

GREG SHAFFER

Curriculum Vitae

December 2022

Address:

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Education:

Princeton University, Ph.D., Economics, November 1989.

Princeton University, M.A., Economics, June 1988.

Swarthmore College, B.A., High Honors, Economics and Math, May 1984.

Academic Appointments:

John M. Olin Distinguished Professor of Business and Government Policy, Simon Business School, University of Rochester, 2017-Present.

Wesray Professor of Business, Simon Business School, University of Rochester, 2009-2017.

Professor, Simon Business School, University of Rochester, 2003-2009.

Associate Professor, Simon Business School, University of Rochester, 2000-2003.

Assistant Professor, Simon Business School, University of Rochester, 1997-2000.

Associate Professor, Department of Economics, Indiana University, 1996-1997.

Assistant Professor, Department of Economics, University of Michigan, 1989-1996.

Visiting Positions:

Adjunct Professor, Department of Economics, Norwegian School of Economics (NHH) and the Bergen Center for Competition Law and Economics (BECCLE), 2018-2022.

Adjunct Professor, Department of Economics, University of Bergen and the Bergen Center for Competition Law and Economics (BECCLE), 2013-2017.

Chair of Industrial Economics, Department of Economics, Norwich Business School and the ESRC Centre for Competition Policy, University of East Anglia, 2009-2014.

Adjunct Professor, Department of Economics, Norwegian School of Economics (NHH), 2009-2011.

Chair of Industrial Economics, Department of Economics, School of Economics and the ESRC Centre for Competition Policy, University of East Anglia, 2007-2009.

Research Associate, ESRC Centre for Competition Policy, University of East Anglia, 2002-2007.

Visiting Scholar, Department of Marketing, Kellogg School of Management, Northwestern University, Fall 2002.

Visiting Scholar, Bureau of Economics, U.S. Federal Trade Commission, Fall 2000.

Visiting Scholar, Bureau of Economics, U.S. Federal Trade Commission, Fall 1995.

Visiting Scholar, Antitrust Division, U.S. Department of Justice, June-August 1990.

Non-Academic Appointments and Professional Degrees:

Director, Center for Pricing, University of Rochester, 2019-Present.

Co-Director, Center for Pricing, University of Rochester, 2007-2019.

Certified Professional Pricer Degree; awarded by the Professional Pricing Society, October 2008.

Founder and Director, Center for Pricing, University of Rochester, 2006-2007.

Editorial Boards:

Associate Editor, *Management Science*, 2013-Present.

Co-Editor, *Journal of Economics & Management Strategy*, 2002-Present.

Associate Editor, *Journal of Economics and Business*, 1998-Present.

Associate Editor, *Marketing Science*, 2002-2010, 2012-2018.

Associate Editor, *Quantitative Marketing and Economics*, 2002-2007, 2011-2016.

Teaching Awards:

Teaching Honor Roll, awarded for outstanding graduate teaching (based on an average of course and instructor evaluations, given to the top 4 scores): Fall 1999, Winter 2001, Fall 2001, Winter 2002, Winter 2003, Fall 2003, Winter 2004, Winter 2006, Fall 2009, Winter 2010, Fall 2015, Fall 2016, Fall 2017, Winter 2018, Fall 2018, Fall B 2019, Spring A 2022, Fall B 2022.

Received the highest teaching rating among the Simon Business School faculty, Fall 2018.

Received the highest teaching rating among the Simon Business School faculty, Fall 2017.

Superior Teaching Award, voted teacher of the year by the MBA Class of 2004 (June 13, 2004).

Superior Teaching Award, voted teacher of the year by the MBA Class of 2001 (June 10, 2001).

Listed in the 2001 Business Week Guide to the Best Business Schools, under the category of Outstanding Faculty at the Simon Business School, University of Rochester.

My *Pricing* course was one of only two listed in the 2000 Business Week Survey, under the category of most popular MBA electives at the Simon Business School, University of Rochester.

Received the highest teaching rating among the Simon Business School faculty, Fall 1999.

Excellence in Education Award, given for outstanding undergraduate teaching, awarded by the College of Literature, Science, and the Arts, University of Michigan, 1993-1994.

Postdoctoral Teaching Fellow Award, one of only six university-wide teaching fellowships, awarded by the Center for Research, Learning, and Teaching, University of Michigan, 1992-1993.

Reader's Digest Prize for Excellence in Teaching, given to the graduate instructor with the highest teaching rating, awarded by the Department of Economics, Princeton University, 1987-1988.

Publications:

"Slotting Fees and Price Discrimination in Retail Channels," (with Sreya Kolay), *Marketing Science*, 41: 1145-1162, November-December 2022.

"Third-Degree Price Discrimination in Oligopoly with Endogenous Input Costs," (with Jeanine Miklós-Thal), *International Journal of Industrial Organization*, 79 (2021) 102713.

"Input Price Discrimination by Resale Market," (with Jeanine Miklós-Thal), *The Rand Journal of Economics*, 52: 727-757, Winter 2021.

"Pass-Through as an Economic Tool – On Exogenous Competition, Social Incidence, and Price Discrimination," (with Jeanine Miklós-Thal), *Journal of Political Economy*, 129: 323-335, January 2021.

"Market-Share Contracts, Exclusive Dealing, and the Integer Problem," (with Zhijun Chen), *American Economic Journal: Microeconomics*, 11: 208-242, February 2019.

"Managing Channel Profits When Retailers Have Profitable Outside Options," (with Roman Inderst), *Management Science*, 65: 642-659, February 2019.

"Apple's Agency Model and Most-Favored-Nation Clauses," (with Øystein Foros and Hans Jarle Kind), *The Rand Journal of Economics*, 48: 673-703, Fall 2017.

"Private Contracting with Externalities: Divide and Conquer?," (with Jeanine Miklós-Thal), *International Journal of Industrial Organization*, 50: 460-472, January 2017.

"Naked Exclusion with Private Offers," (with Jeanine Miklós-Thal), *American Economic Journal: Microeconomics*, 8: 174-194, November 2016.

"Naked Exclusion with Minimum-Share Requirements," (with Zhijun Chen), *The Rand Journal of Economics*, 45: 64-91, Spring 2014.

"Exclusionary Discounts," (with Janusz A. Ordover), *International Journal of Industrial Organization*, 31: 569-586, September 2013.

"Contract Design with a Dominant Retailer and a Competitive Fringe," (with Sreya Kolay), *Management Science*, 59: 2111-2116, September 2013.

- “Optimal Low-Price Guarantees with Anchoring,” (with Morten Hviid), *Quantitative Marketing and Economics* (lead article), 10: 393-417, December 2012.
- “Mergers and Partial Ownership,” (with Øystein Foros and Hans Jarle Kind), *European Economic Review*, 55: 916-926, October 2011.
- “Resale Price Maintenance and Restrictions on Dominant Firm and Industry-Wide Adoption,” (with Øystein Foros and Hans Jarle Kind), *International Journal of Industrial Organization*, 29: 179-186, March 2011.
- “Market-Share Contracts as Facilitating Practices,” (with Roman Inderst), *The Rand Journal of Economics*, 41: 709-729, Winter 2010.
- “Slotting Allowances and Scarce Shelf Space,” (with Leslie M. Marx), *Journal of Economics & Management Strategy*, 19: 575-603, Fall 2010.
- “Matching Own Prices, Rivals’ Prices, or Both?,” (with Morten Hviid), *Journal of Industrial Economics* (lead article), 58: 479-506, September 2010.
- “Break-Up Fees and Bargaining Power in Sequential Contracting,” (with Leslie M. Marx), *International Journal of Industrial Organization*, 28: 451-463, September 2010.
- “How Loyalty Discounts Can Perversely Discourage Discounting: Comment” (with Assaf Eilat, Jith Jayaratne, and Janusz Ordover), *CPI Antitrust Chronicle*, Vol 4 (1), 2010.
- “Comparative Advertising and In-Store Displays,” (with Florian Zettelmeyer), *Marketing Science*, 28: 1144-1156, November-December 2009.
- “Market Power, Price Discrimination, and Allocative Efficiency in Intermediate-Goods Markets,” (with Roman Inderst), *Rand Journal of Economics*, 40: 658-672, Winter 2009.
- “Market-Share Contracts with Asymmetric Information,” (with Adrian Majumdar), *Journal of Economics & Management Strategy*, 18: 393-421, Summer 2009.
- “Price-Matching Guarantees, Retail Competition, and Product-Line Assortment,” (with Anne Coughlan), *Marketing Science*, 28: 580-588, May-June 2009.
- “Bundling and Menus of Two-Part Tariffs: Comment,” (with Nava Kahana, Chemi Gotlibovski, and Sreya Kolay), *Journal of Industrial Economics*, 56: 863, December 2008.
- “Rent Shifting and the Order of Negotiations,” (with Leslie M. Marx), *International Journal of Industrial Organization*, 25: 1109-1125, October 2007.
- “Wholesale Access in Multi-Firm Markets: When is it Profitable to Supply a Competitor,” (with Janusz A. Ordover), *International Journal of Industrial Organization*, 25: 1026-1045, October 2007.
- “Upfront Payments and Exclusion in Downstream Markets,” (with Leslie M. Marx), *Rand Journal of Economics*, 38: 823-843, Autumn 2007.
- “Retail Mergers, Buyer Power, and Product Variety,” (with Roman Inderst), *Economic Journal*, 117: 45-67, January 2007.

- “On the Use of Low-Price Guarantees to Discourage Price Cutting,” (with Maria Arbatskaya and Morten Hviid), *International Journal of Industrial Organization*, 24: 1139-1156, November 2006.
- “Bargaining, Bundling, and Clout: The Portfolio Effects of Horizontal Mergers,” (with Daniel P. O’Brien), *Rand Journal of Economics*, 36: 573-595, Autumn 2005.
- “Slotting Allowances and Optimal Product Variety,” *Advances in Economic Analysis & Policy*, Vol 5: Iss. 1, Article 3, 2005. available at www.bepress.com/bejeap/advances/vol5/iss1/art3.
- “Opportunism and Menus of Two-Part Tariffs,” (with Leslie M. Marx), *International Journal of Industrial Organization*, 22: 1399-1414, December 2004.
- “Advertising in a Distribution Channel,” (with Florian Zettelmeyer), *Marketing Science*, 23: 619-628, Fall 2004.
- “All-Units Discounts in Retail Contracts,” (with Sreya Kolay and Janusz A. Ordover), *Journal of Economics & Management Strategy*, 13: 429-459, Fall 2004.
- “Opportunism in Multilateral Vertical Contracting: Nondiscrimination, Exclusivity, and Uniformity: Comment,” (with Leslie M. Marx), *American Economic Review*, 94: 796-801, June 2004.
- “On the Incidence and Variety of Low-Price Guarantees,” (with Maria Arbatskaya and Morten Hviid), *Journal of Law & Economics*, 47: 307-332, April 2004.
- “Bundling and Menus of Two-Part Tariffs,” (with Sreya Kolay), *Journal of Industrial Economics*, 51: 383-403, September 2003.
- “Competitive One-to-One Promotions,” (with Z. John Zhang), *Management Science*, 48: 1143-1160, September 2002.
- “When Good News About Your Rival is Good for You: The Effect of Third-Party Information on the Division of Channel Profits,” (with Florian Zettelmeyer), *Marketing Science*, 21: 273-293, Summer 2002.
- “Pay to Switch or Pay to Stay: Preference-Based Price Discrimination in Markets with Switching Costs,” (with Z. John Zhang), *Journal of Economics & Management Strategy*, 9: 397-424, Fall 2000.
- “Hassle Costs: The Achilles’ Heel of Price-Matching Guarantees,” (with Morten Hviid), *Journal of Economics & Management Strategy*, 8: 489-521, Winter 1999.
- “Unequal Treatment of Identical Agents in Cournot Equilibrium,” (with Stephen W. Salant), *American Economic Review*, 89: 585-604, June 1999.
- “Predatory Accommodation: Below-Cost Pricing Without Exclusion in Intermediate Goods Markets,” (with Leslie M. Marx), *Rand Journal of Economics*, 30: 22-43, Spring 1999.
- “Promises to Match or Beat the Competition: Evidence from Retail Tire Prices,” (with Maria Arbatskaya and Morten Hviid), *Advances in Applied Microeconomics*, 8: 123-138, 1999.
- “Optimal Asymmetric Strategies in Research Joint Ventures,” (with Stephen W. Salant), *International Journal of Industrial Organization*, 16: 195-208, March 1998.

- “Nonlinear Supply Contracts, Exclusive Dealing, and Equilibrium Market Foreclosure,” (with Daniel P. O’Brien), *Journal of Economics & Management Strategy*, 6: 755-785, Winter 1997.
- “Competitive Coupon Targeting,” (with Z. John Zhang), *Marketing Science*, 14: 395-416, Fall 1995.
- “On Vertical Restrictions and the Number of Franchises,” *Southern Economic Journal*, 62: 264-268, July 1995.
- “Rendering Alternative Offerings Less Profitable with Resale Price Maintenance,” *Journal of Economics & Management Strategy*, 3: 639-662, Winter 1994.
- “The Welfare Effects of Forbidding Discriminatory Discounts: A Secondary-Line Analysis of the Robinson-Patman Act,” (with Daniel P. O’Brien), *Journal of Law, Economics, and Organization*, 10: 296-318, October 1994.
- “On the Dampening-of-Competition Effect of Exclusive Dealing,” (with Daniel P. O’Brien), *Journal of Industrial Economics*, 41: 215-221, June 1993.
- “Vertical Control with Bilateral Contracts,” (with Daniel P. O’Brien), *Rand Journal of Economics* (lead article), 23: 299-308, Autumn 1992.
- “Capturing Strategic Rent: Full-line Forcing, Brand Discounts, Aggregate Rebates and Maximum Resale Price Maintenance,” *Journal of Industrial Economics*, 39: 557-575, September 1991.
- “Slotting Allowances and Resale Price Maintenance: A Comparison of Facilitating Practices,” *Rand Journal of Economics*, 22: 120-135, Spring 1991.

Books, Book Chapters, Policy Reports:

- “The Economics of Dual Pricing in Vertical Agreements” (with Jeanine Miklós-Thal), *Concurrent Review*, No 2-2022, Art. No 106194, May 2022.
- “Does Apple’s Agency Model Raise Ebook Prices” (with Øystein Foros and H.J. Kind), *VoxEU*, 14 November 2013, available at <http://www.voxeu.org/article/apple-s-pricing-and-ebooks>.
- Impact of Reverse-Fixed-Payments on Competition*, report commissioned by the Office of Fair Trading (OFT), London: UK, 306 pages, 4 July 2013, published on the web at http://webarchive.nationalarchives.gov.uk/20140402165103/http://oft.gov.uk/shared_oft/research/RVP.pdf.
- Anti-Competitive Effects of Resale Price Maintenance (RPM) in Fragmented Markets*, report commissioned by the Office of Fair Trading (OFT), London: UK, 189 pages, 7 February 2013, published on the web at http://webarchive.nationalarchives.gov.uk/20140402154636/http://oft.gov.uk/shared_oft/research/RPM.pdf.
- The Economics of Parities and Differentials*, report commissioned by the Office of Fair Trading (OFT), London: UK, 69 pages, 2 September 2012, public presentation given on 27 June 2012.
- “The Economics of Price Discrimination,” (with Janusz A. Ordover and Doug Fontaine), *Vodafone Policy Paper Series*, 11: 27-51, April 2010.
- “Buyer Power in Merger Control,” (with Roman Inderst), in W.D. Collins (Ed.), *Issues in Competition Law and Policy* (pp. 1611-1635), Chicago: American Bar Association, 2008.

Submitted Manuscripts:

“Tying Under Double Marginalization,” (with Roman Inderst).

“Exclusive Contracts and Post-Entry Competition,” (with Bjørn Olav Johansen).

“Naked Exclusion, Consumer Surplus, and Welfare.”

“Cournot Competition with a Common Input Supplier,” (with Leslie M. Marx).

“Rent-Shifting, Exclusion, and Market-Share Contracts,” (with Leslie M. Marx).

“Bargaining in Distribution Channels with Multiproduct Retailers.”

“When is Double Marginalization a Problem,” (with Tommy Staahl Gabrielsen and Bjørn Olav Johansen).

“Using Lorenz Curves to Represent Firm Heterogeneity in Cournot Games,” (with Stephen W. Salant).

“Less is More in Bilateral Channel Coordination: Wholesale Pricing May Outperform More Complex Contracts,” (with Øystein Foros and Hans Jarle Kind).

Work in Progress:

“Supply Contract Equilibria in Common Agency.”

“Collusion with Low-Price Guarantees,” (with Morten Hviid).

“Countervailing Buyer Power and Consumer Welfare,” (with Leslie M. Marx).

“Optimal Tax Policy in Asymmetric Cournot Games,” (with Stephen W. Salant).

“Bargaining, Rent Shifting, and Most-Favored-Customer Clauses,” (with Leslie M. Marx).

“The Bumping Problem: Contracting in a Multi-Principal Multi-Agent Framework,” (with Leslie M. Marx).

Research Grants, Non-Teaching Awards, and Honors:

Served on the Scientific Committee of the 6th Annual Bergen Centre for Competition Law and Economics conference on Competition Policy, Bergen, Norway, June 2022.

Served on the Scientific Committee of the 5th Annual Bergen Centre for Competition Law and Economics conference on Competition Policy, Bergen, Norway, April 2019.

My paper “Market-Share Contracts, Exclusive Dealing, and the Integer Problem” (with Zhijun Chen), published in *AJL: Micro*, 11: 208-242, February 2019, was nominated by the editorial board of *Concurrent Review* as a shortlisted candidate for the 2019 Antitrust Writing Award in the Economics Category (it was selected from more than 500 articles reviewed in 2019).

Served on the Scientific Committee of the 4th Annual Bergen Centre for Competition Law and Economics conference on Competition Policy, Bergen, Norway, June 2018.

Served on the Scientific Committee of the 3rd Annual Bergen Centre for Competition Law and Economics conference on Competition Policy, Bergen, Norway, April 2017.

Served on the Scientific Committee of the 2nd Annual Bergen Centre for Competition Law and Economics conference on Competition Policy, Bergen, Norway, April 2016.

Served as Co-Chair (with Juanjuan Zhang) of the Summer Institute in Competitive Strategy Conference (SICS), Berkeley, CA, July 2015.

Served on the Scientific Committee of the 1st Annual Bergen Centre for Competition Law and Economics conference on Competition Policy, Bergen, Norway, April 2015.

Named Associate Editor at *Management Science*, January 2013.

Named Associate Editor at *Marketing Science*, October 2012.

Member of the 2008 Compass-Lexecon Prize Selection Committee (given to the economic paper in 2008 that made the most significant contribution to the understanding of competition policy).

Gave invited testimony on the economic theories of harm from resale price maintenance, U.S. Federal Trade Commission’s Hearings on Resale Price Maintenance, February 19, 2009.

Awarded the Certified Pricing Professional Degree by the Professional Pricing Society (one of only 25 awarded) at the 19th Annual Fall Pricing Conference, Miami, October 28, 2008.

Member of the 2007 Compass Prize Selection Committee (given to the economic paper in 2007 that made the most significant contribution to the understanding of competition policy).

Member of the organizing committee in charge of selecting papers to be presented at the 6th Annual International Industrial Organization Conference, Arlington, VA, May 2008.

Gave keynote address on “Selective Price Cuts and Loyalty Rebates” at the 34th Annual European Association for Research in Industrial Economics Conference (the leading conference in its field) at the University of Valencia in Valencia, Spain, September 2007.

Member of the 2006 Compass Prize Selection Committee (given to the economic paper in 2006 that made the most significant contribution to the understanding of competition policy).

Member of the organizing committee in charge of selecting papers to be presented at the 5th Annual International Industrial Organization Conference, Savannah, GA, April 2007.

ESRC–SSRC Visiting Fellowship, one of fourteen international visiting fellowships in the social sciences, awarded by the Economic and Social Research Council (UK) and the Social Science Research Council (USA) for the study of “Buyer Power in Merger Control,” 2005-2006.

Named Area Editor at *Marketing Science*, August 2003.

Named Co-editor at the *Journal of Economics & Management Strategy*, December 2002.

Citation of Excellence Award. Recognized by Emerald Management Reviews’ Independent Review Board as the author of one of the top fifty management articles of 2002 (over 20,000 articles reviewed annually) for the paper: “When Good News is Good for You: The Effect of Third-Party Information on the Division of Channel Profits” *Marketing Science*, Vol 21, No 3, 2002.

National Science Foundation Grant, SES-0001903, awarded for the study of “Economic Analysis of Sequential Vertical Contracting,” with Leslie M. Marx, 2000-2002.

Elected to Beta Gamma Sigma, honor society for AACSB accredited business schools, June 2000.

Gave invited testimony on the competitive effects of slotting allowances and retailer buyer power, U.S. Federal Trade Commission’s Hearings on Slotting Allowances, June 1-2, 2000.

Gave invited testimony on the competitive effects of slotting allowances, Hearings on Global and Innovation Based Competition, U.S. Federal Trade Commission, November 8, 1995.

Livingston Research Scholar, one of two awarded annually in support of junior faculty research, Department of Economics, University of Michigan, 1993-1994.

Rothschild Research Scholar, one of two awarded annually in support of junior faculty research, Department of Economics, University of Michigan, 1991-1992.

Princeton University Fellowship, one of several awarded annually in support of graduate research, Department of Economics, Princeton University, 1987-1989.

John M. Olin Fellowship, one of several awarded annually in support of graduate research, Department of Economics, Princeton University, 1987-1988.

National Science Foundation Fellowship, one of seventeen national fellowships in economics, awarded by the National Science Foundation in support of graduate research, 1984-1987.

Adams Prize in Econometrics, annual award for the best econometrics project, Department of Economics, Swarthmore College, May 1984.

Elected to Phi Beta Kappa, honor society for accredited undergraduate institutions, May 1984.

Graduated with High Honors, Swarthmore College, May 1984.

Other Professional Activities

Memberships:

European Association for Research in Industrial Economics, 1992-Present.

INFORMS College on Marketing, 1989-Present.

American Economics Association, 1987-Present.

Ad-Hoc Referee:

I have served as an ad-hoc referee for the following journals and government agencies, many on a regular basis: *American Economic Journal: Microeconomics*, *American Economic Review*, *American Economic Review: Insights*, *Berkeley Electronic Press: Advances in Economic Analysis & Policy*, *Bulletin of Economic Research*, *Canadian Journal of Economics*, *Economic Analysis & Policy*, *Economic Inquiry*, *Economic Journal*, *Economics & Business Letters*, *Economics Letters*, *Economic Modeling*, *Economic Notes*, *European Economic Review*, *European Journal of Law and*

Economics, Games and Economic Behavior, International Economic Review, International Journal of the Economics of Business, International Journal of Game Theory, International Journal of Industrial Organization, Journal of Business, Journal of Competition Law and Economics, Journal of Development Economics, Journal of Economic Behavior and Organizations, Journal of Economic Theory, Journal of Economics and Business, Journal of Economics and Management Strategy, Journal of European Economic Association, Journal of Environmental Economics and Management Strategy, Journal of Industrial Economics, Journal of Industry, Competition and Trade, Journal of Institutional and Theoretical Economics, Journal of International Economics, Journal of Law and Economics, Journal of Law, Economics, and Organization, Journal of Legal Studies, Journal of Marketing Research, Journal of Political Economy, Journal of Regulatory Economics, Journal of Retailing, Management Science, Journal of Risk and Insurance, Managerial and Decision Economics, Marketing Science, MIT Sloan Management Review, National Science Foundation, Quantitative Marketing and Economics, Quarterly Journal of Economics, Quarterly Review of Economics and Business, Rand Journal of Economics, Review of Economic Studies, Review of Industrial Organization, Review of Law and Economics, Scandinavian Journal of Economics, Social Sciences and Humanities Research Council of Canada, Southern Economic Journal.

Conference Presentations and Seminars:

“Exclusive Contracts and Digital Platforms,” a series of lectures presented at the Norwegian School of Economics (zoom), open to students from across Europe, October 2021.

“Less is More in Bilateral Channel Coordination: Linear Wholesale Pricing May Outperform More Complex Contracts,” presented at the 48th Annual Conference of the European Association for Research in Industrial Economics, Norwegian School of Economics (zoom), August 2021.

“Slotting Payments and Channel Coordination with Asymmetric Retailers,” presented at the University of Bergen, April 2019.

“Tying, Bundling, and Double Marginalization,” presented at the Bergen Competition Policy Conference, Bergen Centre for Competition Law and Economics, June 2018.

“Topics on the Economics of Exclusion,” a series of lectures presented at the University of Bergen, open to students from across Europe, April 2017.

“Making Sense of Restrictions on Online Sales,” presented at the 2nd Annual Bergen Centre for Competition Law and Economics Conference on Competition Policy, University of Bergen, April 2016.

“Competing Buyers, Rent Extraction, and Inefficient Exclusion,” discussant at the 1st Annual Bergen Centre for Competition Law and Economics Conference on Competition Policy, Norwegian School of Economics, April 2015.

“Partial Exclusion with Market-Share Contracts,” presented at the 1st Annual Bergen Centre for Competition Law and Economics Conference on Competition Policy, Norwegian School of Economics, April 2015.

“Multi-Input Downstream Firms and Vertical Contracting,” discussant at the Industrial Organization Conference, Norwegian School of Economics and the Bergen Centre for Competition Law and Economics, May 2014.

“Turning the Page on Business Formats for Digital Platforms: Does the Agency Model Soften Competition,” presented at the Industrial Organization Conference, Norwegian School of Economics and the Bergen Centre for Competition Law and Economics, May 2014.

“Topics on the Economics of Vertical Restraints,” a series of lectures presented at the University of Bergen, open to students from across Europe, May 2014.

“Turning the Page on Business Formats for Digital Platforms: Does the Agency Model Soften Competition,” presented at University of Toronto, April 2014.

“Turning the Page on Business Formats for Digital Platforms: Does the Agency Model Soften Competition” presented at University of California Berkeley, March 2014.

“RPM in Two-Sided Markets,” discussant at the workshop on vertical restraints, University of Bergen and the Bergen Centre for Competition Law and Economics, October 2013.

“Naked Exclusion with Private Offers,” presented at the workshop on vertical restraints, University of Bergen and the Bergen Centre for Competition Law and Economics, October 2013.

“Exclusionary Discounts,” presented at the University of Bergen, October 2013.

“Impact of Reverse-Fixed Payments on Competition,” public presentation, London, June 2013.

“Impact of Reverse-Fixed Payments on Competition,” presented at the Office of Fair Trading, June 2013.

“The Anti-Competitive Effects of Resale Price Maintenance in Fragmented Markets,” public presentation, London, June 2012.

“The Economics of Parities and Differentials,” public presentation, London, June 2012.

“The Anti-Competitive Effects of Resale Price Maintenance in Fragmented Markets,” presented at Norwich Business School, University of East Anglia, June 2012.

“The Anti-Competitive Effects of Resale Price Maintenance in Fragmented Markets,” presented at the Office of Fair Trading, June 2012.

“The Economics of Parities and Differentials,” presented at the Office of Fair Trading, June 2012.

“Naked Exclusion with Minimum-Share Requirements,” presented at the Bergen Center for Competition Law and Economics, April 2012.

“Topics on Market Foreclosure and Exclusionary Contracts,” a series of lectures presented at the Norwegian School of Economics and Business, open to students from across Europe, April 2012.

“Topics on Vertical Contracting/Restraints,” a series of lectures presented at the Norwegian School of Economics and Business, open to students from across Europe, May 2011.

“Naked Exclusion with Minimum-Share Requirements,” presented at the Conference on Vertical Restraints , ESRC Centre for Competition Policy, University of East Anglia, June 2010.

“Naked Exclusion with Minimum-Share Requirements,” presented at the ESRC Centre for Competition Policy, University of East Anglia, September 2009.

“Economic Theories of Harm from Resale Price Maintenance,” presented at the U.S. Federal Trade Commission’s Hearings on Resale Price Maintenance, Washington, D.C., February 2009.

“Exclusionary Discounts,” presented at Indiana University, March 2008.

“Selective Price Cuts and Loyalty Rebates” keynote address at the 34th Annual Conference of the European Association for Research in Industrial Economics, University of Valencia, Valencia, Spain, September 2007.

“Exclusionary Discounts,” presented at the Norwegian School of Economics and Business Administration, June 2007.

“The Economics of Loyalty Rebates,” presented at the DOJ/FTC Hearings on Single Firm Conduct, U.S. Federal Trade Commission, November 2006.

“Lectures on Buyer Power,” presented at the ESRC Centre for Competition Policy, University of East Anglia, May 2006.

“Exclusionary Discounts,” presented at the ESRC Centre for Competition Policy, University of East Anglia, May 2006.

“Ideas in Interaction,” chaired session at The Future of Distribution Channels Research, University of Pennsylvania, May 2006.

“Slotting Allowances and Scarce Shelf Space,” presented at the 2006 International Industrial Organization Conference, Boston, April 2006.

“Do Vertical Mergers Facilitate Collusion,” a discussant at the 2006 Econometric Society Meetings, Boston, January 2006.

“Slotting Allowances and Scarce Shelf Space,” presented at Washington University in St. Louis, April 2005.

“Slotting Allowances and Scarce Shelf Space,” presented at Duke University, February 2005.

“Slotting Allowances and Scarce Shelf Space,” presented at Texas A&M University, October 2004.

“Slotting Allowances: An Empirical Investigation,” a discussant at the Summer Institute for Competitive Strategy, University of California at Berkeley, July 2004.

“Buyer Groups as Strategic Commitments,” a discussant at the 2004 International Industrial Organization Conference, Chicago, April 2004.

“All-Units Discounts in Retail Contracts,” presented at the 2004 International Industrial Organization Conference, Chicago, April 2004.

“Upfront Payments and Exclusion in Downstream Markets,” presented at the Canadian Bureau of Competition Policy, Ottawa, April, 2004.

“All-Units Discounts in Retail Contracts,” presented at the Summer Institute for Competitive Strategy, University of California at Berkeley, June 2003.

“All-Units Discounts in Retail Contracts,” presented at New York University, Marketing Camp, May 2003.

- “All-Units Discounts in Retail Contracts,” presented at the University of Chicago (Graduate School of Business), March 2003.
- “All-Units Discounts in Retail Contracts,” presented at the Conference on Pricing Research, Cornell University, September 2002.
- “Comparative Advertising and Retailer Participation,” presented at the University of Florida, Marketing Retreat, April 2002.
- “Bargaining Power in Sequential Contracting,” presented at the Conference of European Association of Research in Industrial Economics, Trinity College Dublin, August 2001.
- “When Good News About Your Rival is Good for You: The Effect of Third-Party Information on the Division of Channel Profits,” presented at Northwestern University (Kellogg School of Management), April 2001.
- “Upfront Payments and Exclusion in Vertical Contracting,” presented at Cornell University, March 2001.
- “Opportunism and Nondiscrimination Clauses,” presented at the Summer Industrial Organization Conference, University of British Columbia, July 2000.
- “Bargaining, Third-Party Information and the Division of Profit in the Distribution Channel,” presented at the Marketing Science Conference, University of California, Los Angeles, June 2000.
- “The Internet as a Medium for Marketing Communications: Channel Conflict Over the Provision of Information,” presented at the Marketing Science Conference, University of California, Los Angeles, June 2000.
- “Slotting Allowances and Fees: Current Policy Perspectives,” a panelist at the slotting allowances session, Marketing and Public Policy Conference, Washington, D.C., June 2000.
- “Slotting Allowances and Buyer Power,” a panelist at the U.S. Federal Trade Commission’s slotting allowances workshop, Washington, D.C., June 2000.
- “Opportunism and Nondiscrimination Clauses,” presented at the Bureau of Economics, U.S. Federal Trade Commission, Washington, D.C., June 2000.
- “Opportunism and Nondiscrimination Clauses,” presented at University of Bergen, April 2000.
- “Vertical Relationships Among Firms,” lecture given to Anne Coughlan and Bob Blattberg’s Ph.D. marketing class at Northwestern University (Kellogg Graduate School of Management), April 2000.
- “Rent Shifting and Efficiency in Sequential Contracting,” presented at the University of Toronto, November 1999.
- “Opportunism and NonDiscrimination Clauses with Multi-Player Bargaining,” presented at the Southeast Economics Association Conference, Washington, D.C., November 1999.
- “Rent Shifting and Efficiency in Sequential Contracting,” presented at Ohio State University, November 1999.

- “Pay to Switch or Pay to Stay: Third-degree Price Discrimination in Markets with Switching Costs,” presented at University of North Carolina (Keenan-Flagler School of Management), October 1999.
- “Pay to Switch or Pay to Stay: Third-degree Price Discrimination in Markets with Switching Costs,” presented at MIT (Sloan School of Management), October 1999.
- “Pay to Switch or Pay to Stay: Third-degree Price Discrimination in Markets with Switching Costs,” presented at Yale University (School of Management), September 1999.
- “Bargaining, Third-Party Information and the Division of Channel Profit in the Distribution Channel,” presented at the Marketing Science Conference, Syracuse University, May 1999.
- “The Internet as a Medium for Marketing Communications: Channel Conflict Over the Provision of Information,” presented at the Marketing Science Conference, Syracuse University, May 1999.
- “On the Incidence and Variety of Low-Price Guarantees,” presented at the University of California, Berkeley (Haas School of Business), March 1999.
- “Unequal Treatment of Identical Agents in Cournot Equilibrium,” presented at the University of Rochester (Simon School of Business), September 1998.
- “Who Gets the Discounts: Your Customers or Mine,” presented at the conference of the European Association of Research in Industrial Economics, University of Copenhagen, September 1998.
- “On the Incidence and Variety of Low-Price Guarantees,” presented at the conference of the European Association of Research in Industrial Economics, University of Copenhagen, September 1998.
- “Hassle Costs: the Achilles’ Heel of Price-Matching Guarantees,” presented at the Economic Analysis Group, U.S. Department of Justice, Washington, D.C., May 1998.
- “The Internet as a Medium for Marketing Communications: Channel Conflict Over the Provision of Information,” presented at INFORMS “Marketing Science and the Internet Conference,” Boston, February 1998.
- “Contracts to Mitigate Deadweight Loss,” a discussant at the Allied Social Sciences Conference, Chicago, January 1998.
- “On the Optimal Regulation of Oligopolistic Industries,” a discussant at the Allied Social Sciences Conference, Chicago, January 1998.
- “Minimum Advertised Price,” a discussant at the Allied Social Sciences Conference, Chicago, January 1998.
- “Hassle Costs: the Achilles’ Heel of Price-Matching Guarantees,” presented at the Allied Social Sciences Conference, Chicago, January 1998.
- “Predatory Accommodation: Below-Cost Pricing Without Exclusion in Intermediate Goods Markets,” presented at the Centre for Industrial Economics Workshop on Vertical Restraints and Vertical Integration, University of Copenhagen, November 1997.
- “Hassle Costs: the Achilles’ Heel of Price-Matching Guarantees,” presented at the University of Rochester (Simon School of Business), April 1997.

“Hassle Costs: the Achilles’ Heel of Price-Matching Guarantees,” presented at Indiana University, April 1997.

“Hassle Costs: the Achilles’ Heel of Price-Matching Guarantees,” presented at the Marketing Science Conference, University of California, Berkeley, March 1997.

“Unequal Treatment of Identical Agents in Cournot Equilibrium: Private and Social Advantages,” presented at the University of Warwick, November 1996.

“Unequal Treatment of Identical Agents in Cournot Equilibrium: Private and Social Advantages,” presented at the University of Virginia, October 1996.

“Unequal Treatment of Identical Agents in Cournot Equilibrium: Private and Social Advantages,” presented at Purdue University, October 1996.

“Nonlinear Supply Contracts, Exclusive Dealing, and Equilibrium Market Foreclosure,” presented at the Canadian Bureau of Competition Policy, Ottawa, October 1996.

“Unequal Treatment of Identical Agents in Cournot Equilibrium: Private and Social Advantages,” presented at Carleton University, October 1996.

“The Welfare Effects of Most Favored Customer Clauses,” presented at the Bureau of Economics, U.S. Federal Trade Commission, Washington, D.C., April 1996.

“Hassle Costs: The Achilles’ Heel of Price-Matching Guarantees,” presented at Carnegie Mellon University (Graduate School of Industrial Administration), April 1996.

“Micro-Marketing in the Information Age: Optimal Pricing, Promotions, and Product Design in Asymmetric Duopolies,” presented at the Marketing Science Conference, University of Florida, March 1996.

“Nonlinear Supply Contracts, Exclusive Dealing, and Equilibrium Market Foreclosure,” presented at Indiana University, February 1996.

“Nonlinear Supply Contracts, Exclusive Dealing, and Equilibrium Market Foreclosure,” presented at Santa Clara University, January 1996.

“Nonlinear Supply Contracts, Exclusive Dealing, and Equilibrium Market Foreclosure,” presented at Vanderbilt University, January 1996.

“Nonlinear Supply Contracts, Exclusive Dealing, and Equilibrium Market Foreclosure,” presented at the Summer Industrial Organization Conference, University of British Columbia, July 1995.

“Winners and Losers in a Competitive Coupon Environment,” presented at Northwestern University (Kellogg Graduate School of Management), January 1995.

“Monopolistic Surplus Extraction with Multiple Buyers and Resale,” presented at the Allied Social Sciences Conference, Chicago, January 1995.

“Winners and Losers in a Competitive Coupon Environment,” presented at the Pricing and Decisions Models Conference, Boston, April 1994.

“Rendering Alternative Offerings Less Profitable with Resale Price Maintenance,” presented at Harvard University, April 1993.

- “The Welfare Effects of Forbidding Discriminatory Discounts,” presented at the Economic Analysis Group, U.S. Department of Justice, Washington, D.C., February 1993.
- “Nonlinear Supply Contracts, Exclusive Dealing, and Equilibrium Market Foreclosure,” presented at the University of Michigan (Business Economics Group), December 1992.
- “Nonlinear Supply Contracts, Exclusive Dealing, and Equilibrium Market Foreclosure,” presented at the University of Toronto, November 1992.
- “Nonlinear Supply Contracts, Exclusive Dealing, and Equilibrium Market Foreclosure,” presented at the Western Economic Association, San Francisco, July 1992.
- “Nonlinear Supply Contracts, Exclusive Dealing, and Equilibrium Market Foreclosure,” presented at the Economic Analysis Group, U.S. Department of Justice, Washington, D.C., January 1992.
- “Nonlinear Supply Contracts, Exclusive Dealing, and Equilibrium Market Foreclosure,” presented at Ohio State University, November 1991.
- “Nonlinear Supply Contracts, Exclusive Dealing, and Equilibrium Market Foreclosure,” presented at the University of Michigan, November 1991.
- “Vertical Control with Bilateral Contracts,” presented at the Marketing Science Conference, University of Delaware, March, 1991.
- “Capturing Strategic Rent: Full-Line Forcing, Brand Discounts, Aggregate Rebates, and Maximum Resale Price Maintenance,” presented at the Marketing Science Conference, University of Delaware, March 1991.
- “Capturing Strategic Rent: Full-Line Forcing, Brand Discounts, Aggregate Rebates, and Maximum Resale Price Maintenance,” presented at Georgetown University, December 1990.
- “Capturing Strategic Rent: Full-Line Forcing, Brand Discounts, Aggregate Rebates, and Maximum Resale Price Maintenance,” presented at Vanderbilt University, December 1990.
- “Vertical Control with Bilateral Contracts,” presented at University of Michigan, August 1990.
- “Resale Price Maintenance, Private Label Brands, and Loss Leader Selling,” presented at the Marketing Science Conference, University of Illinois, March 1990.
- “Resale Price Maintenance, Private Label Brands, and Loss Leader Selling,” presented at the Economic Analysis Group, U.S. Department of Justice, Washington, D.C., March 1990.
- “Slotting Allowances and Resale Price Maintenance: A Comparison of Facilitating Practices,” presented at Harvard Business School, February 1989.
- “Slotting Allowances and Resale Price Maintenance: A Comparison of Facilitating Practices,” presented at University of Michigan, February 1989.
- “Slotting Allowances and Resale Price Maintenance: A Comparison of Facilitating Practices,” presented at Yale University (School of Management), January 1989.
- “Slotting Allowances and Resale Price Maintenance: A Comparison of Facilitating Practices,” presented at Cornell University (Johnson School of Management), January 1989.

“Slotting Allowances and Resale Price Maintenance: A Comparison of Facilitating Practices,”
presented at Cornell University, January 1989.

“Slotting Allowances and Resale Price Maintenance: A Comparison of Facilitating Practices,”
presented at Dartmouth College, January 1989.

“Slotting Allowances and Resale Price Maintenance: A Comparison of Facilitating Practices,”
presented at Purdue University, January 1989.