

Publications (continued)

- “Regulation with an Agenda,” *Commentaries on Law & Economics*, 2:1 (2006), 111-138.
- “Understanding the Internet’s Relevance to Media Ownership Policy: A Model of Too Many Choices,” *The B.E. Journal of Economic Analysis & Policy (Topics)*, 7:1 (2007), Article 29.
- “Funding Shocks and Optimal University Admissions and Financial Aid Policies,” *Atlantic Economic Journal*, 36:3 (September 2008), 345-358.

Working Papers

- “Social Capital and Traffic Fatalities”
- “Unobservable Qualities and Inept Consumer Appraisals” (with F. Kronenberg, E. J. Kennelly, B. Jiang, and C. Ma)
- “Network Externalities, Mutuality, and Compatibility,” NET Institute Working Paper #08-37.
- “Negative Externalities, Competition, and Consumer Choice”
- “Driving a Juggernaut: Risk-Related Network Effects in the Market for Sport Utility Vehicles and Pickup Trucks”
- “Valuing a Credence Good: A Hedonic Analysis of Black Cohosh Dietary Supplements” (with F. Kronenberg, E. J. Kennelly, and B. Jiang)

Papers in Preparation

- “A Second Tragedy: Polluting a Platform through Persuasive Effort” (with C. Hogendorn)
- “Opting Out when Choices Overwhelm: Evidence from Australian Elections”
- “The Role of Risk in the Decision to Purchase a Light Truck”

Conferences and Invited Presentations

- “Cooperative Advertising in the Distribution Channel: Why Cost Shares Vary Across Industries.” Department of Technology Management, Polytechnic University, May 2002 (INVITED)
- “Cooperative Advertising in the Distribution Channel: Why Cost Shares Vary Across Industries.” McClure School of Communications Management, Ohio University, February 2003 (INVITED)
- “When Too Much Is Not Enough: Choice Framing, the Internet, and the Media Ownership Rules.” Eastern Economic Association Annual Conference, New York, March 2005.
- “When Too Much Is Not Enough: Choice Framing, the Internet, and the Media Ownership Rules.” Baruch College School of Public Affairs, March 2005 (INVITED).
- “Adverse Network Effects, Moral Hazard, and the Case of Sport-Utility Vehicles.” International Atlantic Economic Conference, New York, October 2005.

Conferences and Invited Presentations (continued)

“Sharing, Hoarding or Looting? The Distribution of Regulatory Windfall under Carrier-of-Last-Resort Obligations.” International Industrial Organization Conference, Boston, April 2006.

“A Lemons ‘Mirage’: Erroneous Perceptions of Asymmetric Information in the Market for Arizona Ranchettes.” Eastern Economic Association Annual Conference, New York, February 2007.

“Money Changes Everything: Funding Shocks and Optimal University Admissions and Financial Aid Policies.” Eastern Economic Association Annual Conference, New York, February 2007.

“Driving a Juggernaut: Risk-Related Network Effects in the Market for Sport Utility Vehicles and Pickup Trucks.” Department of Economics, City College of New York, March 2007 (INVITED).

“The SUV Phenomenon in the United States: Trend or Vogue?” Workshop on Changing Automobility, Deutsches Haus, New York University, April 2007 (INVITED).

Interview for Lehman College “Science for You” Podcast Series on “Understanding the Internet’s Relevance to Media Ownership Policy: A Model of Too Many Choices,” released July 2007.

“Of White Flight and Bottled Water: Selective Negative Externalities, Competition and Welfare.” Eastern Economic Association Annual Conference, Boston, March 2008.

“Network Externalities, Mutuality, and Compatibility.” Department of Economics, Wesleyan University, October 2008 (INVITED).

“Paul Krugman’s Other Job: Remarks on the 2008 Nobel Prize in Economics.” Series hosted by the Dean of Science, The City College of New York, November 2008 (INVITED).

“Paul Krugman’s Other Job: Remarks on the 2008 Nobel Prize in Economics.” Presentation for Omicron Delta Epsilon Honor Society of CCNY and CCNY Finance Students Association, The City College of New York, December 2008 (INVITED).

“If You Can’t Beat ‘Em: Negative Externalities, Consumer Choice, and Competition.” Eastern Economic Association Annual Conference, New York, February 2009.

“Network Externalities, Mutuality, and Compatibility.” Eastern Economic Association Annual Conference, New York, February 2009.

“Network Externalities, Mutuality, and Compatibility.” Department of Economics, City College of New York, March 2009 (INVITED).

“Network Externalities, Mutuality, and Compatibility.” International Industrial Organization Conference, Boston, April 2009.

“Unobservable Qualities and Inept Consumer Appraisals.” Marketing Science Conference, Ann Arbor, MI, June 2009.

Honors, Fellowships and Grants

Phi Beta Kappa, Cornell University, 1987.

Distinction in All Subjects, Cornell University, 1987.

Regents' Doctoral Fellowship, University of California at Berkeley, September 1987 – May 1988.

Regents' Doctoral Fellowship, University of California at Berkeley, September 1990 – May 1991.

George N. Shuster Research Award, Lehman College/CUNY, for studying cooperative advertising contracts (\$1,400). May 2004 – Sept. 2004.

PSC-CUNY Research Award, for studying choice framing on the Internet (\$4,990). 2004-2005.

NET Institute Grant, for studying adverse network effects in the market for SUVs (\$4,500). June 2005 – September 2005.

CUNY Salute to Scholars Honoree, 2005-2006.

Faculty Development Program Award, Lehman College/CUNY, for studying perceptual distortions in real estate markets (in-kind, approx. \$3,990). 2006-2007.

Faculty Fellowship Publications Program, CUNY, Spring 2007.

NET Institute Grant, for studying compatibility incentives in markets exhibiting network externalities that arise from selective negative externalities (\$3,000). June 2008 – September 2008.

Faculty Development Program Award, Lehman College/CUNY, for studying consumer valuations for a credence good (in-kind, approx. \$3,990). 2008-2009.

PSC-CUNY Research Award, for studying consumer valuations for a credence good (\$3,990). 2008-2009

Professional Service

Service to the University

President's Advisory Committee on Redefining Access and Excellence at Lehman College, 2007.

Executive Vice Chancellor's Taskforce on Building Quantitative Competence, CUNY, 2007.

CUNY Baccalaureate Program, Faculty Mentor, 2006-2007.

William E. Macaulay Honors College at CUNY, Faculty Mentor, 2007-2008.

Member, Economics Panel, University Committee on Research Awards, CUNY, 2009 – Present.

Service to the Department

Economics Curriculum Committee, Lehman College/CUNY, Chair, 2005-2008.

Business Administration Curriculum Committee, Lehman College/CUNY, 2005-2008.

Business Administration Committee on AACSB Accreditation, Lehman College/CUNY, 2005-2008.

Search Committee for Faculty Hire, The City College of New York, 2008-2009.

Economics Department Scholarship Committee, The City College of New York, 2008-2009.

Economics Department Executive Committee, The City College of New York, May 2009 – Present.

Professional Service (continued)

Review Activities

International Journal of Industrial Organization
Managerial and Decision Economics

Other Service

Session Chair, "Regulation and Universal Access," International Industrial Organization Conference, Boston, April 2006.

Session Chair, "Welfare Economics and Externalities," Eastern Economic Association Annual Conference, Boston, March 2008.

Session Organizer and Chair, "Competition in Differentiated Product Markets: Theory and Evidence," Eastern Economic Association Annual Conference, New York, February 2009.

Courses Taught

Intermediate Microeconomics, undergraduates – The City College of New York

Seminar on Consumerism in America, undergraduates – The City College of New York

Consumer Behavior, undergraduates – The City College of New York and Lehman College/CUNY

Marketing Research, undergraduates – The City College of New York and Lehman College/CUNY

Principles of Management, undergraduates – Lehman College/CUNY

Human Resource Management, undergraduates – Lehman College/CUNY

Independent Study in Marketing Research, masters students and undergraduates – Lehman College/CUNY

Econometrics (core), graduate students – University of California, Berkeley (as graduate instructor)

Industrial Organization, undergraduates – University of California, Berkeley (as graduate instructor)

Professional Affiliations

American Economic Association
Eastern Economic Association
Western Economic Association International
INFORMS Society for Marketing Science