

FIELDS

Industrial Organization · Microeconomics

CURRENT RESEARCH INTERESTS: vertical organization of industries, product differentiation, price discrimination under imperfect competition, markets with search/switching costs, economics of innovation, international trade and organization.

SELECTED PUBLICATIONS AND WRITINGS

- “The Effects of Competition on the Price for Cable Modem Internet Access” (with Scott Savage), *Review of Economics and Statistics*, forthcoming.
- “Innovation in Vertically Related Markets” (with David Sappington), *Journal of Industrial Economics*, forthcoming.
- “Inattentive Consumers and Product Quality” (with Mark Armstrong), *Journal of the European Economic Association*, Vol. 7, pp. 411-422, 2009.
- “Designing Input Prices to Motivate Innovation” (with David Sappington), *International Journal of Industrial Organization*, Vol. 27, pp. 390-402, 2009.
- “Price-Increasing Competition” (with M. Riordan), *RAND Journal of Economics*, Vol. 39, pp. 1042-1058, 2008.
- “Ownership, Location and Prices in Chinese Electronic Commerce Markets” (with Dongmei Zhao and Scott Savage), *Information Economics and Policy*, Vol. 20, pp. 192-207, 2008.
- “Buyer Investment, Export Variety, and Intrafirm Trade” (with Robert Feenstra), *European Economic Review*, Vol. 52, pp. 1313-1337, 2008.
- “Dynamic Price Discrimination with Asymmetric Firms”, *Journal of Industrial Economics*, Vol. 56, pp. 729-751, 2008.
- “Price and Variety in the Spokes Model” (with Michael Riordan), *Economic Journal*, Vol. 117, pp. 897- 921, 2007.
- “Vertical Integration, Exclusive Dealing, and *ex post* Cartelization” (with Michael Riordan), *RAND Journal of Economics*, Vo. 38, pp. 1-21, 2007.
- “Vertical Contracting Between Airlines: An Equilibrium Analysis of Codeshare Alliances” (with Philip Gayle), *International Journal of Industrial Organization*, Vol. 25, pp. 1046-1060, 2007.
- “Marketing Innovation”, *Journal of Economics and Management Strategy*, Vol. 15, 101-123, 2006.
- “Intellectual Property Rights and Innovation in Developing Countries” (with Thitima Puttitanun), *Journal of Development Economics*, Vol. 78, pp. 474-493, 2005.
- “Do Economics Departments Search Optimally in Faculty Recruiting?” (with Terra McKinnish), *Economic Inquiry*, Vol. 43, pp. 676-688, 2005.
- “Vertical Disintegration”, *Journal of Economics and Management Strategy*, Vol. 14, pp. 209-229, 2005.
- “Trade Liberalization and Strategic Outsourcing” (with J. Ishikawa and Z. Yu), *Journal of International Economics*, Vol. 63, Issue 2, pp. 419-436, 2004.
- “On Vertical Mergers and Their Competitive Effects”, *RAND Journal of Economics*, Vol. 32, pp. 667-685, 2001.
- “Promises, Trust, and Contracts”, *Journal of Law, Economics, and Organization*, Vol. 16, pp. 209-232, 2000.
- “Strategic Bidding by Potential Competitors: Will Monopoly Persist?” *Journal of Industrial Economics*, Vol. XLVIII, pp. 161-175, 2000.
- “Oligopoly Price Discrimination and Resale Price Maintenance”, *RAND Journal of Economics*, Vol. 30, pp. 441-455, 1999.
- “Learning Buyers’ Valuation Distribution in Posted-pricing Selling” (with Ruqu Wang), *Economic Theory*, Vol. 14, pp. 417-428, 1999.
- “Equilibrium Product Bundling”, *Journal of Business*, Vol. 70, pp. 85-103, 1997.
- “Multidimensional Signaling and Diversification”, *RAND Journal of Economics*, Vol. 28, pp. 168-187, 1997.
- “Paying Customers to Switch,” *Journal of Economics and Management Strategy*, Vol. 6, No. 4, pp. 877-897, 1997.
- “On the Use of Ceiling-Price Commitments by Monopolists” (with Robert Rosenthal), *RAND Journal of Economics*, Vol. 27, pp. 207-220, 1996.
- “Dynamic Duopoly with Slowly Changing Customer Loyalties” (with Robert Rosenthal), *International Journal of Industrial Organization*, Vol. 14, pp. 269-296, 1996.
- “Asking Prices as Commitment Devices” (with Robert Rosenthal), *International Economic Review*, Vol. 37, pp. 129-155, 1996.
- “Conflicting Interests in Information Disclosure and Short-term Orientation of Firms”, *International Journal of Industrial Organization*, Vol. 12, pp. 211-225, 1994.