

## Yongmin Chen, Professor

PhD, Boston University, 1992

### FIELDS

Industrial Organization • Microeconomics

### CURRENT RESEARCH INTERESTS

Vertical organization, product differentiation, markets with search/switching costs, economics of innovation, international trade and organization.

### SELECTED PUBLICATIONS AND WRITINGS

- “Ex ante Investment, Ex post Remedy, and Product Liability” (with Xinyu Hua), *International Economic Review*, forthcoming.
- “Physical Capital, Knowledge Capital and the Choice between FDI and Outsourcing” (with Ig Horstmann and James Markusen), *Canadian Journal of Economics*, forthcoming.
- “Equilibrium Price Dispersion with Heterogeneous Searchers” (with Tianle Zhang), *International Journal of Industrial Organization*, forthcoming.
- “Paid-Placement: Advertising and Search on the Internet” (with Chuan He), *Economic Journal*, forthcoming.
- “Exclusive Contracts, Innovation, and Welfare” (with David Sappington), *American Economic Journals: Microeconomics*, 3: 194-220, 2011.
- “The Effects of Competition on the Price for Cable Modem Internet Access” (with Scott Savage), *Review of Economics and Statistics*, 93: 201-217, 2011.
- “Dynamic Pricing: When to Entice Brand Switching and When to Reward Consumer Loyalty” (with Jason Percy), *RAND Journal of Economics*, 41: 674-685, 2010.
- “Innovation in Vertically Related Markets” (with David Sappington), *Journal of Industrial Economics*, 58: 373-401, 2010.
- “Inattentive Consumers and Product Quality” (with Mark Armstrong), *Journal of the European Economic Association*, 7: 411-422, 2009.
- “Designing Input Prices to Motivate Innovation” (with David Sappington), *International Journal of Industrial Organization*, 27: 390-402, 2009.
- “Price-Increasing Competition” (with M. Riordan), *RAND Journal of Economics*, 39: 1042-1058, 2008.
- “Ownership, Location and Prices in Chinese Electronic Commerce Markets” (with Dongmei Zhao and Scott Savage), *Information Economics and Policy*, 20: 192-207, 2008.
- “Buyer Investment, Export Variety, and Intrafirm Trade” (with Robert Feenstra), *European Economic Review*, 52: 1313-1337, 2008.
- “Dynamic Price Discrimination with Asymmetric Firms”, *Journal of Industrial Economics*, 56: 729-751, 2008.
- “Price and Variety in the Spokes Model” (with Michael Riordan), *Economic Journal*, 117: 897- 921, 2007.
- “Vertical Integration, Exclusive Dealing, and *ex post* Cartelization” (with Michael Riordan), *RAND Journal of Economics*, 38: 1-21, 2007.
- “Vertical Contracting Between Airlines: An Equilibrium Analysis of Codeshare Alliances” (with Philip Gayle), *International Journal of Industrial Organization*, 25: 1046-1060, 2007.
- “Marketing Innovation”, *Journal of Economics and Management Strategy*, 15: 101-123, 2006.
- “Intellectual Property Rights and Innovation in Developing Countries” (with Thitima Puttitanun), *Journal of Development Economics*, 78: 474-493, 2005.
- “Do Economics Departments Search Optimally in Faculty Recruiting?” (with Terra McKinnish), *Economic Inquiry*, 43: 676-688, 2005.
- “Vertical Disintegration”, *Journal of Economics and Management Strategy*, 14: 209-229, 2005.
- “Trade Liberalization and Strategic Outsourcing” (with J. Ishikawa and Z. Yu), *Journal of International Economics*, 63: 419-436, 2004.
- “On Vertical Mergers and Their Competitive Effects”, *RAND Journal of Economics*, 32: 667-685, 2001.
- “Promises, Trust, and Contracts”, *Journal of Law, Economics, and Organization*, 16: 209-232, 2000.
- “Strategic Bidding by Potential Competitors: Will Monopoly Persist?” *Journal of Industrial Economics*, 48: 161-175, 2000.
- “Oligopoly Price Discrimination and Resale Price Maintenance”, *RAND Journal of Economics*, 30: 441-455, 1999.
- “Learning Buyers’ Valuation Distribution in Posted-pricing Selling” (with Ruqu Wang), *Economic Theory*, 14: 417-428, 1999.
- “Equilibrium Product Bundling”, *Journal of Business*, 70: 85-103, 1997.
- “Multidimensional Signaling and Diversification”, *RAND Journal of Economics*, 28: 168-187, 1997.
- “Paying Customers to Switch,” *Journal of Economics and Management Strategy*, 6: 877-897, 1997.
- “On the Use of Ceiling-Price Commitments by Monopolists” (with Robert Rosenthal), *RAND Journal of Economics*, 27: 207-220, 1996.
- “Dynamic Duopoly with Slowly Changing Customer Loyalties” (with Robert Rosenthal), *International Journal of Industrial Organization*, 14: 269-296, 1996.
- “Asking Prices as Commitment Devices” (with Robert Rosenthal), *International Economic Review*, 37: 129-155, 1996.
- “Conflicting Interests in Information Disclosure and Short-term Orientation of Firms”, *International Journal of Industrial Organization*, 12: 211-225, 1994.