, Stockholm, Sweden, December 2002

Master class in Empirical IO, Center for Microdata Methods and Practice, University College London, London, UK, November 2004

### **Published and Forthcoming Papers**

“Identification of the Oligopoly Solution Concept in a Differentiated Products Industry,” *Economics Letters*, 59(3), 391-395, 1998.

“Mergers with Differentiated Products: The Case of the Ready-to-Eat Cereal Industry,” *The RAND Journal of Economics*, 31(3), 395-421, 2000. Reprinted in P. Joskow and M. Waterson ed., *Empirical Industrial Organization*, Edward Elgar, 2004.

“A Practitioner’s Guide to Estimation of Random Coefficients Logit Models of Demand,” *Journal of Economics & Management Strategy*, 9(4), 513-548, 2000.

“Measuring Market Power in the Ready-to-Eat Cereal Industry,” *Econometrica*, 69(2), 307-342, 2001.

“Sample Selection and Information-Theoretic Alternatives to GMM,” *Journal of Econometrics*, 107(1), 149-157, 2002.

“Why Do Manufacturers Issue Coupons? An Empirical Analysis of Breakfast Cereals,” *The RAND Journal of Economics*, 33(2), 319-339, 2002 (joint with Catherine Wolfram).

“Using Weights to Adjust for Sample Selection When Auxiliary Information is Available,” *Journal of Business and Economics Statistics*, 21(1), 43-52, 2003.

“New Products, Quality Changes and Welfare Measures Computed from Estimated Demand Systems,” *The Review of Economics and Statistics*, 85(2), 266-275, 2003.

“The Post-Promotion Dip Puzzle: What Do the Data Have to Say?,” *Quantitative Marketing and Economics*, 1(4), 409-424, 2003 (joint with Igal Hendel).

“Inter-temporal Substitution and Storable Products,” *Journal of the European Economic Association*, 2(2), 536-547, 2004 (joint with Igal Hendel).

“Academic Journal Pricing and the Demand of Libraries,” *American Economic Review, Papers and Proceedings*, 447-452, 2005 (joint with Daniel L. Rubinfeld and Mark McCabe).

“Sales and Consumer Inventory,” *The RAND Journal of Economics*, 37(3), 543-561, 2006 (joint with Igal Hendel).

“Measuring the Implications of Sales and Consumer Inventory Behavior,” *Econometrica*, 74(6), 1637-1673, 2006 (joint with Igal Hendel). Awarded the *Compass Prize 2007* (prize for the paper making the most significant contribution to the understanding and implementation of competition policy.)

“Empirical Models of Imperfect Competition: A Discussion,” *Advances in Economics and Econometrics*:

*Theory and Applications : Ninth World Congress, 2007* (joint with Liran Einav)

“Merger Simulation,” *The New Palgrave Dictionary of Economics*, 2008.

“An Approach for Extending Dynamic Models to Settings with Multi-Product Firms”, *Economics Letters*, 100 (2008), 49-52 (joint with Federico Rossi).

“The Relative Performance of Real Estate Marketing: MLS versus FSBOMadison.com”(joint with Igal Hendel, and Francois Ortalo-Magne), *American Economic Review*, forthcoming.

## **Working Papers**

“Identification with Imperfect Instruments” (joint with Adam Rosen)

“Consumer Behavior and the Consumer Price Index” (joint with Rachel Griffith, Andrew Leicester and Ephraim Leibtag)

“Not-so-classical Measurement Errors: A Validation Study of Homescan” (joint with Liran Einav and Ephraim Leibtag)

“Why Does the Average Price Fall During High Demand Periods?,” (joint with Kostis Hatzitaskos)

“Pricing of Academic Journals,” (joint with Daniel L. Rubinfeld and Mark McCabe).

“Non-Linear Pricing of Storable Goods,” (joint with Igal Hendel and Alessandro Lizzeri).

## **Professional Activities**

**Foreign Editor**, *Review of Economics Studies*, 2007 -

**Associate Editor**, *The RAND Journal of Economics*, 2007 -

**Associate Editor**, *Journal of Industrial Economics*, 2002 -

**Associate Editor**, *Quantitative Marketing and Economics*, 2002 -

**Editorial Board**, *Marketing Science*, 2002 -

**Advisory Board**, *Journal of Agricultural & Food Industrial Organization*, 2002 -

**Refereeing** for (partial list): *American Economic Review*, *Econometrica*, *Econometric Reviews*, *Economic Journal*, *Economic Theory*, *European Economic Review*, *International Journal of Industrial Organization*, *Journal of Business and Economics Statistics*, *Journal of Econometrics*, *Journal of Economics & Management Strategy*, *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 Science*, *Marketing Science*, *National Science Foundation*, *Quarterly Journal of Economics*, *Rand Journal of Economics*, *Review of Economic Studies*.

**Co-organizer**, *Econometrics in Tel-Aviv Conference*, June 1999

**Co-organizer**, *NBER Industrial Organization Winter Meeting*, January 2000

**Organizer**, *NBER Productivity Fall Meeting*, December 2003

**Program Committee**, *2004 Winter Econometric Society Meetings*

**Co-organizer**, *SITE Workshop*, July 2004

**Program Committee**, *2005 Econometric Society World Congress*

**Co-organizer**, IO, Marketing and Macro Conference at the Chicago Fed, December 2006  
**Program Committee**, 2007 QME Conference, Chicago, IL  
**Program Committee**, EC<sup>2</sup> meeting, Roma 19-20 December 2008

**Dissertation Supervision** (completion year, first job)

Eric Emch (1999, DOJ); Chris Knittel (2000, Boston University); Allison Evans Cuellar (2001, Columbia University); Ying Zhao (2001, Hong Kong Science and Technology); Sharon Horsky (2001, The Interdisciplinary Center Herzliya); Rene Kamita (2002, DOJ); Erin Mansur (2002, Yale University); Simone Peart Boyce (2002, Analysis Group); Sofia Berto Villas-Boas (2002, University of California, Berkeley); Marta Wosinska (2002, Harvard Business School); Rebecca Hellerstein (2003, New York Fed); Hyun Jin Lee (2003); Pinar Karaca (2004, RAND); Jorge Tovar (2004, Los Andes University, Bogotá, Colombia); Fernando Ferreira (2004, Wharton); Matt Lewis (2004, Ohio State University); Celeste Saravia (2004, Cornerstone Research); Allan Collard-Wexler (2006, New York University); Ambarish Chandra (2006, University of British Columbia); Joao Macieira (2007, Virginia Tech); Federico Rossi (2008, NC State); Steve Kryukov (2008, Carnegie Mellon); Min Chen (2008, Charles River Associates); Yongbae Lee (2008, Barclays Global Investors); Thor Sletten (Criterion Economics); Mateo Caronia (Deloitte Transfer Pricing);