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CURRENT STATUS Eli B. and Harriet B. Williams Professor of Economics,
University of Chicago, Booth School of Business
Co-Director, Initiative on Applied Theory (Booth School of Business)
Research Fellow, CESifo.

PRINCIPAL FIELDS Strategic pricing, contracts and incentives theory, industrial economics,
game theory, price theory.

EDUCATION University of Illinois, B.A.(Economics), B.A. (Political Science), 1985
London School of Economics, M.Sc. (Economics), 1986
Massachusetts Institute of Technology, Ph.D. (Economics), 1991

OTHER POSITIONS Visiting Lecturer, CES, Munich, Germany, February-March 2002
Editor, *Rand Journal of Economics*, 1997-2000
Associate Editor, *Rand Journal of Economics*, 1995-1996
Assistant Professor, University of Chicago, GSB, 1991-1995
Visiting Professor, MIT, Department of Economics, Fall 1993
Visiting Lecturer, CERGE, Prague, Czech Republic, and
Bratislava School of Economics, Slovakia, Spring 1993
Consultant, The Rand Corporation, 1988-89
Olin Fellow, Harvard Law School, 1988-90

HONORS Eli B. and Harriet B. Williams Professor of Economics, 2003-present.
David W. Johnson Professor of Economics, 2001-2002.
Alfred P. Sloan Research Fellow, 1995-1997.
National Science Foundation, Presidential Faculty Fellow, 1994-1999.
Centel Foundation/Robert P. Reuss Scholar, 1993-1994.
Claude Lambe Graduate Fellowship - MIT, 1990-1991.
Olin Graduate Fellowship - MIT, 1990-1991.
Olin Fellowship in Law and Economics - Harvard Law School, 1988-1990.
National Science Foundation Graduate Fellowship - MIT, 1986-1990.

Sir Arthur Lewis Studentship - London School of Economics, 1985-1986.
University of Illinois, *summa cum laude*, ΦBK, Departmental Honors in
Economics and Political Science.

RESEARCH PUBLICATIONS:

“Market Participation in Delegated and Intrinsic Common Agency Games,” (with David Martimort, Paris School of Economics), *RAND Journal of Economics*, Spring, 40(1): 78-102.

“Selecting Equilibria in Common Agency Games” (previous version, “On the Robustness of Truthful Equilibria in Common Agency games”), (with David Martimort, Paris School of Economics), *Journal of Economic Theory*, 144: 604-634.

“Price Discrimination in Competitive Environments,” *Handbook of Industrial Organization*, Vol. 3, 2007.

“Involuntary Unemployment and Intrafirm Bargaining with Replacement Workers: Reply” (with Jeffrey Zwiebel, Stanford University, Graduate School of Business), *American Economic Review*, March 2003, 93(1): 456-57.

“The Economics of Multidimensional Screening,” (with Jean-Charles Rochet, Institut D’Economie Industrielle, Toulouse), *Advances in Economic Theory, 8th World Congress*, Mathias Dewatripont and Lars Hansen, editors, Cambridge University Press, 2003.

“Contractual Externalities and Common Agency Equilibria,” (with David Martimort, Paris School of Economics), *Advances in Theoretical Economics*, 3(1): 2003.
<http://www.bepress.com>.

“The Revelation and Taxation Principles in Common Agency Games,” (with David Martimort, Paris School of Economics), *Econometrica*, July 2002, 70(4): 1659-1673.

“Nonlinear Pricing with Random Participation,” (with Jean-Charles Rochet, Institut D’Economie Industrielle, Toulouse), University of Chicago, GSB, *Review of Economic Studies*, January 2002, 69(1): 277-311.

“The Non-monetary Nature of Gifts,” (with Canice Prendergast, University of Chicago, GSB), *European Economic Review*, December 2001, Vol. 45(10): 1793-1810.

“Barter Relationships,” (with Canice Prendergast, University of Chicago, GSB), in *The Vanishing Rouble: Barter Networks and Non-Monetary Transactions in Post-Soviet Societies*, edited by Paul Seabright, Cambridge University Press, 2000.

“Restricting the Means of Exchange within Organizations,” (with Canice Prendergast, University of Chicago, GSB), *European Economic Review*, April 1999, Vol. 43(4-6): 1007-1019.

“Impetuous Youngsters and Jaded Oldtimers: Acquiring a Reputation for Learning” (with Canice Prendergast, University of Chicago, GSB), *Journal of Political Economy*, December 1996, 104(6): 1105-1134.

“Nonmonetary Exchange within Firms and Industry,” in *Law and Firm Behaviour: 1996 Industry Economics Conference*, published by the Australian Government Publishing Service for the Productivity Commission, December 1996.

“Intrafirm Bargaining under Nonbinding Contracts,” (with Jeff Zwiebel, Stanford University, GSB), *Review of Economics Studies*, July 1996, 63(3): 375-410.

“Organizational Design and Technology Choice under Intrafirm Bargaining,” (with Jeff Zwiebel, Stanford University, GSB), *American Economic Review*, March 1996, 86(1): 195-222.

“Mandated Countertrade as Strategic Commitment,” (with Tore Ellingsen, Stockholm School of Economics), *Journal of International Economics*, February 1996, 40(1): 67-84.

“Nonlinear Pricing and Oligopoly,” *Journal of Economics & Management Strategy*, Winter 1995, 4(4): 529-562.

“Information Expropriation and Moral Hazard in Optimal Second-source Auctions,” *Journal of Public Economics*, Summer 1994, 54: 463-484.

“Do Short-Term Objectives Lead to Under- or Over-Investment in Long-term Projects?,” (with Lucian Bebchuk, Harvard Law School), *Journal of Finance*, June 1993, 48(2): 719-729.

“Licensing and Technology Transfer,” in *Pew Studies in Economics and Security, Incentives in Procurement Contracting*, Jim Leitzel and Jean Tirole, editors, Westview Press, 1993, pp. 121-130.

“The Economics of Liquidated Damage Clauses in Contractual Environments with Private Information,” *Journal of Law, Economics, and Organization*, October 1992, 8(3): 582-606.

“Fixed-Equilibrium Rationalizability in Signaling Games,” (with Joel Sobel and Iñigo Zapater), *Journal of Economic Theory*, December 1990, 52(2): 304-331.

UNPUBLISHED MANUSCRIPTS:

“The Collective Wisdom of Beauty Contests,” (with David Martimort, Paris School of Economics), ATI Working Paper #2011-07, June 2011.

“Aggregate Representations of Aggregate Games with Applications to Common Agency,” (with David Martimort, Paris School of Economics), ATI Working Paper #2011-06, (revised) June 2011.

“Public Contracting in Delegated Agency Games,” (with David Martimort, Paris School of Economics), ATI Working Paper #2011-05, (revised) June 2011.

“A useful necessary and sufficient condition for non-smooth optimal control problems,” (with David Martimort, Paris School of Economics), October 2009.

“Common Agency Games with Common Screening Devices,” (with David Martimort, Paris School of Economics), May 2006.

“Common Agency Equilibria with Discrete Mechanisms and Discrete Types,” (with David Martimort, Paris School of Economics), January 2003.

“Mergers, Employee Hold-up and the Scope of the Firm: An Intrafirm Bargaining Approach to Mergers,” (with Jeffrey Zwiebel, Stanford University, GSB), University of Chicago, GSB, October 1998 (revised December 2002).

Lectures in Contract Theory, monograph, May 2001.

“Barter, Liquidity, and Market Segmentation,” (with Canice Prendergast, University of Chicago, GSB), October 1997 (revised September 2001).

“Monetizing Social Exchange,” (with Canice Prendergast, University of Chicago, GSB), September 1997.

“Competitive Nonlinear Pricing,” (with Jean-Charles Rochet, Institut D’Economie Industrielle, Toulouse), University of Chicago, GSB, 1997.

“Mechanism Design under Common Agency,” unpublished manuscript, 1990.