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Education:

UNIVERSITY OF WESTERN ONTARIO, London, Canada, Departments of Mathematics and Economics, 1972-1976, Honours B.A. May 1976.

PRINCETON UNIVERSITY, Princeton, New Jersey, Department of Economics, 1976-1980, Ph.D. June 1981.

Ph.D. dissertation: "On the Enforcement of a Dynamic Cartel"

Thesis Committee: Richard E. Quandt (Chair), Edward J. Green, Joseph E. Stiglitz.

Employment:

Department of Economics, University of Minnesota: Assistant Professor, 1980-1984.

Bell Laboratories, Murray Hill, New Jersey: Postdoctoral Fellow, 1982-1983.

Department of Economics, State University of New York at Stony Brook: Associate Professor, 1984-1987.

Bell Communications Research, Morristown, New Jersey: Member of Technical Staff, 1986-1988.

Department of Economics, Northwestern University: Professor, 1987 - present; William R. Kenan, Jr. Professor, 1993 - present; Department Chair 2004-2007.

Department of Economics, Massachusetts Institute of Technology: Visiting Professor, Fall 1991; Visiting Scholar, Fall 1995; Visiting Professor, Fall 1999.

Department of Economics, University of Chicago: Ford Foundation Visiting Professor, Spring 1994.

Department of Economics, Boston University: Visiting Scholar, Fall 1995.

Department of Economics, University of California, Berkeley: Visiting Ford Research Professor, Fall 1998.

Department of Economics, University of California, Los Angeles: Visiting Professor, Fall 2001 and Winter 2002.

Department of Economics, Yale University: Cowles Visiting Professor, Spring 2005.

LEI, CREST-INSEE, Visiting Researcher, 2008-2009.

Fellowships and Awards:

U.W.O. Gold Medal for Economics and Mathematics, 1976.

Postdoctoral Fellowship at Bell Laboratories, 1982-1983.

Fellow of the Econometric Society, elected 1989.

Fisher-Schultz Lecture, Econometric Society European Meetings, Brussels, 1992.

Fellow of the American Academy of Arts and Sciences, elected 1997.

Charter Member of the Game Theory Society, 1998.

Distinguished Fellow of the Industrial Organization Society, 2009.

Recent Teaching Experience:

Graduate Courses: Industrial Organization

Undergraduate Courses: Probability and Statistics, Econometrics, Environmental and Natural Resource Economics, Game Theory, Industrial Organization

Research Experience and Grants:

Sloan Foundation Grant, to the University of Minnesota Economics Department, on “Transaction Costs and Imperfect Information: Applications of Switching Regressions” (with Takatoshi Ito), 1981-82.

University of Minnesota Faculty Summer Research Appointment, 1982 and 1984.

Consultant to Bell Communications Research, Inc., Morristown, New Jersey, 1984-1986.

Sloan Foundation Grant, to the University of Minnesota Economics Department, on “The Incidence and Duration of Price Wars,” 1984.

National Science Foundation Grant, “Bidding Behavior and Joint Venture Formation in OCS Auctions” (with Kenneth Hendricks), 1985-1987.

National Science Foundation Grant, “Offshore Oil and Gas Lease Auctions” (with Kenneth Hendricks), 1988-1991.

National Science Foundation Grant, “Empirical Studies of Auctions and Bidding,” 1993-1996.

National Science Foundation Grant, “Empirical Studies of Bidding and Entry,” 1997-1999.

Searle Fund Grant, “Bid Rigging in Procurement Auctions,” 2005-2006.

Publications and Papers:

- “Determinants of the Rate of Subdivision Development” (with Gordon W. Davies), *Journal of Urban Economics*, Vol. 8, No. 3, November 1980; 273-282.
- “Optimal Cartel Trigger Price Strategies,” *Journal of Economic Theory*, Vol. 29, No. 2, April 1983; 313-338.
- “On the Rationality of Buying from a Price Predator,” *Economics Letters*, Vol. 11, No. 3, 1983; 385-389.
- “A Study of Cartel Stability: The Joint Executive Committee, 1880-1886,” *Bell Journal of Economics*, Vol. 15, No. 2, Autumn 1983; 301-314. Also in *Cournot Oligopoly: Characterizations and Applications*, edited by A. Daughety, 1988, Cambridge University Press: New York; 402-420. Also in *A Reader in Industrial Organization*, edited by L. Cabral, 2000, Blackwell: Malden; 155-170. Also in *Empirical Industrial Organization*, edited by P. Joskow and M. Waterson, 2004, Edward Elgar: Cheltenham. Also in *Cartels*, edited by S. Salant and M. Levenstein, 2007, Edward Elgar: Cheltenham.
- “Noncooperative Collusion Under Imperfect Price Information” (with Edward J. Green), *Econometrica*, Vol. 52, No. 1, January 1984; 87-100. Also in *Industrial Organization*, edited by A. Sen, 1996, Oxford University Press: Delhi; 293-312. Also in *Microeconomic Theories of Imperfect Competition: Old Problems and New Perspectives*, edited by J. Gabszewicz and J.-F. Thisse, 1999, Edward Elgar: Cheltenham. Also in *A Reader in Industrial Organization*, edited by L. Cabral, 2000, Blackwell: Malden; 34-47. Also in *Cartels*, edited by S. Salant and M. Levenstein, 2007, Edward Elgar: Cheltenham.
- “Switching Regression Models with Imperfect Sample Separation Information - with an Application on Cartel Stability” (with Lung-Fei Lee), *Econometrica*, Vol. 52, No. 2, March 1984; 391-318.
- “Tariff Policies in a Small Open Spatial Economy,” *Canadian Journal of Economics*, Vol. 17, No. 2, May 1984; 270-282.
- “Oligopoly and the Incentive for Horizontal Merger” (with Martin K. Perry), *American Economic Review*, Vol. 75, No. 1, March 1985; 219-227.
- “On the Incidence and Duration of Price Wars,” *Journal of Industrial Economics*, Vol. 33, No. 4, June 1985; 415-426. Also in *Oligopoly, Competition and Welfare*, edited by P. Geroski, L. Philips and A. Ulph, 1985, Basil Blackwell: Oxford; 47-58.
- “The Impact of Government Policy on the U.S. Cigarette Industry,” in *Empirical Approaches to Consumer Protection Economics*, edited by P. Ippolito and D. Scheffman, 1986, Federal Trade Commission: Washington; 447-481.
- “A Note on Tacit Collusion Under Demand Uncertainty,” *Canadian Journal of Economics*, Vol. 19, No. 3, August 1986; 587-589.
- “Information and Returns in OCS Auctions, 1954-1969” (with Kenneth Hendricks and Bryan Boudreau), *Journal of Industrial Economics*, Vol. 35, No. 4, June 1987; 517-542. Also in *The Empirical Renaissance in Industrial Economics*, edited by T. Bresnahan and R. Schmalensee, 1987, Basil Blackwell: Oxford; 147-172.

- “An Empirical Study of an Auction with Asymmetric Information” (with Kenneth Hendricks), *American Economic Review*, Vol. 78, No. 5, December 1988; 865-883. Also in *Empirical Industrial Organization*, edited by P. Joskow and M. Waterson, 2004, Edward Elgar: Cheltenham.
- “Random Reservation Prices and Bidding Behavior in OCS Drainage Auctions” (with Kenneth Hendricks and Richard H. Spady), *Journal of Law and Economics*, Vol. 32, No. 2, Pt. 2, October 1989; S83-S106.
- “Collusion in Auctions” (with Kenneth Hendricks), *Annales d'Economie et de Statistique*, No. 15/16, July-December 1989; 217-230. Also in *The Economic Theory of Auctions, Volume I*, edited by P. Klemperer, 2000, Edward Elgar: Cheltenham; 661-673.
- “Can Resale Price Maintenance or Franchise Fees Correct Sub-Optimal Levels of Retail Service?” (with Martin K. Perry), *International Journal of Industrial Organization*, Vol. 8, No. 1, March 1990; 115-141.
- “A Review Essay on the *Handbook of Industrial Organization*,” *Journal of Economic Literature*, Vol. 29, No. 2, June 1991; 553-572.
- “Joint Bidding in Federal OCS Auctions” (with Kenneth Hendricks), *American Economic Review Papers and Proceedings*, Vol. 82, No. 2, May 1992; 506-511.
- “Bidding Behavior in OCS Drainage Auctions: Theory and Evidence” (with Kenneth Hendricks), *European Economic Review*, Vol. 37, No. 2-3, April 1993; 320-328.
- “Optimal Selling Strategies for Oil and Gas Leases with an Informed Buyer” (with Kenneth Hendricks and Guofu Tan), *American Economic Review Papers and Proceedings*, Vol. 83, No. 2, May 1993; 234-239.
- “Detection of Bid Rigging in Procurement Auctions” (with J. Douglas Zona), *Journal of Political Economy*, Vol. 101, No. 3, June 1993; 518-538. Also in *Empirical Industrial Organization*, edited by P. Joskow and M. Waterson, 2004, Edward Elgar: Cheltenham.
- “Recent Developments in Empirical Industrial Organization,” *Journal of Economic Education*, Vol. 25, No. 2, Spring 1994; 149-161.
- “Auctions for Oil and Gas Leases with an Informed Bidder and a Random Reservation Price” (with Kenneth Hendricks and Charles A. Wilson), *Econometrica*, Vol. 62, No. 6, November 1994; 1415-1444.
- “The Role of Information in U.S. Offshore Oil and Gas Lease Auctions,” *Econometrica*, Vol. 63, No. 1, January 1995; 1-27. Also in *Empirical Industrial Organization*, edited by P. Joskow and M. Waterson, 2004, Edward Elgar: Cheltenham.
- “Detecting Collusion Among Firms,” in *1995 Industry Economics Conference: Papers and Proceedings*, Bureau of Industry Economics Report 95/23, Australian Government Publishing Service: Canberra, November 1995; 1-13.

- “The Effect of Public Capital in State-Level Production Functions Reconsidered” (with Teresa Garcia-Mila and Therese J. McGuire), *Review of Economics and Statistics*, Vol. 78, No. 1, February 1996; 177-180.
- “The Timing and Incidence of Exploratory Drilling on Offshore Wildcat Tracts” (with Kenneth Hendricks), *American Economic Review*, Vol. 86, No. 3, June 1996; 388-407.
- “Ohio School Milk Markets: An Analysis of Bidding,” (with J. Douglas Zona), *RAND Journal of Economics*, Vol. 30, No. 2, Summer 1999; 263-288. Also in *Recent Developments in Monopoly and Competition Policy*, edited by G. Norman, 2008, Edward Elgar: Cheltenham.
- “Detecting Collusion Among Bidders in Auction Markets,” in *Fighting Cartels – Why and how?* Swedish Competition Authority: Stockholm, 2001; 168-184.
- “Uniform Pricing or Pay-as-Bid Pricing: A Dilemma for California and Beyond” (with Alfred E. Kahn, Peter C. Cramton and Richard D. Tabors), *The Electricity Journal*, July 2001; 70-79.
- “Empirical Implications of Equilibrium Bidding in First-Price, Symmetric, Common Value Auctions” (with Kenneth Hendricks and Joris Pinkse), *Review of Economic Studies*, Vol. 70, No. 1, January 2003; 115-145.
- “Bidding, Bid Rigging, and School Milk Prices: Ohio v. Trauth (1994)” (with J. Douglas Zona), in *The Antitrust Revolution: Economics, Competition and Public Policy*, Fourth Edition, edited by J.E. Kwoka, Jr. and L.J. White, 2004, Oxford University Press: New York; 211-232. Also in *The Antitrust Revolution: Economics, Competition and Public Policy*, Fifth Edition, edited by J.E. Kwoka, Jr. and L.J. White, 2009, Oxford University Press: New York; 329-350.
- “Detecting Collusion,” *Review of Industrial Organization*, Vol. 26, No. 2, March 2005; 147-167.
- “An Empirical Perspective on Auctions” (with Kenneth Hendricks), in *Handbook of Industrial Organization*, Volume 3, edited by M. Armstrong and R. Porter, 2007, Elsevier: New York; 2073-2143.
- “Collusion” (with J. Douglas Zona), in *Issues in Competition Law and Policy*, edited by W. D. Collins, 2008, American Bar Association Section of Antitrust Law, 1069-1084.
- “Bidding Rings and the Winner’s Curse” (with Kenneth Hendricks and Guofu Tan), *RAND Journal of Economics*, Vol. 39, No. 4, Winter 2008; 1018-1041.
- “Recent U.S. Offshore Oil and Gas Lease Bidding: A Progress Report” (with Philip Haile and Kenneth Hendricks), *International Journal of Industrial Organization*, Vol. 28, No. 4, July 2010; 390-396.
- “Patterns of Trade in the Market for Used Durables: Theory and Evidence” (with Peter Sattler), N.B.E.R. Working Paper No. 7149, May 1999.
- “An Analysis of Bidding in Ohio School Milk Auctions” (with Nickolay Moshkin and J. Douglas Zona), mimeo, July 2005.

Other Publications:

“Guidelines for Submission of Manuscripts on Experimental Economics” (with Thomas R. Palfrey), *Econometrica*, Vol. 59, No. 4, July 1991; 1197-1198. Also in *Experimental Methods: A Primer for Economists*, D. Friedman and S. Sunder, 1994, Cambridge University Press: New York; 205-206.

Review of *Anatomy of an Auction: Rare Books at Ruxley Lodge, 1919*, by Arthur Freeman and Janet Ing Freeman, *Journal of Political Economy*, Vol. 100, No. 2, April 1992; 433-436.

“Articles in Honor of Richard E. Quandt: An Introduction” (with Timothy F. Bresnahan), *RAND Journal of Economics*, Vol. 28, No. 0, Special Issue 1997; S1-4.

Committee on Data and Research for Policy on Illegal Drugs: *Assessment of Two Cost-Effectiveness Studies on Cocaine Control Policy*, edited by C. Manski, J. Pepper and Y. Thomas, 1999, National Academy Press: Washington.

“Comment on “The Eclipse of the U.S. Tire Industry” by R. Rajan, P. Volpin and L. Zingales,” in *Mergers and Productivity*, edited by S. Kaplan, 2000, NBER and University of Chicago Press: Chicago; 86-92.

“Pricing in the California Power Exchange Electricity Market: Should California Switch from Uniform Pricing to Pay-as-Bid Pricing?” (with Alfred E. Kahn, Peter C. Cramton, and Richard D. Tabors), Blue Ribbon Panel Report, California Power Exchange, January 2001.

Committee on Data and Research for Policy on Illegal Drugs: *Informing America’s Policy on Illegal Drugs: What We Don’t Know Keeps Hurting Us*, edited by C. Manski, J. Pepper and C. Petrie, 2001, National Academy Press: Washington.

“Collusion in Industrial Economics: A Comment,” *Journal of Industry, Competition and Trade*, Vol. 5, No. 3, December 2005; 231-234.

Handbook of Industrial Organization, Volume 3, edited by M. Armstrong and R. Porter, 2007, Elsevier: New York.

Other Professional Activities:

Acting Editor, Irving Fisher Monograph Award and Frank W. Taussig Article Award, 1985-1986.

Canadian Economics Association: Organizing Committee, 1990 Annual Meetings.

European Economics Association: Program Committee, 2003 Annual Congress.

Advisory Panel for Economics, National Science Foundation, 1986-1987.

Associate Editor, *International Journal of Industrial Organization*, 1989-1995.

Scientific Advisory Board, *International Journal of Industrial Organization*, 2007 - present.

Editorial Board, *Economic Theory*, 1990-1992.

Board of Editors, *Empirica*, 1993 - 2008.

Editor, *RAND Journal of Economics*, 1995-2004.

Foreign Editor, *Review of Economic Studies*, 1995-2001.

Editorial Board, *Journal of Industry, Competition and Trade*, 2000 – present.

Associate Editor, *Economics Bulletin*, 2001-2003.

Advisory Board, *Quantitative Marketing and Economics*, 2003 – present.

Member, Selection Committee, COMPASS Prizes, 2007 - present.

External Review Committees:

Department of Economics, University of Pennsylvania, 1993.

Department of Economics, University of Michigan, 1994.

Department of Economics, Princeton University, 1995.

Department of Economics, Columbia University, 1997.

Department of Economics, University of Arizona, 1998.

Department of Economics, University of Toronto, 1999.

Department of Economics, University of British Columbia, 2002.

Economics Area, London Business School, 2002.

Department of Economics, Washington University, St. Louis, 2002.

Department of Economics, Princeton University, 2010.

Research Associate, National Bureau of Economic Research, 1991 - present.

Faculty Fellow, Institute for Policy Research (formerly Center for Urban Affairs and Policy Research), Northwestern University, 1992 - present.

Member, Committee on Data and Research for Policy on Illegal Drugs, National Research Council, 1998-2001.

Member, Blue Ribbon Panel on CALPX Electricity Pricing, commissioned by the California Power Exchange, 2000-2001.

Member, Scientific Board, Center for the Study of Auctions, Procurements and Competition Policy (CAPCP), Pennsylvania State University, 2007 – present.

Co-Director, Center for the Study of Industrial Organization, Northwestern University, 1999 - present.

International Fellow, Centre for Microdata Methods and Practice (cemmap), University College London, 2008 – present.

American Economic Association:

Board of Editors, *American Economic Review*, 1987-1988, 1994-1996.

Invited Lecture on Recent Developments in Economics, “Empirical Industrial Organization,”
Annual Meetings, Anaheim, CA, January 1993.

Planning Committee: 1995 Annual Meetings, 2005 Annual Meetings.

Nominating Committee: 2007.

Journal of Economic Perspectives General Editor Search Committee, 2007.

Co-Editor, *American Economic Journal: Microeconomics*, 2008 - present.

American Academy of Arts and Sciences:

Fellow, elected 1997.

Member, Midwest Council, 2002 – present.

Economics Panel, Membership Committee, 2003, 2006.

Nominating Committee, 2004-2007.

Econometric Society:

Program Committee: 1986 North American Winter Meetings, 1990 World Congress, 1995 World
Congress, 1996 North American Summer Meetings.

Co-Editor, *Econometrica*, 1988-1993.

Fellow, elected 1989.

Fisher-Schultz Lecture, “The Role of Information in Auction Markets,” European Meeting,
Brussels, 1992.

Member of the Council, 1992-1995, 1996-2002, 2005 - present.

Chair, Walras-Bowley Lecture Committee, 1993, 2009.

Council Nominating Committee, 1993, 1998, 2000, 2002, 2009.

Joint Economic Theory and Econometrics Invited Lecture, “Bidder Coalitions and Collusion in
Auctions,” European Meeting, Venice, 2002.

At-Large Member of the Executive Committee, 2010-2013.

Game Theory Society:

Charter Member, 1998.

Member of the Council, 2001-2007.