

# Sara Fisher Ellison

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## Education

Ph.D., Massachusetts Institute of Technology, Economics, 1993; *A Nonparametric Residual-based Specification Test: Asymptotic, Finite-sample, and Computational Properties*; Primary fields: Industrial Organization, Econometrics/Statistics; Secondary fields: Microeconomic Theory, Finance, Political Economy.

Diploma of Advanced Study in Mathematical Statistics, Cambridge University, 1988.

B.S., Purdue University, Honors Mathematics and Honors Statistics, with Distinction, 1987.

## Employment

Abdul Latif Jameel Poverty Action Lab at MIT, Faculty Director of Data, Economics, and Development Policy MicroMasters and Masters programs, 2021-present.

Massachusetts Institute of Technology, Department of Economics, Senior Lecturer, 1999-present; Lecturer, 1997-1999; Visiting Assistant Professor 1995-1996.

### Courses:

- undergraduate introductory microeconomics (14.01)
- undergraduate industrial organization (14.20)
- undergraduate ecommerce (14.27)
- undergraduate/masters level statistics (14.30/14.300)
- undergraduate econometrics (14.32)
- undergraduate research and writing (14.33) (developed course which is used as a model in other departments)
- undergraduate/masters level data analysis for social scientists, (14.31/14.310) (developed course, created MOOC, course now used in multiple master's programs)
- Ph.D. level industrial organization (14.271)
- Ph.D. level statistics (14.381)
- Ph.D. level empirical methods (14.273) (developed course taken by Ph.D. students across various applied micro fields)

Ph.D. students:

- Michael Noel, '02
- Jeffrey Wilder, '02
- Eric Moos
- Edward Cho, '07
- Youngjun Jang, '15
- Stephen Murphy, '17
- Mengxi Wu, '17
- Hongkai Zhang, '17
- Patricia Anghel, '20

Master's students:

- William Rodriguez, MEng, '19

Selected administrative tasks:

- chair of the undergraduate program
- undergraduate advisor
- coordinator for student exchange program
- organizer of industrial organization workshop
- organizer of department-wide seminar
- member of the space and renovation committee
- member of the ad hoc Committee on Sexual Misconduct
- member of the ad hoc Committee on Major Choice
- member of the MITx Faculty Advisory Committee
- chair of the Working Group on Shared Research Space

Massachusetts Institute of Technology, Sloan School of Management, Senior Lecturer, 1996-1997. Courses: MBA microeconomics, MBA econometrics.

National Bureau of Economic Research, Productivity Program, Research Economist, 1992-1994. Responsibilities: independent research, constructing and maintaining several data sets on the pharmaceutical industry.

Other jobs: MIT Economics and Purdue Statistics Departments, research assistant. Eli Lilly, night janitor. Benjamin Harrison Home, docent and researcher. Dairy Queen, cash register and ice cream side. North Central Summer Tennis Program, tot tennis teacher.

## Academic Publications

“Internet Technology and its Role in the Price of Concert Tickets,” *Competition Policy International*, February 2021.

"An Economist's Guide to Epidemiology Models of Infectious Disease" (with C. Avery, W Bossert, A T Clark, G Ellison), *Journal of Economic Perspectives*, 34(4) 79-104, November 2020.

"Policy Implications of Models of the Spread of Coronavirus: Perspectives and Opportunities for Economists" (with C. Avery, W Bossert, A T Clark, G Ellison), *Covid Economics*, Issue 12, May 2020

“Search and Obfuscation in a Technologically Changing Retail Environment: Some Thoughts on Implications and Policy,” (with Glenn Ellison), *NBER Innovation Policy and the Economy*, 6, 2017.

“Price Search and Obfuscation: An Overview of the Theory and Empirics,” *The Handbook on the Economics of Retailing and Distribution*, 287-305, 2016.

“Diversity, Social Goods Provision, and Performance in the Firm,” (with Wallace Mullin), *Journal of Economics and Management Strategy*, 23(2), 465-481, 2014.

“Strategic Entry Deterrence and the Behavior of Pharmaceutical Incumbents Prior to Patent Expiration,” (with Glenn Ellison), *American Economic Journal: Microeconomics*, 3(1), 1-36, 2011.

“Countervailing Power in Wholesale Pharmaceuticals,” (with Christopher Snyder), *Journal of Industrial Economics*, 58(1), 32-53, 2010.

"Tax Sensitivity and Home State Preferences in Internet Purchasing," (with Glenn Ellison), *American Economic Journal: Economic Policy*, 1(2), 53-71, 2009.

“Search, Obfuscation, and Price Elasticities on the Internet,” (with Glenn Ellison), *Econometrica*, 77(2), 427-452, 2009.

“Coordinating on Lower Prices: Pharmaceutical Pricing Under Political Pressure,” (with Catherine Wolfram), *RAND Journal of Economics*, 37(2), 2006.

“Lessons About Markets from the Internet,” (with Glenn Ellison), *Journal of Economic Perspectives*, 19(2), 2005.

“Gradual Incorporation of Information: Pharmaceutical Stocks and the Evolution of Healthcare Reform,” (with Wallace Mullin), *Journal of Law and Economics*, 44(1), 89-129, 2001.

“A Simple Framework for Nonparametric Specification Testing,” (with Glenn Ellison), *Journal of Econometrics*, 96(1), 1-23, 2000.

“The Economics of Antibiotics,” (with Judith Hellerstein) in Jack Triplett (ed) *Measuring the Prices of Medical Treatments*, Brookings Institution Press, 1999.

“Characteristics of Demand for Pharmaceutical Products: An Exploration of Four Cephalosporins,” (lead author with Iain Cockburn, Zvi Griliches, and Jerry Hausman), *RAND Journal of Economics*, 28(3), 426-446, 1997.

“Economics and Politics: The Case of Sugar Tariff Reform,” (with Wallace Mullin), *Journal of Law and Economics*, 38(2), 335-366, 1995.

### Other Publications

*Data Analysis for Social Scientists: A Foundational Crash Course*, 2022. Amazon Publishing.

*Problems for ‘Data Analysis for Social Scientists: A Foundational Crash Course’*, 2022. Amazon Publishing

“More Productive, Less Happy: How the Office Gender Split Affects Work,” *The Conversation*, 2014.

Entry for “Industry,” *World Book Encyclopedia*, 2013.

Entry for “The Pharmaceutical Industry,” *The New Palgrave Dictionary of Economics*, 2008.

“Alternative Academic Careers,” *CSWEP Newsletter*, 2006.

“The Future of E-Retail,” *Technology Insider*, 2000.

Review of “Pharmaceutical Economics and Policy,” by Schweitzer, *Journal of Economic Literature*, 36(3), 1521-1522, 1998.

### Working Papers

“Internet Matching Technologies and the Geographic Distribution of Chess Skills,” December 2022, submitted.

“Regulatory Distortion: Evidence from Uber’s Entry Decisions in the US,” (with Anil Haldun), December 2022, conditionally accepted.

“Costs of Managerial Attention and Activity as a Source of Sticky Prices: Structural Estimates from an Online Market,” (with Christopher Snyder and Hongkai Zhang), 2022, revise and resubmit.

“Match Quality, Search, and the Internet Market for Used Books,” (with Glenn Ellison), 2022, revise and resubmit.

“An Empirical Study of Pricing Strategies in an Online Market with High-Frequency Price Information,” (with Christopher Snyder), July 2010.

“Gradual Incorporation of Information into Stock Prices: An Empirical Study of Informed Trading,” (with Wallace Mullin), July 2007.

“Pharmaceutical Prices and Politics,” (with Catherine Wolfram), January 2000.

“What Prices Can Tell Us About the Market for Antibiotics,” July 1998.

### Awards, Fellowships, and Visiting Positions

Levitan Teaching Prize, MIT School of Humanities, Arts, and Social Sciences, 2021.

Distinguished Science Award, Purdue University, 2020.

Visiting Faculty at Paris School of Economics, 2017-2018; taught PhD course on advanced techniques in empirical IO.

MITX Prize for Teaching and Learning in MOOCs, 2017; finalist for EdX Prize.

Faculty at the Russian Summer School on Institutional Analysis, HSE, 2015.

MIT Economics Undergraduate Teaching Award, 2012.

*AEJ: Microeconomics* Best Paper Award, 2012.

NBER Grant for the Economics of Digitization, 2011.

Visiting Scholar at the Center for Economic Studies, Munich, 2007; taught short course for graduate students on price search and obfuscation.

MIT School of Humanities, Arts, and Social Sciences Infinite Mile Award for Continued Outstanding Service and Innovative Teaching, 2006.

Richard B. Fisher Member at the Institute for Advanced Study, Princeton, NJ, 2003-2004.

MIT Economics Undergraduate Teaching Award, 2003.

National Science Foundation Grant, 2002-2005.

MIT Alumni Fund for Excellence and Innovation in Teaching Grant, 2001-2002.

Arch Shaw National Fellow at the Hoover Institution, Stanford, CA, 1999-2000.

National Science Foundation Graduate Fellowship, 1988-1991.

Churchill Scholar, Cambridge University, 1987-1988.

Purdue Commencement Speaker, 1987.

Outstanding Senior, Purdue School of Science, 1987.

Phi Beta Kappa, Phi Kappa Phi, 1986.

### Named and Keynote Addresses

International Conference on Applied Economics, HSE-Perm, keynote address, 2013.

ZEW Conference on Online Markets, Mannheim, keynote address, 2013.

Ludwig-Maximilians-Universität, Munich, named lecture, 2007.

Iowa State University Department of Economics, named lecture, 2006.

Purdue University, commencement speaker, 1987.

### Professional Activities

Program Committee, European Association for Research in Industrial Economics Conference, 2019, 2020, 2021.

Coeditor for *Journal of Economics and Management Strategy*, 2015-2020.

Burchard Fellow, 2008-2009, 2018-2021.

Fellow of CESifo, Munich, 2007-present.

Program Committee, International Industrial Organization Conference, 2006, 2007.

Associate Editor for *International Journal of Industrial Organization*, 2005-present.

Organizing Committee, International Industrial Organization Conference, 2003.

Member of Purdue School of Science Dean's Leadership Council, 2003-2006.

Associate Editor for *Journal of Industrial Economics*, 2002-present.

Associate Editor for *Review of Industrial Organization*, 2002-present.

Referee for several journals including *American Economic Review*, *Journal of Political Economy*, *Quarterly Journal of Economics*, *National Science Foundation*, *Review of Economic Studies*, *Journal of Economic Literature*, *Economics Letters*, *RAND Journal of Economics*, *Journal of Law and Economics*, *Journal of Econometrics*, *Review of Economics and Statistics*, *Journal of Law Economics and Organization*, *Journal of Health Economics*, *Journal of Business and Economic Statistics*, *Journal of Economics and Management Strategy*.

Numerous seminar presentations including MIT, Harvard, NBER, Boston University, Boston College, Tufts, Northeastern, Brandeis, Boston Federal Reserve Bank, Cornell, SUNY Stony Brook, NYU, University of Connecticut, Yale, Institute for Advanced Study, Bell Laboratories, Rutgers, University of Pennsylvania, Pennsylvania State University, FTC, University of Michigan, Purdue, University of Chicago, Northwestern, Iowa State University (named lecture), Berkeley, UCLA, Stanford, Hoover Institute, UC Santa Cruz, University of Toulouse, Paris School of Economics, Ecole des Mines (Paris), University of Helsinki, Tel Aviv University, LMU (Munich)(named lecture), Bocconi (Milan), University of Bologna, Yonsei University (Seoul).

Numerous conference presentations including ASSA meetings (multiple), Econometric Society meetings (multiple), NBER IO (multiple), NBER Taxation, NBER Pricing Dynamics, NBER Productivity (multiple), NBER Digitization (multiple), IIOC (multiple), SICS, IDEE, Munich Summer Institute, CESifo Applied Microeconomics (multiple), CESifo Digitization, Economics of Platforms (Rome), Paris Digital Economics Conference, Searle Conference (multiple), ZEW Conference on Online Markets (Manheim)(keynote speaker), International Conference on Applied Economics (HSE-Perm)(keynote speaker), FTC Conference on Drip Pricing, FTC Workshop on Online Ticket Purchase, International Symposium on Recent Developments in Econometric Theory with Applications (Xiamen University).

Litigation consulting including expert testimony. Business consulting.

## Selected Media Mentions

*New York Times*  
*New York Times Magazine*  
*National Public Radio* (on-air interviews)  
*The Economist*  
*Wall Street Journal*  
*Boston Globe* (front page)  
*Philadelphia Enquirer*  
*Los Angeles Times*  
*Fast Company*  
*Huffington Post*  
*Vox*  
*BBC* (on-air interviews)  
*WBZ-TV, Boston* (on-air interview)  
*Radio Boston* (on-air interview)  
*WBUR, Boston*

Last modified: September 2021