

## Igal Hendel

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### EDUCATION

**Harvard University**, Ph.D., Economics. May 1994.

**Yale University**, Department of Economics, Exchange scholar 1992/3.

**Tel Aviv University**, M.A., Economics, July 1988.

**Tel Aviv University**, B.A., Economics, July 1986.

### AFFILIATIONS

**Ida C. Cook Professor**, Department of Economics, Northwestern University, 9/2011-

**Professor**, Department of Economics, Northwestern University, 6/2004-8/2011

**Professor**, Department of Economics, University of Wisconsin, 9/2002-05

**Associate Professor**, Department of Economics, University of Wisconsin, 9/2000-02

**Assistant Professor**, Department of Economics, Princeton University, 5/1994-6/2000

### PUBLICATIONS

"Equilibria in Health Exchanges: Adverse Selection vs. Reclassification Risk" with Ben Handel and Mike Whinston, forthcoming *Econometrica*.

"Narrow Networks on the Health Insurance Exchanges: What Do They Look Like and How Do They Affect Pricing? A Case Study of Texas" with Leemore Dafny and Nathan Wilson, *American Economic Review P&P*, May 2015.

"Non-Linear Pricing in Storable Goods" with Nikita Roketskiy and Alessandro Lizzeri, *American Economic Journal: Microeconomics*, August 2014, Volume 6, Number 3.

"Small steps by workers a huge leap in productivity" with Yossi Spiegel, *American Economic Journal: Applied Economics*, January 2014, Volume 6, Number 1, 77-90.

"Intertemporal Price Discrimination in Storable Goods Markets" joint with Aviv Nevo, *American Economic Review*, Volume 103, Number 7, December 2013, 2722-2251.

"The Relative Performance of Real Estate Marketing Platforms: MLS versus FSBOMadison.com" joint with Aviv Nevo and Francois Ortalo-Magne, *American Economic Review*, Volume 99, Number 5, December 2009, 1878-1898.

"Does the Secondary Life Insurance Market Threaten Dynamic Insurance?" with Glen Daily and Alessandro Lizzeri, *American Economic Review Papers and Proceedings*, May 2008, 151-156.

“Measuring the Implications of Sales and Consumer Inventory Behavior” with Aviv Nevo, *Econometrica*, November 2006, vol 74(6), 1637-73.

“Storable Good Monopolist” joint with P. Dudine and A. Lizzeri, *American Economic Review*, December 2006, 96(5), 1906-19.

“Sales and Consumer Inventory” joint with A. Nevo, *Rand Journal of Economics*, Fall 2006.

“Tuition, Financial Constraints and Inequality” with Joel Shapiro and Paul Willen, *Journal of Public Economics*, June 2005.

“Efficient Sorting in a Dynamic Adverse Selection Model” with A. Lizzeri and M. Siniscalchi, *Review of Economic Studies*, April 2005, Vol 72(2).

“Inter-temporal Substitution and Storable Products” with A. Nevo, *Journal of the European Economic Association, Papers and Proceeding*, April-May 2004, 2(2-3), pp 536-547.

“The Post-Promotion Dip Puzzle: What Do the Data Have to Say?” with A. Nevo, *Quantitative Marketing and Economics*, December 2003, Volume 1, Issue 4, pp. 409-424.

“The Role of Commitment in Dynamic Contracts: Evidence from Life Insurance”, with Alessandro Lizzeri, *Quarterly Journal of Economics*, February 2003 , Vol. 118(1), pp 299-327.

“The Role of Leasing under Adverse Selection” with Alessandro Lizzeri, *Journal of Political Economy*, February 2002, Vol. 110(1), pp 113-143.

“Asymmetric Information in the Health Insurance Market: Evidence from the NMES”, with James Cardon, *Rand Journal of Economics*, Autumn 2001.

“Adverse Selection in Durable Goods Markets”, with Alessandro Lizzeri, *American Economic Review*, December 1999, pp 1097-1115.

“Interfering with Secondary Markets”, with Alessandro Lizzeri, *Rand Journal of Economics*, Spring 1999.

“Estimating Multiple-Discrete Choice Models: An Application to Computerization Returns”, *Review of Economic Studies*, April 1999, pp. 423-446.

“Aggressive Pricing as a Source of Funding”, *Economics Letters* (57) 3 (1997) pp. 275-281.

“General Purposeness and Endogenous Disutility”, with John Neiva, *International Journal of Industrial Organization*, 16 (1997) 63-79.

“Competition under Financial Distress”, *Journal of Industrial Economics*, (XLIV) No 3 (1996) 309-324.

## **WORK IN PROGRESS**

“A simple model of demand Accumulation” (with Aviv Nevo)

"Dynamic Contracting in Health Insurance" (with Ben Handel and Mike Whinston)

"Compensation or Information: Understanding the Role of Information Technology in Physician Response to Financial Incentives " (with Ben Handel, Jonathan Kolstad and Mike Whinston)

"Consumers' Activism: the Facebook boycott of Cottage Cheese" (Yossi Spiegel and Saul Lach)

"Narrow Networks on the Health Insurance Exchanges:" with Leemore Dafny and Nathan Wilson

## **GRANTS AND AWARDS**

NSF grant "Equilibria in Health Exchanges" (with Michael Whinston) 2013-2016

NSF grant for "A Framework for Demand and Supply Dynamics" (with Aviv Nevo) 2011-14  
SES-1130382

BSF grant for "Costs to trade in a Small Open Economy" (with Yossi Spiegel) 2009-2012.

NSF grant for "Sales, Consumer Inventory and Non-Linear Prices," 2002/5 grant SES-0213976.

NSF grant for Adverse Selection in Durable Goods Markets 1997/9, joint with Alessandro Lizzeri  
grant SBR-9711355.

NSF grant for The Role of Commitment in Dynamic Contracts: Evidence from Life Insurance  
2000/2, grant SBR-9986287.

Department of Labor grant SP95010 for "Asymmetric Information in the Health Insurance  
Market: Evidence from the NMES" 1995/1996.

Sloan Doctoral Dissertation Fellowship 1993/1994.

Harvard Prize Fellowship 1989/1991.

Abi Herzog Fellowship 1986.

**Editor:** *Rand Journal of Economics*. 2005 - 2011

*International Journal of Industrial Organization*. 2002-2004

**Editorial Board:** *American Economic Review*, 2009-14.

*Journal of Economic Literature*, 2004-8.

*American Economic Journal: Microeconomics*, 2008-9.

**Associate Editor:** *Rand Journal of Economics*. 2004-5.

*International Journal of Industrial Organization*. 2000-2.

*Journal of Industrial Economics*. 2001-6.

**Referee** for: *American Economic Review*, *Bulletin of Economic Research*, *Econometrica*, *Economic Journal*, *Economics Letters*, *European Economic Review*, *Games and Economic Behavior*, *International Economic Review*, *International Journal of Industrial Organization*, *Journal of Applied Econometrics*, *Journal of Business and Economic Statistics*, *Journal of Economics*, *Journal of Economic Theory*, *Journal of Econometrics*, *Journal of Economics Dynamics and Control*, *Journal of Economic Theory*, *Journal of Industrial Economics*, *Journal of Law and Economics*, *Journal of Law Economics and Organizations*, *Journal of Political Economy*, *Journal of Public Economics*, *Marketing Science*, *NSF*, *Quarterly Journal of Economics*, *Rand Journal of Economics*, *Research in Economics*, *the Review of Economic Studies*, *SSRC (Netherlands)* and *SSHRCC*.