

Igal Hendel

Mailing Address: Department of Economics
Northwestern University
2001 Sheridan Road
Evanston, Illinois 60208-2600

Phone (847) 491 8226

Fax (847) 491 7001

E.mail: igoal@northwestern.edu

Web: <http://www.faculty.econ.northwestern.edu/faculty/hendel/>

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

Professor, Department of Economics, Northwestern University, 6/2004-.

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.

Research Fellow, National Bureau of Economic Research, since October 1994.

PUBLICATIONS

“The Relative Performance of Real Estate Marketing Platforms: MLS versus FSBOMadison.com joint with Aviv Nevo and Francois Ortalo-Magne, forthcoming *American Economic Review*.

“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.

WORKING PAPERS

“Seasonality in Housing Markets” with Aviv Nevo and Francois Ortalo-Magne.

“Antitrust Implication of Demand Accumulation” with Aviv Nevo.

“Who commits to long term contracts? How much does it cost? The case of Life Insurance” with Alessandro Lizzeri.

“Quantities and Price Competition in a Differentiated Product Market.”

WORK IN PROGRESS

“Investment Cycles: Evidence from the Portland Cement Industry.”

“Non-Linear Pricing of a Storable Good” with Alessandro Lizzeri and Aviv Nevo.

GRANTS AND AWARDS

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 -
International Journal of Industrial Organization. 2002-2004

Editorial Board: *Journal of Economic Literature*, 2004-8.
American Economic Journal: Microeconomics, 2008-

Associate Editor: *Rand Journal of Economics*. 2004-5
International Journal of Industrial Organization. 2000-2002
Journal of Industrial Economics. 2001-2006

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*.