

# Glenn Ellison

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## EDUCATION

Ph.D., Massachusetts Institute of Technology, Economics, 1992. Dissertation: *Strategic Interactions in Large Populations*.

M .Phil., Cambridge University, Economics, 1988.

A.B., Harvard College, *summa cum laude* in Mathematics, 1987.

## EMPLOYMENT

Massachusetts Institute of Technology, Economics Department Head, 2016-present; Gregory K. Palm Professor of Economics, 2007-present; Associate Head, 2008-2010, 2000-2001; Professor 1997-2007, Ford Career Development Associate Professor, 1994-1997. Research interests include theoretical and empirical topics in game theory, industrial organization, and related fields including learning, large population and spatial models, e-commerce, mutual funds, pharmaceuticals, network externalities, the location of industries, academic publishing, and education.

Harvard University, Assistant Professor of Economics, 1992 - 1994.

Charles River Associates, Senior Associate, 1989; Associate, 1988 - 1989.

## PROFESSIONAL ACTIVITIES AND AWARDS

Fellow, Society for the Advancement of Economic Theory, 2012 –

Visiting Researcher, Microsoft Research, 2010 – 2011

Council Member, Econometric Society, 2009 – 2012

Fellow, American Academy of Arts and Sciences, 2007 –

Member, National Science Foundation Economics Panel, 2004 – 2006.

Editor, *Econometrica*, 2000 - 2003.

Editor, *Rand Journal of Economics*, 1995 - 1999.

National Bureau of Economic Research, Research Associate, 1997 - present; Faculty Research Fellow, 1994 - 1997.

Member, Institute for Advanced Study, 2003 - 2004.

Fellow, Econometric Society, 2000 –

Fellow, Center for Advanced Studies in the Behavioral Sciences, 1999 - 2000.

Alfred P. Sloan Research Fellowship, 1996 - 2000.

Principal Investigator, Alfred P. Sloan Foundation Research Grant, 2010 – 2012. Title: "Achievement Gaps Among High-Achieving Math Students"

Principal Investigator, National Science Foundation Research Grant, 2006 - 2009. Title: "Peer Review and the Dissemination of Scientific Knowledge"

Principal Investigator, National Science Foundation Research Grant, 2002 - 2005. Title: "ITR: Industrial Organization of Internet Industries"

Principal Investigator, National Science Foundation Research Grant, 1999 - 2002. Title: "Studies of Dynamic Phenomena in Industrial Organization"

Principal Investigator, National Science Foundation Research Grant, 1996 - 1999. Title: "Studies of Learning and Industrial Organization."

Principal Investigator, National Science Foundation Research Grant, 1993 - 1996. Title: "Models of Learning in Economics."

Sloan Foundation Doctoral Dissertation Fellowship, 1991 - 1992.

John L. Loeb Winston Churchill Scholarship, 1987 - 1988.

Wister Prize in Mathematics, 1987.

Member, Harvard math team for 1985 Putnam Exam. Team: 1<sup>st</sup> place. Individual: 14th.

## PUBLISHED ARTICLES

"Do Schools Matter for High Math Achievement? Evidence from the American Mathematics Competitions," (with Ashley Swanson), *American Economic Review*, 106 (6), 1244-1277, 2016.

"Fast Convergence in Evolutionary Models: A Lyapunov Approach," (with Drew Fudenberg and Lorens Imhof), *Journal of Economic Theory*, 161, 1-36, 2016.

"A Theory of Rule Development," (with Richard Holden), *Journal of Law, Economics, and Organization*, 30 (4), 649-682, 2014.

Honorable Mention in *JLEO* 2014 Oliver E. Williamson Prize selection.

"Dynamics of Open Source Movements," (with Susan Athey), *Journal of Economics & Management Strategy*, 23 (2), 294-316, 2014.

"How Does the Market Use Citation Data? The Hirsch Index in Economics," *American Economic Journal: Applied Economics*, 5 (3), 63-90, 2013.

"A Search Cost Model of Obfuscation," (with Alexander Wolitzky), *RAND Journal of Economics*, 43 (3), 417-441, 2012.

"Position Auctions with Consumer Search," (with Susan Athey), *Quarterly Journal of Economics*, 126 (3), 1213-1270, 2011.

"Is Peer Review in Decline?" *Economic Inquiry*, 49 (3), 635-657, 2011.

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

Winner of *American Economic Journal* Best Paper Prize for 2011.

"What Causes Industry Agglomeration? Evidence from Coagglomeration Patterns," (with Edward Glaeser and William Kerr), *American Economic Review*, 100 (3), 1195-1213, 2010.

Reprinted in Philip McCann, ed. *New Developments in Spatial Economics and Economic Geography*. Edward Elgar, 2013.

"The Gender Gap in Secondary School Mathematics at High Achievement Levels: Evidence from the American Mathematics Competitions," (with Ashley Swanson), *Journal of Economic Perspectives*, 24 (2), 109-128, 2010.

"Location Choice in Two-Sided Markets with Indivisible Agents," (with Robert Anderson and Drew Fudenberg), *Games and Economic Behavior*, 69, 2-23, 2010.

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

Reprinted in David VanHoose, ed. *e-Commerce Economics: Critical Concepts in Economics*. Routledge, 2014.

"Random Matching in Adaptive Dynamics," (with Drew Fudenberg and Lorenz Imhof), *Games and Economic Behavior*, 66, 98-114, 2009.

"Search, Obfuscation, and Price Elasticities on the Internet," (with Sara Fisher Ellison), *Econometrica*, 77 (2), 427-452, 2009.

Reprinted in Shane Greenstein, Avi Goldfarb, and Catherine Tucker, eds. *The Economics of Digitization*. Edward Elgar, 2013.

Reprinted in Michael R. Baye and John Morgan eds. *The Economics of E-Commerce*. Edward Elgar, forthcoming.

"Bounded Rationality in Industrial Organization," in Richard Blundell, Whitney Newey, and Torsten Persson (eds.) *Advances in Economics and Econometrics: Theory and Applications*, Ninth World Congress, Cambridge University Press, 2006.

"A Model of Add-on Pricing," *Quarterly Journal of Economics*, 120 (2), 585-637, 2005.

"Lessons about Markets from the Internet" (with Sara Fisher Ellison), *Journal of Economic Perspectives*, 19(2), 139-158, 2005.

"Competing Auctions" (with Drew Fudenberg and Markus Möbius), *Journal of the European Economic Association*, 2 (1), 30-66, 2004.

"Knife Edge or Plateau: When Do Market Models Tip?" (with Drew Fudenberg), *Quarterly Journal of Economics*, 118 (4), 1249-1278, 2003.

"The Slowdown of the Economics Publishing Process," *Journal of Political Economy* 110 (5), 947-993, 2002.

"Evolving Standards for Academic Publishing: A q-r Theory," *Journal of Political Economy* 110 (5), 994-1034, 2002.

"Geographic Concentration as a Dynamic Process," (with Guy Dumais and Edward L. Glaeser) *Review of Economics and Statistics* 84 (2), 193-204, 2002.

"The Neo-Luddite's Lament: Excessive Upgrades in the Software Industry," (with Drew Fudenberg), *RAND Journal of Economics* 31 (2), 253-272, 2000.

"Learning Purified Mixed Equilibria," (with Drew Fudenberg) *Journal of Economic Theory* 90 (1), 84-115, 2000.

"A Simple Framework for Nonparametric Specification Testing," (with Sara Fisher Ellison), *Journal of Econometrics* 96 (1), 1-23, 2000.

"Basins of Attraction, Long Run Stochastic Stability, and the Speed of Step-by-Step Evolution," *Review of Economic Studies*, 67 (1), 17-45, 2000.

"Are Some Mutual Funds Better than Others? Cross-sectional Patterns in Behavior and Performance," (with Judith Chevalier) *Journal of Finance* 54 (3), 875-899, 1999.

"Career Concerns of Mutual Fund Managers," (with Judith Chevalier) *Quarterly Journal of Economics* 114 (2), 389-432, 1999.

"The Geographic Concentration of Industry: Does Natural Advantage Explain Agglomeration?" (with Edward L. Glaeser) *American Economic Review Papers and Proceedings* 89 (2), 311-316, 1999.

"Risk Taking by Mutual Funds as a Response to Incentives," (with Judith Chevalier) *Journal of Political Economy* 105 (6), 1167-1200, 1997.

Reprinted in Paul Joskow and Michael Waterson, ed. *Empirical Industrial Organization*. Edward Elgar, 2004.

"Geographic Concentration in U.S. Manufacturing Industries: A Dartboard Approach," (with Edward L. Glaeser) *Journal of Political Economy* 105 (5), 889-927, 1997.

Reprinted in *Innovation, Evolution of Industry, and Economic Growth*. Edward Elgar, 355-393, 2000.

Reprinted in John Cantwell, ed. *Globalization and the Location of Firms*. Edward Elgar, 2004.

Reprinted in J. Vernon Henderson, ed. *New Economic Geography*. Edward Elgar, forthcoming.

Reprinted in Miroslav N. Jovanovic, ed. *Economic Integration and Spatial Location of Firms and Industries*, Edward Elgar, 2008.

"Learning from Personal Experience: One Rational Guy and the Justification of Myopia," *Games and Economic Behavior* 19, 180-210, 1997.

"Word of Mouth Communication and Social Learning," (with Drew Fudenberg) *Quarterly Journal of Economics* 110 (1), 93-125, 1995.

"Cooperation in the Prisoner's Dilemma with Anonymous Random Matching," *Review of Economic Studies* 61 (3), 567-588, 1994.

"Theories of Cartel Stability and the Joint Executive Committee," *RAND Journal of Economics* 25 (1), 37-57, 1994.

Reprinted in Paul Joskow and Michael Waterson, ed. *Empirical Industrial Organization*. Edward Elgar, 2004.

Reprinted in Stephen W. Salant and Margaret C. Levenstein, eds. *Cartels*. Edward Elgar, 2007.

"Rules of Thumb for Social Learning," (with Drew Fudenberg) *Journal of Political Economy* 101 (4), 612-643, 1993.

"Learning, Local Interaction and Coordination," *Econometrica* 61 (5), 1047-1071, 1993.

Reprinted in *Recent Developments in Game Theory*. Edward Elgar, 59-83, 1999

"The Finite-Sample Properties of Cointegration Estimators with Applications to Testing," (with Stephen Satchell) in P. C. B. Phillips, ed. *Models, Methods, and Application of Econometrics. Essays in Honor of A. R. Bergstrom*. Basil Blackwell, 176-198, 1993.

## WORKING PAPERS

"The Efficiency of Race-Neutral Alternatives to Race-Based Affirmative Action: Evidence from Chicago's Exam Schools," (with Parag Pathak), NBER Working Paper 22589, September 2016, 60 pp.

"Match Quality, Search, and the Internet Market for Used Books," (with Sara Fisher Ellison), September 2014, 55 pp.

"Assessing Computer Scientists Using Citation Data," April 2012, 11 pp.

## OTHER PUBLICATIONS

*Hard Math for Elementary School*, CreateSpace, 2013.

*Hard Math for Elementary School: Workbook*, CreateSpace, 2013.

*Hard Math for Elementary School: Answer Key for Workbook*, CreateSpace, 2013.

*Hard Math for Middle School: IMLEM Plus Edition*, CreateSpace, 2010.

*Hard Math for Middle School: IMLEM Edition*, CreateSpace, 2008.

*Solutions to Exercises in 'Game Theory by Drew Fudenberg and Jean Tirole'*, MIT Press, 1991.

## TEACHING

Teaching experience includes graduate-level courses in microeconomics, introductory game theory, advanced game theory, industrial organization, and antitrust and regulation, and undergraduate courses in e-commerce and game theory.

MIT Graduate Student Council Teaching Award, 2014

MIT Graduate Economics Association Teacher of the Year Award, 1996, 1997, 2003, 2005, 2006, 2007, 2008, 2009, 2013, 2014

MIT GEA Teaching Award, 1999.

Primary or secondary advisor to the following Ph.D. students:

Robert Majure ('94), U.S. Department of Justice

Roma Jakiwczyk (Harvard '96), Goldman Sachs, deceased

David Reiley ('96), Vanderbilt → Pandora

Charlotte Wojcik ('96), Federal Trade Commission

Charles "Kip" King ('97), Harvard Business School → Greylock McKinnon Associates

Harrison Hong ('97), Princeton University

Daniel Rodriguez ('98), Emory Goizueta School of Business → Credit Suisse

Robert Marquez ('98), Maryland Smith School of Business → University of California, Davis

Jonathan Levin ('99), Stanford University

Davina Ling ('99), Medstat Group → Analysis Group

Alan Sorensen ('99), University of California, San Diego → University of Wisconsin

Justin Johnson ('99), Cornell Johnson Graduate School of Management

Markus Möbius ('00), Harvard University → Microsoft Research, University of Michigan

Nathan Larson ('01), University College, London → American University

Guy Dumais (Harvard '02), Banker's Trust

Michael Noel ('02), University of California at San Diego → Texas Tech University

Jonathan Reuter ('02), University of Oregon → Boston College

Jeffrey Wilder ('02), U.S. Department of Justice

Wei Li ('03), University of California at Riverside → University of British Columbia

Silke Januszewski Forbes ('03), University of California at San Diego → Case Western Reserve University

Kenichi Amaya ('03), Kobe University → Kagawa University

Andrew Sweeting ('04), Northwestern University → University of Maryland

Lesley Chiou ('05), Occidental College

Erich Muehlegger ('05), Harvard Kennedy School of Government → University of California at Davis

Jonathan Weinstein ('05), Northwestern Kellogg School of Management → Washington University

Antara Dutta ('06), Georgetown University → Bates White

Joshua Fischman ('06), Tufts University → Northwestern University School of Law



Marek Pycia ('06), Pennsylvania State University → University of California at Los Angeles

Nathan Barczy ('07) Brattle Group

Dominique Lauga ('07) University of California at San Diego → Cambridge University

Joao Leao('08) ISCTE, Lisbon

Arthur Campbell ('09), Yale University School of Management

Chia-Hui Chen ('09), Academia Sinica

Tom Chang ('09), University of Southern California

Moshe Cohen ('09), Columbia University Graduate School of Business

Randall Lewis ('10), Yahoo! Research → Google

Alexander Wolitzky ('11), Stanford University → Massachusetts Institute of Technology

Michael Powell ('11), Northwestern Kellogg School of Management

Gabriel Carroll ('12), Stanford University

Suehyun Kwon ('12), University College, London

Ashley Swanson ('12), University of Pennsylvania Wharton School

Luis Zermeño ('12), Instituto Tecnológico Autónomo de México

Bradley Larsen ('13), Stanford University

Daniel Barron ('13), Northwestern Kellogg School of Management

Sarah Venables ('13), Deloitte

Youngjun Jang ('15), Bates White

Sara Moshary ('15), University of Pennsylvania

Anton Tsoy ('15), Einaudi Institute for Economics and Finance

Dong Jae Eun ('16), University of Washington

Mark Hou ('16), Lyft

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